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# 360 Capital Group (ASX: TGP) FY21 Results Presentation

26 August 2021



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**“360 Capital Group is an ASX-listed, investment and funds management group, focused on strategic and active investment management of alternative assets”**

**We operate predominantly in Australia and New Zealand investing and managing across three strategies:**

- Real Assets
- Private Equity
- Credit

**Through the creation of investment products for our 10,000+ investors and partners, 360 Capital Group generates and grows its recurring revenue across:**

- Funds Management
- Principal Investing
- Trading Profits

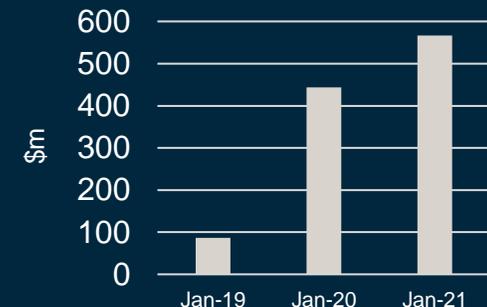
**Operating Earnings**



**Distribution/Dividend**



**FUM**





# 1. Snapshot of FY21 Results

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## Snapshot of FY21 Results



**\$21.0m**

Operating Revenue  
(up 121% on pcp)



**\$5.3m**

Statutory Profit After  
Tax  
(up 307% on pcp)



**\$9.1m**

Operating Net Profit  
(up 111% on pcp)



**0.0%**

Gearing



**\$0.91**

NAV Per Security  
(up 1.3% on pcp)



**2.4cps**

Statutory  
Earnings  
(up 306% on pcp)



**4.2cps**

Operating  
Earnings  
(up 100% on pcp)



**4.0cps**

Distribution  
(In line with guidance)  
(100% Tax Deferred)

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## 2. FY21 Key Highlights

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## Real Assets

- TOT successfully repositioned its strategy to become a pure real estate equity investment REIT
- TOT mainly comprises two strategic investments being, 12.8%<sup>(1)</sup> of \$1.3 billion Irongate Group (ASX:IAP) and 50% PMG Funds Management (FUM NZ\$781m)
- Hotel Capital Partners secured hotel mandate and purchased its first hotel for \$146m on behalf of a US based private equity fund
- GDC raised \$15.1 million and consolidated gross assets increased to \$163.8 million
- GDC deployed \$82.3 million of capital across AirTrunk, ETIX Everywhere, Guam

## Private Equity

- Contracted to sell Digital Software Solutions (1.8x multiple on group capital), subject to Dealt shareholder approval
- Closed \$11.8 million raising in 360 Capital Cardioscan Trust
- Raised \$15.6 million in first round and \$20.0 million in second funding round of 360 Capital FibreconX Trust
- Realised \$9.1m total return on \$21.7m investment in E&P Financial Group Limited equating to an IRR of 54.9%

## Credit

- TGP appointed RE of 360 Capital Enhanced Income Fund (ASX:TCF) formerly Australian Enhanced Income Fund, changed Fund's strategy, raised \$12.1 million to recap Fund.
- Funds fully deployed into corporate loan investments, investigating further capital raisings, monthly distributions at 6.0% p.a.
- Currently exploring new wholesale credit fund due to wholesale investor demand

## Group Simplification Strategy

- Late FY21, Group streamlined its investment strategy:
- Wound up low margin Public Equity Strategy
- Group's resources refocused on higher margin principal investing and scalable funds management activities
- Reduced staff count from 30+ peak to 17 reflecting FY22 simplification of operations, saving approximately 50% p.a.

## Principal Investing

- Deployed majority of the balance of TGP's cash predominantly into Irongate Group (ASX: IAP) (\$50.1m), FibreconX (\$10.0m), E&P Financial Group Limited (ASX:EP1) (\$21.7m)



### 3. Funds Management

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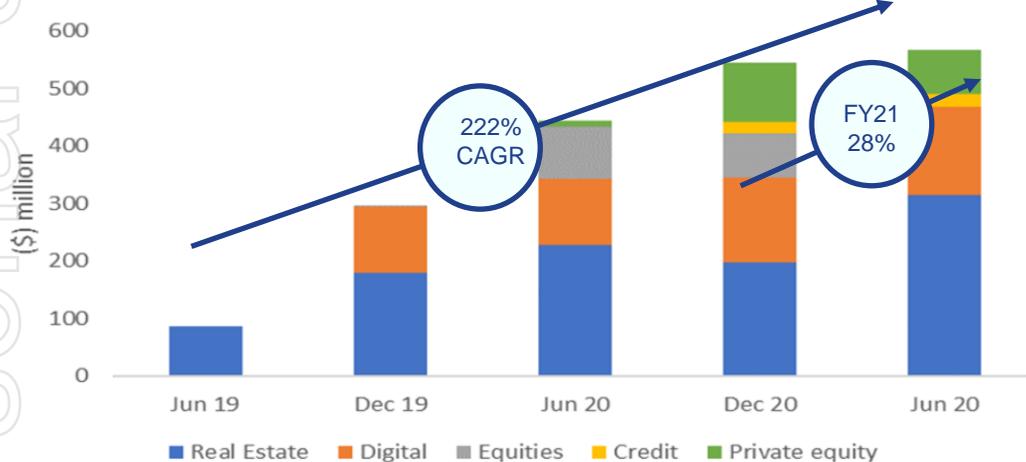




