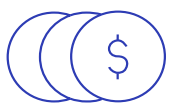


MA Redcape Hotel Fund

Asset Management



The MA Redcape Hotel Fund (the Fund) offers investors access to a \$1.3 billion diversified portfolio of 30 high quality hotels located along Australia's east coast.¹



Targeting quarterly income

Redcape Hospitality (formerly MA Hotel Management) is focussed on continually improving the performance of the venues to deliver investors with quarterly cash distributions.



Potential for long term capital growth

Ownership of the land and operation of the businesses offers Redcape Hospitality the ability to readily invest in opportunities that add value to the venues.



Diversified portfolio of high quality hotels

Access to a multi-asset portfolio diversified by location, sub sector and earnings mix.

1. As at March 2024.

IMPORTANT INFORMATION

This flyer has been prepared by Redcape Hospitality Pty Ltd ACN 619 297 228 (Manager), the appointed Manager of the MA Redcape Hotel Fund (the Fund) and is subject to the disclaimer at the end of this document. MA Redcape Hotel Fund RE Ltd ACN 610 990 004 is the responsible entity of the Fund (Responsible Entity).

Overview

The Fund aims to provide investors with quarterly cash distributions and long-term capital growth.

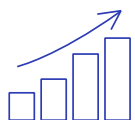
The portfolio is actively managed by one of Australia's leading hotel managers – Redcape Hospitality. Redcape Hospitality's highly experienced team has a successful track record of improving the performance and value of hotel assets, as well as tailoring the format of venues to meet the needs of local communities and achieve sustainable and mutually positive outcomes.

Key Fund highlights



Targeting quarterly income

Redcape Hospitality is focussed on continually improving the performance of the venues to deliver investors with regular cash distributions.



Potential for long term capital growth

Ownership of the land and operation of the businesses offers Redcape Hospitality the ability to readily invest in opportunities that add value to the venues.



Diversified portfolio of high quality hotels

Access to a multi-asset portfolio diversified by location, sub sector and earnings mix.



Managed by a specialised and highly experienced hotel operator

Redcape Hospitality is one of Australia's leading hotel managers with a proven track record.



The case for investing in hospitality assets

Hotels are an integral part of the local communities in which they operate.

As an investment they are historically high volume, defensive and cash generative businesses underpinned by diverse earnings profiles, resilient earnings streams and supportive fundamentals.



STRONG DEMAND FOR HOTEL ASSETS

\$1.0 billion of pub assets traded in NSW in 2023.²

RESILIENT CASHFLOWS

Affordable average spend per visit and diverse earnings streams within venues – food and beverage, accommodation, gaming, bottle shops – help drive historically consistent cashflow



ABILITY TO ADD VALUE

Active management and investment in refurbishments and redevelopments offers the potential to increase venue performance

HIGH BARRIERS TO ENTRY

Limited supply of hotels and challenges attaining operating licences creates a competitive advantage for established players



A DEEP MARKET

C.5,000 pubs across Australia generate over \$17 billion each year in revenue³

CULTURAL IMPORTANCE

Pubs are ingrained in Australian culture as community social hubs for the localities they operate in

2. www.afr.com/property/commercial/what-happened-to-the-170m-record-sale-of-sydney-s-the-oaks-hotel-20231221-p5et5i

3. IBISWorld 'Pubs, bars and nightclubs in Australia – market research report'. February 2022.

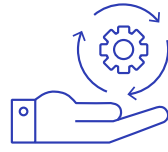
Investment strategy

The Fund's investment strategy is to:



Invest in high-quality community hotels

Acquire venues in well-established locations with easy access and high passing traffic, underpinned by sustainable cashflows with opportunities to add value



Actively manage the portfolio

By constantly assessing the portfolio and targeting hotel sale and investment opportunities that seek to maximise risk-adjusted returns



