



# Wingate

Wingate's success is built upon our deep belief in and adherence to The Wingate Way - a way of operating and being that keeps the interests of our co-investors and business partners at the centre of all that we do.



**Farrel Meltzer**  
Wingate Founder

## The Wingate Way

### Multi-Decade Track Record<sup>1</sup>

For more than two decades, Wingate's rigorous and methodical approach to identifying investment opportunities has consistently delivered high-quality and risk-adjusted returns for our co-investors.

### Alignment Via Co-Investment

We deploy our own capital alongside that of our co-investment partners, ensuring that our interests are always aligned.

### Robust Risk Strategies

We apply rigorous due diligence and portfolio-level risk management to every transaction, ensuring investment diversification and an optimised return outcome.

### Seasoned Industry Experts

Our team comprises seasoned industry experts with decades of collective experience in the Australian property, financial services, debt and corporate markets.

**WINGATE**  
Time-tested investing™



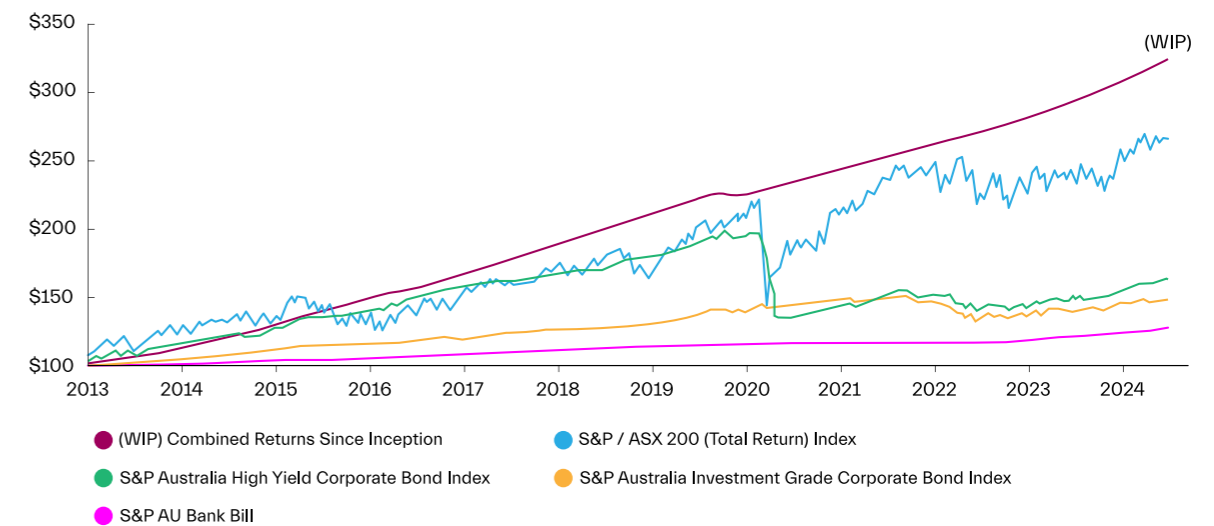
# Wingate Investment Funds

|   | LOW RISK  |  |  |  |   | HIGHER RISK   |
|---|---|--|--|--|---|---|
|   | Wingate Cash Management Trust   | Wingate Property Senior Debt Fund  | Wingate Investment Partners Trust  | Wingate Corporate Credit Fund Series   | Wingate Direct Property Opportunities <sup>2</sup>  | Other Wingate Originated Opportunities <sup>3</sup>   |
|   | WCMT  | WPSD   | WIP  | WCCF3  | WDP   | WGH   |
| <b>Fund structure</b>   | Open-ended  | Open-ended   | Open-ended   | Closed-ended, 4-year term (plus 18-month investment period)  | Single asset closed-ended funds with 4-to-8-year terms  | Varied  |
| <b>Key features</b>   | <ul style="list-style-type: none"> <li>At-call cash management solution with money held by Wingate in a trust account with ANZ Bank</li> <li>Highly liquid investment with a low risk profile</li> <li>Accounts held by co-investors in amounts up to \$250,000 may be covered by the Australian Federal Government's bank deposit guarantee (also commonly referred to as the Financial Claims Scheme). For further information please refer to the Financial Claims Scheme</li> </ul> | <ul style="list-style-type: none"> <li>Specialised property debt fund, investing solely in first-ranking, senior secured positions<sup>6</sup></li> <li>Regular income distributions<sup>7</sup></li> <li>Provides insulation against asset price volatility</li> <li>As at 31 December 2024, the fund is diversified across 22 individual non-cash investments</li> <li>4-Star 'Superior' and 'High Investment Grade' Rating by SQM Research<sup>9</sup></li> </ul> | <ul style="list-style-type: none"> <li>Wingate's flagship debt fund providing returns via a diversified portfolio of secured property and corporate debt<sup>7</sup></li> <li>As at 31 December 2024, the fund remains highly diversified with 74 individual non-cash investments</li> <li>Regular income distributions<sup>7</sup></li> </ul> | <ul style="list-style-type: none"> <li>WCCF3 is the third in a series of closed-ended corporate credit funds</li> <li>Specialised corporate debt fund, investing in mid-market corporate debt opportunities targeting compelling risk-adjusted returns</li> <li>Potential upside through equity participation</li> </ul> | <ul style="list-style-type: none"> <li>Australian commercial property assets in the office, industrial and retail sectors</li> <li>Income producing assets with the ability for outperformance generated through active management and repositioning of assets</li> </ul> | <ul style="list-style-type: none"> <li>Co-investment in Wingate originated opportunities</li> <li>Bespoke opportunities not generally available to wider investment markets which are aligned with Wingate's balance sheet</li> </ul> |
