



360 Capital REIT

(formerly 360 Capital Total Return Fund)

HY20 Results Presentation

27 February 2020



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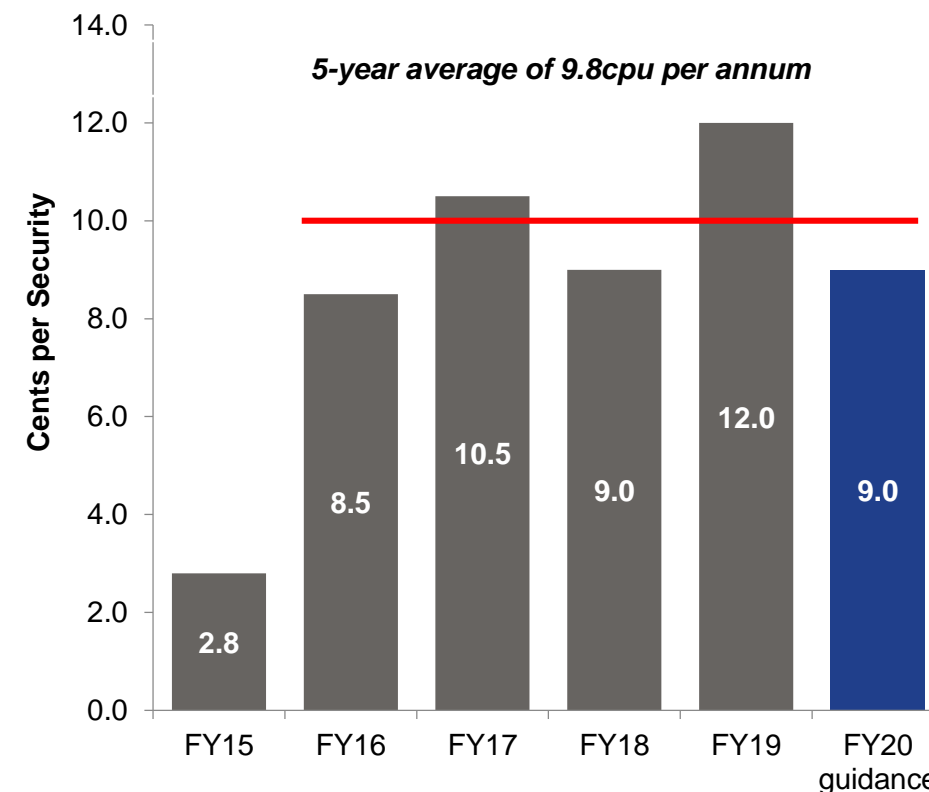
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1. Overview

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 \$84.9m¹ to \$148.7m²
- 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 \$101.0m³ 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 \$10m corporate note to VP7 at 7.0% with 250m options attached at 4.0cps (pre-consolidation)

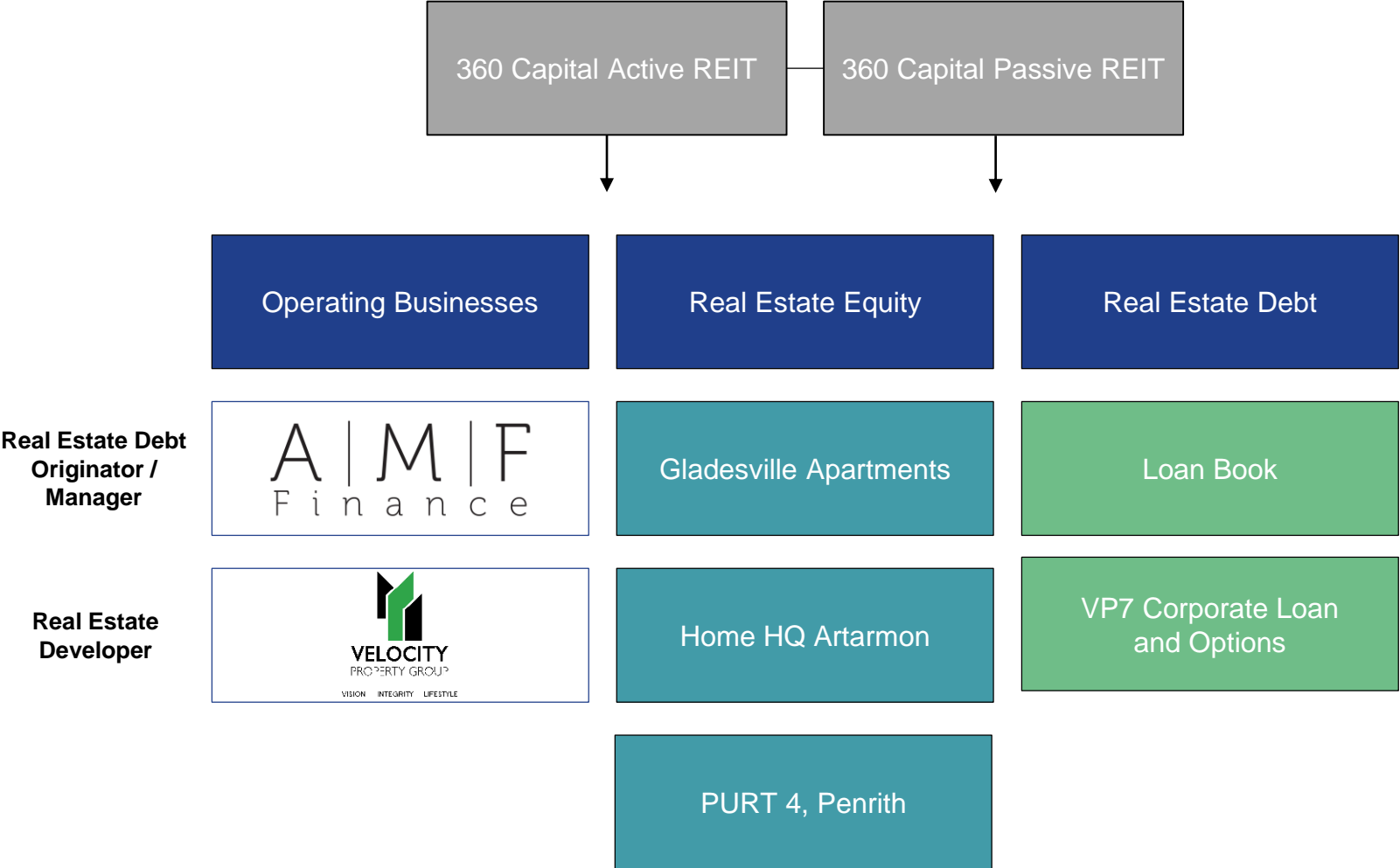
Consistent track record of recurring, quarterly distributions