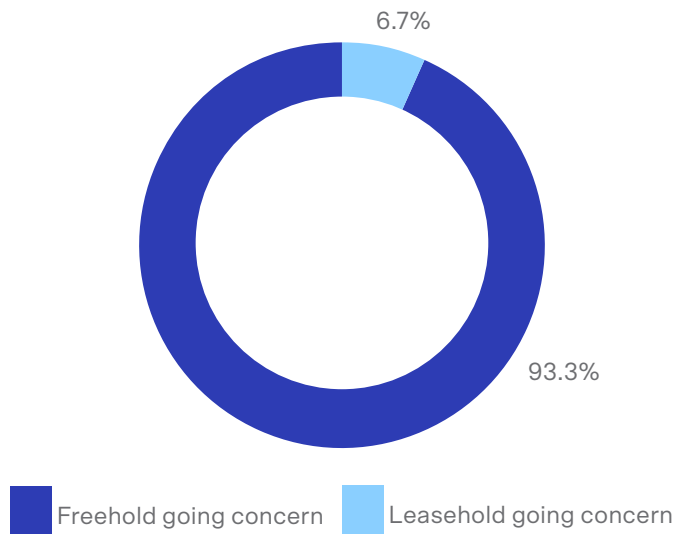
Leverage Redcape Hospitality expertise

To improve the performance and value of hotel assets



Portfolio overview

Asset type⁴



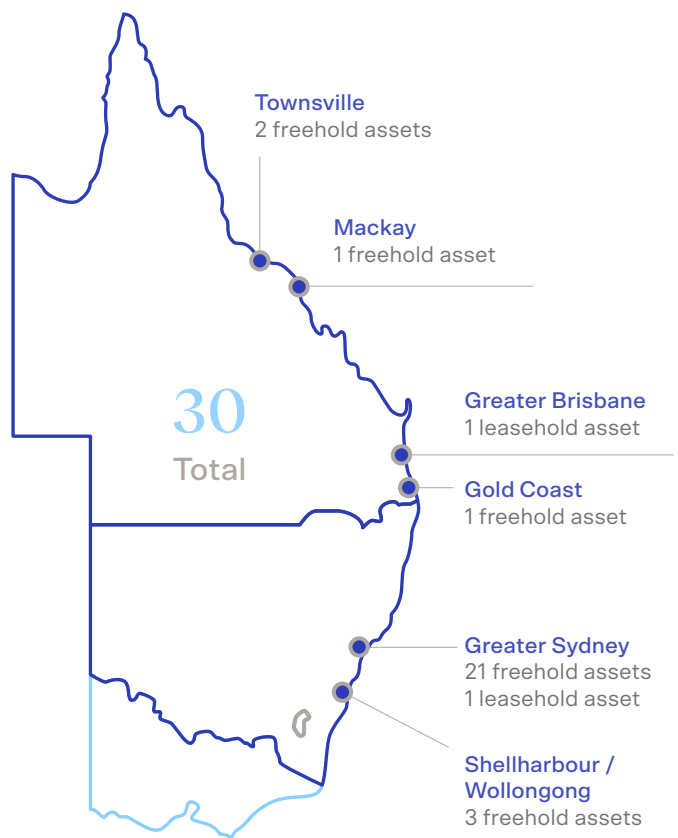
What is a freehold going concern (FHGC)?

A FHGC means ownership of the land, buildings and operating businesses, including liquor and gaming licences.

This compares to a leasehold going concern which means ownership of the business and the right to use the land and buildings.

FHGC provides more opportunity to invest in the assets to add value.

Asset location



About Redcape Hospitality

Part of MA Financial Group, Redcape Hospitality is one of Australia's leading hotel managers.

The team manage a total of 35 venues across NSW, Queensland and Victoria – 30 of which are included in the Fund.

Redcape Hospitality has a successful track record of investing in venues to reposition them as community-centric social hubs. They seek to enrich the communities in which the venues operate and deliver sociable, fun, friendly and safe hospitality experiences for customers.



35

Community Hotels⁵



29

Located in NSW⁶



5

Located in QLD⁷



1

Located in VIC



1,250

Staff⁸

4. As at March 2024.

5. Total Redcape Hospitality portfolio includes: Redcape: 30 venues, MA Hotel Brunswick Fund: 1 venue, MA Taylor Square Fund: 2 venues, MA Beach Hotel Fund: 1 venue, MA Hotel Bendigo Fund: 1 venue.

6. 28 freehold going concerns and one leasehold going concern.

7. Four freehold going concerns and one leasehold going concern.

8. As at March 2024.

Portfolio overview (continued)

Key Fund Facts	
Inception date	2017
APIR code	MAA8238AU
Distribution frequency	Quarterly ⁹
Minimum investment	\$10,000
Minimum additional investment	\$1,000
Investment term	Rolling five-year
Liquidity	Quarterly (capped liquidity) ¹⁰ Refer to the Fund's PDS for further details and conditions regarding the Fund's capped quarterly liquidity, specifically for the 2025 Financial Year
Target gearing range	40–50%
Management fees and costs	1.12% p.a. of gross portfolio value ¹¹
Platform availability	Australian Money Market, Hub24, Macquarie Wrap, Mason Stevens, Netwealth, Powerwrap

Risks

Risk rating: High risk classification

All investments are subject to risk, which means the value of your investment may rise or fall. Before making an investment decision, it is important to understand the risks that can affect the value of your investment.

There is an extensive regulatory regime that affects many aspects of the operation of the Fund's assets including: licensing requirements, regulations of electronic gaming machines, anti-money laundering laws, and workplace health and safety regulations.

