

360 Capital



# 360 Capital REIT (ASX:TOT)

HY25 Results Presentation

20 February 2025



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1. Snapshot and key highlights





## Why invest in TOT?



### Highly Attractive Yield

Forecast FY25 fully franked distribution yield of 7.6%<sup>1</sup> paid quarterly.



### Modern Portfolio

Average building age only 4.2 years<sup>2</sup>, 5.0 Star<sup>3</sup> NABERS rating across portfolio, minimal capital expenditure or tenant incentives, all independently revalued 30 June 2024.



### Strong Tenant and Income Profile

93.3% leased with Weighted Average Lease Expiry (WALE) of 6.9 years<sup>4</sup>, strong tenant covenants with 83.0% leased to Government or listed public companies with annual 3.1% average rent reviews, provides strong cashflow.



### Sustainable and Unique Capital Structure

Gearing of 33.6%<sup>5</sup>, with \$6.9 million in franking credits balance creating a unique REIT which provides securityholders with fully franked distributions and tax deferral benefits with high depreciation allowances from its modern portfolio.



### Aligned Manager with Responsible Growth Strategy

TGP and its directors own 43.8% of TOT. TOT is well capitalised with no legacy issues proving an opportunity to diversify and grow its asset base in a responsible and disciplined approach to become more relevant, creating value for its Securityholders.

1. Based on FY25 forecast distribution of 3.0cps and 31 December 2024 ASX closing price of \$0.395 per security
2. Average age calculated from the date of completion of major refurbishment at 38 Sydney Avenue, Forrest ACT and completion date for remaining portfolio
3. 510 Church Street, Cremorne VIC designed to achieve this NABERS rating. Currently rated 4.5 Star or 5.0 Star with Green Power. 510 Church Street, Cremorne VIC is on track to achieve 5.0 Star when 100% occupied
4. Weighted by gross income including car parking, excluding outstanding incentives
5. Gearing calculated as (borrowings less cash) divided by (total asset less cash)





## 360 Capital REIT (ASX:TOT) – HY25 Highlights

Regular income and the potential for capital growth from a diversified portfolio of well leased, modern assets

### 7.6%

FY25 forecast fully franked distribution yield<sup>1</sup>

### 1.5cpu

HY25 fully franked distributions

### \$0.60

NTA per security

### (34.2%)

Trading price discount to NTA per security<sup>2</sup>

### 33.6%

Gearing<sup>3</sup> reduced through entitlement offer, DRP and non-core asset sale

### 6.9 years

Weighted Average Lease Expiry<sup>4</sup>

### 93.3%

Portfolio occupancy

### 5.0 Star<sup>5</sup>

NABERS rating across modern portfolio

### \$6.9m

Franking credit balance as at 31 December 2024, equivalent to 3.2 cents per security, equivalent to approximately 2.5 years<sup>6</sup> of fully franked distributions

1. Based on FY25 forecast distribution of 3.0cps and 31 December 2024 ASX closing price of \$0.395 per security

2. Based on 31 December 2024 ASX closing price of \$0.395 per security and NTA of \$0.60 per security

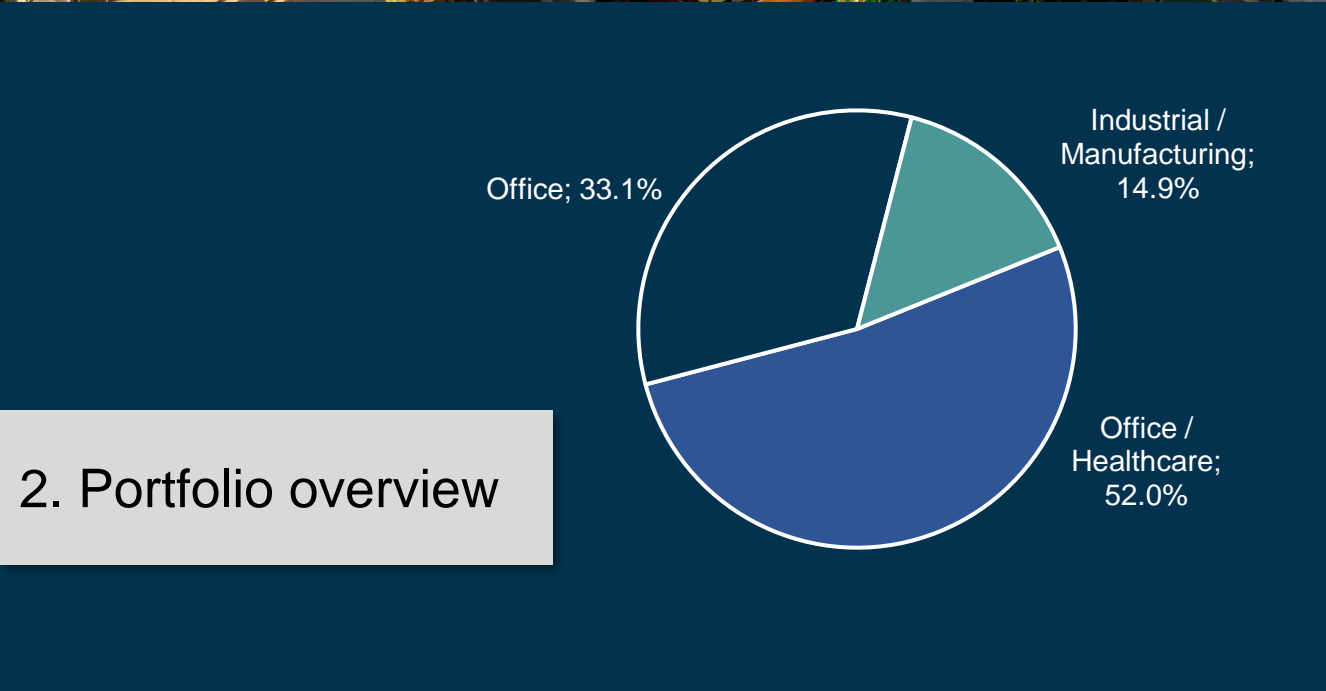
3. Gearing calculated as (borrowings less cash) divided by (total asset less cash)

