



## Dominion Income Trust 1

ASX: DN1

January 2025

## Lead Arrangers and Joint Lead Managers:

National Australia Bank Limited
Morgans Financial Limited
E&P Capital Pty Ltd
Commonwealth Securities Limited

### Joint Lead Managers:

Canaccord Genuity (Australia) Limited Shaw and Partners Limited Wilsons Corporate Finance Limited

## Disclaime

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#### ZENITH DISCLAIMER

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## **About Realm**

Award winning, highly credentialed manager with over a decade track record of delivering exceptional risk-adjusted returns.



#### Realm Background

- 12 year track record of deep experience investing in Australian Credit and Fixed Income markets.
- 28 staff, 17 investment professionals across Melbourne and Sydney offices.



#### **Diversified across sectors**

 Globally diversified portfolio of defensive credit exposures across government bonds, corporate bonds and structured credit (including public and private debt) with a target average credit rating of BBB.



#### **Realm Capability**

 With \$7.4 billion FUM, Realm uses a strong quantitative framework to look through the cycle to deliver exceptional risk-adjusted returns, being in the top 97<sup>th</sup> percentile of managers in its peer universes.



#### **Strong Credentials**

- Strong research ratings with Lonsec & Zenith Research.
- Realm awarded Australian Fixed Income Manager of the Year at the Zenith Fund Awards 2021 & 2024, finalist in 2023.



## **Senior Leadership**



Andrew Papageorgiou
Managing Partner
Head of CBC

- 25 years industry experience
- Andrew had a broad base of experience providing advice on debt, infrastructure, private equity and derivative strategies.
- Responsibilities include: Head of RV process, risk management, bank and corporate credit. Holds a Bachelor of Commerce (Deakin University), Graduate Diploma in Applied Finance (SIA).
- Managing Partner of Realm



Robert Camilleri Head of Structured Credit

- 28 years experience
- Sits on Australian Securitization Board and Chairman of various peak industry committees. Holds a Bachelor of Business (RMIT), Finsia Fellow, ASF Fellow, Certified Treasury Professional.
- Responsibilities include securitized & structured assets, risk management.



Ken Liow Head of Strategy & Risk

- 30 years experience
- Ken was previously Chief Investment Officer of domestic equities at BlackRock and Head of Strategy for Scientific Active Equities (Australia).
- Holds a B.Com (UniMelb), FIAA, GradDip App.Fin, GDip IR, FSIA
- Responsibilities include leading Realm's macro-economic and portfolio strategy efforts. He is Chair of the Portfolio Construction Committee.



Broc McCauley Head of Distribution

- 15 years experience
- Has broad experience across financial markets and distribution.
- Holds a Bachelor of Commerce majoring in Finance & Accounting.
- Responsible for Realm's Distribution and Marketing strategy.



## **Diversity & Scale across markets**

Successful capability in multiple domestic and global markets across \$7.4 billion AUM

Active manager: \$10.9 billion in volume and 4,500+ transactions in the past 12 months.





## Realm: Delivering on expectations

All strategies have consistently delivered on expectations, exceeding return targets since inception.

All current strategies exhibit independent external research ratings by Lonsec & Zenith.

As at end of December 2024	Short Term	High Income	Global High	Strategic Income
	Income Fund	Fund	Income Fund	Fund
Strategy	Short Duration Credit	Active Credit	Global Active Credit	Private Credit
FUM	\$2,649m	\$2,139m	\$156m	\$2,172m
1 Year Performance p.a.	6.96%	10.07%	12.79%	10.49%
Performance Since Inception p.a.^	3.51%	5.20%	15.13%	7.62%
RBA Cash Rate <sup>^</sup> p.a.	1.76%	1.93%	4.35%	1.92%
Excess Return over RBA p.a.	1.75%	3.27%	10.78%	5.70%
Strategy Return Target over RBA	+1.5 - 2.0%	+3.00%	+2.50 - 3.50%	+4.75%
Research Ratings	Zenith  RECOMMENDED  RECOMMENDED  RECOMMENDED  Highly Recommended tonsec Research	RECOMMENDED Recommended Connect Research	Zenith  RECOMMENDED  Investment Grade  Longic Ressorts	RECOMMENDED Recommended torroot based on
Inception Date	Dec-17	Oct-13	Nov-23	Feb-20

