

Offering institutional investors unique access to investment grade agricultural property and an attractive and stable income profile

Strategy Overview

Buy, develop and own a diversified portfolio of investment grade agricultural property for the primary purpose of leasing the assets to high quality agricultural businesses, as Tenant Partners.

The mandate will utilise Warakirri's existing Sustainability Framework and will include, where possible, strategies to measure, monitor and reduce energy use, carbon emissions and improve biodiversity.

Target Assets

Target assets of the Warakirri Farmland Fund (Fund) include horticulture (nuts and fruit), viticulture (wine and table grapes), row crop farmland assets and water entitlements.

The Fund will focus on investment grade assets with attractive lease terms under long WALE agreements with best-in-class counterparties.

Deployment Strategy

Partnership Origination: Strategic relationships with successful, highly sophisticated Tenant Partners who are experts in their field and positioned to further develop their business under a lease partnership.

Sale and Lease-Back Investments: Target both on and off market transactions with existing owners looking to sell and lease back assets for growth, diversification and tactical development of their business.

Summary Information – Warakirri Farmland Fund

Target Fund Scale	A\$500 million
Investment Locations	Australia and New Zealand
Minimum Investment	A\$20 million
Fund Term	Open ended
Liquidity	Liquidity windows will be available on the seven-year anniversary of acquisition of first real-property asset and every five years thereafter
Distributions	Quarterly
Gearing	Neutral long-term gearing position of 30%
Management Fee	Base management fee of 0.95% for 0 to A\$200m 0.85% for A\$200 to \$500m 0.75% for >A\$500m [^]
Performance Fee	15% of any outperformance over a highwater mark return of 8% p.a.

FUND SNAPSHOT as at June 2023

After securing its first two assets with exposure to the Stone fruit sector, the Fund has added two large scale vineyards in South Australia and NSW, and a tenant partnership with a leading global wine company.

Committed Equity

A\$123.5m

Secured Deals

A\$97m

Asset Profile

4

Assets

2

Agri Sectors

4

Production Regions

>1,079

Arable Hectares

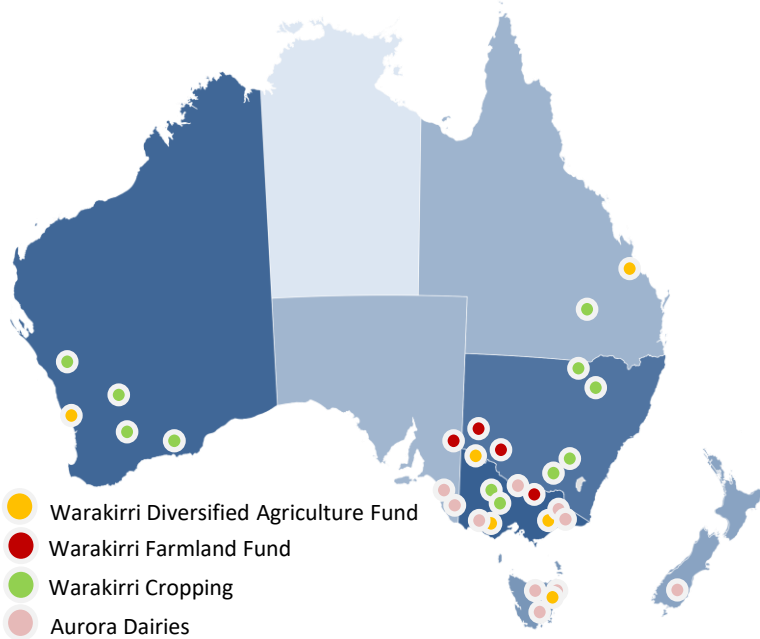
Warakirri’s Agriculture Experience

Warakirri’s agricultural capabilities have been developed from the learnings and experience of investing and managing agricultural assets for over 25 years. Experiences, both positive and negative, have shaped our investment philosophy and approach.

We manage more than 200,000 hectares / 500,000 acres of Australian agricultural land across more than 60 property aggregations and our investor first approach drives an investment philosophy that is patient, diversified, bottom up (value) and with a strong focus on ESG.

NATIONAL FOOTPRINT

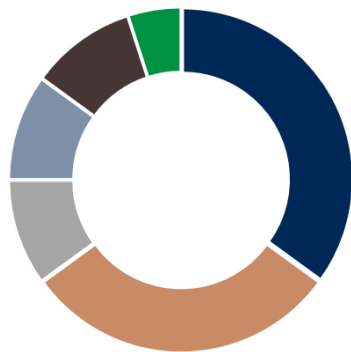
Locations of current Warakirri agricultural investments



With ~A\$3.0 billion in funds under management and commitments on behalf of institutional and wholesale clients, Warakirri is one of the most diverse specialist Australian agriculture investment managers with extensive experience in acquiring, developing and operating a diverse portfolio of Row Crop, Dairy, Open Land Horticulture, Permanent Crops and Agriculture Infrastructure, diversified by geography, sector, market, commodity, operator, climate and water source.