| <b>Underlying security</b>  | <ul style="list-style-type: none"> <li>Cash</li> </ul>  | <ul style="list-style-type: none"> <li>Property debt secured by first-ranking mortgage positions over real estate assets</li> <li>Targeting portfolio average LVRs (62.5% – 65.0%)<sup>5</sup></li> </ul>  | <ul style="list-style-type: none"> <li>Property debt transactions across the capital stack, with a bias toward senior debt. May also hold junior, mezzanine and preferred equity positions</li> <li>Secured corporate debt investment opportunities</li> </ul>   | <ul style="list-style-type: none"> <li>Secured debt investments in the corporate debt market in Australia and New Zealand</li> <li>Wingate's corporate loans are typically tailored to the borrower's specific requirements</li> </ul>   | <ul style="list-style-type: none"> <li>Direct property equity</li> </ul>  | <ul style="list-style-type: none"> <li>Security will depend on the nature of the investment, and is consistently aligned with Wingate's risk-first investment approach</li> </ul>   |
| <b>Leverage</b>   | None  | None, but allowable for liquidity management purposes  | Used for liquidity management purposes   | None   | Depends on the underlying investment. Bank finance with a track record of approximately 50% for core-plus opportunities <sup>7</sup>  | Depends on the underlying investment  |
| <b>Net Target Return (pre-tax and after all fees and costs)<sup>5</sup></b> | Please refer to Fact Sheet Depending on the investing entity and level of investment  | 3.5% to 5% p.a. over the RBA Cash Rate <sup>4</sup>  | 4.5% to 6.5% over the RBA Cash Rate <sup>4</sup>   | 10% + p.a. <sup>4</sup>  | 10% + p.a. <sup>4</sup>   | Depending on the underlying investment  |
| <b>Distributions</b>  | Monthly, income re-invested   | Monthly, distributed in cash or re-invested  | Monthly, distributed in cash or re-invested  | Quarterly, distributed in cash   | Quarterly, distributed in cash  | Depends on the underlying investment  |
| <b>Application / Redemption</b>   | Transaction executed within 24 hours of request   | Monthly  | Monthly  | Investors have no right of redemption or ability to withdraw early.  | Depends on the underlying investment  | Depends on the underlying investment  |
| <b>Fees<sup>8</sup></b>   | <b>Administration Cost Recovery:</b> 0.3% p.a. of asset value   | <b>Management Fee:</b> 1.15% p.a. of NAV<br><b>Committed Line Fee:</b> 0.10% p.a. of total committed facility limit  | <b>Management Fee:</b> 0.5% p.a. of paid up capital  | <b>Management Fee:</b> 1.5% p.a. of the net asset value of the Fund<br><b>Performance Fee:</b> 20% above a hurdle of 8% net return p.a.  | <b>Management Fee:</b> 0.5% of asset value p.a.<br><b>Performance Fee:</b> 20% above a hurdle of 8% net return p.a.<br><b>Acquisition fee:</b> 1% of Asset Value  | Depends on the underlying investment  |

Wingate has delivered strong, stable and consistent returns for our co-investors.

