## ASX Release | Appendix 4E

## 360 Capital Total Return Fund



#### For the year ended 30 June 2018

Comprises the stapling of 360 Capital Total Return Passive Fund (ARSN 602 304 432) and 360 Capital Total Return Active Fund (ARSN 602 303 613)

This Preliminary Financial Report is given to the ASX in accordance with Listing Rule 4.3A. This report should be read in conjunction with the Annual Report for the year ended 30 June 2018. It is also recommended that the Annual Report be considered together with any public announcements made by the Fund. Reference should also be made to the statement of significant accounting polices as outlined in the Financial Report. The Annual Report for the year ended 30 June 2018 is attached and forms part of this Appendix 4E.

#### **Details of reporting period:**

Current reporting period: 1 July 2017 – 30 June 2018 Prior corresponding period: 1 July 2016 – 30 June 2017

#### Results announcement to the market:

	30 Jun 2018	30 Jun 2017	Movement	Movement
	\$'000	\$'000	\$'000	%
Revenue and other income from ordinary activities	3,103	7,361	(4,258)	(57.8)
Profit attributable to stapled securityholders for the year	2,414	6,700	(4,286)	(64.0)
Operating profit <sup>1</sup>	5,916	3,100	2,816	90.8

<sup>&</sup>lt;sup>1</sup> Operating profit is a financial measure which is not prescribed by Australian Accounting Standards (AAS) and represents the profit under AAS adjusted for specific non-cash and significant items. The Responsible Entity considers operating profit to reflect the core earnings of the Fund. Operating earnings is used by the Board to make strategic decisions and as a guide to assessing an appropriate distribution to declare. A reconciliation of the Fund's statutory profit to operating earnings is provided in Note 3 of the Financial Report.

	30 Jun 2018 Cents per security	30 Jun 2017 Cents per security	Movement Cents per security	Movement %
Earnings per security – Basic and diluted	3.7	18.2	(14.5)	(79.7)
Operating profit per security	9.0	8.4	(0.6)	(7.1)

## ASX Release | Appendix 4E

## 360 Capital Total Return Fund



#### For the year ended 30 June 2018

Comprises the stapling of 360 Capital Total Return Passive Fund (ARSN 602 304 432) and 360 Capital Total Return Active Fund (ARSN 602 303 613)

#### **Distributions:**

	Cents per Security	Total amount paid \$'000	Date of payment
September quarter distribution	2.25	1,482	26 October 2017
December quarter distribution	2.25	1,482	25 January 2018
March quarter distribution	2.25	1,482	24 April 2018
June quarter distribution	2.25	1,482	25 July 2018
Total distribution for the year ended 30 June 2018	9.00	5,928	
September quarter distribution	1.90	583	27 October 2016
December quarter distribution	1.90	582	25 January 2017
March quarter distribution	1.90	583	27 April 2017
June quarter distribution	2.40	1,582	27 July 2017
June special distribution	2.40	1,582	27 July 2017
Total distribution for the year ended 30 June 2017	10.50	4,912	

#### Net tangible asset per security:

	30 Jun 2018	30 Jun 2017
	\$	\$
NTA per security	1.19	1.24

#### **Control Gained or Lost over Entities during the year:**

Refer to Note 20 Controlled Entities of the Financial Report.

#### **Details of Associates and Joint Venture Entities:**

Refer to Note 12 Investments Equity Accounted of the Financial Report.





# 360 CAPITAL TOTAL RETURN FUND

360 CAPITAL TOTAL RETURN FUND COMPRISES 360 CAPITAL TOTAL RETURN PASSIVE FUND (ARSN 602 304 432) AND 360 CAPITAL TOTAL RETURN ACTIVE FUND (ARSN 602 303 613)



## **360 CAPITAL TOTAL RETURN FUND**

# Financial Report For the year ended 30 June 2018

360 Capital Total Return Fund comprises 360 Capital Total Return Passive Fund (ARSN 602 304 432) and its controlled entities and 360 Capital Total Return Active Fund (ARSN 602 303 613).

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## 360 Capital Total Return Fund Responsible Entity report

#### For the year ended 30 June 2018

The Directors of 360 Capital FM Limited (CFML) (ABN 15 090 664 396) (AFSL No 221474), the Responsible Entity, present their report together with the financial report of 360 Capital Total Return Fund (Fund or consolidated entity) (ASX: TOT) for the year ended 30 June 2018. 360 Capital Total Return Fund comprises 360 Capital Total Return Passive Fund (Passive Fund) (Parent Entity) and its controlled entities and 360 Capital Total Return Active Fund (Active Fund).

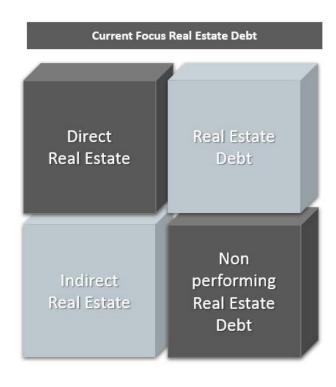
#### **Directors**

The following persons were Directors of 360 Capital FM Limited during the year up to the date of this report, unless otherwise stated:

David van Aanholt (Chairman)
Tony Robert Pitt
William John Ballhausen
Graham Ephraim Lenzner
Andrew Graeme Moffat

#### **Principal activities**

The Fund listed on the Australian Stock Exchange (ASX) in April 2015 as a unique, opportunistic fund investing in various forms of Australian real estate assets. The Fund's objective is to deliver a total return of 12.0% plus per annum through disciplined investment in a broad range of real estate opportunities. The fund is currently focused on the real estate debt sector.



#### **Wide Real Estate Mandate**

- repositioning assets
- investing in investment properties
- underwriting potential capital raisings including syndicates and both unlisted and listed funds
- · strategic positions in unlisted funds
- capitalising on mispriced trading opportunities AREIT sector
- participating in mergers and acquisition activities
- special situations within markets including distressed sales, investments with restructuring potential, and providing loans.

#### Why Real Estate Debt?

- Late stages of real estate cycle
- Focus on capital preservation, step-out of first loss position
- Changes in prudential regulation have further created non-bank lending opportunities
- Secured loans with higher risk-adjusted returns than equity.

#### Operating and financial review

Key financial highlights for the year ended 30 June 2018



Statutory net profit attributable to securityholders

(2017: \$6.7 million)

Statutory net profit attributable securityholders lower than prior year primarily reflecting unrealised gains on listed investments of \$3.6 million in FY17



**Operating profit** 

\$5.9m

(2017: \$3.1 million)

Operating profit<sup>1</sup> increase in FY18 supported by inclusion of \$3.8 million distributable gain<sup>2</sup> on disposal of a listed investment and income from progressive redeployment of capital into real estate debt investments

Distributions of 9.0 cps reflects distribution of

100% of operating earnings (EPS) of 9.0 cps for



Distributions per security (DPS)

(2017: 10.5 cps)

9.0cps



Net tangible assets

\$1.19

per security (2017: \$1.24)

Net tangible assets (NTA) reduction partly due to distribution of realised gain from disposal of listed investment during the year



**ASX closing price** 

per security (2017: \$1.11) Increase in security price of 13.5% reflecting market support for implementation of real estate debt strategy of the fund

the year

<sup>1</sup> Operating profit is a financial measure which is not prescribed by Australian Accounting Standards (AAS) and represents the profit under AAS adjusted for specific non-cash items and significant items. The Responsible Entity considers operating profit to reflect the core earnings of the Fund and it is used as a guide to assess the Fund's ability to pay distributions to securityholder. The operating profit information in the table has not been subject to any specific audit procedures by the Fund's auditor but has been extracted from Note 3: Segment reporting.

<sup>2</sup> Distributable gain represents the amount available for distribution from the realised gain on disposal of the fund's IDR Investment.

#### Operating and financial review (continued)

Key operational achievements for the year ended 30 June 2018



Committed

\$73.2m

To non-bank lending activities during FY18



Disposed of Industria REIT stake

\$63.4m

IRR 18.3% pa



Index outperformance

22.2%

Total Securityholder return for FY18



Building active revenue streams through AMF

2%

Establishment fee

The appointment of 360 Capital's dedicated debt team has led to a significant increase in deal flow with the Fund committing to deploy \$73.2m across five separate loan investments in FY18

The Fund disposed of its 17% stake in Industria REIT (ASX: IDR) in July 2017 for \$63.4 million, delivering securityholders with an Internal Rate of Return (IRR) of 18.3% pa over the two-year investment horizon

The market is now recognising TOT's business plan with the Fund delivering a Total Securityholder Return (TSR) of 22.2% for FY18

50% ownership in AMF Finance will benefit TOT from active revenue streams in the form of establishment fees on loan transactions written by 360 Capital Group entities including TOT and private client funding

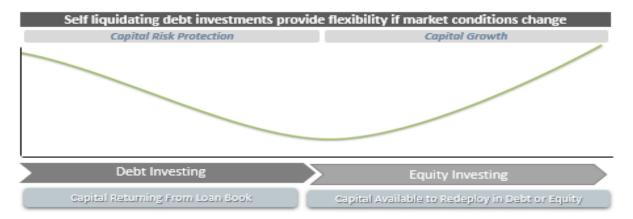
#### **General overview**

The Fund's statutory profit attributable to securityholders for the year was \$2.4 million (2017: \$6.7 million). The profit for the year included \$2.5 million of finance revenue generated by interest on cash held and loans receivable deployed across the financial year. The prior year profit included distribution income of \$3.6 million together with unrealised gains of \$3.6 million from the Fund's listed property fund investment.

