

Fund Summary

Fund Name	Lambert Capital Property Credit Fund
Fund Manager	Lambert Capital Investment Management
Asset Class	Private Debt
Sub-Asset Class	Property Debt (AU)
Strategy Description	<p>Debt fund investing in Australian commercial property credit including loans to commercial borrowers for the construction, development, investment, acquisition or improvement of property.</p> <p>The strategy is focused on lower middle market borrowers typically between \$3-20m with Lambert identifying a clear exit for the borrower. A strong pipeline of 'bank quality' deals is seen in Lambert's pipeline in the \$5-15m space. Lambert assesses loans very selectively and articulates a conservative credit analysis, due diligence and pricing based on a big 4 bank inspired property lending checklist.</p>
Net Return Objective*	7% –10% p.a.
Distribution Frequency	Monthly
Fund Structure	Australian Open-ended Unregistered Unit Trust
Terms of the Investment	<ul style="list-style-type: none"> • Evergreen, open-ended with monthly applications • 3 months initial lock-up; otherwise an exit fee of 1% • Monthly redemptions; provided that the Withdrawal Form has been received at least 30 days prior to the 1st business day of each month
Fees (exclusive of GST)	<ul style="list-style-type: none"> • Management Fee – Nil • Performance Fee – Nil • Administration Fee – 1.0% p.a. • Net interest margin and other fees and costs may be paid directly from borrowers, including but not limited to loan application and assessment fees and ongoing Loan management fees, which will not form part of the assets of the Fund
Drawdown Profile	Fully drawn on day one into an existing portfolio
Minimum Investment	\$100,000
Key Dates	Refer to: https://www.partnersprivate.com.au/investments/unlisted/lambert-capital-property-credit-fund/

Offer Documents

Information Memorandum

*Net Return Objectives are not guaranteed, and total returns may be above or below target range.

This summary has been provided for illustrative purposes only. All terms and conditions contained herein are subject to and will be superseded by the final documentation. Please refer to the Fund's Information Memorandum for further details. This summary is not an offer or solicitation to purchase interests in the Fund. Such interests are only offered pursuant to the terms of the Information Memorandum, which should be reviewed carefully prior to investing. Past performance and/or forward-looking statements are not a reliable indicator of future performance

Lambert Capital Property Credit Fund



The Opportunity

The objective is to target lower middle market loans that have fewer moving parts and complexity that would otherwise be 'bank quality'. Bank regulatory capital standards tightening by APRA has meant that banks have gradually allocated less capital to property lending over the last 20 years.

The loans invested in via the Fund tend to be against collateral of townhouse developments and smaller residential land lot developments which are easier to sell down or correct if something goes wrong.

This contrasts with larger lenders who have higher risk with multi-level high rise apartment developments and larger land lot developments which due to their size and complexity are harder to correct and more difficult to sell down if a problem occurs mid development.



Images do not depict actual investment.

The Fund Manager

Mark Greenberg set up Lambert post GFC in 2008 with backing from Alex Waislitz's Thorney Group. The ownership is 80% Mark Greenberg and his wider family office, the Rosen Group alongside 20% Thorney Group. The origins of the approach stem from Mark's experience in ANZ's commercial property lending and the banks property credit underwriting scorecard.

Support by the Family Office

Lambert is lead by its founder and majority shareholder Mark Greenberg and has financial backing from Thorney Investments with an initial \$20m commitment from inception, plus an additional \$20m cash from the Rosen Group (Mark Greenberg's family office). Thorney provide ongoing capital investment into the fund. Lambert have three people involved in loan origination, due diligence and credit analysis supported by an additional finance team (internal staff), and a three-member investment committee that includes one independent from Thorney Investments.

Key supporting functions are outsourced to reputable firms: Legal Advisors are Gadens and Hall & Willcox as Fund Legal Advisor; compliance by Guildfords Funds Management; financials, fund performance, monthly management accounts and tax advisors are from Pitcher Partners

The Strategy

This strategy is in a preferred niche of commercial property lending given the smaller size, higher returns and bank quality loans with an overall fund size initially of \$100m and a current target size of \$150m.

It is a diversifying strategy when held alongside other mid and larger sized property lenders, noting Lambert's strategy has outperformed the returns of most of the senior real estate debt peer group in the last two years.

Lambert Capital Property Credit Fund



Partners Private View

The real estate sector has seen many headwinds over the past few years, with higher inflation and interest rates increasing the cost of capital and putting pressure on valuations. However, the asset class tends to perform well after periods of stress when weaker developers and service providers exit the industry.

In the current environment with pressure from higher interest rates on larger developers, now may be an opportune time to invest in smaller and less risky development projects and corresponding smaller loan sizes.

Lambert Capital have a firm 15-year track record, strong bank heritage and experienced, disciplined and conservative credit underwriting standards. In addition their agile team has proven their capability to solve problems quickly with optimal outcomes.



Images do not depict actual investment.

Partners Private Pty Ltd ABN 72 134 627 375 is an authorised representative of Partners Wealth Group Investments Pty Ltd. ABN 82 162 823 083 (AFSL No. 483842). Partners Private Pty Ltd is a wholly owned subsidiary of Partners Wealth Group Pty Ltd ABN17 140 105 077. All information in this document is general in nature and is not intended to be advice. It does not take into account your financial circumstances, goals and objectives. Before acting, you should consider its appropriateness having regard to your own circumstances.