4. Weighted by gross income including car parking, excluding outstanding incentives

5. 510 Church Street, Cremorne VIC designed to achieve this NABERS rating. Currently rated 4.5 Star or 5.0 Star with Green Power. Building is on track to achieve 5.0 Star when 100% occupied.

6. Based on current franking credit balance of \$6.9 million and maintaining current distribution and assuming no further equity issuances

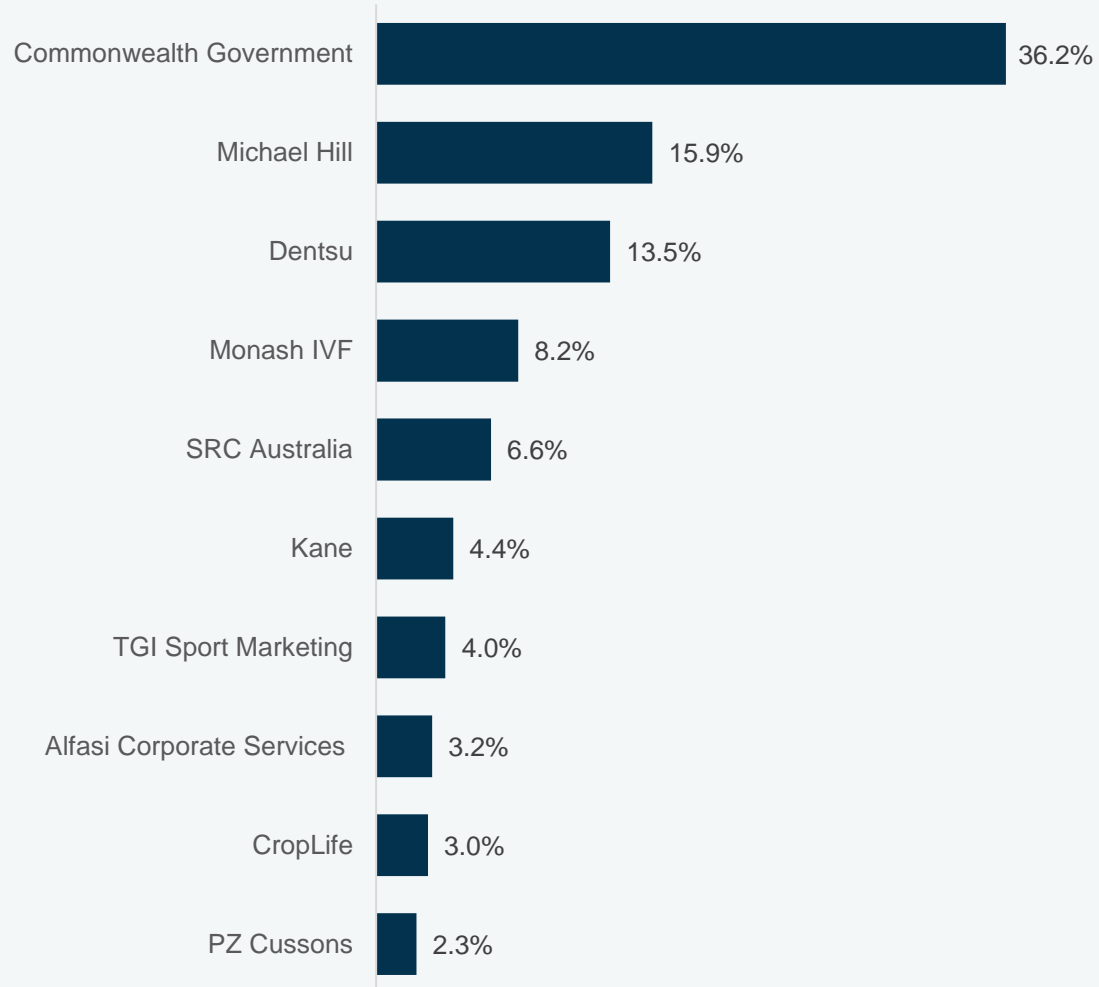






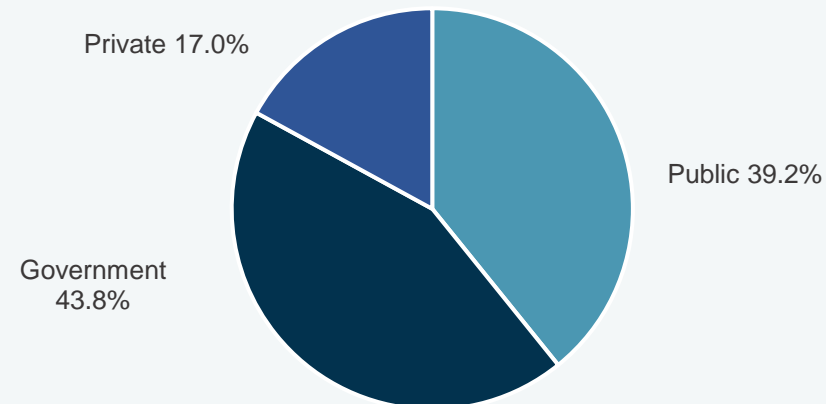
# Income profile

## Top 10 Tenants<sup>1</sup>

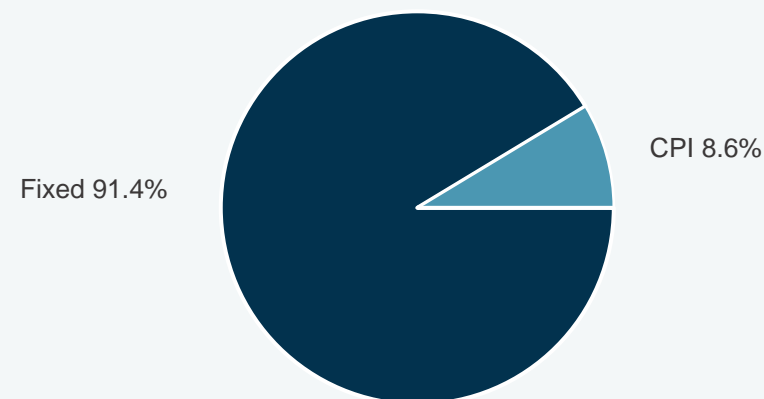


## Income and review profile<sup>1</sup>

**Tenant Type:** 83.0% Government and publicly listed companies



**Review Type:** 3.1% p.a. Weighted average rent reviews

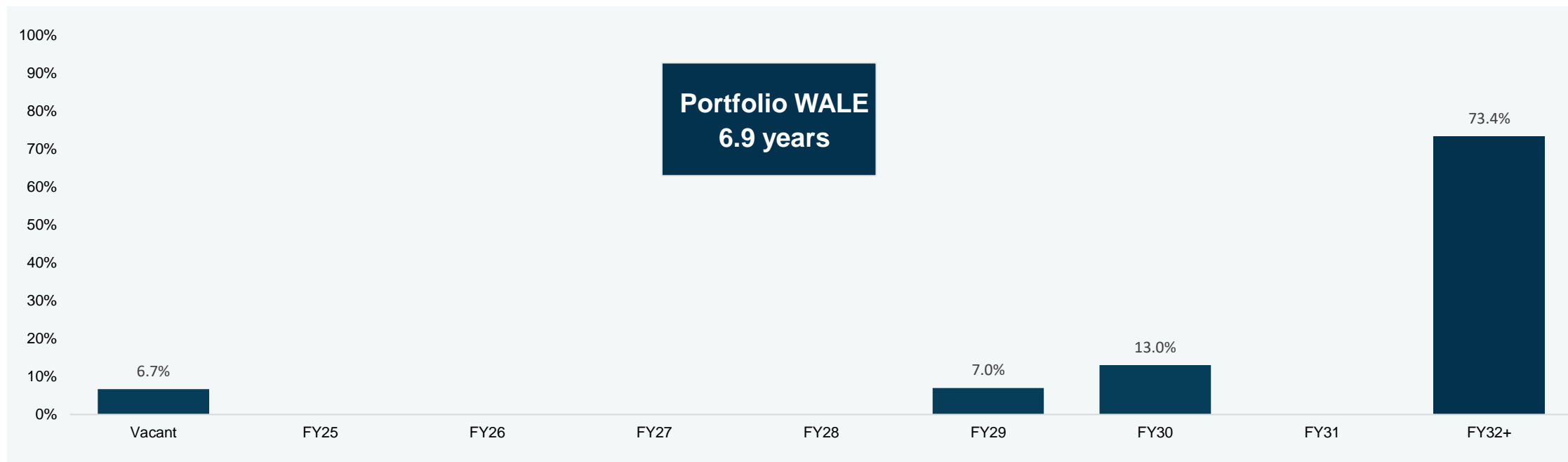


1. Weighted by gross income including car parking, excluding outstanding incentives



# Lease expiry profile

## Lease expiry profile (by income)<sup>1</sup>



Minimal capex, tenant incentives, leasing fees required due to no tenant expires and modern portfolio

## Current vacancies

ADDRESS	AREA	INCOME (%) <sup>1</sup>	FITTED OUT
A.L2, 510 Church Street, Cremorne	1,332 Sqm	3.4%	Yes
B.L2, 510 Church Street, Cremorne	1,250 Sqm	3.3%	Yes

1. Weighted by gross income including car parking, excluding outstanding incentives





## Leasing strategy

### 38 Sydney Avenue, Canberra

- Leases executed for the remaining vacancies at 38 Sydney Avenue, Canberra comprising a total of 2,158sqm<sup>1</sup> or 24.8% of the building and approximately 7.7% of the portfolio.
- Suite 1: CropLife Australia Limited has leased 754 square metres for a term of 7 years commencing 17 February 2025 with fixed 3.5% annual reviews.
- Suite 2: Lease executed with Commonwealth of Australia on behalf of Australian Centre for International Agricultural Research (ACIAR) for 1,404sqm<sup>1</sup> for a term of 12 years commencing 1 August 2025 with fixed 3.5% reviews.
- Asset provides a compelling 9.4-year WALE, 90% (approx.) leased to government tenants, with no major expiry until 2032.