The Fund divested of its interest in the listed property fund Industria REIT in July 2017 for \$63.4 million and has subsequently transitioned its activities to focus on non-bank real estate lending. During the year the Fund deployed or allocated the majority of its capital into predominately first-mortgage senior loans on a diverse set of real estate development projects across multiple asset classes in Australia.

#### **Investment Strategy**

Given the Responsible Entity's opinion that we are entering the late stage of the real estate cycle, TOT is capitalising on its broad mandate and focusing on real estate debt investment which it believes provides higher risk adjusted returns than equity investing. The self-liquidating nature of TOT's loan investments provide flexibility, allowing TOT to consider equity investment opportunities should market conditions change.



#### **Current Loan Portfolio**



The above represents a summary of the Funds loan portfolio at the date of this report. The loan portfolio includes a \$31.8 million loan facility for a residential development in Sydney settled in July 2018 together with a first mortgage residual stock facility of \$9.9 million in Perth committed in August 2018. The loan investments are predominantly first mortgage security and are located across Australia with 84% located in New South Wales and Victoria. The loans comprise a range of asset types with 39.5% hotel assets, 44.9% residential and the balance of 15.6% representing short term accommodation and a medical centre (by loan value).

- 1. Inclusive of Port Coogee facility (terms agreed)
- 2. Facility amount including capitalised interest and fees
- 3. Based on "As if Complete" valuation (net of GST)
- 4. Calculated as "As if Complete" valuation (net of GST) less facility amounts (including capitalised interest and fees) and senior facility on 900 Hay Street, Perth WA
- 5. Weighed average interest rate inclusive of line-fee and interest margin

## 360 Capital Total Return Fund Responsible Entity report For the year ended 30 June 2018

#### Debt origination and management joint venture

The Fund holds a 50% stake in AMF Finance Pty Limited (AMF). AMF originates alternative lending and structured financing solutions to Australian real estate investors and developers and receives all establishment fees on development transactions written by 360 Capital Group entities, including TOT and other private client development funding.

Although only operating over the past 8 months, AMF has established itself as a major non-bank real estate debt originator. In this short time period, AMF has built strong relationships with the Australian banks and over 60 accredited brokers, and these relationships have delivered a strong track record to-date and are providing a robust and growing pipeline of transaction opportunities over time. This revenue stream will add to the Fund's active earnings.

#### **Capital management**

On 24 July 2017, the Fund announced a proposed on-market buyback for up to 30.0% (19,777,434 stapled securities) of the issued securities in the Fund. On 23 August 2017 the buyback was approved by Securityholder. In October 2017 the Fund bought back and cancelled 71,133 securities.

Post the reporting period, 360 Capital established the 360 Capital Senior Loan Series – August 2018 ("Senior Loan Fund") wholesale investment fund to facilitate the sell down of two existing loan investments within TOT and to expand and diversify TOT's investment loan book. Based on the success of the Senior Loan Fund, the Fund will look to continue to securitise and sell down loan investments allowing the Fund to diversify its loan book and generate future establishment fee revenue through AMF.

#### Outlook

The Fund's strategy remains focused on identifying unique real estate based investment opportunities with a target total return hurdle of 12% per annum. The Fund has a deliberately broad mandate to enable it to pursue attractive investments across all sectors of real estate across debt and equity investments in direct and indirect property assets.

#### **Distributions**

Total distributions paid or payable to securityholders by the Fund for the year ended 30 June 2018:

	30 June	30 June	
	2018	2017	
	\$'000	\$'000	
September 2016 quarterly distribution 1.90 cps paid on 27 October 2016	-	583	
December 2016 quarterly distribution 1.90 cps paid on 25 January 2017	-	582	
March 2017 quarterly distribution 1.90 cps paid on 27 April 2017	-	583	
June 2017 quarterly distribution 2.40 cps paid on 27 July 2017	-	1,582	
June 2017 special distribution 2.40 cps paid on 27 July 2017	-	1,582	
September 2017 quarterly distribution 2.25 cps paid on 26 October 2017	1,482	-	
December 2017 quarterly distribution 2.25 cps paid on 25 January 2018	1,482	-	
March 2018 quarterly distribution 2.25 cps paid on 24 April 2018	1,482	-	
June 2018 quarterly distribution 2.25 cps paid on 25 July 2018	1,482	-	
	5,928	4,912	
	5,928		

#### Significant changes in state of affairs

In the opinion of the Directors, there were no significant changes in the state of affairs of 360 Capital Total Return Fund that occurred during the year under review other than those listed above or elsewhere in the Responsible Entity's report.

## 360 Capital Total Return Fund Responsible Entity report For the year ended 30 June 2018

#### Likely developments and expected results of operations

The Fund will continue to invest in real estate based activities and actively manage a diversified portfolio of investments as outlined in the Product Disclosure Statement (PDS) dated 17 March 2015.

#### Events subsequent to balance date

In July 2018 the Fund settled a \$31.8 million loan facility for a residential development in Sydney and in August 2018 committed to a first mortgage residual stock facility of \$9.9 million in Perth, WA.

Post the reporting period, 360 Capital established the 360 Capital Senior Loan Series – August 2018 ("Senior Loan Fund") a wholesale investment fund to facilitate the sell down of two existing loan investments within TOT and diversify TOT's investment loan book.

No other circumstances have arisen since the end of the year which have significantly affected or may significantly affect the operations of the Fund, the results of those operations, or the state of affairs of the Fund in future financial years.

#### **Environmental Issues**

The Fund complied with all environmental regulations during the course of the financial year.

#### **Buy back arrangements**

As detailed in the Fund constitution, the Responsible Entity is not under any obligation to buy back, purchase or redeem units from stapled securityholders. At a general meeting of securityholders held on 23 August 2017, members approved an on-market buy back. During the year ended 30 June 2018 the Fund bought back and cancelled 71,133 units (2017: Nil).

#### **Options**

No options over issued units or interests in the Fund were granted during or since the end of the financial year and there were no options outstanding at the date of this report. The Directors and Executives of the Responsible Entity hold no options over interests in the Fund.

#### Securities issued in the Fund

There were no new securities issued during the year (2017: 35,262,092).

#### Number of interests on issue

As at 30 June 2018 the number of securities on issue in the Fund was 65,853,647 (2017: 65,924,780).

#### Securities held by the Responsible Entity or Related Parties of the Responsible Entity

As at 30 June 2018 related parties of the Responsible Entity held securities in the Fund, as detailed in Note 19 to the financial statements.

#### Fees, commissions or other charges by the Responsible Entity or Related Parties of the Responsible Entity

All fees payable to the Responsible Entity or its related parties are detailed in Note 19 to the financial statements.

## 360 Capital Total Return Fund Responsible Entity report For the year ended 30 June 2018

#### Indemnification and insurance of Directors and Officers

During or since the end of the financial year, the Responsible Entity has paid insurance premiums to insure each of the aforementioned Directors as well as Officers of the Responsible Entity of the Fund against liabilities for costs and expenses incurred by them in defending any legal proceedings arising out of their conduct while acting in their capacity of the Responsible Entity, other than conduct involving a wilful breach of duty in relation to the Responsible Entity. The Responsible Entity has not otherwise, during or since the end of the financial year indemnified or agreed to indemnify an officer of the Responsible Entity.

#### **Indemnification and insurance of Auditors**

To the extent permitted by law, the Responsible Entity has agreed to indemnify its auditors, Ernst & Young, as part of the terms of its audit engagement agreement against claims by third parties arising from the audit (for an unspecified amount). No payment has been made to indemnify Ernst & Young during or since the financial year.

#### Non-audit services

Disclosed in Note 7 were the non-audit services provided by the Fund's auditors. The directors are satisfied that the provision of non-audit services is compatible with the general standard of independence for auditors imposed by the Corporations Act 2001. The nature and scope of each type of non-audit service provided means that auditor independence was not compromised.

#### Auditor's independence declaration

The auditor's independence declaration required under Section 307C of the *Corporations Act 2001* is set out on page 9 and forms part of the Responsible Entity's report for the year ended 30 June 2018.

#### **Rounding of amounts**

360 Capital Total Return Fund is an entity of the kind referred to in ASIC Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191 issued by the Australian Securities and Investments Commission (ASIC). In accordance with that Instrument, amounts in the annual financial report and Responsible Entity report have been rounded to the nearest thousand dollars, unless otherwise stated.

This report is made in accordance with a resolution of the Directors.

**David van Aanholt** 

Chairman

**Tony Robert Pitt**Managing Director

Sydney 22 August 2018



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## Auditor's Independence Declaration to the Directors of 360 Capital FM Limited as Responsible Entity for 360 Capital Total Return Passive Fund

As lead auditor for the audit of 360 Capital Total Return Passive Fund for the financial year ended 30 June 2018, I declare to the best of my knowledge and belief, there have been:

- a) no contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the audit; and
- b) no contraventions of any applicable code of professional conduct in relation to the audit.

This declaration is in respect of 360 Capital Total Return Passive Fund and the entities it controlled during the financial year.

