

Qualitas Limited (ASX: QAL)

ASX Announcement

21 August 2025

Qualitas Limited – FY25 Results Presentation

Qualitas Limited (ASX: QAL) (**Qualitas**, or **Company**) provides the attached FY25 Results Presentation.

A market briefing on 2025 Full Year Results will commence at **9:00am** (AEST) on **Friday, 22 August 2025**, with webcast and teleconference details as set out below.

WEBCAST DETAILS

Please use the following link to access the webcast presentation:

<https://webcast.openbriefing.com/qal-fyr-2025/>

TELECONFERENCE DETAILS

For participants who prefer to dial-in to the presentation, please use the following link to pre-register for the call and access dial-in details:

<https://s1.c-conf.com/diamondpass/10047730-45izwa.html>

This announcement is authorised for release by the Board of Directors of the Company.

For more information, please contact:

Investor enquiries

Nina Zhang

Director – Investor Relations

P: +61 3 9612 3939

E: nina.zhang@qualitas.com.au

Media enquiries

Kate Stokes

Head of Marketing and Communications

M: +61 481 251 552

E: kate.stokes@qualitas.com.au

Investor website: investors.qualitas.com.au/investor-centre/

About Qualitas

Qualitas Limited ACN 655 057 588 (**Qualitas**) is an ASX-listed Australian alternative real estate investment manager with approximately \$9.5 billion of committed funds under management¹.

Qualitas matches global capital with access to attractive risk-adjusted investments in real estate private credit and real estate private equity through a range of investment solutions for institutional, wholesale and retail clients. Qualitas offers flexible capital solutions for its partners, creating long-term value for shareholders, and the communities in which it operates.

For 17 years, Qualitas has been investing through market cycles to finance assets, now with a combined value of over \$30 billion across all real estate sectors². Qualitas focuses on real estate private credit, opportunistic real estate private equity, income producing commercial real estate and build-to-rent residential. The broad platform, complementary debt and equity investing skillset, deep industry knowledge, long-term partnerships, and diverse and inclusive team provides a unique offering in the market to accelerate business growth and drive performance for shareholders.

Disclaimer

This announcement contains general information only and does not take into account your investment objectives, financial situation or needs. Qualitas is not licensed to provide financial product advice in relation to Qualitas shares or any other financial products. This announcement does not constitute financial, tax or legal advice, nor is it an offer, invitation or recommendation to apply for or acquire a share in Qualitas or any other financial product. Before making an investment decision, readers should consider whether Qualitas is appropriate given your objectives, financial situation and needs. If you require advice that takes into account your personal circumstances, you should consult a licensed or authorised financial adviser. Past performance is not a reliable indicator of future performance.

¹ As at 30 June 2025.

² As at 31 December 2024.

QUALITAS

Qualitas FY25 Results

ASX: QAL

21 August 2025



qualitas.com.au

Acknowledgement of Country

Qualitas acknowledges the Traditional Custodians of Country throughout Australia and their ongoing connection to land, sea, and community.

We pay our respect to their Elders past and present.

Agenda and presenters

QUALITAS

01

FY25 Highlights



Andrew Schwartz

Group Managing Director
and Co-Founder



Mark Fischer

Global Head of Real Estate
and Co-Founder

02

Funds Management and Market Update

03

ESG

04

FY25 Financial Results



Kathleen Yeung

Global Head of Corporate
Development



Philip Dowman

Chief Financial Officer

05

Outlook and Guidance

FY25 Highlights

01

ersonal use only

Record base management fee growth and funds management margin achieved while investing in the platform

- 36% growth in NPBT attributed to strong growth in Fee Earning FUM and funds management platform
 - Record annual growth of 31% in base management fees since IPO
- 9% balance sheet yield achieved with ample cash reserves at year end
- Record funds management EBITDA margin of 52% aided by strong performance fee (PF) and increasing balance sheet efficiency
- Increasing quality of unrecognised PF pool with 62% attributed to credit funds²
- Culture that attracts and retains industry-leading talent

**FY26
NPBT GUIDANCE¹**

\$60m - \$66m

+13% to 25% vs. FY25

**FY25
FEE EARNING FUM (FEF)**

\$8.7bn

+28% vs. FY24

**FY25
PRINCIPAL INCOME**

\$31m

+35% vs. FY24

**FY25
BASE MANAGEMENT FEES**

\$49m

+31% vs. FY24

**FY25
DEPLOYMENT**

\$4.6bn

+9% vs. FY24

**FY25
NPBT³**

\$53m

+36% vs. FY24

1. Excludes any MTM movements for Qualitas' co-investment in QRI and QRI capital raising costs. Outlook statements and guidance have been made based on no material adverse change in the current market conditions. 2. Theoretical estimate over the next seven years based on Qualitas' assessment of the relevant funds' performance based on current valuations and market conditions as at August 2025. Due to inherent uncertainties, these performance fees do not fit Qualitas' revenue recognition criteria and may not eventuate. The timing of when these performance fees may be recognised is not expected to be linear. Estimate excludes staff incentives. 3. FY25 normalised earnings adjusted for abnormal items including QRI capital raising costs (\$5.1m) and unrealised mark to market (MTM) loss from Qualitas' co-investment in QRI (\$0.1m). FY24 normalised earnings adjusted for abnormal items including QRI capital raising costs (\$2.4m) and unrealised MTM gains from Qualitas' co-investment in QRI (\$0.9m).

Strong growth across base management fees, principal income and performance fees

FY25 RESULTS HIGHLIGHTS

\$67m

RECURRING FM REVENUE
+25% vs. FY24

\$49m

BASE MANAGEMENT FEES (BMF)
+31% vs. FY24

\$31m

PRINCIPAL INCOME
+35% vs. FY24

\$56m

FM EBITDA¹
+39% vs. FY24

52%

FM EBITDA MARGIN¹
+0.7% vs. FY24

\$53m

NORMALISED NPBT¹
+36% vs. FY24

\$149m

CASH

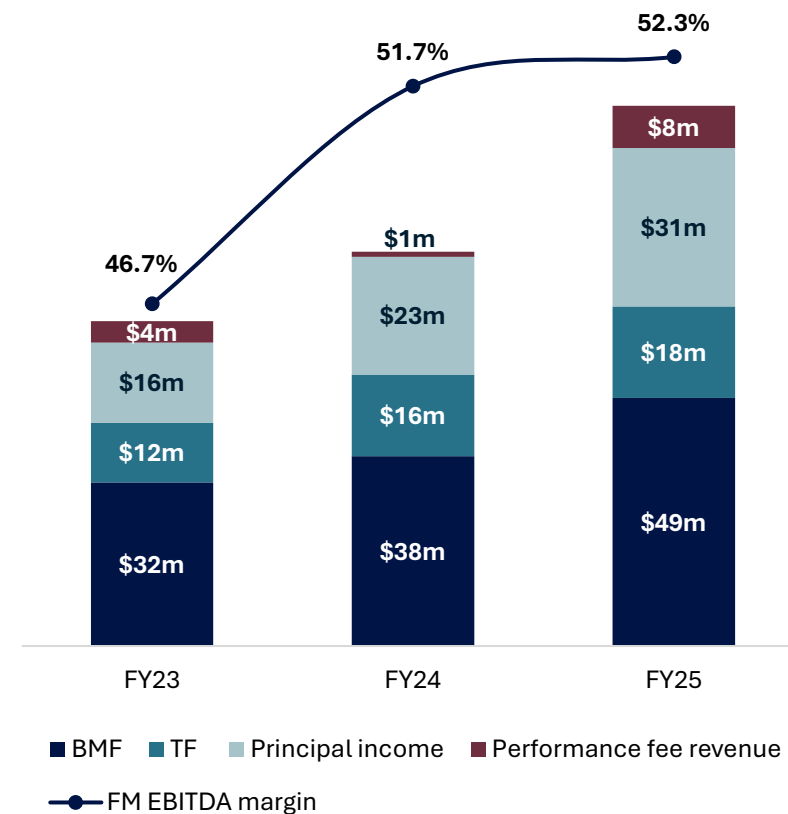
9%

**ANNUALISED YIELD ON
BALANCE SHEET CASH
AND INVESTMENTS**

10cps

FY25 DIVIDEND
+25% vs. FY24

STRONG TOPLINE GROWTH WITH ATTRACTIVE MARGINS¹



1. FY25 normalised earnings adjusted for abnormal items including QRI capital raising costs (\$5.1m) and unrealised MTM losses from Qualitas' co-investment in QRI (\$0.1m). FY24 normalised earnings adjusted for abnormal items including QRI capital raising costs (\$2.4m) and unrealised MTM gains from Qualitas' co-investment in QRI (\$0.9m). FY23 normalised earnings adjusted for unrealised MTM gains from Qualitas' co-investment in QRI (\$0.7m).