### 510 Church Street, Cremorne

- 2,582m<sup>2</sup> of vacancy (approximately 12.7% asset and 6.7% portfolio ) split to provide 2 tenancies that benefit from a speculative fitout completed in October 2023.
- In Q4, Management recovered 10 car bays to be able to provide parking more closely aligned with market expectations.
- Post completion, fitout costs have continued to escalate, positioning the fund to be able to offer competitive terms to prospective tenants.
- The market is highly competitive, characterised by high levels of vacancy and incentives in other Melbourne fringe sub-markets and the CBD. Market conditions forecast to remain challenging in the short term.

### Speculative Suite Strategy – 510 Church Street, Cremorne



1. NLA subject to survey of ACIAR suite upon completion of Lessor works.



## 38 Sydney Ave, Forrest, ACT



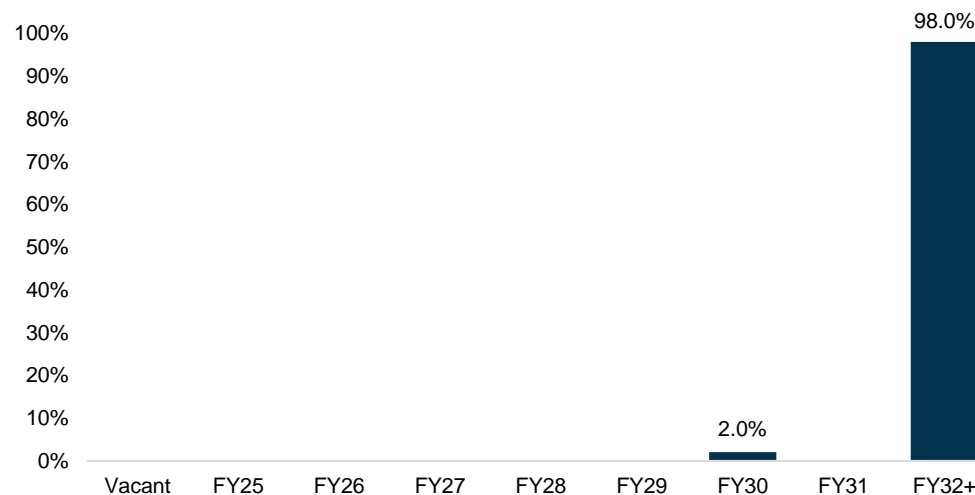
### Overview

- The Property comprises a modern four storey A-Grade commercial office building, with a single basement car park accommodating 82 car spaces, bicycle storage, and end of trip facilities
- The building achieved a 5.0 Star NABERS Energy rating in February 2024
- Rental guarantee (level 1) expired circa December 2024
- Leases executed for 2,158sqm<sup>4</sup>. Building 100% leased with 9.4 year WALE<sup>1</sup>.
- The weighted average rent review is 3.5%<sup>1,2</sup> p.a.

1. Weighted by gross income including car parking, excluding outstanding incentives  
 2. CPI based on September quarter 2024 ABS CPI data  
 3. Crown leasehold.  
 4. NLA subject to survey of ACIAR suite upon completion of Lessor works.

Tenancy Profile					
Tenant	% total Gross Rent <sup>1</sup>	NLA (sqm)	Review type	Expiry date	Option to extend
Comm Gov (ANAO)	56.3%	4,857	Fixed	Dec-34	5
Comm Gov (ACIAR)	15.3%	1,404	Fixed	Jul-36	0
SRC Australia	18.1%	1,541	CPI	Jan-32	5
CropLife	8.3%	754	Fixed	Feb-32	5
On The Corner Café	2.0%	114	Fixed	Nov-29	5
<b>Total</b>	<b>100.0%</b>	<b>8,670</b>			

### Lease expiry profile (by income)<sup>1</sup>



Summary Metrics	
December Valuation	\$66.8m
Independent Valuation Date	June 2024
Ownership interest	100%
Title <sup>3</sup>	Leasehold
NABERS rating	5.0 Star
NLA	8,670sqm
Site Area	3,269sqm
Occupancy <sup>1</sup>	100.0%
WALE <sup>1</sup>	9.4 years
Cap Rate	6.25%
\$/Sqm	\$7,705







## 34 Southgate Ave, Cannon Hill QLD



### Overview

- 34 Southgate Avenue is a modern high tech industrial building that is wholly leased to ASX listed Michael Hill International (ASX:MHJ)
- The lease is subject to a fixed annual review of 3.0% p.a.
- Certified 5.0 Star NABERS Energy Rating

1. Weighted by gross income including car parking

### Tenancy Profile

Tenant	% total Gross Rent <sup>1</sup>	NLA (sqm)	Review type	Expiry date	Option to extend
Michael Hill	100.0%	3,585	Fixed	Sept 32	2 x 5
<b>Total</b>	<b>100.0%</b>	<b>3,585</b>			

