

Qualitas Real Estate Income Fund

1H24 Financial Results

ASX:QRI



QUALITAS

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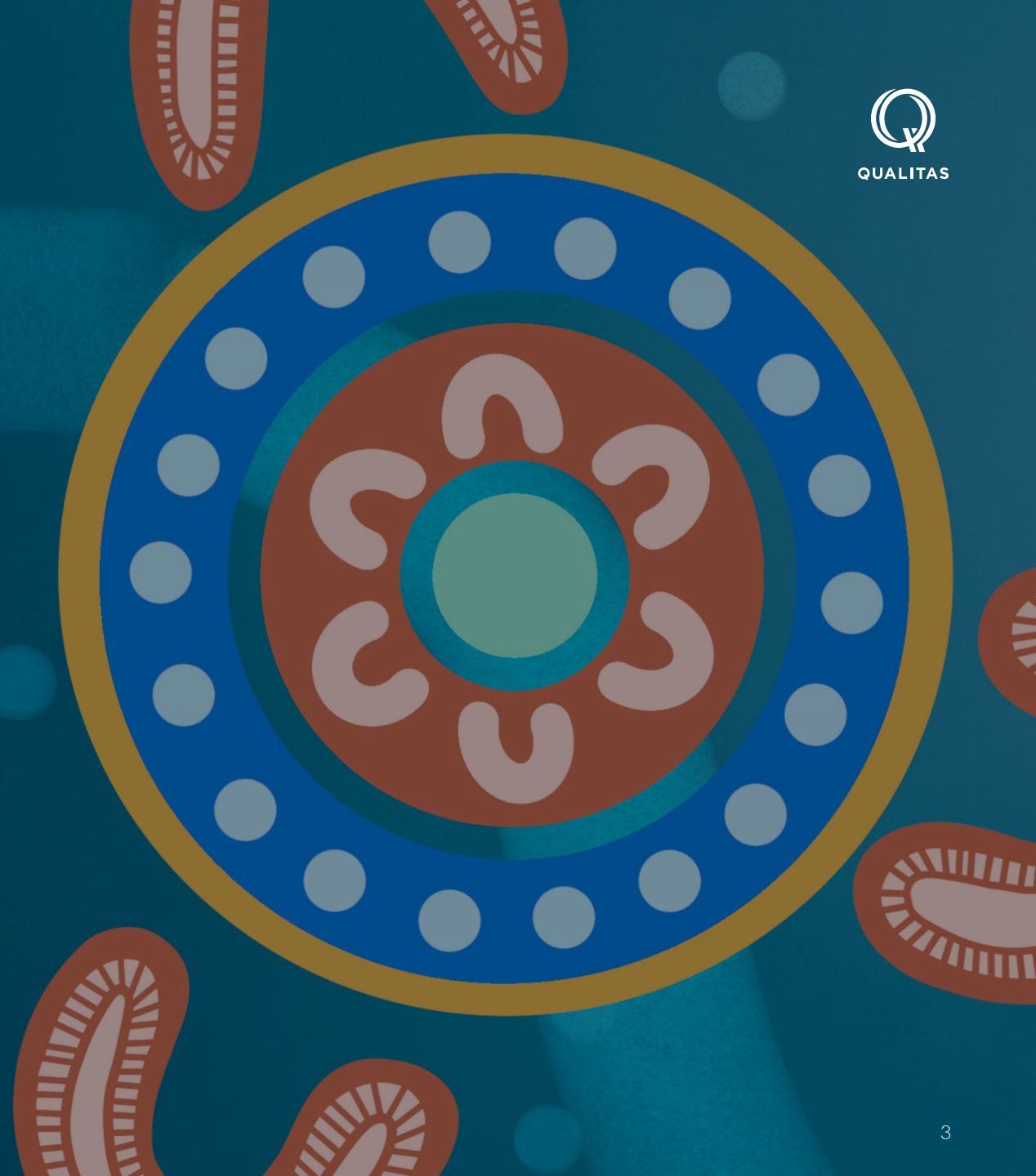
The PDS and a target market determination for units in the Fund can be obtained by visiting the Fund website www.qualitas.com.au/qri. The Trust Company (RE Services) Limited as responsible entity of the Fund is the issuer of units in the Fund. A person should consider the PDS in deciding whether to acquire,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

Acknowledgement of Country



Qualitas acknowledges the Traditional Custodians of Country throughout Australia and their ongoing connection to land, sea, and community. We pay our respect to their Elders past and present.

JOURNEY OF GROWTH
BY ALYSHA MENZEL



1H24 highlights



Financial

Distribution return

8.94%

1H24 Annualised¹

Net tangible assets

\$1.6018 per unit

No impairments or interest arrears²

Net return

9.09%

1H24 Annualised¹

No leverage

in funds management platform

Portfolio

99%

Floating interest exposure³

0.85 yrs

Weighted loan maturity⁴

88% invested in residential sector

87% in VIC and NSW^{4,5}

66%

Weighted average LVR⁴

Growth

ASX300 and ASX300 A-REIT
Index inclusion, only mortgage real estate investment
trust in both indices

\$56m

Capital raised FY24 to date driven by increased
demand from passive and active listed investors