## Existing Platform

- FUM Increased from \$444 million to \$569 million, up 28% over the past 12 months despite exiting the Public Equities Strategy
- Real Assets majority of FUM: TOT, GDC, HCP
- FM business now at break-even- scaling expected to deliver bottom line profitability
- Focus FM business on higher margin activities – Real Assets, Private Equity, Credit Strategies

Funds Under Management (FUM)



## Public Equity Strategy - Strategic Review

- Exited Public Equities during year as subscale, low fees and competitive marketplace
- 360 Capital Active Value Fund wound up
- Ralton Asset Management sold post period for nominal amount
- Cambridge Investment Partners wound up

## Digital Infrastructure Strategy - Strategic Review

- The Group has commenced a formal sale process on its co-investment and management rights to its Digital Infrastructure interests, including Global Data Centre Group (ASX: GDC) after receiving numerous approaches
- The Group has approximately \$65.5 million in capital invested in digital infrastructure strategies plus management rights, currently generating minimal income returns
- This process commenced by separately branding the business away from 360 Capital
- The process only includes the Group's interests. Our JV Partner, David Yuile, MD 360 Capital Digital Infrastructure will continue to manage and own the other 50% of the management rights.

# 360 Capital's Platform



## REAL ASSETS

360 Capital REIT  
(ASX: TOT)

Hotel Capital Partners  
(Mandate)

Global Data Centre  
Group  
(ASX: GDC)

## PRIVATE EQUITY

360 Capital CardioScan  
Trust

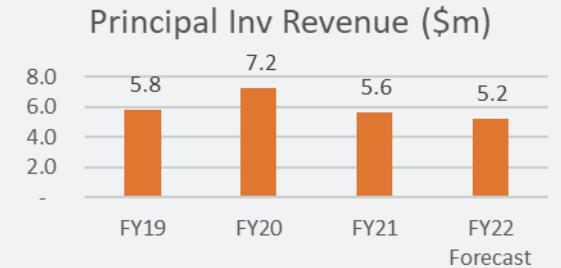
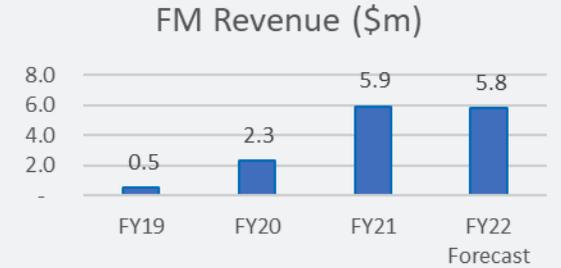
360 Capital FibreconX  
Trust

Digital Software  
Solutions Pty Ltd

## CREDIT

360 Capital Enhanced  
Income Fund (ASX: TCF)

## Three Revenue Streams



# Real Assets Funds - \$468.9 million



Fund/Business	GAV	Key Assets/ Mandates
360 Capital REIT (ASX: TOT) (Real Estate Equity)	\$168.3 million	 
Global Data Centre Group (ASX: GDC) (Data Centres)	\$154.6 million	   
Hotel Capital Partners (Mandate)	\$146.0 million	<p>Hotel Capital Partners (HCP) is a specialised Hotel Investment Company in partnership with Hotel fund manager, Stephen Burt. The Group owns 70% of HCP. HCP's first mandate is to build out a portfolio of Australian and NZ hotels on behalf of well capitalised Global equity partner. To date, on behalf of its capital partner, HCP has purchased its first hotel for \$146 million and has several opportunities to acquire further hotels/portfolios on behalf of our partners.</p>

## Real Assets Strategy

- Real Estate investment strategy currently focused on indirect real estate securities with direct asset /value add opportunities to invest as market normalizes
- Digital Infrastructure JV currently under strategic review
- Market for Hotel and accommodation investments undergoing short term impact of Covid 19. This special situation has allowed HCP (with our capital partners) to capitalise on opportunities
- Group continues to attract private equity capital for larger opportunities
- Diverse source of capital for real assets provides flexibility for our Real Asset strategies

## Private Equity Funds - \$79.4 million



Fund/Business	GAV	Key Assets
360 Capital CardioScan Trust	\$11.4 million	 <p>Fund has a ~20% interest in the holding company of CardioScan. Established in Australia in 1984, CardioScan is global cardiac reporting business. Fund has provided growth capital alongside another PE investor. Exit via trade sale or IPO.</p>
360 Capital FibreconX Trust	\$64.0 million	 <p>Round 1 raising of \$15.6 million and \$20.0 million completed 2H21. FibreconX is building a 180 km dark fibre network connecting Sydney data centres. Exit opportunities including IPO or trade sale. Group has a 39.1% interest in 360 Capital FibreconX Trust which owns FibreconX Pty Ltd</p>
Digital Software Solutions	\$4.0 million	 <p>The shareholders of Digital Software Solutions (DSS) have agreed to sell the company to Dealt Limited (Formerly Velocity Property Group) for \$4.0 million (ASX:DET), The Group invested \$1.0 million into DSS in FY20 and will receive approximately 1.8X multiple of capital on realisation in FY22.</p>

