



360 CAPITAL GROUP

360 Capital Group Limited (ACN 113 569 136) and 360 Capital Investment Trust (ARSN 104 552 598)

2015 Half Year Financial Results Presentation | February 2015



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Cover properties

- 2 Woolworths Way, Warnervale, NSW (TIX)
- Windsor Marketplace, Windsor, NSW (Retail Fund No.1)
- 576 Swan Street, Richmond, VIC. (TOF)
- 69 Rivergate Place, Murarrie QLD (TIX)

Key HY15 highlights & achievements



576 Swan Street, Richmond, VIC. (TOF)

Key HY15 highlights

Financial results

- Statutory Profit: \$21.9m, up 43.1% on \$15.3m pcg
- Operating Earnings: \$7.0m, up 20.7% on \$5.8m in pcg
- Operating Earnings (incl. Active Earnings) \$17.1m, up 66.0% on \$10.3m in pcg
- EPS (incl. Active Earnings), 7.1cps, up 6.0% on 6.7cps in pcg
- DPS 2.7915cps up 11.6% on 2.5cps in pcg
- NTA up 9.0cps or 14.8% over past 6 months

New business growth

- Launched two new unlisted funds
- TIX acquired \$155.3¹m in assets
- TOF refreshes its portfolio
- CJT business plan approved by unitholders
- FUM increased from \$1.08bn to \$1.11bn

FY15 earnings upgrade

- Base operating earnings now forecast 6.4cps (up from 6.0cps)
- Operating earnings (incl. Active Earnings) now forecast 10.4cps (up from 10.0cps)
- Statutory earnings increases expected in 2H15 driving NTA further

1. Includes the acquisition of 136 Zillmere Road, Boondall QLD which exchanged on 17 December 2014 and settled on 16 January 2015

Key HY15 achievements

On balance sheet

- Accelerated Group's strategy of becoming pure funds manager and investor by opportunistically exchanging contracts to sell Hurstville for \$47.0m (22% premium to book value)
- Completed 360 Capital Diversified Property Fund takeover
- Completed \$75.0m unsecured 5 year corporate bond issue
- Repaid all Group bank debt with \$19.5m facility fully available to redraw
- Launched 360 Capital AREIT Fund and property securities business
- TGP made a strategic investment of \$27.1m in Australian Industrial REIT (ASX: ANI) to become largest unitholder
- Exchanged contracts over two shopping centres for \$69.6m for new 360 Capital Retail Fund No.1
- Purchased further 3% of TOF at substantial discount to NTA per unit
- Crystallised \$4.1m in fund exit fees
- Settled Goulburn asset disposal for \$4.3m

Key HY15 achievements

Within managed funds

- TIX: \$61.0m equity raising & \$12.0m DRP proceeds used acquired \$155.3¹m of assets
- TIX: upgraded FY15 DPU forecast by 4.2% to 20.0cpu; upgraded FY15 EPU to 21.2cpu
- TIX: announced takeover proposal for \$320m Australian Industrial REIT
- TOF: disposed of Burwood asset for \$80.0m, \$15.0m above book value
- TOF: purchased 576 Swan St, Richmond, Victoria for \$46.5m
- TOF: commenced buyback of up to 15% of Units
- 111 St Georges Terrace Property Trust unitholder approval of Trust extension to 2022, crystallisation of \$3.4m exit fee taking co-investment to 44.2%
- Subiaco Square S/C Trust unitholders approved Trust extension to 2020, crystallisation of \$0.725m exit fee taking co-investment to 39.8%

1. Includes the acquisition of 136 Zillmere Road, Boondall QLD which exchanged on 17 December 2014 and settled on 16 January 2015

HY15 financial results



22 Hawkins Crescent, Bundamba, QLD. (TIX)

HY15 financial results overview

	HY15	HY14	Change %
Statutory net profit/(loss)	\$21.9m	\$15.3m	43.1
Statutory EPS	9.7cps	9.9cps	(2.0)
Operating profit ¹	\$7.0m	\$5.8m	20.7
Operating EPS	3.1cps	3.7cps	(16.2)
Operating profit (including Active Earnings) ²	\$17.1m	\$10.3m	66.0
Operating profit (including Active Earnings) EPS	7.1cps	6.7cps	6.0
DPS	2.79cps	2.50cps	11.6
	Dec 14	Jun 14	Change %
Total assets	\$251.5m	\$173.9m	44.6
Net assets	\$164.0m	\$142.6m	15.0
Securities on issue	248.7m	248.7m	-
Gearing (core)	26.0%	6.9%	276.8
Gearing look- through	44.0%	35.8%	22.9

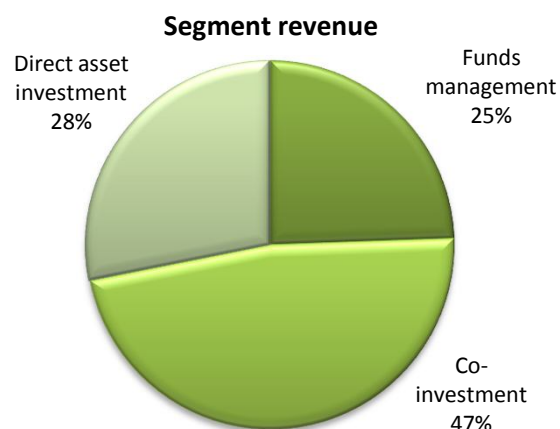
- Strong increase in statutory net profit to \$21.9m due to:
 - \$8.3m Hurstville property value uplift based on sale contract
 - \$10.0m fair value increases across managed funds
- Operating earnings increased to \$7.0m (3.1 cps):
 - Driven by full period contribution and growth from management fee and co-investment revenue
- Operating earnings (including active) \$17.1m (7.1 cps):
 - Includes \$5.5m fair value uplift on Diversified Fund takeover
- \$44.6m growth in total assets to \$251.5m through:
 - Takeover of Diversified Fund
 - Acquisition of ANI stake
 - Additional co-investment across managed funds

1. 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 Directors consider operating profit to reflect the core earnings of the Group. Refer to HY15 Directors Report for further information.

2. Operating earnings including Active Earnings HY15 represents operating earnings plus value uplift on Hurstville investment property (excluding deferred rent receivable) value uplift on Diversified Fund (recorded in equity) and other adjustments, HY14 represents operating earnings plus value uplift on Lawson loan mezzanine and other adjustments. Refer to HY15 Directors Report for further information.

HY15 Profit and Loss analysis

- Segment results driven by contribution from co-investment and management fee revenue
- Co-investment revenue growth following significant investment during the period
- Sale of Hurstville property will result in recycling of capital into Funds Management and Co-investment activities



Segment Operating profit	HY15 (\$m)	HY14 (\$m)	Change (\$m)
Co-investment funds ¹	5.82	1.04	4.78
Direct asset - net rental	3.45	3.64	(0.19)
Funds management ¹	3.00	1.87	1.13
Finance revenue	-	1.35	(1.35)
Total revenue	12.27	7.90	4.37
Operating expenses	3.60	2.07	1.53
Operating EBIT	8.67	5.83	2.84
Net interest expense	1.66	-	1.66
Operating profit before tax	7.01	5.83	1.18
Net tax expense	0.04	0.04	-
Operating profit after tax	6.97	5.79	1.18

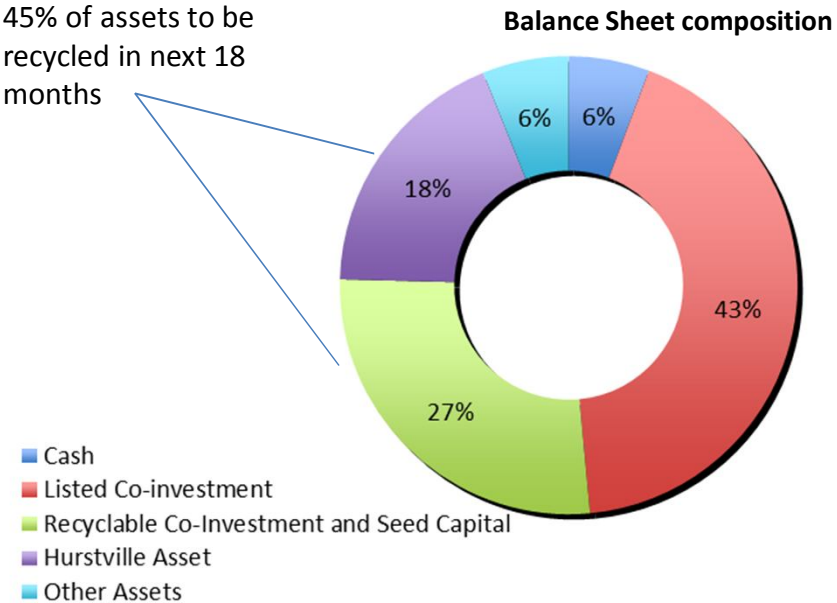
1. HY14 represents 3 months results from acquisition of 360 Capital Property Group (2 October 2013) to 31 December 2014

