# Remara Credit Opportunities Fund INVESTMENT RATING REPORT

May 2025





Investment Manager: Remara Investment Management Pty.

Ltd.

Investment Structure: Unlisted, unregistered Australian

wholesale managed investment scheme.

Wholesale/Retail: Wholesale

Category: Australian Private Credit

Investment Style: Diversified Australian Credit

Inception: March 2024

Management Fee: 1.25% p.a. (ex-GST) of Gross Asset Value

**Performance Fee:** 20% of outperformance above a hurdle of 10% + BBSW (subject to a rolling return high-water mark)

Distribution Fee (external brokers): Nil

Trustee: AMAL Trustees Pty. Ltd. (AFSL 483459)

**Investment Objective: To** invest in a diversified portfolio of debt and debt securities and **provide** a return exceeding the floating BBSW + 10% (post fees). The Fund is intended for investors preferring high returns and an elevated risk profile.

#### Fund Performance - March 2025

Period*	Fund	Benchmark	Excess
1 month	+1.30%	+1.14%	+0.16%
6 months	+7.60%	+7.10%	+0.50%
12 months	+15.13%	+14.75%	+0.38%
Inception	+16.36%	+14.75%	+1.61%

Source: Remara Investment Management

#### **Review Summary**

The Remara Credit Opportunities Fund ('the Fund') is an openended, unlisted fund that invests in a diversified pool of loans to consumers and small-to-medium businesses (SMEs) in Australia. It is managed by Remara Investment Management Pty. Ltd. ('the Manager'), a part of the Remara Group.

The Fund seeks to provide stable monthly income with a high degree of capital preservation. The Fund is targeting a return of 10% (net of fees) above the BBSW.



INVESTMENT RATING: Very Strong PRODUCT COMPLEXITY: Complex

The Fund provides exposure to the SME and real estate finance sectors. Unique in its sector, the Remara Group ('Remara') pursues a vertical integration model with respect to loan origination parties. Remara has ownership stakes in 5 originators, Dynamoney Ltd. (SME lending), Soda Capital Pty. Ltd. (floorplan finance), First Nations Finance Pty. Ltd. (middle-market lending), Marble Money Pty. Ltd. (consumer credit) and Remara Credit Pty. Ltd. (real estate finance).

An investment in the Fund is implemented by way of securitised warehouse notes. Investor money is allocated to particular tranche notes in particular warehouses. Across all warehouses, investor capital is supported by a first-loss equity buffer **in addition** to the retention of the net interest margin earned by the 5 originators. Given that Remara has material interests in the originators, this structure creates an especially strong alignment of interest between the Manager and investors in the Fund.

The Fund is structurally complex, but at the heart of this design lie elements that, in our view, provide various risk-return attractions for investors. Vertically integrating loan origination helps the Fund 'future-proof' its investors against potential margin compression in the Australian warehouse lending sector, where the availability of strong originators is finite.

The warehouse structure also serves to provide first-class collateral protections for investors in the Fund. Like all warehouse facilities, investor capital is supported by multiple layers of collateral protection. Additionally, while not a collateral protection, it is important to note that Remara is very much focused on the 'prime' borrower segment in all debt verticals.

### **Investment Rating and Foresight Complexity Indicator**

A VERY STRONG rating indicates a high level of confidence that the Fund can deliver a risk-adjusted return in line with its investment objectives, given the current growth of SME and real estate lending in Australia. The investment manager's support for this strategy is experienced and well-resourced.

Designation as a COMPLEX product primarily relates to the use of multiple warehouse structures and lending verticals. This complexity provides various risk-return attractions for investors. The vertical integration of the origination process adds an additional level of complexity but also serves to mitigate margin compression risk for investors over the foreseeable future.

<sup>\*</sup> Returns greater than 1 year are annualised, Benchmark is "BBSW1M + 10.0% p.a."



# **Fund Details**

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Dominant Strategy	The Fund will consist primarily of Australian credit investments with exposure to investments including syndicated loans, asset-backed securities and collateralised debt obligations.	
Fund Type	Unlisted, unregistered Australian wholesale managed investment scheme	
Investment Manager	Remara Investment Management Pty. Ltd.	
Trustee	AMAL Trustees Pty. Ltd. (AFSL 483459)	
KEY FEATURES		
Fund Inception	March 2024	
Domicile	Australia	
Legal Form	Unlisted, unregistered Australian wholesale managed investment scheme	
Geographic Mandate	Australia	
Open/Closed	Open	
Management Costs	1.25% p.a. (ex-GST) of Gross Asset Value	
Performance Fee	20% of outperformance above a hurdle of 10% + BBSW (subject to a rolling return high-water mark)	
Distribution Fee	Nil	
Benchmark	10 % p.a. (net of Fund fees) above the BBSW	
Distributions	Monthly (15th of each month), reinvestment available	
Funds Under Management	As of March 2025: Fund $-\$92.8$ M, Remara Group $-\$2,200$ M	
Minimum Subscription	\$100,000	
Minimum Balance	\$100,000	
Entry Fee	Nil	
Fund Term	Open-ended	
Reporting	Investors receive monthly performance reports and annual audited financial statements.	
Redemptions	After the 12-month lock-up, the Fund will offer a quarterly liquidity opportunity for unitholders	
Website	remara.com	
PRIMARY CONTACT – DIRECT	DISTRIBUTION	
Name and Title	Wayne Richardson	
Email Address	WRichardson@remara.com	
Telephone Number	+61 455 052 309	
PRIMARY CONTACT – WEALT	H & INTERMEDIARIES	
Name and Title	Tim Wilson	
Email Address	Timwilson@remara.com	
Telephone Number	+61 483 911 990	



#### **Investment Profile**

#### **BACKGROUND**

The Remara Group was founded in January 2019 by its Managing Partners, Andrew McVeigh and David Verschoor. The Fund is managed by Remara Investment Management Pty. Ltd. (ACN 644 751 815, AFSL 546046).

The Remara Group currently manages over \$2,200M in credit-related products as at March 2025. These FUM are divided into 3 core investment strategies. In order of increasing risk-return profile, they are Credit (securitised SME lending), Real Estate (CRE transitional lending) and Tactical Opportunities (mezzanine and preference equity, small and mid-market corporate direct lending). Credit is the largest investment vertical, and the recently established Tactical Opportunities is the smallest, with under \$5M managed.

The Credit strategy's underlying asset base is diversified, as is the capital stack, allowing investors to select the risk/return that fits their portfolio needs. The strategy's vertical integration results in the Manager being involved across 23,000 credit contracts. The bifurcation of these contracts into multiple positions within the same overall capital stack results in a deep understanding of the asset pool and the ability to leverage analysis across their platform and funds. The strategy also participates in the securitisation delivery mechanism of warehouse structures, providing the highest level (in SME lending) of collateral, operational and structural support for investors.

At the retail/wholesale level, Remara now has 4 products. In increasing risk-return order they are: the Remara Cash Management Fund (launched June 2024), the Remara Investment Grade Fund (launched December 2024), the Remara Credit Income Fund (launched October 2022), and the Remara Credit Opportunities Fund (launched January 2024). This product strategy deliberately focuses on providing a comprehensive range of risk-return options to investors in the Manager's area of expertise – SME/ABS private and public securitised debt and CRE transitional lending.

#### REMARA ORIGINATION PLATFORMS

The Remara Group owns major or controlling stakes in 5 originators, which is a critical aspect of the longer-term strategy of the Remara Group. These originators are described below:

**Dynamoney:** Dynamoney Ltd. ('Dynamoney') focuses on the Australian SME lending market. By way of its 2 common shareholders, the Remara Group controls approximately 30% of the common equity in Dynamoney (which was founded by David Verschoor in 2015). Remara holds an asset management agreement with Dynamoney, which gives it oversight of all Dynamoney's funding and capital procurement requirements. In turn, Dynamoney originates SME credit exposures, which the Fund invests in.