14 advisory platforms

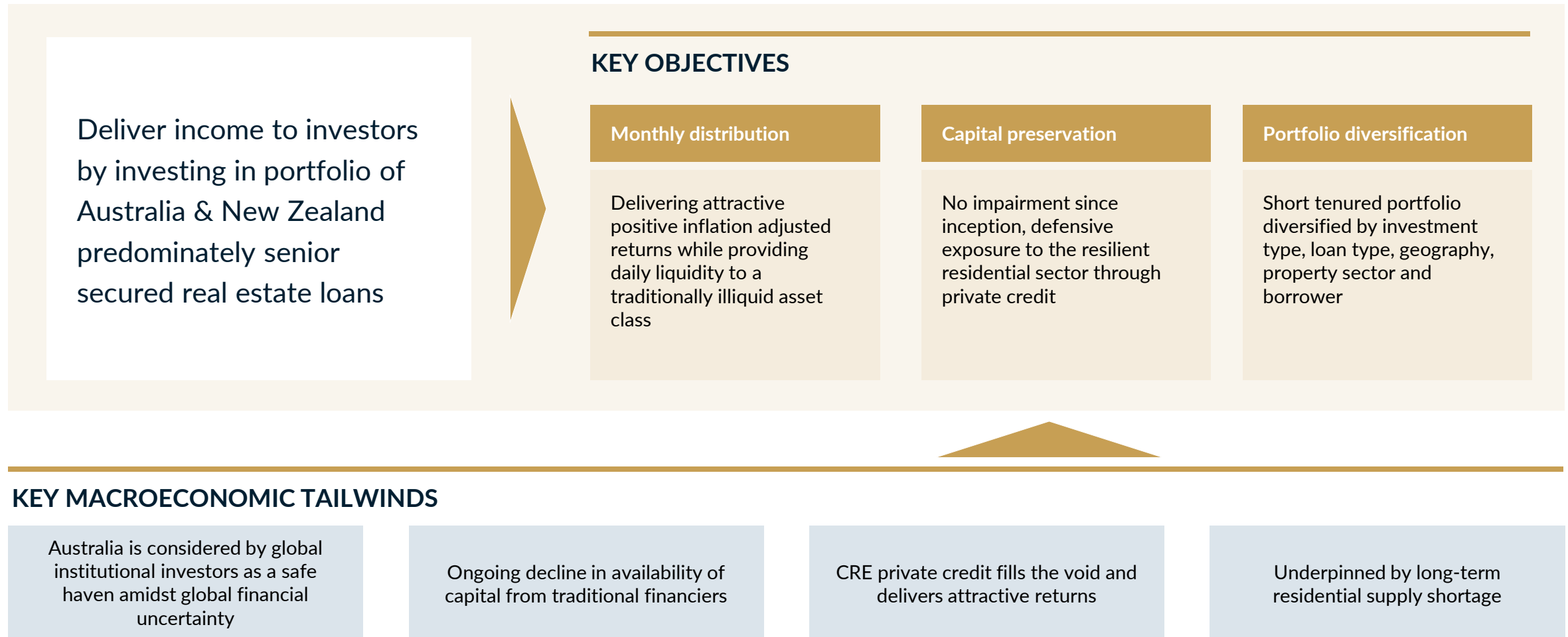
up by 5 from 31 December 2022⁶

10 new loans

\$136m in new loans in 1H24

Notes: 1. Annualised for the period 1 July 2023 to 31 December 2023. 2. As at 31 December 2023, 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. As at 31 December 2023, Excluding cash and Trust loan receivable. 4. As at 31 December 2023, Represents total loans in the portfolio on a look through basis, via investments in direct loans and Qualitas wholesale funds. 5. The classifications of these diversification parameters are determined by the Manager. Figures stated are subject to rounding. 6. New platforms added between 1 January 2023 to 31 December 2023: Asgard Super & Pension, CFS FirstWrap, Edge CFS, IOOF xpan and MLC Wrap.





QRI fund objectives are supported by macro tailwinds



Loan portfolio overview as at 31 December 2023¹

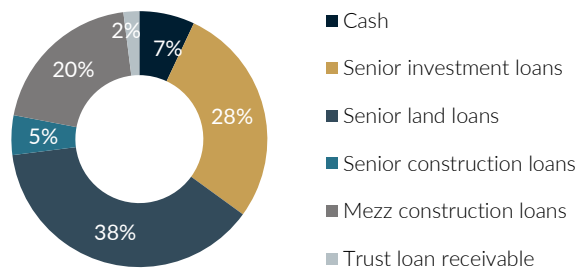


Borrower quality generally increases with transaction size - internal syndication across all income credit funds provides QRI investors with opportunities to participate in large investments with lower risk profiles previously accessible by institutional investors

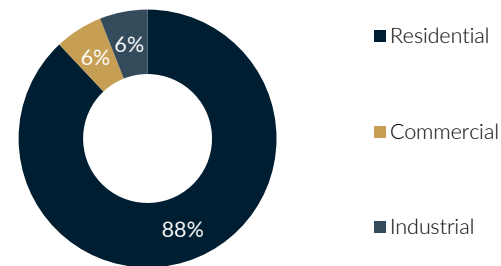
	Financing across the entire real estate cycle			
	 Senior lands loans	 Senior construction loans	 Mezzanine construction loans	 Senior investment loans
Number of loans	16	1	3	18
Total loan amount in QRI	\$242m	\$33m	\$128m	\$178m
Avg. loan amount ²	\$31m	\$23m	\$47m	\$46m
Weighted avg. gross return	11%	8%	14%	10%
Weighted avg. duration	0.80 yrs	0.78 yrs	0.80 yrs	0.97 yrs
Weighted avg. LVR ³	62%	67%	77%	63%

PORTFOLIO UNDERLYING EXPOSURE¹

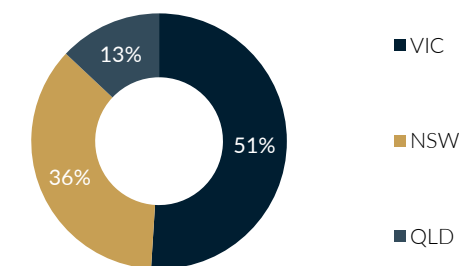
Portfolio composition



Property sector



Geography



Notes: 1. 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. 2. Average loan amount is based on total Qualitas exposure to each investment. 3. Weighted Loan-to-Value Ratio.