### Private Equity Strategy

- Private Equity Strategy continues to be key investment strategy of Group's three investment strategies
- Group will look to exit existing portfolio of PE opportunities over the next 12-18 months
- Will look to reinvest principal capital into further PE opportunities alongside our wholesale investors
- Happy to partner with other PE funds
- Must have control or significant influence to drive investment outcomes



### Credit

360 Capital Enhanced Income Fund (ASX:TCF) transitioned from Elstree Investment Management Pty Ltd to 360 Capital FM Limited on 9 September 2020. Unitholder support of 99.8% for change of RE and investment strategy.

Successfully completed a capital raise in December 2020 through the issue of new units at \$5.94, equivalent to the NAV of the Fund.

Successful close of first investment in the Fund, deploying the available capital in a senior secured loan to a corporate borrower, within the Fund's investment strategy

Monthly distributions commenced in April 2021 at 3.0cpu/ month equivalent to **6.1%** annualised distribution yield

Management focus continues to be on the growth, diversification and liquidity of TCF through new investment opportunities achieved by further capital raisings

Alternative growth strategies being explored including unlisted funds, real estate debt and distressed credit

### Credit Strategy

- Deal flow remains strong as Banks continue to retreat from parts of the lending market
- Group will allocate further capital to credit strategies as other co-investment capital is recycled
- TCF continues to trade well and will seek to scale up with further capital raisings in FY22
- Wholesale credit fund currently being established with several cornerstone investors secured
- Real estate credit to form part of group credit strategy on an ongoing basis



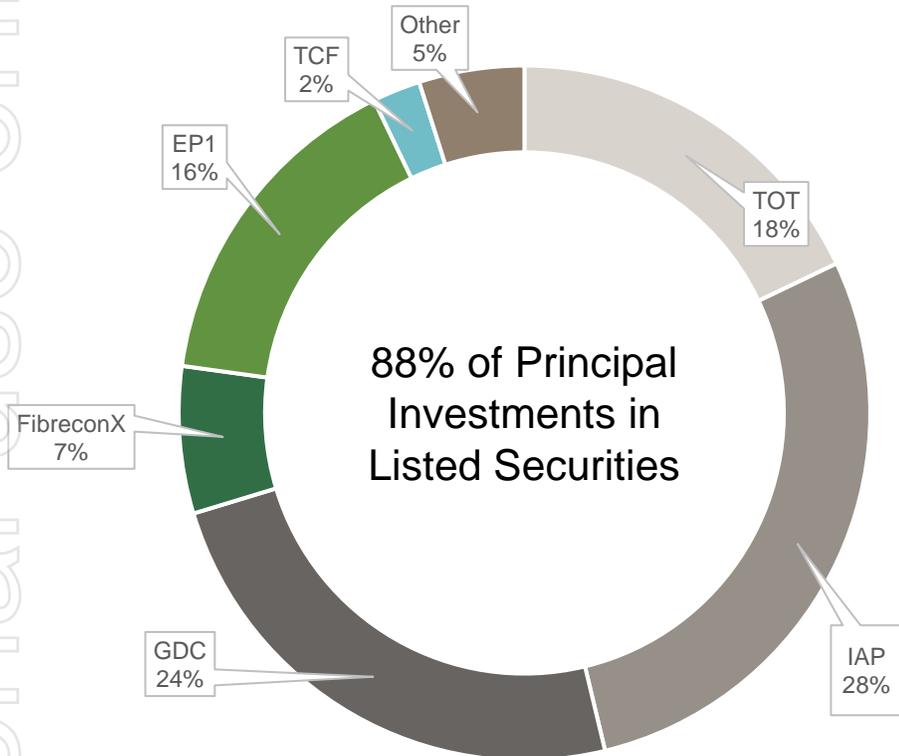
## 4. Principal Investments

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# 360 Capital's Principal Investments Break up



## Principal Investment Exposures



## Principal Investments

- 88% of principal investment in listed investments
- Balance of balance sheet in PE funds managed by 360 Capital
- EP1 liquidated post 30 June 2021, with approximately \$10.4 million of the proceeds reinvested into IAP
- Look to recycle digital co-investment capital into higher yielding PE and Credit opportunities

## Principal Investment Break up (\$m) June 2021

Co-Investment	Value (\$m)	Yield/Growth
TOT	\$ 31.7	6% p.a.
IAP	\$ 50.1	6% p.a.
GDC	\$ 42.6	Growth
FibreconX	\$ 12.4	Growth
EP1	\$ 28.9	Exited Post 30/6/21
TCF	\$ 4.0	6% p.a.
Other	\$ 8.9	Various
	<b>\$ 178.6</b>	

## Key Principal Investments



### Global Data Centre Group (ASX:GDC) - \$42.6m 33.2%

Managed in JV, GDC is a global data centre investor and operator with interests in 14 data centres. GDC was listed on the ASX in Oct 2019 and has gross assets of \$154.6m