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)

360 Capital REIT

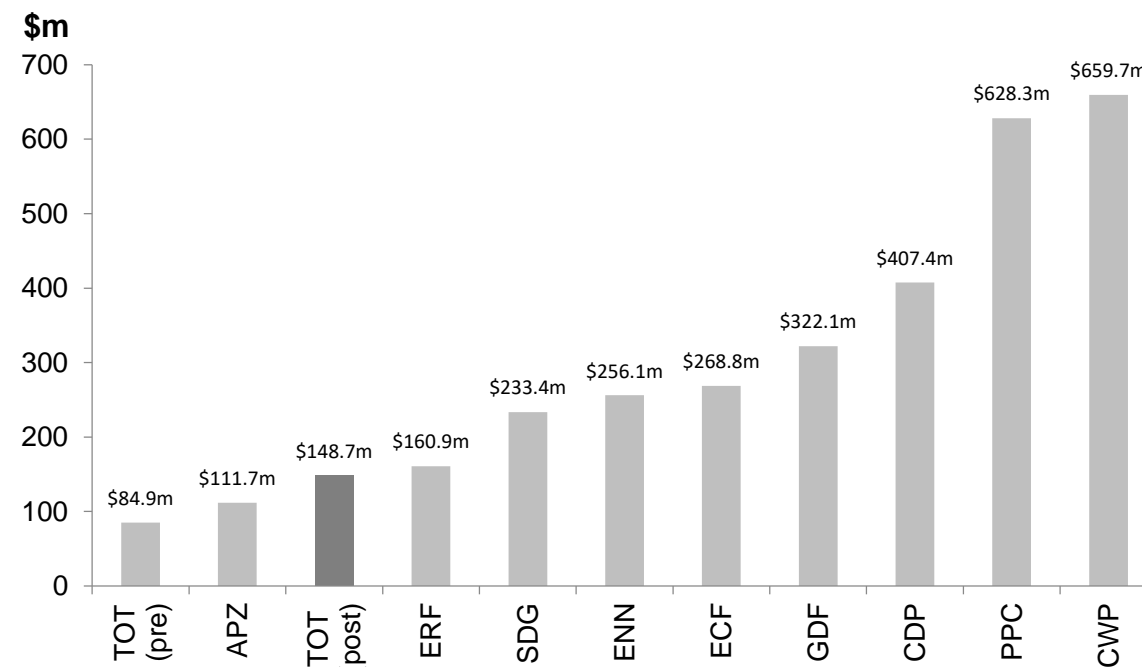
360 Capital REIT is a diversified real estate fund with investments in real estate equity, debt and real estate operating businesses



URB Scheme of Arrangement

- Implemented on 20 December 2019
- All assets absorbed by the Fund
- The Fund has commenced the sale of the URB's listed equities portfolio, having now sold approximately \$17.8 million in line with holding values
- Balance of approximately \$3.1 million of listed equities remaining to be sold
- The remaining assets of URB are cash and \$11.2 million of indirect property investments
- 64,246,737 New TOT Securities issued
- Increased Unitholder base to 3,100 investors
- Increased scale and liquidity

Market capitalisation of S&P/ASX (ex300) A-REITs^{1,2}



1. Based on closing prices on 18 February 2020

2. TOT (post) market capitalisation based on total Stapled Units on issue post on-market buyback of 4.64m Stapled Units (as at 20 February 2020)

2. Investment Portfolio

Real Estate Debt

Real Estate Debt Track Record: recent repayments



Progressively drawn senior

Development of 162 room 4-star hotel in Melbourne CBD

Net Realisation¹: \$53.0m
Facility Amount²: \$36.3m
(68.4% LVR)

Internal Rate of Return (IRR):
16.8% p.a.

Term: 12.5 months

Repaid via refinance with term debt at practical completion



Progressively drawn senior

Development of 2,396 sqm (GLA) medical centre in Sunbury, VIC

Net Realisation¹: \$13.0m
Facility Amount²: \$ 9.3m
(71.2% LVR)

Internal Rate of Return (IRR):
14.6% p.a.