Qualitas Group



Qualitas – Industry leading CRE fund manager with a 15-year track record, deep sector expertise, extensive origination and alignment of interest through co-investment

\$8.1bn

Funds under management¹

QRI is the only
MREIT in ASX300 &
ASX300 A-REIT
indices

Provides investors access
to CRE private credit via the ASX

80%

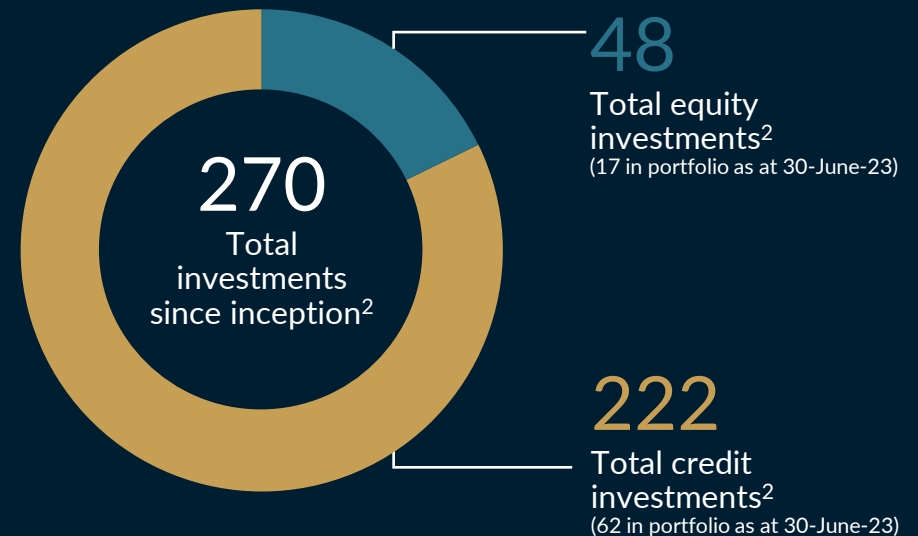
Current private credit
allocation¹

Long history and deep expertise
in real estate private credit

82%

Institutional capital
composition¹

Extensive global institutional
and wholesale investor base





Market Outlook

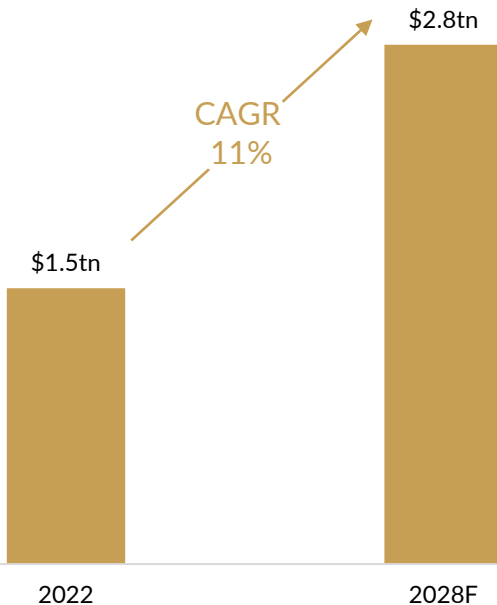


Increasing allocations to private credit from global investors with a focus on quality and scale

GLOBAL PRIVATE CREDIT AUM TO ALMOST DOUBLE BY 2028¹

Private credit is the only private asset class for which investors expect returns to improve over 2024.¹

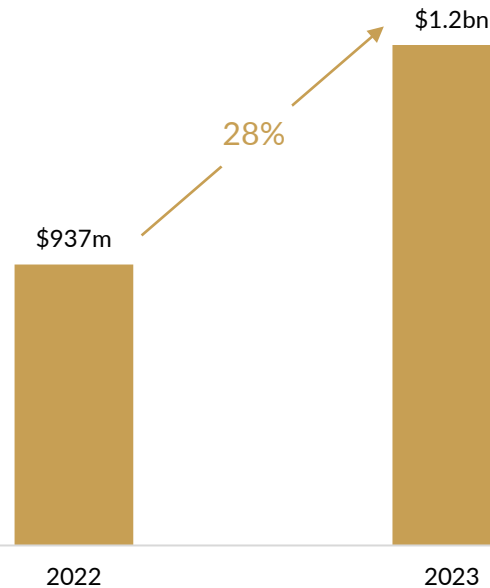
Global private credit AUM (US\$)



INVESTORS ARE INCREASINGLY COMMITTING LARGER MANDATES TO MANAGERS WITH A STRONG TRACK RECORD

Number of funds launched decreased by ~40% in 2023 while average fund size increased by 28%.¹

Average private credit fund size (US\$)



- Significant growth potential - private credit currently represents ~1% of global fixed income assets.¹
- Scalability, quality and track record are the key differentiators amongst private credit managers.

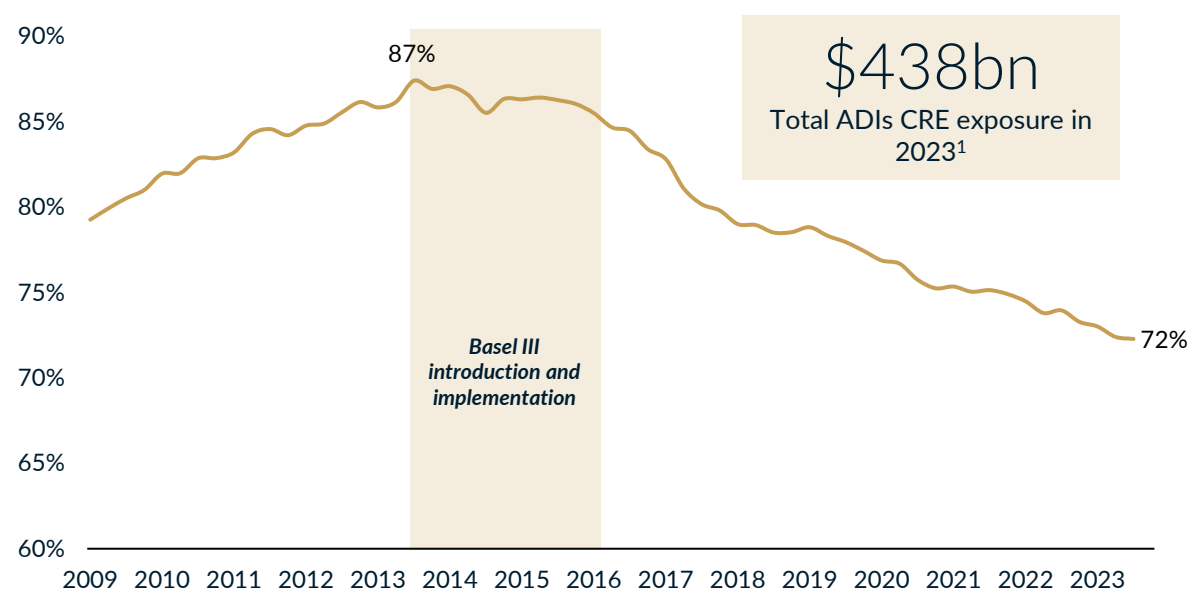
Global investors are hunting for attractive risk-adjusted investment opportunities in specialised private credit subsegments and are selecting the best managers in the field.