<sup>^</sup> Since Inception p.a. \* Past performance is not indicative of future performance

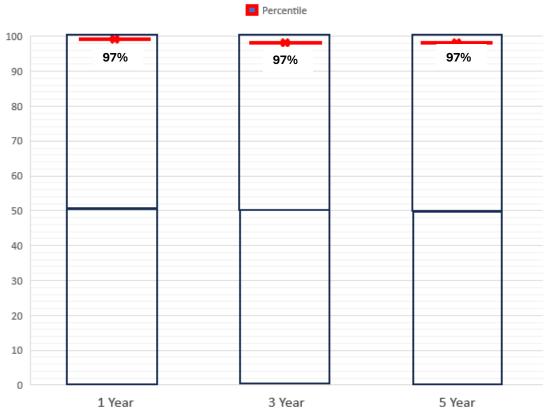


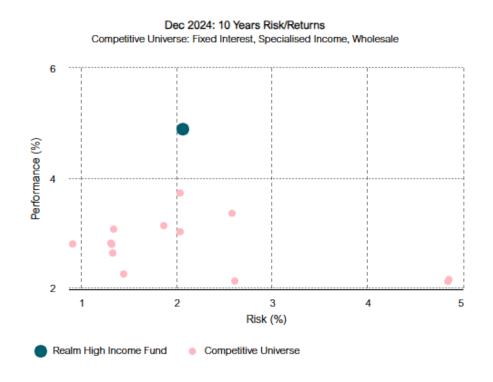
## A decade of outperformance...

**Realm's** flagship strategy ranks **#1 on a risk-adjusted basis** across 5, 6, 7, 8, 9 & 10 years in it's Lonsec peer universe.

Strategy also ranks in the **97<sup>th</sup> percentile** over 1, 3 & 5 years in the Bloomberg Australian Fixed Income BBB or Higher Index.

#### Realm High Income Fund - OMF0009





Source Data - Bloomberg



## **ASX-Listed Dominion Listed Investment Trust**

The more reliable way to access the expected benefits from a diversified credit portfolio.

Designed to address key LIT drawbacks: discount to NAV, return uncertainty, and alignment of interest



#### **Maturity Date**

- LIT will invest in a note with a maturity date of 6 years. Realm intends to call Notes on the optional redemption date in 5 years from issue date.
- Manager will seek to align a liquidity event for the LIT with the maturity date of the underlying note.



#### **Embedded Equity Reserve**

- Realm and co-investors has provided a minimum Equity Reserve of > 4% or \$10m held underneath trust assets as loss absorption to protect holders until maturity date of the Note.
- Skin in the game; any net income must be used to restore the Equity Reserve to at least 4% or \$10m rather than be distributed.



#### More Certainty On Targeted Return

- The LIT has a targeted monthly distribution of 3.50% p.a. above the 1-month BBSW.
- Nature of structure provides a high level of certainty around the ability to meet the targeted return.



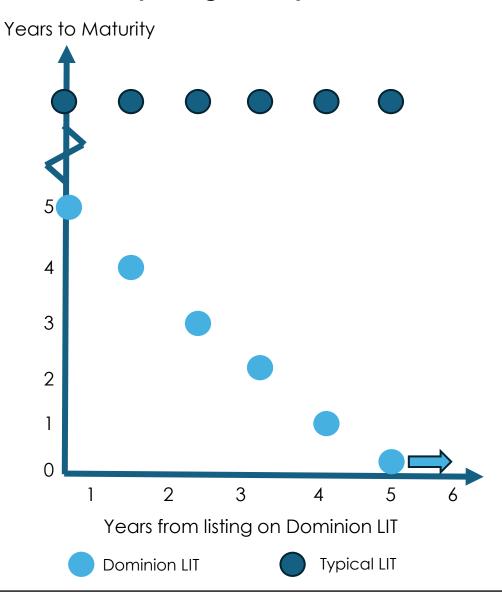
#### No Manager Loan & Low Fees

- Realm will absorb all establishment costs upfront (external to the Equity Reserve).
- Low management fee relative to peer group.