A failure by the Responsible Entity to comply with any of the regulatory regimes and associated licenses which apply to its operations may significantly and adversely affect its reputation and financial performance and any Unitholder's investment in the Fund. Other general risks of an investment in the Fund include but are not limited to: the inability of the Fund to meet redemption requests, the risk that the Fund does not achieve its investment objective, and the risk that Unitholders may lose some or all of their capital invested in the Fund.

More information on the risks of investing in the Fund is contained in the Product Disclosure Statement (PDS), which should be considered before deciding to invest in the Fund. You should read the whole of the PDS in order to fully appreciate the risks of an investment in the Fund before any decision is made. You are also strongly advised to consider your personal investment objectives and financial circumstances.

The Target Market Determination for Units in the Fund is available free of charge on the Fund webpage: mafinancial.com/invest/real-estate-operational-and-core/ma-redcape-hotel-fund/.

Before making an investment decision, always read and understand the PDS which is available on the Fund webpage: mafinancial.com/invest/real-estate-operational-and-core/ma-redcape-hotel-fund/ along with all other relevant or updated information regarding the Fund.

9. Subject to declaration from the Responsible Entity and the terms contained in the PDS.

10. Withdrawal requests are subject to the Product Disclosure Statement (PDS) and may be delayed or suspended in accordance with the procedures set out in the PDS and the Fund Constitution. Note that up to 12 months is allowed under the constitution to satisfy withdrawal requests. Refer to the PDS for details on withdrawals from the Fund. Before making an investment decision, always read and understand the PDS and all other relevant or updated information regarding the Fund. The Responsible Entity will provide liquidity on a quarterly basis through a Liquidity Facility (Liquidity Facility) on each 'closing date'. The Responsible Entity will prioritise unitholders who have submitted withdrawal requests prior to the quarter ending 30 June 2023 and in accordance with the 'closing date' for the notification of the withdrawal request being 16 May 2023, such that these requests will be redeemed in priority to unitholders who have not submitted a withdrawal request prior to that date (Priority Requests). The Liquidity Facility is currently paused for any new withdrawal requests until the Priority Requests have been satisfied in full. Further, the Responsible Entity expects that the amount of liquidity each quarter will be capped at up to \$10 million. Refer to the PDS for further details. The Liquidity Facility is limited to 2.5% of the Fund's Directors' NAV as at each relevant quarter end. Refer to the PDS for further details on the Liquidity Facility.

11. Management fees and costs comprise: 50bps management fee, 18bps of indirect costs, 4bps debt arrangement fees, 40bps of abnormal expenses. Please refer to the PDS for details of all fees and costs.

Note that withdrawals for the 2025 financial year are subject to the conditions as set out in the PDS

About MA Financial Group

We invest. We lend. We advise.

We are a global alternative asset manager specialising in private credit, core and operating real estate, hospitality, private equity and venture capital as well as traditional asset classes. We lend to property, corporate and specialty finance sectors and provide corporate advice.

Our investment teams have diverse skill sets and experience across a range of strategies and market conditions and are focused on delivering long-term

growth. Our conviction runs deep and as testament to this we co-invest in many of our strategies alongside our clients, aligning our interests with theirs.

We are active managers. We believe in-house, hands-on management and expertise results in better risk management and stronger long-term performance of the assets we own and manage on behalf of our clients.



More information

For more information speak to your financial adviser, call us on 02 8288 5594, email clientservices@MAFinancial.com, or visit [MA Financial.com/invest](https://MAFinancial.com/invest).

MA Redcape Hotel Fund RE Ltd ACN 610 990 004 (AFSL 505932) (Responsible Entity) is the responsible entity of the MA Redcape Hotel Fund (which comprises the stapled trusts being the MA Redcape Hotel Trust I ARSN 629 354 614 and MA Redcape Hotel Trust II ARSN 629 354 696) (Fund) and the issuer of the units in the Fund. The information contained in this document is of a general nature only and has been prepared without taking into account your objectives, financial situation or needs. Before making any investment decision you should consider obtaining professional investment advice that takes into account your personal circumstances and should read the current Product Disclosure Statement (PDS) of the Fund. The PDS for the Fund is available at mafinancial.com/invest/real-estate-operational-and-core/ma-redcape-hotel-fund/. Neither the Responsible Entity nor any member of the MA Financial Group Limited guarantees repayment of capital or any particular rate of return from the Fund. All opinions and estimates included in this document constitute judgments of the Responsible Entity as at the date of this document and are subject to change without notice. **Past performance is not a reliable indicator of future performance.** The value or return of an investment will fluctuate and an investor may lose some or all of their investment. Whilst the Responsible Entity believes the information contained in these materials are based on reliable information, no warranty is given to its accuracy and persons relying on this information do so at their own risk. To the extent permitted by law, no liability is accepted for any loss or damage as a result of any reliance on this information. Statements contained in this document that

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