### Lease expiry profile (by income)<sup>1</sup>



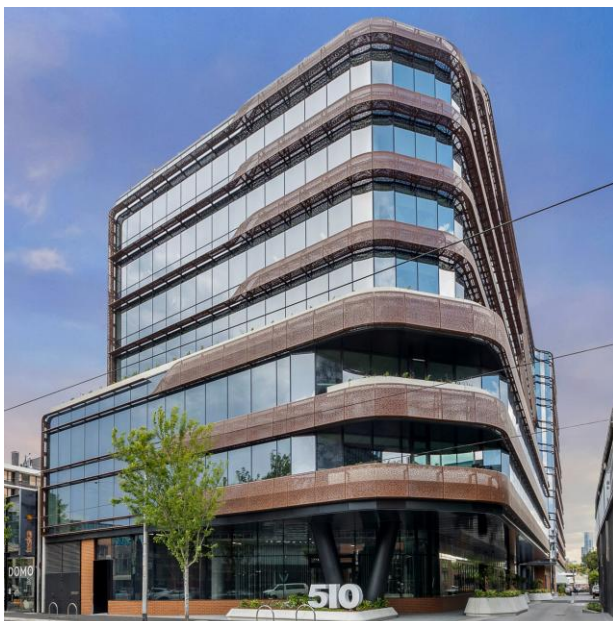
### Summary Metrics

December Valuation	\$30.0m
Independent Valuation Date	June 2024
Ownership Interest	100%
Title	Freehold
NABERS Rating	5.0 Star
NLA	3,585sqm
Site Area	2,598sqm
Occupancy <sup>1</sup>	100.0%
WALE <sup>1</sup>	7.7 years
Cap Rate	6.50%
\$/SqM	\$8,368





## 510 Church Street, Cremorne VIC



### Overview

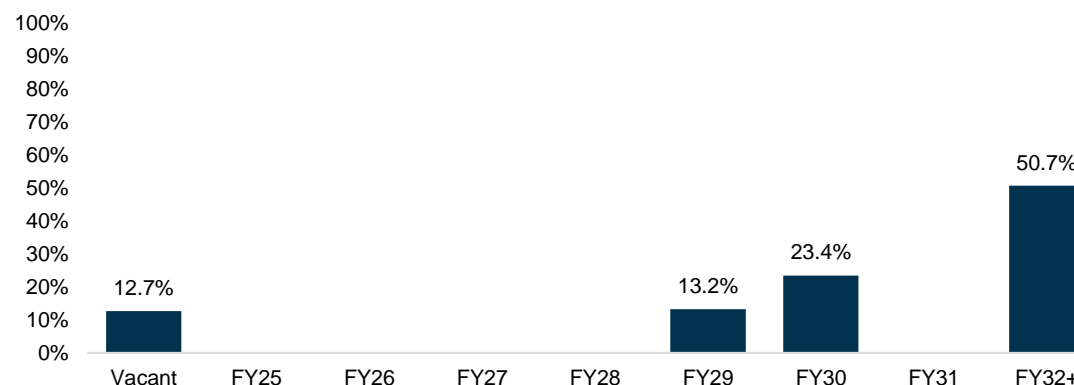
- 510 Church Street is a modern A-grade office/healthcare (65% office/35% healthcare) building comprising 19,719sqm of lettable area across 9 levels, 6 levels of office, 3 levels of healthcare accommodation, ground floor retail and 145 car parks
- The property has a 5.0 Star<sup>2</sup> NABERS Energy Rating with Green Power and 5.0 Star Green Star Design Rating

1. At 50% ownership  
 2. 4.5 Star NABERS, 5.0 Star NABERS with Green Power. The building is tracking to a simulated NABERS rating of 5.0 Star excluding Green Power, upon re-rating the building is expected to achieve a 5 Star NABERS Energy Rating.  
 3. At 100% ownership  
 4. Weighted by gross income including car parking, excluding outstanding incentives

Tenancy Profile					
Tenant	% Total Gross Rent <sup>4</sup>	NLA <sup>3</sup> (sqm)	Review type	Expiry date	Option to extend
Dentsu	26.8%	4,668	Fixed	Jul-29	3
Comm Gov (NDIA)	25.1%	4,307	Fixed	Nov-31	5
Monash IVF	16.1%	2,623	Fixed	Jan-32	5 + 5
Kane	8.7%	1,393	Fixed	Oct-31	5 + 5
TGI Sport Marketing	8.1%	1,400	Fixed	Feb-32	3
Alfasi Corporate Services	6.4%	1,174	Fixed	Oct-28	3
PZ Cussons	4.7%	804	Structured	Dec-28	-
Mobilia	4.1%	768	Fixed	Jan-29	3 + 3
<b>Total</b>	<b>100.0%</b>	<b>17,137</b>			

Summary Metrics	
December Valuation <sup>1</sup>	\$105m (50%)
Independent Valuation Date	June 2024
Ownership Interest	50%
Title	Freehold
NABERS Rating	5.0 Star <sup>2</sup>
NLA <sup>3</sup>	19,719sqm
Site Area <sup>3</sup>	3,026sqm
Occupancy <sup>4</sup>	87.3%
WALE <sup>4</sup>	5.1 years
Cap Rate	6.00%
\$/Sqm <sup>3</sup>	\$10,650

