



# 360 Capital Group ASX: TGP

2020 Half Year Results  
Presentation

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Executive Committee



**Tony Pitt**  
Group Managing  
Director



**Glenn  
Butterworth**  
Group CFO



**James Storey**  
Head of Real  
Assets



**Dennison  
Hambling**  
Head of Public &  
Private Equity



**Chris Chase**  
Head of Private  
Credit



# 1. Accelerating on Alternative Assets Strategy





# Our Purpose

“Our Purpose is to be a leading Australian investor and fund manager of alternative assets, who partner with our stakeholders to identify, invest and realise on opportunities.”

**Through FY19 we invested in people in preparation to execute on our alternative assets strategy and organically grow our businesses**

**FY20 we are executing on that strategy across all our four segments:**

- Real Assets**
- Private Equity**
- Public Equity**
- Credit**



# Alternative Asset Strategy

FINANCE  
PRODUCT DISTRIBUTION  
GOVERNANCE AND COMPLIANCE  
GROWTH CAPITAL

REAL ASSETS	PRIVATE EQUITY	PUBLIC EQUITY	CREDIT
360 Capital REIT(ASX:TOT)  360 Capital Digital Infrastructure Partners  360 Capital Digital Infrastructure Fund (ASX: TDI)  Velocity Property Group (ASX: VP7)	Currently exploring several SPV's for opportunities	360 Capital Active Value Equity Fund  Purchased Ralton Asset Management	360 Capital Credit Income Fund (ASX: to be listed Q3 TCF)



# 2. Group Highlights



# HY20 Key Highlights

- Listed 360 Capital Digital Infrastructure Fund on the ASX after raising \$115m ~ 2000 new investors
- TGP loans \$19.9m to childcare operator
- TOT merger with \$70m URB and completed \$10.8m institutional placement, increasing TOT's market cap to circa \$148.7m, increases TOT's investor base to ~3,100 investors
- 360 Capital Credit Income Fund achieved "in-principle approval" to list on ASX
- TGP and TOT jointly purchase 19.99% stake in Velocity Property Group (ASX: VP7) and TOT lends \$33.7m to VP7
- Launch of 360 Capital Active Value Equity Fund – unlisted equities fund- two investments: Cardioscan and Threat Protect
- Establishment of Cambridge Investment Partners
- Post Period, purchased Ralton Asset Management Platform increasing FUM 600% to \$606m, Platform investors >18,000

>\$200m

Cash Balance across  
Group and Funds

\$0

Group Debt

>18,000

Investor base

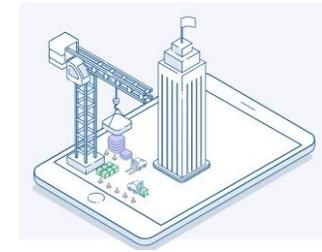
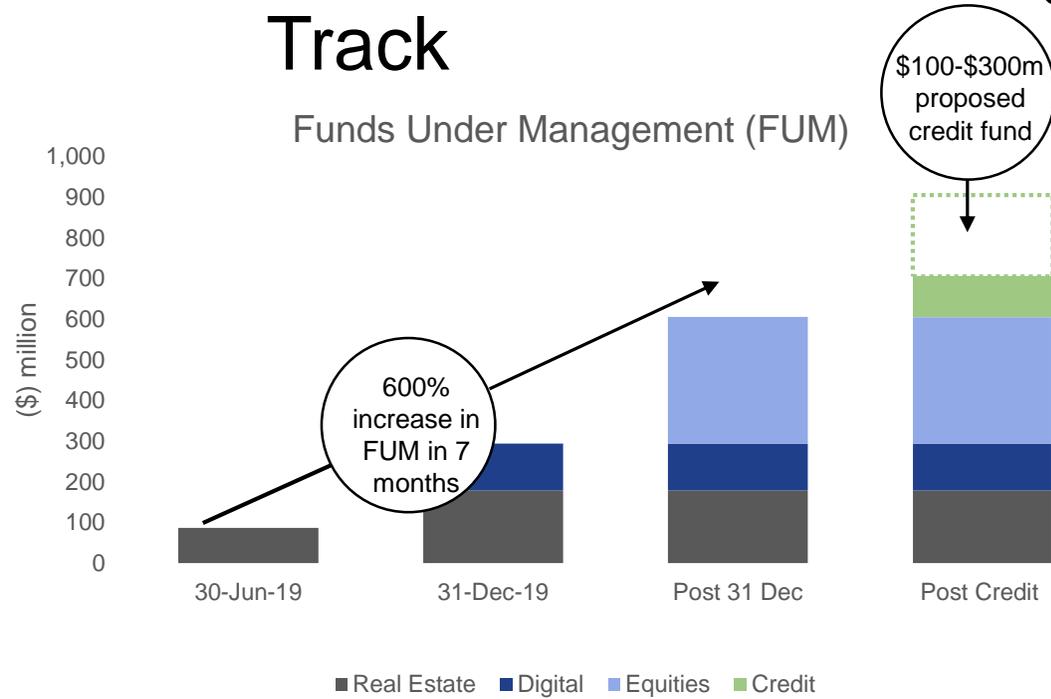
\$606m  
FUM

600% FUM Growth





# Alternative Asset Strategy Rollout On Track



- Group positioned to continue to grow FUM with \$200m in cash across Group and platform
- All investment strategies fully resourced
- Equities rollup strategy commenced
- Credit LIT on track to IPO
- Distribution team actively marketing funds
- ~50% FUM in perpetual capital



VELOCITY  
PROPERTY GROUP

VISION INTEGRITY LIFESTYLE



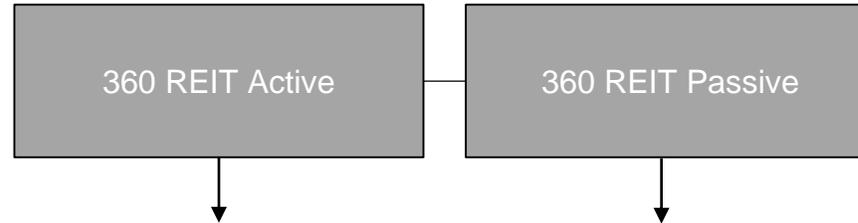


# 3. Real Assets



# Real Assets – 360 Capital REIT (ASX: TOT)

*360 Capital REIT is a diversified real estate fund with investments in real estate equity, debt and interests in real estate operating businesses*