Term: 17 months

Repaid via refinance



Cash advance senior

Construction of 30 residential apartments in Western Sydney

Net Realisation¹: \$16.8m
Facility Amount²: \$ 8.2m
(48.9% LVR)

Internal Rate of Return (IRR):
13.5% p.a.

Term: 10 months

Repaid via settlement of sales



Progressively drawn senior

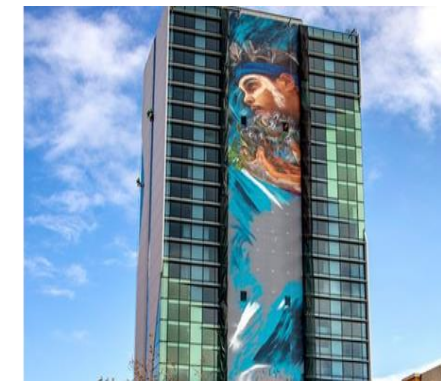
Development of 28 room residential accommodation facility in Coogee, NSW

Net Realisation¹: \$11.4m
Facility Amount²: \$ 8.0m
(70% LVR / 80% LTC)

Internal Rate of Return (IRR):
15.1% p.a.

Term: 20 months

Repaid via refinance



Mezzanine

Construction of pre-leased hotel in Perth, WA

Net Realisation¹: \$76.0m
Facility Amount²: \$ 7.6m
(70% LVR / 78% LTC)

Internal Rate of Return (IRR):
16.8% p.a.