1. Etix Everywhere- Portfolio of 6 operating data centres with 2 wholly owned and 4 in 50/50 JVs across France and Belgium
2. Investment in operating company (Gateway Network Connections) which owns and operates a data centre in Piti, Guam (a US territory). Completed mid September 2020
3. Initial investment of \$28.7m in the MIRA led consortium that recently acquired an 88% stake providing exposure to a pure hyperscale data centre operator, with substantial operations across Asia Pacific. Investment subsequently increased to \$31.4 million
4. Tier III certified data centre located in Perth, Australia. 100% leased for a term of 15 years to Fujitsu with approximately 5 years remaining on the lease

### Irongate Group (ASX:IAP) - \$50.1m 6.5%<sup>(1)</sup>

Irongate is an internally Managed, Australian domiciled REIT with a diversified portfolio of \$1.3 billion of assets across Australia and NZ plus FM business. The Group has co-invested in IAP alongside TOT which combined has a 19.3% stake.

### 360 Capital REIT (ASX:TOT) - \$31.7m 20.2%

Managed by Group, TOT is the Group's flagship real estate equity fund with gross assets of \$168.3 million and main interests in 2 key investments

IRONGATE



12.8%<sup>(1)</sup> interest in Irongate Group (IAP) Irongate is an Australian domiciled REIT with a diversified portfolio of \$1.3 billion of assets across Australia and NZ plus FM business.

50% interest in PMG Funds Management. PMG Funds Management, a diversified New Zealand based commercial real estate funds management business with approximately NZ\$800m of funds under management across five unlisted funds with a 29 year track record.

### FibreconX - \$12.4m 39.1% (MTM \$25.6m)

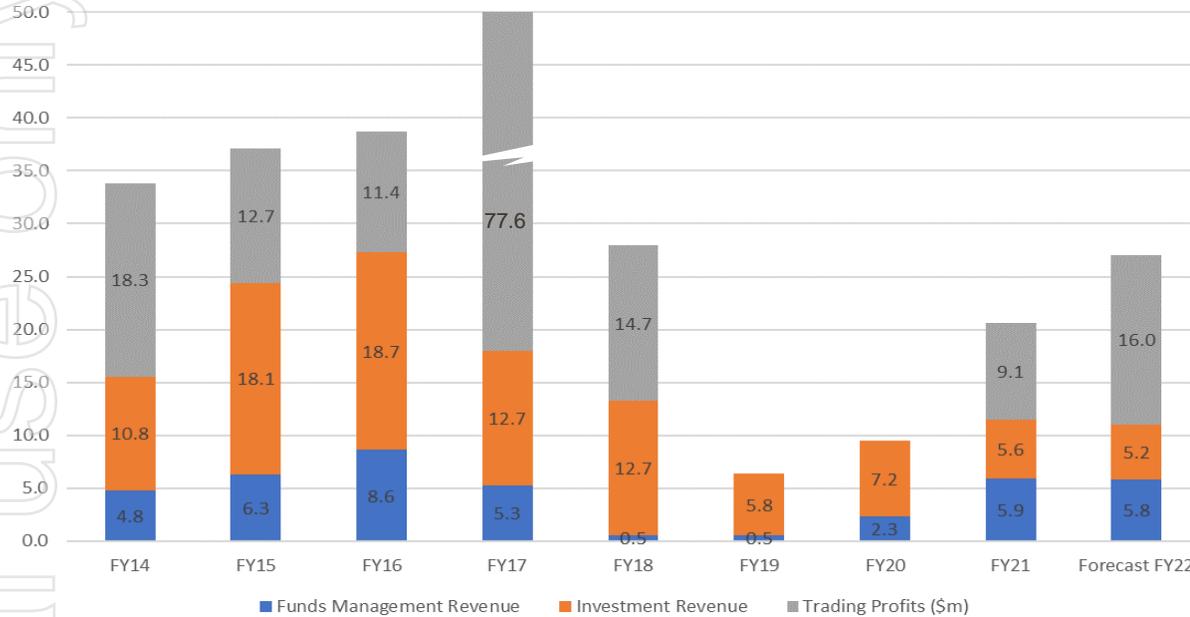
180km private dark fibre network connecting 32 data centres in Sydney and has been constructed by FibreconX with completion expected to be completed in late 2021.

The Group owns its stake via a 360 Capital private equity fund which is managed in the Digital Infrastructure JV. The PE fund has undertaken two raisings so far and now has gross assets of approximately \$64 million.