### Lease expiry profile (by income)<sup>4</sup>







# FY25 ESG initiatives

Property	Current / Target NABERS Rating	FY25 Initiatives
510 Church Street, Cremorne, VIC	Achieved: 5.0 Star <sup>1</sup>	Continue optimising building performance to achieve a 5.0 Star NABERS rating without Green Power once the building has reached 100% occupancy
34 Southgate Avenue, Cannon Hill, QLD	Achieved: 5.0 Star	Achieved 5.0 Star NABERS rating in December 2023
38 Sydney Avenue, Forrest, ACT	Achieved: 5.0 Star	Continue implementing NABERS Improvement Plan. Building achieved 5.0 Star NABERS rating in February 2024

**5.0 Star NABERS Rating across the portfolio**

**~260kW Solar systems**

**Focus on maximising sustainability through building commissioning and tuning**



1. The building designed to achieve this NABERS rating. Currently rated 4.5 Star or 5.0 Star with Green Power. Building is on track to achieve 5.0 Star when 100% occupied.





### 3. Financials





## HY25 profit & loss highlights

Statutory net profit

**\$1.9m**

(HY24: \$2.3m)

Statutory net profit of \$1.9 million for the period. An increase in net property income and reduction in finance costs during the period offset by a net fair value loss on investment properties of \$1.1 million.

Operating profit

**\$2.6m**

(HY24: \$1.8 million)

Operating profit<sup>1</sup> of \$2.6 million (equating to 1.2 cps) includes net operating property income<sup>2</sup> of \$5.5 million from the three investment properties offset by finance costs of \$2.1 million.

Distributions per security

**1.5cps**

(HY24: 3.0cps)

The Fund continued to pay fully franked distributions during the period and has a franking account balance of \$6.9 million as at 31 December 2024.

PROFIT & LOSS STATEMENT	HY25 (\$m)	HY24 (\$m)	Change (\$m)	Change (%)
Gross property income	6.8	6.6	0.2	
Other income	0.1	0.1	-	
<b>TOTAL REVENUE</b>	<b>6.9</b>	<b>6.7</b>	<b>0.2</b>	<b>3.0%</b>
Direct property expenses	1.3	1.3	-	
Management fees and expenses	0.9	0.9	-	
Finance costs	2.1	2.7	(0.6)	
<b>TOTAL EXPENSES</b>	<b>4.3</b>	<b>4.9</b>	<b>(0.6)</b>	<b>(12.2%)</b>
Income tax expense	-	-	-	
<b>OPERATING PROFIT<sup>1</sup></b>	<b>2.6</b>	<b>1.8</b>	<b>0.8</b>	<b>41.7%</b>
Non-operating items	(0.7)	0.5	(1.2)	
<b>STATUTORY NET PROFIT</b>	<b>1.9</b>	<b>2.3</b>	<b>(0.4)</b>	<b>(18.9%)</b>
Weighted average securities on issue	215.0	144.4	70.6	
<b>STATUTORY EPS</b>	<b>0.9 cps</b>	<b>1.6 cps</b>	<b>(0.7) cps</b>	<b>(43.8%)</b>
<b>OPERATING EPS<sup>1</sup></b>	<b>1.2 cps</b>	<b>1.3 cps</b>	<b>(0.1) cps</b>	<b>(7.7%)</b>
<b>DISTRIBUTIONS CPS</b>	<b>1.5 cps</b>	<b>3.0 cps</b>	<b>(1.5) cps</b>	<b>(50.0%)</b>

- Operating profit is a financial measure which is not prescribed by Australian Accounting Standards (AAS) and represents the profit under AAS adjusted for non-operating items. The above report is prepared on an operating basis. For full statutory accounts including disclosures together with operating to statutory reconciliation refer 360 Capital REIT Interim Financial Report for the half-year ended 31 December 2024.
- Net operating property income excludes IFRS adjustments such as straight-lining of rental income and amortisation of lease incentives.



## HY25 balance sheet highlights

### Property Portfolio

**\$201.8m**

(June 2024: \$201.4m)

All properties have been independently valued as at 30 June 2024, with HY25 directors' valuations which were in line with FY24 except for 38 Sydney Avenue which increased \$0.4 million reflecting recent leasing and part payment of incentives.

### Borrowings

**\$69.8m**

(June 2024: \$73.4m)

Borrowings reduced \$3.6 million in HY25 with proceeds from DRPs, and non-core sale, reducing gearing<sup>1</sup> to 33.6%.

### NTA

**\$0.60**

per security  
(June 2024: \$0.61)

NTA of \$0.60 per security was down from \$0.61 per security as at 30 June 2024.

BALANCE SHEET	31-Dec-24 (\$m)	30-Jun-24 (\$m)	Change (\$m)	Change (%)
Cash	1.8	2.4	(0.6)	
Investment properties	201.8	201.4	0.4	
Other assets	0.3	0.3	-	
Investment in HomeHQ	-	3.3	(3.3)	
<b>TOTAL ASSETS</b>	<b>203.9</b>	<b>207.4</b>	<b>(3.5)</b>	<b>(1.7%)</b>
Payables	3.2	3.4	(0.2)	
Borrowings	69.8	73.4	(3.6)	
Deferred tax liabilities	-	0.3	(0.3)	
Provision for income tax	0.3	-	0.3	
Distributions payable	1.6	1.6	-	
<b>TOTAL LIABILITIES</b>	<b>74.9</b>	<b>78.7</b>	<b>(3.8)</b>	<b>(4.8%)</b>
<b>NET ASSETS</b>	<b>129</b>	<b>128.7</b>	<b>0.3</b>	<b>0.2%</b>
Securities on issue	216.5	212.4	4.1	1.9%
NTA per security	\$0.60	\$0.61	(\$0.01)	(1.6%)
Gearing <sup>1</sup>	33.6%	34.6%	(1.0%)	(2.9%)

