

Qualitas Real Estate Income Fund

ASX:QRI | Performance Update – October 2023



MONTHLY PORTFOLIO UPDATE

As at 31 October 2023, the Trust's capital is fully allocated¹ with cash position expected to be fully drawn by four new loans over the coming month.

The Manager confirms that as at 31 October 2023, the portfolio has no interest arrears² or impairments.

HIGHLIGHTS

Net return³ (% p.a.) on NAV

12 month	8.53%
1 month	9.19%

Distribution (% p.a.) on NAV

12 month	8.47%
Current month	9.00%
Current month distribution (\$)	\$0.012203/ unit

Distribution on month end unit price (% p.a.)

Current month	9.12%
---------------	-------

KEY INFORMATION

Target return	RBA cash rate ^{4,5} + 5.0% to 6.5% p.a. (net)
S&P Global Industry Classification Standard Code and Classification	40204010 Mortgage Real Estate Investment Trust
Distributions	Monthly ⁶
Unit pricing	Weekly
Distribution reinvestment plan (DRP)	Yes - active

INVESTMENT FEATURES

- Property investment without ownership risk.
- Regular income⁶ and the potential for capital preservation.
- Expert real estate investment manager.

INVESTMENT OBJECTIVE

To achieve the target return, and provide monthly cash income, capital preservation and portfolio diversification⁷.

*Please refer to PDS section 8 on risks related to QRI.

KEY METRICS AS AT 31 OCTOBER 2023

\$593m / \$601m

Market cap / Trust NAV

\$1.580 / \$1.6018

Unit price / Unit NAV

34

Total loans⁸

0.90 years

Weighted loan maturity⁸

64% / 36%

Weighted LVR⁹ / % underlying real estate securities value need to fall on a weighted average basis across the portfolio for unit price to fall below NAV¹⁰

37%

of portfolio underlying real estate securities valued within the last 12 months

\$545m (91%)

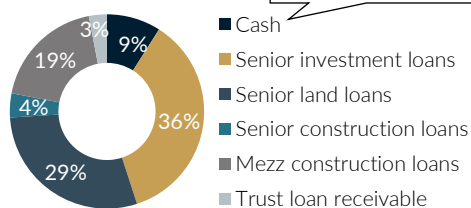
Invested capital¹¹

9% / 91%

Fixed / Floating interest exposure

PORTFOLIO UNDERLYING EXPOSURE¹²

Portfolio composition⁷

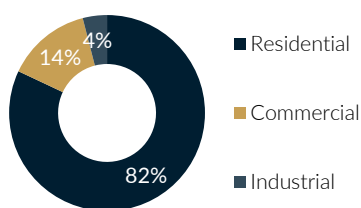


78% Senior loans¹³

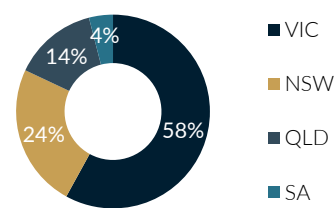
22% Mezzanine loans¹³

Cash balance resulted from ~\$41m repayment at the end of October, expected to be fully drawn in November 2023

Property sector⁷



Geography⁷



Qualitas Real Estate Income Fund

ASX:QRI | Performance Update – October 2023



YEAR	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	YTD
Distributions (¢/unit)													
FY19	-	-	-	-	-	0.1534	0.2416	0.2464	0.3784	0.6719	0.6463	0.8397	3.1777
FY20	0.8150	0.7370	0.9511	0.7906	0.7896	0.9099	0.8233	0.7989	0.7539	0.8405	0.8152	0.7882	9.8132
FY21	0.7914	0.8469	0.7956	0.8289	0.8076	0.8373	0.8692	0.8060	0.8163	0.7927	0.8176	0.8376	9.8471
FY22	0.6994	0.7894	0.7507	0.7814	0.6706	0.6315	0.6318	0.6012	0.6932	0.7556	0.8159	0.7689	8.5896
FY23	0.8151	0.8701	0.9004	0.9510	0.9666	1.0396	1.0597	1.0060	1.1416	1.1047	1.1414	1.3020	12.2982
FY24	1.1893	1.1959	1.1834	1.2203									4.7889