Disciplined deployment builds institutional loyalty, while funding strength and expertise build borrower trust

FY25 RESULTS HIGHLIGHTS

\$8.7bn

FEF¹
+28% vs. FY24

\$4.6bn

DEPLOYMENT
+9% vs. FY24
79% in residential sector

54%

OF DEPLOYMENT FROM FOLLOW-ON INVESTMENTS

77%

OF DEPLOYMENT FROM REPEAT BORROWERS

\$9.5bn

COMMITTED FUM
+7% vs. FY24

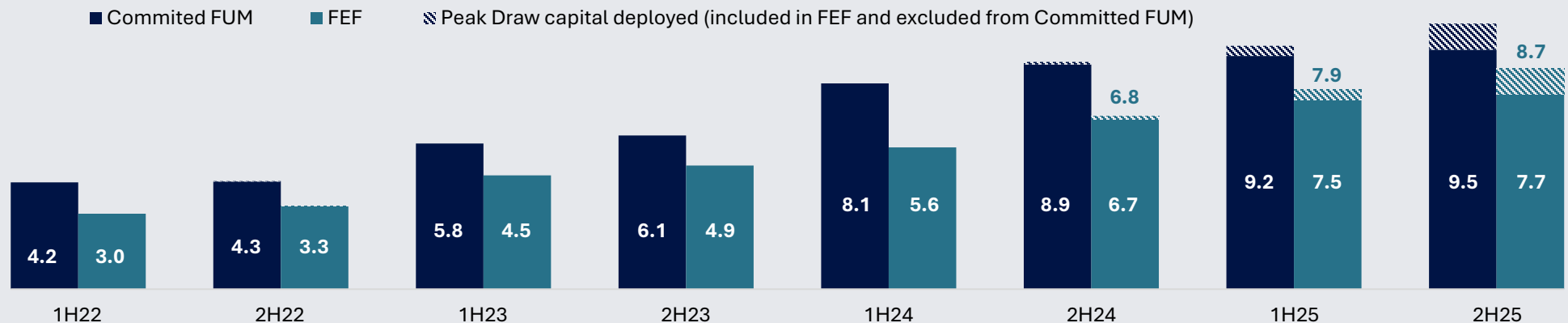
\$3.1bn

AVAILABLE CAPITAL FOR NET DEPLOYMENT
(REFER TO SLIDE 16 FOR BREAKDOWN)

\$92m

POOL OF POTENTIAL EMBEDDED AND UNRECOGNISED PF OVER THE NEXT SEVEN YEARS^{2,3}
+23% vs. Aug-24

ACCESS TO DEEP POOLS OF CAPITAL SUPPORTS FEE EARNING FUM GROWTH (\$BN)



1. Please refer to reconciliation between Committed FUM, Fee Earning FUM and FUM Not Yet Earning Fees on slide 31. 2. Theoretical estimate based on Qualitas' assessment of the relevant funds' performance based on current valuations and market conditions as at August 2025. Due to inherent uncertainties, these performance fees do not fit Qualitas' revenue recognition criteria and may not eventuate. The timing of when these performance fees may be recognised is not expected to be linear. 3. Excludes staff incentives.

ersonal use only

Funds Management and Market Update

02

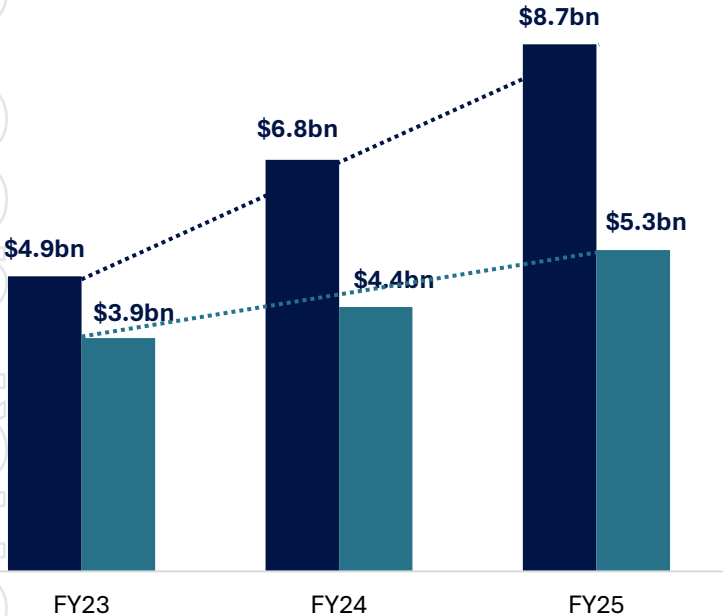
Consistent growth in fundamental drivers of earnings

FEE AND INVESTED FUM DRIVE BMF GROWTH

FY23 – FY25

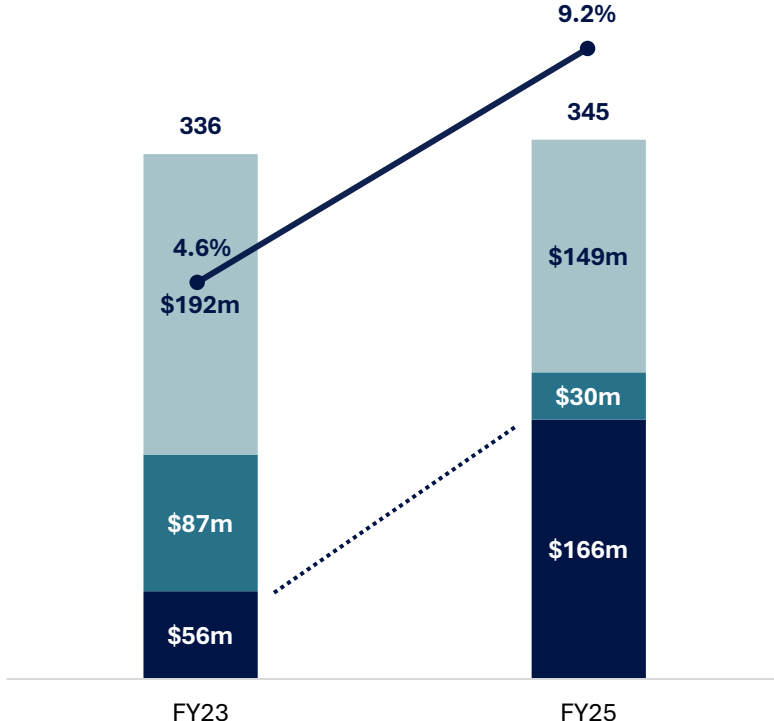
38% CAGR

23% CAGR



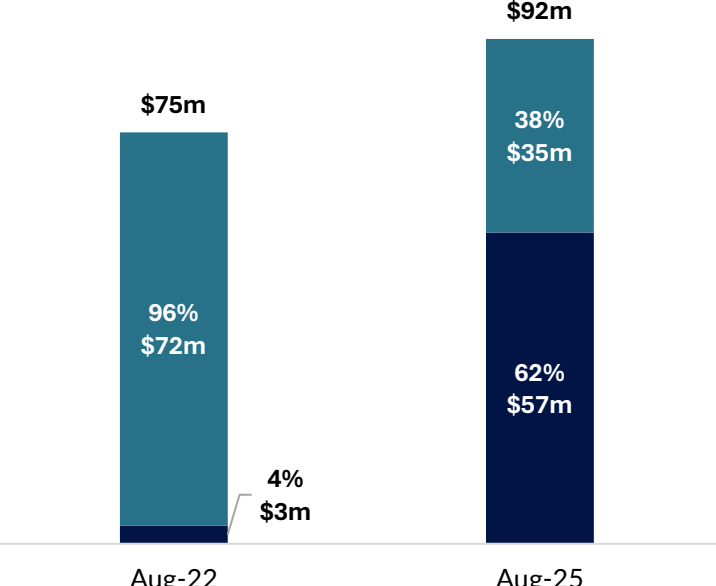
INCREASING BALANCE SHEET UTILISATION DRIVES MARGIN EXPANSION

~\$109m undrawn co-investment commitment



CREDIT SHARE OF UNRECOGNISED PERFORMANCE FEES CONTINUE TO RISE

100% of unrecognised credit performance fees comes from total return strategy



■ Drawn co-investment¹ ■ Underwriting² ■ Cash
 ● Balance sheet yield

■ Private credit ■ Private equity

1. Drawn balance sheet co-investment includes co-investment in Arch Finance warehouse. 2. Annualised principal income on period starting balance sheet cash, investment and underwriting position.

Our focus on quality and discipline continues to deliver results

THE QUALITAS DIFFERENCE



17-year track record and reputation underpins our strong relationships



Predominant institutional investor base with 89% of Committed FUM in long-duration fund structures without asset and liability mismatch risks



Over 94% of FEF with PF arrangements exceeding hurdle rate¹



Funds management model with autonomy on investment and asset management decisions

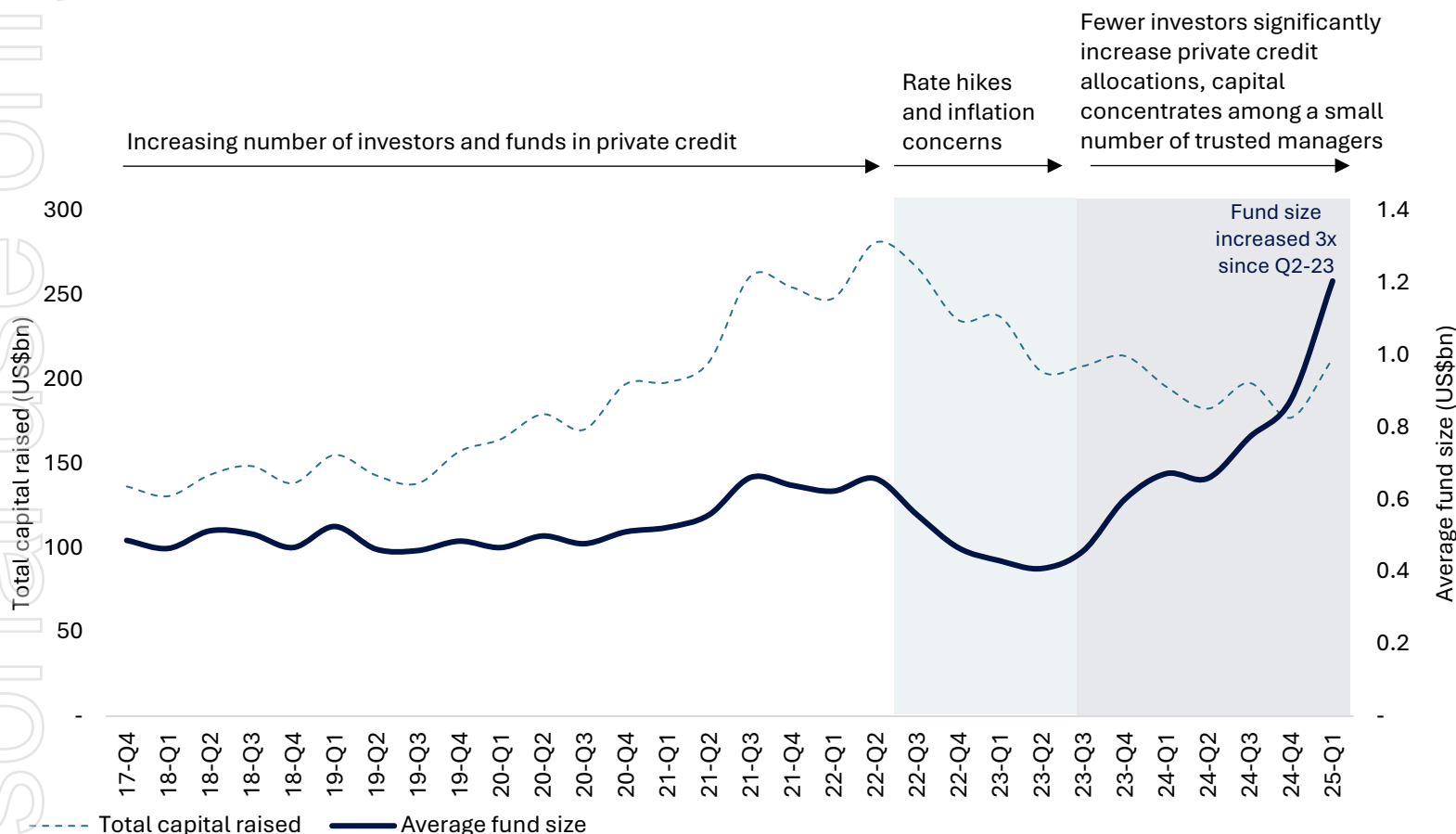


The Qualitas Way – entrepreneurial mindset with high-performance standards

1. Performance fee hurdle assessed as at 30 June 2025: credit funds assessed based on actual returns, equity funds assessed based on established asset valuation and distribution, and assets under development assess on projected returns. BTR Equity funds are excluded as performance fees are equity accounted and reported under principal income.