Dynamoney's SME lending exposures are diversified and reflect Remara's lending philosophy, which favours many small, higher-credit-quality risks, as opposed to large notional exposures or pools of lower-credit-quality assets. Dynamoney's SME lending verticals cover asset and equipment finance, business loans (term and overdraft), consumer credit and insurance premium finance. Across these verticals, there is a universal focus on 'prime' SME lending opportunities (businesses that have an Equifax score of 600+ and individual directors that have Equifax scores of 700 to 800).

**Soda Capital:** Remara acquired a controlling (60%) stake in Soda Capital Pty. Ltd. ('Soda'), which provides bailment or floorplan finance to a range of primary dealers across Australia. Floorplan finance is an arrangement with a dealer to purchase their floor stock inventory at a valuation level of no more than 90% of the wholesale price. Soda provides funding primarily to leisure, agricultural, motor, yellow goods and power equipment dealers. Soda takes security through being the owner of the asset funded, with agreed curtailment requirements for aged equipment. The maximum facility size is \$2.5M underwritten with directors' personal guarantees and security across the dealership

Both these lending verticals (Soda Capital and Dynamoney) will be executed by way of a securitised note warehouse structure, making this real estate bridging finance offer unique for domestic retail and wholesale investors.

**Remara Credit:** Remara has also established the property-oriented originator, Remara Credit Pty. Ltd., to develop a platform for real estate bridging finance across construction, development, land banking and completed properties. Remara Credit Pty. Ltd. acts as the core vertical to complement SME exposure, is 100% owned by the Remara Group and was founded in 2022.

Remara Credit Pty. Ltd. originates small-ticket real estate loans of \$5M and below. It will focus on activities such as the construction of duplexes, townhouse developments and land subdivisions in which the risk of an incomplete build or poor sales is lower, and the ability of the Manager to step in and remedy a project is substantially better than a \$25M - \$40M construction-style build.

First Nations Finance: As a non-bank lender, FNFC provides small to medium businesses, ASX-listed entities and government departments access to a broad variety of lending products. Remara, in partnership with First Nations Finance, has also developed a specific



First Nations training and development program for secondary and tertiary educated First Nations people. The program aims to provide experience and skill development to First Nations people in a full-service, well-respected and positioned finance firm.

**Marble Money:** Remara launched Marble Money Pty. Ltd. in 2024 with 100% ownership. Marble Money forms another originator in Remara's credit engine. Marble Money is focused on originating Consumer Finance, Mortgages and Auto-finance. This is in the form of securitised credit.

**Note:** In order to address what otherwise would be a conflict of interest, all warehouse parameters (note coupons, eligibility criteria, etc.) are established by a third party, either the senior funder in the particular warehouse or the independent third-party warehouse specialists, Fixed Income Solution or the BGC Group.

#### **OBJECTIVE**

The Fund aims to provide stable monthly income returns from a diversified portfolio of debt securities, including asset-backed SME loans, director-guaranteed SME loans, senior and subordinated loans to non-bank lenders secured against a loan portfolio that provides regular income and capital stability, and real estate bridging finance. The Fund targets a return of 10% p.a. (net of Fund fees) above the BBSW rate.

#### **FUNDS UNDER MANAGEMENT**

As of March 2025, the Fund had \$92.8M in FUM. There have been no outflows in the Fund since its launch (refer to Exhibit 2). The Remara Group collectively manages and advises on approximately \$2,200M and has been recording a monthly FUM inflow run-rate of approximately \$50M.

With the recently-launched Remara Cash Management Fund in addition to its 3 other fund vehicles and institutional warehouses, Remara is seeking to raise circa \$3BN across these vehicles. Remara is seeking to increase its ownership in originating partners and procure further partners to increase its exposure to all credit products within the Australian market.

**Exhibit 1: Fund FUM Timeline (A\$M)** 

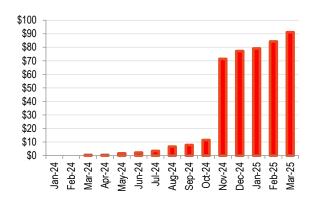
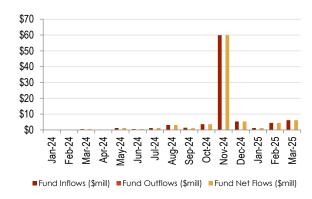


Exhibit 2: Fund Net Flows Timeline (A\$M)



Source: Remara Investment Management

#### **INVESTMENT UNIVERSE**

The Fund's investment universe is made up of Australian-originated SME and real-estate bridging loans, all of which are accessed by the Fund through special purpose vehicles (SPVs) that hold the underlying loans originated by Dynamoney, Soda Capital, First Nations Finance, and Remara Credit. Accordingly, the Fund will invest in structured notes backed by pools of eligible assets. Any excess cash in the Fund that is not invested in the aforementioned note exposures is to be allocated to term deposits or at-call cash accounts issued by an Australian bank. The fund assets are held by Perpetual as Custodian for the Fund.

The Manager has a focus on 'prime' borrower segments, as defined by their Equifax scores of 600 or higher (both for the borrowing business and business directors).

#### LIQUIDITY MANAGEMENT

Liquidity management in the Fund is underpinned by the diversity of loan tenures across the different lending verticals. For example, where warehouse tranches have a short weighted average loan expiry (WALE), the Manager may have the ability to close off the loan book and repatriate funds from the tranche investments to service investor redemptions if required.



Of course, the need to do so would only eventuate if the level of investor outflows exceeded inflows **and** the cash buffer. We note that the cash buffer is intentionally kept very low, which is possible given the short-term nature of certain loans in the portfolio. The smaller size of SME loans, versus larger 'chunkier' CRE or mid-market corporate lends, also facilitates keeping the cash position at low levels. For investors, the benefit can be a materially lower cash drag and higher returns.

#### **Investment Philosophy**

The philosophical underpinnings of the Fund can be broken down into 2 components: vertically integrated lending origination and warehouse structures.

#### VERTICALLY INTEGRATED ORIGINATION

The integrated private credit platform created by Remara, by way of its ownership in the lending originators is, to our knowledge, unique in the Australian private debt sector as well as real estate finance (as opposed to long-term residential mortgage lending). While this is only one of a number of philosophical tenets that underpin the Fund, in our view, it will have a significant bearing on the longer-term performance of the Fund.

Remara notes the following advantages of this type of structure:

- The ownership of the asset generation engine allows Remara to provide a suite of private credit assets
- Remara's philosophy is based upon many small, high-credit-quality risks, as opposed to large notional exposures or pools of low-credit-quality assets
- This diversification across size, product and underlying obligor reduces the overall risk of the portfolio
- The ownership of the asset generation engine allows Remara to respond to the market so that it is able to generate more assets as inflows expand
- The diversity in underlying products also allows Remara to respond to the liquidity needs of investors through both short-term and long-term duration loans
- Remara is looking to improve the return on private credit assets by removing unnecessary layers and allowing investors to be 'closer to the assets'

There is a very strong alignment of interest with investors embedded in this origination structure. Not only is the originator 'on the hook' by way of the first loss equity buffer in the warehouse structure (an amount that will typically gravitate to circa 7-8%, given it includes both the equity injection plus retained net interest margin) but Remara also has direct profitability risk exposure through the originators themselves. If we contrast this with the more common SME lending warehouse financing structure in which the investment manager provides funding (via the warehouse) to third-party originators, it is the originator, not the investment manager, that provides the first loss equity investment. We expect the vertically integrated Remara model to provide a stronger alignment of interest.