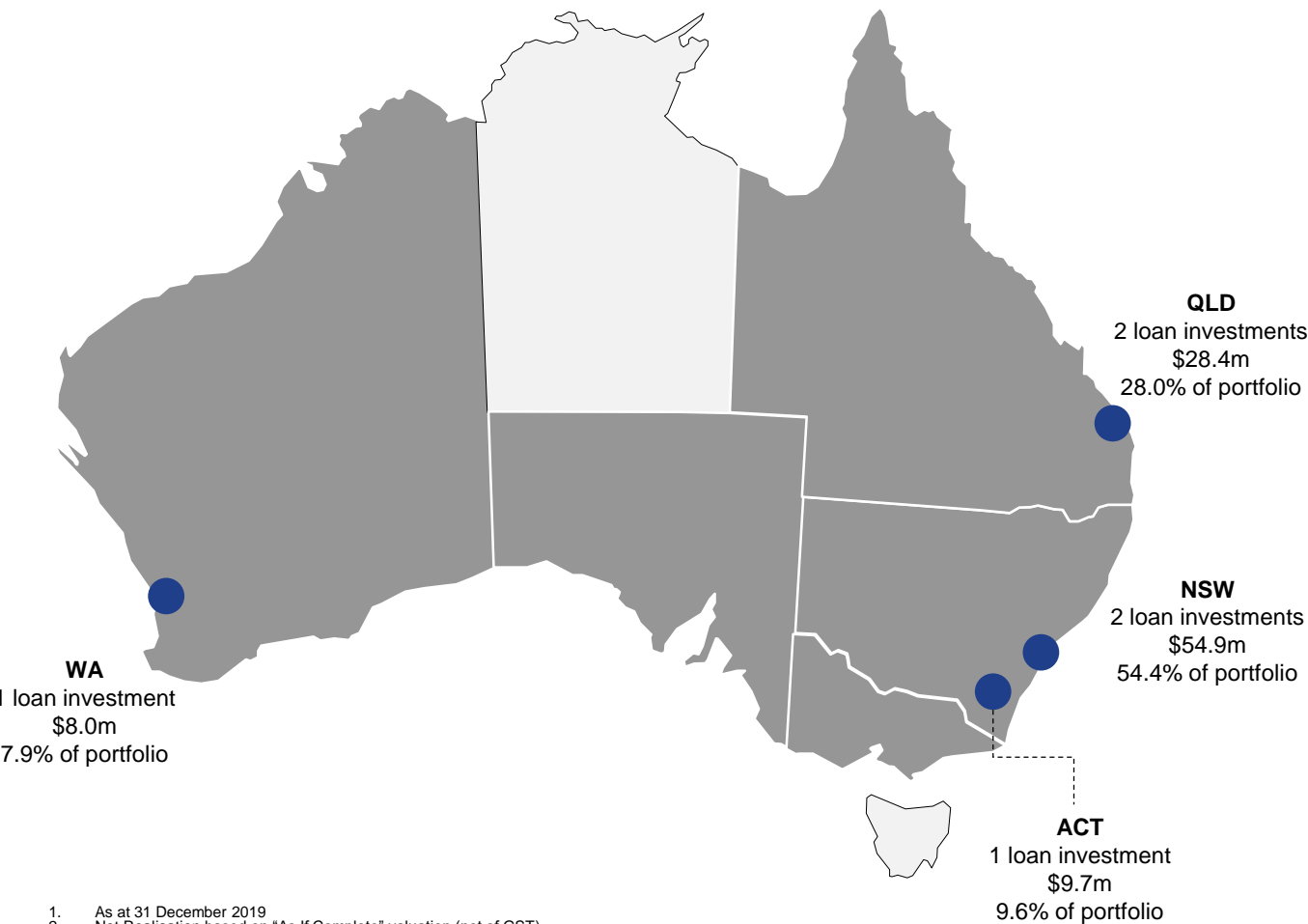
Term: 24 months

Repaid via refinance

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

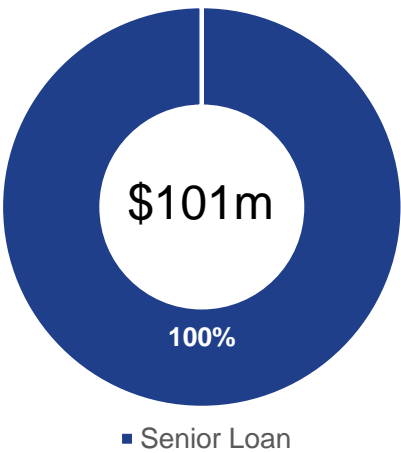
Loan Portfolio¹

Geography^{2,3}

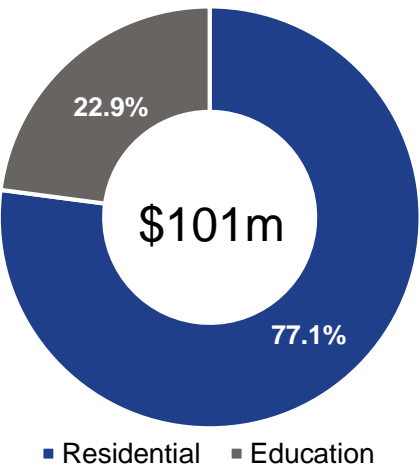


1. As at 31 December 2019
2. Net Realisation based on "As If Complete" valuation (net of GST)
3. Loan Investments based facility amount, including capitalised interest and fees

Investment Type^{2,3}



Property Type^{2,3}



Real Estate Debt: Loan portfolio

					
Progressively drawn senior	Cash advance senior	Cash advance senior	Progressively drawn senior	Cash advance senior	Cash advance senior
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 two (2) townhouses in Bulimba, QLD
Net Realisation ¹ : \$46.7m Facility Amount ² : \$31.8m (68% LVR / 79% LTC)	Net Realisation ¹ : \$13.2m Facility Amount ² : \$ 8.0m (61% LVR)	Net Realisation ¹ : \$8.0m Facility Amount ² : \$4.7m (58% LVR)	Net Realisation ¹ : \$13.5m Facility Amount ² : \$ 9.7m (72% LVR)	Current Valuation: \$35.6m Facility Amount ² : \$23.1m (65% LVR)	Net Realisation ¹ : \$33.8m Facility Amount ² : \$23.7m (70% LVR)
Term: 24 months	Term: 18 months	Term: 12 months	Term: 15 months	Term: 12 months	Term: 18 months

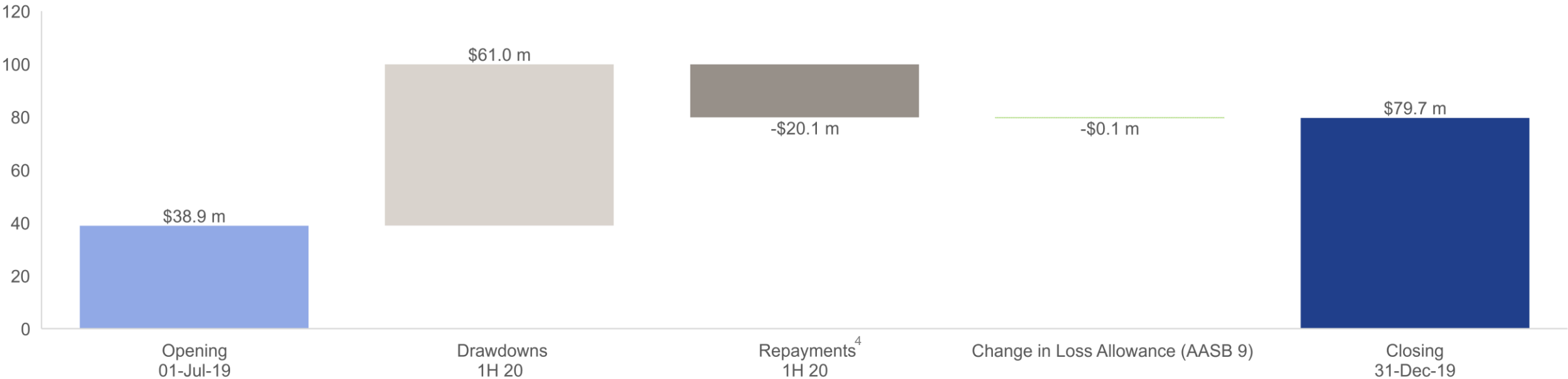
1. Net Realisation based on "As If Complete" valuation (net of GST & selling costs)
2. Facility amount including capitalised interest and fees

HY20 Loan Activity

Summary of HY20 Loan Activity

<div>\$46.8m</div> <div>Committed to 2 new loans¹</div>	<div>100%</div> <div>Senior loan investments</div>	<div>9.2%</div> <div>Weighted Average Interest Rate²</div>	<div>67.5%</div> <div>Weighted Average Loan-to-Value Ratio³</div>
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HY20 Loan Book Activity



1. Facility amount including capitalised interest and fees
2. Weighed average interest rate inclusive of line-fee and interest margin
3. Net Realisation based on "As If Complete" valuation (net of GST & selling costs)
4. Includes partial loan repayments