Track record is critical in attracting capital and increasingly defines a manager's ability to scale

TRAILING TWELVE-MONTH PRIVATE CREDIT CAPITAL RAISED AND AVERAGE FUND SIZE¹



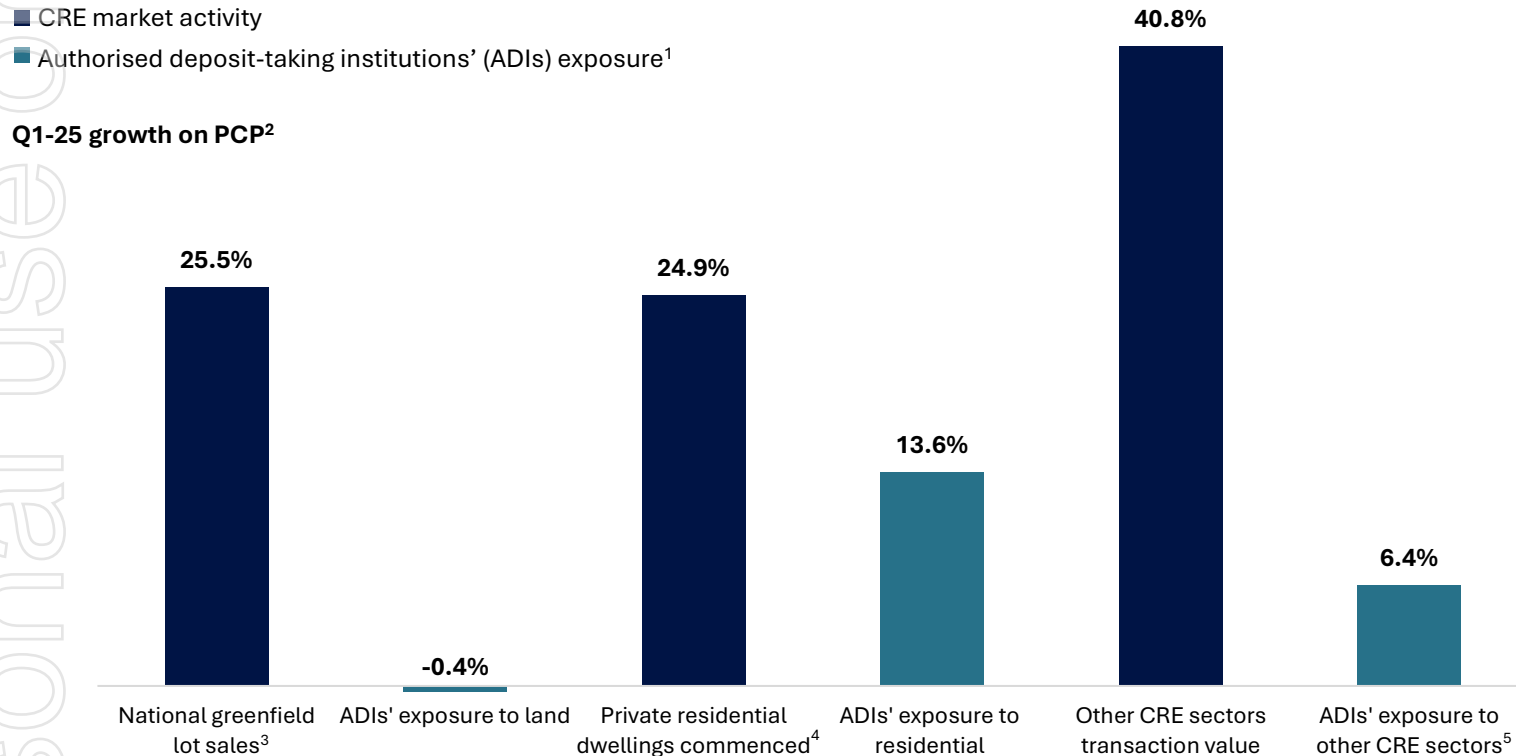
QUALITAS IS A LEADING MANAGER IN CRE PRIVATE CREDIT - TRUSTED BY INSTITUTIONAL INVESTORS

- ✓ 82% institutional investor base
- ✓ Over 60% of institutional capital have entrusted Qualitas with 5 or more commitments
- ✓ Over 94% of FEF with performance fee arrangements exceeding hurdle rate²

1. Private Debt Q1 2025: Prequin Quarterly Update. 2. Performance fee hurdle assessed as at 30 June 2025: credit funds assessed based on actual returns, equity funds assessed based on established asset valuation and distribution, and assets under development assess on projected returns. BTR Equity funds are excluded as performance fees are equity accounted and reported under principal income.

Increased CRE transaction activity creates deployment opportunities beyond residential

TRADITIONAL FINANCING EXPOSURE CONTINUES TO LAG THE INCREASES IN CRE ACTIVITY



INCREASED CRE ACTIVITY IS FUELING A BROADER INVESTMENT PIPELINE

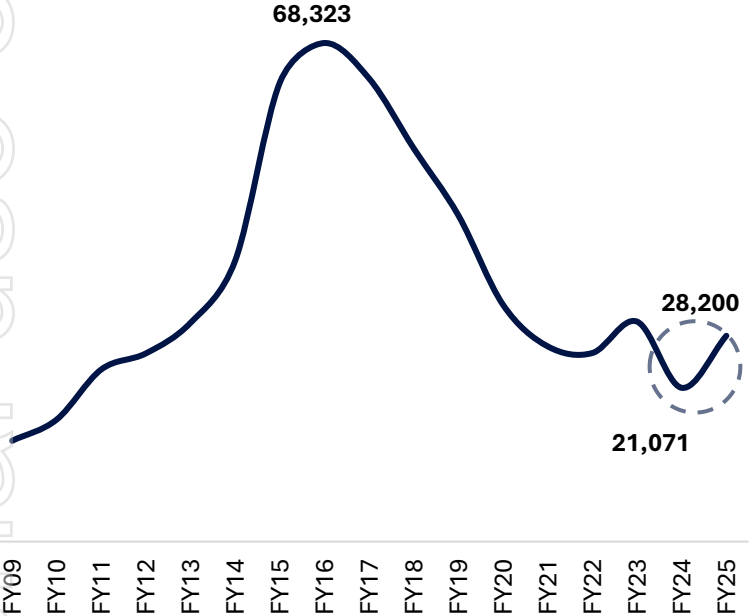
- Office valuation has bottomed out and is now in recovery cycle
 - Significant campaigns observed across Sydney, Melbourne and Perth to drive further recovery and deployment opportunities
- Logistics and industrial sector recorded one of the strongest first quarters on record in Q1-25 – capital inflow stimulates greenfield projects
- Private investors and syndicates remain active in the retail sector – driving private credit deployment
- Increasing transaction activity in hotels along the eastern seaboard

1. APRA Quarterly authorised deposit-taking institution property exposures statistics. 2. 2024 calendar year growth shown for national lot sales. Growth in ADIs' exposure to land is based on averaged quarterly balance reported to APRA. 3. UDIA State of The Land 2025, March 2025. 4. Australian Bureau of Statistics, Building Activity, Australia, March 2025. Private new other residential dwelling seasonally adjusted commencement used here. 5. Marketbeat Australia, Capital Market Q1 2025, Cushman & Wakefield.

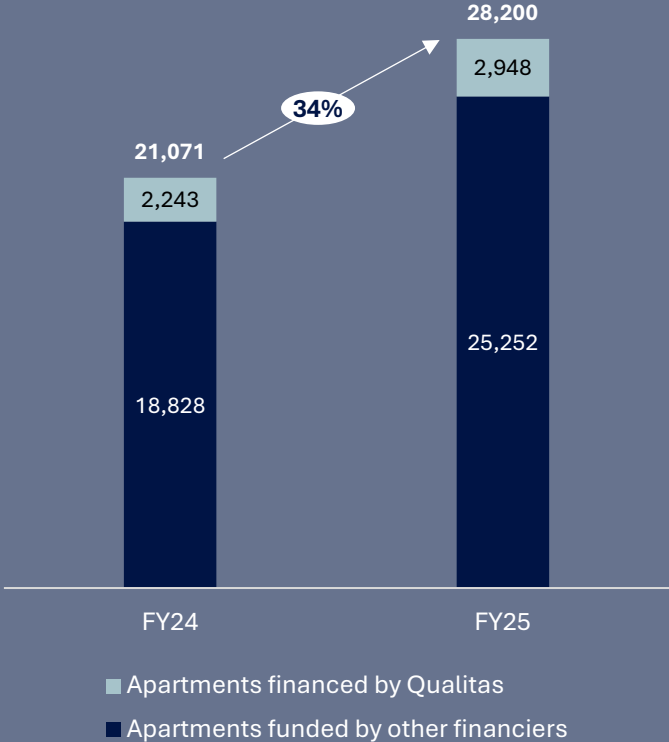
Residential market share maintained – well-positioned for market growth