**\$33.1m**  
Cash balance  
(post sale of majority  
of URB equities)

**\$46.8m**  
Senior loans  
written HY20

**\$148.7m**  
Market  
Capitalisation<sup>1</sup>

**\$1.17**  
Core NTA per  
security



**19.3%**  
TGP ownership in  
TOT

**\$181.6m**  
Gross Assets  
(Up 110% in 6  
months)

**~3,100**  
Investors  
(Up 278% in 6  
months)

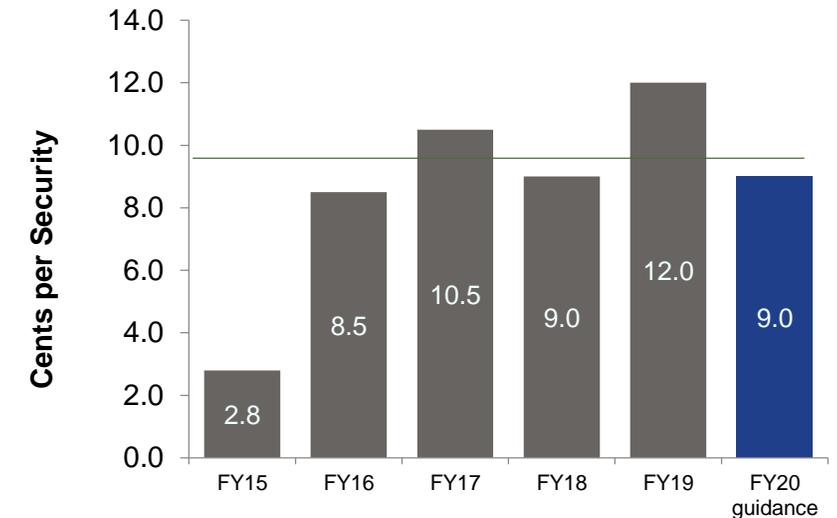
**8.4%**  
(Distribution Yield)  
Based on 9.0 cpu  
& \$1.07 trading  
price

1. Based on closing price of \$1.07 and total Stapled Units on issue post on-market buyback of 4.64m Stapled Units (as at 20 February 2020)

# Real Assets – 360 Capital REIT HY20 Key Highlights

- Renamed 360 Capital Total Return Fund to 360 Capital REIT (“TOT”)
- Completed merger with URB Investments (URB), increasing the market capitalisation of TOT from \$84.9m<sup>1</sup> to \$148.7m<sup>2</sup>
- Completed institutional placement of \$10.8m in October 2019
- Achieved an average Internal Rate of Return (IRR) of 16.0% on exited loan investments
- Increased loan book to \$101.0m<sup>3</sup> of first mortgage real estate debt at an average interest rate of 9.8%
- Acquired 23 apartments in Gladesville, NSW at -20.0% below valuation and commenced sales campaign
- In joint venture with TGP, 360 Capital REIT acquired a 19.9% interest in Velocity Property Group (ASX:VP7) at a -64.0% discount to the 30 June 2019 audited Net Tangible Assets (NTA)
- Provided \$10.0m corporate note to VP7 at 7.0% with 250m options attached at 4.0cps (pre-consolidation)

**Distribution History**  
**9.8 cpu p.a.**  
**5 year average distribution**



1. Based on closing price of \$1.07 on 20 February 2020  
2. Based on total Stapled Units on issue post on-market buyback of 4.64m Stapled Units (as at 20 February 2020)  
3. Facility amount including capitalised interest and fees (as at 31 December 2019)

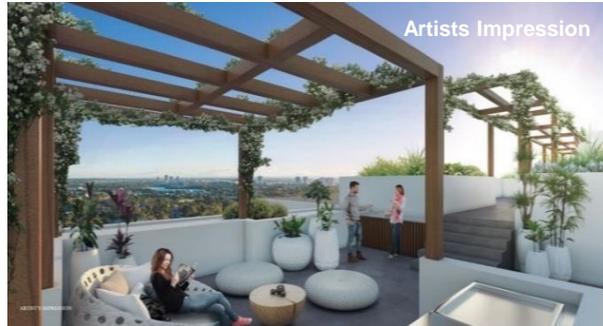
# Real Assets – 360 Capital REIT

## Real Estate Debt: Loan portfolio

					
<b>Progressively drawn senior</b>	<b>Cash advance senior</b>	<b>Cash advance senior</b>	<b>Progressively drawn senior</b>	<b>Cash advance senior</b>	<b>Cash advance senior</b>
Development of 94 apartments in Western Sydney	Medium density complex comprising 109 waterfront, residential apartments in Port Coogee, W.A.	Medium density complex comprising 22 luxury apartments in New Farm, QLD	Development of 27 townhouses in Greenway, ACT	Bridging facility for portfolio of seven (7) childcare assets leased to Affinity Education	Medium density complex comprising 16 apartments and 2 townhouses in Bulimba, QLD
Net Realisation <sup>1</sup> : \$46.7m Facility Amount <sup>2</sup> : \$31.8m (68% LVR / 79% LTC)	Net Realisation <sup>1</sup> : \$13.2m Facility Amount <sup>2</sup> : \$ 8.0m (61% LVR)	Net Realisation <sup>1</sup> : \$8.0m Facility Amount <sup>2</sup> : \$4.7m (58% LVR)	Net Realisation <sup>1</sup> : \$13.5m Facility Amount <sup>2</sup> : \$ 9.7m (72% LVR)	Current Valuation: \$35.6m Facility Amount <sup>2</sup> : \$23.1m (65% LVR)	Net Realisation <sup>1</sup> : \$33.8m Facility Amount <sup>2</sup> : \$23.7m (70% LVR)
Term: 24 months	Term: 18 months	Term: 12 months	Term: 15 months	Term: 12 months	Term: 18 months

1. Net Realisation based on "As If Complete" valuation (net of GST & selling costs)  
2. Facility amount including capitalised interest and fees

# Real Assets – 360 Capital REIT Equity Investments



## Gladesville Apartments

Acquisition of 23 newly completed apartments in Gladesville, 10 kilometres north of the Sydney CBD

- Original list price: \$24.3m
- Current market value: \$20.5m
- Purchase price: \$16.5m (-32% discount to list price)

Exchanged contracts for four (4) apartments, reflecting a 26.4% premium to purchase price



## Purit 4: Penrith NSW

Located in Penrith CBD in close proximity to Penrith Station, Penrith Town Centre and Westfield

- \$7.9 million (49% interest)
- Occupancy: 95.0%
- 6,398 sqm Site area
- 6,476 sqm Net Lettable Area



## HomeHQ Artarmon

Located in Artarmon, a suburb on Sydney's lower Northshore.