## Term LIT - What's the difference?

# Pre-defined Maturity: Connects pricing closely to Par

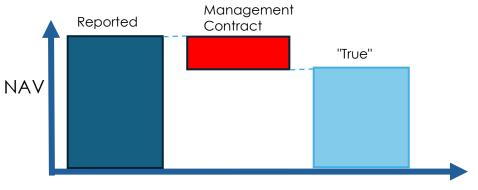


# 2. Investor ranks ahead of Investment Manager

Portfolio of Assets		
Dominion LIT	Typical LIT	
	Manager Loan	
Management Fee (Cost Recovery)	Management Fee	
INVESTOR  Residual distribution  underpinned by coupon	INVESTOR Residual distribution No Maturity	
Equity Buffer*		

<sup>\*</sup>Equity support provided to Dominion Note

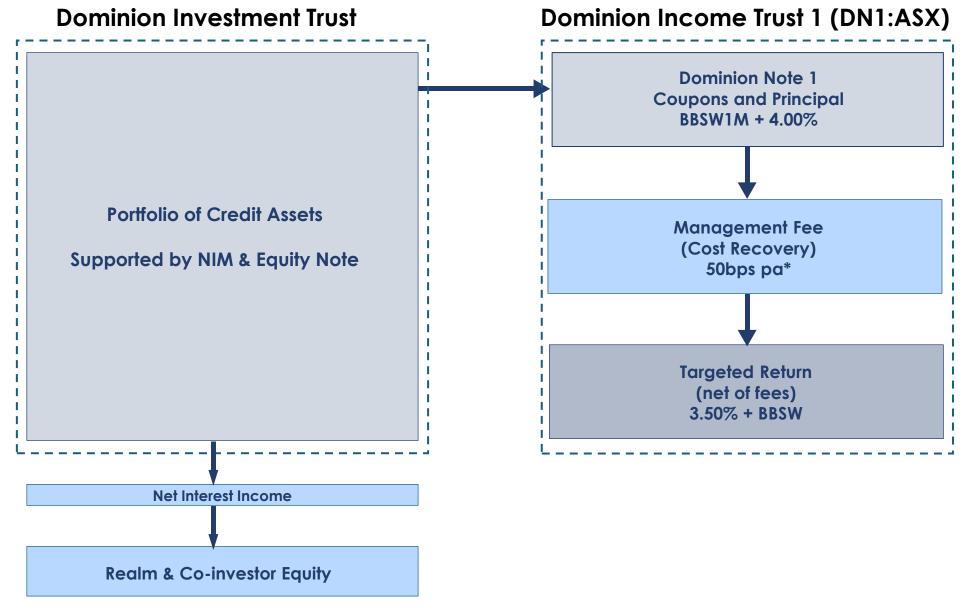
### 3. The "True" NAV of LITs



Note: Indicative PV of Fees ~16% of NAV. Assumes 70bps pa fee and 4.5% pa discount rate.