At an industry level, there is also the challenge of procuring high-quality private credit. The number of strong lending originators within the Australian market is limited, and most of those lending originators are already set with bank warehouses, mezzanine relationships and funding relationships. As such, the opportunity to access a high-quality pool of assets and provide a continuous flow of debt financing is a constraint. In our view, that constraint will grow over time.

For an investment manager in the segment, the risks of this constraint could include accessing lower quality third-party originators (i.e., high credit risk), facing financing/FUM growth constraints or providing third-party originators with more attractive warehouse pricing terms, implying a lower return to investors for a given level of credit risk. When Foresight states we believe Remara has established a 'future-proofed' investment model, it is the ability to minimise these potential risks that we are referring to by owning best-in-class originators.

But the 'future-proofing' notion goes further than broader market dynamics. At the coal face of credit origination, the ownership provides Remara with the highest degree of oversight of credit lending standards, the ability to dynamically manage lending criteria based on the economic outlook, as well as the ability to rapidly tactically tilt lending in relation to perceived SME sub-sector/industry segment risks.

#### **WAREHOUSE SECURITISATION**

The second critical structural aspect of the Fund is that of investing through securitised notes via warehouse structures. The obvious benefit for investors of a warehouse is the additional and final layer of collateral protection, namely the first loss equity buffer (or collateral enhancement) in each warehouse. What makes Remara unique (to our knowledge) is that, given it owns the originators, its capital is on the line. When combined with the fact that warehouse parameters are set by independent third parties, this creates an unparalleled



alignment of interest with investors. Fund investors should take a high degree of comfort in the structuring of these warehouses, given it has been undertaken by established and seasoned market participants. Furthermore, these seasoned market participants are all senior funders (senior note holders) in specific warehouses.

Why is Remara creating a warehouse-securitised note structure when it owns the originators? Largely so it can 'term out' the original warehouses and take a portion of the seasoned loan books into a public market ABS note and then replenish the existing original warehouse. In doing so, it increases its access to total capital and improves the net interest margin of the originators (the public ABS notes will reflect lower pricing to noteholders, given the seasoned characteristic of the respective loan books). But from the perspective of investors in the Fund, this creates a serendipitous alignment of interest, with the investors in the Fund benefiting from the additional collateral protection of a warehouse structure.

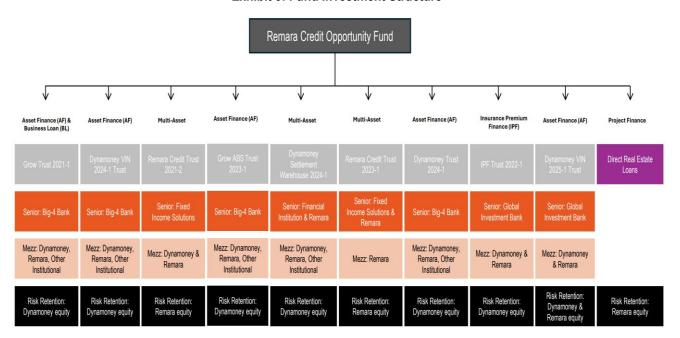
#### **Investment Strategy**

The Fund, via securitised notes, will provide exposure to loans allocated to warehouse facilities originated by Dynamoney Ltd. Soda Capital Pty. Ltd., First Nations Finance Pty. Ltd., and Remara Credit Pty. Ltd. Established warehouses, to avoid a conflict of interest, are underwritten and negotiated with established market participants (2 of the big 4 banks and a global investment bank). Negotiated terms include risk parameters such as loan criteria eligibility and portfolio parameters. Similarly, to avoid a conflict, note pricing is set by these third-party financiers/established market participants. (Note that the Fund can, and does, allocate to non-Remara securitisations and warehouse facilities as deemed appropriate by the investment team.)

In all cases, the originators will provide a first loss equity note (collateral enhancement) in addition to the retained net interest margin (NIM) earned by the originators. In effect, given the inclusion of NIM, which will differ from warehouse to warehouse, the CE is likely to range from circa 5% to 8% (once a warehouse approximately reaches a life equal to the WALE of the underlying loan book).

Over time, the Manager has stated that it may acquire additional loan originators that serve additional SME niche lending verticals. Should the Manager do so, we are confident that any such developments would be consistent with the philosophical underpinnings of Remara and the Fund, as outlined above. Most importantly, we are referring to best-of-breed originators focusing on 'prime' borrower segments from a credit risk perspective. We would also note that any such developments would be entirely consistent with a key strategic tenet of Remara and the Fund, namely, managing a diversified lending platform to the SME borrowing segment as a strategic means to diversify risk and mitigate potential margin pressure.

At the date of this report, the Fund has invested in a variety of established warehouses servicing different lending sub-segments, as detailed in the diagram below.



**Exhibit 3: Fund Investment Structure** 



#### **WAREHOUSE MECHANICS**

Warehouse financing investments are one of 3 investment vehicle types where investors can gain access to the burgeoning Australian private debt sector. The other 2 are unlisted funds (non-warehouse strategies) and listed investment trusts (LITs). Listed below are the benefits of a warehouse investment vehicle relative to the other investment vehicles:

- Substantially greater diversification by private credit lending strategy
- Substantially enhanced collateral protections by way of the securitisation structure of a warehouse facility (which has multiple layers of collateral protection)
- Additional investor protections over and above the original third-party loan book by the warehouse investment manager both tighten lending guidelines and provide another layer of lending oversight (risk management).
- Investment via a series of bankruptcy-remote trusts (the loan assets are transferred to a trust and do not reside with the third-party originator/lender, and a separate trust exists for each individual lender, i.e., no cross-collateralisation). Investors have direct recourse to the collateral-backed loan exposures. An independent trustee holds the assets (collateral) on behalf of the investors and acts in the best interests of the trust (investors), not the originator. As the note holder in this trust, the investment manager has the economic benefit, but the legal title sits with the trustee (which also ensures portfolio parameters are adhered to, that incoming payments are enough to cover outgoing costs, and that the trust has enough collateral).
- Warehouse loan books are almost invariably short-duration, floating interest rate investments, thereby mitigating economic cycle risk
  and providing minimal interest rate risk. The short duration and revolving nature of a warehouse provides the investment manager
  'ball control' over tactical tilts both by lender and by the sector exposures any given lender has, and stands in contrast to the static
  pool (and longer duration) character of RMBS and ABS.

Warehouses are structured with tranches of varying degrees of subordination (i.e. protection from loss) and typically include the following:

- A senior lender that is relatively protected against credit risk
- Subordinated mezzanine investors
- The loan originator holds a specified percentage amount of equity in the facility (the equity note) so that the originator incurs the first risk of any losses. This equity contribution also serves to incentivise the origination of higher-quality loans.

#### **WAREHOUSE STRUCTURES**

The diagram below illustrates the structure of a warehouse. Basically, the non-bank lender ('originator') will send loans into the warehouse that meet a set of agreed-upon criteria, and the investor ('noteholders') will send money into the warehouse to pay for these loans.