INCREASING RESIDENTIAL PROJECT COMMENCEMENTS

Number of apartments commenced construction across Australian capital cities and the Gold Coast¹



QUALITAS MAINTAINED ~10% MARKET SHARE BY NUMBER OF APARTMENTS FINANCED¹



DRIVERS SUPPORTING INCREASES IN RESIDENTIAL DEPLOYMENT

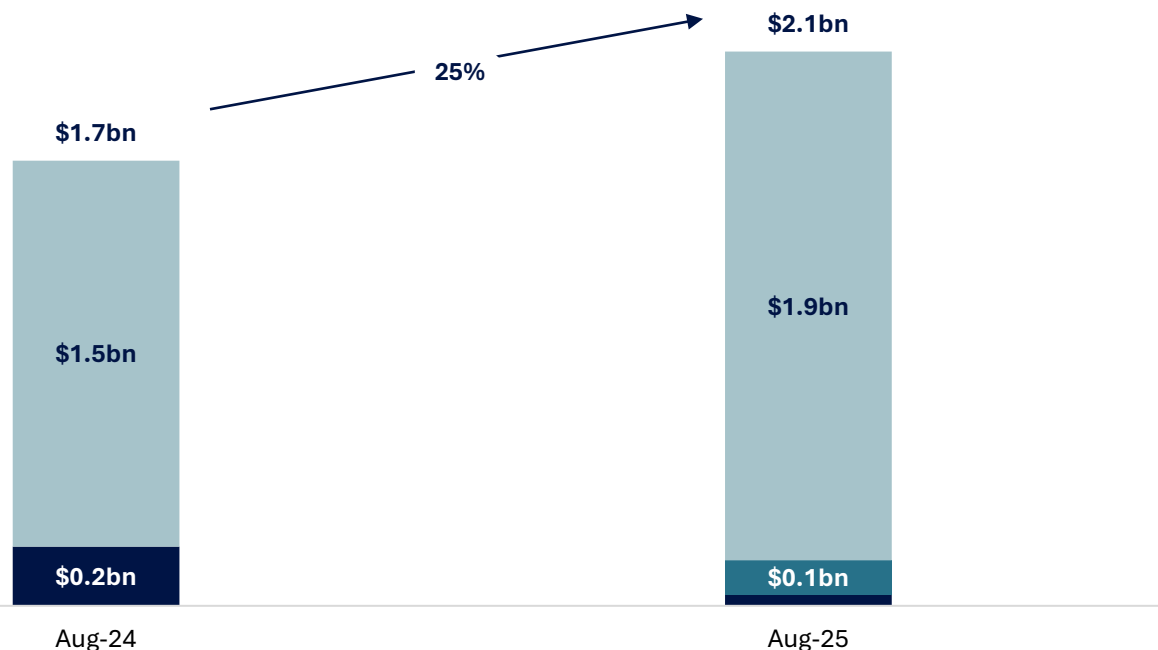
- Net overseas migration remains elevated
- More predictable build costs
- Strong established housing market with continued value appreciation and healthy clearance rates
- Rate cuts expected to boost serviceability
- Large price difference between apartments and houses – driving apartment demand

Investing ahead of growth with a robust pipeline of large residential projects

¹. Charter Keck Cramer, includes projects with more than 20 apartments.

Strong deployment activity while maintaining steadfast commitment to investment quality

PIPELINE AND FYTD DEPLOYMENT (\$BN)



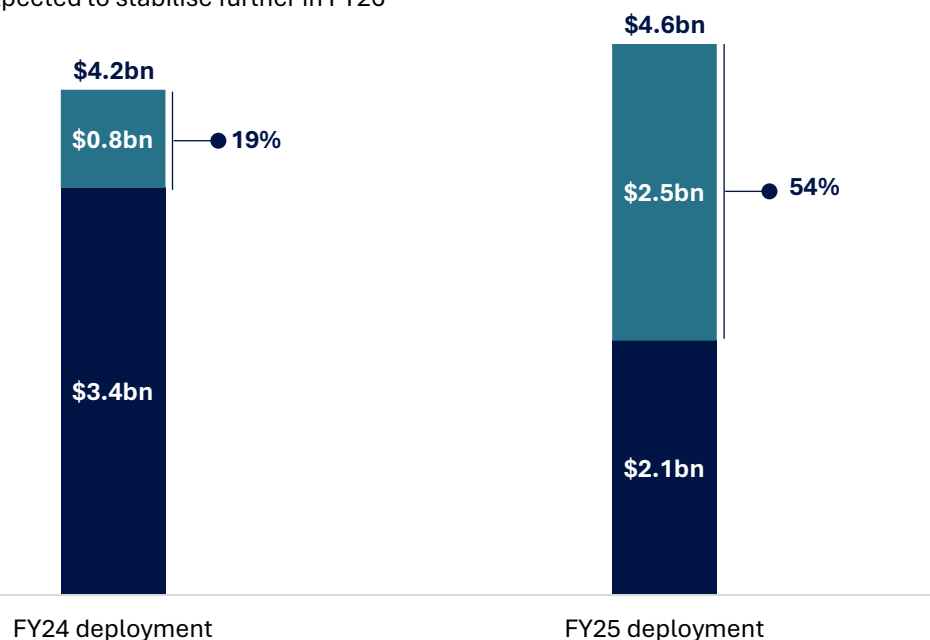
■ Closed transaction ■ IC Approved ■ Mandated

- 100% of FY25 deployment in private credit
- Private credit continues to dominate our pipeline
 - Of which, 40% in non-residential sectors
 - Visibility of deployment opportunities at \$1bn+ investment size in addition to current pipeline
- Team expansion to drive medium-term growth
 - 21% increase in investment team headcount with 7 senior hires in origination
 - Newly created roles to drive operational efficiency including Head of Transaction Management & General Counsel and Chief AI Transformation Officer

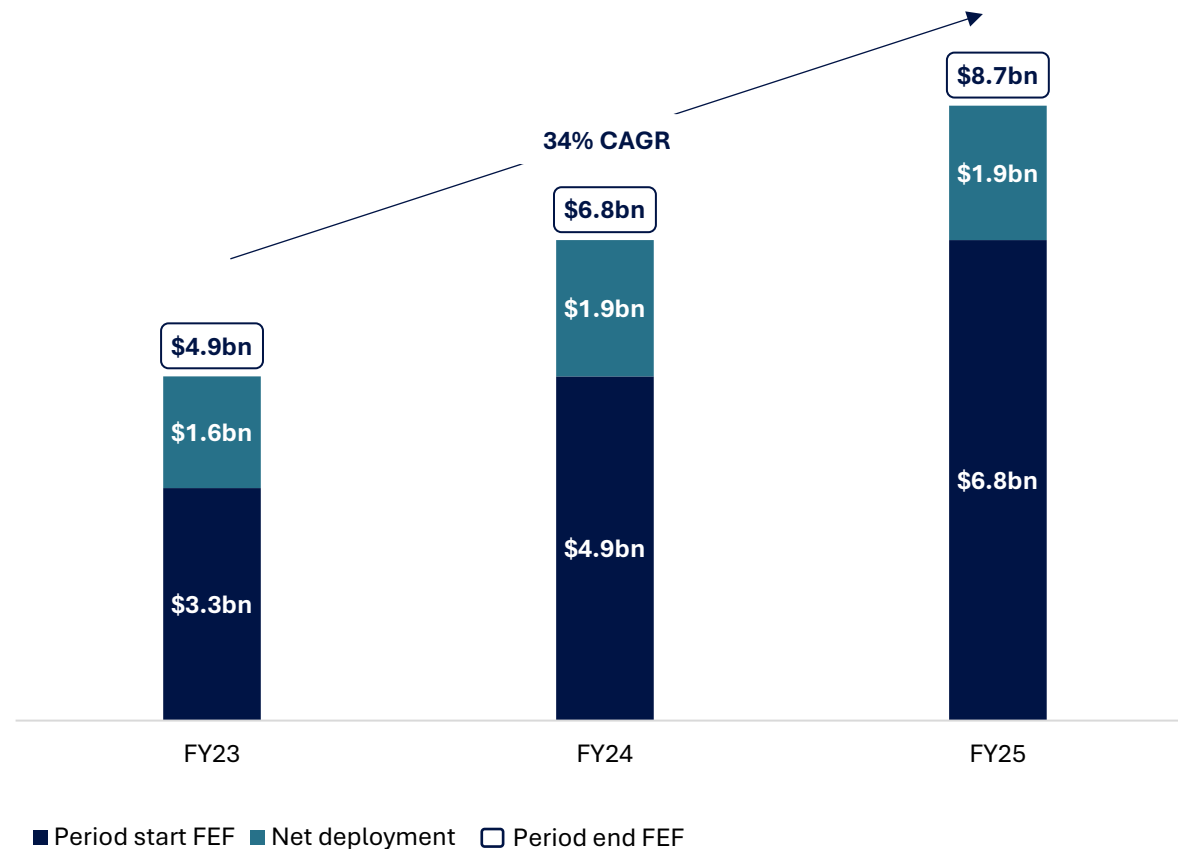
Robust FEF growth with follow-on investments underpinning growth and stability of deployment

DEPLOYMENT

- Follow-on investments refer to facility renewals, increases and projects financed for the next stage of development.
 - These are becoming an increasing portion of deployment as we grow – support deployment and are margin accretive
- Churn is expected to stabilise further in FY26



FEF GROWTH AND NET DEPLOYMENT



■ New origination ■ Follow-on investments

■ Period start FEF ■ Net deployment □ Period end FEF

Period start FEF – repayments and disposals + deployment = Period end FEF

Peak Draw – deployment capacity within existing mandates beyond Committed FUM

PEAK DRAW CAPACITY UTILISATION OVER THE LAST 18-MONTH

Peak Draw refers to an allocation methodology applicable to institutional construction loan mandates



- Non-construction funds and unleveraged private credit funds typically restrict capital allocation in excess of Committed FUM
- Construction loans are not fully funded upfront – they are drawn progressively as projects advance
 - Peak Draw allocation methodology is focused on ensuring forecast Invested FUM of the mandate is maximised to the pre-agreed Peak Draw limit but doesn't exceed it
 - This means the total deployed construction loan limit may exceed the Committed FUM
- Fund investors benefit from maximising mandate returns through capital efficiency
- Qualitas benefits from increasing FEF, dry powder and funds management fees
 - Qualitas earns BMF, TF and PF (if applicable) on the full construction loan limit, including undrawn portions. FEF for construction funds includes the entire loan limit, which may be greater than Committed FUM from time to time

1. Please refer to reconciliation between Committed FUM, Fee Earning FUM and FUM Not Yet Earning Fees on slide 31. 2. Estimated peak draw capital available is based on Management's assessment of current construction portfolio investments as at August 2025 and is based on certain assumptions which may or may not reflect actual deployment. Peak draw capacity estimate is a point in time and the actual peak draw capacity may be materially higher or lower depending on a range of variables.