## **Dominion Listed Investment Trust Structure**

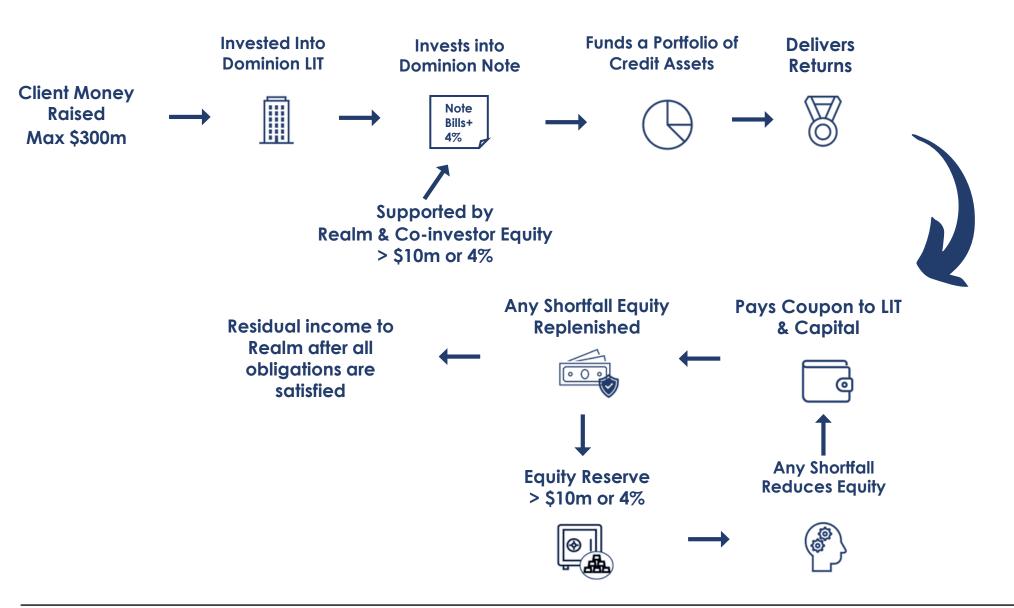


Note: Not to scale. Refer to documentation for more detail.

 Management fee plus GST, net of RITC. Under certain circumstances an additional 0.05% expense recovery may be levied.

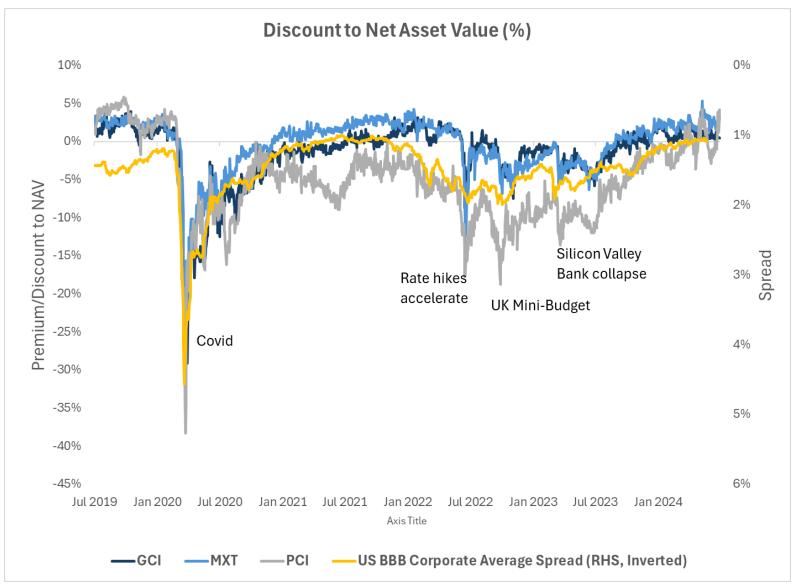


## **Dominion Listed Investment Trust Structure**





# Large movements in Discount to NAV for Credit LITs amplify investment risk



The LIT structure increases investment volatility to due movements in discount/premium to NAV. Unhelpfully, these discounts are greatest during times of distress. Credit exposures obtained via LITs are more volatile



## Equity Reserve: How much protection does it provide?

Illustrative scenario: \$10m equity reserve provides a 4% buffer at \$250m raise

The underlying portfolio has a BBB average rating

The underlying portfolio earns 1% higher interest than the Note coupon

#### **Default Risk**

Structure	Original Exposure	After credit enhancement*
Major Bank	BBB	AA- (S&P)
RMBS	BBB	AA (S&P)
ABS	BBB	Aa2 (Moody's)

Weighted average Default Rate for Enhanced Rating\*\*:

Global Corporate Credit: 0.02%pa Global Structured Credit: 0.22%pa

A 4% Equity Reserve substantively reduces exposure to default risks

#### Important Notice:

- Dominion LIT does not have a formal credit rating; and
- Realm is not inferring the Note should attract a AA rating
- · Note: Illustrative effect only and not a formal rating
- \* Source: S&P Transition and Recovery Study

#### Market Sell-off Scenario (1yr)



Indicatively, the underlying Portfolio is:

- 50% invested in private credit, and
- 50% in BBB rated Corporate Debt with 3year credit duration



Cushion for note performance is 5% 4% from equity reserve and 1% pa from Net Interest margin