3. Investment Portfolio

Real Estate Equity

Real Estate Equity: Gladesville Apartments

- Project located in Gladesville, NSW approximately 10 kilometres north-west of the Sydney CBD
- Contracted September 2019, settled November 2019
- Exchanged contracts for four (4) apartments, reflecting a weighted average 26.4% premium to purchase price and return on equity of 30.7%
- Trading profits to be distributed over FY20 and FY21
- Targeted exit over the next 12-24 months
- Senior debt facility at 1.90% + BBSY

23

Brand new apartments

\$16.5m

Purchase price

\$24.3m

Original list price

-32%

Discount to list price

50%

Loan to Value Ratio



Real Estate Equity: PURT 4: Penrith, NSW

510 – 536 High St, Penrith NSW

- Greater Western Sydney is Australia's third-largest economy and has been identified by the NSW State Government as a key corridor for future economic development, urban renewal and infrastructure.
- Through Western Sydney City Deals' project, the Penrith City Council has publicly committed to helping create more than 45,000 new jobs and 25,000 new dwellings by 2031.
- Developments to Western Sydney infrastructure include Western Sydney Airport, Western Sydney Priority Growth Area, Penrith Health and Education, and Sydney Science Park.



Artists Impression

95%
Occupancy

6,398sqm
Site area

6,476sqm
Net Lettable Area

\$7.9m
Exposure

Real Estate Equity: HomeHQ Artarmon

1 Frederick St, Artarmon NSW

- Artarmon has become an inner-Sydney gentrifying area, characterised by low-density industrial and commercial uses, with further redevelopment potential.
- Adaptive re-use of an industrial building, with DA approval for “The Front Yard”, comprising 910 sqm of internal area and 948 sqm of external licensed area.
- Proximity to existing and crucial infrastructure such as M1 Motorway, Lane Cove Tunnel, new Sydney Metro, Sydney CBD and North Shore hospitals.



100%
Occupancy¹

0.9 years
WALE²

22,299 sqm
Net lettable area

6.25%
Capitalisation Rate³

\$3.2m
Exposure

1. Occupancy (by income) as at 31 December 2019
2. Weighted Average Lease Expiry (WALE) by income as at 31 December 2019
3. External valuation as at 31 December 2019

4. Investment Portfolio

Operating Businesses



AMF Finance

- Strong marketing campaign has resulted in continued market awareness of AMF Finance (AMF)
- AMF originates all 360 Capital's real estate debt opportunities
- TOT benefits from 50% of Fee Revenue
- Three year track record of originating transactions
- Two full time loan originators and one business development manager
- Significant pipeline of opportunities



www.amf-finance.com.au

129
deals screened for the
period ending December
2019

Deals reviewed –
Over \$2.2 Billion

15.3%
Terms issued but did not
proceed, largely due to
competitors softening
covenants

Term sheets issued –
\$348.6 Million

2.9%
of loans reviewed,
reach settlement¹

Deals closed –
\$66.6m

1. Including Gregory Hills childcare loan funded by ASX: TGP

Velocity Property Group



EQUITY INVESTMENT	TOT/TGP JV made 19.9% investment in VP7, equity investment utilized to reduce corporate level debt and working
NEW VP7	Repositioned Velocity Property Group (ASX:VP7) to become a specialist development delivery business with a team of real estate development experts, leveraging 360 Capital's proven funds management and capital raising expertise.
CONVERTIBLE NOTE	TOT provided a \$10.0 million corporate loan with options attached at 4cps strike price (28% discount to the 30 June 2019 audited NTA) (options subject to VP7 shareholder approval)
CAPITAL LIGHT	Moved to a capital light business model, generating fee revenue and development profits through third party funds management
UNDERWRITING	TOT to provide underwriting on the preferred equity of future development projects with Cambridge Investment Partners to assist in selling down the preferred equity tranche

5. HY20 Financial Summary



Key Financial Metrics

\$8.9m

Statutory NPAT
attributable to
securityholders

189% increase in statutory net profit
attributable to securityholders driven by
gain on URB acquisition
(\$3.1m at 1H FY 2019)

\$3.5m

Operating profit

Operating profit¹ of \$3.5m reflecting a
11% decrease on prior period
(\$4.0m at 1H FY 2019)

\$33.1m

Cash balance

As at 31 December 2019, TOT had a
cash balance of \$33.1m

\$1.17

Core NTA per
security

Core Net Tangible Assets (NTA) before
the impact of AASB loss allowance on
the Fund's loan portfolio, equating to
\$0.01 per unit

Balance sheet summary	31-Dec-19 (\$m)	30-Jun-19 (\$m)	Change (\$m)	Change (%)
Total Assets	181.6	86.7	94.9	110%
Total Liabilities	14.7	4.3	10.4	241%
Net Assets	166.9	82.4	84.5	103%
Securities on issue	143.6	70.2	73.4	105%
NTA per security ²	\$1.16	\$1.17		
Core NTA pre (AASB 9) allowance ²	\$1.17	\$1.19		

Profit and loss summary	HY20 (\$m)	HY19 (\$m)	Change (\$m)	Change (%)
Total Revenue	11.6	4.4	7.2	165%
Statutory Profit attributable to Securityholders	8.9	3.1	5.8	189%
Operating Profit ¹	3.5	4.0	(0.4)	-11%
Operating EPS ¹	4.5 cps	6.0 cps	-1.5 cps	-25%
Distribution CPS	4.5 cps	6.0 cps	-1.5 cps	-25%

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.