Dec 14 Balance Sheet composition

Balance Sheet	Dec 2014 (\$m)
Cash	14.5
Receivables	7.9
TOF, TIX, ANI Co Investment	108.9
Total core investments	131.3
12-22 Woniara Road, Hurstville, NSW	47.0
Centuria Funds	16.5
Canberra Fund	2.1
111 St Georges Terrace	30.3
Other 360 Capital managed Unlisted Funds	15.6
Seed capital – Retail Fund No1	3.9
Total non-core co-invest. & seed capital	115.4
Other assets	7.6
Total assets	254.3
Bank Borrowings	-
Corporate Bond Issue	75.0
Other	15.3
Total liabilities	90.3
Net assets	164.0

- 360 Capital has proven history of extracting value and recycling capital to grow EPS
- Recycling capital will enable listed funds to grow and will continue to support unlisted funds' growth
- Expect >\$100m back over next 12-18 months in capital recycling

45% of assets to be recycled in next 18 months



Recycling Group capital: key for growth

- Over \$100m in recyclable capital available over next 18 months



\$47m
Oct 15

- Hurstville: unconditional contracts exchange, >10% deposit released to 360 Capital and settlement 30 September 2015



~ \$16.5m
FY15, FY16

- Centuria managed funds: As the major unitholder in Centuria Diversified Direct Property Fund 360 Capital used its leverage to effect an asset selldown and fund wind up.



~ \$2.1m
Jun 15

- Canberra Trust: Contracts unconditionally exchanged; settlement 4 Mar 15; fund windup FY15



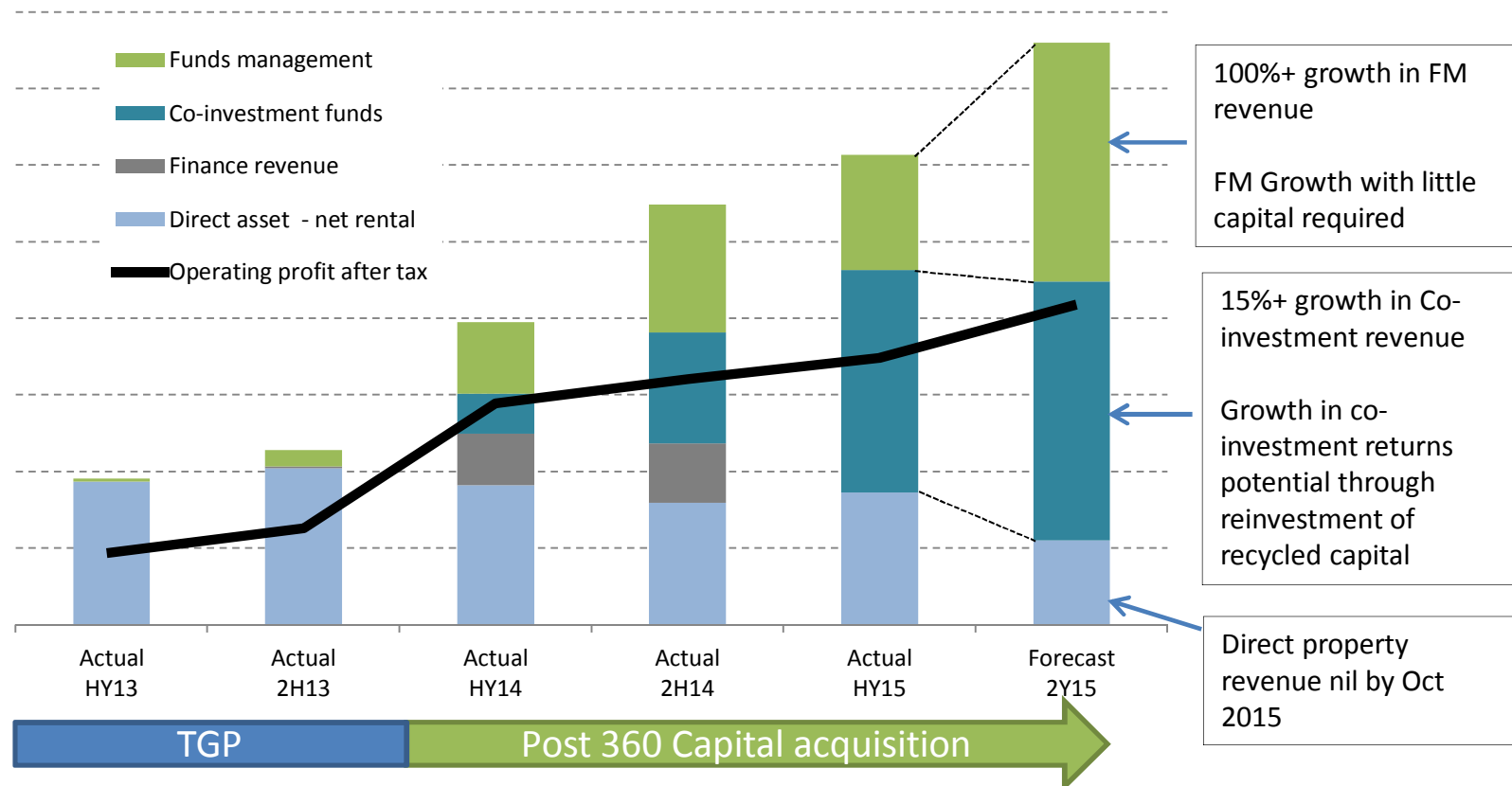
~ \$45m
tba

- Other unlisted funds: 360 Capital exploring how to recycle its capital; expect solution FY16

Base earnings provide platform for growth

- Revenue growth in funds management driven from unlisted funds and recent TIX acquisitions
- Co-investment annualised total return of 31.8% (9.4% income and 22.4% capital) for six months

Actual and 2H15 forecast revenue breakdown & profit



Capital Management

Corporate Bond Issue

- In line with strategy of minimising equity issuances but accessing suitable capital to take business to next level
- Issued \$75m of unrated, unsecured corporate bonds in Aug 15
 - 5 year term (with right to repay post year 3)
 - Fixed rate of 6.9% paid semi annually in arrears
 - Covenant light, unsecured bonds
- Use of proceeds

Application of funds	Cost (\$m)	Current Value (\$m)
Takeover of minorities in 360 Capital Diversified Fund	21.2	
Strategic investment in Australian Industrial REIT (ANI)	27.1	
Repay all Group bank borrowings	15.8	
Acquisition of TOF units	4.8	
Seed capital (deposit) for new Retail Fund	3.9	
Acquisition of Subiaco Trust units	0.3	
Bond issue costs	1.9	
Total	75.0	90.5