Ernst & Young

Mark Conroy Partner

22 August 2018

360 Capital Total Return Fund Consolidated statement of profit or loss and other comprehensive income For the year ended 30 June 2018

		30 June	30 June
		2018	2017
	Note	\$'000	\$'000
Revenue from continuing operations			
Distribution income	5	5	3,636
Finance revenue	5	2,463	82
Total revenue from continuing operations		2,468	3,718
Other income			
Net gain on fair value of financial assets	11	9	3,643
Net gain on disposal of financial assets		274	-
Share of equity accounted profits	12	352	_
Total other income		635	3,643
Total revenue from continuing operations and other income		3,103	7,361
Administration expenses		212	220
Management fees	19	555	352
Acquisition costs		33	43
Finance expenses		-	46
Profit from continuing operations		2,303	6,700
Income tax benefit	6	(111)	-
Total comprehensive income for the year		2,414	6,700
Total comprehensive income attributable to:			
Securityholders of 360 Capital Total Return Passive Fund		2,023	6,830
Securityholders of 360 Capital Total Return Active Fund		391	(130)
Profit attributable to the stapled securityholders		2,414	6,700
Earnings per stapled security for profit after tax			
attributable to the stapled securityholders of 360 Capital Total Return Fund		cents	cents
Basic and diluted profit per security	8	3.7	18.2

The above consolidated statement of profit or loss and other comprehensive income should be read with the accompanying notes.

## 360 Capital Total Return Fund Consolidated statement of financial position As at 30 June 2018

		30 June	30 June
		2018	2017
	Note	\$'000	\$'000
Current assets			
Cash and cash equivalents	17	40,089	19,858
Receivables	9	1	2,204
Loans receivable	10	33,152	-
Financial assets at fair value through profit or loss	11	-	63,091
Total current assets		73,242	85,153
Non-current assets			
Loans receivable	10	6,015	-
Financial assets at fair value through profit or loss	11	59	-
Investments equity accounted	12	352	-
Deferred tax assets	13	111	-
Total non-current assets		6,537	-
Total assets		79,779	85,153
Current liabilities			
Trade and other payables	14	92	88
Distribution payable		1,482	3,164
Total current liabilities		1,574	3,252
Total liabilities		1,574	3,252
Net assets		78,205	81,901
Equity			
Issued capital – Passive Fund units	15	88,062	88,217
Issued capital – Active Fund units	15	11,949	11,976
Accumulated losses		(21,806)	(18,292)
Total equity attributable to stapled securityholders		78,205	81,901
Total equity		78,205	81,901

The above consolidated statement of financial position should be read with the accompanying notes.

360 Capital Total Return Fund Consolidated statement of changes in equity For the year ended 30 June 2018

		Issued capital - Passive Fund	Issued capital - Active Fund	Accumulated losses - Passive Fund	Retained earnings - Active Fund	Total equity attributable to stapled	
		units	units	units	units	Securityholders	Total equity
	Note	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Balance at 1 July 2017		88,217	11,976	(17,942)	(350)	81,901	81,901
Total comprehensive income for the year		-	-	2,023	391	2,414	2,414
Transactions with Securityholders in their capacity as							
Securityholders							
Security buy back	15	(72)	(12)	-	-	(84)	(84)
Equity raising transaction costs	15	(83)	(15)	-	-	(98)	(98)
Distributions	4	-	-	(5,928)	-	(5,928)	(5,928)
		(155)	(27)	(5,928)	-	(6,110)	(6,110)
Balance at 30 June 2018		88,062	11,949	(21,847)	41	78,205	78,205
Balance at 1 July 2016		54,679	6,200	(19,860)	(220)	40,799	40,799
Total comprehensive income/(loss) for the year		-	-	6,830	(130)	6,700	6,700
Transactions with Securityholders in their capacity as Securityholders							
Issued securities - Entitlement offer	15	34,590	5,961	-	-	40,551	40,551
Equity raising transaction costs	15	(1,052)	(185)	-	-	(1,237)	(1,237)
Distributions	4	-	-	(4,912)	-	(4,912)	(4,912)
		33,538	5,776	(4,912)	-	34,402	34,402
Balance at 30 June 2017		88,217	11,976	(17,942)	(350)	81,901	81,901

The above consolidated statement of changes in equity should be read with the accompanying notes.

## 360 Capital Total Return Fund Consolidated statement of cash flows For the year ended 30 June 2018

		30 June	30 June
		2018	2017
	Note	\$'000	\$'000
Cash flows from operating activities			
Cash payments to suppliers (inclusive of GST)		(790)	(520)
Distributions received		2,208	2,881
Finance revenue		1,265	82
Finance expenses		-	(46)
Net cash inflows from operating activities	17(b)	2,683	2,397
Cash flows from investing activities			
Payments for financial assets		(89)	(21,188)
Proceeds from disposal of financial assets		63,371	448
Loans provided		(37,969)	-
Net cash inflows/(outflows) from investing activities		25,313	(20,740)
Cash flows from financing activities			
Proceeds from borrowings by controlled entities		_	16,026
Repayment of borrowings by controlled entities		_	(16,026)
Proceeds from issue of capital	15	_	40,551
Payment of transaction costs to issue capital	15	(70)	(1,236)
Payments for buyback of stapled securities	15	(84)	-
Distributions paid to stapled securityholders		(7,611)	(2,208)
Net cash (outflows)/inflows from financing activities		(7,765)	37,107
Net increase in cash and cash equivalents		20,231	18,764
Cash and cash equivalents at the beginning of the year		19,858	1,094
Cash and cash equivalents at the end of the year	17(a)	40,089	19,858

The above consolidated statement of cash flows should be read with the accompanying notes.

#### Note 1: Basis of preparation

#### a) Reporting entity

The financial report of 360 Capital Total Return Fund (Fund) comprises the consolidated financial statements of 360 Capital Total Return Passive Fund (Passive Fund) and its controlled entities and 360 Capital Total Return Active Fund (Active Fund). A 360 Capital Total Return Fund stapled security comprises one 360 Capital Total Return Passive Fund unit stapled to one 360 Capital Total Return Active Fund unit to create a single listed entity traded on the ASX. The stapled security cannot be traded or dealt with separately.

The Responsible Entity of the Fund is 360 Capital FM Limited. The registered office and the principal place of business is Level 8, 56 Pitt Street, Sydney NSW 2000 Australia. The nature of operations and principal activities of the Fund are disclosed in the Responsible Entity's report.

The financial report was authorised for issue by the Board on 22 August 2018.

The principal accounting policies adopted in the preparation of the financial report are set out below.

#### b) Statement of compliance

The financial report is a general purpose financial report that has been prepared in accordance with Australian Accounting Standards adopted by the Australian Accounting Standards Board (AASB) and the Corporations Act 2001.

International Financial Reporting Standards (IFRS) form the basis of Australian Accounting Standards (including Australian Interpretations) adopted by the AASB, being Australian equivalents to IFRS (AIFRS). The financial report complies with IFRS and interpretations adopted by the International Accounting Standards Board.

#### c) Basis of preparation

#### **Basis of preparation**

360 Capital Total Return Fund and its consolidated entities are for-profit entities for the purpose of preparing the financial report.

The financial report has been prepared on accruals basis and on the historical cost basis except for financial assets and financial liabilities, which are stated at their fair value.

The financial report is presented in Australian dollars.

The Fund is an entity of the kind referred to in ASIC Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191 issued by the Australian Securities and Investments Commission (ASIC). In accordance with that Instrument, amounts in the financial report and Responsible Entity report have been rounded off to the nearest thousand dollars, unless otherwise stated.

#### d) Critical judgements and significant accounting estimates

#### Critical accounting estimates, judgements and assumptions

The preparation of a financial report in conformity with Australian Accounting Standards requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. These estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

The key estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of certain assets and liabilities are:

#### Income taxes

In circumstances where the Fund becomes subject to income taxes in Australia there are transactions and calculations undertaken during the ordinary course of business for which the ultimate tax determination is uncertain.

The Fund may recognise liabilities based on the Fund's current understanding of the tax law. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the current and deferred tax provisions in the period in which such determination is made.

Deferred tax assets are recognised for deductible temporary differences and unused tax losses only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses. Deferred tax assets are reduced to the extent that is no longer probable that the related tax benefit will be realised.

#### Impairment of assets

The Fund assesses the recoverability of both current and non-current assets on at least an annual basis. In determining the recoverability of these assets the Fund assesses the likelihood that future cash flows or net assets support the carrying values.

The accounting policies set out in Note 23 have been applied consistently to all periods presented in this financial report. The accounting policies have been applied consistently by all entities in the Fund.

Certain new or amended Australian Accounting Standards have been published that are not mandatory for this reporting period. Based on management's assessment, the recently issued or amended Accounting Standards are not expected to have a significant impact on the amounts recognised or disclosures made in this financial report when restated for the application of the new or amended Accounting Standards.

#### Note 2: Capital management

Under the direction of the Board, the Fund manages its capital structure to safeguard the ability of the Fund to continue as a going concern while maximising the return to securityholder through the optimisation of net debt and total equity balances.

In order to maintain or adjust the capital structure, the Fund may adjust the amount of distributions paid to securityholder, return capital to securityholder, issue new units, purchase the Fund's own units, or sell assets to reduce debt. During the year the Fund bought back and cancelled 71,133 securities, refer to Note 15: Equity for further information.

There were no changes in the Fund's approach to capital management during the year.

#### Note 3: Segment reporting

The Fund invests solely in the property sector within Australia.

The Chief Operating Decision Maker, being the Managing Director of the Responsible Entity, monitors the performance and results of the Fund at a total Fund level. As a result, the Fund has only one segment. Operating profit is a financial measure which is not prescribed by AAS and represents the profit under AAS adjusted for specific non-cash and significant items which management consider to reflect the core earnings of the Fund and is used as a guide to assess the Fund's ability to pay distributions to stapled securityholders.

