

Dear prospective investor,

Over the past few years, we have had numerous requests from our investors for a product that generates a predictable income stream whilst providing low risk of capital loss over the investment horizon. Investor's options have historically been fairly limited, particularly in the low interest rate environment which we continue to experience and with individual investors being restricted to bank deposits and securities that trade in the public markets. Significant changes to banking regulation and capital requirements and the resulting emergence of non-bank lending institutions has led to significant growth in private market lending, both in Australia and globally. As an investor, you are now able to access this asset class that has historically been the domain of large financial institutions.

Our approach to offering you an investment in this growing asset class has been to assemble a diverse pool of Australian private loans that will provide you with diversity across both lenders, sectors, geographies and loan type. We identify who we consider to be best of breed credit managers and lending expertise to build a private debt portfolio. Our focus is on providing you with a regular and stable income stream delivered in a manner that is uncorrelated to most other asset classes. We conduct thorough due diligence on each manager and a core component of our investment process is to ensure that the TAMIM Fund – Credit unit class' investments are being closely monitored and reported on by the underlying credit managers.

We look forward to welcoming you as an investor in the Credit unit class and urge you to contact us should you require further information.

Yours Sincerely,

Bradley Hill,
Director, Portfolio Manager

WHAT IS PRIVATE DEBT?



Private debt is similar to a loan in that it is capital provided (as an investment) to an entity in exchange for interest (and possibly other payments) and the return of the original principal at a defined point in the future. The debt is typically secured and has various protections/covenants in place. The debt is also not widely held (hence private), and is customised to the borrower's requirements, therefore rendering it illiquid.

Private debt investments have existed for a number of years, but were, for a long time, the preserve of a minority of investors, of which banks and the ultra-wealthy were the most significant. Today, private debt is an asset class increasingly considered by a broad range of investors.

Private debt investments involve the sourcing and managing of loan portfolios that help to fill the current financing gap created by the long term decline in lending by Australian banks to Australian businesses. The new and evolving aspect of Australian and New Zealand private debt is the ability for institutional investors and high net worth individuals to access a larger portion of this market that historically has been the domain of banks.

Private debt can be classified into a number of different subcategories. The three most common methods are by seniority in the capital structure (senior, subordinated, unitranche), the type of lending transaction (corporate, infrastructure, or real estate), and geography. Private lending can be quite broad and covers different segments when looked at from a loan security perspective. Categories include:

UNSECURED

Consumer or business loans which are generally smaller in size and where the lending is done against no security. This category tends to be dominated by the banks historically but is now being disrupted by the peer to peer lending platforms.

FACTORING/DISCOUNTING OF INVOICES

Debtor finance is where a business sells its accounts receivable (invoices) to a third party (called a factor) at a discount. Security is against the cash flow of the invoice.

EQUIPMENT FINANCE

Loans made to businesses generally to allow for the purchase of equipment. Loans are normally secured against the assets purchased.

PROPERTY BACKED LENDING

Business or consumer loans backed against property. This is generally used for residential property purchases and is the domain of the big banks. More private loans are being made with property as security for other uses of the funding. This category can also include development loans which are utilised for the purchase and development of land into various real estate assets. While backed by property security these loans can carry a heavier level of risk due to the development nature of the asset.

BUSINESS CASH FLOW LENDING

Loans made against businesses or the cash flows of businesses. Occasionally these loans can also be secured by property as well or even personal guarantees from the owners of the business requiring the loan.

WHY PRIVATE DEBT?

REGULATORY CHANGES

The Australian private debt market has largely been dominated by domestic and to a lesser extent, offshore banks. Australia's largest banks have traditionally held a significant proportion of the private debt market on their own balance sheets.

Non-bank institutional lenders make up about 90% of the market overseas but in Australia it is the opposite with roughly 90% being bank led.

Key announcements by APRA are now a reality. Prudential Standard APS 120 Securitisation (announced in 2016) came into force on 1 January 2018. As a result of these regulatory changes there is now a significant opportunity in the Australian private debt market, where the banks have been forced to retreat and institutional and private investors have emerged to fill the void.

DIVERSIFICATION

Australian and New Zealand private debt exhibits several compelling characteristics. Most notably, it is not correlated to most traditional asset classes and therefore offers true portfolio diversification. Private debt offers investors exposure to sub-sectors, industries and companies in a format that is not generally accessible to private individuals.

LOW VOLATILITY

Private debt exhibits lower volatility and stable returns. Quarterly or monthly coupons provide portfolios with regular income streams. In the case of floating rate loans, it can provide some protection from inflation and future interest rate increases.

IMPROVING PROTECTION

Good protection for lenders through covenants and regular provision of information to pick up issues early. Private loans are usually secured against assets or cash flows.

In line with TAMIM's strategy of selecting best of breed investment managers, the TAMIM Fund – Credit unit class will seek to partner with industry leading private credit investment managers and loan platforms. The TAMIM Fund – Credit unit class provides investors with diversification across lending type, underlying security, counterparty and industry concentration.

The Tamim Fund – Credit unit class invests into private debt and other credit opportunities with the aim of generating a steady, consistent income stream for investors whilst at the same time seeking to preserve capital.