Creating value for our investors



22 Hawkins Crescent, Bundamba, QLD. (TIX)

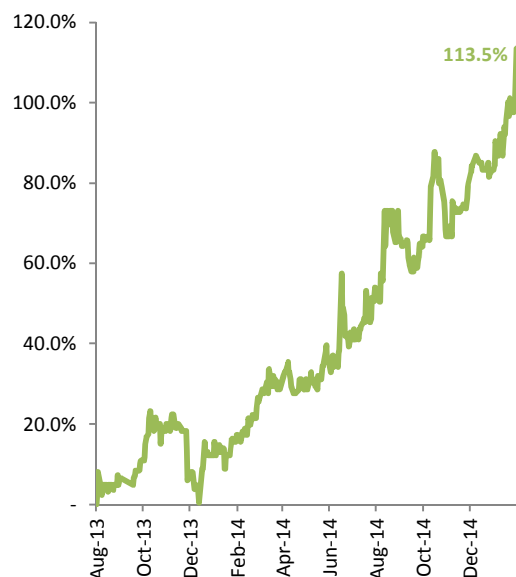
Creating value for our listed investors



360 Capital Group (TGP)

Total return ¹	Since merger date
Absolute ²	113.5%
Annualised ²	65.7%

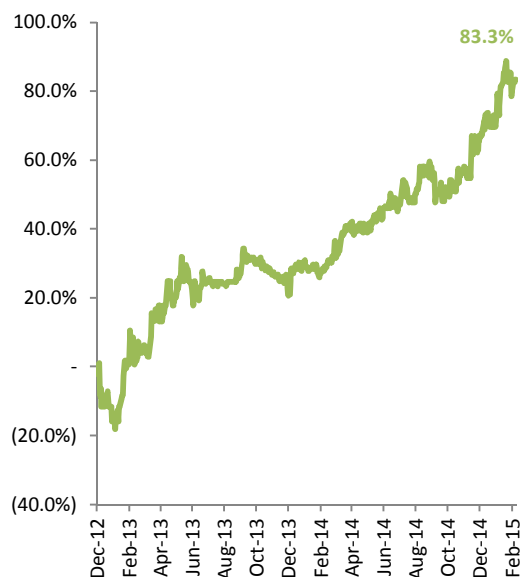
TGP – total return¹ since listing



360 Capital Industrial Fund (TIX)

Total return ¹	Since listing date
Absolute ²	83.3%
Annualised ²	31.9%

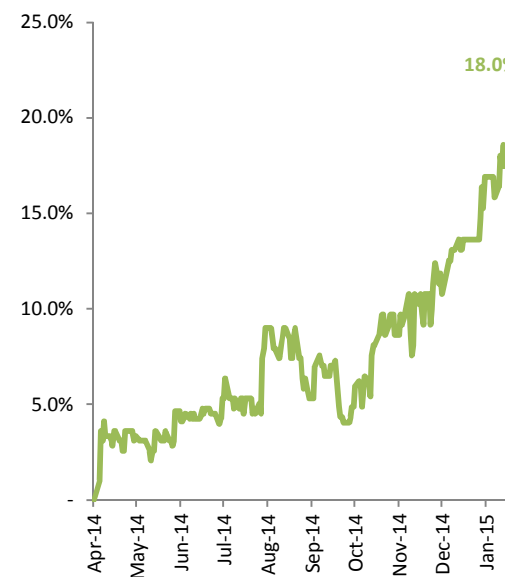
TIX – total return¹ since listing



360 Capital Office Fund (TOF)

Total return ¹	Since listing date
Absolute ²	18.0%
Annualised ²	22.2%

TOF – total return¹ since listing



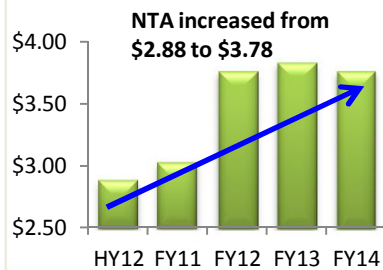
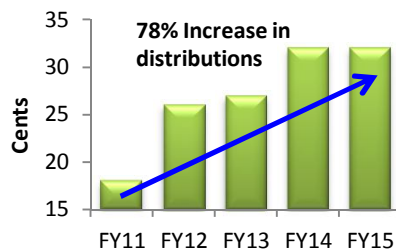
1. Total return is sourced from Bloomberg and includes gains in security price, distributions paid and reinvestment of distributions
2. As at 20 February 2015

Creating value for our unlisted investors

111 St Georges Terrace Property Trust



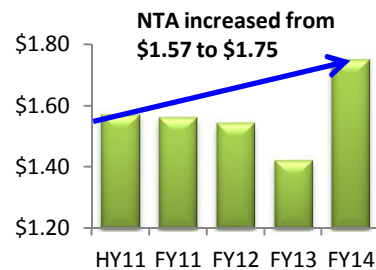
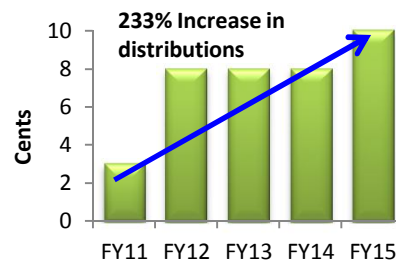
17.0% p.a.
Total Return



Subiaco Square SC Property Trust



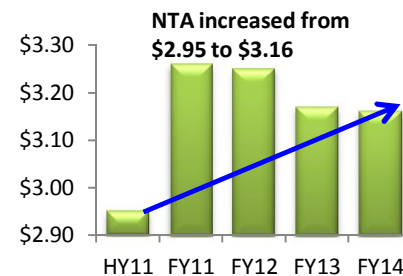
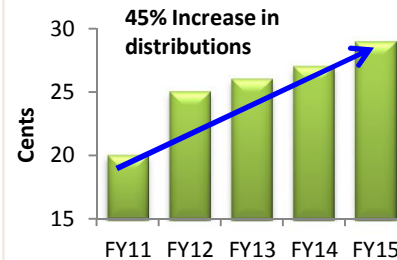
7.5% p.a.
Total Return



441 Murray St Property Trust



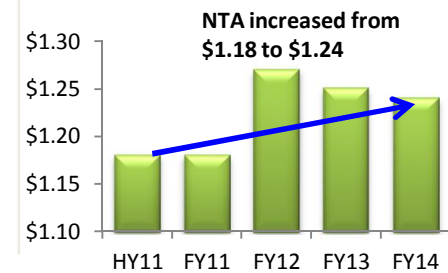
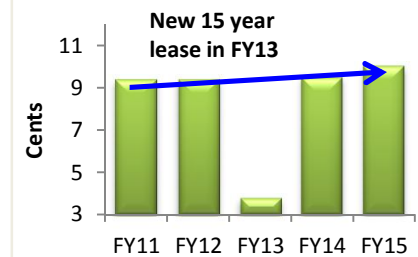
10.6% p.a.
Total Return



Havelock House Property Trust



8.3% p.a.
Total Return

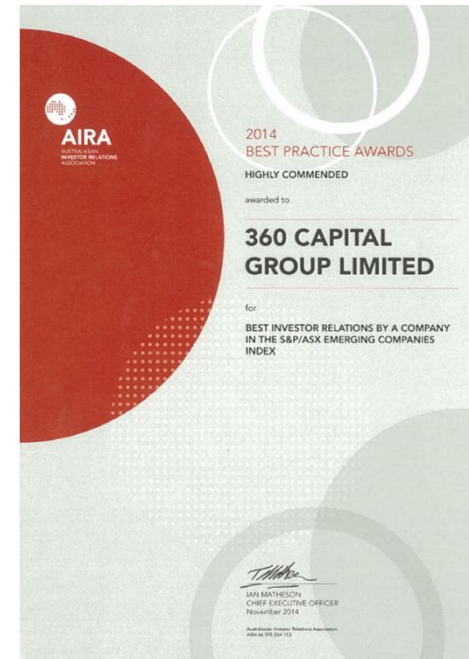


Pride in investor communication

- 360 Capital prides itself on making sure investors are kept up to date on their investment
 - Informative website
 - Annual and half yearly reports
 - Unitholder meeting and briefings
 - Access to key decision makers within 360 Capital
- 360 Capital was “highly commended” in 2014 for the “best investor relations by a company in the S&P/ASX Emerging companies index” by the Australasian Investor Relations Association

Investor contacts:

- Web: www.360capital.com.au
- Email: investor.relations@360capital.com.au
- Phone: 1800 182 257



Fund acquisitions & new funds



Windsor Marketplace, Windsor, Sydney, NSW. (Retail Fund No.1)

\$271.4m in fund acquisitions in 6 months

July 2014

**Wyong Regional
Distribution Centre,
Warnervale (TIX \$69.8m)**



**Townsville Distribution
Centre, Townsville QLD
(TIX \$9.6m)**



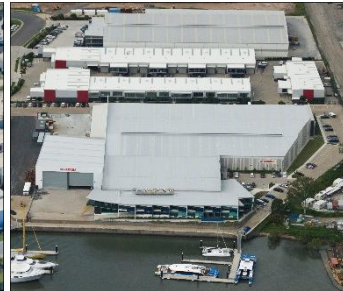
August 2014

**33-37 Mica Street,
Carole Park QLD
(TIX \$23.9m)**



November 2014

**69 Rivergate Place,
Murarrie QLD
(TIX \$27.0m)**



December 2014

**136 Zillmere Road,
Boondall QLD
(TIX \$25.0m)**



December 2014

**576 Swan Street,
Richmond, Melbourne
VIC (TOF \$46.5m)**



**Windsor Marketplace,
Sydney, NSW
(Unlisted \$19.6m)**



**City Centre Plaza,
Rockhampton, QLD
(Unlisted \$50.0m)**



New fund: ASX-listed 360 Capital Total Return Fund



Background

- At meeting of CJT Unitholders on 21 Jan 15, 99.9% of unitholders voted for 360 Capital's proposal :
 - Change of mandate to broaden investment strategy to focus on total return target of 12%+ p.a.
 - Change of the responsible entity to 360 Capital
 - Fund restructure to allow active investment activities

Strategic rationale for fund

- Group sees many transactions not suitable to TGP, TIX , TOF or the unlisted business
- Investors asked 360 Capital to develop a fund based on unlocking value from a range of potential real estate opportunities including trading and short term investments

Group impact/benefit

- Group committed to buy \$5m in existing units from CVC
- Group will receive base management fees (0.65% gross assets) acquisition and disposal fees (1%) and performance fees (20% above 12% total return p.a.)