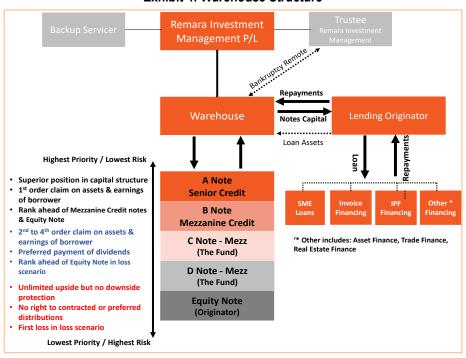
Importantly, the warehouse is bankruptcy remote, meaning that the originator is separated by the warehouse from the noteholders. The warehouse, which is a separate entity, becomes the legal owner of those loans. So, if the originator goes out of business, the loans still belong to the trust, and a backup servicer will take over to make sure the borrowers keep repaying their loans and making the necessary interest payments.

The specific details of each warehouse will be the result of commercial negotiation between the non-bank lender and the warehouse noteholders. Once an agreement is reached, an investment into the warehouse will result in a legal commitment to fund that warehouse up to an agreed amount. Key commercial boundaries in any warehouse negotiation include the following:

- **Portfolio Parameters:** Key conditions for the loan portfolio that must be consistently met, including types of loans, geography of loans, industry profiles of loans, arrears performance, maximum individual loan size and average return on the loan portfolio
- Subordination/Credit Enhancement: Warehouses have at least one layer, but typically 2 layers of notes available for investment. With 2 layers, for example, there is an A Note, a B Note (both investible) and an Equity Note. The Equity Note is the first loss provision provided by the lender. For example, a 45%, 45%, 10% capital allocation between the 3 respective notes means the Equity Note holder takes the first 10% loss, B Note investors incur losses from between 10% and 55%, and A Note investor only incur a loss should total loss-given-defaults (LGDs) across the entire loan pool exceed 55%. Clearly, notes with lower credit enhancement are riskier but pay a higher rate of return.
- **Performance Triggers:** Investors in a warehouse will make their decision based on their expectations of the loan book's performance. Any deviation away from that performance will often be covered by performance triggers. These triggers can support the warehouse investor in several ways, including diverting cash away from the non-bank lender, stopping any funding of new lending and, in extreme circumstances, taking operational control of the loan pool.



Investors are compensated for investing in a warehouse by receiving a regular interest coupon. The yields of these coupons are generally floating-rate in nature and based on a spread over a benchmark rate like the 1-month or 3-month bank bill swap rate (BBSW). The spread is relative to the risk of the note, while the BBSW rate is a proxy for the official cash rate. The benefit of a floating-rate note is that the investment has no interest rate risk, meaning that if rates increase, so will the coupon payments.



**Exhibit 4: Warehouse Structure** 

#### **COLLATERAL PROTECTIONS & RISK MITIGANTS – MULTIPLE LAYERS**

In a warehouse investment vehicle, multiple collateral protections exist at the loan and warehouse levels. Combined, these offer a degree of collateral protection that is only arguably matched by RMBS and ABS (which, in practice, is precisely what a warehouse is). While loan-specific protections may vary from warehouse to warehouse, in the case of Remara, they typically include the following layers:

- First Layer Prudent LVRs: LVR guidelines are applied over the collateral backing of a loan, guidelines which Remara was involved
  in determining during the warehouse negotiation/setup stage. This is the first line of protection if a loan defaults, and it becomes
  necessary to sell the loan collateral to recoup investor funds.
- Second Layer General Security Agreements (GSAs) and Directors' Guarantees: A GSA gives the lender the right to register
  their security interest on the Personal Property Securities Register (PPSR) and make a claim over the secured property in the event
  the borrower defaults on the loan. Directors' guarantees are personal guarantees. Should the company not have the ability to repay
  a loan, the directors will need to do so. This is the second line of protection and is utilised in the event a loan defaults and the sale of
  the collateral doesn't cover the outstanding principal and interest payments.
- Third Layer Credit Enhancement: Within the warehouse facility where the Equity Note component has been determined by Remara to be at least 3x the historic probability of default in a market downturn of the appropriate credit risk spectrum, and assuming a 100% loss-given-default (LGD). That is, exceptionally conservative assumptions. In addition to the initial equity contribution, the Equity Note will be bolstered by the retention of the net interest margin (NIM) that the 2 originators earn on any given loan until a loan is repaid. Origination fees may also be retained on the same basis. The retention of NIM can materially increase the Equity Note buffer that provides first-loss protection to note investors. The degree to which it does is effectively correlated to the WALE of the loan book in the particular warehouse, as the NIM is retained on any outstanding loan.
- Bankruptcy Remote Structure: Separation of the loan assets from the originator into a trust so that the legal title resides with the
  independent trustee for the benefit of the trust (investors). This creates an asset pool that is removed from the financial viability of the
  lending originator.
- Backup Loan Originator: In a worst-case scenario, the investment manager has in place a pre-appointed backup loan originator should the original loan originator become bankrupt or engage in impermissible activities.



 Portfolio Lending Covenants: The Warehouse's governing documentation includes a comprehensive set of borrowing base controls, with strict portfolio concentration limits and eligibility criteria in place to maintain portfolio quality and offer meaningful protection to investors.

#### **COLLATERAL ENHANCEMENT DETERMINATION**

As previously noted, the key structural aspects of the warehouses the Fund will invest in will be determined by an independent third party and, in the case of Remara warehouses, by experienced market participants in the sector that are typically senior funders of the relevant warehouse being reviewed. This includes the determination of an appropriate collateral enhancement level (CE). By appropriate, we mean a CE that is neither too low nor too high.

The CE level applicable to all Remara warehouses will be based on a universal 5% minimum equity injection plus the NIM earned by Remara subsidiaries or associate originators on all outstanding loan balances. For example, to keep it simple, assume a \$100M warehouse facility, which consists of an A Note, a B Note, and an Equity Note. The A Note represents a \$50M piece, and the B Note represents the residual \$45M. Remara, via the originator, lends out at a blanket 12% p.a. level to borrowers. The A Note earns 7% p.a.; the B Note 9% p.a. Assume the WALE of the loan book is 12 months. Consequently over 12 months, the interest earned is \$12M. Of this, \$3.5M is paid to the A-Note holder and \$4.05M to the B-Note holder. The remaining \$4.45M represents the NIM retained by the seller, equity, or subordinated noteholder. This accrues monthly over the collection period but is only distributed once defaults and losses are covered by excess spread. This mechanism effectively reinforces CE by ensuring that subordinated cash flows absorb first losses prior to being paid to the noteholder, further enhancing protection for senior tranches.

In determining the CE, the intention is that even in an extreme fat-tail event, the 5% initial equity injection component of the 2 elements of the overall CE is never breached. In other words, any potential draw on the overall CE would come from the accumulated NIM component. The senior funders that set the CE undertake credit modelling based on the underlying risk profile of the borrowers. As a rule of thumb, the NIM component of the CE is typically set at around 3 times the expected capital loss rate during a market downturn. Historically, Remara has recorded a 35 basis point loss on capital across all of its lending verticals/warehouses. The Manager is assuming this increases to 65 basis points in a market downturn. 3 multiplied by 0.65% equals 1.95%, which compares very favourably to the 4.45% NIM added to the 5% component in the example above.

Bear in mind that the CE represents the final layer of collateral protection on a lend. It is only drawn upon if, in liquidating the collateral on a defaulting loan, the loan balance outstanding is not, firstly, less than the LVR and, secondly, less than other pledged assets such as a directors' residential properties.

#### **NOTE PRICING**

Tranche note pricing is set based on credit spreads in the publicly-listed debt markets, both primary issuance and secondary. It remains fixed for the term of the warehouse and is reviewed and reset at the end of the term, along with the other pool parameters/criteria. Importantly, all aspects of these reviews, including the determination of pricing, are conducted by independent third parties, which conduct portfolio parameter testing. Given that the loan originators are owned by the Remara Group, this process avoids conflicts of interest that may arise.