Through the TOT / URB merger, TOT has inherited a \$3.2m interest in the HomeHQ Artarmon asset

- \$3.2 million interest
- Occupancy: 100.0%
- 6.25% capitalisation rate
- 22,299 sqm Net Lettable Area

# Real Assets – 360 Capital REIT Operating Businesses

## AMF Finance



- AMF Finance Pty Limited 50% owned by TOT
- AMF originates all 360 Capital and TOT's real estate debt transactions
- Provides TOT with growing fee revenue streams and debt investment opportunities

## Velocity Property Group

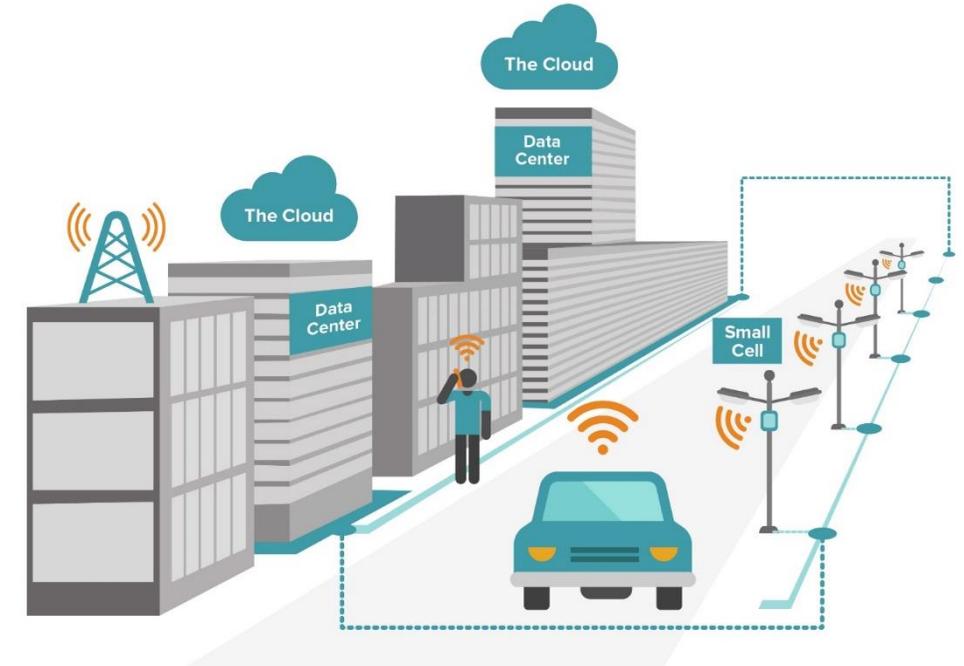


- TOT/TGP own 19.9% of Velocity Property Group (ASX :VP7)
- 50% Board representation
- TOT provided \$10.0m Corporate Loan & \$23.7m residual stock loan
- TOT has \$10.0m in VP7 equity options
- TOT/TGP to syndicate VP7 development projects providing TOT with underwriting and debt fees

# Real Assets – 360 Capital Digital Infrastructure Fund

## Highlights Since ASX Listing

- Fund listed on ASX on 31 October 2019 with >2000 investors
- Raised \$115m from the IPO and pre-IPO
- Recognised a \$4.5m redemption premium on \$10.6m convertible note investment – minimum IRR on investment of 58.4%
- Forecast to commence distributions of 4.5cps per quarter for balance of FY20
- Guam data centre construction on schedule, signed 36 racks to large multinational on a 25 year lease
- Fund launched FibreconX and TDI has committed \$35m to dark fibre rollout
- Proposed stapling allow TDI to participate in more digital infrastructure deals
- Propose buyback as TDI trading at \$0.325 cps (16.6%) discount to NTA<sup>1</sup>



>\$54m

Cash

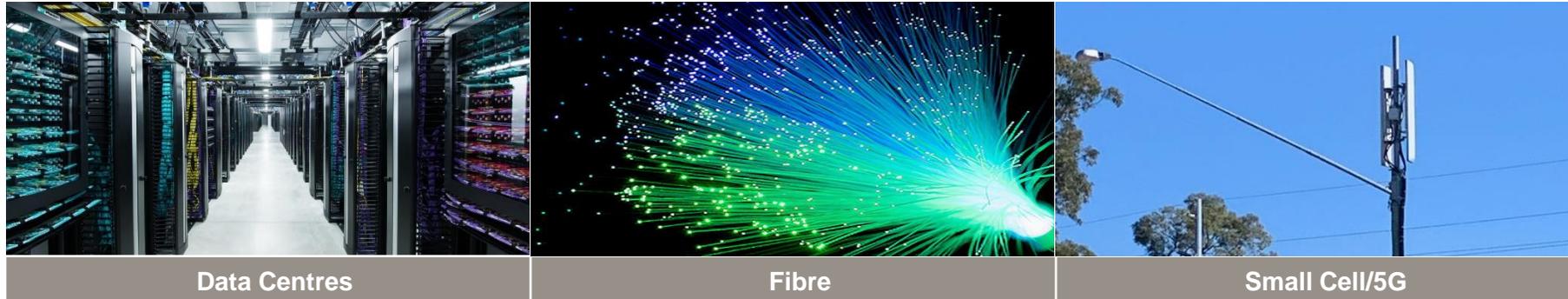
9.0cps

Forecast distribution for  
2H20

1. Discount to NTA based on TDI closing trading price of \$1.635, as at 26 Feb 2020

# Real Assets – 360 Capital Digital Infrastructure Fund

## Digital Infrastructure Target Segments



	Data Centres	Fibre	Small Cell/5G
Asset Description	Typically purpose-built, warehouse like, facilities with highly redundant power, large amounts of cooling, strong physical security connected to major telecommunication networks	Fibre optic cables are bundles of hundreds to thousands of glass-like strands	Multi tenant mono poles or building mounts with fibre and power
Typical Usage	A centralised location used to house and facilitate the operation of information technology infrastructure such as servers, storage devices and network equipment	High capacity network data links between key devices and high traffic locations such as data centres, wireless towers and buildings	Mounting antenna systems used for 5G network densification, CCTV cameras and air quality monitoring sensors
Sample Customers	<ul style="list-style-type: none"> <li>➢ Hyperscale Cloud</li> <li>➢ Government and Enterprise</li> <li>➢ Gaming and content providers</li> <li>➢ System Integrators</li> </ul>	<ul style="list-style-type: none"> <li>➢ Cloud companies</li> <li>➢ Telecom providers</li> <li>➢ System Integrators</li> </ul>	<ul style="list-style-type: none"> <li>➢ Wireless Operators</li> <li>➢ Local governments</li> </ul>
Examples of major operators	<ul style="list-style-type: none"> <li>➢ Digital Realty</li> <li>➢ Equinix</li> <li>➢ NextDC</li> <li>➢ Cyrus One</li> <li>➢ Air Trunk</li> </ul>	<ul style="list-style-type: none"> <li>➢ Zayo</li> <li>➢ Pipe/TPG</li> <li>➢ Summit IG</li> </ul>	<ul style="list-style-type: none"> <li>➢ Crown Castle</li> <li>➢ Emerge</li> <li>➢ Axicom</li> </ul>