Why now is the time to invest in CRE private credit in Australia

Ongoing liquidity withdrawals from traditional financiers and equity-like returns generated with debt-like security profile attracting global investors

AUSTRALIAN CRE FINANCIER LANDSCAPE HAS CHANGED SINCE THE GFC

Traditional financiers market share as % of total ADIs CRE lending limit¹

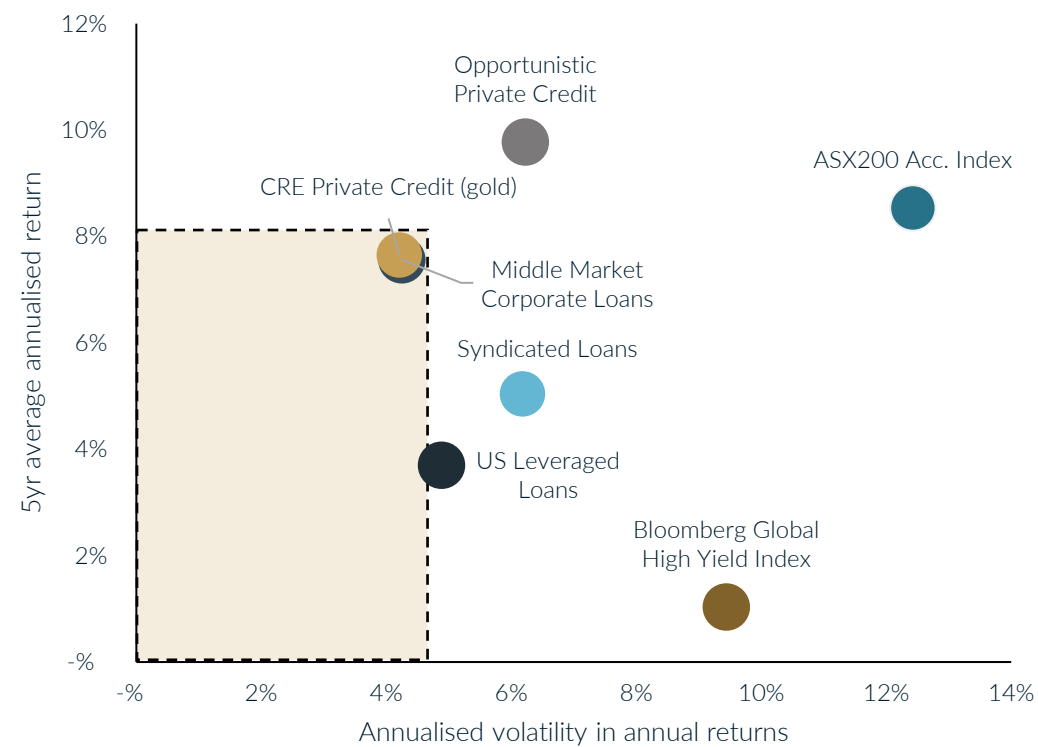


<1%
Non-performing rate is negligible¹

5.5%
Australian banks loan exposure to CRE as
% of total assets vs. ~10% post-GFC³

INVESTORS ARE DRAWN TO ATTRACTIVE RISK-ADJUSTED RETURN DELIVERED BY PRIVATE CREDIT

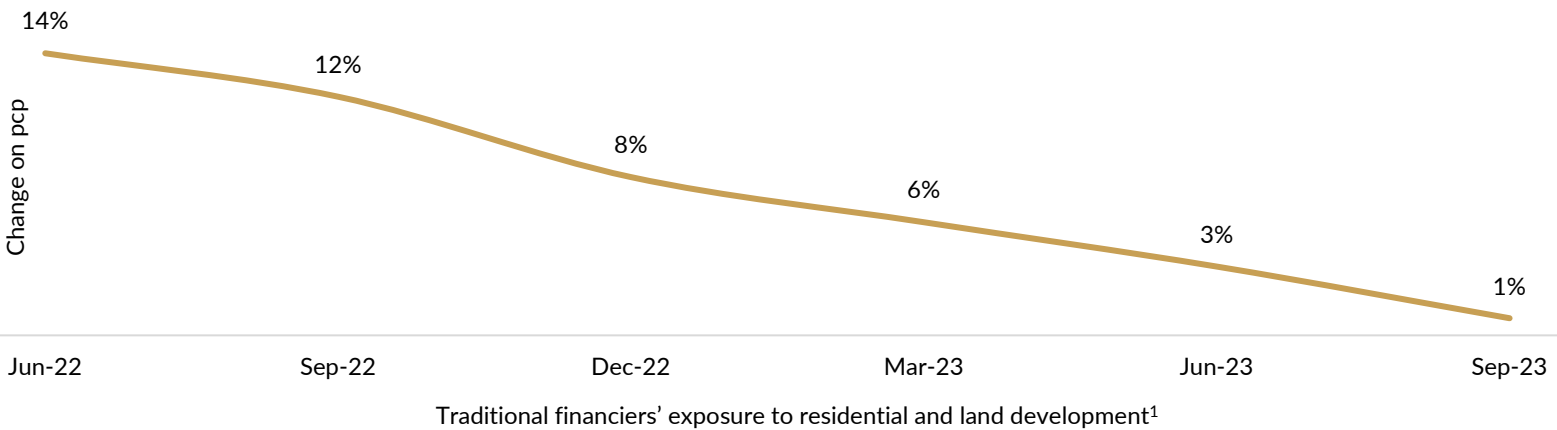
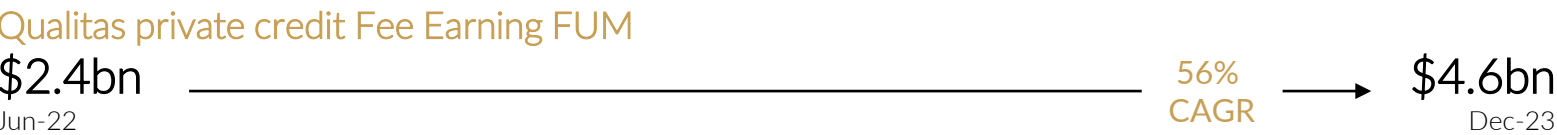
Risk and return over a 5-year period²