#### INTEREST RATE MISMATCH RISK

While loans are issued to borrowers based on fixed interest rates, the coupons paid to warehouse noteholders are largely floating-rate in nature, exposing Remara to an interest rate mismatch. To mitigate the risk, the trustee has entered into an interest rate swap with the senior funder of each particular warehouse. Under the interest rate swap agreement, the trustee will make a payment to the swap provider at a fixed rate of interest and receive from the swap counterparty an amount equal to the 30-day BBSW. The notional balance of the swap will follow a schedule based on the amortisation of the portfolio, assuming no prepayments. The swap will be extended, and the fixed rate will be adjusted on a monthly basis to hedge new receivables added to the trust during the revolving period.

Interest rate swap costs are incurred by the originator rather than being deducted from income paid to investors in the Fund. The hedges are in the name of the trustee for the funding vehicle, so AMAL Trustees owns those hedges on behalf of the warehouse noteholders. Remara has derivative and hedging strategies, reviewed and approved by Westpac and IFM, which represent a mandated requirement as per the legal documents for a warehouse.

#### **WAREHOUSE TERM OUTS**



When a warehouse 'terms out', the more seasoned pool of loans in the warehouse will be transferred to a securitised ABS note that will ultimately trade on publicly listed or private placement markets. In the original warehouse, the transferred loans will be replaced by new loans to refresh the cycle. This process leads to a de-risking of the pool of loans and consequently lower note pricing on the new warehouse. It's important to note that while it is possible the Fund could invest in the public ABS securitised note and out of the original warehouse, it is highly unlikely the Manager would do so. Primarily because the returns are lower and the warehouse has stricter amortisation schedules.

#### **BACKUP SERVICER ARRANGEMENTS**

Remara has entered into a standby servicing agreement with the warehouse trustee AMAL Trustees Ltd. A backup servicer steps in to amortise a loan book should the originator cease operating, and this is a standard arrangement for all warehouse structures. The backup servicing plan is reviewed on an annual basis through an annual operational review with Grow and Remara.

#### ORIGINATOR STRATEGY

The originator strategy is focused on future-proofing returns for investors in the Fund. There are only a limited number of high-quality SME lending originators in the country. By owning the originators, Remara controls the credit risk quality, controls risk at a total portfolio level, and provides a superior window into credit risk dynamics by borrower type, economic sector, etc., which facilitates tactical tilts.

The lending sub-segments pursued by the originators are detailed below.

#### **LENDING SUB-SEGMENTS**

#### **Insurance Premium Finance**

Dynamoney provides Insurance Premium Funding ('IPF') facilities that are designed to assist SME businesses in managing their insurance portfolio through a 'pay by the month' product offering. IPF is a complementary product offering for current and prospective clients. Every Dynamoney client is required to have adequate insurance prior to receiving a finance facility with Dynamoney. Once Dynamoney has approved a finance facility for an SME client, the provision of an IPF facility enables the client to improve their cash flow management and ensures Dynamoney retains its desired credit profile and support. IPF can improve the client's cash flow management without affecting established borrowing facilities by freeing up working capital. Dynamoney's IPF facilities currently provide SMEs with funds between \$1,000 and \$5M. Grow has several competitive advantages within the Insurance Premium Finance sector: traditional credit underwriting and servicing experience through proven procedures; organic client base cross-selling with an embedded need for the product; the known risk of funding Dynamoney clients; and established networks of brokers and major aggregator groups.

#### **Business Loans**

Adjacent to the Asset and Equipment Finance segment, Dynamoney provides business loan products, including an overdraft and a term loan product. Security is applicable on loans over \$100,000, caveat on loans over \$150,000 and ALLPAPS on loans over \$250,000. The overdraft facility is interest-only and is reviewed quarterly. If the account is not renewed, principal and interest apply over the remaining 24-month term. The facility will amortise over a 24-month term at the end of the 36-month facility period. Property owners with high LTV ( >80%) or LMI, less than 50% ownership, property in a rural location, or where a caveat/second mortgage is already lodged, will be assessed as non-property owners. Excluding large enterprises (\$5M+ revenue) for non-property owners, Dynamoney's total group exposure (excluding IPF) is a maximum of \$500,000. Broker commissions have a clawback of 100% on defaults for up to 6 months and 50% for up to 1 year.

#### **Asset Finance**

Dynamoney offers 3 loan types to clients, offered across a range of underlying assets, including vehicles and equipment. Each product is differentiated by its underlying loan amount and credit profile, but there are 2 main contract types: rental contracts and secured loan agreements.

Dynamoney only provides credit to prime, near-prime and low-doc SME borrowers and does not participate in sub-prime or unsecured loans. It primarily aims to provide small-to-medium-sized loans to established, proven and credit-worthy SMEs who require finance for income-generating and business-critical assets or key operating infrastructure. Financed equipment generally has a known secondary or in-situ value. Dynamoney intentionally avoids low-yielding/low-risk large loans to large corporates, focusing instead on the large market under-serviced by the major banks.

#### **Corporate Loans**

Corporate Loans provide further flexibility to medium-sized business owners who hold property. Corporate Loans are secured on property with a max. 80% LVR first/second ranking Residential or Commercial mortgage and/or max. 60% LVR of Plant and Equipment, and/or max.



60% LVR on receivables, and/or 25% LVR on Eligible Inventory (capped at \$250K). The corporate loan facility targets clients with high credit scores and low-risk securities. The benefits to both parties are less transactional overlap on invoice validating, multiple application processing, and other administrative tasks

#### **Real Estate Finance**

Remara Credit Pty. Ltd. provides real estate finance across construction, development, land banking and completed properties as the core vertical to complement SME exposure. The target loan size is up to circa \$3M, and the target market is inner-cities, such as Sydney, Melbourne and Brisbane. This type of real estate financing has a relatively low-risk profile and high liquidity. In the case of construction loans, it's much easier to appoint a replacement developer, if needed, than on large multi-level developments.

#### Floorplan Finance (Bailment)

Soda Capital Pty. Ltd. provides Floorplan Finance, a type of financing arrangement specifically designed for businesses in industries such as automotive, RV (recreational vehicle), marine and equipment. Floorplan finance is used to provide dealerships with the necessary capital to maintain their inventory levels. Rather than tying up their own capital in purchasing inventory upfront, dealerships can obtain financing from specialised lenders known as floorplan lenders. These lenders provide loans or lines of credit secured by the inventory itself. The inventory serves as collateral, mitigating the risk for the lender.

**Exhibit 5: Asset Backed Finance - Financial Profile** 

Feature	Asset Finance	Business Loans	Floorplan Finance	Insurance Premium Finance	Real Estate	Total
Current Loan Balance (A\$)	1,090,991,205	143,449,724	61,231,581	68,439,031	238,144,706	1,602,256,247
Number of Loans	20,685	3,020	1,058	1,057	56	25,876
Max Current Balance (A\$)	686,629	100,000	781,175	5,238,699	18,168,606	18,168,606
Average Current Balance (A\$)	52,743	47,500	58,751	64,748	3,161,986	515,145
W.A. Interest Rate %	12.61%	17.34%	12.50%	14.92%	14.43%	13.4%
W.A. Remaining Term (months)	44.3	30.9	17.8	5.5	5.9	34.7
W.A. Seasoning (months)	14.1	7.99	4.5	4.82	7.2	11.8
W.A. Director Credit Score	735	770	795	800	725	742
Credit Enhancement	2.00%	5.00%	5.00%	2.00%	5.00%	2.83%
NIM	3.50%	5.50%	3.50%	6.00%	5.00%	4.0%
Total Credit Support	5.50%	10.50%	8.50%	8.00%	10.00%	6.8%