2. The Fund has provisioned an allowance for loss on loans receivable for purposes of AASB 9, however there is currently no evidence any actual loss will eventuate.

6. Capital Management

Strong and secure balance sheet

- \$33.1m of cash and \$17.3m current receivables balance at 31 December 2019 – \$16.9m sale of URB share portfolio, now cash
- Debt of \$8.2m on Gladesville asset – effectively zero gearing (based on net debt)

Institutional placement

- \$10.8m institutional placement in October 2019 oversubscribed
- Offer price of \$1.18 inline with 10-day VWAP and NTA
- Securityholders voted in favor to refresh 15.0% placement capacity

Buyback

- Announced on market buyback of up to 6.7 million securities
- To date, bought back 4.6m¹ securities at a price of \$1.07, reflecting a -8.0% discount to NTA and 8.4% distribution yield
- 2.1m¹ units of buyback capacity remaining
- Focus on closing the gap between trading price and NTA

7. Meet Management

Meet Management

- The Fund Manager and other 360 Capital representatives will be presenting the results of TOT 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.

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

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

8. Outlook and Guidance

Outlook and Guidance

Outlook and focus

- Focus on deploying available balance sheet capacity
- Greater focus on acquisitions / investments that provide recurring income
- Continue to diversify balance sheet to include a portfolio of real estate debt, equity and operating business investments

Guidance

- Forecast FY20 earnings guidance 9.0 cents per security¹, reflecting an 8.4%² earnings yield
- Forecast FY20 distribution guidance of 9.0 cents per security, reflecting an 8.4%² distribution yield

1. Including pre-acquisition operating profits from URB Investments

2. Based on annualised forecast EPS and DPS / closing price of \$1.07 on 20 February 2020

Appendix 1: Financials



1H FY20 balance sheet highlights

\$33.1m

Cash balance

As at 31 December 2019, TOT had a cash balance of \$33.1m

\$66.6m

Senior loans written

AMF Finance continues to gain traction in the market, originating over \$66.6 million¹ of senior loans during 1H FY20

\$15.6m

Loans repaid

The Fund has been repaid \$15.6 million in loan investments during 1H FY20, achieving an average IRR of 16.0% p.a.

\$1.17

Core NTA per security³

Core Net Tangible Assets (NTA) before the impact of AASB loss allowance on the Fund's loan portfolio, equating to \$0.01 per unit

	31-Dec-19 (\$m)	30-Jun-19 (\$m)	Change (\$m)	Change (%)
Cash	33.1	42.3	(9.2)	
Receivables	17.3	0.1	17.2	
Loans receivable	79.7	38.9	40.8	
AMF Finance Joint Venture ²	0.6	0.4	0.2	
TOT TGP Joint Venture	1.9	-	1.9	
Investments in listed securities	9.7	0.1	9.6	
Investment in unlisted securities	11.2	4.8	6.4	
Inventory	17.4	-	17.4	
Convertible notes	10.0	-	10.0	
Deferred tax assets	0.6	0.1	0.5	
TOTAL ASSETS	181.6	86.7	95.0	110%
Payables	0.7	2.2	(1.5)	
Borrowings	8.2	-	8.2	
Deferred tax liabilities	0.9	-	0.9	
Provision for income tax	1.6	-	1.6	
Distributions payable	3.2	2.1	1.1	
TOTAL LIABILITIES	14.7	4.3	10.4	241%
NET ASSETS	166.9	82.4	84.6	103%
Securities on issue	143.6	70.2	73.4	105%
NTA per security ³	\$1.16	\$1.17		
Core NTA pre (AASB 9) allowance ³	\$1.17	\$1.19		

1. Includes the Gregory Hill loan funded by TGP

2. The value of TOT's 50% interest in AMF Finance joint venture is accounted for using the equity accounted method.

3. The Fund has provisioned an allowance for loss on loans receivable for purposes of AASB 9, however there is currently no evidence any actual loss will eventuate.



1H FY20 profit and loss highlights

\$3.3m

Finance revenue

Finance revenue of \$3.3m, a 21.4% decrease over FY18 (\$4.2m for 1H FY 2019)

\$8.9m

Statutory NPAT attributable to securityholders

189% increase in statutory net profit attributable to securityholders driven by gain on URB acquisition (\$3.1m at 1H FY 2019)

\$3.5m

Operating profit

Operating profit¹ of \$3.5m reflecting a 11% decrease on prior period (\$4.0m at 1H FY 2019)

4.5cps

Earnings per security

Earnings per Security of 4.5cps for the period reflects a 25% decrease on the prior period (6.0cps at 1H FY 2019)

4.5cps

Distributions per security

Distributions of 4.5cps for the period reflects a 25% decrease on the prior period (6.0cps at 1H FY 2019)