The following table summarises key reconciling items between statutory profit attributable to the securityholder of the Fund and operating profit.

	30 June	30 June
	2018	2017 \$'000
	\$'000	
Profit attributable to stapled securityholders of the Fund	2,414	6,700
Specific non-cash items		
Net gain on disposal of financial assets	(274)	-
Net gain on fair value of financial assets	(9)	(3,643)
Significant items		
Distributable gain on disposal of financial assets <sup>1</sup>	3,752	-
Acquisition costs	33	43
Operating profit (profit before specific non-cash and significant items)	5,916	3,100
Weighted average number of stapled securities ('000)	65,873	36,811
Operating profit per unit (profit before specific non-cash and significant items) (per stapled		
security) – cents	9.0	8.4

<sup>&</sup>lt;sup>1</sup>Distributable gain represents the amount available for distribution from the realised gain on disposal of the Fund's IDR Investment.

#### **Note 4: Distributions**

Total distributions paid or payable to securityholders by the Fund for the year ended 30 June 2018:

	30 June	30 June	
	2018	2017	
	\$'000	\$'000	
September 2016 quarterly distribution 1.90 cps paid on 27 October 2016	-	583	
December 2016 quarterly distribution 1.90 cps paid on 25 January 2017	-	582	
March 2017 quarterly distribution 1.90 cps paid on 27 April 2017	-	583	
June 2017 quarterly distribution 2.40 cps paid on 27 July 2017	-	1,582	
June 2017 special distribution 2.40 cps paid on 27 July 2017	-	1,582	
September 2017 quarterly distribution 2.25 cps paid on 26 October 2017	1,482	-	
December 2017 quarterly distribution 2.25 cps paid on 25 January 2018	1,482	-	
March 2018 quarterly distribution 2.25 cps paid on 24 April 2018	1,482	-	
June 2018 quarterly distribution 2.25 cps paid on 25 July 2018	1,482	-	
	5,928	4,912	

#### Note 5: Revenue

Finance income includes:

	30 June	30 June 2017 \$'000
	2018	
	\$'000	
Interest – Cash at bank	1,265	82
Interest – Loans receivable	1,198	-
	2,463	82

Distributions from property funds include:

	30 June	30 June
	2018	2017
	\$'000	\$'000
Property funds	5	3,636
	5	3,636

#### Note 6: Income tax expense

The Fund calculates income tax expense using the tax rate applicable to the expected total annual earnings. The major components of income tax expense during the year are:

	30 June
	2018
	\$'000
Profit before tax attributable to stapled securityholders	2,414
Income tax expense at the effective corporate rate of 27.5%	664
Increase/(decrease) in income tax expense due to:	
Trust income exempt from income tax	(556)
Equity raising costs	(29)
Equity accounted profits	(97)
Other tax adjustments	(29)
Income tax benefit	(47)
Adjustment for current tax of prior years	(64)
Income tax benefit recognised in the statement of profit or loss	(111)

The Active Fund recognised \$64,401 of tax losses from the prior year during the current year which had previously not been recognised. In prior years, the Active Fund and Passive Fund were not liable for income tax as their taxable income and taxable capital gains were fully distributed to securityholder each year. The Active Fund commenced trading activities during the year through its investment in AMF Finance and as a result is likely to be liable to pay income tax in the future.

#### Note 7: Auditors' remuneration

	30 June	30 June 2017 \$
	2018	
	\$	
<u>Audit services</u>		
Audit services	50,000	40,000
Audit of compliance plan	15,193	14,750
	65,193	54,750
Other services		
Taxation compliance services	16,200	20,000
	81,393	74,750

	30 June	30 June
	2018	2017
	¢	Ģ
Basic and diluted earnings per stapled security	3.7	18.2
	\$'000	\$'000
Basic and diluted earnings	·	· ·
Profit attributable to stapled securityholders of 360 Capital Total Return Fund		
used in calculating profit per stapled security	2,414	6,700
	000's	000's
Weighted average number of stapled securities used as a denominator		
Weighted average number of stapled securities – basic and diluted	65,873	36,811
lote 9: Receivables		
	30 June	30 June
	2018	2017
	\$'000	\$'000
Current		
Distribution receivable	1	2,204
	1	2,204

#### a) Bad and doubtful trade receivables

During the year, the Fund made Nil (2017: Nil) provision in respect of bad and doubtful receivables.

#### b) Fair values

The receivables are carried at amounts that approximate their fair value. There are no receivables where the fair value would be materially different from the carrying value.

### c) Credit risk

There is a limited amount of credit risk - refer to Note 16 for more information on the risk management policy of the Fund.

Financial assets acquired – on market

Financial assets disposed - on market

Closing balance

Fair value adjustment of financial assets Realised gain on disposal of financial assets

	30 June	30 Jur
	2018	201
	\$'000	\$'00
Current		
Secured loans	33,152	
	33,152	
Non-current		
Secured loans	6,015	
	6,015	
Total	39,167	
cans receivable are initially recognised at fair value and subsequently carried eceivables in the consolidated entity.  Iovements in the carrying value during the year are as follows:	at amortised cost which is consiste	ent with oth
is verificated in the earlying value daring the year are as follows:	30 June	30 Ju
	2018	20
	\$'000	\$'0
Balance at 1 July	-	
Loans drawn during the period	37,969	
Interest capitalised during the period	1,198	
Closing balance	39,167	
ote 11: Financial assets at fair value through the profit or loss		
ote 11. Financial assets at fair value through the profit of loss	30 June	30 June
	2018	201
	\$'000	\$'000
Current	·	
Units in listed property funds – held for sale	-	63,093
	-	63,093
Non-current		
Non-current Units in listed property funds	59	
Units in listed property funds	59	
		63,093
Units in listed property funds  Total	59	63,09
Units in listed property funds  Total	59 59	
Units in listed property funds  Total	59 59 30 June	30 Jun
Units in listed property funds	59 59	

88

274

59

(63,403)

21,145

(448) 3,643

63,091

Note 12: Investments equity accounted				
	30 June	30 June	30 June	30 June
	2018	2017	2018	2017
	%	%	\$'000	\$'000
Joint venture				
AMF Finance Pty Limited	50	50	352	

The Fund holds a 50% stake in AMF Finance Pty Limited (AMF or AMF Finance). AMF originates alternative lending and structured financing solutions to Australian real estate investors and developers and receives all establishment fees on development transactions written by 360 Capital Group entities, including TOT and other private client development funding. The other 50% stake is held by 360 Capital Group.

Reconciliation of movements in equity accounted investments for the year are as follows:

	30 June	30 June 2017 \$'000
	2018	
	\$'000	
AMF Finance Pty Limited		_
Opening balance – 1 July	-	-
Equity accounted profit for the year	352	-
Closing Balance	352	-

	Assets \$'000	Liabilities \$'000	Revenues \$'000	Profit/(loss) \$'000
AMF Finance Joint Venture				
Year Ended 30 June 2018	1,081	378	1,373	703
Year Ended 30 June 2017	-	-	-	

#### Note 13: Deferred tax assets

	30 June	30 June
	2018	2017
	\$'000	\$'000
Deferred tax assets comprises temporary differences attributable to:		_
Tax losses	111	
	111	-

A reconciliation of the carrying amount of deferred tax assets and liabilities movements during the year is set out below:

	30 June 2018 \$'000	30 June 2017 \$'000
Balance at 1 July	-	-
Recognition of prior year tax losses not brought to account	111	-
Closing balance	111	-
Net deferred tax assets expected to reverse within 12 months	111	-
Net deferred tax assets expected to reverse after more than 12 months	-	-
	111	-

For further information on recognition of deferred tax balances (refer to Note 6).

Note 14: Trac	le and ot	her payal	oles
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	30 June	30 June
	2018	2017
	\$'000	\$'000
Trade payables and accruals	92	88
	92	88

All trade and other payables are expected to be settled within 12 months.

#### Note 15: Equity

#### (a) Issued capital

30 June	30 June
2018	2017
000's	000's
65,854	65,925
65,854	65,925
\$'000	\$'000
88,062	88,217
11,949	11,976
100,011	100,193
	2018 000's 65,854 65,854 \$'000 88,062 11,949

#### (b) Movements in issued capital

Movement during the year in the number of issued securities of the Fund was as follows:

	30 June	30 June	
	2018	2017	
	000's	000's	
Opening balance at 1 July	65,925	30,663	
Security buy back	(71)	-	
Institutional Placement and Accelerated Entitlement Offer – 21 April 2017	-	19,751	
Retail Entitlement Offer – 9 May 2017	-	15,511	
Closing balance	65,854	65,925	

During the year the Fund bought back and cancelled 71,133 securities.

Movement during the year in the value of issued securities of the Fund was as follows:

	30 June 2018 \$'000	30 June	
		2017	
		\$'000	
Opening balance at 1 July	100,193	60,879	
Security buy back	(84)	-	
Institutional Placement and Accelerated Entitlement Offer – 21 April 2017	-	22,714	
Retail Entitlement Offer – 9 May 2017	-	17,837	
Transaction costs incurred in issuing capital	(98)	(1,237)	
Closing balance	100,011	100,193	

#### Note 16: Other financial assets and liabilities

#### **Overview**

The Fund's activities expose it to various types of financial risks including credit risk, liquidity risk, and market risk. The Board of Directors of the Responsible Entity has responsibility for the establishment and oversight of the risk management framework ensuring the effective management of risk.