Private credit is filling a void in CRE financing



ELEVATED DEMAND FOR CREDIT FROM BORROWERS WITH ONGOING LIQUIDITY WITHDRAWAL FROM TRADITIONAL FINANCIERS



Selected the residential sector as a key focus area given it presents the most attractive deployment opportunities:

- 300k² apartments needed over the next four years to avoid further falls in current record low vacancy.
- Current unit median value of \$638k³ implies a gross value of ~\$191bn.
- Assuming an LVR of 60%, it implies a total gross financing requirement of ~\$115bn.
- Representing a 54% increase to traditional financiers' current residential exposure.

CRE financing market needs to expand significantly to meet demand for new apartments and private credit will play a pivotal role as developers seek to start projects and maximise IRR

Notes: 1. APRA, Quarterly authorised deposit-taking institution property exposure statistics for September 2023. 2. CBRE. 3. Domain, December 2023 House Price Report, combined capital cities unit median price.

Long-term tailwinds in the Australian residential sector continue to attract global investors

Unprecedented demand in residential assets

518_k

Record high net annual overseas migration¹

0.8%

Record low vacancy rate²

Apartments are key to overcoming residential shortage and building activity has been subdued due to elevated construction cost and slower growth in apartment value over the last few years

300_k

Apartments needed over the next four years³

60_k

Apartments to be completed in 2024³

Deteriorating affordability and significant premium of houses over apartments are shifting buyers' preference to apartments

5.5_{yr}

For average income household to save a 20% deposit on a median priced home⁴

1.3_x

Median house value over apartment value⁵

- Stabilising construction costs, increases in off-the-plan apartment sale prices and potential rate cuts boost development feasibility.
- Mounting political pressure to increase housing supply.

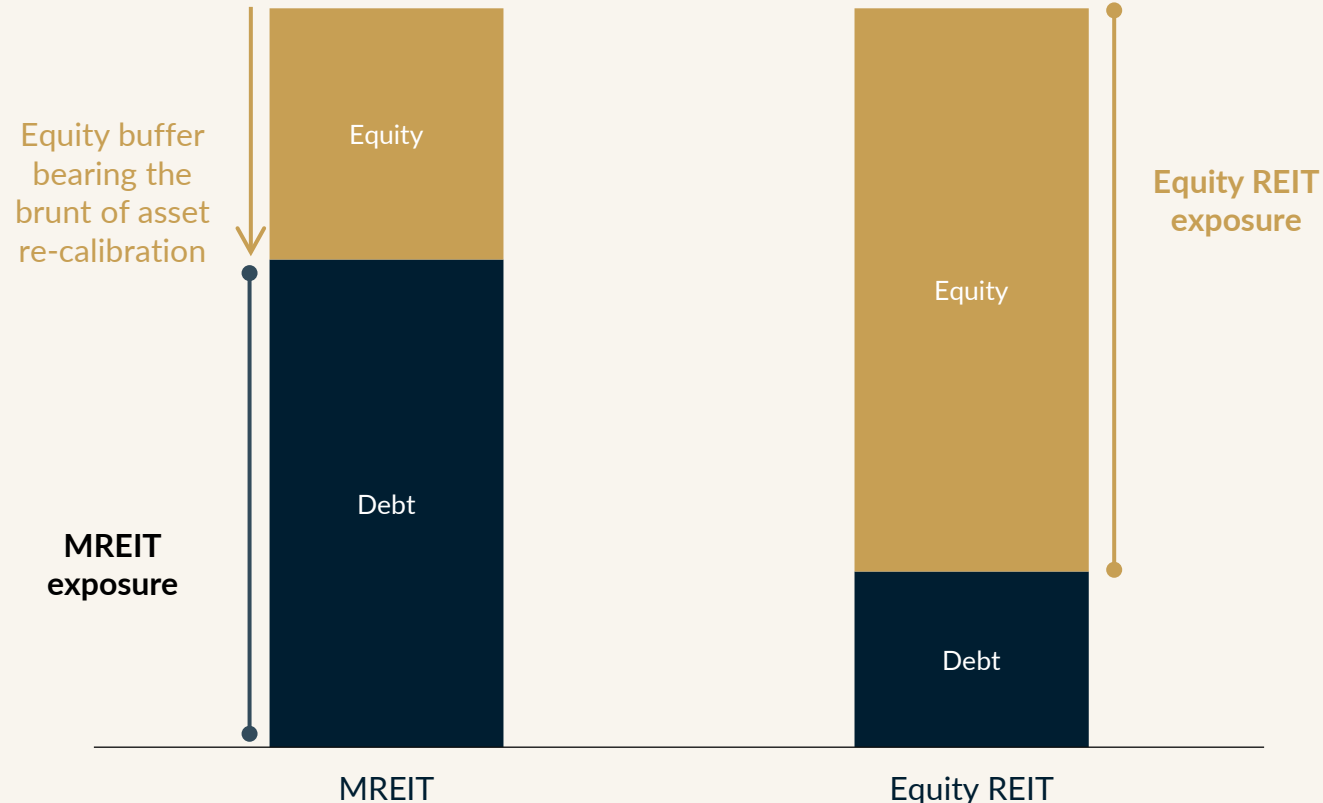
Is high density vertical living the new reality of the "Great Australian Dream"?