	1H FY20 (\$m)	1H FY19 (\$m)	Change (\$m)	Change (%)
Finance revenue	3.3	4.2	(0.9)	
Distribution income	0.8	0.0	0.8	
Net gain on fair value of financial assets	0.5	-	0.5	
Gain on business acquisition	5.6	-	5.6	
Revaluation on acquisition of equity accounted investment	1.1	-	1.1	
AMF revenue	0.2	0.2	-	
Other income	-	-	-	
TOTAL REVENUE	11.6	4.4	7.2	165%
Management fees and expenses	(0.6)	(0.4)	(0.2)	
Transaction costs	(0.4)	-	(0.4)	
Finance expenses	(0.0)	-	(0.0)	
Net loss on disposal of financial assets	(0.4)	-	(0.4)	
Loss allowance (AASB 9) ²	(0.1)	(0.9)	0.8	
Profit from continuing operations	10.0	3.1	6.9	224%
Income tax (expense)/benefit	(1.1)	0.0	(1.1)	
STATUTORY PROFIT	8.9	3.1	5.8	189%
External NCI	-	-	-	
STATUTORY PROFIT ATTRIBUTABLE TO SECURITYHOLDERS	8.9	3.1	5.8	189%
Fair value (gain) / loss on investments	(0.5)	-	(0.5)	
Net (gain) / loss on fair value of financial assets	(5.6)	(0.0)	(5.6)	
Revaluation on acquisition of equity accounted investment	(1.1)	-	(1.1)	
Tax effect on fair value (gain) / loss on investments	0.9	-	0.9	
Transaction costs	0.4	-	0.4	
Loss on sale of investments	0.4	-	0.4	
Loss allowance (AASB 9) ²	0.1	0.9	(0.8)	
OPERATING PROFIT¹	3.5	4.0	(0.4)	-11%
OPERATING EPS¹	4.5 cps	6.0 cps	1.5 cps	-25%
DISTRIBUTIONS CPS	4.5 cps	6.0 cps	1.5 cps	-25%

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.
2. The Fund has provisioned an allowance for loss on loans receivable for purposes of AASB 9, however there is currently no evidence any actual loss will eventuate.

Appendix 2: Board of Directors



David Van Aanholt
Non-executive Chairman

David has over 30 years' experience in the property and funds management industry. Prior to establishing his own property group in 2007, David worked for the ASX listed Goodman Group where he was the Chief Executive Officer (Asia Pacific) and was responsible for Goodman's operations in Australia, New Zealand, Hong Kong and Singapore. Prior to working for Goodman David held senior roles at Paladin Australia and CDH Properties (acquired by KPMG). David holds a Bachelor of Business (Land Economy), a Post Graduate Diploma in Management, a Masters in Business Administration and he is a Fellow of the Australian Property Institute.

David is a non-executive Director and Chair of Kennard's Self Storage Group and a Councillor at the University of New England where he sits on the Audit and Risk, Finance and Infrastructure, Innovation and Remuneration Committees.



Tony Pitt
Executive Director

Tony is a founding Director of 360 Capital Group and has worked in the property and property funds management industries for over 20 years. As Managing Director, Tony is responsible for the Group's investments, strategic direction and overall Group strategy. He has overseen the IPO on the ASX of three AREITs since 2012 as well as the creation of various unlisted funds, undertaken various corporate acquisitions and disposals, mergers and acquisitions and the ASX listing of 360 Capital Group.

Tony has formerly held numerous senior roles and directorships at Mirvac Group, James Fielding Group and Paladin Australia. He also held positions at Jones Lang LaSalle and CB Richard Ellis. He graduated from Curtin University with a Bachelor of Commerce (Property), has a Graduate Diploma in Applied Finance and Investment from the Financial Services Institute of Australasia.



Graham Lenzner
Non-executive Director

Graham has had a career spanning four decades, with particular emphasis on funds management and financial markets. Graham was an Executive Director of the Armstrong Jones Group for 12 years, the last four years as Joint Managing Director. Other previous roles include Finance and Deputy Managing Director of Aquila Steel, General Manager Finance and Investments of MMI Insurance Limited and Director Head of Equities with Schroder Darling Management Limited. Graham has served on the board of a number of public and private companies.



John Ballhausen
Non-executive Director

John is a financial services professional with over 35 years' experience. He is a founder of Quay Fund Services Limited providing trustee and responsible entity services to fund managers. He is also a non-executive director of Arctic Intelligence.

John founded Rimcorp Property Limited and became its Managing Director. In 2008, Rimcorp was successfully sold with approximately \$100 million in funds under management spread over four registered property schemes. Before 2002 John held the position of Chief Investment Officer with HIH Insurance, with responsibility for more than \$3 billion of funds across fixed interest, equities and property asset classes. John has a Bachelor of Commerce from the University of NSW, is a Fellow of the Financial Services Institute of Australasia and a Graduate of the Australian Institute of Company Directors.



Andrew Moffat
Non-executive Director

Andrew has in excess of 23 years of corporate and investment banking experience, including serving as a director of Equity Capital markets and Advisory for BNP Paribas Equities (Australia) Limited. Andrew is the sole principal of Cowoso Capital Pty Ltd, a company providing corporate advisory services. Andrew is also a Director of Pacific Star Network Limited and a Director of ICP Funding Pty Ltd. His past public company directorships include Rubik Financial limited, Keybridge Capital Limited, CCK Financial Solutions Limited, itX Group Limited and Infomedia Limited.