8 Rodborough Road, Frenchs Forest NSW

Capital raising

- Offer opens Mar 15
- Raising between \$25m and \$50m
- Majority raising cornerstoned by existing 360 Capital institutional clients
- Moelis and Morgans appointed JLM
- Expect trading again on ASX Apr 15
- Gross assets post raising up to \$75m

New Fund:

360 Capital Retail Fund No.1



- New unlisted fund delivering strategy of growing unlisted business
- Portfolio purchased for \$69.6m, \$1.3m discount to independent valuation, comprising Windsor Marketplace, Sydney and City Centre Plaza, Rockhampton
- 8.00% monthly distributions in FY16 increasing to 8.25% in FY17
- Underpinned by 49% of income derived from Coles, Target and Woolworths with portfolio occupancy at 99.6%
- Seven year fixed term
- \$43.0 million capital raise fully underwritten by 360 Capital Group
- PDS to be launched in Mar 15, settling Jun 15 (or prior)
- Stable yield product presently in high demand from retail investors

Group impact/benefit

- Group capitalising on undrawn bank facility and capital recycling to underwrite 100% of equity raising
- Group will receive base management fees of 0.4m p.a., (0.60% gross assets) acquisition fee of 2.5% (\$1.7m), underwriting fee of (\$1.3m), disposal fees and performance fees



Windsor Marketplace, Windsor, NSW



Rockhampton City Centre Plaza, Rockhampton, QLD

360 Capital AREIT Fund

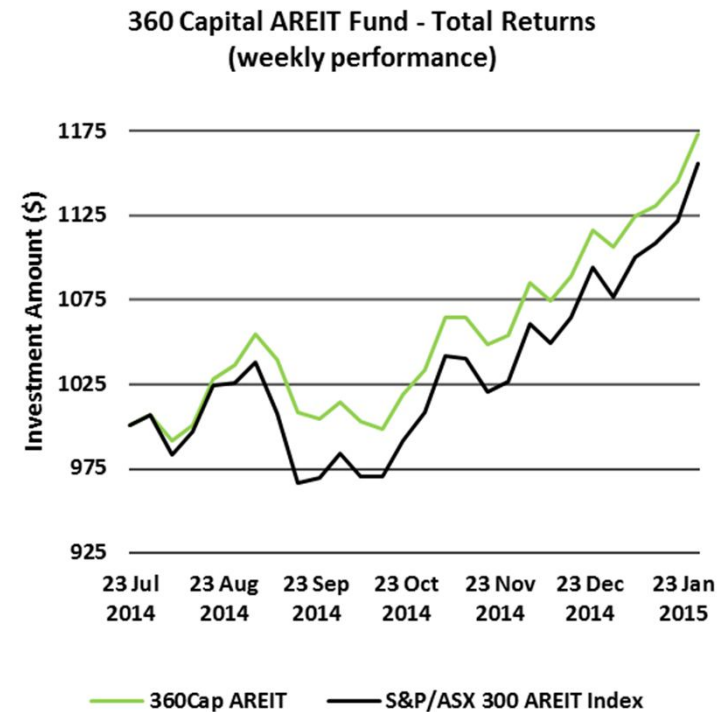


360 Capital AREIT Fund

- Launched July 2014
- Truly active and decisive index unaware, value with income bias strategy investing in diversified AREIT portfolio
- Outperforming S&P/ASX300 AREIT Acc. Index by 1.9% since inception, achieving a total performance return of 17.5%
- High relative yield of 5.2%; distributions payable monthly
- 100% liquid assets; \$5,000 minimum initial investment
- No exposure to offshore listed REITs, unlisted property trusts and/or infrastructure

Going Forward

- Group committed to grow AREIT Fund over a number of years as track record continues to build
- Continued focus on active management to maximise risk adjusted returns
- Independent research rating received
- Platform inclusion being targeted
- Income focused investment products attractive for superannuation investors



Funds Management



Subiaco Square Shopping Centre, Subiaco, Perth WA. (Subiaco Trust)

ASX Listed Funds

- 360 Capital Industrial Fund (ASX: TIX)
- 360 Capital Office Fund (ASX: TOF)
- 360 Capital Total Return Fund (ASX: CJT)

Unlisted Direct Funds

- 360 Capital 111 St George's Terrace Property Trust
- 360 Capital Subiaco Square Shopping Centre Property Trust
- 360 Capital 441 Murray Street Property Trust
- 360 Capital Havelock House Property Trust
- 360 Capital Canberra Trust
- 360 Capital Retail Fund No. 1

AREIT Fund

- 360 Capital AREIT Fund

Operational performance: funds management

Managed Funds	Dec-14 Total Assets (\$m)	Jun-14 Total Assets (\$m)	FUM Change over 6 Months	FY15 Recurring Fee Forecast (\$m)
Industrial Fund ^{1,2}	529.2	469.1	13%	3.3
Office Fund ³	225.9	258.9	-13%	1.4
Diversified Fund	-	62.9	-	-
111 St George's Terrace	139.5	138.9	-	0.9
441 Murray Street Property Trust	28.2	27.9	1%	0.2
Subiaco Square SC Property Trust	29.7	29.6	-	0.2
Havelock House Property Trust	23.7	23.4	1%	0.2
Canberra Trust ⁴	31.9	36.2	-12%	0.1
AREIT Fund	0.8	0.6	33%	-
CVC Property Fund (ASX: CJT)	28.6	28.7	-	-
Retail Fund No.1	70.9	-	-	-
Total	1,108.4	1,076.2	3%	6.3

Notes:

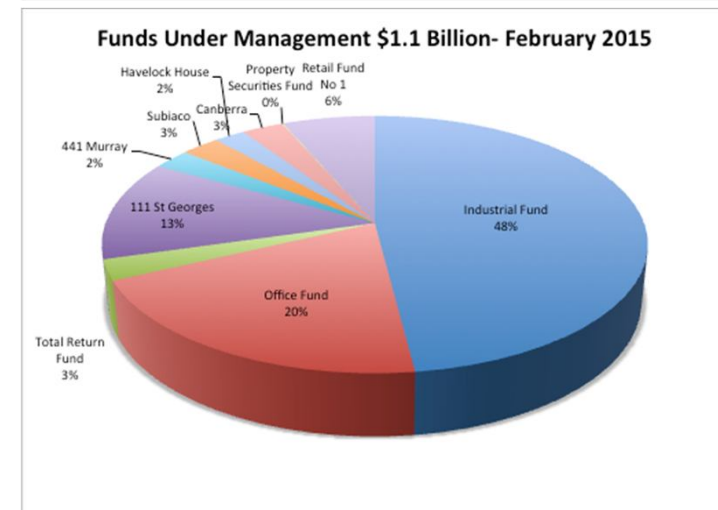
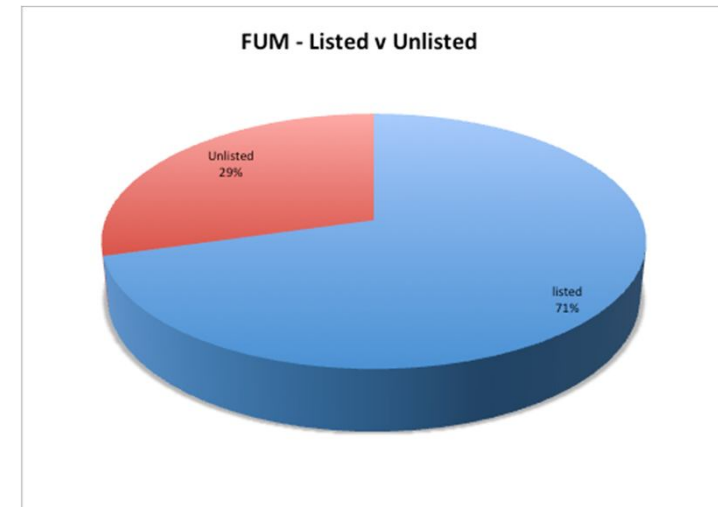
1. Pro forma total assets, includes post 31 December 2014 acquisition of an investment property of \$25.0m
2. Pro forma total assets includes post 30 June 2014 acquisitions of 3 investment properties totalling \$103.3m
3. Pro forma total assets includes post 31 December 2014 acquisition of an investment property of \$46.5m
4. Unitholders approval received Aug 2014 for Trust windup
5. New retail syndicate expected to be launched in March 2015

