

21 December 2022

Qualitas Real Estate Income Fund (ASX: QRI) secures A\$50m warehouse facility to optimise deployment profile and to maintain a fully invested portfolio¹

Highlights:

- A\$50m uncommitted warehouse funding facility ("**Facility**") established to support deployment, reduce future potential for undeployed cash position of the portfolio.
- Enables QRI² to request funding for new loan investments in instances where it is already fully invested, but expects to have the funding capacity in the near term from repayments of existing loan investments.
- QRI retains 1.00% p.a. on commitment of new loans funded by the Facility.
- QRI's sub-trust, Qualitas Wholesale Real Estate Income Fund ("**QWREIF**"), will be the Lender of Record for all new loans written pursuant to the Facility.

21 December 2022: The Responsible Entity, The Trust Company (RE Services) Limited of the Qualitas Real Estate Income Fund ("QRI"), announces that, it has secured an uncommitted warehouse facility with a maximum total commitment of A\$50m, provided by a wholly owned subsidiary of Qualitas Limited (**Qualitas**) (ASX: QAL) and a related entity of the Manager ("**Lender**")².

The rationale for the new Facility is to minimise the opportunity cost to QRI of holding excess cash. This cash drag occurs because QRI retains cash on hand in anticipation of transaction settlements. By drawing down the Facility instead of reserving or building up a cash position for transaction settlements, QRI can reduce the cash deposits it holds, maximise invested capital and therefore increase the probability of a greater return for Unitholders³. The first drawdown of the Facility is expected to occur on or about the date of this announcement simultaneously with a settlement of a new loan investment by QRI.

Key terms of the Facility:

- **Size:** A\$50m uncommitted cash advance facility.
- **Maturity date:** 9 years and 11 months. QRI has the obligation to repay the Facility to the extent of having surplus investable liquidity from any sources of funding including repayments from existing loans or any future capital raising.
- **Loan arrangement fees:** QRI to pay the Lender a warehouse arrangement fee equal to 50% of any pro-rata loan arrangement fees received by QRI from new loans funded by the Facility.⁴

¹ This excludes a small amount of cash for working capital purposes.

² The Trust Company Limited as trustee of the sub-trust, QWREIF is the borrower of the Facility and holds all QRI's loan investments.

³ Increased probability of greater return is directly related to establishment and drawdown of the Facility. Overall performance of QRI is subject to variables and risk factors including but not limited to those disclosed in the PDS.

⁴ This is separate to and in addition to the Manager's entitlement of any arrangement fee in respect of new loan investments made by QRI.

- **Interest:** QRI to pay the Lender interest on the drawn balance of the Facility equivalent to the interest rate payable to QRI in respect of the new loans funded by the Facility, less 1.00% p.a.
- **Approval:** Each request for a commitment under the Facility in respect of a new loan investment is subject to approval being provided by the Lender.

The Facility is consistent with Qualitas' recent Initial Public Offering whereby one of the stated objectives of the capital raising was to increase the underwriting of assets available to its managed funds to assist with the growth at the fund level.

Questions in relation to the Facility should be directed to the QRI Investor Relations team on +61 3 9612 3939 or via email at gri@qualitas.com.au.

Authorised for release by the Responsible Entity, The Trust Company (RE Services) Limited.

- Ends -

About Qualitas Real Estate Income Fund

The Qualitas Real Estate Income Fund ("Trust" or "QRI") seeks to provide monthly income and capital preservation by investing in a portfolio of investments that offers exposure to real estate loans secured by first and second mortgages, predominantly located in Australia.⁵

For further information on QRI, please refer to our on-demand CPD presentation which provides insights into the benefits of CRE debt investments in the current market.

<https://www.qualitas.com.au/listed-investments/cpd-on-demand/>

About QRI Manager Pty Ltd

QRI Manager Pty Ltd is the Manager of the Trust and is wholly owned by the Qualitas Group ("Qualitas"). Qualitas is an ASX-listed Australian alternative real estate investment manager with approximately A\$5.33 billion of committed funds under management.

Qualitas matches global capital with access to attractive risk adjusted investments in real estate private credit and real estate private equity through a range of investment solutions for institutional, wholesale and retail clients. Qualitas offers flexible capital solutions for its partners, and creating long-term value for shareholders, and the communities in which it operates.

For 14 years Qualitas has been investing through market cycles to finance assets with a combined value of over A\$17bn across all real estate sectors. Qualitas focuses on real estate private credit, opportunistic real estate private equity, income producing commercial real estate and build-to-rent residential. The broad platform, complementary debt and equity investing skillset, deep industry knowledge, long-term partnerships, and diverse and inclusive team of more than 70 professionals provides a unique offering in the market to accelerate business growth and drive performance for shareholders.

About the Trust Company (RE Services) Limited

The Responsible Entity of the Trust is The Trust Company (RE Services) Limited, a wholly owned member of the Perpetual Group ("Perpetual"). Perpetual has been in operation for over 135 years and is an Australian public company that has been listed on the ASX for over 55 years.

⁵ There is no guarantee the Trust will meet its Investment Objective. The payment of monthly cash income is a goal of the Trust only.

Investor Queries

General

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Responsible Entity

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Notices and disclaimers

1. This communication has been issued and authorised for release by The Trust Company (RE Services) Limited (ACN 003 278 831) (AFSL 235150) as responsible entity of The Qualitas Real Estate Income Fund (ARSN 627 917 971) ("Trust") and has been prepared by QRI Manager Pty Ltd (ACN 625 857 070) (AFS Representative 1266996 as authorised representative of Qualitas Securities Pty Ltd (ACN 136 451 128) (AFSL 34224)).
2. This communication contains general information only and does not take into account your investment objectives, financial situation or needs. It does not constitute financial, tax or legal advice, nor is it an offer, invitation or recommendation to subscribe or purchase a unit in QRI or any other financial product. Before making an investment decision, you should consider whether the Trust is appropriate given your objectives, financial situation or needs. If you require advice that takes into account your personal circumstances, you should consult a licensed or authorised financial adviser.
3. While every effort has been made to ensure the information in this communication is accurate; its accuracy, reliability or completeness is not guaranteed and none of The Trust Company (RE Services) Limited (ACN 003 278 831), QRI Manager Pty Ltd (ACN 625 857 070), Qualitas Securities Pty Ltd (ACN 136 451 128) or any of their related entities or their respective directors or officers are liable to you in respect of this communication. Past performance is not a reliable indicator of future performance.
4. The Product Disclosure Statement ("PDS") and a target market determination for units in the Trust can be obtained by visiting the Trust website www.qualitas.com.au/qri. The Trust Company (RE Services) Limited as responsible entity of the Trust is the issuer of units in the Trust. A person should consider the PDS in deciding whether to acquire, or to continue to hold, units in the Trust.