

### INVESTMENT OBJECTIVE

The RAM Healthcare Opportunity Fund ("HOF") is an open-ended property fund aimed at building a portfolio of premium healthcare real estate assets in Australia through asset repositioning and development.

It offers investors rare access to the scarce and defensive healthcare real estate asset class.

### INVESTMENT FEATURES & BENEFITS

- ◆ Strong capital return over medium term investment horizon
- ◆ A de-risked development and value add strategy that gives exposure to scarce, premium healthcare assets in Australia
- ◆ A defensive, economically robust sector and a fund that offers security of capital and liquidity options
- ◆ Invest with confidence given RAM's listed track record and strict compliance and governance controls

### INVESTMENT STRATEGY

Development fund to build a portfolio of premium healthcare real estate assets in Australia and to be strategically poised to adapt to the dynamic needs of the evolving healthcare industry.

- ◆ Development fund to build a portfolio of premium healthcare real estate assets in Australia
- ◆ Targeting a range of development and value-add opportunities
- ◆ Culture of active management and de-risking through depth of operator relationships
- ◆ Integrated approach with in-house development and tenant/partner relationship management
- ◆ Significant deal flow pipeline sourced both on and off market

**12-14%\***  
**IRR**

Target Total Return

### FUND KEY TERMS

<b>Location</b>	Metropolitan and larger regional cities in Australia
<b>Target Equity Returns</b>	Targeting 12-14%* total return with 4-6% distribution target post portfolio establishment
<b>Borrowing</b>	Targeted gearing of 50% LVR (max 60% at a portfolio level)
<b>Term</b>	Open-ended with quarterly liquidity facility
<b>Fund Type</b>	Registered, open-ended unit trust
<b>Unit Pricing</b>	Monthly
<b>Distributions</b>	Quarterly
<b>Minimum Investment</b>	\$50,000
<b>Fees</b>	<ul style="list-style-type: none"> <li>◆ Investment management fee of 1.00% per annum</li> <li>◆ Performance fee of 20% of excess performance greater than the hurdle rate of 8%</li> </ul>



### KEY SEED ASSET – 19-21 Middle Street Cleveland, QLD

- ◆ **Purchase Price:** \$6.5 million
- ◆ **Capital Expenditure:** \$32 million
- ◆ **Asset:** Off-market site with development approval in an underserved metropolitan growth catchment east of Brisbane
- ◆ **Proposed development:** A circa 5,000sqm integrated medical hub with hospital, specialist consulting, and allied health services integrated over four levels with basement parking, anchored by an ASX-listed healthcare operator with a 25-year lease.
- ◆ **Key Tenant:** Ramsay Health Care



### KEY SEED ASSET – 20 Nellie Street Nundah, QLD

- ◆ **Purchase Price:** \$51 million
- ◆ **Capital Expenditure:** \$15 million
- ◆ **Asset:** Off-market site with development approval in Inner Brisbane, 7km from the CBD
- ◆ **Proposed development:** A circa 10,000sqm (GFA) of medical and supporting uses medical building, anchored by a top-tier private hospital operator with a 25-year lease.
- ◆ **Key Tenant:** iHM (Joint venture between Aurora Healthcare and Amplar Health (Medibank))

\*Gross of fees.

# REAL ASSET MANAGEMENT

## RAM AUSTRALIA HEALTHCARE OPPORTUNITY FUND



### WHY HEALTHCARE ASSETS?

Economic, demographic, and social drivers continue to support the demand for Australian healthcare real estate:

- ◆ **Population and Life Expectancy**  
Australians over 65 are forecast to grow at 3.1% p.a. over the next decade. Government data estimates by 2055, average life expectancy will be 95.1 for men and 96.6 years for women.
- ◆ **Chronic Illness**  
67% of Australian adults are overweight or obese, 14.5% of people aged 18 years and over smoked daily (16.9% of men and 12.1% of women). In 2017-18, 580,000 Australians aged 18 years and over had some type of "heart disease".
- ◆ **Government Spending**  
During 2020-21, spending on health by all governments amounted to \$156 billion, which accounted for 15.4% of total government tax expenses and represented 26.8% of government tax revenue.
- ◆ **Real Per Capita Expenditure**  
Over the last 20 years, health expenditure has increased from \$91 billion to \$201 billion, an average growth rate of 4.0% per year, compared to average annual inflation of 2.4% over the same period.
- ◆ **Per Capita Utilisation**  
78.6% of people, or 20 million Australians, had a long-term health condition in 2020-21, with 46.6% (11.9 million) reporting at least one selected chronic condition, according to data released by the Australian Bureau of Statistics.

### ABOUT RAM

Real Asset Management ('RAM') is an Australian alternative asset manager, providing investment solutions in Credit, Real Estate, and Private Equity markets, for institutions and wealthy families globally. RAM Real Estate has established its brand as a successful acquirer and manager of healthcare, essential services retail and commercial real estate holdings. The real estate group manages more than 42 properties across Australia through the ASX listed RAM Essential Services Property Fund and unlisted portfolios.

**A\$4.3B+**

Assets Under Management

**100+**

Finance Professionals

**5**

Offices

**15**

Investment Strategies

**7**

Licences



**IMAP  
MANAGED ACCOUNT  
AWARD WINNER**  
AUSTRALIAN FIXED  
INTEREST



**Australian  
Fixed  
Interest  
Winner**  
2020 IMAP MANAGED  
ACCOUNT AWARDS



**Australian  
Fixed  
Interest  
Winner**  
2019 IMAP MANAGED  
ACCOUNT AWARDS



**Other Asset  
Classes  
Winner**  
2018 IMAP MANAGED  
ACCOUNT AWARDS



FINANCIAL  
SERVICES  
COUNCIL



Responsible  
Investment  
Association  
Australasia



### INVESTMENT MANAGEMENT



**Matthew Strotton**  
Executive Director, Head of Real Estate

26+ years of experience in global real estate markets across capital transactions, product development, investment and funds management.

Former Global Director and Head of Funds Management at QIC Global Real Estate. Responsible for overseeing all direct and unlisted investment activities and establishing QIC's offshore capabilities in the United States.



**Sam Wood**  
Director, Funds Management

20+ years of experience in commercial real estate having previously worked for CBIC (City of Brisbane Investment Corporation), Vicinity Centres and Urbis.

Former Portfolio Manager for CBIC overseeing the retail portfolio and heading up the fund and investment analytics function of the business.



**Adam Thompson**  
Development Director

25+ years of experience in the construction industry across Australia and the UK.

Former Executive Manager of Development and Construction at Health Care Australia, one of Australia's leading private hospital operators, managing and delivering over \$350 million of both brownfield and greenfield projects.

\*Gross of fees. The information in this document is CONFIDENTIAL. This document is not for distribution to the general public but for intended recipients only and may not be published, circulated, reproduced or distributed in whole or part to any other person without the written consent of Real Asset Management Group or its affiliated companies.

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