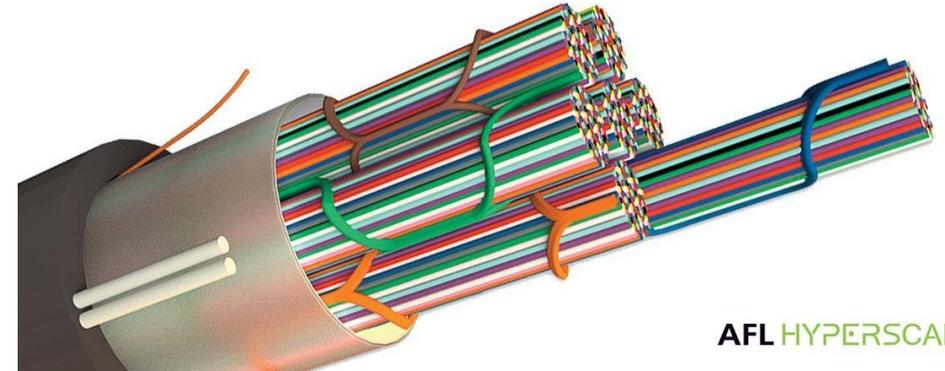
# Real Assets – 360 Capital Digital Infrastructure Fund



- FibreconX Pty Ltd is the Fund's new dark fibre digital infrastructure business that will develop, own and operate new and innovative high fibre count dark fibre networks
- The Fund has committed to an initial funding amount of \$35m to FibreconX. Initial markets will be in Asia Pacific targeting buildings with large data concentrations such as data centres
- Australian telecommunications carrier license granted to FibreconX in January 2020

## Investment Portfolio – Guam

- Currently under construction and due to complete June 2020, the data centre is located in Piti, Guam (a US territory)
- \$7.8m (18.7% interest) investment in operating company (Gateway Network Connections) which will own and operate the data centre



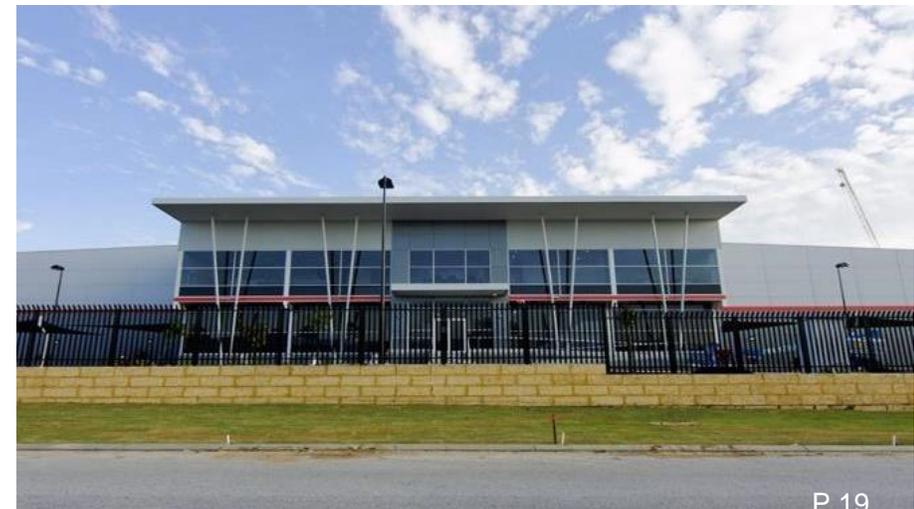
# Real Assets – 360 Capital Digital Infrastructure Fund

## Convertible Note Investment

- Initial investment of \$10.6m in a convertible note issued by a global hyperscale data centre operator
- Two year term note @ 10.0%p.a. interest rate
- Fund has agreed to allow the note to be redeemed no later than June 30<sup>th</sup> 2020 based on a favorable offer of \$4.5m in addition to the principal
- Continued excellent relationship with operator should other investment options become available

## Perth Data Centre Investment

- Tier III certified data centre, located in Perth, Australia
- 100% leased for a term of 15 years to Fujitsu with approximately 6 years remaining on the lease
- Site area 9,441m<sup>2</sup> with a gross lettable area of 6,561m<sup>2</sup>
- Facility was constructed in 2010 as a purpose-built data centre and has been operational since
- The property was purchased for \$37.0m (plus costs) on an initial passing yield of 6.5%
- Property provides base level of distributions for Fund
- \$20m of gearing capacity from this assets available for Fund growth





# 4. Private & Public Equity



## Private & Public Equity



- Initially 50/50 joint venture established with Dennison Hambling, Head Public & Private Equity
- Post Period, TGP purchased remaining 50% share, equity business continued to be headed up by Dennison with Group owning 100% interest
- 360 Capital Active Value Equity Fund established
  - First investment made
  - Marketing of Fund commenced
- Team bolstered with Fleur Graves as Senior Equities Analyst
- Both Dennison and Fleur were previously at First Samuel, responsible for \$660m portfolio, returning 11.2% p.a. over 11 year history
- Brisbane office established
- Group has committed \$10m as long term co-investment capital

**\$10m**

TGP Co-investment  
commitment

**Fund Est.**

360 Capital Active Value  
Equity Fund

## Private & Public Equity

- We expect significant consolidation of equity managers of both unlisted funds and LICs as a result of: increased regulatory costs; succession planning; subscale operators; volatility in markets etc
- Our focus on growing Equities business as follows:
  - Organically through 360 Capital Active Value Equity Fund
  - Participating in consolidation of equity businesses, i.e. Ralton Asset Management
  - Like REIT sector consolidation, participating on the LIC and LIT consolidation expected to occur
  - Through private equity SPV funds – expect first targeted fund Q1 FY21

**\$10m**

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TGP Co-investment  
commitment

**Fund Est.**

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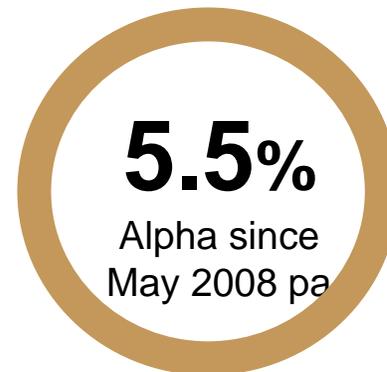
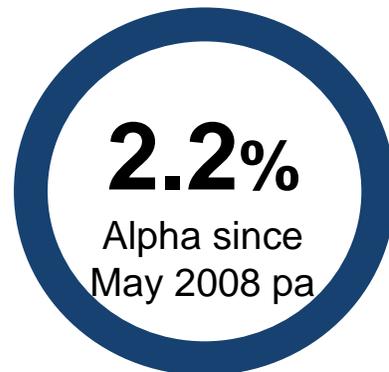
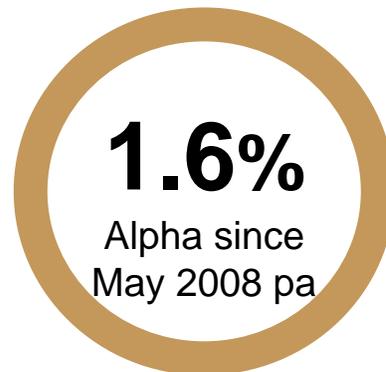
360 Capital Active Value  
Equity Fund