Net return (%)													
FY19	-	-	-	-	0.02%	0.08%	0.12%	0.15%	0.25%	0.41%	0.44%	0.49%	1.96%
FY20	0.53%	0.45%	0.66%	0.49%	0.49%	0.61%	0.51%	0.49%	0.45%	0.55%	0.49%	0.51%	6.23%
FY21	0.50%	0.59%	0.48%	0.51%	0.51%	0.60%	0.44%	0.46%	0.55%	0.51%	0.55%	0.46%	6.16%
FY22	0.44%	0.63%	0.44%	0.46%	0.40%	0.38%	0.36%	0.42%	0.45%	0.45%	0.50%	0.49%	5.42%
FY23	0.53%	0.54%	0.60%	0.60%	0.57%	0.72%	0.67%	0.60%	0.70%	0.66%	0.75%	0.80%	7.74%
FY24	0.76%	0.80%	0.72%	0.78%									3.06%

NET RETURN BY PERIOD

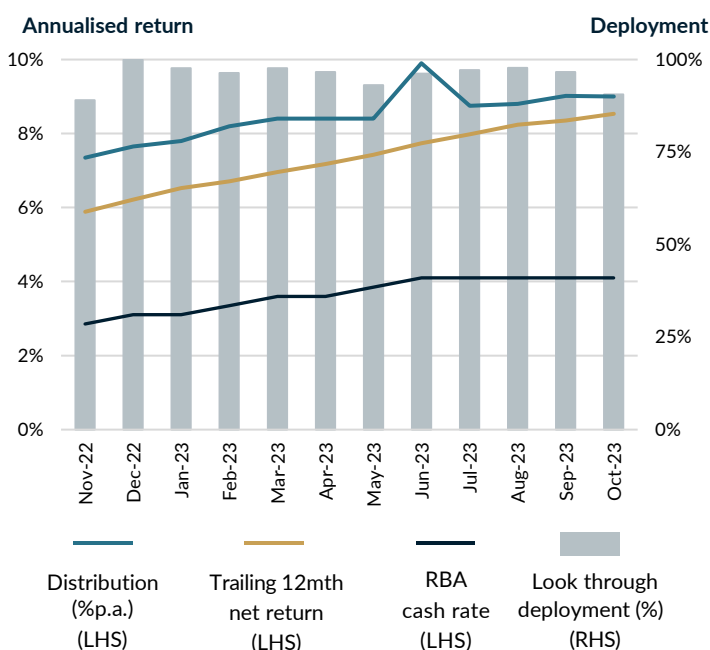
%	1mth	3mth	6mth	1yr	3yr ¹⁴	Incep ^{14,15}
Net return	0.78	2.30	4.62	8.53	6.87	6.49
Target return at 5.0%	0.76	2.28	4.52	8.65	6.52	6.25
Target return at 6.5%	0.88	2.65	5.27	10.15	8.02	7.75
RBA cash rate	0.34	1.03	2.02	3.65	1.52	1.25
Distribution	0.76	2.25	4.52	8.47	6.83	6.44
Spread to RBA	0.42	1.22	2.50	4.82	5.31	5.19

*Past performance is not a reliable indicator of future performance.
Target return: RBA cash rate + 5.0% to 6.5% p.a. (net)

ABOUT THE MANAGER

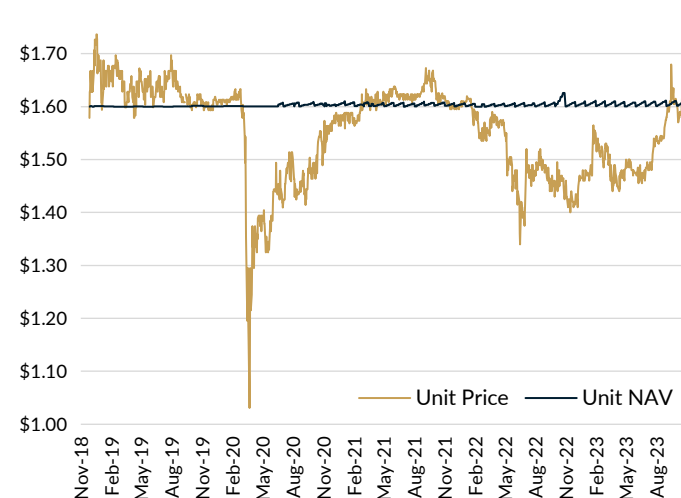
Established in 2008 and listed on the ASX in 2021, Qualitas has a 15-year track record in the real estate sector and currently manages A\$8 billion¹⁷ in committed capital. Qualitas has a disciplined approach to generating strong risk-adjusted returns for its investors. Qualitas' investment strategies include senior and mezzanine debt, preferred and ordinary equity investments in real estate development, value-add, repositioning, special situations and other opportunistic transactions.

MONTHLY NET RETURN VS. DEPLOYMENT¹⁶



*Past performance is not a reliable indicator of future performance.