# 360 Capital's Principal Investment History



## Historic/ Forecast Revenue Composition and Trading Profits



## 360 Capital's History of Trading Profits

- 360 Capital has a history of making trading profits from its investment positions averaging approximately \$18m p.a. (7- 8cps p.a.) since listing
- FY19, FY20 focused on growing FM business and redeploying TGP capital, hence minimum trading activities occurred
- TGP's high conviction investing provides greater probability of successful trading results and exit strategy

Year	Trading Profit (\$m)	Transaction
FY14	\$18.3	Office Fund Recapitalisation
FY15	\$12.7	Hurstville ATO sale profit
FY16	\$11.4	ANI Takeover
FY17	\$77.6	Sale FM Business
FY18	\$14.7	AJD Takeover
FY19	-	-
FY20	-	-
FY21	\$9.1	E&P Financial
FY22 (Forecast)	\$16.0	Forecast PE realisations
<b>Total Trading Profits Since Listing</b>	<b>\$ 159.8</b>	



## 5. FY21 Financials

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## Financials – 30 June 2021 Balance Sheet



Balance Sheet	Jun 21 (\$m)	Jun 20 (\$m)	Change (\$m)	Change (%)
Cash	19.3	83.2	(63.9)	
Global Data Centre Group	42.6	41.9	0.7	
360 Capital REIT	31.7	31.5	0.2	
Irongate Group	50.1	-	50.1	
360 Capital Enhanced Income Fund	4.0	-	4.0	
E&P Financial Group	28.9	-	28.9	
360 Capital Active Value Equity Fund	-	3.6	(3.6)	
CardioScan Trust	6.1	9.2	(3.1)	
FibreconX Trust	12.4	-	12.4	
Childcare loan asset	-	19.8	(19.8)	
Joint ventures	2.8	2.3	0.5	
Goodwill and intangible assets	2.6	3.6	(1.0)	
Receivables	3.7	2.2	1.5	
Other assets	4.3	1.4	2.9	
<b>Total Assets</b>	<b>208.4</b>	<b>198.7</b>	<b>9.7</b>	<b>4.9%</b>
Distributions payable	2.3	2.3	-	
Other liabilities	7.7	1.1	6.6	
<b>Total Liabilities</b>	<b>10.0</b>	<b>3.4</b>	<b>6.6</b>	<b>194.0%</b>
<b>Net Assets</b>	<b>198.4</b>	<b>195.3</b>	<b>3.1</b>	<b>1.6%</b>
<b>Securities on issue 'm</b> (excluding ESP securities)	218,997	218,372	625	
<b>NAV per security (Cents)</b>	<b>90.6</b>	<b>89.4</b>	<b>1.2</b>	<b>1.3%</b>

**\$19.3m**

Cash balance

Post period, TGP settled disposal of E & P Financial Limited, reinvesting \$10.4m into IAP post period

**\$50.1m**

IAP Strategic stake

Strategic investment in Irongate Group increased \$10.4m post period to 6.5% stake with TOT owning a further 12.8% in IAP

**\$149.7m**

Principal & Co-investment

The Group has \$149.7 million in principal investments and co-investment in managed funds. (Excludes Group's investment in EP1)

**\$0.91**

NAV per security

Net Asset Value (NAV) (89.0 cps 30 June 2020) (Excludes 6.0 cps MTM on Fiberconx)

## Financials – FY21 Profit and Loss



Profit and Loss	Jun 21 (\$m)	Jun 20 (\$m)	Change (\$m)	Change (%)
Funds Management Revenue	5.9	2.3	3.6	157%
Investment Revenue <sup>1</sup>	14.7	4.6	10.1	220%
Finance Revenue	0.4	2.6	(2.2)	-85%
<b>Total Revenue</b>	<b>21.0</b>	<b>9.5</b>	<b>11.5</b>	<b>121%</b>
Employment Expenses	(7.9)	(4.4)	(3.5)	79%
Operating Expenses	(2.6)	(1.8)	(0.8)	45%
<b>Operating Profit before Interest and Tax</b>	<b>10.5</b>	<b>3.3</b>	<b>7.2</b>	<b>218%</b>
Interest Expense	-	-	-	
<b>Operating Profit before Tax</b>	<b>10.5</b>	<b>3.3</b>	<b>7.2</b>	<b>218%</b>
Income tax (expense)/benefit	(1.4)	1.0	(2.4)	-240%
<b>Operating Profit after Tax</b>	<b>9.1</b>	<b>4.3</b>	<b>4.8</b>	<b>111%</b>
Non-operating items	(3.8)	(3.0)	(0.8)	27%
<b>Statutory profit attributable to Securityholders</b>	<b>5.3</b>	<b>1.3</b>	<b>4.0</b>	<b>307%</b>
<b>Operating Profit</b>	<b>4.2 cps</b>	<b>2.1 cps</b>	<b>2.1 cps</b>	<b>100%</b>
<b>Statutory Profit attributable to Securityholders</b>	<b>2.4 cps</b>	<b>0.6 cps</b>	<b>1.8 cps</b>	<b>306%</b>
<b>Distribution</b>	<b>4.0 cps</b>	<b>4.0 cps</b>	<b>0.0 cps</b>	<b>0%</b>

**\$5.9m**

Management Fee revenue

157% growth of management fee revenue as Group begins scaling FUM

**\$14.7m**

Investment revenue

Investment revenue growth driven from trading profits from principal investing.