Appendix 3: Management Team

Management team



James Storey
Head of Real Assets

James has over 12 years' experience in real estate funds management including such areas as asset management, capital transactions, analytics and valuations. Prior to his current role, James was the Fund Manager of the 360 Capital Office Fund (ASX: TOF) and 360 Capital Industrial Fund (ASX: TIX) with a combined gross assets of over A\$1.1b. Prior to his tenure at 360 Capital, James held the role of Investment Manager at Brookfield Office Properties, Senior Analyst at Valad Property Group and worked for Ernst & Young within its Transaction Advisory Services team.

James has a Bachelor of Business (Property Economics) from the University of Western Sydney and a graduate certificate of applied finance and investment. He is also a licensed real estate agent.



Glenn Butterworth
Chief Financial Officer

Glenn Butterworth is responsible for all 360 Capital's financial management activities. Glenn has over 25 years' experience and joined 360 Capital from Mirvac where he spent 11 years, most recently as Financial Controller of the Mirvac's Investment Division where he was responsible for Mirvac Property Trust, listed and wholesale managed funds and partnership structures and has a wealth of transactional and financial management experience.

Glenn is a Chartered Accountant and holds a Bachelor of Commerce from the University of Tasmania and commenced his career at Deloitte.



Bevan Douse
Assistant Fund Manager

Bevan joined 360 Capital in 2020 and is responsible for assisting with sourcing, analysing and executing acquisitions, capital management and reporting to investors. Prior to joining 360 Capital, he worked in the complex acquisitions team at Telereal Trillium in London, a family office with over £8bn of real estate. Bevan commenced his career at Deloitte where he held roles in audit, accounting and consulting. He holds a Bachelor of Business (Financial Management and Accounting) from the University of New England. Bevan is a Chartered Accountant (CA ANZ) and has completed the first level of the Chartered Financial Analyst (CFA) program.



Jennifer Vercoe
Company Secretary & Compliance

Jennifer has worked in finance and funds management within the commercial property industry since 2001. She was appointed Company Secretary of 360 Capital Group in February 2017 and has worked alongside 360 Capital Group since 2015 as Financial Controller of TT Investments. Prior to this, she held finance and funds management roles at Stockland, Valad Property Group and AMP Capital. Jennifer is a chartered accountant and has a certificate in Applied Finance and Bachelor of Commerce and Business Administration from Macquarie University.



Scott Morgan
Debt Origination Manager

Scott has 20 years' experience in real estate investments and is skilled in strategy, deal origination, execution, management and investor relations. Scott establishes strong relationships and is able to work collaboratively with a wide range of stakeholders applying commercial acumen to achieve great outcomes. Prior to his current role, Scott was a Director with Newground Capital Partners responsible for originating real estate transactions, capital raising, fund management and reporting to investors.

Scott has also held senior roles at Investa Property Group, Babcock and Brown, Investec and led the Sydney Deloitte Real Estate team as a Director.

Scott has a Bachelor of Commerce from the Australian National University and holds a Graduate Diploma in Applied Finance and Investment from the Financial Services Institute of Australasia. He is also a Chartered Accountant and former Director of industry body, Property Funds Australia.

Management team



Ainslie Ebejer
Group Financial Controller

Ainslie joined 360 Capital in June 2014 and is responsible for the finance function of the 360 Capital Group, in a role covering management and statutory reporting, compliance, treasury control and taxation. Ainslie has over 10 years’ experience in investment and asset management. Previously at Mirvac for 4 years, Ainslie was part of the finance team responsible for the Mirvac Property Trust, and prior to this she worked for the prestigious asset management firm Harrods Estates in London. Ainslie is a qualified Chartered Accountant, holding a Bachelor of Commerce (Accounting & Finance) from the University of Wollongong and a Graduate Diploma of Chartered Accounting.



Libby Langtry
Investor Relations Manager

Libby oversees Investor Relations for the group, focused on ensuring that all investor and stakeholder communications to the market are clear, on time and effective. Additionally, Libby oversees all registry related requirements and assists on corporate actions and corporate positioning. She has 13 years’ experience across a variety of related disciplines including business development, pursuit management, marketing and communications within the Australian Funds Management Sector. Prior to 360 Capital Group, Libby worked at CBRE, Propertylink, Forum Partners, AMP Capital and ING Real Estate.



Jonathon Nguyen
Analyst

Jonathon joined 360 Capital as an Analyst in 2018. Prior to this, Jonathon was a Treasury Analyst (ALM) for a mutual bank, responsible for the liquidity/funding requirements and management of fixed income investments in the banking portfolio. He initially started his career as a Graduate at State Street Bank & Trust Co., working in the Global Markets Division. Jonathon holds a Bachelor of Commerce from the University of New South Wales.



Fraser Matthews
Real Estate Debt BDM

Fraser has worked with 360 Capital since 2015, having significant experience across real estate debt transaction origination and capital raising. Fraser has previously held the roles of Portfolio Manager at Young Group in London and Private Client Manager at the Bank of Scotland. Fraser has a BA, majoring in Economic History and Political Science from the Australian National University and a Diploma of Financial Planning.



Genevieve Naughton
Debt Transaction Manager

Genevieve has over 8 years’ experience across real estate development and construction finance, loan origination and financial planning.

Prior to her current role, Genevieve was Risk and Compliance manager at Lambert Capital, a family office located in Melbourne.

Genevieve has a Bachelor of Business majoring in Economics and Finance at RMIT University and an advanced diploma in Financial Planning.

Questions

Libby Langtry – Investor Relations Manager

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