1. Calculated as (borrowings less cash) divided by (total asset less cash)








## Valuations, capital management, interest rate strategy

### Valuations

- All properties were independently valued for 30 June 2024.
- Internal valuations were undertaken for 31 December 2024, with values to be retained with the exception of 38 Sydney Avenue which increased \$0.4 million reflecting recent leasing activity and fitout costs.
- We expect valuations to start stabilising given likelihood interest rates have peaked in this interest tightening cycle.
- Increased rents (through annual rent reviews) and recent leasing activity helping valuations stabilise.

Property Value Movement	Value and Cap Rate	
	31 Dec 24	30 Jun 24
 <b>510 Church Street, Cremorne, VIC</b>	\$105.0m 6.00% \$10,650/Sqm	\$105.0m 6.00% \$10,650/Sqm
 <b>34 Southgate Ave, Cannon Hill, QLD</b>	\$30.0m 6.50% \$8,368/Sqm	\$30.0m 6.50% \$8,368/Sqm
 <b>38 Sydney Ave, Forrest, ACT</b>	\$66.8m 6.25% \$7,705/Sqm	\$66.4m 6.25% \$7,616/Sqm
<b>Total:</b>	<b>\$201.8m</b> <b>6.16%</b>	<b>\$201.4m</b> <b>6.16%</b>

### Debt facility and interest rate strategy

#### Debt terms

- Debt facility was reduced to \$80.0 million upon extension of facility.
- Current facility details:
  - Term: 3 years
  - Expiring: August 2027
  - Facility Limit: \$80.0 million
  - LVR covenant: 55% (actual 34.8%)
  - Drawn amount: \$70.0 million
  - ICR covenant: 1.5x (actual 2.8x)

#### Capital Management

- TOT has raised \$32.2 million in equity and non-core assets sales for debt reduction over the past 18 months and has now completed this and turned off the DRP.

#### Interest Rate Strategy

- Currently 100% floating to benefit from a potential fall in Australian interest rates.
- All four banks expect Australian interest to fall between 0.5% and 1.0% over next 18 months.



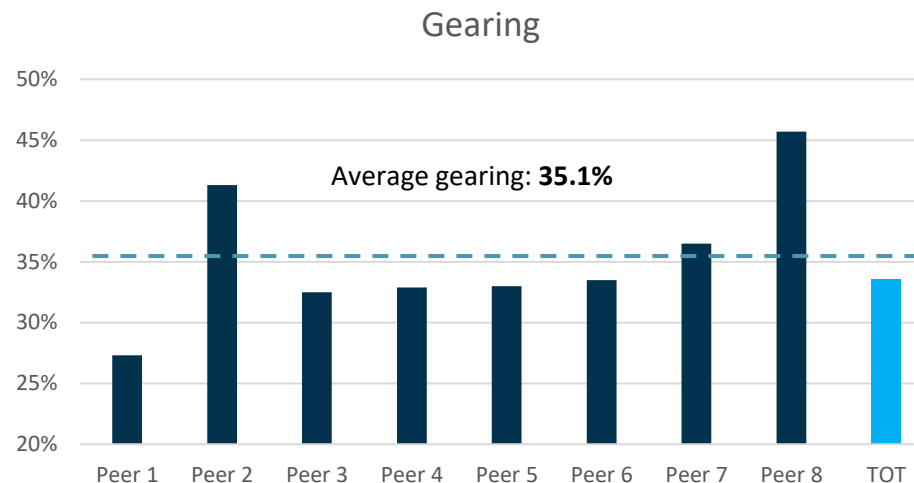
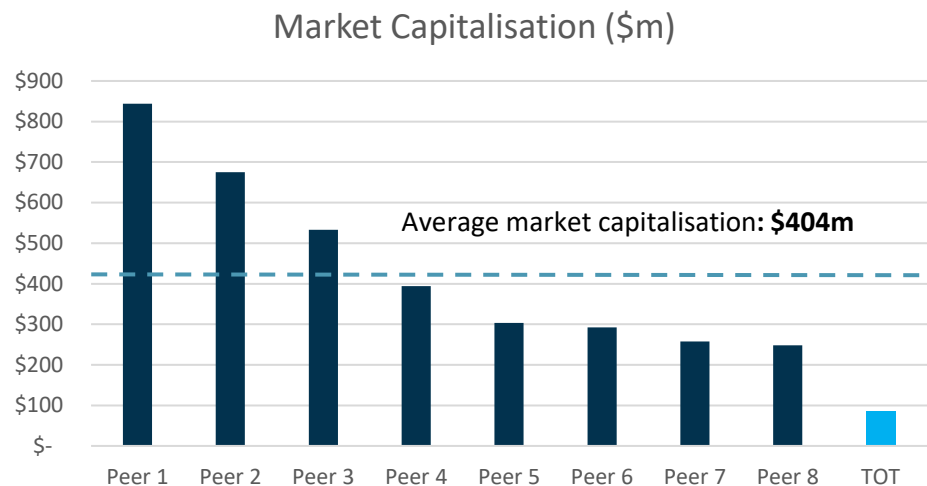
5. FY25 key focus and guidance