# Private & Public Equity

## Acquisition of Ralton Asset Management

- Established 2005
- Purchased by 360 Capital Equity Management Pty Limited for nominal amount post period
- \$310m FUM- Product available on 9 retail wraps
- Specialist SMA product provider- 12 year track record





# 5. Credit



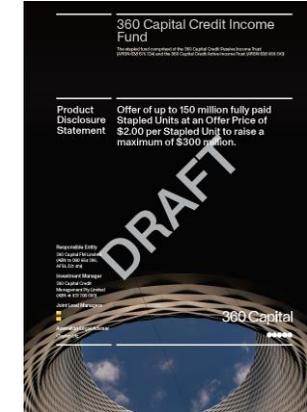


# Credit Strategies

- 360 Capital Credit Income Fund finalised and IPO timetable on target and “in-principle approval” from ASX received
- Engaged with several JLM’s and Co-managers already
- Fund strategy focused on Australia and NZ only versus other ASX listed corporate debt LITs
- LICs and LITs impacted by FOFA uncertainty and current review into stamping fees
- Bank’s capital requirements continue to support business models for alternative capital sources and solutions
- Alternative corporate debt capital market is estimated to be a \$100bn market in Australia and growing
- RBNZ is implementing policy to increase NZ banks capital requirements (from 11.5% to >16%), increasing the opportunity in NZ for alternative capital into corporate lending in NZ
- Continued high investor demand looking for yield and monthly distributions