**\$7.9m**

Employment costs

Group's staffed up for full FM platform- Forecast 50% staff cost reduction FY22 through business simplification

**\$9.1m**

Operating profit after tax

Operating profit after tax up 111% mainly from principal investing

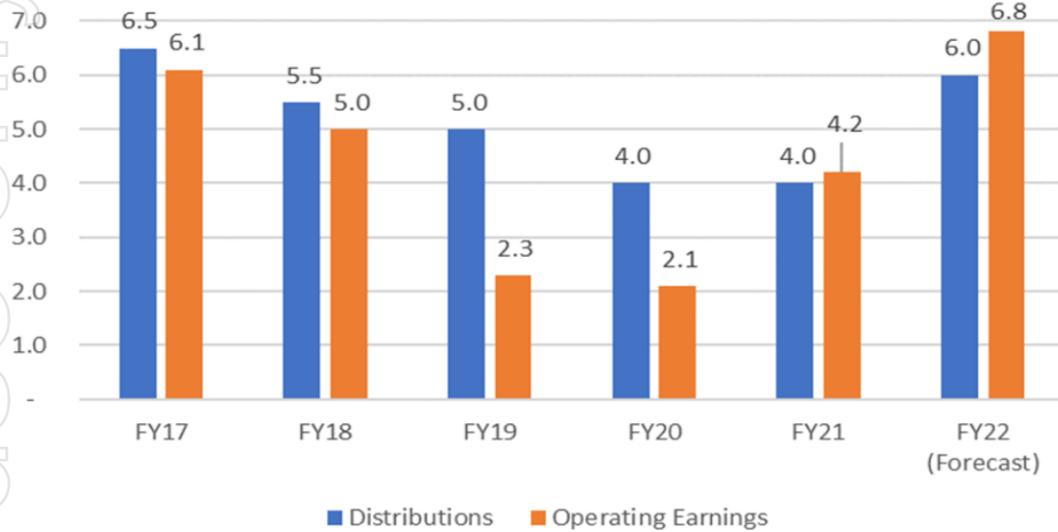
**4.2cps**

Operating profit after tax (cents per security)

Operating profit after tax above distributions



## Distribution & Operating Earnings History



## 360 Capital's History of Trading Profits

- FY19 & FY20 distributions exceeded operating earnings due to sub-scale FM business and under invested balance sheet
- FY22 forecast earnings to be in excess of distributions/dividends
- FY22 forecast dividend of 6.0 cps to be 50% higher than FY21 distribution, due from forecast realisation of certain PE investments and cost reductions through rebasing the FM business
- FY21 earnings exceeding distributions due to principal investing realisations, offset in part by high operating expenses from FM business

## FY20 Revenue Composition

## FY21 Revenue Composition



## Forecast Distribution

- FY22 dividend forecast to be 50% higher than FY21 distribution, and is expected to be 100% fully franked
- Distribution/ Dividend growth subject to realisation of certain PE investments- currently under offer



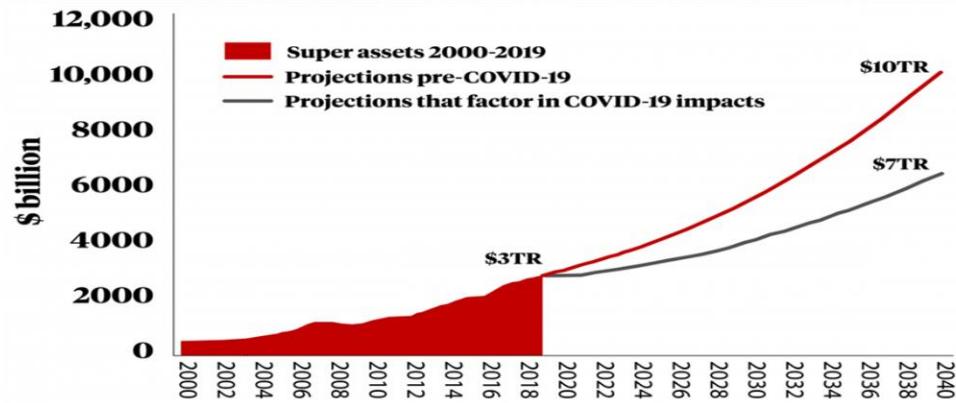
## 6. Alternative Funds Management Marketplace

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## Australian Funds Management Landscape

- Australian real estate fund managers and REITs continue to consolidate, mainly through either private capital (for example: ESR) or FUM growth driven (for example: DXS- APD, CNI – PWG)
- Acquisition multiples for real estate FM business at all time high at up to 10% FUM (for example: PWG) as real estate assets become hard to acquire
- General equity fund managers are operating in a crowded space and becoming price takers on fees at a time we are at the upper end of equities market
- Australian superannuation contributions continue to drive inflows, with alternative assets demand increasing as mainstream equities and fixed interest trading at all time high