INVESTMENT PROCESS

TAMIM Credit Investments (TCI) will construct the portfolio by making investments through a variety of funds / platforms in Australia that source secured private loans and other credit opportunities. TCI will subscribe to each fund / platform on behalf of the Credit unit class. TCI will carefully screen the fund / platform and select investments appropriately. This process will consist of undertaking rigorous due diligence on the credentials of the investment team, thoroughness of credit processes and ongoing monitoring and communication with the managers. The Credit unit class will have a portfolio with exposure spread across a diversified pool of loans and credit opportunities. The aggregated funds of investors are paid by the Tamim Fund – Credit unit class to the custodians or trustee of each fund / platform who will then advance amounts to the borrower or borrowers as selected by the fund / platform.

The experienced investment team will conduct a rigorous and thorough due diligence process which includes the following:

People

- A team that displays strong levels of integrity;
- Strong specific credit knowledge;
- Experience including origination, execution and portfolio monitoring capability.

Pedigree

- Strong corporate governance is essential;
- Security of business and overall team experience;
- Infrastructure and compliance review;
- Operational due diligence.

Process

- Understand the complete credit and lending process;
- Evaluate the completeness and quality of the investment managers' credit policies and procedures;
- Understand loan and borrower eligibility screening, loan approval process, loan administration, portfolio monitoring and reporting;
- Assess loan structures, security arrangements, default rates, geographic and industry concentration.

Performance

- Have the team or business been able to generate a return historically utilising their lending process;
- Assess and understand the underlying performance of investment managers / loan platforms.

The Tamim Fund – Credit unit class may invest into the following types of private debt opportunities (amongst others):

- Asset based lending
- Cash flow backed lending
- Corporate debt
- Real estate lending
- Opportunistic credit investments

The Credit unit class will only invest up to a maximum of 5% of its net asset value into loans that are not secured.

The strategy operates within the disciplined TAMIM risk control and governance framework. In addition to this, the Sub Manager of the TAMIM Fund – Credit unit class has appointed an Investment Committee to consider and approve all investment decisions.

INVESTMENT TEAM

It is the role of TAMIM Credit Investments to:

- Identify investment opportunities which meet the investment criteria
- Conduct analysis and due diligence of investment opportunities
- Undertake fund raising
- Monitor performance of investments and report on investments
- Manage investor relation functions and manage service provider relationships
- Corporate governance and risk management processes

Bradley Hill Portfolio Manager

Bradley has 16 years of financial services experience encompassing direct lending and private equity investment.

Bradley spent 11 years at Investec, an international specialist bank and asset manager. His experience there included the origination, structuring, execution and ongoing management of lending transactions across a diverse range of asset classes and industry sectors in both the United Kingdom and Australia. This includes project and infrastructure financing of public infrastructure assets such as hospitals, schools and transport systems as well as renewable energy projects. As a founding member of the corporate and acquisition finance team, Bradley was involved in numerous transactions which included the financing of private equity leveraged buy-outs, corporate mergers and acquisitions, asset financings, recapitalisations and restructurings. Debt structures utilised included senior secured loans, bridging finance, asset-backed lending and subordinated debt facilities.

Bradley brings extensive experience across the analysis, execution and ongoing monitoring and management of loan portfolios and is very familiar with the dynamics of the Australian private debt landscape.

Bradley is a member of the South African Institute of Chartered Accountants.

Darren Katz Director, Investment Committee

Darren has previously held management positions at a number of boutique Australian equity fund managers, primarily focusing on the production and distribution of their investment strategies. Darren also held a management position with Infiniti Capital, an offshore Fund Manager, as the head of Australia to assist in the set-up of their Australian operations. Prior to that Darren worked with HFA Asset Management, in Sydney, in an executive role which encompassed investments, distribution and operational responsibilities. During his tenure HFA grew from A\$120m of funds under management to just over A\$6bn.

Darren has previously held senior investment positions with Nedcor Investment Bank in South Africa and Macquarie Bank in Australia, where he had the responsibility of managing interest rate swap portfolios in excess of US\$12 bn.

Jeff Taitz COO, Investment Committee

Jeff has managed over A\$3 billion of transactions in multiple sectors and regions. Jeff's experience in operating and structuring a high wealth family office provided him with extensive experience in wealth creation, wealth preservation, asset protection and philanthropy over the years. He is passionate about taking his invaluable knowledge and experience and using it to create value by offering customisable quality financial products for the benefit of hard working Australians in planning for their wealth creation and retirement.

Jeff is a fellow member of Chartered Accountants Australia & New Zealand, the South African Institute of Chartered Accountants and Chartered Institute of Management Accountants of the United Kingdom.

INVESTMENT STRUCTURE

KEY FACTS

Investment structure:	Unlisted Unit Trust (only available to wholesale or sophisticated investors)	Exit fee:	Nil
Minimum investment:	\$100,000	Performance fee:	Nil
Management fee:	1.25% p.a.	Lock up period:	18 months
Administration & expense recovery fee:	Up to 0.35%	Buy/Sell spread:	+0.20%/-0.20%
		Application:	Monthly
		Redemption:	Quarterly
		Distributions:	Quarterly

IMPORTANT NOTES

Note: There will be a maximum allocation of units to the value of A\$5m each month.

Note: Applications must be received and funded five (5) business days before month end.

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