QUALITAS

ersonal use only
FISG

03

Progressing our ESG vision

Leveraging our platform to support low carbon buildings, delivering impact for our communities and our people and striving for best-in-class corporate governance

ENVIRONMENTAL



Managing our corporate emissions

- Sourcing 100% GreenPower¹ for our offices and using high-quality, Australian based carbon credits to offset unavoidable emissions
- FY25 Climate Active certification in progress

Aiming to lower emissions through investments

- Focused on supporting developers to decarbonise the built environment²

Integrating sustainability in our funds

- Through our ESG rating tool and Sustainable Finance Framework



SOCIAL



Furthering our commitment to First Nations reconciliation

- Endorsement received from Reconciliation Australia for our Innovate Reconciliation Action Plan (Innovate RAP)
- RIAA First Nations Peoples' Rights Working Group participation

Supporting our community partners

- Focus is on addressing youth homelessness, youth mental health and children's health



GOVERNANCE



UNPRI Private Debt Advisory Committee

- Selected as the only Australian private credit manager on global committee³

Board of Independent Non-Executive Directors

- Board comprised of five Independent Directors and Qualitas Group Managing Director & Co-Founder

ESG Advisory Group

- Group comprises of the Qualitas Chairman and two other independent (non-board) members

Modern Slavery Statement

- First mandatory statement will be published in 2025

Signatory of:



1. GreenPower is a government accredited renewable energy product offered by most electricity retailers to households and businesses in Australia. 2. Low Carbon Debt Fund is currently open for commitments. 3. <https://www.unpri.org/signatory-resources/advisory-committees-and-working-groups/320.article>

ersonal use only

FY25 Financial Results

04

Group earnings¹

P&L BREAKDOWN (\$THOUSANDS)	FY25	FY24	% (YOY)
Net funds management revenue ²	27,353	23,297	17%
Net performance fee revenue	8,074	2,421	234%
Principal income ³	31,340	23,274	35%
Arch Finance EBITDA	621	1,588	(61%)
(-) Corporate costs	(10,852)	(8,685)	25%
Normalised EBITDA	56,537	41,894	35%
Normalised EBITDA margin	51%	50%	
Normalised EBITDA margin excl. performance fees	47%	48%	
Depreciation and interest expense	(3,531)	(2,889)	22%
Normalised net profit before tax (NPBT)	53,006	39,005	36%
Normalised net profit after tax (NPAT)	37,045	27,281	36%
Normalised earnings per share (EPS) (cents)	12.3	9.1	35%
Gain / (loss) on mark to market (MTM) value of QRI investment	(88)	613	
QRI capital raising costs	(3,547)	(1,714)	
Statutory NPAT	33,411	26,180	28%

- Normalised NPAT of \$37.0m, up 36% on FY24 reflecting strong earnings momentum across the platform:
 - Continued growth in funds management earnings, primarily driven by accelerating growth in base management fees
 - Second-half uplift in transaction fees contributed meaningfully to overall growth
 - Higher performance fees from credit strategies enhanced top-line revenue and margin
 - Principal income increased significantly, supported by increased co-investment drawn downs
- Normalised EBITDA margin expanded by 1% on FY24, underpinned by growth in performance fees and principal income – both of which are margin-accretive
- Final dividend of 7.5cps, total FY25 dividend of 10cps, representing a payout ratio of 81%

1. Please refer to Appendix 1 for reconciliation of statutory financial to normalised financial. 2. Net funds management revenue includes transaction fees. 3. \$443k BTR equity JV net profit and \$122k BTR equity JV losses in FY25 and FY24 respectively are reported in principal income.

Funds management

P&L BREAKDOWN (\$THOUSANDS)	FY25	FY24	% (YOY)
Base management fees	49,066	37,542	31%
Transaction fees	18,063	16,144	12%
Funds management revenue	67,129	53,686	25%
(-) Core employee costs	(39,776)	(30,389)	31%
Net funds management revenue	27,353	23,297	17%
Funds management gross operating margin	41%	43%	
Performance fee revenue	8,349	1,029	712%
(-) Performance fee incentives	(275)	1,392	
Net performance fee revenue	8,074	2,421	234%
Principal income ¹	31,340	23,274	35%
(-) Corporate costs	(10,852)	(8,685)	25%
Funds management EBITDA²	55,915	40,306	39%
FM EBITDA margin	52%	52%	
FM EBITDA margin excl. performance fees	49%	49%	
BMF as % of Average Invested FUM	1.11%	1.00%	
BMF as % of Average FEF	0.68%	0.72%	
TF as % of deployment	0.40%	0.39%	
Average Invested FUM (\$m)	4,412	3,752	18%
Average FEF (\$m)	7,171	5,231	37%

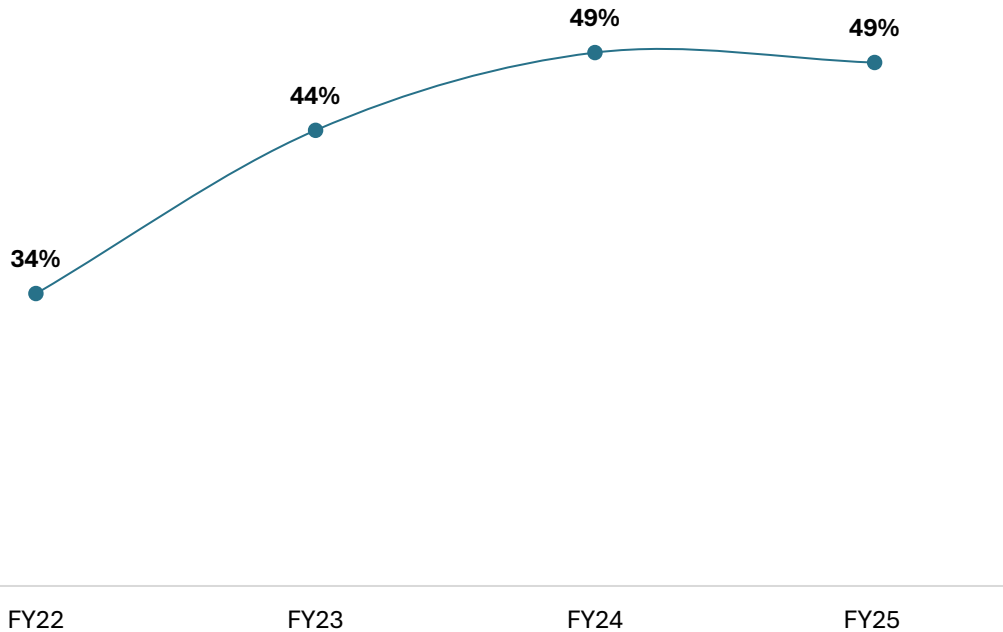
- Growth in base management fees was underpinned by consistent expansion in FEF
- Performance fee revenue accrual increased – which was supported by a total return credit strategy mandate nearing its first performance payout milestone
- Base management fee margin on Average Invested FUM expanded – driven by undrawn construction deployment
 - Going forward, base management fee margin on Average FEF provides a more stable and representative measure
- Increases in employee costs attributed to increasing headcount, talent retention and wage inflation
- Corporate cost growth was elevated due to several one-off items, including fund establishment costs, inorganic growth initiatives, and the implementation of a new IT system

1. \$443k BTR equity JV net profit and \$122k BTR equity JV losses in FY25 and FY24 respectively are reported in principal income. 2. FY25 normalised earnings adjusted for abnormal items including QRI capital raising costs (\$5.1m) and unrealised MTM losses from Qualitas' co-investment in QRI (\$0.1m). FY24 normalised earnings adjusted for abnormal items including QRI capital raising costs (\$2.4m) and unrealised MTM gains from Qualitas' co-investment in QRI (\$0.9m).

Operating and fee margins

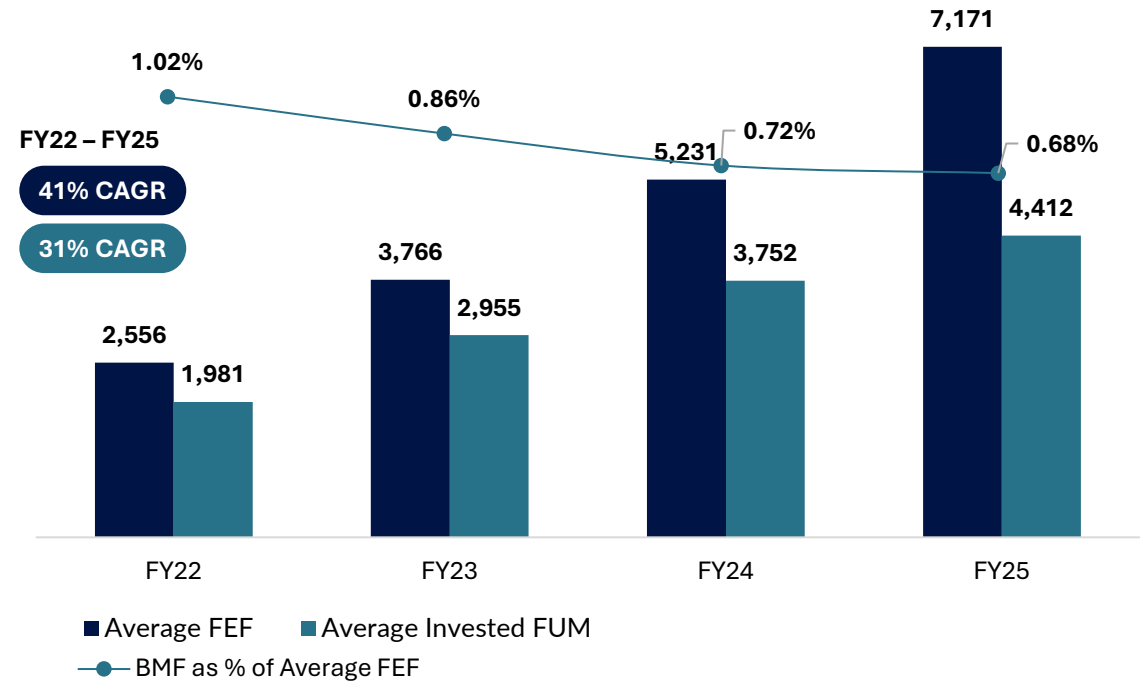
FUNDS MANAGEMENT EBITDA MARGIN EXCLUDES PERFORMANCE FEES

- Margin uplift skewed to 2H – driven by half-on-half earnings growth and upfront investment in team expansion early in the financial year
- Investing in platform to drive future growth