**Chris Chase**  
Head of Private Credit



**Cash rate +5%**

Paid as Monthly Distributions

**\$100m - \$300m**

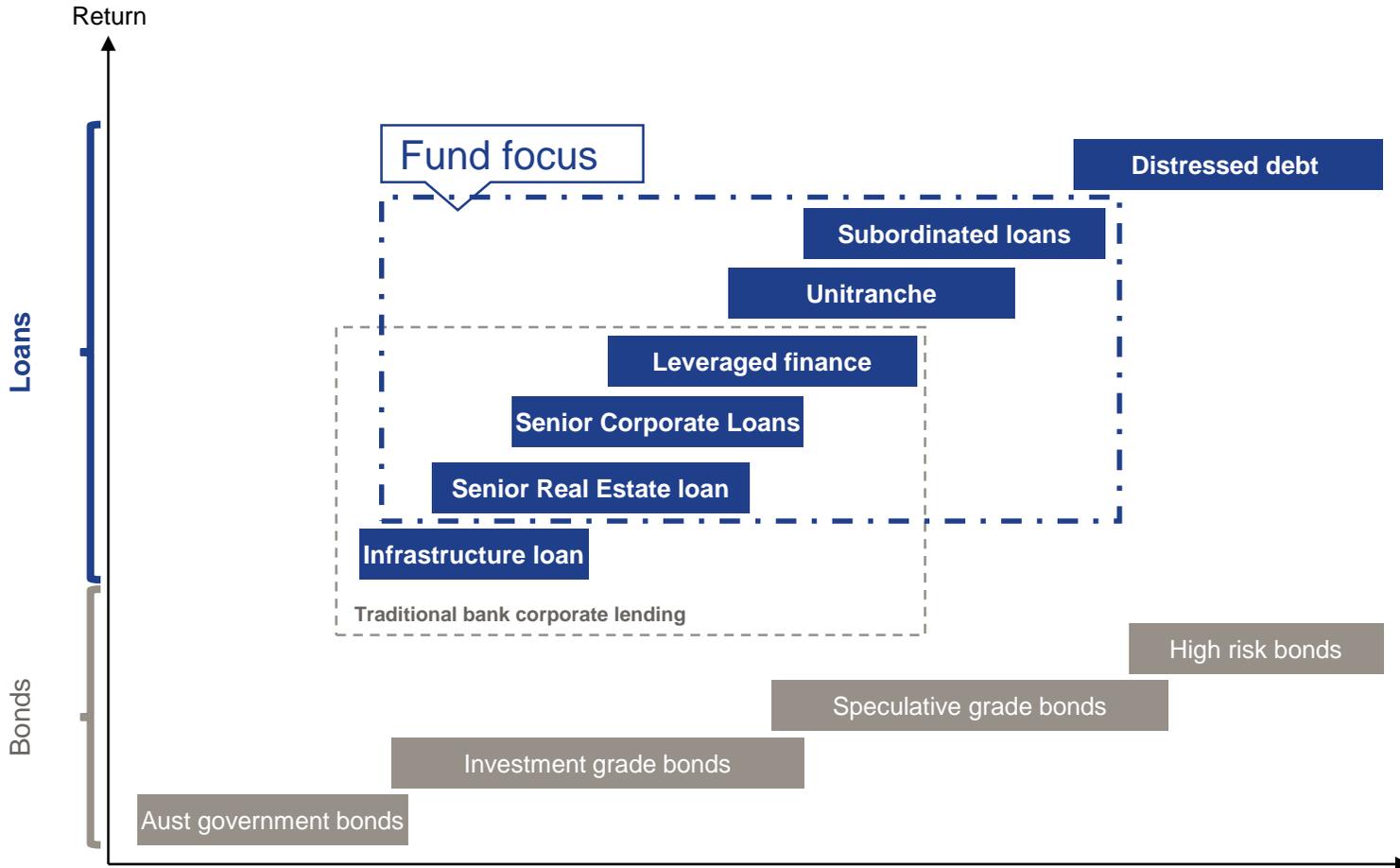
Revised raising size

**Up to \$20m**

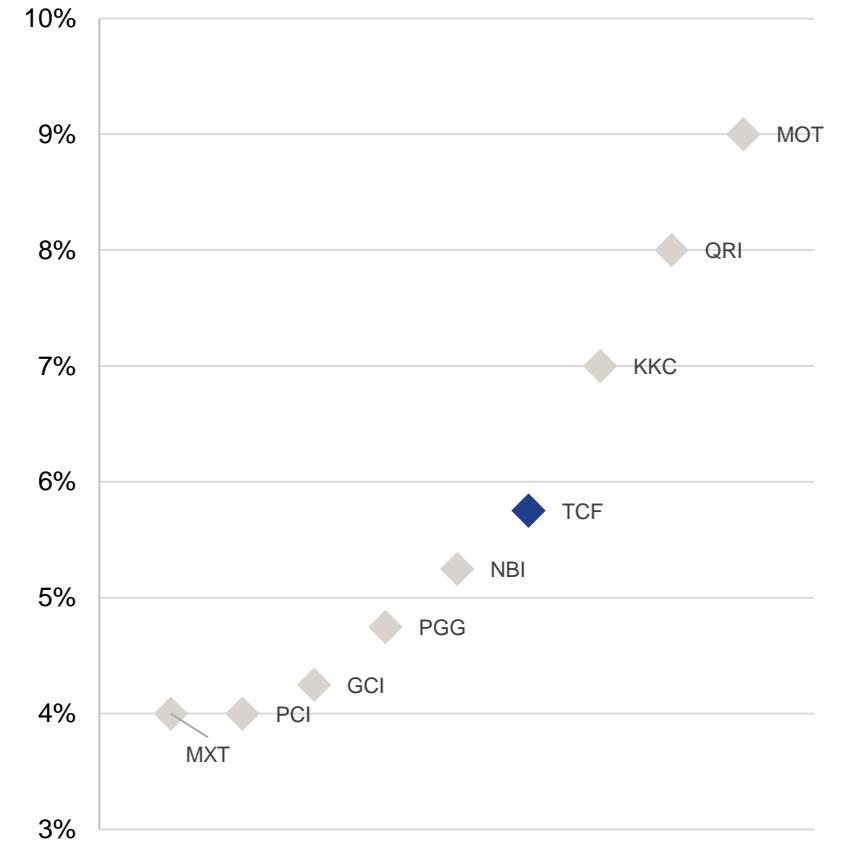
360 Capital Co-Investment

# Credit Strategies

## Private Credit Instruments



## Target Returns

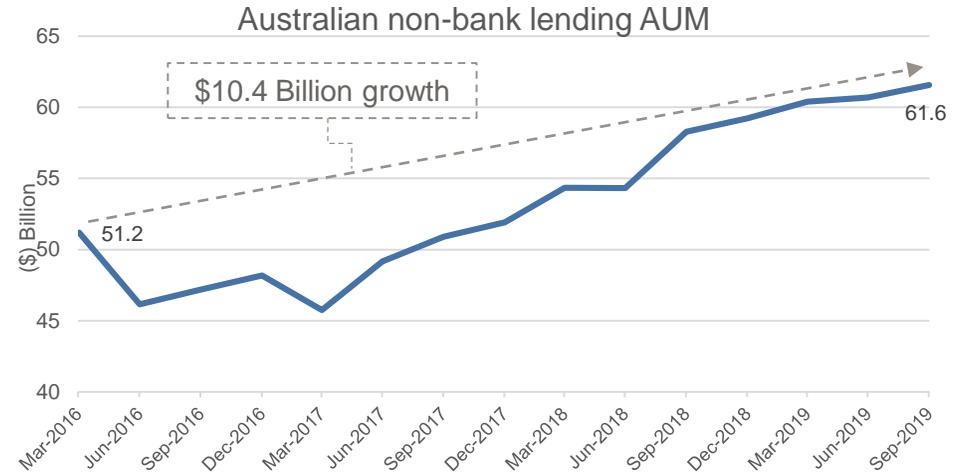
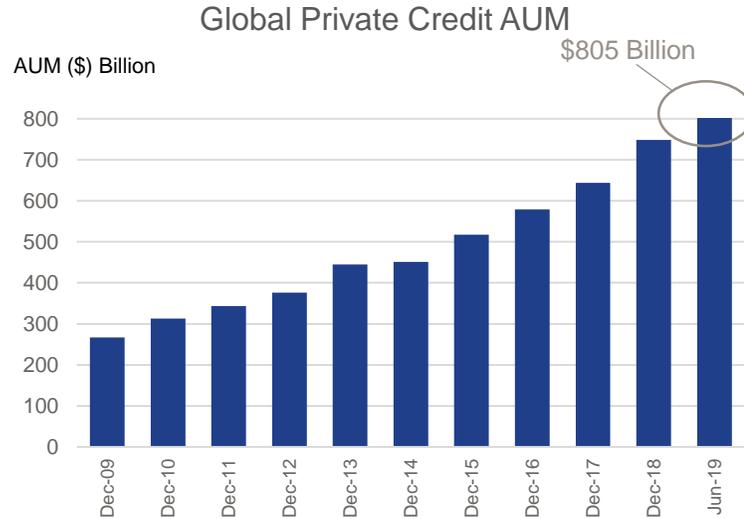




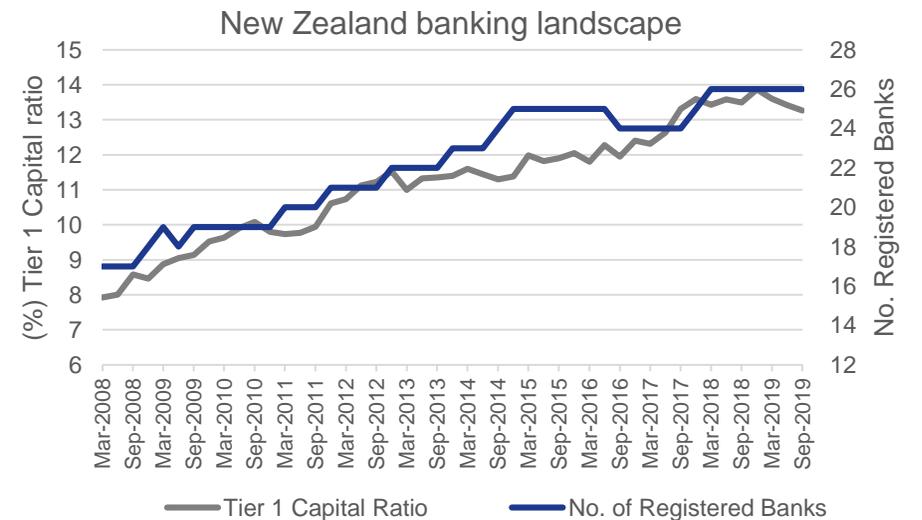
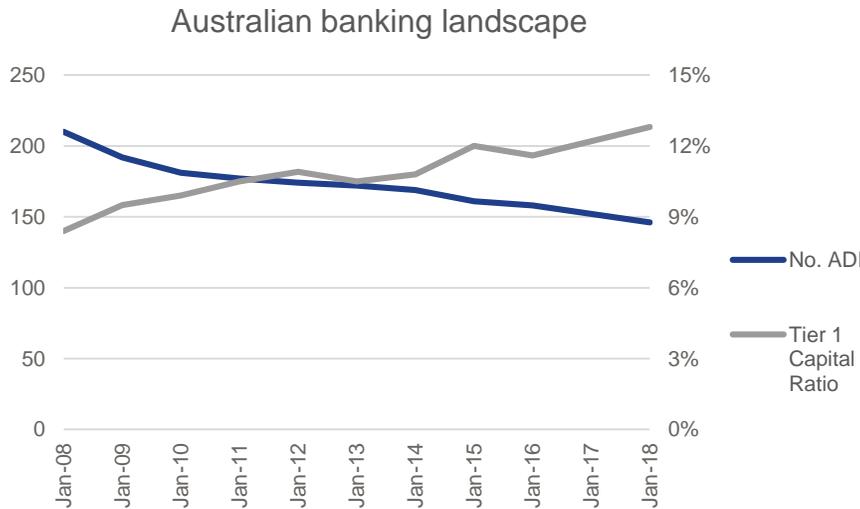
# Credit Strategies