New Retail Fund
provides growth to
unlisted funds
management business

Diversified Fund taken
over by TGP in Aug 14

Funds under management (FUM) breakdown

- All 360 Capital managed fund investors have now received a liquidity opportunity via either:
 - ASX listing (TIX and TOF)
 - Fund windup (Canberra and Development funds)
 - Takeover (Diversified Fund and old Retail Fund)
 - 360 Capital providing liquidity event on extension (111 St George's, Subiaco, 441 Murray etc.)
- Modest 3% growth in FUM over 6 months from \$1.08bn to \$1.11bn due to Burwood disposal and Diversified Fund
- Quality of FUM significantly improved
- Funds management now split between ASX listed (60-80% institutional) and unlisted (retail & high net worth)
- Recurring funds management fees of \$6.3m forecast for FY15 (assuming no FUM growth)
- Unlisted Funds and Total Return Fund to provide acquisition, disposal and performance fees
- Clean up/rationalisation complete - team now focused on future growth based on efficient funds
- TIX, TOF, CJT & Unlisted (closed ended funds and AREIT Fund)

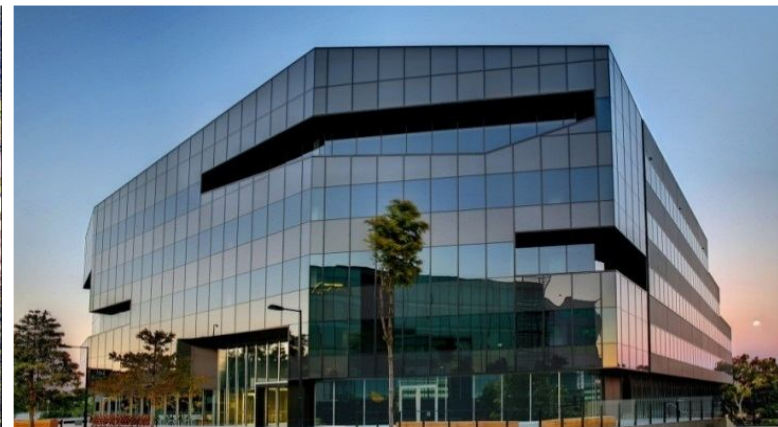


Listed Funds

360 Capital Industrial Fund (ASX:TIX) & 360 Capital Office Fund (ASX:TOF)



TIX



TOF

HY15 highlights

- 17.3% total return HY15, 31.9% p.a. since listing
- 7.1% average DPU growth p.a. (actual and FY15/16 Forecast).
- FUM \$529.2m up from \$365.9m in pcp
- Launched \$320m takeover of ANI in Dec 14

Fund objectives

- EPU and DPU growth
- Total return focus
- S&P/ASX200 AREIT Index inclusion 1 -2 years

Attractive metrics

- Based on \$2.64 last trading price
 - 7.6% yield based on FY15 DPU of 20.0cpu
 - 8.0% yield based on FY15 DPU of 21.0cpu

- \$46.5m acquisition of Botanicca 8, Richmond VIC via partial reinvestment of Burwood proceeds
- FUM ~\$225.9m post Botanicca settlement
- During and post period buy-back of 4.4m units
- New 10 year lease to Collins Foods

- EPU and DPU growth
- Continue to grow & diversify asset base
- S&P/ASX300 AREIT Index inclusion over next year

- Based on \$2.16 last trading price
 - 7.9% yield using forecast FY15 DPU of 17.00cpu
 - 2.9% premium to NTA per Unit of \$2.10

Unlisted Trusts

Maximise Group revenue

Existing 360 Capital platform now in growth phase

- Four core single asset trusts performing well under 360 Capital
- \$221.1m current unlisted FUM
- Group has \$48.0m of co-investment in 360 Capital managed funds & \$16.5m in Centuria funds
- \$0.9m in accrued performance fees (down from \$5.1m six months prior) as balance converted into units (i.e. Subiaco Square Trust & 111 St Georges Terrace Trust)

Post Period Activities

- Diversified Fund: absorbed into Group after \$21.2m takeover offer
- Canberra Trust: unconditionally exchanged and windup fund FY15
- Subiaco Square SC Trust: unitholders approved Trust extension to 2020 and crystallisation / resetting of \$725k exit fee
- 111 St Georges Terrace Trust: unitholders approved Trust extension to 2022 and crystallise / reset \$3.4m exit fee

Strategic objectives from existing portfolio

- Recycle current co-investment capital into underwriting capital
- Continue to maximise unitholder & Group returns
- Release exit fee capital



A. 360 Capital Subiaco Square S.C. Property Trust
B. 360 Capital 441 Murray St Property Trust
C. 360 Capital 111 St George's Terrace Property Trust
D. 360 Capital Canberra Trust (under disposal contract)
E. 360 Capital Havelock House Property Trust

Co-investments



Rockhampton City Centre Plaza, Rockhampton, QLD (Retail Fund No.1)

Operational performance: co-investments

True alignment of interest with our 8,300 investors

- The Group is largest unitholder in each of the Funds it manages

Key co-investments	31 Dec 14 Investment value (\$m)	Ownership interest	FY15 forecast distribution income (\$m)
Industrial Fund (ASX: TIX)	36.8	12.0%	2.9
Office Fund (ASX: TOF)	44.8	29.7% ¹	3.7
Australian Industrial REIT (ASX: ANI)	27.2	12.9%	2.3
111 St Georges Terrace	30.3	44.2%	2.6
441 Murray Street	5.9	35.7%	0.6
Subiaco Square Shopping Centre	6.1	39.8%	0.4
Havelock House	3.0	26.7%	0.2
AREIT Fund	0.5	71.5%	-
Retail Fund No.1 - seed capital ²	3.9	-	-
Key co-investments (360 Capital managed funds)	158.5		12.7
Centuria Funds and 360 Capital funds in wind up (non-core)	18.6	19.9%-21.7%	0.2
Total Non-core co-investment	18.6		0.2
Total key co-investments	177.1		12.9

Notes:

- Includes impact of reduction in TOF units from buy-back post 31 December 2014
- Deposits paid on properties to seed Retail syndicate

Proposed takeover of ANI by TIX

Background

- 360 Capital identified ANI as a potential transaction prior to ANI's listing
- Part of the bonds capital raising set aside to build a cornerstone position (TGP has invested \$27.1m in ANI)
- 360 Capital is the largest unitholder in TIX and ANI and is committed to see value maximised for all unitholders
- 360 Capital offered to buy the management rights from Fife Capital in conjunction with an agreed trust scheme to minimise costs to ANI/TIX unitholders
- Offer rejected and Fife Board unwilling to engage

TIX formal takeover offer

- TIX Offer of 0.89 TIX units for every ANI unit, plus a cash payment of 3.0 cents per ANI unit, with the opportunity to receive 4.5cpu (per equivalent ANI unit) if accepted prior to 24 Mar 14
- **Update: TIX will go unconditional if >30% acceptances received**
- **Update: TIX established an Institutional Acceptance Facility to increase certainty of transaction proceeding**

Group impact/benefit

- TIX gross assets increase to approximately \$850m
- Group receiving FY15 distribution return of 8.7% on entry price of \$2.10 (excl. Dec 14 distribution)
- Potential capital gain on investment through accepting into TIX's offer