The Board has established risk management principles and policies and monitor their implementation. Policies are established to identify and analyse the financial risks faced by the Fund, to set appropriate risk limits and controls, and monitor the risks and adherence to limits. The Board meets regularly to review risk management policies and systems and ensure they reflect changes in market conditions and the Fund's activities.

The nature and extent of the financial instruments and the risk management policies employed by the Fund are discussed in this section.

#### Credit risk

Credit risk is the risk of financial loss to the Fund if a customer or counterparty to a financial instrument fails to meet its contractual obligations. The Fund is exposed to credit risk through the financial assets listed in the table below. The table also details the maximum exposure to credit risk for each class of financial instrument.

	30 June	30 June	
	2018	2018	2017
	\$'000	\$'000	
Cash and cash equivalents	40,089	19,858	
Receivables	1	2,204	
Loans receivable	39,167	-	
Financial assets at fair value through profit or loss	59	63,091	
Total	79,316	85,153	

The Fund manages credit risk and the losses which could arise from default by ensuring that parties to contractual arrangements are of an appropriate credit rating, or do not show a history of defaults. At reporting date, there are no issues with the credit quality of financial assets that are neither past due nor impaired, and all amounts are expected to be received in full.

#### Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the Fund's income or the value of its holding of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return. The Fund's market risk is managed in accordance with the investment guidelines as outlined in the Fund's Product Disclosure Statement.

### Note 16: Other financial assets and liabilities (continued)

#### Interest rate risk

The Fund's interest rate risk arises from cash balances. The potential impact of a change in interest rates by +/-1% on profit has been disclosed in a table below.

The Fund's exposure to interest rate risk by maturity period is:

		Fixed	etd	Fixed		
		interest maturing in	Fixed interest	interest maturing	Non-	
	Floating	1 year or	maturing in	more than 5	interest	
	interest rate	less	1 to 5 years	years	bearing	Total
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
30 June 2018						
Financial assets						
Cash and cash equivalents	40,089	-	-	-	-	40,089
Trade and other receivables	-	-	-	-	1	1
Loans receivable	-	33,152	6,015	-	-	39,167
Total financial assets	40,089	33,152	6,015	-	1	79,257
Financial liabilities						
Trade and other payables	-	-	-	-	92	92
Distributions payable	-	-	-	-	1,482	1,482
Total financial liabilities	-	-	-	-	1,574	1,574
Net financial assets (liabilities)	40,089	33,152	6,015	-	(1,573)	77,683
30 June 2017						
Financial assets						
Cash and cash equivalents	19,858	_	_	_		19,858
Trade and other receivables	19,636	_		_	2,204	2,204
Total financial assets	19,858				2,204	22,062
TOTAL IIIIancial assets	19,636			<del>-</del>	2,204	22,002
Financial liabilities						
Trade and other payables	-	-	-	-	88	88
Distributions payable	-	-	-	-	3,164	3,164
Total financial liabilities	-	-	-	-	3,252	3,252
Net financial assets (liabilities)	19,858		_		(1,048)	18,810

#### Note 16: Other financial assets and liabilities (continued)

#### Summarised interest rate sensitivity analysis

The table below illustrates the summarises the potential impact a change in interest rates by +/-1% would have on the Fund's profit.

		Change in inte	rest rate
		-1%	1%
	Carrying amount	Profit	Profit
	\$'000	\$'000	\$'000
30 June 2018			
Cash and cash equivalents	40,089	(401)	401
Total increase/(decrease)		(401)	401
30 June 2017			
Cash and cash equivalents	19,858	(199)	199
Total increase/(decrease)		(199)	199

#### Liquidity risk

Liquidity risk is the risk that the Fund will not be able to meet its financial obligations as they fall due. The Board has a policy of prudent liquidity risk management ensuring that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Fund's reputation.

The Fund monitors its exposure to liquidity by ensuring that there is sufficient cash on hand to meet the contractual obligations of financial liabilities as they fall due.

The maturities of financial liabilities at reporting date based on the contractual terms of each liability in place at reporting date have been disclosed in a table below. There are no financial liabilities where the fair value would be materially different from the amortised cost. The amounts disclosed are based on undiscounted cash flows.

The following are contractual maturities of financial liabilities, including estimated interest payments (using existing variable interest rates):

	Carrying amount	Contractual cash flow	Less than 1 Year	Between 1- 5 Years	Over 5 Years
	\$'000	\$'000	\$'000	\$'000	\$'000
30 June 2018					
Trade and other payables	92	92	92	-	-
Distribution payable	1482	1482	1482	-	-
	1,574	1,574	1,574	-	-
30 June 2017					
Trade and other payables	88	88	88	-	-
Distributions payable	3,164	3,164	3,164	-	-
	3,252	3,252	3,252	-	-

# 360 Capital Total Return Fund Notes to the financial report

#### For the year ended 30 June 2018

#### Note 16: Other financial assets and liabilities (continued)

#### Price risk

The Fund is exposed to equity securities price risk. This arises from investments held by the Fund and classified on the statement of financial position as financial assets at fair value through profit or loss. The Fund is not exposed to commodity price risk.

These risks include, but are not limited to, exposure from different investment classes. The overall risk to exposures from investments is monitored and managed by the Board.

The table below illustrates the potential impact a change in the listed security price by +/-1% would have had on the Fund's profit.

		Change in liste price	-
		-1%	1%
	Carrying amount \$'000	Profit \$'000	Profit \$'000
30 June 2018	Ţ 000	<u> </u>	Ţ 000
<u>Financial assets</u>			
Financial assets at fair value through profit or loss	59	(1)	1
Total increase/(decrease)		(1)	1
30 June 2017			
Financial assets			
Financial assets at fair value through profit or loss	63,091	(631)	631
Total increase/(decrease)		(631)	631

#### Other markets risk

The Fund does not have any material exposure to any other market risks such as currency risk or equity price risk.

#### **Fair values**

The fair value of the Fund's financial assets and liabilities are approximately equal to that of their carrying values as at 30 June 2018.

The fair values of receivables, trade and other payables and distributions payable approximate their carrying amounts largely due to the short-term maturities of these instruments.

#### Fair value hierarchy

All financial instruments for which fair value is recognised or disclosed are categorised within the fair value hierarchy, described as follows and based on the lowest level input that is significant to the fair value measurements as a whole:

Level 1 - Quoted market prices in an active market (that are unadjusted) for identical assets or liabilities

Level 2 – Valuation techniques (for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable)

Level 3 – Valuation techniques (for which the lowest level input that is significant to the fair value measurement is unobservable)

For financial instruments that are recognised at fair value on a recurring basis, the Fund determines whether transfers have occurred between Levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

#### Note 16: Other financial assets and liabilities (continued)

At the balance date, the Fund held the following classes of financial instruments measured at fair value:

	Total	Level 1	Level 2	Level 3
	\$'000	\$'000	\$'000	\$'000
Financial assets measured at fair value				
Financial assets at fair value through profit or loss as at 30 June 2018	59	59	-	-
Financial assets at fair value through profit or loss as at 30 June 2017	63,091	63,091	-	-

There were no transfers between Level 1 and Level 2 fair value measurements, and no other transfers into or out of Level 3 fair value measurements. Fair value hierarchy levels are reviewed on an annual basis unless there is a significant change in circumstances indicating that the classification may have changed.

#### Valuation techniques

#### Fair value profit or loss financial assets

For fair value profit or loss financial assets, the Fund invests in listed investments. The value of the investments in the listed market is stated at unit price as quoted on the ASX at each statement of financial position date. As such, listed investments are categorised as Level 1 instruments.

#### Note 17: Cash flow information

#### (a) Reconciliation of cash and cash equivalents

(-)	30 June 2018	30 June 2017
	\$'000	\$'000
Cash at bank	40,089	19,858
Cash and cash equivalents in the statement of cash flows	40,089	19,858
(b) Reconciliation of net profit to net cash inflows from operating activities		
	30 June	30 June
	2018	2017
	\$'000	\$'000
Net profit for the year	2,414	6,700
Adjustment for:		
Net gain on disposal of financial assets	(274)	-
Net change in fair value of financial assets	(9)	(3,643)
Net increase in equity accounted investments	(352)	-
Capitalised interest on loans receivable	(1,198)	-
Acquisition and transaction costs	33	43
Change in assets and liabilities		
Decrease/(increase) in receivables	2,092	(716)
Increase/(decrease) in payables	(23)	13
Net cash inflows from operating activities	2,683	2,397

# 360 Capital Total Return Fund Notes to the financial report

#### For the year ended 30 June 2018

#### Note 18: Commitments and contingencies

#### Loan commitments

As at 30 June 2018, amounts available to be drawn by borrowers under existing loan facilities are as follows:

	30 June	30 June
	2018	2017
	\$'000	\$'000
Secured loans	22,995	-

There are no other capital commitments as at 30 June 2018 (2017: Nil).

#### Contingencies

There are no contingent liabilities as at 30 June 2018 (2017: Nil).

#### Note 19: Related party transactions

#### Responsible entity

The Responsible Entity of the Fund is 360 Capital FM Limited. The immediate parent entity of the Responsible Entity is 360 Capital Property Limited (ABN 46 146 484 433), and its ultimate parent entity is 360 Capital Group Limited (ABN 18 113 569 136).