## Private Credit Overview

Private Credit attractive globally for investors



Changing Regulatory Landscape in AUS & NZ



# 6. Financials

Financials – 31 December 2019 Balance Sheet



	31 Dec 19	30 Jun 19	Change	Change
	(\$m)	(\$m)	(\$m)	(%)
Cash	96.7	177.2	(80.5)	
360 Capital Digital Infrastructure Fund	43.6	-	43.6	
360 Capital REIT	32.5	21.6	10.9	
AMF Finance	0.6	0.4	0.2	
Velocity Property Group	1.9	-	1.9	
CardioScan	1.7	-	1.7	
Childcare loan asset	19.9	-	19.9	
Centuria Retail Fund	1.4	2.2	(0.8)	
Digital Software Solutions	1.0	-	1.0	
Receivables	0.9	0.9	-	
Other assets	16.6	13.6	3.0	
<b>TOTAL ASSETS</b>	<b>216.8</b>	<b>215.9</b>	<b>1.0</b>	<b>0.45%</b>
Other liabilities	3.5	0.9	2.7	
<b>TOTAL LIABILITIES</b>	<b>3.5</b>	<b>0.9</b>	<b>2.7</b>	<b>306.41%</b>
<b>NET ASSETS</b>	<b>213.3</b>	<b>215.0</b>	<b>(1.7)</b>	<b>-0.78%</b>
Securities on issue	230.8	230.8	-	-
NTA per Security	\$0.91	\$0.93	(\$0.02)	-1.94%

Note: Segment Balance Sheet based on management accounts include Other assets - ESP Loan receivable of \$12.3 million (June 2019: \$12.3 million)

**\$96.7m**

Cash balance

As at 31 December 2019, TGP had a cash balance of \$96.7m

**\$43.6m**

Digital Fund Co-investment

During the period, acquired \$43.6m co-investment into 360 Capital Digital Infrastructure Fund

**\$75m**

Capital available for co-investment and business growth

The Group seeks to maintain a minimum of \$75 million of cash co-investment and sponsoring business growth

**\$0.91**

NTA per security

Net Tangible Assets (NTA) (93.0 cps at 30 June 2019)



Financials – HY20 Profit and Loss

**\$1.2m**

Finance revenue

Finance revenue of \$1.2m, a 77.6% increase over HY19, offset by investment revenue falling from \$4.3m to \$1.4m during the same prior year period

**\$2.4m**

Statutory profit

200.0% increase in statutory net profit attributable to securityholders (December 2018: \$1.6m)

**\$1.4m**

Operating profit

Operating profit after tax of \$1.4 million reflecting a 56.3% decrease on prior corresponding period (December 2018: \$3.2m)

**0.7 cps**

Earnings per security

Operating earnings per security of 0.7 cps for the period reflects a 50.0% decrease on the prior corresponding period (December 2018: 1.4 cps)

**2.0 cps**

Distributions per security

Distributions of 2.0cps for the period, consistent with prior corresponding period (December 2018: 2.0 cps)

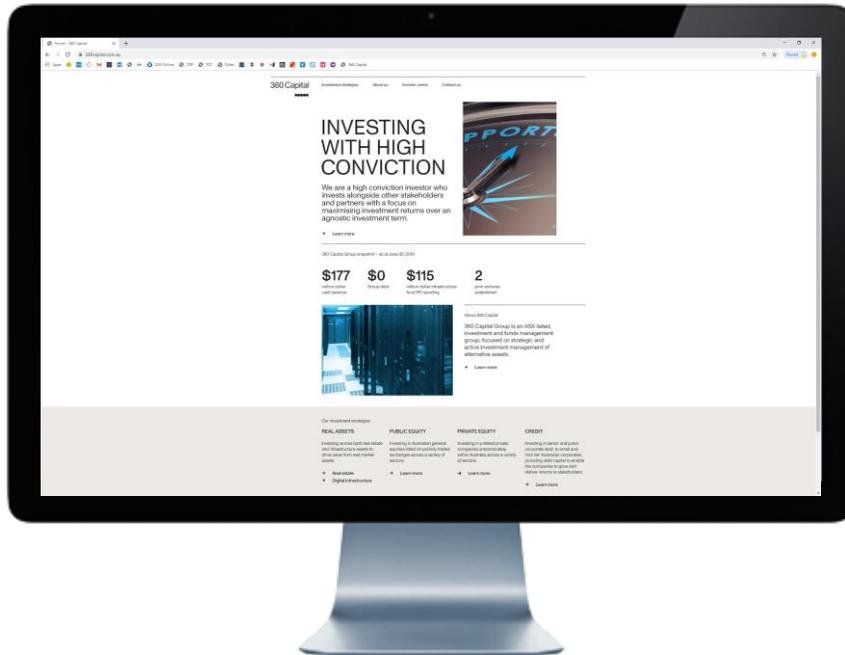
	31 Dec 19 (\$m)	31 Dec 18 (\$m)	Change (\$m)	Change (%)
Management Fee Revenue	0.8	0.2		
Investment Revenue	1.4	4.3		
Finance Revenue	1.2	0.7		
Debt Origination and Other Revenue	0.3	0.2		
<b>TOTAL REVENUE</b>	<b>3.7</b>	<b>5.4</b>	<b>(1.7)</b>	<b>(31.5)%</b>
Employment Expenses	1.8	1.3		
Operating expenses	1.0	0.7		
<b>OPERATING EARNINGS BEFORE INTEREST &amp; TAX</b>	<b>1.0</b>	<b>3.4</b>	<b>(2.4)</b>	<b>(70.6)%</b>
Interest Expense	0.0	0.6		
<b>OPERATING PROFIT BEFORE TAX</b>	<b>1.0</b>	<b>2.8</b>	<b>(1.7)</b>	<b>(60.7)%</b>
Income Tax Expense	(0.4)	(0.4)		
<b>OPERATING PROFIT AFTER TAX</b>	<b>1.4</b>	<b>3.2</b>	<b>(1.8)</b>	<b>(56.3)%</b>
Non-Cash and significant one-off items	1.0	(2.4)		
<b>STATUTORY PROFIT AFTER TAX</b>	<b>2.4</b>	<b>0.8</b>	<b>1.6</b>	<b>200.0%</b>
<b>OPERATING EPS</b>	<b>0.7 cps</b>	<b>1.4 cps</b>	<b>(0.7) cps</b>	<b>(50.0)%</b>
<b>DISTRIBUTIONS/DIVIDENDS CPS</b>	<b>2.0 cps</b>	<b>2.0 cps</b>	<b>-</b>	<b>-</b>

Note: Segment Profit and Loss based on management accounts. Refer to Note 1 in the Financial Report.