Event Stress	1yr Spread Move (bps)*	Estimated Market Value Losses	Impairment?
Trade War (2018)	50	0.8%	No
Covid (2020)	165	2.5%	No
Ukraine (2022)	89	1.3%	No

A 4% Equity Reserve and 1% interest margin protects note against significant shocks

Bloomberg USD Corproate 3yr BBB G-Spread movement. Peak Month end movement



## Summary

Feature	Detail	Benefits
Structure	ASX Listed Investment Trust holds a note paying a fixed coupon and set maturity	Liquidity, transparency, pull to par assists to limit discount to NAV effects experienced by traditional LITs
Relative Value	~1.25% per annum spread premium to Major Bank ASX listed Hybrids	Favourable alternative source of income for investors with similar credit quality
Equity Reserve and Low Management Fee	Significant credit enhancement and alignment via equity reserve. Trust will target a return of 1m BBSW + 3.50% net of fees	Infers higher likelihood of achieving target returns than comparable listed credit funds
Manager	Dominion Investment Management (Wholly owned entity of Realm)	Extended track record of investment and business success



## Key Terms

Target Launch Date	Tuesday 28 <sup>th</sup> January 2025
Manager	Dominion Investment Management Pty Ltd
ASX Ticker	DN1.ASX
Minimum Target Size	\$150 million
Maximum Target Size	\$300 million
Issue Price Per Unit	\$100
Target Return	3.50% + 1M BBSW
Income Distributions	Monthly
Management Fees & Costs	0.50% p.a. <sup>1</sup>
Realm & Co-investor Equity Support	> of 4% or \$10 million





<sup>1</sup> This is inclusive of Goods and Services Tax (GST) and net of any Reduced Input Tax Credits (RITC). May be up to 0.55% of NAV per annum including Expense Recovery of 0.05%.



## **Key Dates**

Key Dates	
Lodgement of PDS	Mon 20-Jan-2025
Australia Day PH	Mon 27-Jan-2025
Launch Offer/Open Books	Tue 28-Jan-2025
Offer Open	Tue 28-Jan-2025
Broker Firm Offer Close	Tue 11-Feb-2025
Settlement Date	Wed 26-Feb-2025
Allotment Date	Thu 27-Feb-2025
Expected commencement of trading of Units On a normal settlement basis	Tue 3-Mar-2025

### Lead Arrangers and Joint Lead Managers:

National Australia Bank Limited Morgans Financial Limited E&P Capital Pty Ltd Commonwealth Securities Limited

### Joint Lead Managers:

Canaccord Genuity (Australia) Limited Shaw and Partners Limited Wilsons Corporate Finance Limited



# Appendix



## **Dominion LIT Structure**

#### **Independent Trustee**

## Dominion Investment Trust Assets \$312m

Globally diversified portfolio of credit

Exposures include:

- o Government Bonds;
- o Corporate bonds; and
- Structured Credit.



Expected Average Portfolio Rating BBB

No management loan in relation to funding of Offer costs btw \$6m to \$8m

#### **Note Deed Poll**

Dominion Floating Rate Note Liabilities \$300m



BBSWM1 +400bps pa



5yr to Refi, 6yr Final



Min \$150m, Max \$300m

#### Realm Investor Group Equity Reserve Min > \$10m or 4%



AUD \$10m provided by Realm Co-investors and will be replenished.

## Dominion Investment Trust LIT Independent Responsible Entity

Targeted Return 3.50% + BBSW



Target of BBSW1M +350bps pa



Expected 100% maturity 5 to 6 yrs



Min \$150m, Max \$300m



50bps pa management fee\*

Note: All establishment fees will be absorbed by Realm externally to the Trust.

Indicative balance sheet based on \$250m subscription amount. Equity reserve is fixed at \$10m.

\* This is inclusive of Goods and Services Tax (GST) and net of any Reduced Input Tax Credits (RITC). May be up to 0.55% of NAV per annum including Expense Recovery of 0.05%.