MREITs vs. Equity REITs

Equity buffer embedded in QRI's portfolio provides downside protection in an environment where asset values are being re-calibrated

MREIT

- Downside protection via equity buffer
- Stable attractive risk-adjusted returns through the cycle
- Returns increase in line with cash rate if portfolios have predominantly variable rate loans and no leverage
- Short underlying investment duration

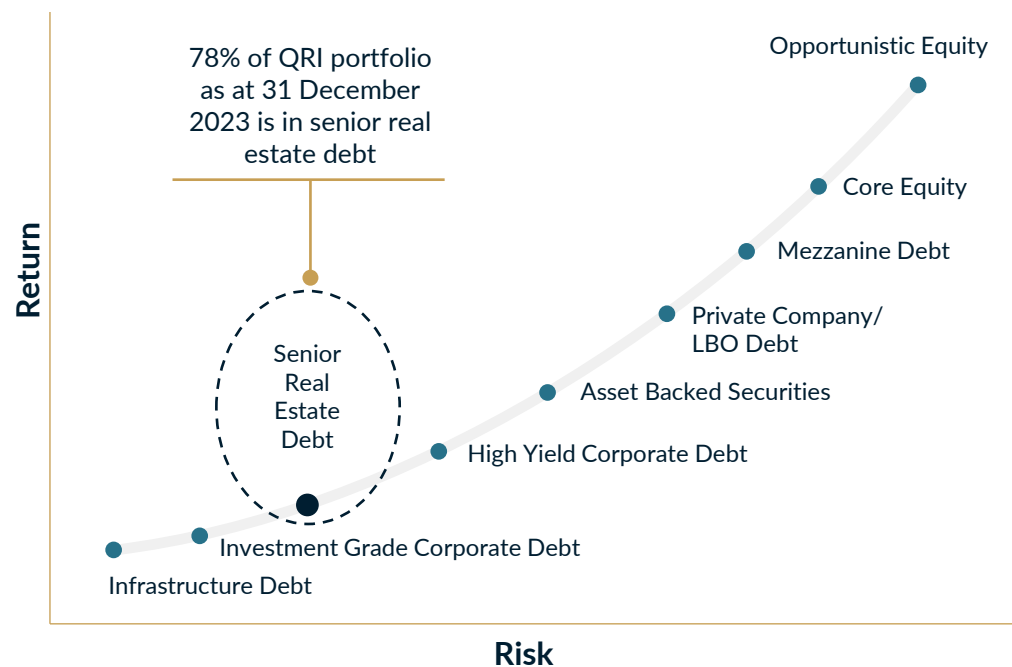


Equity REIT

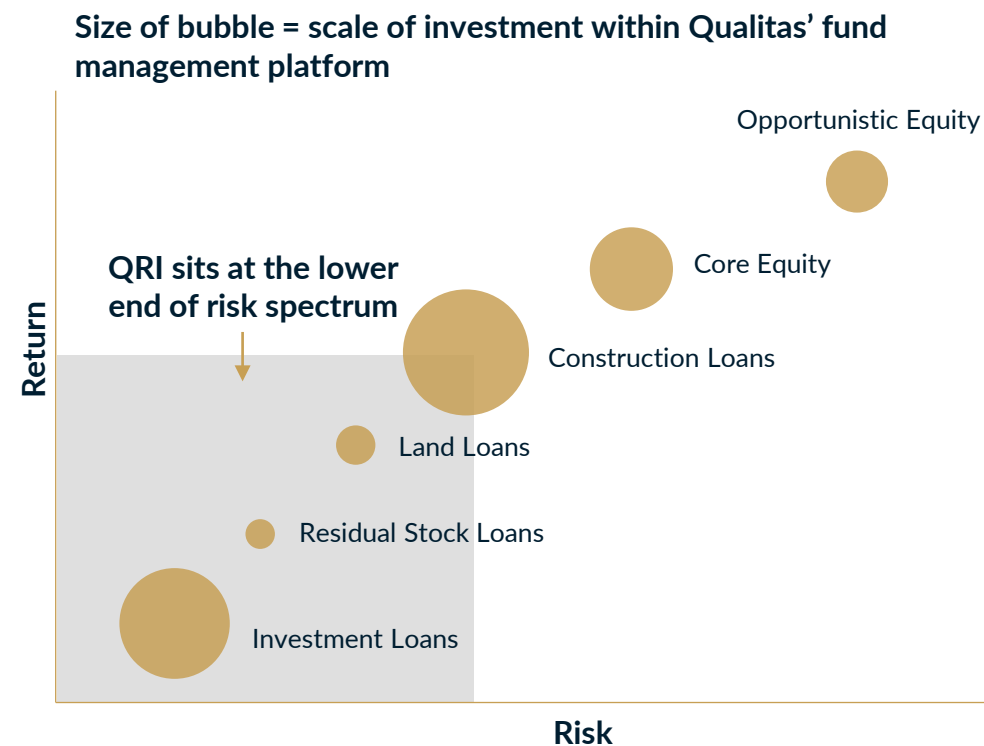
- Direct upside and downside in asset re-valuation – no downside protection
- Income returns underpinned by long-term tenancy
- Ongoing capex requirements
- Long underlying investment duration

Where does CRE credit and QRI sit on the risk and return spectrum?

SENIOR CRE CREDIT ON THE RISK AND RETURN SPECTRUM¹



QRI SITS AT THE LOWER END OF THE RISK SPECTRUM ACROSS QUALITAS' FUNDS MANAGEMENT PLATFORM¹





Appendix

The Qualitas team

Managed by a team of specialists with extensive experience investing through the cycle



Andrew Schwartz
Group Managing Director
and Co-Founder
36 years' experience



Mark Fischer
Global Head of Real Estate
and Co-Founder
18 years' experience



Dean Winterton
Global Head of Capital
23 years' experience



Kathleen Yeung
Global Head of
Corporate Development
22 years' experience



Tim Johansen
Global Head of
Investment and Funds
Risk
36 years' experience



Philip Dowman
Chief Financial Officer
36 years' experience

Investment Team

Portfolio Management

Investor Client Coverage

Corporate Services and Legal

Risk Management

Strategy, Finance, Operations, Marketing, HR, IT



Mark Power
Head of Income Credit

Mark is Head of Income Credit, with responsibility for both the investment outcomes and growth of our income credit business and investment strategies. He joined the firm in 2017 and was previously Head of Build to Rent Debt Fund. With over 30 years' experience in real estate finance, he has developed a strong reputation in structuring and delivering attractive capital solutions for clients. Before joining Qualitas, Mark worked at several of Australia's major banks, including senior roles within the Corporate and Institutional Property division at NAB spanning over 20 years.

