



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 Record¹

For almost 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.

Co-investment With Alignment

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.

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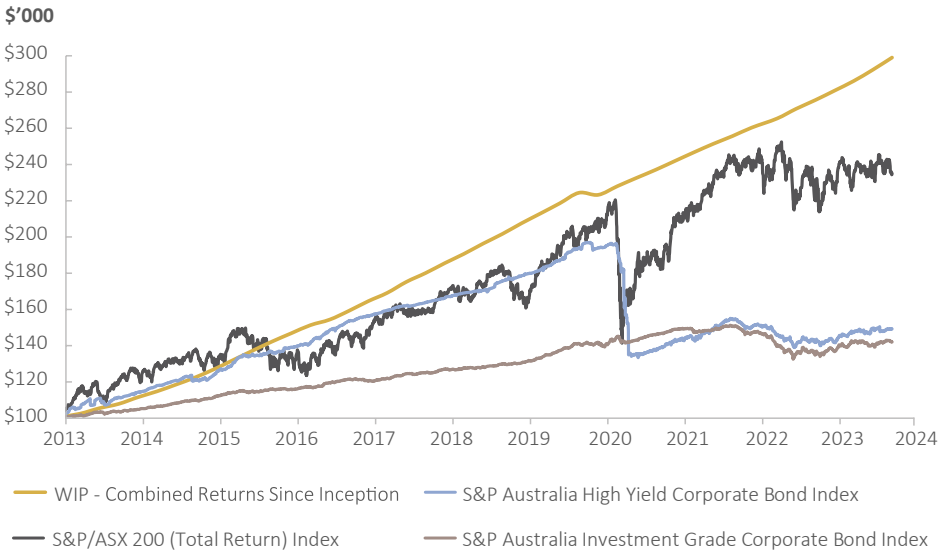
Wingate Investment Funds

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 ²	Other Wingate Originated Opportunities ³
	WCMT	WPSD	WIP	WCCF3	WDP	WGH
Fund structure	Open-ended	Open-ended	Open-ended	Closed-ended, 4-year term (plus a 1-year extension option)	Single asset closed-ended funds with 4-to-8-year terms	Varied
Key features	<ul style="list-style-type: none">At-call cash management solution with money held by Wingate in a trust account with ANZ BankHighly liquid investment with a low risk profileAccounts 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	<ul style="list-style-type: none">Specialised property debt fund, investing solely in first-ranking, senior secured positions⁶Regular and stable income distributions⁷Provides insulation against asset price volatilityBroad portfolio diversified across geography and sector4-Star ‘Superior’ and ‘High Investment Grade’ Rating by SQM Research⁹	<ul style="list-style-type: none">Wingate’s flagship debt fund providing long-term stable returns via a diversified portfolio of secured property and corporate debt⁷As at 30 September 2023, the portfolio held 77 individual investmentsRegular and stable income distributions⁷	<ul style="list-style-type: none">Specialised corporate debt fund, investing in mid-market corporate debt opportunities targeting compelling risk-adjusted returnsPotential upside through equity participation	<ul style="list-style-type: none">Australian commercial property assets in the office, industrial and retail sectorsIncome producing assets with the ability for outperformance generated through active management and repositioning of assets	<ul style="list-style-type: none">Co-investment in Wingate originated opportunitiesBespoke opportunities not generally available to wider investment markets which are aligned with Wingate’s balance sheet
Underlying security	<ul style="list-style-type: none">Cash	<ul style="list-style-type: none">Property debt secured by first-ranking mortgage positions over real estate assetsTargeting portfolio average LVRs (62.5% – 65.0%)⁵	<ul style="list-style-type: none">Property debt transactions across the capital stack, with a bias toward senior debt. May also hold junior, mezzanine and preferred equity positionsSecured corporate debt investment opportunities	<ul style="list-style-type: none">Secured debt investments in the corporate debt market in Australia and New ZealandWingate’s corporate loans are typically tailored to the borrower’s specific requirements	<ul style="list-style-type: none">Direct property equity	<ul style="list-style-type: none">Security will depend on the nature of the investment, and is consistently aligned with Wingate’s risk-first investment approach
Leverage	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 ⁷	Depends on the underlying investment
Net Target Return (pre-tax and after all fees and costs) ⁵	3.95% - 4.60% p.a. ⁴ Depending on the investing entity and level of investment	3.5% to 5% p.a. over the RBA Cash rate ⁴	4.5% to 6.5% p.a. over the RBA Cash rate ⁴	10% + p.a.	10% + p.a.	Depends on the underlying investment
Distributions	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
Application / Redemption	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
Fees ⁸	Administration Cost Recovery: 0.3% p.a. of asset value	Management Fee: 1.15% p.a. of NAV Committed Line Fee: 0.15% p.a. of total committed facility limit	Management Fee: 0.5% p.a. of paid up capital	Management Fee: 1.5% p.a. of the net asset value of the Fund Performance Fee: 20% above a hurdle of 8% net return p.a.	Management Fee: 0.5% of asset value p.a. Performance Fee: 20% above a hurdle of 8% net return p.a. Acquisition fee: 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 \$100,000 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 \$100,000 Invested – Since Inception¹⁰



Past performance is not a reliable indicator of future performance

2 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.
3 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.
4 This is a target return only and no guarantee of performance is provided. Based on the Reserve Bank of Australia official cash rate as at September 2023.

5 These are targets only and no guarantee of performance is provided.
6 Investors may also be exposed to cash and other money market investments.
7 Past performance is not a reliable indicator of future performance.
8 All Funds will also recover administration costs such as legal, accounting, finance and tax costs.
9 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>

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

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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 responsibility to our people, co-investors, shareholders and business partners and we take pride in the strong performance of our investments over almost two decades.

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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 investment overview, the trust deed, subscription 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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Visit <https://sqmresearch.com.au/funds/ratings-methodology.php> for more information on SQM's Research Rating Methodology



The Wingate Property Senior Debt Fund holds a **4-Star 'Superior' and 'High Investment Grade' Rating by SQM Research¹**

¹ 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>