## Fund structure & priority fund flow

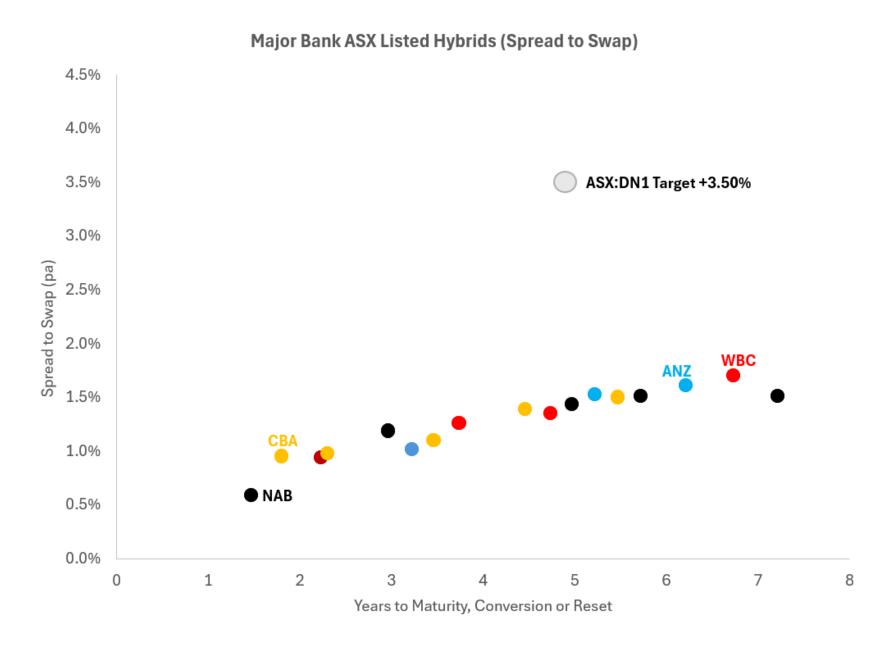
#### Example of \$300m Offer Size, \$12m Equity Reserve contribution by Realm & Co-investors

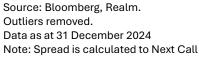
Note Issuer Diversified Portfolio of Credit Securities Residual income Surplus income to Realm and coreplenishes equity reserve \$12 million investors after all Income generated first back to 4% should there obligations are used to pay coupons of be any shortfall satisfied Note. If any shortfall, \$300 million shortfall to be made up from Equity Reserve \$12 million **Equity Reserve** Realm & **Dominion Note** At least \$12m Co-Investors (4% of Note Face Value) BBSW + 400 bps \$300 million **Dominion Income** Trust 1 (DN1) BBSW +350 bps Initial flows \$300 million Subsequent flows prior to redemption Unitholders



Management fee plus GST, net of RITC. Under certain circumstances an additional 0.05% expense recovery may be levied.

