

Objective:

TAMIM Property is a comprehensive Australian real estate platform which invests principal equity into opportunities which are originated, structured and managed In-House.

TAMIM Property's management team members each have over 15 years of direct experience in this field and over the past two decades have successfully advised on, transacted, asset managed and exited over \$1 billion of real estate investments in Australia alone.

Strategies:

TAMIM Property's core strategy is to identify price dislocations and value-add opportunities in high quality real estate across Australia by utilising its industry expertise and direct network. We target investments that are designed to satisfy two specific, risk-mitigated strategies: Wealth Preservation and Capital Growth.

All investments have individually tailored business plans and are acquired into separate, newly formed tax-efficient Special Purpose Vehicles (SPVs), of which co-investors own direct shares and from which they receive annual or semi-annual income distributions. Value is created and/or enhanced by the employment of tried and tested asset management initiatives and rationale, best suited to each investment and its relevant macro/micro market circumstances.

Each step of the investment process from entry to exit is managed In-House by TAMIM Property's experienced management team and co/investors are provided with a full suite of reporting documentation.

Investment Rationale:

TAMIM Property believes that there exists attractive opportunities to capitalise on the non-linear progression of the Australian real estate market, where proven strategies can be employed to build highly performing, risk mitigated property portfolios over the medium term.

As the property market continues in its "cycle" towards maturation, several factors are conspiring to create dislocations between prevailing pricing and the fundamental intrinsic value of good quality properties across Australia. These factors include:

- **Shortage of debt finance.** The majority of commercial banks servicing Australia are significantly motivated by two key initiatives, namely the rebalancing of property loan books underpinned by legacy assets, and the accumulation of cash reserves to satisfy increased thin capitalisation ratio requirements by Basel III Capital Reforms. This has severely curtailed their lending appetite in a number of market sectors and geographies and will intensify over the next two financial years.
- **Excess of competition in core.** The "herd mentality" of many traditional/large property buyers (institutions and sovereign wealth funds) has focused their attention purely on the most prime locations and assets of Australia. This has led to

an excess of buyers for assets of prime sites, which in turn is affecting pricing in these markets, and created buying opportunities in supplementary markets.

- **Increase in seller motivation.** The above factors and their knock-on effects have increased the instances of distress experienced and opportune sales by a number of property owners, resulting in an increased need for liquidity, and hence property disposals, the urgency of which subsequently directly affects product price.

Manager:

Jeff Taitz

CA, ACMA, B.Comm, B.Acc, Dip. Fin. Services

Jeff has 18 years of experience in property ownership, property management and property development which has included many significant property acquisitions and disposals.



Over the course of his career, Jeff has overseen well over \$1 billion of property transactions while also managing in excess of \$1 billion worth of property, in retail, commercial, industrial and hospitality property assets.

Tom Curtis

B.Comm, LLB, MBA



Throughout a professional career spanning over 30 years, Tom has worked in the fields of commercial law, business management, finance and property investment & management for both privately owned and listed corporations.

In his position as Director of a Family Office, Tom is responsible for strategic positioning, administration and management of a diversified portfolio of retail, commercial and industrial assets which includes well-established privately owned and ASX-listed tenants.

Tom applies his legal, financial and management skills to ensure robust due diligence and effective real estate asset management.

Key Facts:

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|-----------------------|---------------------------------|
| Investment structure: | Unlisted unit trust |
| Minimum investment: | \$500,000 + \$25,000 increments |
| Management fee: | 0.60% (indicative) |
| Performance fee: | 20% of performance |
| Hurdle: | Variable |
| Investment timeframe: | 7-10 years |
| Anticipated yield: | 7-12% p.a. |

Note: Fund returns are quoted net of management fees. The MSCI Word refers to the MSCI World Index in AUD. Returns shown for longer than 1 year (other than Inception) are annualised. All returns shown are AUD denominated. Past performance is no guarantee of future performance. The information provided in this factsheet is intended for general use only. The information presented does not take into account the investment objectives, financial situation and advisory needs of any particular person nor does the information provided constitute investment advice. Under no circumstances should investments be based solely on the information herein. Please consider our Information Memorandum, Product Disclosure Statement and Financial Services Guide before investing in any of our products. Past performance is no guarantee of future returns.