MONTHLY AVERAGE FUM AND FEE MARGIN(\$M)

- Increases in proportion of undrawn construction credit deployment in FEF increase BMF margin on Invested FUM but reduce it on FEF, and vice-versa
- Lag between Average Invested FUM and FEF widening due to deployment into large construction credit investments with long duration and draw-down profile
- Growth in Average Invested FUM is expected to accelerate in FY26



Principal income and balance sheet

PRINCIPAL INCOME (\$THOUSANDS)	FY25	FY24	% (YOY)
Income from investments ¹	20,758	10,921	90%
Cash interest income	7,071	8,953	(21%)
Underwriting income	3,511	3,400	3%
Total principal income	31,340	23,274	35%

QUALITAS GROUP BALANCE SHEET (\$THOUSANDS)	FY25 ²	FY24
Assets		
Cash and cash equivalents	148,785	194,381
Trade and other receivables	33,409	33,089
Loan receivables	30,311	14,238
Accrued performance fees	42,578	36,687
Inventories	27,188	25,473
Investments	165,967	110,429
Mortgage loans (Arch Finance)	-	276,490
Other assets	33,548	17,344
Total assets	481,786	708,131
Liabilities		
Trade and other payables	22,307	23,108
Deferred income	1,758	3,079
Provision for employee benefits	23,302	19,642
Loans and borrowings	54,048	295,290
Total liabilities	101,415	341,118
Net assets	380,371	367,013
Securities on issue	300,173	298,295

- Underwriting positions declined on FY25 due to increased availability of dry powder in income credit funds
- Early repayment and wind-up of a fund contributed to the increases in principal income
- Loans and borrowings are attributed to:
 - \$20m QRI manager loan for QAL to finance QRI capital raising costs
 - \$25m project funding loan (pre-IPO asset)
 - \$9m in lease liability
- Arch Finance Warehouse Trust was deconsolidated due to amendment in management terms during the financial year³
 - Asset and liabilities of Arch Finance Warehouse Trust no longer recognised on Qualitas' Consolidated Statement of Financial Position
- Loan receivables of c.\$30m represents underwriting positions to existing funds and voluntary co-investments
- Cash receipt \$2.5m performance fees from credit strategy
 - Accrued credit performance fees are primarily driven by the Total Return Credit Strategy

1. \$443k BTR JV net profit and \$122k BTR JV losses in FY25 and FY24 respectively are reported in principal income. 2. Group Balance Sheet provided on the post-deconsolidation of Arch Finance Warehouse Trust basis. 3. Refer to Company ASX Announcement dated 27 November 2024.

Outlook and Guidance

05

Growth outlook

- **Global capital flows favour Australia** – superior returns, stability, and growth
 - Qualitas to benefit with significant international institutional investor base
- **CRE momentum building** – lower rates, population growth, and easing construction costs set to unlock investment activity
 - Qualitas to benefit with deep origination network and large-scale capital
- Investing in our talent base – focusing on core revenue functions to seize emerging opportunities

QUALITAS



FY26 guidance

14.0cps – 15.4cps

EPS ESTIMATED RANGE^{1,2}

\$60m – \$66m

NPBT ESTIMATED RANGE¹

FY26 OUTLOOK

- FY26 guidance considerations:

- Draw down profile of undrawn construction credit not earning full base management fees, deployment timing and quantum and performance fees are key variables of the guidance range

- Recurring base management fees will continue to drive growth

- FY26 dividend per share in line with target dividend payout ratio of between 50% to 95% of operating earnings

Outlook statements and guidance have been made based on no material adverse change in the current market conditions

1. Excludes any MTM movements for Qualitas' co-investment in QRI and QRI capital raising costs.

2. Based on the current total number of ordinary shares on issue as at 21 August 2025, that is subject to any future changes.



QUALITAS



QUALITAS

Thank you

P: +61 3 9612 3939

E: investor.relations@qualitas.com.au

Melbourne

Level 41, 101 Collins Street
Melbourne VIC 3000

Sydney

Level 5, 1 Bligh Street
Sydney NSW 2000

Brisbane

Level 54, 111 Eagle Street
Brisbane QLD 4000

qualitas.com.au

erson use only

This presentation has been prepared by and its sole responsibility of Qualitas Limited (ACN 655 057 588). To the maximum extent permitted by law, the information contained in this presentation is given without any liability whatsoever to Qualitas Limited, any of its related entities, or Qualitas Securities Pty Ltd (the holder of Australian financial services licence 342 242 for the Qualitas Group) (collectively "Qualitas") or their respective directors or officers, and is not intended to constitute legal, tax or accounting advice or opinion. No representation or warranty, expressed or implied, is made as to the accuracy, completeness or thoroughness of the content of the information. The recipient should consult with its own legal, tax or accounting advisers as to the accuracy and application of the information contained herein and should conduct its own due diligence and other enquiries in relation to such information.

The information in this presentation is based on the General Purpose Statutory accounts for full-year ended 30 June 2025 and comparatives from General Purpose Statutory accounts provided in June 2024 financial reporting periods.

For statutory reporting, please refer to the Appendix 4E and Financial Report for the full-year ended 30 June 2025. The information in this presentation has not been independently verified by Qualitas to the maximum extent permitted by law. Qualitas disclaims any responsibility for any errors or omissions in such information, including the financial calculations, projections and forecasts set forth herein.

No representation or warranty is made by or on behalf of Qualitas that any projection, forecast, calculation, forward-looking statement, assumption or estimate contained in this presentation should or will be achieved.

Please note that, in providing this presentation, Qualitas has not considered the objectives, financial position or needs of the recipient. The recipient should obtain and rely on its own professional advice from its tax, legal, accounting and other professional advisers in respect of the addressee's objectives, financial position or needs.

This presentation does not carry any right of publication. This presentation is incomplete without reference to, and should be viewed solely in conjunction with, the oral briefing provided by Qualitas. Neither this presentation nor any of its contents may be reproduced or used for any other purpose without the prior written consent of Qualitas.

The provision of this presentation to any person does not constitute an offer of securities or offer financial products to that person or an invitation to that person to apply for interests. The information in this presentation has been prepared without taking into account any investor's investment objectives, financial situation or particular needs. Before acting on the information the investor should consider its appropriateness having regard to their investment objectives, financial situation and needs and obtain their own legal, tax and investment advice.

Statements contained in this presentation may be forward looking statements. Such statements are inherently

speculative and always involve some risk and uncertainty as they relate to events and depend on circumstances in the future, many of which are outside the control of Qualitas. Any forward-looking statements contained in this presentation are based on a number of assumptions which may prove to be incorrect, and accordingly, actual results or outcomes may vary. Past performance is not indicative of future returns.

The information contained in this document is not a complete analysis of every material fact regarding the market and any industry sector, a security, or a portfolio. Statements of fact cited by Qualitas have been obtained from sources considered reliable but no representation is made as to the completeness or accuracy. Because market and economic conditions are subject to rapid change, opinions provided are valid only as of the date of the material. Portfolio holdings and Qualitas' analysis of these issues, market sectors, and of the economic environment may have changed since the date of the material. Qualitas' opinions are intended solely to provide insight into how Qualitas analyses securities and are not a recommendation or individual investment advice for any particular security, strategy, or investment product.

The performance of an individual portfolio may differ from that of a benchmark, representative account or composite included herein for various reasons, including but not limited to, the objectives, limitations or investment strategies of a particular portfolio. Management fees will reduce the rate of return on any particular account or portfolios. All investments are subject to certain risks. Generally, investments offering the potential for higher returns are accompanied by a higher degree of risk. While due care has been used in the preparation of forecast information, actual results may vary in a materially positive or negative manner. Forecasts and hypothetical examples are subject to uncertainty outside Qualitas' control.

Past performance is not a reliable indicator of future performance.

Qualitas results are reported under International Financial Reporting Standards (IFRS) which are used to measure group and segment performance. The presentation also includes certain non-IFRS measures. These measures are used internally by management to assess the performance of our business, make decisions on the allocation of resources and assess operational management. All non-IFRS information unless otherwise stated has not been extracted from Qualitas' financial statements and has not been subject to audit or review. Certain figures may be subject to rounding differences. Refer to Appendices for the reconciliation of statutory earnings to normalised earnings including Normalised earnings before interest, taxes, depreciation and amortisation (EBITDA), Normalised net profit before tax (NPBT) and Normalised net profit after tax (NPAT). All amounts are in Australian dollars unless otherwise stated.

The information that relates to the Qualitas Real Estate Income Fund ARSN 627 917 971 ('QRI' or 'Trust') is issued by The Trust Company (RE Services) Limited ABN 45 003 278 831 AFSL 235 150 (Perpetual) as responsible entity of the Trust. Any information not in reference to QRI has been prepared and issued by and its sole responsibility of Qualitas Limited (ACN 655 057 588).