Source: Remara Investment Management



Exhibit 6: Credit Matrix (Summarised) and Collateral Pools by Vertical

Feature	Asset & Equipment Finance	Business Loans	Trade Finance	Invoic e Finan ce	Insuran ce Premiu m Financi ng	Real Estate Finance	Floorplan Finance
Min Company Score	475	500	500	500	450	450	450
Min Director Score	500	500	500	500	500	500	500
Director Guarante es	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Debt Service Coverage	1.25x	1.25x	1.25x	N/a	N/a	N/a	N/a
Asset Coverage	GSA/ALLPAAP/P MSI for all assets	GSA/ALLPAAP/P MSI for loans >\$250K	GSA/ALLPAAP/P MSI over stocks	PPSR	PPSR	Mortgage/cav eat/ ALLPAP	Mortgage/cav eat/ ALLPAP
Insuranc e Wrap	No	No	Insurance or property LVR<=80%	N/a	Max cash exposure >100K	N/a	N/a
Max LVR - Secured	125% *	100% *	90% of cost	85%	105%	80%	90% (Wholesale Price)
Max Size	\$1M	\$500K	\$3M	\$1M	\$1M	\$7.5M	\$2.5M
Term Max	84 Mths	36 Mths	180 Days/ Import term	90 days	12 Mths		

Source: Remara Investment Management

#### **SECURITY AGREEMENTS**

Security agreements provide collateral protection to the lender (and the fund investor) over and above that which may apply to the specific asset being financed. In Australia, there are 3 key security guarantees:

- 1) General security agreement (GSA), alternatively referred to as a security interest over all present borrower assets
- 2) Purchase Money Security Interest (PMSI)
- 3) Director's guarantee

In short, no loan should be issued to an SME without either a GSA or PMSI and, ideally, a director's guarantee.

#### **GSAs**

Since the advent of the Personal Property Securities Act 2009 (PPSA), nearly all property that is not land, including chattel, vehicles, plant and equipment and intellectual property rights, can only be mortgaged via a security interest under the PPSA. A GSA covers all of the borrower's present and future assets and can be registered on the Personal Property Securities Register. The register is a national public noticeboard of security interests over assets (besides property) that legally assigns the priority of these interests under a 'first in, best dressed' principle.

#### **PMSI**

<sup>\*</sup> Higher LVRs apply to amortising loans, such that LVR declines over the loan term.



A PMSI is utilised for a borrower that is encumbered by a pre-existing GSA, meaning the lender cannot issue a GSA. A PMSI is a security interest in the specific asset being financed and has super-priority over all other forms of securities, including GSAs.

#### **Director's Guarantee**

A personal or director's guarantee outlines the conditions under which a guarantor — usually the business owner or director — becomes responsible for the business's debt obligations. In the case of default, if the various collateral protections don't cover the outstanding principal, then the lender can move to liquidate the director's personal assets. Commonly, a 'personal asset' will include a house that may be subject to a mortgage. The mortgage lender will have the first claim on the proceeds in the event the property is sold, and the SME will be able to claim the residual funds.

Guarantors are not released from their obligations unless the loan has been repaid or there is consent from both parties to do so.

The risk spectrum can be visualised in the following graphic:

Real Estate Finance

Asset & Equipment Finance

Invoice Finance

Insurance Premium Finance

**Exhibit 7: SME Lending Risk-Return Profile** 

#### **Investment Process**

Dynamoney, Soda Capital and Remara Credit focus heavily on cash flow analysis when assessing loans.

Equifax scores, at both the business level and the director level, represent a 'gating' analysis. There is a focus on businesses that have 600+ Equifax scores with individual directors that have 700 – 800+ Equifax scores (all classified as 'Prime').

Following this, prospective borrowers are assessed on a cash flow basis. The Manager reviews bank statement data over a 12-month rolling period to assess cash management and ensure the business does not have a significant concentration of individual revenue sources. The originators are seeking to determine whether any 'negative screens' are present. Negative screens may include late or missed repayments on other loan commitments or an erratic personal expenditure profile. This analysis is conducted both at the business and director levels, with Remara having a general view that financial issues at the personal level often flow through to the business level.

Based on their years of experience, Remara has created cashflow templates for certain industries, allowing them to assess the disclosed costs in a potential loan agreement against the industry standard.

#### NOTE: THE EQUIFAX SCORING METHODOLOGY

Equifax is a broadly used scoring methodology to assess consumer and SME credit risk. The score is based on a number of characteristics held on the Equifax credit reporting databases, including applicant information, the number and types of enquiries, as well as adverse information (defaults, default judgments and insolvency information).

For consistency, all of the Equifax credit reporting products built since 2011 incorporate the 'Masterscale'. The scale ranges from -200 to 1200. A score of 200 represents odds of 1:1, which means the applicant has a 50% chance of having an adverse outcome (defaults, default



judgments and insolvency) on their Equifax credit report in the next 12 months. The probability of an 'adverse' report over a 12-month period by scoring band is summarised below.

**Exhibit 8: Equifax Scoring Methodology** 

Score	Mean Probability of Failure*	Probability Of Adverse Report**	Equivalent S&P	CreditorWatch
-200	74.3%	93.7%		Е
-99 to 0	53.8%	80.0%	С	Е
1 to 100	39.8%	66.7%		
101 to 200	28.2%	50.0%		D3
201 to 300	17.4%	33.3%		D2
301 to 400	8.7%	20.0%	CCC	D1
401 to 500	4.6%	11.1%	B-	C3
501 to 600	2.4%	5.9%	B-	C2
601 to 700	1.2%	3.0%	В	C1
701 to 800	0.6%	1.5%	B+	B3
801 to 900	0.3%	0.8%	BB	B2
901 to 1000	0.2%	0.4%	BB+	B1
1001 to 1100	0.1%	0.2%	BBB-	A3

<sup>\*</sup>Failure is defined as the borrower entering external administration or liquidation in the next 12 months.

#### **ORIGINATION**

Origination channels vary according to the lending vertical. For business loans and asset finance, approximately 90% of prospective loans are generated by a panel of external brokers. These brokers furnish Dynamoney with lending prospects that are consistent with Dynamoney's credit metrics, credit profile and the assets that Dynamoney typically finances.

With insurance premium funding finance, lending prospects are introduced by insurance brokers. These relationships are critical to IPF lending as the insurance broker has power of attorney over the insurance policy with Dynamoney and the ability to cancel it.

Trade and invoice finance, which is more of the structured receivable cash flow credit, is typically originated by way of introductions through accountants and advisors. There is an element that comes through the broker community, but finance brokers are generally not well-versed in these more structured credits.

Real estate financing is originated in the conventional way for the industry, specifically a mix of broker referrals and direct relationships with pre-existing borrowers (often developers).

Floorplan finance is originated from direct leads via inbound enquiry from dealerships.

#### **DEAL STRUCTURING**

All originators prioritise capital preservation, which is evident in their focus on prime borrowers. In each lending vertical, there are detailed specifications for industry risk, geographic risk, probability of default, level of security at the borrower level and level of credit enhancement at the borrower level. The investments, in decreasing order of priority, are capital preservation, level of income and longevity of investments.

Over and above parameters at the lending level, warehouse structuring is done in conjunction with external senior funders, legal counsel and the custodians of the Fund.

#### ONGOING PORTFOLIO MANAGEMENT

Remara reviews and analyses their exposure on a monthly basis, including full transparency of the loans, their maturities, delinquencies, and processes to manage defaults within the portfolio.

<sup>\*\*</sup>Adverse Report is a default or a default judgment in the next 12 months.