UNIT PRICE VS. NAV



Qualitas Real Estate Income Fund

ASX:QRI | Performance Update – October 2023



PLATFORMS

AMP North
Asgard IDPS
Asgard Super & Pension
BT Panorama
BT Wrap

CFS FirstWrap
Edge CFS
HUB24
IOOF xpanD
Macquarie

Netwealth
Mason Stevens
MLC Wrap
Praemium

KEY SERVICE PROVIDERS

Manager
QRI Manager Pty Ltd – an authorised representative of Qualitas Securities Pty Ltd

Responsible entity
The Trust Company (RE Services Limited)

ENQUIRES

GENERAL

Phone +61 3 9612 3939 | **Email** qri@qualitas.com.au
Website qualitas.com.au/listed-investments/QRI
Address L38/120 Collins Street, Melbourne VIC 3000
LinkedIn [linkedin.com/company/qualitas-group/](https://www.linkedin.com/company/qualitas-group/)

UNIT REGISTRY

Phone 1300 554 474
Email qualitas@linkmarketservices.com.au
Website linkmarketservices.com.au

NOTES

1. Excluding cash buffer allocated for ongoing expenses.
2. Represents % of loan portfolio on look through basis in arrears by 90 days or more. All references in this update to 'arrears' are to be read accordingly.
3. Net returns are calculated based on the daily weighted average NAV across the respective time periods.
4. RBA cash rate is subject to a floor of 0%.
5. QRI is a different asset class to cash which is displayed by the RBA cash rate and BBSY. Accordingly, QRI is of a higher risk than an investment in cash.
6. The payment of monthly cash income is a goal of the Trust only and neither the Manager or the responsible entity provide any representation or warranty (whether express or implied) in relation to the payment of any monthly cash income.
7. The portfolio statistics are determined on a look-through basis having regard to the loans in the underlying Qualitas Funds as indicated. The classifications of these diversification parameters are determined by the Manager. Figures stated are subject to rounding.
8. Represents total loans in the portfolio on a look through basis, via investments in direct loans and Qualitas wholesale funds.
9. Represents total LVR of loans in the portfolio on a look through basis, via investments in direct loans and Qualitas wholesale funds.
10. Valuation dates of the underlying real estate securities vary across the portfolio based on the tenure of the loans.
11. Invested capital represents the amount of the Trust's total capital that has been committed and invested as at month end in loans (on a look through basis to the Qualitas Funds) and the Trust loan receivable. All investments including direct loans are made by the Sub-Trust. The Sub-Trust is wholly owned by the Trust.
12. Term is as at financial close of facility. All stats are on a look through basis, representing QRI's share of the loans except for average loan amount which is based on total Qualitas exposure to each investment.
13. Excludes Trust loan receivable and cash.
14. Calculated based on units entitled to the distribution. The units entitled to the Sep-19 distribution excludes units issued under the Wholesale and Early Retail Entitlement Offers.
15. Net return calculated based on weighted average NAV.
16. QRI is a different asset class to cash which is displayed by the RBA cash rate and BBSY. Accordingly, QRI is of a higher risk than an investment in cash.
17. Based on FUM as at 31 August 2023 and adjusted for additional A\$530 million activated commitment in QPICF.

DISCLAIMER

This communication has been issued and authorised for release by The Trust Company (RE Services) Limited (ACN 003 278 831) (AFSL 235150) as responsible entity of The Qualitas Real Estate Income Fund (ARSN 627 917 971) ("Trust" or "Fund") and has been prepared by QRI Manager Pty Ltd (ACN 625 857 070) (AFS Representative 1266996) as authorised representative of Qualitas Securities Pty Ltd (ACN 136 451 128) (AFSL 342242).

This communication contains general information only and does not take into account your investment objectives, financial situation or needs. It does not constitute financial, tax or legal advice, nor is it an offer, invitation or recommendation to subscribe or purchase a unit in QRI or any other financial product. Before making an investment decision, you should consider whether the Trust is appropriate given your objectives, financial situation or needs. If you require advice that takes into account your personal circumstances, you should consult a licensed or authorised financial adviser.

While every effort has been made to ensure the information in this communication is accurate; its accuracy, reliability or completeness is not guaranteed and none of The Trust Company (RE Services) Limited (ACN 003 278 831), QRI Manager Pty Ltd (ACN 625 857 070), Qualitas Securities Pty Ltd (ACN 136 451 128) or any of their related entities or their respective directors or officers are liable to you in respect of this communication. Past performance is not a reliable indicator of future performance.

The PDS and a target market determination for units in the Trust can be obtained by visiting the Trust website www.qualitas.com.au/qri. The Trust Company (RE Services) Limited as responsible entity of the Fund is the issuer of units in the Trust. A person should consider the PDS in deciding whether to acquire, or to continue to hold, units in the Trust.