The registered office and the principal place of business of the Responsible Entity is:

360 Capital FM Limited Level 8, 56 Pitt Street Sydney, NSW 2000

In the previous period, securityholder of the Passive Fund and the Active Fund passed a resolution to change the Responsible Entity from 360 Capital Investment Management Limited (CIML) to 360 Capital FM Limited on 23 December 2016. The change in Responsible Entity was effective from this date.

#### **Controlled entities**

Interests in controlled entities are set out in Note 20.

#### Responsible Entity's fees and other transactions

Under the terms of the constitution, the Responsible Entity is entitled to receive fees in accordance with the product disclosure statement.

	30 June	30 June 2017 \$
	2018	
	\$	
Fees for the year paid/payable by the Fund:		
Management of the Fund		
Management fees – paid to CIML	-	141,725
Management fees – paid to CFML	547,607	200,371
Fund recoveries	7,087	9,819
Total	554,694	351,915

#### Note 19: Related party transactions (continued)

Management Fee: The Responsible Entity is entitled to a Management Fee of 0.65% p.a. of the gross value of the assets of the Fund during the relevant year for its role in managing and administering the Fund.

Performance Fee: The Responsible Entity is entitled to a Performance Fee of 20% of any total return in excess of 12% p.a. The calculation of total return is based on actual distributions paid to Stapled Securityholders during the relevant financial year plus any increase in the trading price of Stapled Securities in the relevant financial year. The Performance Fee is payable yearly in arrears after the end of the relevant financial year.

Acquisition Fee: The Responsible Entity will be entitled to an Acquisition Fee of up to 1.0% of the total purchase price of an investment of the Fund. The acquisition fee is payable upon the completion of the relevant acquisition.

*Disposal Fee*: The Responsible Entity will be entitled to a Disposal Fee of up to 1.0% of the total sale price of an investment sold by the Fund. The disposal fee is payable upon the completion of the relevant sale.

During the year, the Responsible Entity agreed to waive its entitlement to a performance fee of \$1,406,954 for the year ended 30 June 2018 (2017: Nil) and agreed to remove any conditions associated with the waiver of acquisition and disposal fees of \$634,913 (2017: \$191,435) relating to the acquisition and sale of IDR units and AOF units.

#### **Unitholdings**

Units held by the Responsible Entity and other Funds managed by and related to the Responsible Entity held stapled securities in the Fund as follows:

	30 June	30 June 2017
	2018	
360 Capital Property Limited <sup>1</sup>		
Number of stapled securities held	15,621,124	15,621,124
Interest % held	23.7%	23.7%
Distributions paid/payable by the Fund (\$)	1,405,901	1,174,431

<sup>&</sup>lt;sup>1</sup> On 21 June 2017, 360 Capital Property Limited sold its beneficial interest in 360 Capital Total Return Passive Fund units to 360 Capital Diversified Property Fund, a wholly owned subsidiary of the 360 Capital Investment Trust.

#### Interest in Joint venture

The Fund holds a 50% stake in AMF Finance Pty Limited (AMF or AMF Finance). AMF provides alternative lending and structured financing solutions to Australian real estate investors and developers and receives all establishment fees on development transactions written by 360 Capital Group entities, including TOT and other private client development funding. The other 50% stake is held by 360 Capital Group.

#### Note 19: Related party transactions (continued)

#### Key management personnel

The Trust does not employ personnel in its own right. However, it has an incorporated Responsible Entity, 360 Capital FM Limited, to manage the activities of the Fund. The directors and key management personnel of the Responsible Entity are detailed below. No compensation is paid directly by the Fund to directors or to any of the key management personnel of the Responsible Entity.

Payments made by the Fund to the Responsible Entity do not specifically include any amounts attributable to the compensation of key management personnel.

#### Directors

David van Aanholt (Chairman) Tony Robert Pitt William John Ballhausen Graham Ephraim Lenzner Andrew Graeme Moffat

#### Management personnel unitholdings

The number of units held directly or indirectly by Directors, Key Management Personnel and their related parties as at 30 June 2018 are as follows:

		30 June		30 June
		2017		2018
Name	Position	<b>Equity Holding</b>	Acquisitions	<b>Equity Holding</b>
David van Aanholt	Director	Nil	-	Nil
Tony Robert Pitt	Director	700,000	96,300	796,300
William John Ballhausen	Director	120,000	-	120,000
Graham Ephraim Lenzner	Director	100,000	-	100,000
Andrew Graeme Moffat	Director	400,000	-	400,000
Glenn Butterworth	KMP	19,642	-	19,642

#### Note 20: Controlled entities

The consolidated financial statements incorporate the assets, liabilities and results of the following subsidiaries controlled by 360 Capital Total Return Passive Fund:

Name of entity	Country of Domicile	Class of units	Equity Holding	
			30 June	30 June
			2018	2017
360 Capital Total Return Active Fund	Australia	Ordinary	100	100
360 Capital TOT Finance Trust <sup>1</sup>	Australia	Ordinary	100	100
360 Capital Private Debt Fund <sup>2</sup>	Australia	Ordinary	100	100

 $<sup>^{\</sup>rm 1}\,{\rm CVC}$  Property Fund was renamed 360 Capital TOT Finance Trust during the year.

<sup>&</sup>lt;sup>2</sup> 360 Capital 2017 Private Equity Real Estate Fund was renamed 360 Capital Private Debt Fund in August 2018.

#### Note 21: Parent entity disclosures

The following details information relating to the parent entity 360 Capital Total Return Passive Fund. The information presented below has been prepared using the consistent accounting policies as presented in Note 23.

	30 June	30 June
	2018	2017
	\$'000	\$'000
Current assets	62,629	97
Non-current assets	80,074	74,000
Total assets	142,703	74,097
Current liabilities	1,506	3,222
Non-current liabilities	90,368	15,764
Total liabilities	91,874	18,986
Issued units	55,619	55,751
Retained earnings	(4,790)	(640)
Total equity	50,829	55,111
Net profit for the year	1,778	2,199
Total comprehensive profit for the year attributable to securityholder	1,778	2,199

#### Loan commitments

As at 30 June 2018, amounts available to be drawn by borrowers under existing loan facilities are \$23.0 million (2017: Nil).

#### Note 22: Events subsequent to balance date

In July 2018 the Fund settled a \$31.8 million loan facility for a residential development in Sydney and in August 2018 committed to a first mortgage residual stock facility of \$9.9 million in Perth, WA.

Post the reporting period, 360 Capital established the 360 Capital Senior Loan Series – August 2018 ("Senior Loan Fund") a wholesale investment fund to facilitate the sell down of two existing loan investments within TOT and diversify TOT's investment loan book.

No other circumstances have arisen since the end of the year which have significantly affected or may significantly affect the operations of the Fund, the results of those operations, or the state of affairs of the Fund in future financial years.

#### Note 23: Statement of significant accounting policies

#### a) Changes in accounting policy

There were no changes to the Fund's accounting policies for the financial reporting year commencing 1 July 2017. The policies of the Fund are consistent with the prior year.

#### Note 23: Statement of significant accounting policies (continued)

#### b) Basis of consolidation

#### Stapling

On 21 April 2015, 360 Capital Total Return Fund was formed by stapling together the units of the 360 Capital Total Return Passive Fund and the units of 360 Capital Total Return Active Fund. The Fund was subsequently listed on 22 April 2015. Following approval at a CJT unitholder meeting held on 21 January 2015, CJT was restructured including the acquisition by the Passive Fund of all issued units in CJT, the issue of 1 Passive Fund unit for every 100 CJT units, and the stapling of each Passive Fund unit to an Active Fund unit.

The Fund has determined that the Passive Fund is the parent entity in the stapling arrangement.

For statutory reporting purposes, the Fund reflects the consolidated entity being the Passive Fund (the acquirer) and its controlled entities. On the basis that the Passive Fund does not hold any interest in the Active Fund, the net assets, profit or loss and other comprehensive income of the Active Fund are considered non-controlling interests and are therefore disclosed separately.

The Constitutions of the Passive Fund and the Active Fund ensure that, for so long as these entities remain jointly listed, the number of units in the Passive Fund and the number of units in the Active Fund shall be equal and that securityholder in both funds be identical. Both the Responsible Entity of the Passive Fund and the Active Fund must at all times act in the best interest of consolidated entity.

The stapling arrangement will cease upon the earlier of the winding up of any of the stapled entities, or any of the entities terminating the stapling arrangement.

#### Controlled entities

The consolidated financial statements incorporate the assets and liabilities of all controlled entities of the Fund as at 30 June 2018 and the results of all controlled entities for the period then ended.

Controlled entities are entities controlled by the Fund. Control exists when an investor is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee.

The financial statements of controlled entities are included in the financial report from the date that control commences until the date that control ceases.

Intercompany transactions, balances and unrealised gains on transactions between Fund entities are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of the impairment of the asset transferred. Accounting policies of controlled entities have been changed where necessary to ensure consistency with the policies adopted by the Fund.

Investments in controlled entities are accounted for at cost in the individual financial statements of the parent entity, less any impairment.

#### Investments in associates and joint ventures

Investments in associates and joint ventures are accounted for using the equity method. Under the equity method, the investment in an associate or a joint venture is initially recognised at cost. The carrying amount of the investment is adjusted to recognise changes in the Fund's share of net assets of the associate or joint venture since the acquisition date.

The Fund's share of net profit or loss is recognised in the statement of profit or loss from the date joint control commences until the date joint control ceases. Other movements in reserves are recognised directly in the consolidated reserves.