#### **Investment Team**

The investment process of the Fund is led by a seasoned team of professionals who frequently interact with the Investment Committee. The Investment Team is supported by internal credit resources and external legal expertise.

**Exhibit 9: Key Team Member Summary** 

Name	Title	Investment Committee/Team
Andrew McVeigh	Managing Partner	Andrew sits on the Investment Committee and is primarily responsible for capital-raising initiatives.
David Verschoor	Managing Partner	David sits on the Investment Committee and is primarily responsible for credit origination and oversight.
John Debevec	Advisory Partner	Remara Investment Management
James Drew	Senior Investment & Advisory Analyst	Remara Investment Management
Scott Morgan	Head of Real Estate Credit	Remara Credit
Blake Velkovski	Director, Investment & Capital Markets	Remara Credit
Jingru Huang	Analyst	Remara Credit – Real Estate Credit Underwriting
Zane Alexander	Analyst, Real Estate	Remara Credit
Timothy Wilson	Head of Distribution – Wealth & Intermediaries	Remara Investment Management
Wayne Richardson	Head of Distribution - Direct	Remara Investment Management
Mark Hickey	Independent Committee Member	Investment Committee
James Knight	Senior Manager – Compliance	Compliance

#### **Andrew McVeigh**

Andrew founded Remara, a Sydney-based investment firm, focusing on real estate, private credit and tactical investment. Prior to starting Remara, Andrew held multiple positions within Brookfield Asset Management across the Australian and Asian Platforms. Andrew most recently held the position of CFO Asia-Pacific, covering Financial Leadership of the Brookfield Property & Private Equity Group and Brookfield's Corporate Operations for the Asia-Pacific region. This followed previous roles covering Group Finance, External Investments, Infrastructure and Commercial Properties. Prior to joining Brookfield, Andrew gained experience in auditing, corporate taxation, corporate finance and business services for industry.

Andrew currently holds a Bachelor of Business in Accounting and a Graduate Diploma in Finance. He has served on the CFO Round Table and the National Accounting Round Table for the Property Council of Australia.

#### **David Verschoor**

David is a managing partner of Remara, focusing on debt capital markets, private credit and private equity related to financial services. David founded Dynamoney (formerly Grow Asset Finance) in December 2016. Dynamoney is an Australian non-bank lender, focusing on small to medium enterprises. David's background includes over 25 years of investment banking and finance experience. David started his finance career as a credit analyst at Westpac and became responsible for capital raising and trading corporate debt from 2001 at BNP Paribas in Tokyo and Hong Kong in 2004.

Moving back to Australia in 2009, David was instrumental in raising capital for Australia's largest non-bank financial institutions, which included mortgage-backed debt as well as consumer and auto finance.

#### John Debevec

John Debevec is an Advisory Partner at Remara. He has over 25 years of experience in securitisation and treasury management, with a career spanning several prestigious institutions, including Merrill Lynch, RBS, Westpac and Moody's. John's understanding of financial structuring, stakeholder management, and innovative financial modelling is augmented by formal qualifications in finance and law.



#### **James Drew**

James Drew is the Senior Investment & Advisory Analyst. James joined Remara with 3+ years of experience within Financial Advisory, working across Turnaround & Restructuring and M&A at Deloitte Australia. James has a Bachelor of Commerce in Accounting and Commercial Law from the University of Sydney and is a qualified Chartered Accountant.

#### **Scott Morgan**

Scott's 30 years of experience across property, finance and investment have given him extensive expertise in real estate debt and equity investments. Prior to joining Remara, Scott held the role of Senior Portfolio Manager at Trilogy Funds. Highly skilled in strategy, deal origination and structuring, execution, management and investor relations with extensive knowledge and expertise across real estate debt and equity investment.

#### Blake Velkovski

Blake Velkovski is the Director, Investment & Capital Markets at Remara. Blake joined Remara with 5+ years of experience in Investments and Capital Markets, having held roles within NAB, Metrics Credit Partners, and Keyview Financial Group. Blake has a Bachelor of Economics (Honours) from the University of Sydney.

#### Jingru Huang

Jingru heads up Remara Credit Pty. Ltd., with key responsibilities being originator engagement, deal underwriting, and portfolio management. Prior to joining Remara, Jingru spent 3+ years working as a Commercial & Operations Analyst at Xpansiv CBL and as a Market/Investment Analyst at Arch Capital Management.

#### Zane Alexander

Zane Alexander is a Credit Analyst at Remara. Prior to joining the team, Zane had 3+ years of experience in Investments and Data Analytics at JANA Investment Advisers and Futures Sports + Entertainment respectively. Zane holds a Bachelor of Engineering in Data Engineering and Bachelor of Business in Economics from the University of Technology Sydney.

#### **Timothy Wilson**

Timothy Wilson is the Head of Distribution – Wealth & Intermediaries at Remara. Prior to joining Remara, Timothy had nearly 20 years of experience in Sales, Entrepreneurship, Wealth Advisory and Consulting, including roles at Macquarie Group and Ord Minnett. Timothy holds a Masters in Applied Finance, a Diploma of Financial Planning, and an RG 146 Licence.

#### Wayne Richardson

Wayne Richardson is the Head of Distribution – Direct. Wayne joined Remara with over 15 years of expertise in Product Management and Private Wealth Management across various institutions such as NAB, Australian Unity Investments, and ING. Wayne holds a Bachelor of Business in Marketing and Human Resources Management from La Trobe University, and a Master of International Finance and MBA from Deakin University. He also holds a CFA Level 1 gualification and an ASIC RG 146 certificate.

#### Mark Hickey

Mark is an independent Investment Committee member with 30+ years of legal (banking/finance/public markets) experience. His previous roles were Chairman of DWF Law (Australian Practice) and Chairman/CEO of Sparke Helmore. His IC responsibilities encompass conflict of interest management, deal structure and diligence, and legal advice.

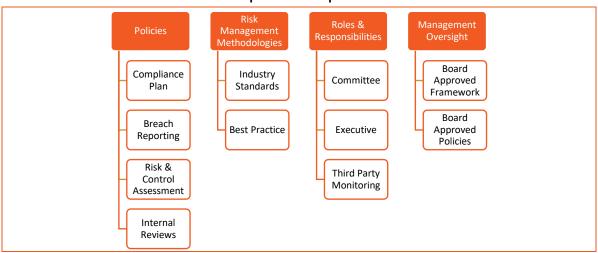
#### **James Knight**

James Knight is the Senior Compliance Manager at Remara. Before joining Remara, James had over 30 years of experience in Compliance and Risk across prestigious institutions such as JPMorgan Chase, Brookfield, BlackRock, CBA and Macquarie Group. James holds a Graduate Diploma in Compliance, a Graduate Diploma in Applied Finance and Investment.



### **Compliance and Operations**

**Exhibit 10: Compliance and Operations Structure** 



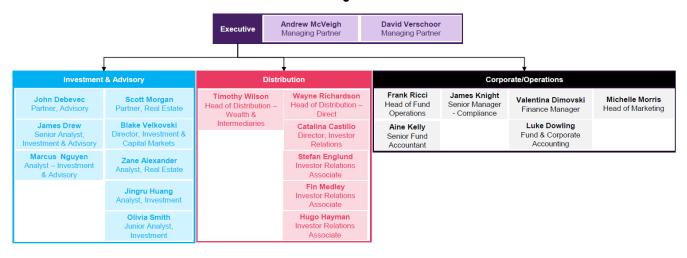
Governance is multi-layered, enhanced with the services of an external consultant. Remara's compliance addresses the conditions of its AFS license, AML/CTF obligations, ASIC policies and the Corporations Act.