Appendix 1:
Reconciliation of
financials and FUM

ersonal use only

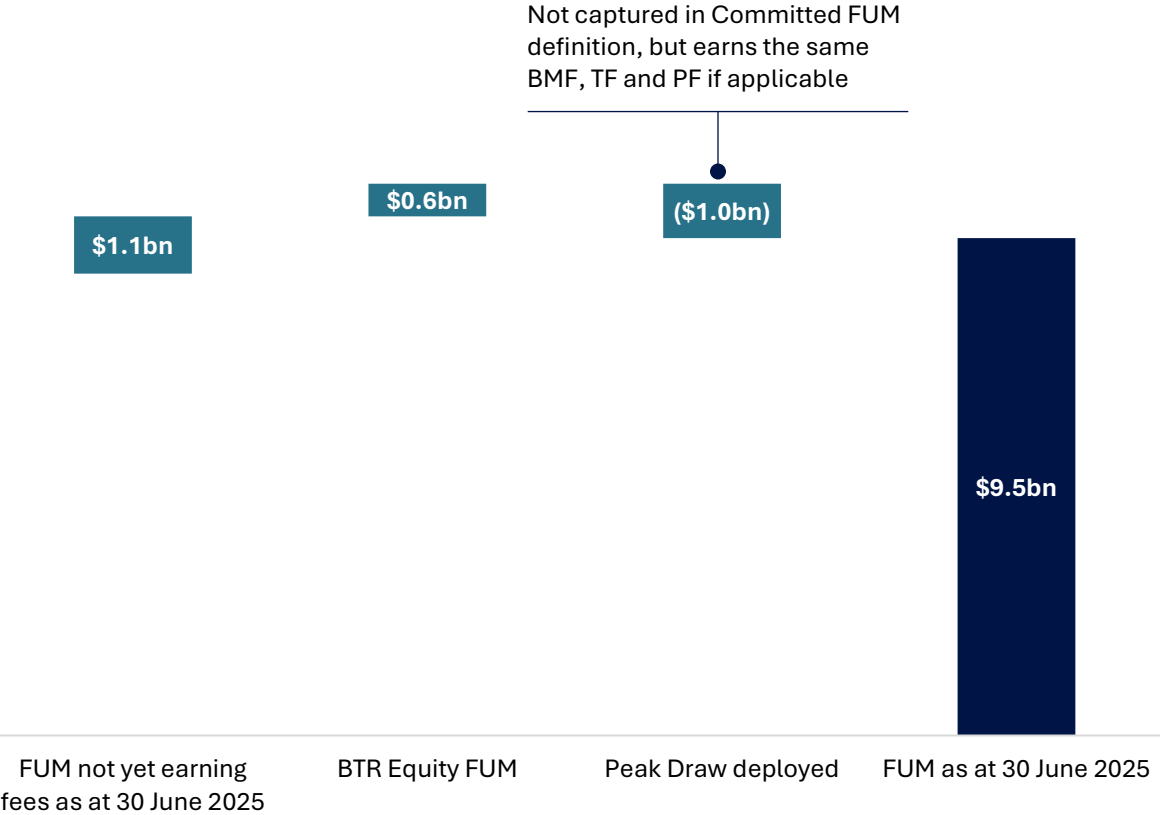
Reconciliation of statutory financial to normalised financial

(\$THOUSANDS)	FY25	FY24
Statutory EBITDA	51,345	40,320
(Gain) / loss on mark to market (MTM) value of QRI investment	125	(875)
QRI capital raising costs	5,067	2,448
Normalised EBITDA	56,537	41,894
Statutory net profit before tax (NPBT)	47,814	37,432
(Gain) / loss on mark to market (MTM) value of QRI investment	125	(875)
QRI capital raising costs	5,067	2,448
Normalised NPBT	53,006	39,005
Statutory net profit after tax (NPAT)	33,411	26,180
(Gain) / loss on mark to market (MTM) value of QRI investment	88	(613)
QRI capital raising costs	3,547	1,714
Normalised NPAT	37,045	27,281

BMF tracks FEF, with scale of growth driven by construction draw-down and net deployment timing and quantum

RECONCILIATION OF INVESTED FUM, FEF AND COMMITTED FUM

Deployed FUM with investment screening work already done



1. Excludes BTR Equity in Invested FUM here.

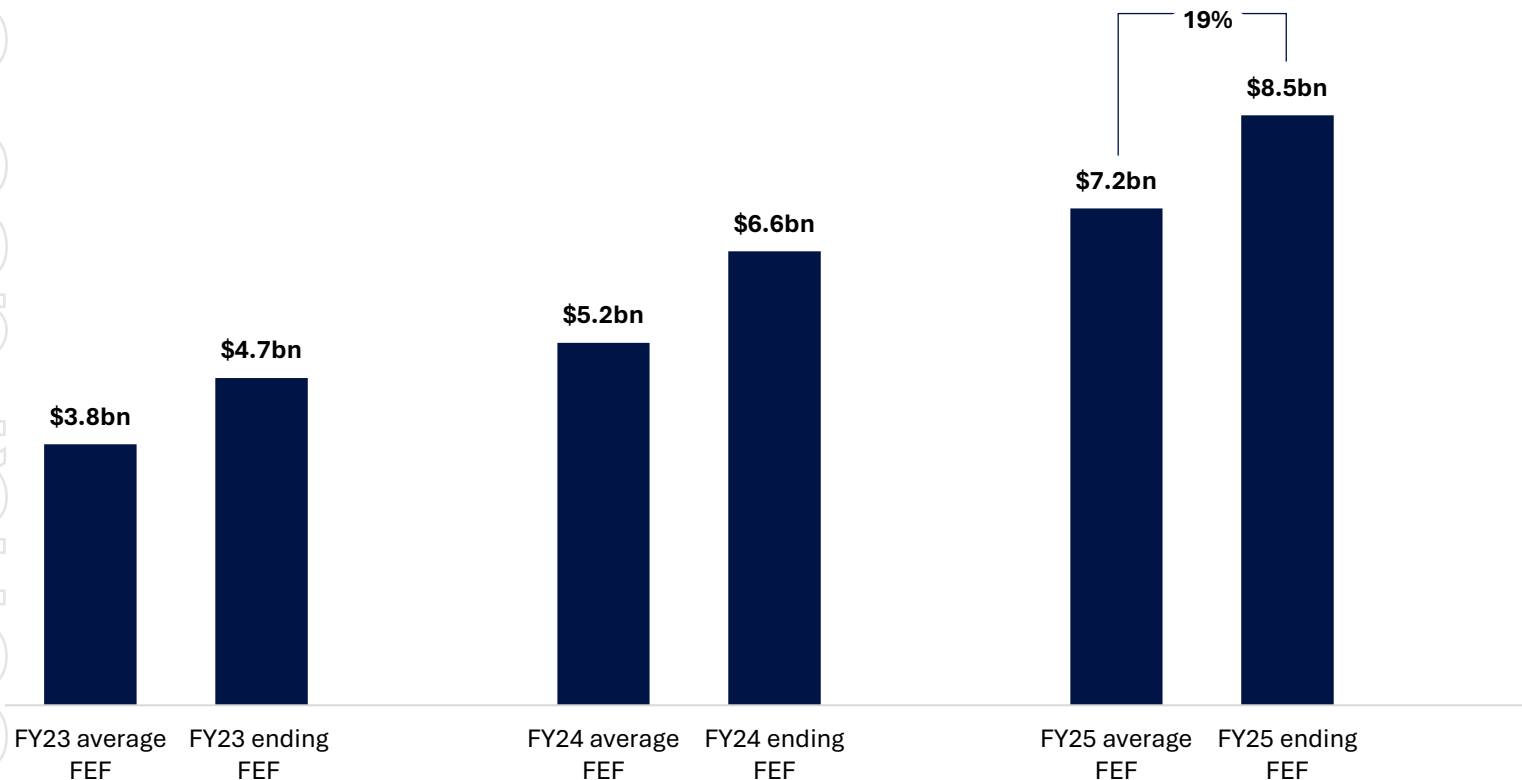
Appendix 2:
Supplementary funds
management
information

ersonal use only

Significant portion of BMF increase is already carried forward from the end of prior financial year

DEPLOYMENT IN REPORTING PERIOD BOOSTS BMF IN UPCOMING REPORTING PERIOD

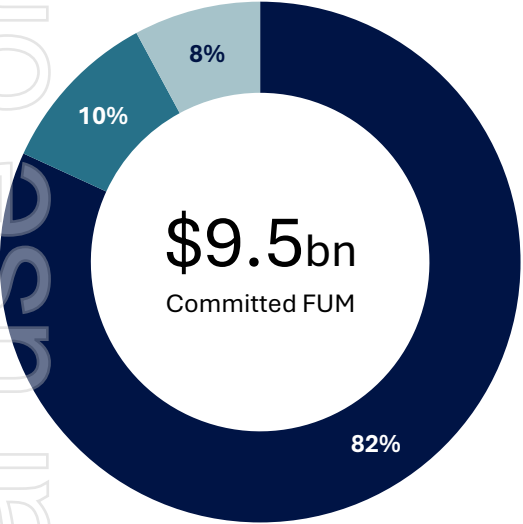
Excludes Arch Finance and BTR Equity



- Base management fees reported in full year and interim results are a function of Average FEF and BMF margin
 - Reporting period-end FEF reflects starting position for Average FEF for the following reporting period
 - Significant increase in reporting period-end FEF driven by deployment skewed to Q2 and Q4 contributes more to BMF growth for the following reporting period than current reporting period
 - BMF uplift from FY25 deployment flows through FY26 at a higher margin, as investment screening work is already complete
- Additional drivers of BMF growth
 - Fee margin on FEF influenced by construction draw-down
 - Timing and quantum of deployment