Our flagship fund, the Wingate Investment Partners Trust (WIP), has a long track record of delivering stable returns. As illustrated in the graph, a \$100 investment in WIP has consistently yielded strong returns that are uncorrelated with traditional investments like Australian equities and high yield corporate bonds. WIP has also delivered stronger returns than other defensive income yielding investments, such as Australian investment grade corporate bonds.

WIP Return on \$100 Invested - Since Inception<sup>10</sup>



<sup>10</sup> Performance of combined ordinary units in WIP 1, 2 & 3 combined since inception July 2015. Assumes \$100,000 investment with re-invested

Past performance is not a reliable indicator of future performance

<sup>2</sup> Future targets and fund particulars may change depending on the underlying investment. Please refer to the Investment Overview for each Wingate Direct Property Opportunity for a comprehensive overview.  
<sup>3</sup> Future targets and fund particulars may change depending on the underlying investment. Please refer to the Investment Overview for each Other Wingate Originated Opportunity for a comprehensive overview.  
<sup>4</sup> This is a target return only and no guarantee of performance is provided.

<sup>5</sup> These are targets only and no guarantee of performance is provided.  
<sup>6</sup> Investors may also be exposed to cash and other money market investments.  
<sup>7</sup> Past performance is not a reliable indicator of future performance.  
<sup>8</sup> All Funds will also recover administration costs such as legal, accounting, finance and tax costs.  
<sup>9</sup> Ratings are only one factor to take into account when deciding whether to invest in a financial product. For more information on SQM's rating methodology, visit <https://sqmresearch.com.au/funds/ratings-methodology.php>



# WINGATE

## About Wingate

Wingate is a leading alternative investment manager focused on property debt, mid-market corporate debt and direct property investment.

Investment opportunities are driven by our specialist Property and Corporate Investments origination and credit teams.

In addition, we hold strategic investments in a select number of innovative, high growth financial services businesses where our experience and track record can add significant value for stakeholders.

Our platform comprises over 200 investment and fiduciary professionals dedicated to the Australian market.

We are driven by long-term, trusted relationships and delivering sustainable growth through the economic cycle.

We feel a deep sense of personal and collective responsibility to our people, co-investors, shareholders and business partners and we take pride in the strong performance of our investments for over two decades.



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The Wingate Property Senior Debt Fund holds a **4-Star 'Superior' and 'High Investment Grade' Rating by SQM Research<sup>1</sup>**

<sup>1</sup> Ratings are only one factor to take into account when making an investment decision for more information on SQM's rating methodology, visit <https://sqmresearch.com.au/funds/ratings-methodology.php>

## PATIENCE KNOWLEDGE RISK MITIGATION ALIGNMENT PARTNERSHIP

Signatory of:



For all investor enquiries:

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### Disclaimer

This document has been prepared to provide general and non-exhaustive information relating to the WCMT, WPSD, WIP, WCCF3, WDP and WGH opportunities (the Funds). Where applicable, each of the trustees and managers of the Funds are corporate authorised representatives of Wingate Financial Services Pty Ltd ACN 106 480 602, AFSL No. 276899. Investment in the Funds is only available to wholesale clients within the meaning of section 761G of the Corporations Act 2001 (Cth) (Wholesale Client). By receiving this document you represent that you are a Wholesale Client. This document is not provided to any person located in a jurisdiction where its provision or dissemination would be unlawful. This document provides a high-level summary of information relating to the Funds only and is incomplete without reference to, and should be viewed in conjunction with, the Information Memorandum, the trust deed, application forms and/or other constituent documents of each Fund. You should not treat the contents of this document as advice relating to legal, taxation or investment matters and should consider seeking professional advice before making any decision to acquire, continue to hold or dispose of your investment in the Funds. Ratings are only one factor to take into account when deciding whether to invest in a financial product. In preparing this document, the trustees and managers of each Fund have not considered your objectives, financial position or needs. To the maximum extent permitted by law, the trustees and the managers of each Fund and any other entity associated or related to them (collectively, Wingate), and their respective officers, employees and agents, exclude and disclaim all liability for any losses, damages or costs incurred by you as a result of any investment in the Funds or this document, including for the inaccuracy or incompleteness of any statements (including forward-looking statements), opinions or information in this document. Past performance is not necessarily indicative of future results and actual events or performance of each Fund may differ materially from that contemplated in this document. The information contained in this document is confidential and is provided for the exclusive use of the recipient to whom this copy has been issued and may not be copied or distributed except to the recipient's professional advisors (who must be informed of its confidentiality).

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