

# QUESTUS LIMITED

*Annual General Meeting  
25 November 2014*



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**QUESTUS**

# AGM Agenda



- AGM Opening
- Chairman's Address
- General Business
- Questions
- Close

# Chairman's Address



- Financial Performance 2014
- NRAS Entitlements
- Present NRAS Entitlements
- Post NRAS Activities
  - Questus Community Infrastructure Fund (QCIF)
  - Australia Property Mortgage Fund (APMF)
  - Questus Affordable Housing Trust
- The Future
- Directors

# Financial Performance 2014



- The results for the financial year reflect a profit for the year of \$181,877. This result was after the charging of a further impairment of assets of \$310,464 and incurring costs of \$538,922 in respect to matters associated with the former Questus Land Development Fund.
- This is a disappointing result for the Company after a second year of stabilisation following the recapitalisation of the Company by Crest Capital Asia Pte Ltd (Crest).
- With the funds provided by Crest, Questus has engaged in a number of developments supported by the Federal and State Governments National Rental Affordability Scheme (NRAS). These projects are largely still work in progress for delivery into the 2015 Financial Year.
- The continued delivery of NRAS dwellings, with our development partners has seen revenue for the company grow to \$9.0M, from a low base of \$2.6M in 2012 to \$5.4M in 2013. This revenue is expected to continue to grow through completion of NRAS dwellings through to 2016.



# NRAS Entitlements

- As Shareholders and the market are aware, Questus is a major participant in the NRAS sector, working with major National Developers and Builders, and Community Housing Providers.
- As previously advised to the market, the Federal Government Budget, issued on 13 May 2014, has determined to discontinue Round 5 of the NRAS. This decision by the Federal Government was inconsistent with prior political communications by the incoming Government, but was introduced with numerous other cost cutting measures.



# Present NRAS Entitlements

- At present, Questus holds allocations for some 3,757 entitlements to deliver affordable housing dwellings across Australia.
- Of these, some are held in consortium with Developers and Builders, and some are being applied to Questus developments, which has become a larger focus of our business since the inclusion of Crest Capital as a major shareholder and funder.
- The total allocations held by Questus as at 30 June 2014 comprises of:
  - Completed and Tenanted      2,020
  - Under Construction            535
  - For delivery by 2014            581
  - For delivery by 2016            621



# Post NRAS Activities

- Questus have over a number of years expended considerable costs and energy in developing investment vehicles to facilitate participation in the Australian Affordable Housing sector.
- With the support and consideration of Crest Capital, Questus is intending to increase its activities in this growing and high need area.
- The relationships built with our Community Housing partners and major builders and developers have assisted in creating investment vehicles for application into this sector.



# Post NRAS Activities

- **Questus Community Infrastructure Fund (QCIF)**

Questus has established the QCIF to participate in the delivery of affordable housing in the Community Housing Provider sector. A Non-NRAS structured funding solution to deliver affordable housing in collaboration with State Government and Community Housing Providers.

- **Australia Property Mortgage Fund (APMF)**

The APMF is a complying investment under the Australian Significant Investor Visa Program and is a regulated Australian Investment Scheme. The APMF has been established to invest into a portfolio of registered mortgages in the programs of the NRAS, and company backed

corporate bonds underpinned by the NRAS or State government supported Affordable Housing.

- **Questus Affordable Housing Trust (QAHT)**

The QAHT is a wholesale development vehicle for the delivery of Affordable Housing dwellings in collaboration with both the Federal and State Governments.



# The Future

- The Federal Government's decision to discontinue the NRAS program, clearly has a negative impact on the current operations of Questus. However, with two years to run on existing NRAS entitlements, the Board is very confident of the Company's opportunities in the Affordable Housing sector.
- Several State Governments have initiated non-NRAS Affordable Housing programs or Expressions of Interest, with more expected to fill the void left by the termination of the Federal Government NRAS. Questus is a participant to a number of these programs, and is optimistic about the future of these programs, and with the experience and relationships developed through the NRAS period, is well positioned to maximise on these opportunities.
- Affordable Housing:
  - WA – Affordable Housing Expression of Interest
  - QLD – GLASS Program
  - NSW – Premier's Innovation Initiative – Social Housing

# Directors



- In 2014 financial year, the Company welcomed back Professor Tony Brennan as an Independent Non-Executive Director on 7<sup>th</sup> May 2014. Tony was formerly a Director of the Company prior to leaving Australia to work in the Middle East in 2011.
- Peter Chan and Katherine Ang have indicated that they will be resigning as directors at the close of this Annual General Meeting.
- Their association with Crest as present and future financiers of developments will continue.
- The Board thanks Peter and Katherine for their significant contribution to the Company.



# Resolutions

1. Adoption of Remuneration Report.
2. Election of a Director – Professor Anthony Joseph Brennan.
3. Re-election of a Director – Mr Robert William Olde.



# Proxy Results

## 1. Resolution 1

For	Against	Abstain	Open
539,000	400	0	1,101,600

## 2. Resolution 2

For	Against	Abstain	Open
539,000	400	0	1,101,600

## 3. Resolution 3

For	Against	Abstain	Open
539,000	400	0	1,101,600

# Questions?