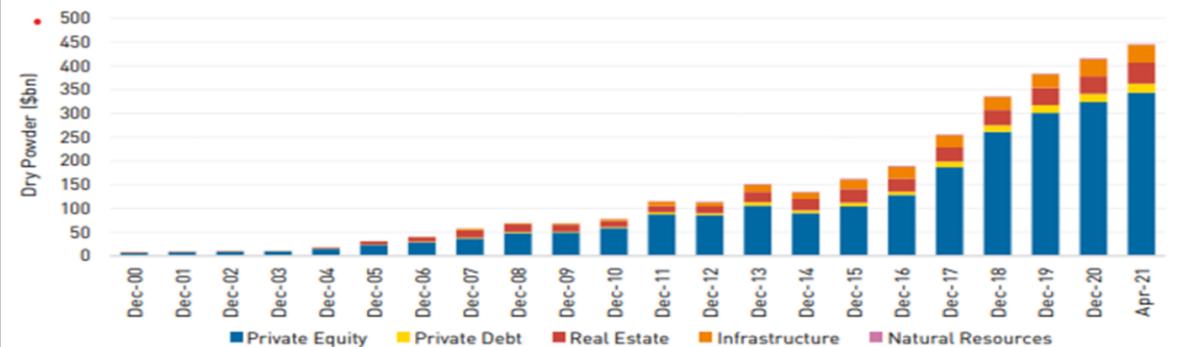


Source: Rainmaker Information

## Alternative Investments and Private Capital Driving Market

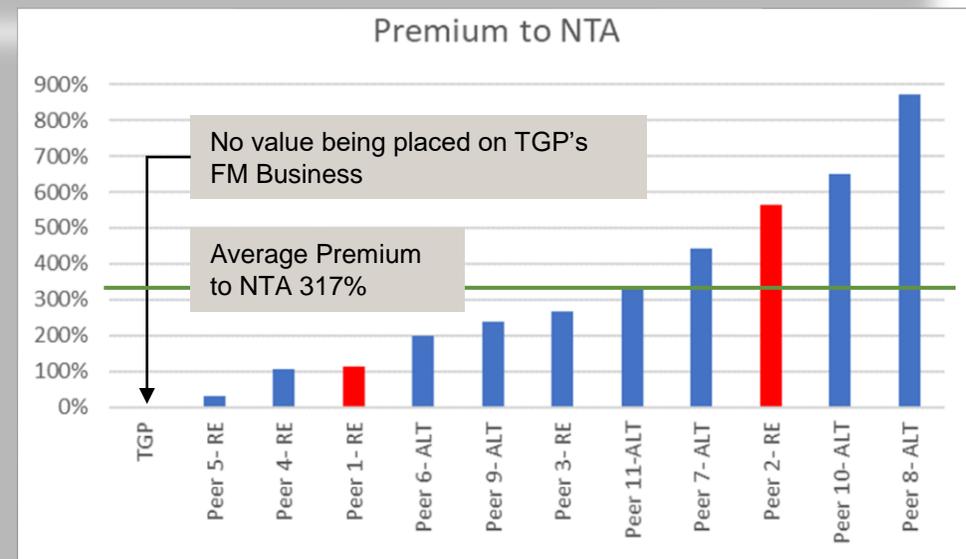
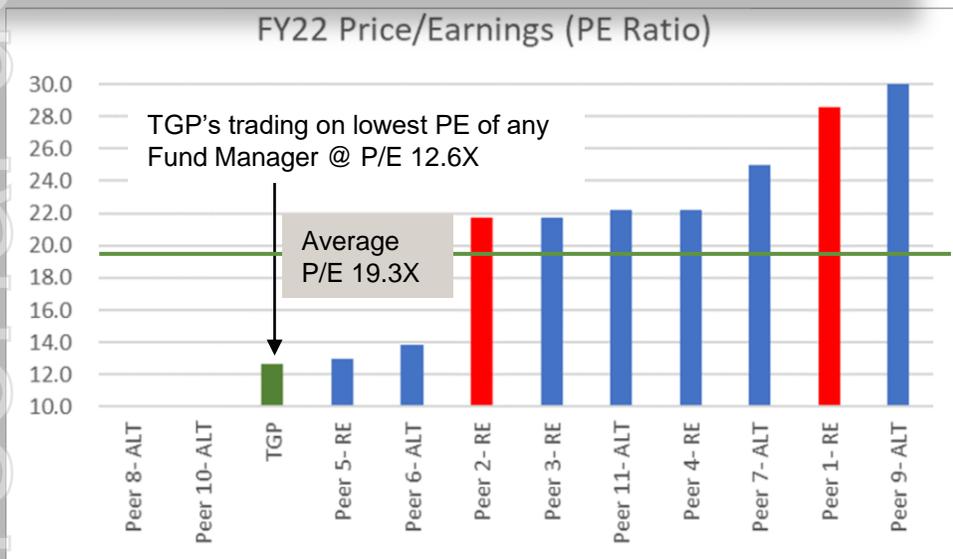
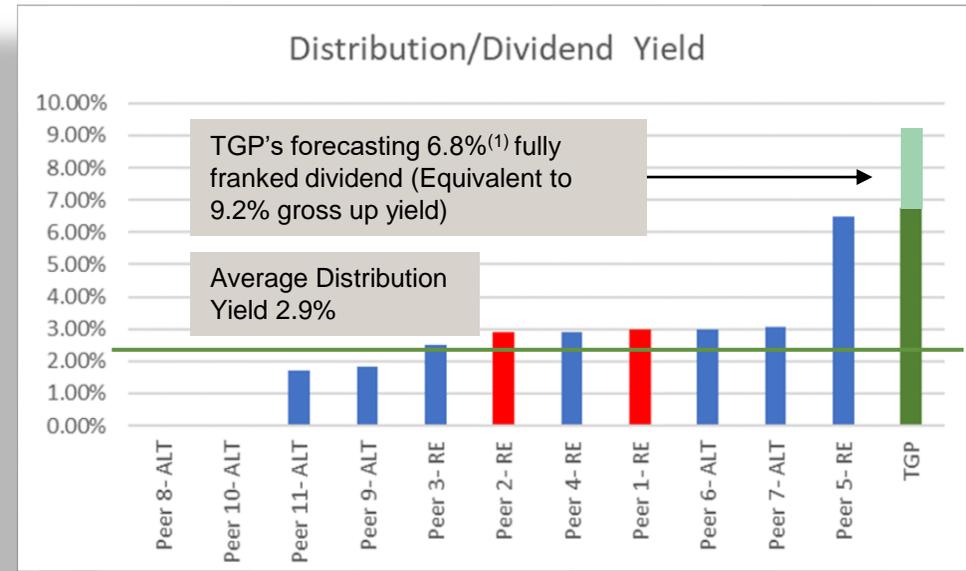
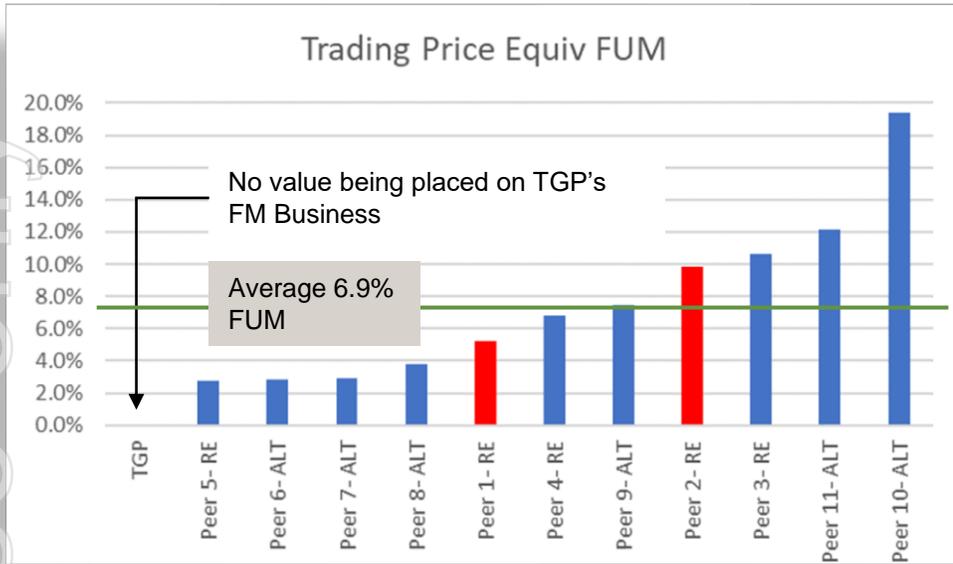
- Private capital prefers to “partner” with unlisted FM businesses, preferring operations remain in private domain
- Private capital continues to dominate M+A in Australia, with large superannuation funds starting to actively take positions in M & A opportunities
- Asian private equity investors and funds sitting on record levels of dry powder, public markets struggling to compete with PE due to high costs of capital
- Private capital investing across both debt and equity, in multiple jurisdictions