#### Note 23: Statement of significant accounting policies (continued)

#### c) Segment reporting

Segment information is presented in respect of the Fund's operating segments, which are the primary basis of segment reporting. An operating segment is a group of assets and operations engaged in providing products or services that are subject to risks and returns that are different to those of other operating segments. The primary segments are based on the Fund's management and internal reporting structure.

Operating segments are determined based on the information which is regularly reviewed by the Managing Director, who is the Chief Operating Decision Maker within the Fund.

#### d) Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable. Amounts disclosed as revenue are net of GST paid. Revenue is recognised for the major business activities as follows:

#### Distributions from property funds

Distribution income from investments is recognised when the unitholder's right to receive payment has been established, provided that it is probable that the economic benefits will flow to the unitholder and the amount of income can be measured reliably.

#### Finance revenue

Interest income is recognised on a time proportion basis using the effective interest method. Interest income includes the amortisation of any discount or premium, transaction costs or other differences between the initial carrying amount of an interest-bearing instrument and its amount at maturity calculated on an effective interest basis.

#### Other income

Other income is recognised when the right to receive the revenue has been established.

#### e) Finance expenses

Finance expenses which include interest and amortised borrowing costs are recognised using the effective interest rate applicable to the financial liability.

#### f) Income tax

Under current Australian income tax legislation, the Active Fund and Passive Fund are generally not liable for income tax provided their taxable income and taxable capital gains are fully distributed to securityholder each year. In the circumstances if a managed investment trust undertakes certain trading activities that trust may be liable to pay income tax.

#### **Active Fund**

Income tax expense or benefit for the year is the tax payable on the current year's taxable income based on the national income tax rate for each jurisdiction and deferred tax expense calculated by reference to changes in deferred tax assets and liabilities attributable to temporary differences and to unused tax losses.

## Note 23: Statement of significant accounting policies (continued)

## f) Income tax (continued)

Deferred income tax is provided in full, using the balance sheet method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. However, the deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit nor loss. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the balance date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred tax assets are recognised for deductible temporary differences and unused tax losses only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses. Deferred tax assets are reduced to the extent that is no longer probable that the related tax benefit will be realised.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets and liabilities and when the deferred tax balances relate to the same taxation authority. Current tax assets and tax liabilities are offset where the Fund has a legally enforceable right to offset and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously. Current and deferred tax balances attributable to amounts recognised directly in equity are also recognised directly in equity.

## g) Impairment of assets

Assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash inflows which are largely independent of the cash inflows from other assets or groups of assets (cash-generating units). Non-financial assets other than goodwill that suffered impairment are reviewed for possible reversal of the impairment at each reporting date.

### h) Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and demand deposits and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of changes in value.

#### i) Receivables

Receivables are recognised initially at fair value and subsequently at amortised cost. The payment terms are usually 30 days after the invoice is raised. They are classified as current assets except where the maturity is greater than 12 months after the reporting date in which case they are classified as non-current.

Amounts not recoverable are assessed at each reporting date. Indicators that an amount is not recoverable include where there is objective evidence of significant financial difficulties, debtor bankruptcy, financial reorganisation or default in payment. Any allowances for non-recoverable receivables are recognised in a separate allowance account. Any bad debts which have previously been provided for are eliminated against the allowance account. In all other cases bad debts are written off directly to the statement of profit or loss.

#### Loans receivable

Loans receivable are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are carried at amortised cost using the effective interest method. Gains and losses are recognised in the consolidated statement of financial performance when the loans and receivables are derecognised or impaired, as well as through the amortisation process.

## Note 23: Statement of significant accounting policies (continued)

#### j) Financial instruments

Financial assets and financial liabilities are recognised when a Fund entity becomes a party to the contractual provisions of the instrument. Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognised immediately in profit or loss. Financial assets are classified into the following specified categories: "Receivables" and "Financial assets at fair value through profit or loss". The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition.

## Financial assets at fair value through profit or loss

Financial assets designated at fair value through profit or loss comprises investments in unlisted and listed funds. Upon initial recognition, the investments are designated at fair value through profit or loss in accordance with AASB 139 *Financial Instruments: Recognition and Measurement*.

Financial assets designated at fair value through profit or loss at inception, are those that are managed and their performance evaluated on a fair value basis in accordance with the Fund's documented investment strategy. The Fund's policy is for the Responsible Entity to evaluate the information about these financial assets on a fair value basis together with other related financial information.

Financial assets carried at fair value through profit or loss are initially recognised at fair value and transaction costs are expensed in the statement of profit or loss. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the Fund has transferred substantially all the risk and rewards of ownership.

Gains or losses arising from changes in the fair value of the financial assets at fair value through profit or loss category are presented in the statement of profit or loss within income or expenses in the period in which they arise. Dividend/distribution income from financial assets at fair value through profit and loss is recognised in the statement of profit or loss as part of revenue from continuing operations when the Fund's right to receive payments is established.

#### Receivables

Refer to Note 23(i).

## Financial liabilities and equity

Financial liabilities and equity instruments issued by the Fund are classified according to the substance of the contractual arrangements entered into and the definitions of a financial liability and an equity instrument.

## <u>Impairment</u>

The Fund assesses at each balance date whether there is objective evidence that a financial asset or group of financial assets is impaired.

## k) Trade and other payables

Trade and other payables represent liabilities for goods and services provided to the Fund prior to the end of financial year which are unpaid. The amounts are unsecured and are usually paid within 30 days of recognition.

## Note 23: Statement of significant accounting policies (continued)

#### I) Provisions

A provision is recognised in the statement of financial position when the Fund has a present legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate which reflects current market assessments of the time value of money and, where appropriate the risks specific to the liability.

## **Distributions**

A provision for distributions payable is recognised in the reporting period in which the distributions are declared, determined, or publicly recommended by the Directors on or before the end of the financial period, but not distributed at balance date.

### m) Issued capital

Issued capital represents the amount of consideration received for stapled securities issued by the Fund. Transaction costs of an equity transaction are accounted for as a deduction from equity, net of any related income tax benefit.

#### n) Goods and services tax (GST)

Revenues, expenses and assets are recognised net of the amount of associated GST, unless the GST incurred is not recoverable from the taxation authority. In this case it is recognised as part of the cost of acquisition of the asset or part of the expense. Receivables and payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to, the taxation authority is included with other receivables or payables in the statement of financial position.

Cash flows are presented on a gross basis. The GST components of cash flows arising from investing or financing activities which are recoverable from, or payable to, the taxation authority, are presented as operating cash flows.

## o) Accounting standards issued but not yet effective

The following new accounting standards, amendments to standards and interpretations have been issued, but are not mandatory as at 30 June 2018. They are available for early adoption, but have not been applied in preparing these financial statements. The Fund plans to adopt these standards on the effective date. The impact of these new standards and interpretations are as follows:

- AASB 9 Financial Instruments (Effective January 1, 2018). This standard includes requirements to simplify the approach for the classification and measurement of financial instruments. The most significant change for the adoption of AASB 9 will be the introduction of the new impairment model relating to the Fund's loans. Based on management's initial assessment, the new standard is not expected to materially impact the Fund's financial statements. The Fund is currently finalising its impact analysis on the application of this new standard.
- AASB 15 Revenue from Contracts with Customers (Effective January 1, 2018). This standard establishes principles for reporting useful information to users of financial statements about the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity's contracts with customers. Management has assessed the impact of AASB 15 on the financial results of the Fund and it is not expected to materially impact the Fund's financial statements upon adoption.
- AASB 16 Leases (Effective 1 January 2019). This standard establishes the enhanced reporting requirements of the Lessee
  and lessor when entering into Leases. This is not expected to materially impact the Fund's financial statements as the Fund
  does not currently have any lease arrangement in place.

# Note 23: Statement of significant accounting policies (continued)

# o) Accounting standards issued but not yet effective (continued)

In addition to those above, the following amendments have been issued due to amendments of related standards and the annual improvements cycles:

- AASB 2018-1 Annual Improvements 2015-2017 Cycle (Effective January 1, 2019)

The recently issued amendments are not expected to have a significant impact on the amounts recognised in the financial statements at the effective date.

# **360 Capital Total Return Fund**

## **Directors' declaration**

## For the year ended 30 June 2018

In the opinion of the Directors of 360 Capital FM Limited, the Responsible Entity:

- 1) The consolidated financial statements and notes that are set out on pages 9 to 37 are in accordance with the *Corporations Act 2001*, including:
  - (i) giving a true and fair view of the consolidated entity's financial position as at 30 June 2018 and of its performance for the financial year ended on that date; and
  - (ii) complying with Australian Accounting Standards and *Corporations Regulations 2001* and other mandatory professional reporting requirements; and
- 2) There are reasonable grounds to believe that the Fund will be able to pay its debts as and when they become due and payable.
- 3) The Directors have given the declarations required by Section 295A of the *Corporations Act 2001* from the Managing Director and the Chief Financial Officer for the financial year ended 30 June 2018.
- 4) The Directors draw attention to Note 1(b) to the consolidated financial statements, which includes a statement of compliance with International Financial Reporting Standards.

**Tony Robert Pitt** 

**Managing Director** 

This declaration is made in accordance with a resolution of the Directors.