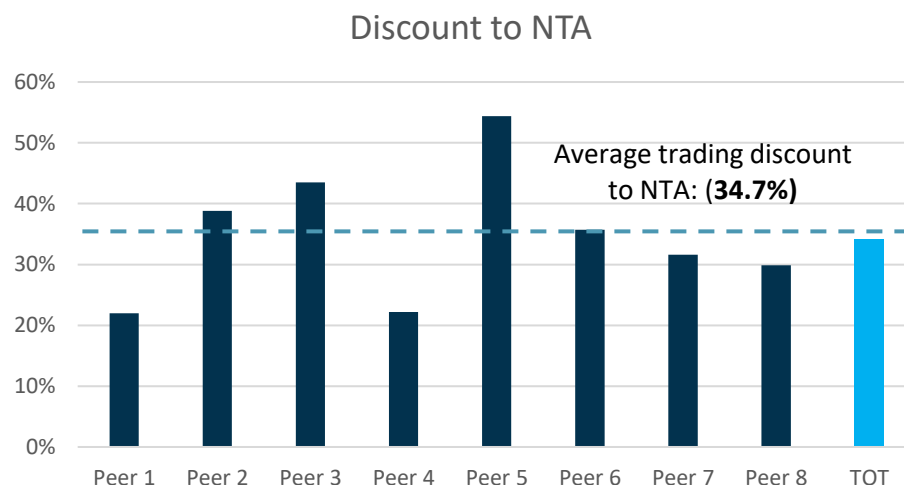
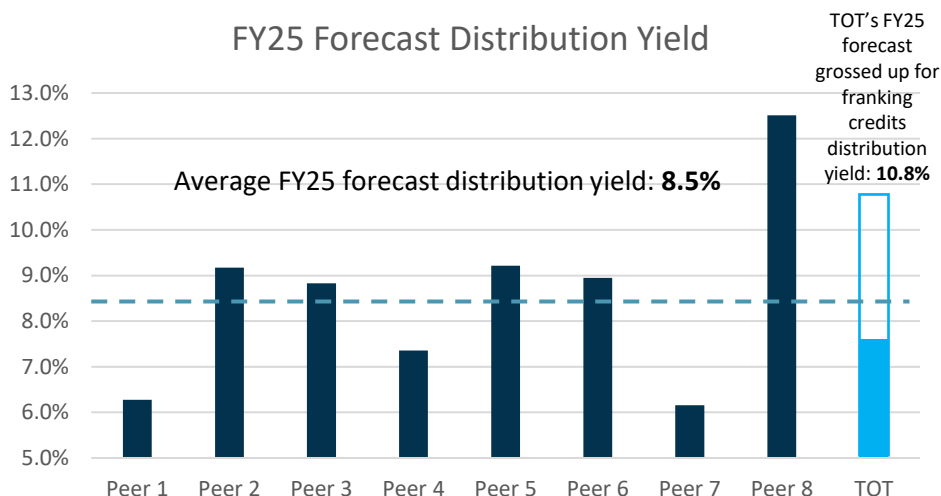
## TOT peer comparison

“TOT generally priced in line with peers, except for no value attributable to TOT’s unique franking of distributions”



**\$85.5m**  
Market Capitalisation<sup>1</sup>

**33.6%**  
Gearing<sup>2</sup>



**7.6%**  
FY25 forecast fully franked distribution yield<sup>3</sup>

**(34.2%)**  
Trading price discount to audited NTA per security<sup>4</sup>

1. Based on 216,452,439 securities at \$0.395 per security
2. Gearing calculated as (borrowings less cash) divided by (total asset less cash)
3. Based on FY25 forecast distribution of 3.0cps and 31 December 2024 ASX closing price of \$0.395 per security
4. Based on 31 December 2024 ASX closing price of \$0.395 per security and audited NTA of \$0.60 per security



FY25 key focus

Leasing

Capital management

Trading price

Distribution guidance

Focus

Status

<p>Complete leasing of only remaining vacancy at:</p> <ul style="list-style-type: none"> <li>• 510 Church Street, Cremorne</li> </ul>	<ul style="list-style-type: none"> <li>• Ongoing leasing 2,582 square metres (6.7% of portfolio) during HY25 period, focused on leasing remaining vacancy at 510 Church Street.</li> </ul>
<ul style="list-style-type: none"> <li>• Continue to maintain gearing within 30-40% range</li> </ul>	<ul style="list-style-type: none"> <li>• Capital management completed and DRP turned off with gearing at lower end of range at 33.6% as at 31 December 2024 with minimal forecast capex</li> </ul>
<ul style="list-style-type: none"> <li>• Continue to market to new investors</li> <li>• Gain broker research coverage</li> <li>• Focused on closing trading discount</li> </ul>	<ul style="list-style-type: none"> <li>• Greater interest post FY24 capital management initiatives, leasing activity and unique position of providing fully franked distributions</li> </ul>
<ul style="list-style-type: none"> <li>• FY25 forecast fully franked distribution guidance of 3.0cps maintained, paid quarterly</li> </ul>	<ul style="list-style-type: none"> <li>• Minimal capex and expiries provide predictable cashflow and distribution certainty</li> </ul>





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