Fig. 1.2: Asia-Pacific-Based Private Capital Dry Powder by Asset Class, 2000 - 2021



Source: Preqin Pro

# 360 Capital Value Proposition (Comparable to ASX listed Alternative and RE Fund Managers)



(1) TGP analysis based on 30 June 2021 closing price of \$0.885 per security.

Peer 1 and 2 sold post analysis as further consolidation in the Australian FM sector occurs.





## 7. FY22 Key Focuses and Guidance

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# FY22 Key Focuses and Guidance



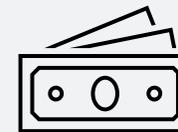
## FY22 Key Focuses

- Sell Ralton Asset Management to complete exit of Equities Business- [Sold post period](#)
- Close the gap to NTA of 360 Capital's managed funds and grow their capital base
- Complete the strategic review of digital infrastructure interests within TGP with strategy to recycle capital for the Group
- Continue to grow mandates with Hotel Capital Partners
- Deploy further capital into private credit and equity investments
- Optimise our return on Irongate Group
- Execute on cost reduction program to increase Group earnings
- Target operating earnings of 6.0-7.0 cps\* FY22 and increase distributions/ dividends 50% on FY21 to 6.0cps (Fully Franked)

## Forecast Guidance



Earnings per Security  
**6-7cps\***



Distribution/Dividend per Security  
**6.0cps**  
(Forecast to be fully franked)  
(Paid Quarterly)

\* Subject to sale of certain PE assets in FY22 which are currently subject to an offer and in negotiation

## Disclaimer



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360 Capital



**Identifying  
strategic investment  
opportunities**

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