**David van Aanholt** 

Chairman

Sydney

, , , , 22 August 2018



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# Independent Auditor's Report to the unitholders of 360 Capital Total Return Passive Fund

# Report on the Audit of the Financial Report

# Opinion

We have audited the financial report of 360 Capital Total Return Passive Fund (the Fund) and its subsidiaries (collectively the Group), which comprises the consolidated statement of financial position as at 30 June 2018, the consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, notes to the financial statements, including a summary of significant accounting policies, and the declaration of directors of 360 Capital FM Limited, the Responsible Entity of the consolidated entity.

In our opinion, the accompanying financial report of the Group is in accordance with the Corporations Act 2001, including:

- giving a true and fair view of the consolidated financial position of the Group as at 30 June 2018 and of its consolidated financial performance for the year ended on that date; and
- b) complying with Australian Accounting Standards and the Corporations Regulations 2001.

# **Basis for Opinion**

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report. We are independent of the Group in accordance with the auditor independence requirements of the Corporations Act 2001 and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

# **Key Audit Matters**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial report of the current year. These matters were addressed in the context of our audit of the financial report as a whole, and in forming our opinion thereon, but we do not provide a separate opinion on these matters. For the matter below, our description of how our audit addressed the matter is provided in that context.



We have fulfilled the responsibilities described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the financial report. The results of our audit procedures, including the procedures performed to address the matter below, provide the basis for our audit opinion on the accompanying financial report.

# 1. Recoverability of Loans

# Why significant

The Group provides loans to external parties for which the underlying security is primarily real estate development property assets.

Loans receivable of \$39.2m represents 49% of the total assets of the Group at 30 June 2018.

This was considered a key audit matter as the assessment of the recoverability of the loans, including any capitalised interest, is subject to significant judgment as to the performance of the underlying development. Any significant changes in feasibility assumptions impacting project cashflows may give rise to an impairment of the loans.

Disclosure of the loans is included in Note 10 of the financial report.

## How our audit addressed the key audit matter

Our audit procedures included the following:

- We considered the Group's assessment of the recoverability of the loans.
- We evaluated the adequacy of the security on the loans by assessing the feasibility of the underlying development assets.
- We obtained an understanding of the status of the underlying developments, considered the accuracy of the forecast development outcomes and evaluated the assumptions adopted in light of current market evidence.
- We evaluated the classification of loans and the status of the underlying property supporting recoverability based on the expected timing of settlement and the status of the underlying developments.

## Information Other than the Financial Report and Auditor's Report

The directors of the Responsible Entity are responsible for the other information. The other information comprises the information included in the Group's 2018 Annual Report, but does not include the financial report and our auditor's report thereon.

Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.



# Responsibilities of the Directors for the Financial Report

The directors of the Responsible Entity are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001 and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors of the Responsible Entity are responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or to cease operations, or have no realistic alternative but to do so.

# Auditor's Responsibilities for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors of the Responsible Entity.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.



- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the financial report. We are responsible for the direction, supervision and performance of the Group audit. We remain solely responsible for our audit opinion.

We communicate with the directors of the Responsible Entity regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the directors of the Responsible Entity with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated to the directors of the Responsible Entity, we determine those matters that were of most significance in the audit of the financial report of the current year and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Ernst & Young

Mark Conroy Partner Sydney

22 August 2018

Information below was prepared as at 15 August 2018.

# a) Top 20 registered securityholders:

Holder Name	Securities held	% of issued securities
NATIONAL NOMINEES LIMITED	15,713,807	23.86
360 CAPITAL PROPERTY LIMITED	15,621,124	23.72
J P MORGAN NOMINEES AUSTRALIA LIMITED	8,916,199	13.53
PERSHING AUSTRALIA NOMINEES PTY LTD	5,229,214	7.94
HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	3,348,789	5.08
HORRIE PTY LTD	2,491,720	3.78
WYLLIE GROUP PTY LTD	1,600,000	2.42
UBS NOMINEES PTY LTD	1,500,000	2.27
COWOSO CAPITAL PTY LTD	400,000	0.60
PENTAGON CAPITAL PTY LIMITED	400,000	0.60
BNP PARIBAS NOMINEES PTY LTD	285,911	0.43
CITICORP NOMINEES PTY LIMITED	269,791	0.40
BNP PARIBAS NOMS (NZ) LTD	235,000	0.35
TT INVESTMENTS PTY LTD	200,000	0.30
SUTTON SF PTY LTD	200,000	0.30
KONA CAPITAL PTY LIMITED	182,724	0.27
HILLMORTON CUSTODIANS PTY LTD	180,100	0.27
MORGANS FOUNDATION LTD	171,163	0.25
DELTA ASSET MANAGEMENT PTY LTD	140,000	0.21
VALIN PTY LTD	132,000	0.20
Total Securities held by Top 20 security holders	57,217,542	86.88
Total Securities on issue	65,853,647	100.00

# b) Distribution of securityholders:

Number of securities held by securityholder	Number of holders	Securities held	% of issued securities
1 to 1,000	248	29,019	0.04
1,001 to 5,000	79	265,724	0.40
5,001 to 10,000	104	871,041	1.32
10,001 to 100,000	239	7,113,134	10.80
100,001 and over	23	57,574,729	87.43
Totals	693	65,853,647	100.00

The total number of securityholders with less than a marketable parcel was 222 and they hold 10,736 securities.

# c) Substantial securityholder notices:

Name of securityholder	Date of notice	Securities held	% of issued securities
360 Capital Property Limited	23/05/17	16,321,124	24.76
Naos Asset Management Limited	28/06/18	12,764,006	19.36
Moelis Australia Limited	06/11/17	5,000,000	7.58
Salt Funds Management Limited	08/06/18	4,668,318	7.09
Greig & Harrison	10/05/17	3,494,428	5.30
First Samuel Limited	12/02/18	3,347,655	5.08

Term	Definition
\$ or A\$ or cents	Australian currency
360 Capital Total Return	The managed investment scheme (ARSN 602 304 432) that represents part of the
Passive Fund	stapled entity, 360 Capital Total Return Fund
360 Capital Total Return Active	The managed investment scheme (ARSN 602 303 613) that represents part of the
Fund	stapled entity, 360 Capital Total Return Fund
The Fund, 360 Capital Total	360 Capital Total Return Fund, the stapled entity comprising 360 Capital Total Return
Return Fund	Passive Fund and 360 Capital Total Return Active Fund
AASB	Australian Accounting Standards Board
AFSL	Australian Financial Services Licence
A-REIT	Australian Real Estate Investment Trust
ASIC	Australian Securities and Investments Commission
ASX	ASX Limited or the market operated by it as the context requires
ASX Guidelines	The ASX Principles of Good Corporate Governance and Best Practice Guidelines
Board	Board of Directors of the Responsible Entity
CGT	Capital gains tax
Constitution	The constitution of the Fund, as amended
Consolidated entity	360 Capital Total Return Fund, the stapled entity comprising 360 Capital Total Return
consolidated entity	Passive Fund and 360 Capital Total Return Active Fund
Corporations Act	Corporations Act 2001 (Cth) as amended from time to time
CPI	Consumer price index
Cps	Cents per Security
Director/s	A director of the Responsible Entity
Distribution yield	Rate of return derived by dividing distribution per Unit by the price
Earnings yield	Rate of return derived by dividing earnings per Unit by the price
FOS	Financial Ombudsman Service
Fund Investment Committee	The committee established to oversee the Fund's investments, key recruitment and
runa investinent committee	policies
FY	Financial year (1 July to 30 June)
Gross Proceeds	The aggregate of all moneys (including all rent, licence fees, outgoings and all other
Gloss Floceeus	amounts) received from tenants and other occupants and users of the real property
	assets (held directly or indirectly) of the Fund
GST	Goods and services tax (Australia)
HY	Half Year (half year from 1 July to 31 December or 1 January to 30 June)
IFRS	International Financial Reporting Standards
NPI	Net property income
NTA	Net tangible assets as per the balance sheet
NTA per Unit	Net tangible assets divided by the number of Units on issue
	Operating earnings is statutory net profit adjusted for non-cash and significant items
Operating earnings	
p.a. Property/ies	Per annum  A property or properties owned or to be owned by the Fund
	360 Capital FM Limited (ABN 15 090 664 396, AFSL 221474)
Responsible Entity	
Sqm	Square metres  Weighted average capitalisation rate
WACR	Weighted average capitalisation rate
WALE	Weighted average lease expiry
YTD	Year to date

# 360 Capital Total Return Fund

## **Corporate directory**

## For the year ended 30 June 2018

### **Parent Entity**

360 Capital Total Return Passive Fund ARSN 602 304 432

#### **Directors & Officers**

Non-Executive Directors
David van Aanholt (Chairman)
William John Ballhausen
Graham Ephraim Lenzner
Andrew Graeme Moffat

## **Executive Director**

Tony Robert Pitt (Managing Director)

## Officers

James Storey – Fund Manager Glenn Butterworth – Chief Financial Officer Jennifer Vercoe – Company Secretary

## **Responsible Entity**

360 Capital FM Limited
ACN 090 664 396
AFSL 221 474
Level 8, 56 Pitt Street Sydney NSW 2000
Telephone 02 8405 8860 Email: investor.relations@360capital.com.au

## **Unit Registry**

Boardroom Pty Limited ACN 003 209 836 Grosvenor Place, Level 12, 255 George Street Sydney NSW 2000 Telephone 1300 082 130 Email: enquiries@boardroomlimited.com.au

## **Auditor**

Ernst & Young 200 George Street Sydney NSW 2000

### Website

www.360capital.com.au