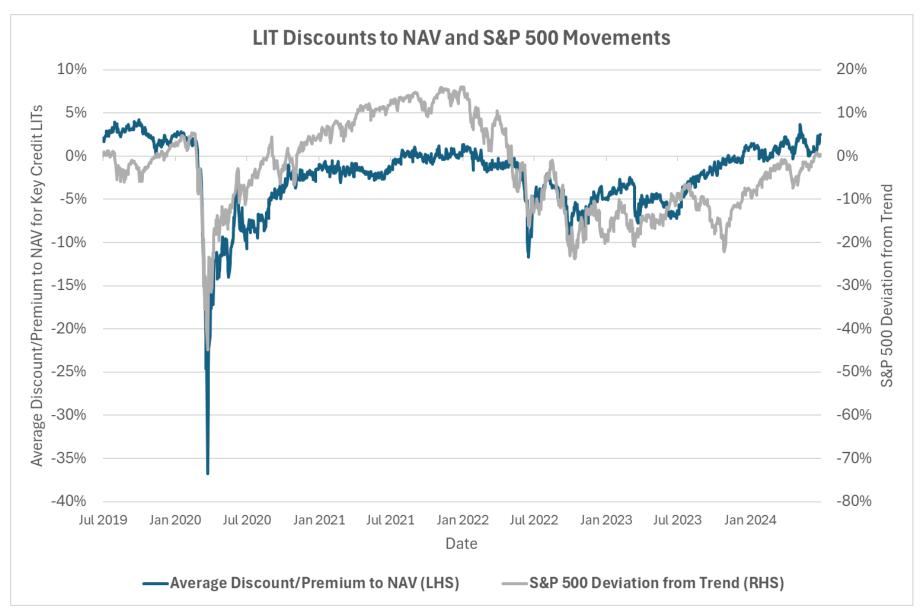
## Higher yield than major bank hybrids







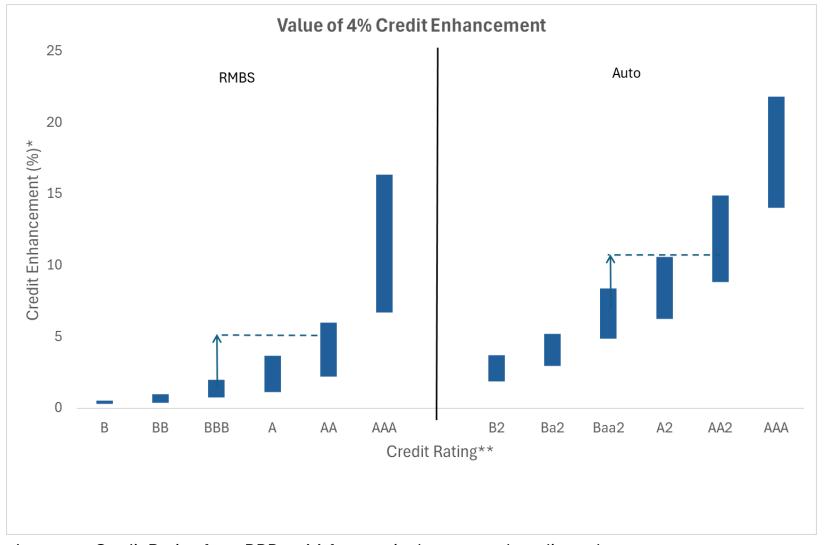
## Credit LIT Discounts to NAV correlate to Equity Market Movements



Desired diversification benefits arising from credit exposures are greatly diminished if acquired via a LIT structure Discounts are often greatest when equity markets are weak, greatly offsetting any diversification advantages



## Credit Enhancement Benefit: Structured Credit



#### Improves Credit Rating from BBB to AA for a typical structured credit pool

\* Range is 25th to 75th centile for public deals issued in FY2024 (Source: Bloomberg)

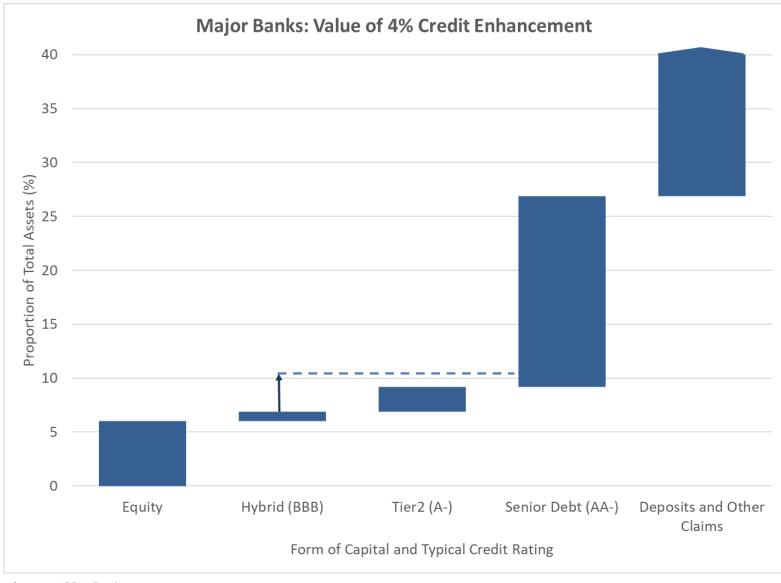
Note: Illustrative purposes only.