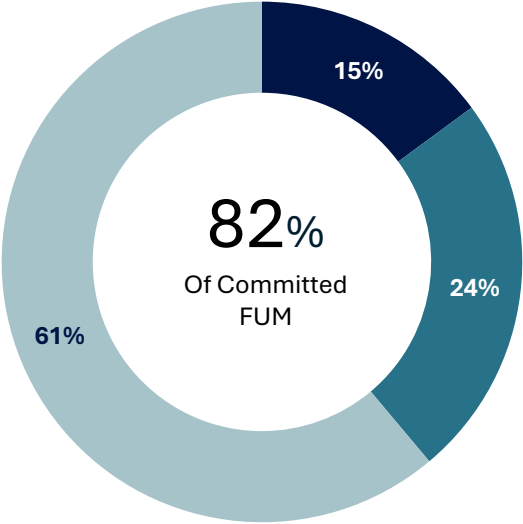
Investor composition as at 30 June 2025

INVESTOR COMPOSITION OF COMMITTED FUM



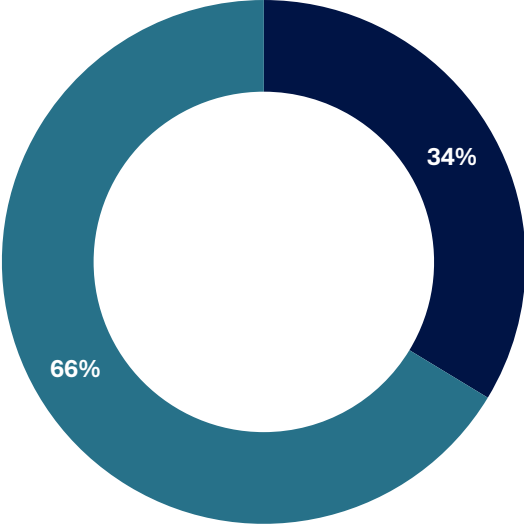
- Institutional
- Retail
- HNW / family office / advised

INSTITUTIONAL CAPITAL BY CURRENT NUMBER OF COMMITMENTS



- One Commitment
- Two to Four Commitments
- Five Commitments or more

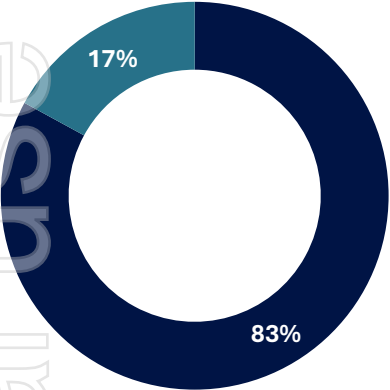
INVESTOR GEOGRAPHIC SPLIT OF COMMITTED FUM



- Domestic
- International

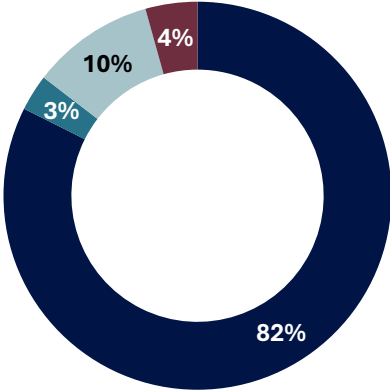
Diversified product and investment profile as at 30 June 2025

**FUNDS UNDER MANAGEMENT¹
(BY COMMITTED FUM)**



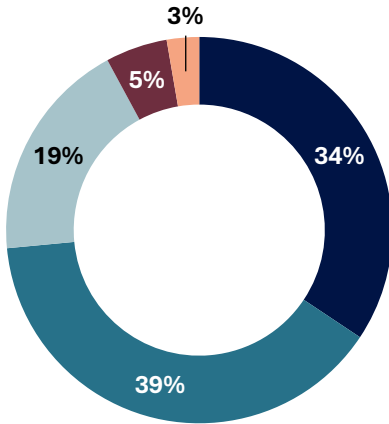
- Private Credit
- Private Equity

**FUNDS UNDER MANAGEMENT
RISK ALLOCATION²
(BY INVESTED FUM)**



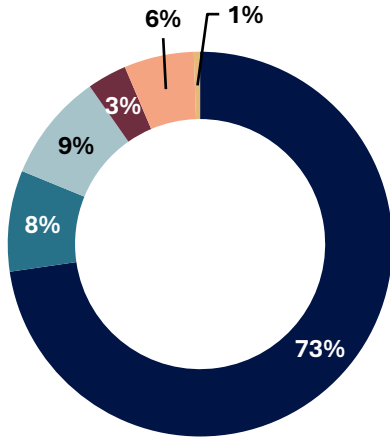
- Senior debt
- Mezzanine
- Core equity
- Opportunistic equity

**UNDERLYING GEOGRAPHIC
EXPOSURE²
(BY INVESTED FUM)**



- VIC
- NSW
- QLD
- Domestic other
- International

**UNDERLYING SECTOR
EXPOSURE²
(BY INVESTED FUM)**



- Residential
- Industrial
- Commercial
- Retail
- BTR / Multifamily
- Social Infrastructure

1. Represents committed capital as at 30 June 2025. 2. Split based on allocated capital as at 30 June 2025 excluding the impact of unallocated / non-deployed capital.

Committed FUM overview as at 30 June 2025

	STRATEGY	COMMITTED FUM
CREDIT FUNDS	Income	\$3,343m
	Total return	\$4,502m
	Total credit committed FUM	\$7,845m
EQUITY FUNDS	Income	\$450m
	Total return	\$1,172m
	Total equity committed FUM	\$1,621m
Total committed FUM		\$9,466m

Closing period FUM

\$M	FY19	FY20	FY21	FY22	FY23	FY24	FY25
Committed FUM							
Funds management	1,810	2,290	2,503	3,816	5,674	8,565	9,199
Arch Finance	448	480	480	443	400	323	267
Total Committed FUM	2,258	2,770	2,983	4,259	6,074	8,888	9,466
Invested FUM							
Funds management	1,086	1,444	1,660	2,480	3,448	3,980	4,960
BTR equity	-	-	-	46	101	127	142
Arch Finance	399	440	423	358	320	277	228
Total Invested FUM	1,485	1,884	2,083	2,884	3,868	4,384	5,330
Fee Earning FUM							
Funds management ¹				2,944	4,723	6,551	8,512
Arch Finance				361	320	277	228
Fee Earning FUM				3,305	5,042	6,828	8,741

1. BTR equity JV earnings are accrued in principal income, not in funds management revenue. It is therefore excluded from Fee Earning FUM.

Appendix 3:
Supplementary cash
flow statement
information

ersonal use only

Cash flow statement

CASH FLOW STATEMENT (\$THOUSANDS)	FY25	FY24
Cash flows from operating activities		
Interest received	22,738	40,324
Interest paid	(7,984)	(20,410)
Receipts from provision of financial services and performance fees	114,611	54,857
Payments to suppliers, employees and others	(53,799)	(41,079)
Interest paid in relation to lease liabilities	(294)	(144)
Funds recoverable costs	212	(298)
Payments in relation to projects	(1,714)	(1,011)
Tax paid	(19,122)	(5,235)
Mortgage loans advanced	(15,702)	(33,935)
Mortgage loans repaid	82,499	75,126
Investments acquired	(59,862)	(84,073)
Investments disposed	5,470	13,004
Loans advanced	(256,375)	(517,839)
Loans repaid	210,800	593,107
Net cash movement from operating activities	21,478	72,394
Cash flows from investing activities		
Loss on control of subsidiary	(11,470)	-
Payments for property, plant and equipment	(5,644)	(333)
Net cash movement used in investing activities	(17,114)	(333)
Cash flows from financing activities		
Payment of lease liabilities	(902)	(1,097)
Proceeds from loans and borrowings	25,048	16,788
Repayments of loans and borrowings	(49,675)	(62,955)
Dividends paid	(24,596)	(22,895)
Shares vested	(49)	-
Contributions of capital	213	110
Net cash movement used in financing activities	(49,961)	(70,049)
Net (decrease)/increase in cash and cash equivalents	(45,597)	2,012
Cash and cash equivalents at the beginning of the period	194,381	192,369
Cash and cash equivalents at the end of the period	148,784	194,381

- Mortgage loans advanced and mortgage loans repaid are related to Arch Finance warehouse facility
- Investments acquired and investments disposed represent movement in co-investment positions
- Loans advanced and loans repaid represent aggregate movement in underwriting positions throughout the year
- Proceeds and repayments from loans and borrowings are attributed to drawdown of QRI Manager Loan and changes in Arch Finance co-investment

Glossary

APAC	Asia-Pacific
AUM	Assets under management
Average Fee Earning FUM	Average monthly Fee Earning FUM excluding BTR equity and Arch Finance
Average Invested FUM	Average monthly Invested FUM excluding BTR equity and Arch Finance
BMF	Base management fee
CAGR	Compound annual growth rate
CRE	Commercial real estate
Closed-end fund	Fund with expiry date
Dry powder	FUM not yet earning fees is used as a proxy for dry powder
EBITDA	Earnings before interest tax depreciation & amortisation
ESG	Environmental, social, and governance
Fee Earning FUM / FEF	Amount earning base management fees. Base management fee structures vary across investment platform including committed FUM, Invested FUM, net asset value, gross asset value, acquisition price and other metrics used to calculate base management fees
FM	Funds management
FUM	Represents committed capital from investors with signed agreements
FUM not yet earning fees	Undeployed committed capital that is not yet earning base management fees
GAV	Gross asset value
HNW	High net worth
IC approved investments	Investments approved by fund Investment Committee with financial close subject to satisfaction of condition precedents

IRR	Internal rate of return
JV	Joint venture
Mandated investments	Qualitas entered into exclusivity with borrowers with financial close subject to due diligence and fund Investment Committee approval
MREIT	Mortgage Real Estate Investment Trust
Normalised earnings	Normalised earnings include normalised EBITDA, normalised NPBT, normalised NPAT and funds management EBITDA are adjusted for gain and losses on mark to market value of QRI investment and QRI capital raising costs. Please refer to the reconciliation in the appendix section.
NPAT	Net profit after tax
NPBT	Net profit before tax
Open-ended Fund	Fund without an expiry date
Peak Draw	Refers to an allocation methodology applicable to institutional construction loan mandates
Perpetual capital	Open-ended fund with no mandated expiry date
PF	Performance fee
QAL	Qualitas Limited (ASX: QAL)
QRI	Qualitas Real Estate Income Fund (ASX: QRI)
Total return credit	Construction and opportunistic credit
TF	Transaction fee
Underwriting	Warehousing, underwriting or bridging assets or loans for a fund prior to the completion of a capital raising or receiving an anticipated repayment for a fund or the launch of a new fund following which the fund will take out or refinance the warehousing, underwriting or bridging arrangement (including by repayment or acquiring or directly pursuing the investment opportunity).
WALE	Weighted average lease expiry