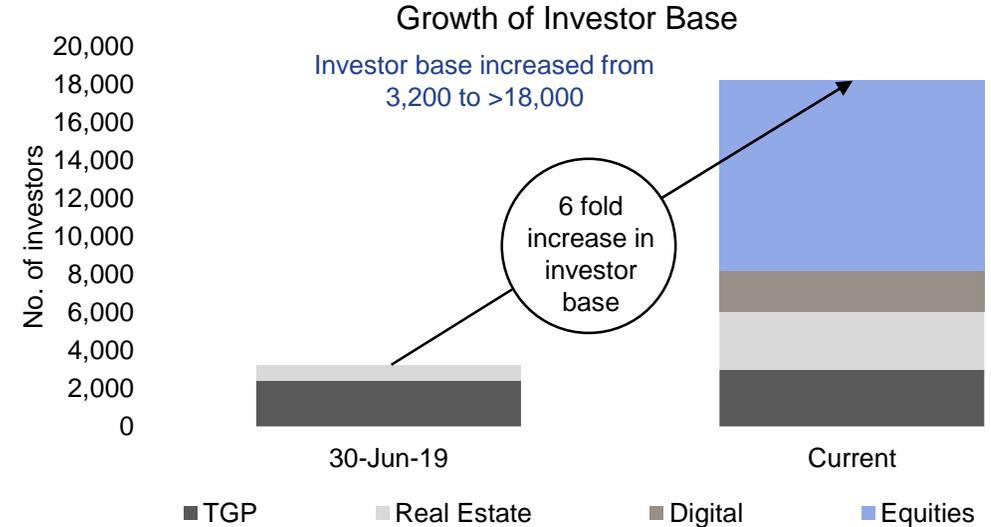


# 7. Investor Relations and Capital Partners

# Investor Relations and Distribution Capabilities

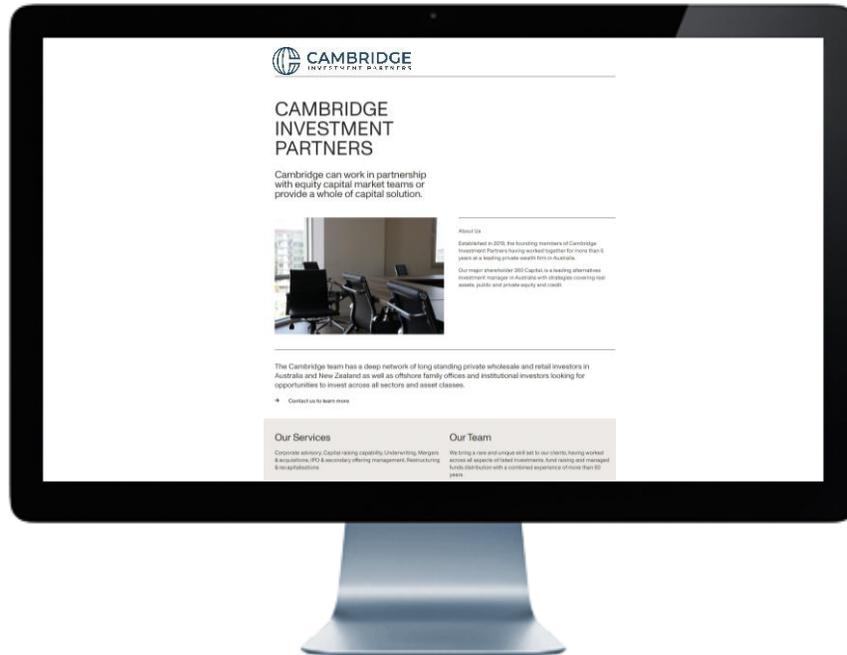


[www.360capital.com.au](http://www.360capital.com.au)



- Group has launched new website to improve customer experience
- Investor relations team working with Cambridge Investment partners to improve fund's awareness
- Retail investor capability significantly increased – some products now on 9 retail platforms
- >275 new advisor relationships
- Cross marketing focus as platform investors increased from 3,200 to >18,000

# Investor Relations and Distribution Capabilities



[www.cambridgeip.com.au](http://www.cambridgeip.com.au)



- Group has established Cambridge Investment Partners (CIP) with established distribution and corporate advisory
- Through CIP, Group has BDMs covering all of Australian states and territories
- CIP will focus on:
  - Distribution of 360 Capital funds
  - Corporate advisory
  - Third party placement and funds distribution
- CIP to have its own AFSL and profit center while providing 360 Capital access to CIP's proven BDM capability



# 8. Meet Management



# Meet Management



- The Managing Director and other 360 Capital representatives will be presenting the results of the Group and other 360 Capital Funds at the following times and places
- Get to meet the management teams running your fund
- Presentations will include update on market conditions, opportunities for the Fund and outlook
- Get the opportunity to ask questions of your manager
- We look forward to meeting you and updating you on your fund.

<b>Sydney</b>	10am, Friday, 20 March 2020	Dexus Place, level 15, 1 Farrer Place, Sydney
<b>Melbourne</b>	2pm, Monday, 23 March 2020	Dexus Place, level 14, 385 Bourke St, Melbourne
<b>Perth</b>	10am, Thursday, 26 March 2020	Dexus Place, level 16, 240 St Georges Terrace, Perth
<b>Brisbane</b>	2pm, Monday, 30 March 2020	Dexus Place, Level 31, 1 Eagle Street Waterfront Place Brisbane
<b>Adelaide</b>	2pm, Wednesday, 1 April 2020	Mayfair Hotel, 45 King William St, Adelaide

[Click here to RSVP](#) or visit [www.360capital.com.au](http://www.360capital.com.au)

# 9. Key Focuses 2H20

# Key Focus 2H20



FY20 Focus		2HY20	
Complete \$115 million IPO of 360 Capital Digital Infrastructure Fund (ASX: TDI) and deploy c.\$55 million of available capacity into digital assets	✓	Deploy ~\$65m cash capacity into further digital infrastructure assets, increase market awareness and close trading price/NTA gap	
Continue to grow TOT's capital base to keep pace with the Group's real estate lending pipeline and fund other real estate opportunities	✓	Deploy ~\$50m in cash, increase TOT's market awareness and close trading price/NTA gap. Rollout VP7 development syndicates, continue to group TOT asset and investor base	
Launch listed investment trust for credit strategy in 3rd Quarter	■	IPO 360 Capital Credit Income Fund on the ASX by May 2020, raising a minimum of \$200m and commence deployment	
Launch listed investment company for equities strategy in 4th Quarter	✓	360 Capital Active Value Equity Fund Launched January 2020, look at taking over other equities businesses as opportunities arise	
Build out distribution capability and continue to work with capital partners on transactions	✓	Cambridge Investment Partners be appointed on 360 Capital funds and several third party appointments by 30 June 2020. Continuing marketing program on 360 Capital funds growing their awareness	
Forecast distribution of 4.0cps for FY20 (paid quarterly)	✓	Increase earnings through fee revenue with minimum Group capital deployment	
Maintain high levels of cash on TGP balance sheet for opportunities	✓	Maintain a minimum of \$75m of TGP cash for opportunities that may arise	



# Questions

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