



**MA ASSET MANAGEMENT**  
MOELIS AUSTRALIA

# **MA REAL ASSET OPPORTUNITIES FUND**

**Opportunistically capitalise on dislocation arising from COVID-19**

**Attractive target returns of 13%-15% p.a.**

**Recurring income in normalised conditions**

**Downside protection**

## Overview

Dislocation arising from COVID-19 will continue to have a material impact on businesses in Australia, creating opportunities for astute investors.

The MA Real Asset Opportunities Fund (the Fund) has been created to selectively capitalise on these opportunities by seeking out well-priced investments in businesses underpinned by freehold property or real asset ownership.

The Fund is open for a limited time only. Applications close 14 October 2020.

### Key Fund highlights

**Opportunistic investment** – capitalise on dislocation arising from COVID-19 to acquire quality assets at attractive pricing

**Attractive target returns** – target returns of 13% to 15%+ p.a. IRR over a four to five year period

**Recurring income in normalised conditions** – potential to generate recurring distributions under normal market conditions

**Downside protection** – reduce risk profile and preserve capital via controlling interests in real estate or real assets

**Priority with flexibility** – investors granted priority on suitable new investments while retaining flexibility to increase, decrease or opt out of each new investment

**Investor alignment** – minimum 5% co-investment by Moelis Australia and its executives

**Seed assets secured** – two mixed-use land lease lifestyle communities in NSW secured, representing 20% of an investor's total commitment.

### Fund Highlights

<b>Target Fund Size</b>	\$50m
<b>Structure</b>	Australian unit trusts Separate class of Stapled Securities (Class) per drawdown
<b>Target Return</b>	13% to 15%+ p.a. IRR (net of fees)
<b>Minimum Commitment</b>	\$100,000
<b>Initial Close</b>	Target 14 October 2020
<b>Drawdown</b>	Capital commitment is drawn down incrementally for each new investment
<b>Investment Term</b>	Target 4 to 5 years per investment
<b>Eligibility</b>	Wholesale investors
<b>Management Fee</b>	1.75% p.a. on called capital per Class
<b>Performance Fee</b>	20% of the performance above the hurdle return of 8% p.a. IRR per Class
<b>Establishment Fee</b>	1.00% of total commitment deducted from application monies

## A highly selective investment approach

The Fund will seek investments in sectors:

- where dislocation provides an opportunity to purchase assets at a discount relative to normal market conditions; and
- positioned to benefit from a future easing of social movement restrictions, capital flows, and investment.

The Fund will focus on investments with the following profile:

- mid-market transaction values (\$10m to \$30m) where the Manager observes less investor competition;
- able to generate recurring distributions upon normalisation of social and economic conditions; and
- exhibit a clear, diverse pathway to exit.

### Target investment sectors



#### Regional lifestyle

Mixed use, land lease, and vacation communities



#### Travel and tourism

Hotel and travel accommodation, tourism assets



#### Social infrastructure

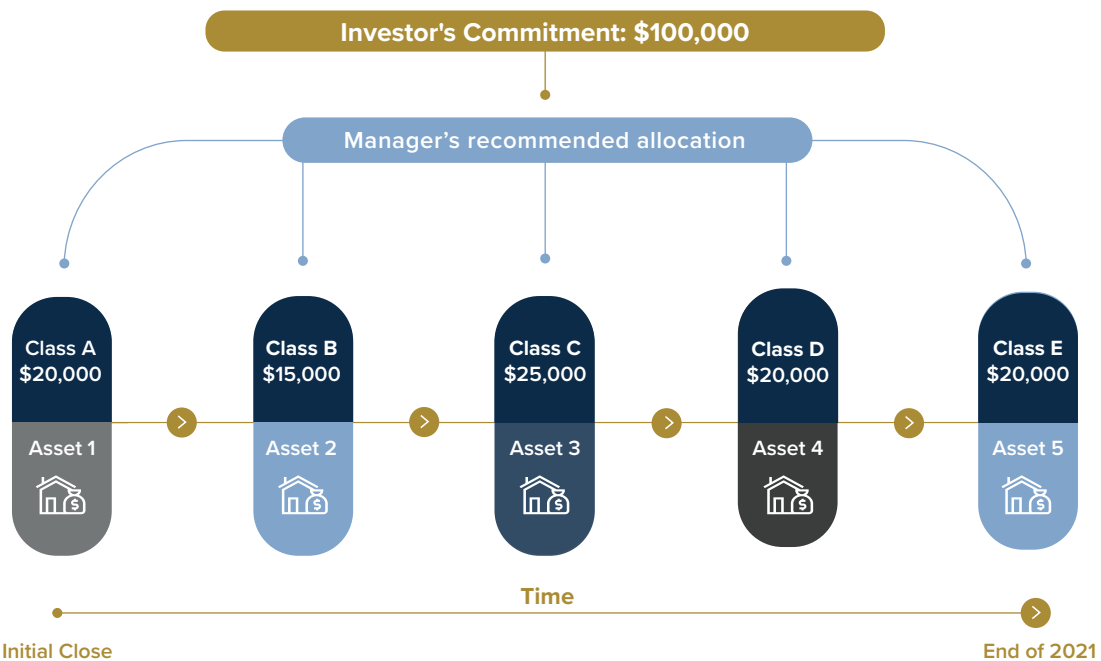
Retirement, disability, health, education and transport

## How the Fund works

The Fund seeks to acquire five to eight assets over the next 12 months as opportunities arise.

Investors make an upfront commitment of capital, which is drawn down incrementally for each new investment.

While the Manager will recommend the amount of an investor's Commitment to be drawn for each investment, investors will have the flexibility to increase or decrease their exposure or opt out of a particular investment altogether.



Illustrative example only.

## MA Asset Management

MA Asset Management originates and manages investment opportunities for sophisticated and institutional investors in real estate, credit, private equity and venture capital.

We are a principal investor in many of our funds on the same terms as clients ensuring strong partnerships and aligned objectives with our growing base of

domestic and international wholesale investors. Since launching in 2013, we have grown to over \$5 billion in assets under management (as at August 2020).

## More information

The Fund is open for a limited time only. Applications close 14 October 2020.

For more information about the Fund, including how to invest, please contact your local MA Asset Management representative.

### Lee Hayes

P +61 2 8288 5587  
M +61 (0) 405 130 964

### Adam Mackie

P +61 2 8288 5586  
M +61 (0) 434 433 234

### James McCurley

P +61 2 8288 5595  
M +61 (0) 409 397 887

### Aidan McCluskey

P +61 2 8288 5545  
M +61 (0) 416 662 056

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