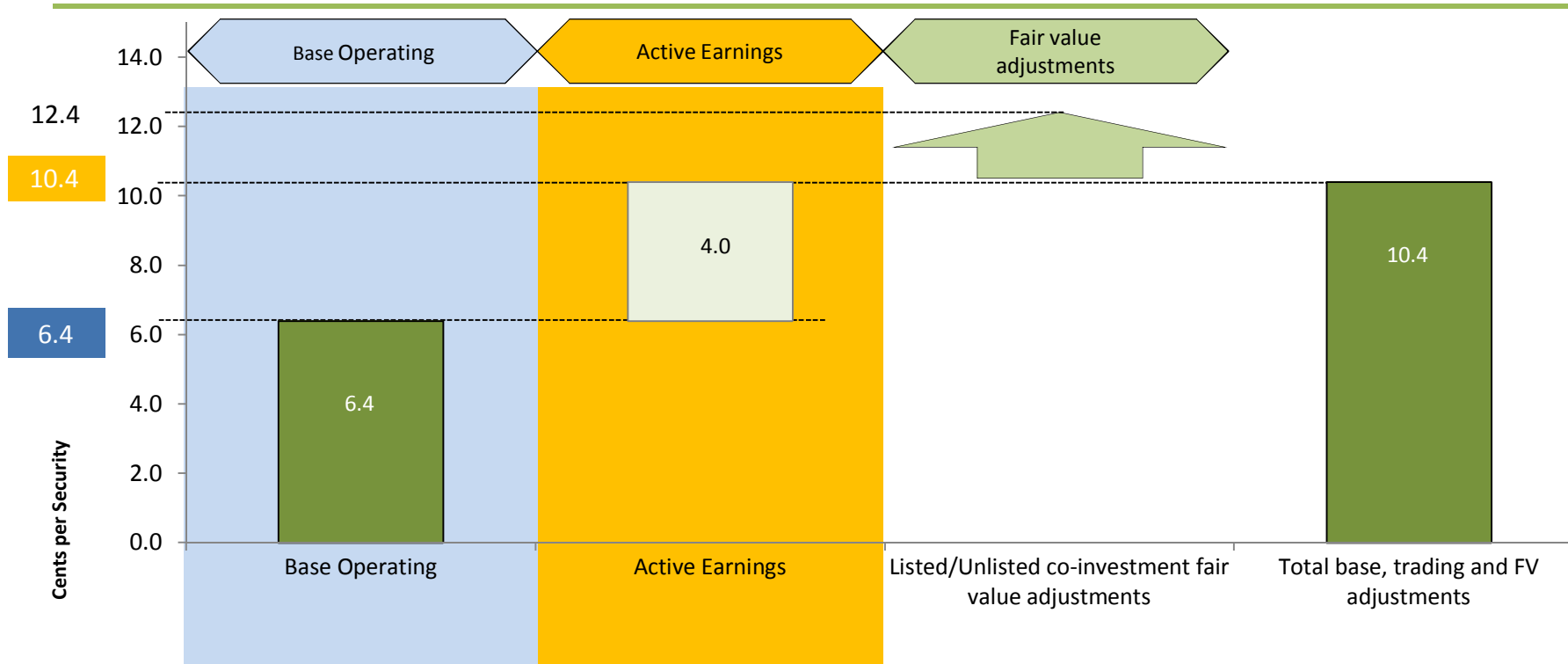
Key FY15 focuses & outlook

69 Rivergate Place, Murarrie QLD (TIX)

FY15 key focuses

- Remain focused on maximising portfolio value within the managed funds to maximise investor returns
- Finalise takeover of Australian Industrial REIT by 360 Capital Industrial Fund
- Launch and complete \$43m capital raising for 360 Capital Retail Fund No.1 & launch other unlisted funds
- Complete capital raising and ASX listing for 360 Capital Total Return Fund
 - make new acquisitions in line with its new investment strategy
- Continue purchasing modern well leased office assets for TOF
 - target its inclusion in the S&P/ASX300 AREIT Index over next 12 months
- Continue to grow TIX on an accretive basis
 - target its S&P/ASX200 AREIT inclusion over next 1-2 years
- Grow 360 Capital AREIT Fund & secure other property securities mandates
- Look at a strategy to transition part or all of the Group's unlisted co-investments off balance sheet to enable a recycling of capital the Group's continued growth
- Continue to recycle capital into higher ROE activities to drive Group EPS
- Be prepared for opportunities which may arise, be mindful of where we are in the cycle and continuing to focus on our business plan

FY15 forecast diluted¹ EPS



FY15 Base Earnings

- Including forecast Retail Fund No.1 fees

Expected annual active earnings from entrepreneurial activities "Active Earnings"

- Achievements during 1HFY14 include gain from Hurstville disposal and Diversified Fund takeover
- Exploring other "Active" transactions to generate further "Active Earnings" in 2HFY15

Group expects capital appreciation from co-investments in both listed and unlisted funds

- TOF close 31 Dec 14 = \$2.06, last close \$2.16
- **Mark to market since 31 Dec 14 = +\$2.2m** (on 21.8m units)
- TIX close 31 Dec 14 = \$2.50, last close \$2.64
- **Mark to market since 31 Dec 14 = +\$2.1m** (on 14.7m units)

Notes:

1. Diluted EPS represents earnings (including interest income on employee share scheme loans not recorded under AAS) divided by total securities on issue.

FY15 outlook

Market

- Australian commercial real estate markets are becoming fully priced
- Group prepared to stand still and/or opportunistically sell assets where mispricing occurs in the market
- Interest rates at all time low- may remain low for prolonged period, focus on property fundamentals
- Maintain active approach to transactions to ensure continued opportunities to participate in majority of transactions in Australian commercial real estate marketplace

Objectives

- Remain well capitalised and maintain a “capital light” strategy to grow EPS and DPS in excess of peers & market growth rates without increasing the Group’s risk profile
- Maintain strategic business approach and recognise position in the cycle
- Continue our business plan of being a pure real estate fund manager and co-investor
- Take advantage of growing “Active Earnings” and reinvesting earnings excess back into business investment

Forecast FY15 Operating
EPS

6.4c

Forecast FY15 Operating
EPS (incl. Active Earnings)

10.4c

DPS

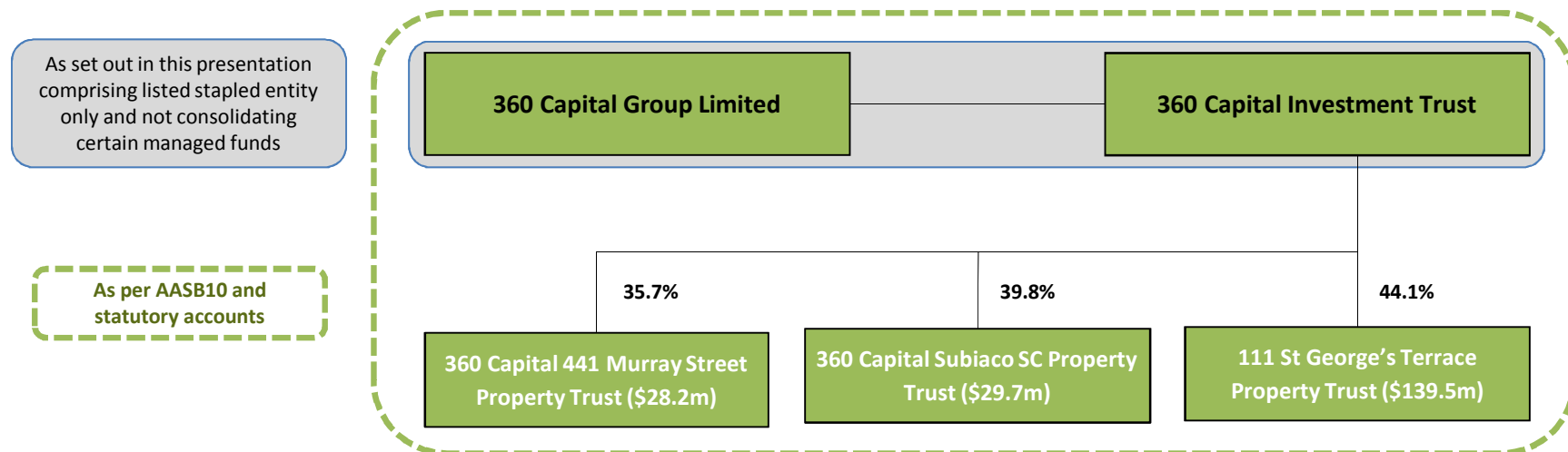
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Appendices

A	Segmental earnings analysis
B	Operating earnings to Statutory Profit & Loss reconciliation
C	Segmental assets analysis
D	Portfolio summary at 31 December 2014
E	Portfolio details at 31 December 2014

Presentation qualification

- Under AASB10 the Group's statutory financial accounts are presented on a consolidated basis including a number of the Group's managed funds namely:
 - 360 Capital 111 St George's Terrace Property Trust
 - 360 Capital 441 Murray Street Property Trust
 - 360 Capital Subiaco Shopping Centre Property Trust
- For the purposes of this presentation, financial information is presented on the consolidation of the 360 Capital Group head entities comprising the stapled group (360 Capital Group Limited and 360 Capital Investment Trust) and wholly owned subsidiaries and does not consolidate any of the Group's managed funds.
- A full reconciliation between the statutory accounts and the deconsolidated accounts for the Group are set out in the various appendices to this presentation