Income statement¹

(\$THOUSANDS)	1H24	1H23	% (YOY)
Investment income			
Distribution income	31,757	25,710	24%
Interest income from cash at bank and financial assets	624	521	20%
Net gains/(losses) on financial instruments	880	398	121%
Management fee rebate ²	202	211	(4%)
Total investment income/(loss)	33,463	26,840	25%
Expenses			
Responsible entity fees	111	114	(3%)
Management fees	4,688	4,661	1%
Performance fees	428	-	-
Administrative expenses ³	557	732	(24%)
Total operating expenses	5,784	5,507	5%
Operating profit/(loss) for the half-year	27,679	21,333	30%
Other comprehensive income	-	-	
Total comprehensive income / (loss) for the half-year	27,679	21,333	30%
Earnings/(loss) per unit for profit attributable to unitholders of the Trust			
Basic and diluted earnings/(loss) per unit in cents	7.3184	5.6827	29%

Notes: 1. The above statement of comprehensive income should be read in conjunction with the accompanying notes found in the Appendix 4E for the half-year ended 31 December 2023. 2. Management fee rebate relates to the Fund's shareholding in QSDF. 3. Expenses relating to audit, tax, legal fees, ASX fees, marketing.

Balance sheets¹

(\$THOUSANDS)	1H24	1H23	% (YOY)
Assets			
Cash and cash equivalents	12,443	11,683	7%
Receivables and prepayments	5,882	5,706	3%
Financial assets ²	631,446	590,135	2%
Total assets	649,771	607,524	7%
Liabilities			
Distributions payable	4,898	4,889	-
Payables	2,049	1,473	39% ³
Total liabilities	6,947	6,362	9%
Net assets attributable to unitholder - equity	642,824	601,162	7%

Notes: 1. The above Statement of financial position should be read in conjunction with the accompanying notes found in the Appendix 4E for the half-year ended 31 December 2023.

2. Includes investment in Qualitas Wholesale Real Estate Income Fund (sub trust) and loan provided to Manager to fund capital raise costs. 3. Increase in payables is attributable to the recognition of performance fees and the higher management fees earned from the additional capital raise during the period.

QRI value proposition to borrowers



WHAT BORROWERS ARE SEEKING	WHAT TRADITIONAL LENDERS PROVIDE	WHAT QUALITAS PROVIDES
→ Low funding costs	✓ Low funding costs	✓ Dynamically priced returns
→ Efficient and reliable execution (minimum no. of counterparties)	- Syndicated loans with multiple counterparties	✓ Large single cheque loans
→ Strong relationship with lenders for future borrowing	✓ Potential relationship and track record with borrower	✓ Proven track record with repeat customers with increasing profile
→ Confidence in lenders involvement	✗ Standardised product with general terms and policies	✓ Bespoke lending tailored to individual borrowers offering optimal loan structuring
→ Solutions to problems throughout the loan process	✗ Limited resources available to service individual borrower needs with decreasing team sizes	✓ A growing specialist team with extensive industry experience
→ Flexibility to restructure	✗ Solutions across debt financing only	✓ Solutions across the complete capital structure

CRE private credit loans are not just one type of loan

Pre-completion

LAND

Senior land loans - Secured against infill vacant land with development potential

Criteria	<ul style="list-style-type: none">Sites to be activated within the next 6-18 months, including residential land subdivisions in growth corridors backed by strong borrowersClose proximity to CBD – generally within 10km
Rationale	<ul style="list-style-type: none">Secured by underlying assetsStrong development potentialRefinance to other types of loan
Returns	<ul style="list-style-type: none">625bps - 750bps on BBSY

CONSTRUCTION

Mezzanine and senior construction loans - Drawn down over time as the construction progresses

Criteria	<ul style="list-style-type: none">Provide mezzanine financing to strong borrower group looking to increase equity internal rate of return (IRR)Established buildersAreas of undersupply
Rationale	<ul style="list-style-type: none">Higher returns within a strong risk frameworkQualitas has extensive workout experience to complete the projectMultiple equity buffers
Returns	Mezzanine IRR: 14 - 17% Senior IRR: 12 - 15%

Completed building

COMPLETED

Senior investment loans - Secured against real estate that is or is potentially income generating

Criteria	<ul style="list-style-type: none">Tenant quality underpins rentHigh equity bufferResidential, commercial, retail and industrial sector focused on moderate LVR
Rationale	Attractive underlying fundamentals that don't fit traditional financing framework
Pricing	450bps - 600bps on BBSY

Residual stock loans - Secured by unsold completed residential assets

Criteria	Strong sales momentum transacting at or above valuation underwritten
Rationale	Loans are amortised progressively from the sale and settlement of the residual apartments
Pricing	475bps - 650bps on BBSY