WARAKIRRI FARMLAND FUND INVESTMENT PORTFOLIO

Indicative portfolio at A\$500 million



- Nuts (Almonds, Macadamia, Walnuts & Pistachios) (0-50%)
- Fruit (Summer Fruits, Tropical Fruits, Citrus, Pears, Olives, Apples, Avocados, Mangoes & Berries) (0-50%)
- Wine Grape Vineyards (0-35%)
- Table Grape Vineyards (0-35%)
- Row Crops (Irrigated & Dryland) (0-30%)
- Water Entitlements as Standalone Asset (0-20%)

STEADY STATE PORTFOLIO CONSTRAINTS

Complementing the portfolio construction framework and designed to manage sector, climate, water source and counterparty risk.

Individual Asset Exposure	No individual asset >40% of the portfolio by value
Individual Sector Exposure	No sector exposure >50% of the portfolio by value
Individual Commodity Exposure	No individual commodity exposure >40% of the portfolio by value
Regional Exposure	No regional exposure >50% of the portfolio by value
Counterparty Exposure	No individual counterparty exposure >40% of the portfolio by value

SOCIAL IMPACT

Investment philosophy and ESG

Warakirri’s investment philosophy embraces the core principles of responsible and sustainable investment. We consider sustainable and responsible stewardship of agricultural assets fundamental in our role to maximise long term value and generate competitive returns.

Warakirri is a signatory to the UN PRI and the PRI’s 5 guiding principles for Sustainable Investment in Farmland fit hand in hand with our business ESG policy and sustainability framework.

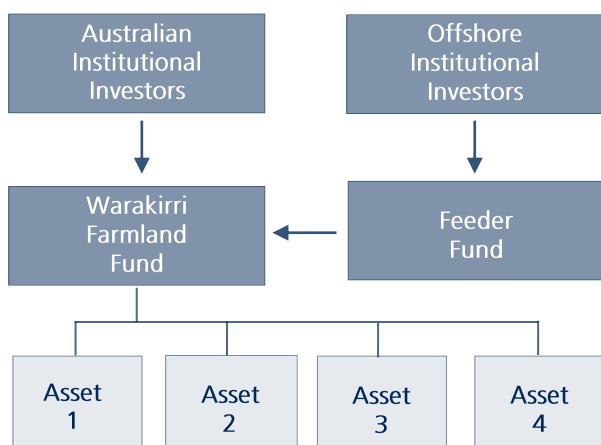
The Fund will adopt a balanced consideration to environmental, social, governance and financial outcomes as part of portfolio construction.

The Fund will specifically exclude from its portfolio any assets which involve farming of:

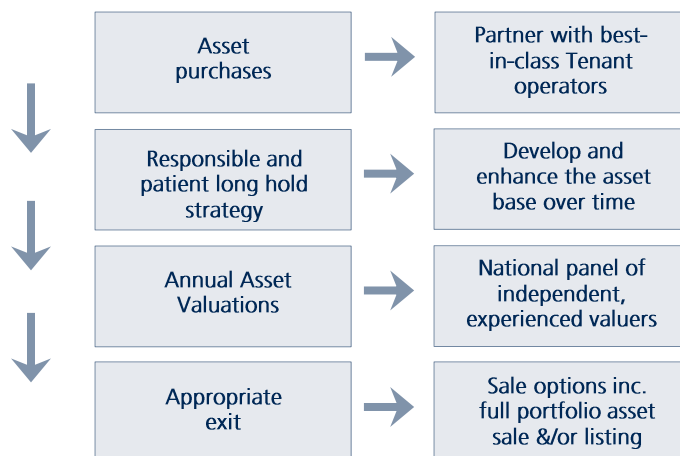
- Tobacco, hemp and cannabis
- Palm oil
- Planned or historic deforestation activity; and
- Short hold farmland strategies



Fund Structure



Fund Model



WHY AUSTRALIAN FARMLAND

A resilient and consistent investment with compelling features

- ✓ Historically, farmland has been uncorrelated to the economic cycle and in fact, delivered superior return outcomes through economic downturns, as well as experiencing substantially less volatility compared with broad market indices and traditional asset classes.
- ✓ Farmland returns have provided strong risk-adjusted returns, equal to or higher than equities and other traditional asset classes and have a positive influence on investment fund outcomes.
- ✓ The supply of farmland is fixed or shrinking despite growing demand for food. Demand for high quality agricultural assets is rising and will become increasingly valuable.
- ✓ The prospects for future returns in farmland are greatest in countries such as Australia, with a good economic platform, stable government, strong global market access and high adoption of new technology and farming systems that are increasing the efficiency and sustainability of agricultural production.
- ✓ Well structured and managed agricultural investments under an own and lease strategy provide investors with a secure and stable income profile via lease agreements, superior to yields achievable in most other asset classes with strong long-term capital growth potential.

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