A

HY15 segmental earnings analysis

Year ended 31 Dec 14 (\$'000)	Co- investment Funds	Direct asset Investment	Funds management	Corporate	Total core	Consolidation & Eliminations	Total
Management fee revenue	-	-	2,996	-	2,996	(607)	2,389
Net property income	-	3,457	-	-	3,457	6,269	9,726
Co-investment revenue	5,792	-	-	-	5,792	(1,064)	4,728
Finance revenue	27	-	-	-	27	(27)	-
Other income	-	-	-	2	2	-	2
Total revenue and other income	5,819	3,457	2,996	2	12,274	4,571	16,845
Operating expenses	36	138	2,490	937	3,601	233	3,834
Earnings before interest and tax (EBIT)	5,783	3,319	506	(935)	8,673	4,338	13,011
Net interest expense	(3)	167	(125)	1,625	1,664	2,170	3,834
Operating profit before tax	5,786	3,152	631	(2,560)	7,009	2,168	9,177
Income tax expense	-	-	-	36	36	-	36
Operating profit (before specific non-cash and significant items)	5,786	3,152	631	(2,596)	6,973	2,168	9,141
Weighted average number of securities - basic ('000)					226,733		
Operating profit per security (before specific non-cash and significant items) (EPS) cents					3.1		
Number of securities for distribution per security ('000)					248,703		
Distributions per security (DPS) cents					2.7915		

A

HY14 segmental earnings analysis

Year ended 31 Dec 13 (\$'000)	Co- investment Funds	Direct asset Investment	Funds management	Corporate	Total core	Consolidation & Eliminations	Total
Management fee revenue	-	-	1,866	-	1,866	(509)	1,357
Net property income	-	3,644	-	-	3,644	3,302	6,946
Co-investment revenue	1,038	-	-	-	1,038	(36)	1,002
Finance revenue	1,353	-	-	-	1,353	-	1,353
Other income	-	-	-	-	-	-	-
Total revenue and other income	2,391	3,644	1,866	-	7,901	2,757	10,658
Operating expenses	33	41	1,920	83	2,077	407	2,484
Earnings before interest and tax (EBIT)	2,358	3,603	(54)	(83)	5,824	2,350	8,174
Net interest expense	(99)	202	(61)	(44)	(2)	1,336	1,334
Operating profit before tax	2,457	3,401	7	(39)	5,826	1,014	6,840
Income tax expense	-	-	-	36	36	(8)	28
Operating profit (before specific non-cash and significant items)	2,457	3,401	7	(75)	5,790	1,022	6,812
Weighted average number of securities - basic ('000)					155,274		
Operating profit per security (before specific non-cash and significant items) (EPS) cents					3.7		
Number of securities for distribution per security ('000)					248,703		
Distributions per security (DPS) cents					2.5		

B

Operating earnings to Statutory Profit & Loss reconciliation

Reconciliation of profit/(loss) to operating profit/(loss) for the year (\$'000)	Total Core 31 Dec 14	Total Core 31 Dec 13	Total 31 Dec 14	Total 31 Dec 13
Statutory profit/(loss) after tax attributable to stapled securityholders	21,933	15,339		
Statutory profit/(loss) for the year			25,860	16,722
Specific non-cash items				
Net (gain)/loss on fair value of investment properties	(8,250)	5,773	(9,073)	5,538
Net (gain)/loss on fair value of derivative financial instruments	(8,354)	(6,697)	(9,965)	(5,425)
Net gain on fair value of financial assets	(10)	0	671	(105)
Reversal of impairment of investments accounted for using the equity method	-	(600)	-	(600)
Security based payments expense	346	173	346	173
Straight-lining of lease revenue and incentives	365	277	365	584
Significant items				
Other income	46	-	40	(1,600)
Gain on bargain purchase	(287)	(9,321)	(287)	(9,321)
Business combination transaction expenses	-	791	-	791
Write back of provision of management fee income from property funds	-	(1,985)	-	(1,985)
Tax effect				
Tax effect of specific non-cash items and significant items	1,184	2,040	1,184	2,040
Operating profit (before specific non-cash items and significant items)	6,973	5,790	9,141	6,812

Segmental assets analysis (\$'000)	Co-investment funds	Direct asset investment	Funds management	Corporate	Total core	Consolidations & eliminations	Total
As at 31 December 2014							
Cash and cash equivalents	-	-	8,850	5,897	14,747	1,859	16,606
Investment properties	-	-	-	-	-	194,500	194,500
Assets held for sale	-	47,000	-	-	47,000	-	47,000
Financial assets at fair value through the profit or loss	173,374	-	-	-	173,374	(42,316)	131,058
Other assets	6,674	64	6,894	2,733	16,365	394	16,759
Total assets	180,048	47,064	15,744	8,630	251,486	154,437	405,923
Borrowings	-	-	-	72,770	72,770	92,169	164,939
Other liabilities	4	5,852	570	8,242	14,668	4,081	18,749
Total liabilities	4	5,852	570	81,012	87,438	96,250	183,688
Net assets	180,044	41,212	15,174	(72,382)	164,048	58,187	222,235
As at 30 June 2014							
Cash and cash equivalents	-	-	5,249	9,137	14,386	2,495	16,881
Investment properties	-	38,500	-	-	38,500	164,500	203,000
Assets held for sale	-	4,300	-	-	4,300	-	4,300
Financial assets at fair value through the profit or loss	100,292	-	-	-	100,292	(7,467)	92,825
Other assets	2,261	445	11,442	2,284	16,432	(4,569)	11,863
Total assets	102,553	43,245	16,691	11,421	173,910	154,959	328,869
Borrowings	-	25,000	-	-	25,000	77,372	102,372
Other liabilities	24	1,231	1,624	3,410	6,289	3,355	9,644
Total liabilities	24	26,231	1,624	3,410	31,289	80,727	112,016
Net assets	102,529	17,014	15,067	8,011	142,621	74,232	216,853

D

Portfolio summary at 31 December 2014

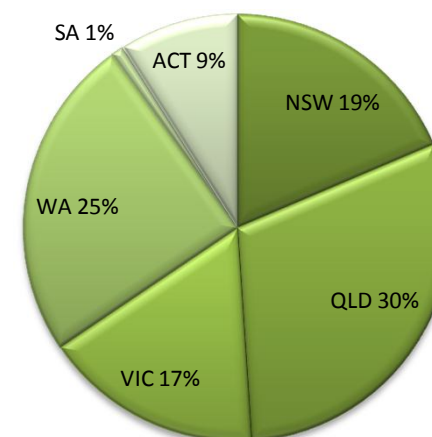
Managed funds snapshot¹

Number of assets	35
Net lettable area	547,819sqm
Portfolio value	\$1,090.1m
WACR (by value)	8.25%
Occupancy rate (by area)	99.0%
WALE (by income)	5.3 years
Number of tenants	176

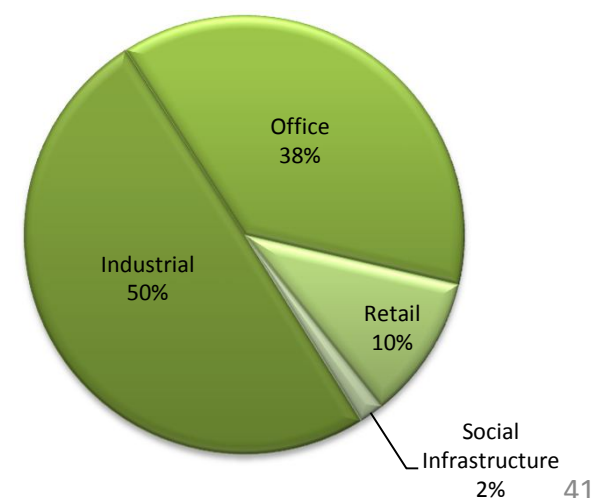
Leasing success 6 months to December 2014

TIX	<ul style="list-style-type: none"> 37,684sqm leased (9.2% of the portfolio) Increased WALE from 5.3 to 5.8 years No material FY15 expiry remaining
TOF	<ul style="list-style-type: none"> Maintained 100% occupancy (post Botanicca acquisition) Increased WALE from 4.2 to 4.7 years No material expiries until Dec 15

Geographic diversification (by income)