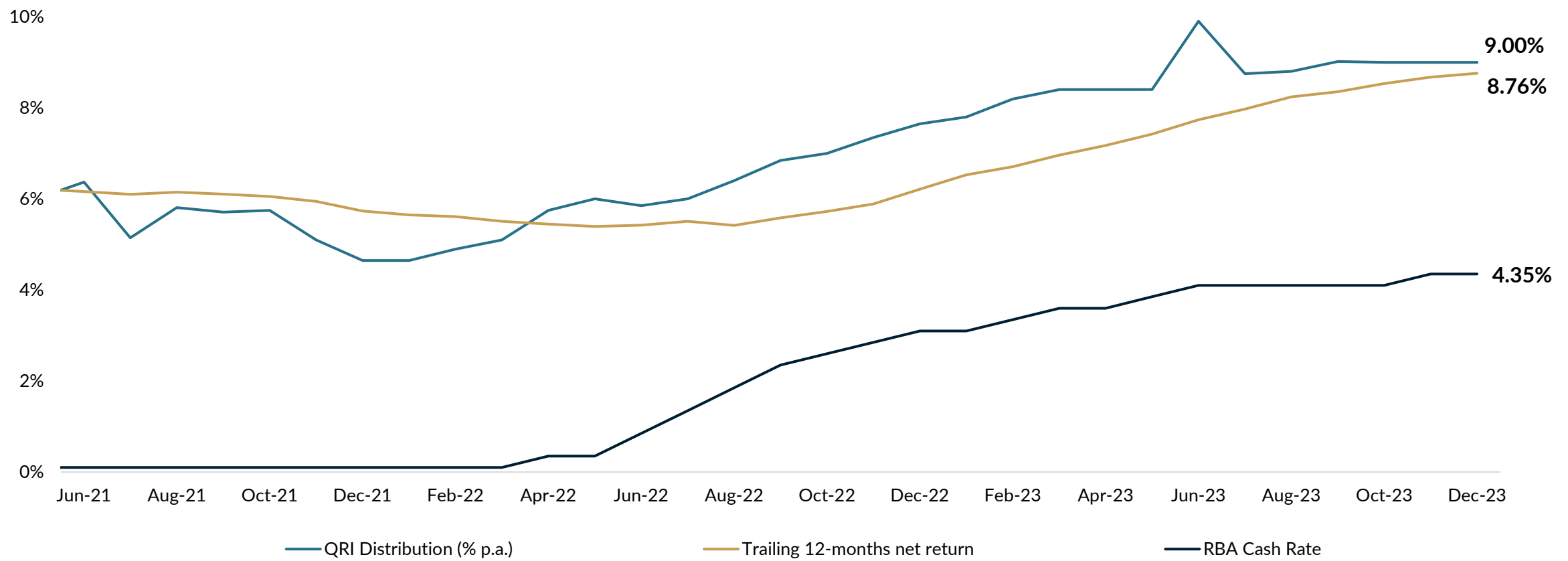
CRE private credit loans encompass the entire real estate project lifecycle. Risk adjusted returns of different types of CRE loans vary across different macroeconomic environments. Experienced managers select the most optimal portfolio mix to maximise returns and minimise risks for investors through-the-cycle

Unitholder returns

Returns increase in line with the RBA cash rate



ANNUALISED RETURN



Notes: 1. Past performance is not a reliable indicator of future performance

Case study: senior debt residual stock loan (RSL)

Melbourne inner city location



~\$155m

Facility limit, repaid to
\$64m

$\leq 75\%$

LVR

18 months

Term

~450

Total apartments

1%

Arrangement fee

6 month

Interest and
servicing accounts

BBSY + 6.5% margin

Interest rate

~200

Apartments funded
by Qualitas

WHY DID THE BORROWER CHOOSE AN ALTERNATIVE FINANCIER?

- RSLs are generally outside of the remit of traditional financiers
- Ability for developers to extract unrealised profit and invest in the next project
- Leverage and interest costs of the loan reduce over the term as apartments are progressively sold

WHY QUALITAS?

- Structured on a slightly higher commencing LVR
- Well known borrower
- Agreed to fund prior to completion of final works

Case study: senior debt residual stock loan (RSL)

Melbourne inner city location



RISKS AND MITIGATION

Construction risk

- Due diligence on structural integrity
- Works completed on cost to complete basis

Interest servicing risk

- Interest reserve account to meet 3 months of interest
- Interest servicing to meet 3 months of interest

Leverage risk

- Additional fee if LVR is not <70% within 6 months
- Limited competing supply

Refinance risk

- Parties to meet the shortfall if required

HOW IS THE DEAL TRACKING?

>100

Apartments sold

~5%

Above valuation

9.4/month
sales rate

greater than
forecast of 6.5

<64%

Current LVR

Case study: Land subdivision refinancing



~\$24.6m	▶	\$2.8m	2 year	11.4%	1.1x	65%
Initial loan		Refinanced to	Loan term	IRR	Multiple	LVR

WHY QUALITAS?

- Strong relationship
- Deep understanding of borrower's requirements
- Flexible funding solution – upfront equity repatriation

POTENTIAL RISKS

- Market/valuation risk
- Interest servicing risk

WHY WE PROCEEDED

- Strong pre-sales
- Prime location
- Sophisticated and experienced borrower
- Moderate leverage

Case study: mezzanine construction loan

Sydney inner west location



~\$45m

Facility limit (including capitalised interest)

~77% / 88%

LVR / Loan-to-Cost Ratio (LCR)

30 months

Term

~270

Apartments

1.2%

Arrangement fee

52%

Apartment pre-sale achieved at investment settlement

BBSY + 9.15% margin

Interest rate

~2,200sqm

Retail and commercial space

WHY DID THE BORROWER CHOOSE AN ALTERNATIVE FINANCIER?

- Traditional financiers provided funding proposal around 75% LCR, chose alternative financing due to higher equity IRR
- Owner-builder delivery can be perceived as a negative by traditional financiers

WHY QUALITAS?

- Well known borrower with 15yr relationship, Qualitas involved in two projects previously
- Ability to refinance as RSL once the project reaches completion
- Certainty in funding and efficiency in investment assessment

Case study: mezzanine construction loan

Sydney inner west location



RISKS AND MITIGATION

Construction risk

- Significant value of trades work locked in prior to loan settlement
- Builder backed by sponsor with significant balance sheet

Market risk

- Accelerating sales momentum since launch
- Residual LVR within parameters to refinance as RSL

Settlement risk

- Certified pre-sales with all Australian resident buyers except for one international buyer
- All sales backed by 10% deposits, except for 2 sales totaled ~\$1.8m

HOW IS THE DEAL TRACKING?

~220

Apartments exchanged

>97%

Pre-sales coverage
on total debt

Project delayed by one month

One sub-contractor went into voluntary
admin, borrower builder stepped in

MELBOURNE OFFICE

Level 38, 120 Collins Street,
Melbourne VIC 3000

SYDNEY OFFICE

Level 5, 1 Bligh Street,
Sydney NSW 2000

BRISBANE OFFICE

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Brisbane QLD 4000

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