Reporting is provided monthly to the Responsible Entity and as new investments are approved by the Investment Committee. Quarterly requirements are also provided to the RE by the Fund's management and operations teams.

In addition to the corporate compliance regime, Remara's operations are governed by the Compliance Plan of the Funds and subject to semi-annual audits undertaken by the trustee and the compliance plan auditors, Moore Australia.

#### **Management Structure**

#### **Exhibit 11: Management Structure**



#### **Risk Management**

The Responsible Entity of the Fund is responsible for monitoring the terms of the Investment Memorandum and ensuring that all trades are appropriately recorded and accounted for.

The compliance of the Fund with its Constitution and Investment Mandate is overseen by the trustee.

Unit pricing is delegated to the Fund Administrator, following the valuation guidelines contained in the Fund Trust Deed. Note that the Fund is a registered managed investment scheme under the Corporations Act 2001, and the Trust Deed is lodged with ASIC.



#### Performance as at March 2025

The Fund was launched in March 2024. All performance data is net of fees and expenses. We note the following:

• The Fund has outperformed its target return. The Fund's annual return over the 12 months to March 2025 was 15.13% versus a benchmark target of 14.75%.

Arrears, gross and net losses are only relevant to the extent they impact investor returns. Of course, the securitised structure of a warehouse is designed to protect noteholders from any possible losses. Nevertheless, arrears and losses data indicate the strength of a manager's lending practices.

**Exhibit 12: Performance Summary** 

Period	Remara Credit Opportunities Fund	Benchmark	Excess
1 month	+1.30%	+1.14%	+0.16%
6 months	+7.60%	+7.10%	+0.50%
12 months	+15.13%	+14.75%	+0.38%
Inception	+16.36%	+14.75%	+1.61%

Source: Remara Investment Management

Fund Benchmark is "BBSW1M + 10.0% p.a."

#### PORTFOLIO CHARACTERISTICS

The characteristics of the portfolio, as of March 2025, are presented below. We've highlighted the key points here:

- Looking at the total Remara credit platform, arrears were 94.7 bps, materially below the S&P Global Ratings Mortgage Performance Index (SPIN) RMBS and Auto ABS benchmarks.
- At a Fund level, 30+ days arrears have historically averaged 0.90% and were 0.73% in March 2025.
- Gross and net losses across the total Remara credit platform, with the latter factoring in recoveries on defaulted loans, were
   1.30% and 0.72% respectively, as of March 2025. We note that the NIM component added to the CE levels is materially higher than 3x (the multiplier applied to determine the NIM to an assumed net loss rate).
- There is a diversity in the WAL profile of the total portfolio, which we would expect to increase over time as additional warehouses are added. As previously noted, this diversity and the short-dated loans assist in liquidity management.
- Based on the directors' credit scores (Equifax), the majority of the portfolio is above 600, with over 30% in the 700 to 900 score range. This score range is classified as 'Very Good to Excellent' by Equifax.
- Trucks and Trailers had the 2<sup>nd</sup> highest exposure at 13.4% of the underlying pool and has excellent recovery value and a liquid secondary market for recoveries. Real Estate Backed leads the list with a weighting of 57%.

The portfolio is highly diversified by industry exposure and the total number of obligors. The top 10 obligors comprise 33.61% of the portfolio, (as of March 2025) reflecting the strategy of using higher quality, smaller loans as an LGD mitigant.

<sup>\*</sup> Returns greater than 1 year are annualised



**Exhibit 13: Pool Summary** 

Pool Summary	
Total Pool Balance – Platform (\$)	1,491,720,640
Average Contract Duration (months)	12.80
Number of Contracts	23,979
Average Position Value (\$)	981,701

**Exhibit 14: Fund Note Balance** 

Summary	Value	Weight
ABS Facility	\$34,290,000	37.95%
Grow	\$500,000	0.55%
Preferred Equity – Project Finance	\$17,999,612	19.92%
MBS Facility	\$10,268,562	11.36%
Project Finance 1	\$1,103,719	1.22%
Project Finance 2	\$7,345,351	8.13%
Project Finance 3	\$5,775,170	6.39%
Remara Cash Management Fund	\$7,500,000	8.30%
Cash at Bank	\$5,572,625	6.17%

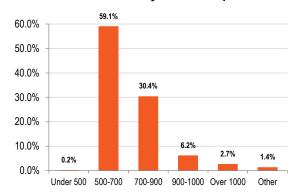
Source: Remara Investment Management

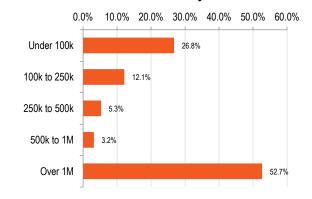
**Exhibit 15: Portfolio by Sub-Segment (Collateral)** 



Source: Remara Investment Management

**Exhibit 16: Portfolio by Director Equifax Score** 

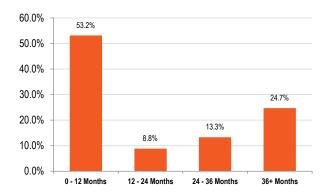




**Exhibit 17: Portfolio by Loan Size** 

Source: Remara Investment Management

**Exhibit 18: Portfolio by Loan Expiry** 



### **Transparency & Reporting**

The Manager has provided Foresight Analytics and Ratings with the required information in a transparent fashion. Investors receive monthly performance reports and annual audited financial statements.



# Third-Party and Service Advisors

Fund Administrator	Remara Investment Management Pty. Ltd.
AFSL Licensee	Remara Investment Management Pty. Ltd. (ABN 98 609 737 604) AFSL 483459
Trustee	AMAL Trustees Pty. Ltd. (AFSL 483459)
Custodian	Perpetual Corporate Trustees Ltd.
Accounting	Remara Investment Management Pty. Ltd.
Auditor & Tax Advisor	Ernst & Young Australia
Legal	Baker McKenzie
Compliance Plan Auditor	Moore Australia
Insurance Provider	Accredited Insurance (Europe) Ltd.



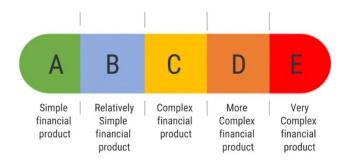
#### **Investment Rating Scale**

The Foresight Analytics' investment rating is an opinion on how well we believe a fund will perform against a range of risks.

Rating	Definition
Superior	Indicates the highest level of confidence that the fund can deliver a risk-adjusted return in line with the investment objectives of the fund.
Very Strong	Indicates a very strong conviction that the fund can deliver a risk-adjusted return line with the investment objective of the fund.
Strong	Indicates a strong conviction that the fund can deliver a risk-adjusted return in line with the investment objective of the fund.
Competent	Indicates that the fund may deliver a return in line with the fund's relevant benchmark.
Weak	Indicates a view that the fund is unlikely to deliver a return in line with the investment objective of the fund and or meet the return of its benchmark.

#### **Foresight Complexity Indicator**

Foresight's Complexity Indicator highlights the complexity of an investment by its terms and conditions' structure and transparency that may affect the investor's return.



# Investment Rating and Foresight Complexity Methodology

Foresight Analytics and Ratings' methodology for its investment rating and research can be downloaded from its website.

#### **Financial Services Guide**

A copy of the Foresight Analytics' Financial Services Guide can be provided by calling 02 8883 1369.

#### **Contact Details**

Foresight Analytics

Level 2, Suite 208, 33 Lexington Drive, Bella Vista, 2153

Telephone: 02 8883 1369

Website: www.foresight-analytics.com

Analyst: Rob da Silva

Email: rob@foresight-analytics.com

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