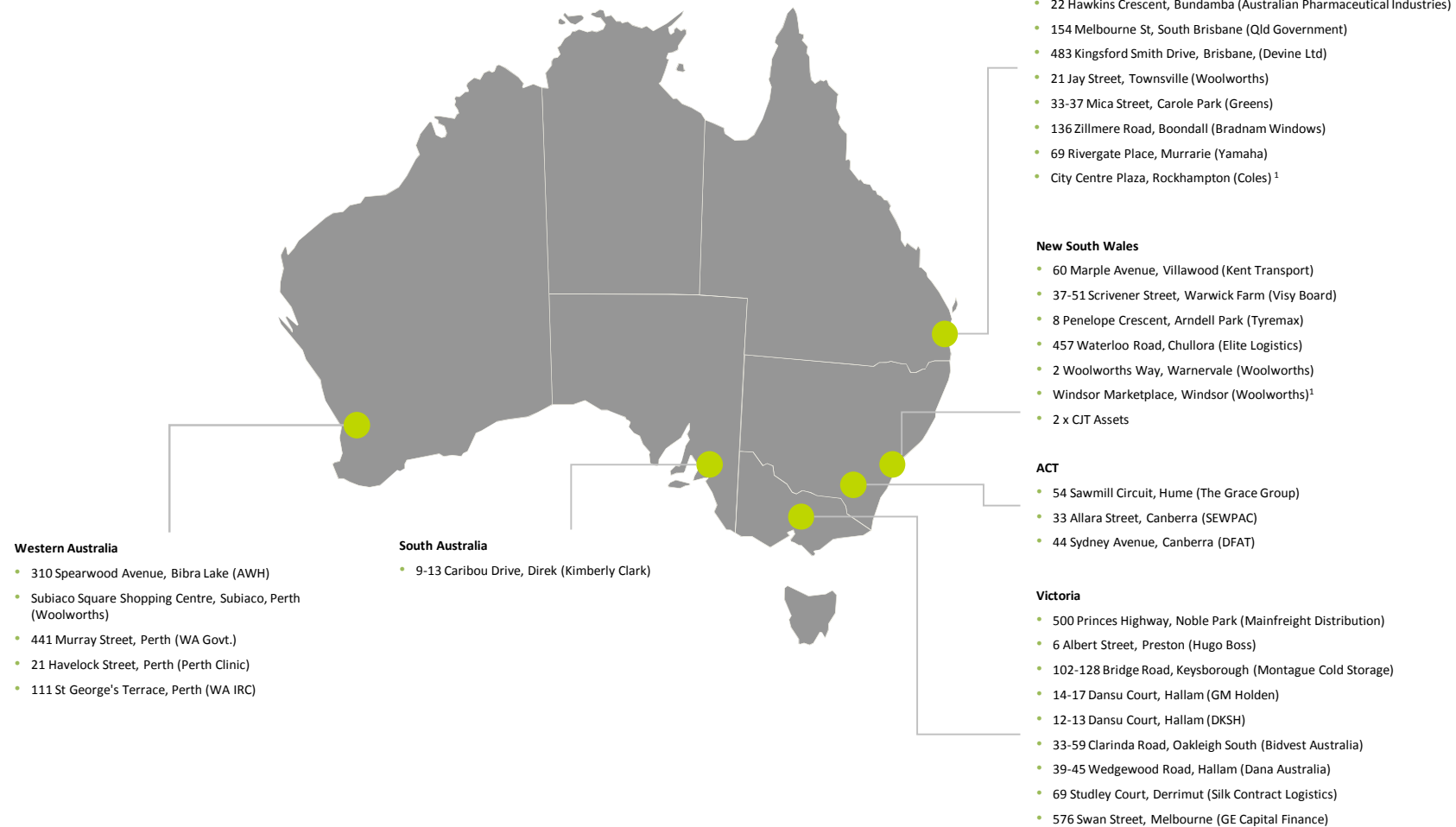
Sector diversification (by income)



Notes

1. 100% interest basis including properties under contract (Retail Fund No.1)

Well diversified \$1,090m¹ portfolio



Notes

1. 100% interest basis including properties under contract (Retail Fund No.1)

Portfolio details at 31 December 2014

Fund / Trust	Property	State	Valuation (\$m)	Last Valued	Capitalisation rate (%)	Net lettable area (sqm)	Occupancy ^{1,2} (%)	WALE ³ (years)
Office Fund	33 Allara St, Canberra	ACT	34.5	May-14	10.25%	9,900	100%	1.2
Office Fund	574 Swan Street	VIC	46.5	Dec-14	7.50%	8,331	100%	7.2
Office Fund	154 Melbourne Street	QLD	75.0	Jun-14	8.00%	11,282	100%	3.3
Office Fund	483 Kingsford Smith Drive	QLD	64.0	Jun-14	8.00%	9,322	100%	8.0
Industrial Fund	60 Marple Ave, Villawood	NSW	20.0	Apr-14	8.75%	18,493	100%	2.4
Industrial Fund	8 Penelope Cres, Arndell Park	NSW	14.5	Apr-14	8.50%	11,420	100%	1.4
Industrial Fund	37-51 Scrivener St	NSW	23.5	Oct-14	9.00%	27,599	100%	3.5
Industrial Fund	54 Sawmill Circuit, Hume	ACT	14.5	Oct-14	7.75%	8,689	100%	7.2
Industrial Fund	22 Hawkins Crescent, Bundamba	QLD	39.0	Oct-14	7.75%	18,956	100%	9.9
Industrial Fund	1 Ashburn Road, Bundamba	QLD	35.0	Oct-14	8.00%	26,628	100%	5.1
Industrial Fund	9-13 Caribou Drive, Direk	SA	9.6	Apr-14	8.50%	7,023	100%	4.8
Industrial Fund	12-13 Dansu Ct, Hallam	VIC	13.1	Oct-14	8.00%	11,542	100%	3.1
Industrial Fund	14-17 Dansu Ct, Hallam	VIC	15.7	Oct-14	8.00%	17,070	100%	4.2
Industrial Fund	39-45 Wedgewood Rd, Hallam	VIC	8.5	Apr-14	8.25%	10,631	100%	1.1
Industrial Fund	6 Albert St, Preston	VIC	24.6	Oct-14	8.25%	20,532	100%	4.2
Industrial Fund	102-128 Bridge Rd, Keysborough	VIC	28.2	Oct-14	8.25%	24,617	100%	3.2
Industrial Fund	33-59 Clarinda Rd, South Oakleigh	VIC	10.1	Jun-14	9.25%	10,903	100%	1.0
Industrial Fund	500 Princes Hwy, Noble Park	VIC	20.0	Apr-14	8.75%	13,789	97%	1.1
Industrial Fund	310 Spearwood Ave, Bibra Lake	WA	50.0	Oct-14	8.50%	59,508	100%	3.9
Industrial Fund	457 Waterloo Road, Chullora	NSW	21.9	Oct-14	7.50%	16,051	100%	13.2
Industrial Fund	69 Studley Court, Derri mut	VIC	20.4	Apr-14	7.50%	14,319	100%	5.0
Industrial Fund	2 Woolworths Way, Warnervale	NSW	72.0	Oct-14	8.00%	54,533	100%	6.6
Industrial Fund	21 Jay Street, Mount St John, Townsville	QLD	9.6	May-14	8.75%	4,726	100%	10.5
Industrial Fund	33-37 Mica Street, Carole Park	QLD	23.9	Jul-14	8.00%	18,613	100%	14.7
Industrial Fund	69 Rivergate Place, Murrarie, QLD	QLD	27.0	Nov-14	7.50%	11,552	100%	8.4
Industrial Fund	136 Zillmere Road, Boondall, QLD	QLD	25.0	Dec-14	8.50%	16,053	100%	8.7
111 St Georges Terrace Trust	111 St George's Terrace, Perth	WA	137.0	Jun-14	8.50%	18,992	94%	4.6
Havelock House Trust	21 Havelock St, West Perth	WA	23.1	Jun-14	8.00%	4,856	100%	13.1
Subiaco Square Shopping Centre Trust	Subiaco Square Shopping Centre, Subiaco	WA	29.0	Jun-14	7.50%	6,473	97%	6.2
441 Murray Street Trust	441 Murray Street	WA	27.0	Jun-13	9.50%	5,941	100%	1.9
Canberra Trust	44 Sydney Ave, Canberra	ACT	31.2	Jun-13	9.50%	9,977	65%	2.1
Retail Fund No. 1	Windsor Marketplace, Windsor	NSW	19.6	Dec-14	7.50%	8,498	100%	11.8
Retail Fund No. 1	City Centre Plaza, Rockhampton	QLD	51.3	Feb-15	7.75%	14,063	99%	5.2
Sub total / weighted average			1064.1		8.25%	530,881	99%	5.5
CJT Assets			26.0	Jan-14	10.13%	16,938	100%	1.2
Total / weighted average			1090.1		8.25%	547,819	99%	5.3

1. 100% interest basis including properties under contract (Retail Fund No.1)

2. By area

3. By income

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