Shows the effect on the rating of a BB/Ba2 rated note if an additional 4% credit enhancement had been provided within each deal. The Dominion FRN receives credit support outside of a portfolio of assets



<sup>\*\*</sup> Credit Rating is from Standard & Poors at issuance for RMBS and Moody's as at 30 June 2024 for Auto

## Credit Enhancement Benefit: Australian Banks



Source: APRA, Realm

Improves Credit Rating from BBB to AA- for an Australian major bank



## Team Structure

**Corporate & Bank Capital** 

**Structured Credit** 

Strategy & Risk

Andrew Papageorgiou

Head of CBC 26 / 13 Robert Camilleri

Head of Structured 28 / 13

**Ken Liow**Head of Strategy & Risk
31 / 11

Realm Systems Development

Sylvester Lay

Data Analyst

6/3

**Adrian Chow** 

Portfolio Manager 16 / 4 Andrew Jones, CFA Matthew Sleight, PHD

Investment Analyst Portfolio Manager 16 / 2 26 / 2

Theodore Calligeris

Portfolio Manager 8 / 8 Myron Ithayaraj, CFA

Portfolio Manager 15 / 8 **Khoi Nguyen**Strategy & Risk Analyst
7 / 4

**Anthony Choi** 

Investment Analyst 8 / 2 Sylvester Lay

Data Analyst 6/3

Thomas Kapellos

Investment Analyst 11 / 1

**Anthony Cormack** 

Investment Analyst 6 / 2

Cindy Doan

Junior Data Analyst 4 / 1 **Angus Tighe** 

Investment Analyst 2 / 2

Ivan Bagang

Investment Analyst 8 / 1

Distribution

**Broc McCauley** 

Head of Distribution 14/5

**Operations** 

Anthony Allen

Operations Manager 16 / 8

**Matthew Blair** 

Business Development Manager 7 / 2 **John Hawkins** 

Business Development Manager 8 / 1 **Douglas McIntyre** 

Investment Operations Analyst 13 / 1 Van Dang

Investment Operations Analyst 15 / 1 Cindy Doan
Data Analyst
4/1

Gavin Mohan

Junior Data Analyst 2 / 1

Finbarr Warren

Business Development Analyst 2 / 1 **Rhys Kostopoulos** 

Marketing & Client Services 1 / 1 Lee Chassogias

Investment Operations
Analyst
1 / 1

Chris Pezzano

Investment Operations Analyst 2 / 1

Years Experience / Years at Realm



## Portfolio Allocation

The target portfolio parameters and target limits for the Note Issuer's portfolio of debt instruments (whether held directly or indirectly) are as follows:

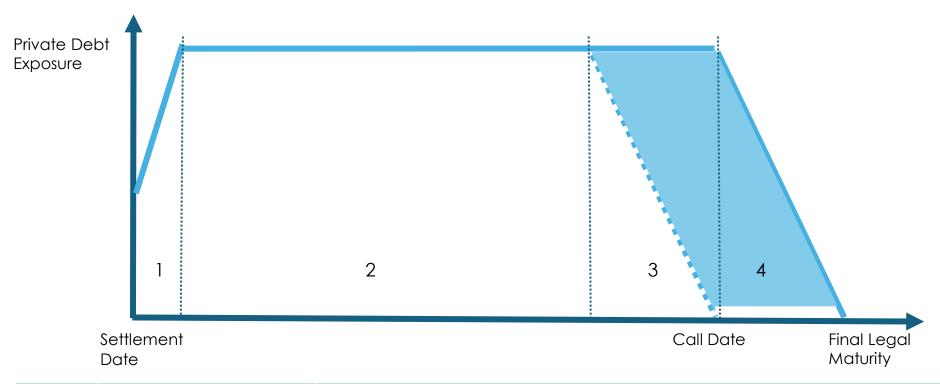
SECTOR	TARGET RANGE
Cash	0 - 100 %
Government bonds	0 - 100 %
Bank T2	0 - 50 %
Corporate Snr Bonds	0 - 90 %
Structured Credit	0 - 90 %
Corporate Hybrids	0 - 25 %
Bank T1 Hybrids	0 - 50 %

The Minimum Portfolio Rating is BB, however, over time the Manager expects the average Weighted Rating Target to be BBB. Where available, the credit rating assigned by one of the three major external rating agencies (S&P, Moody's or Fitch) will be used in the averaged calculation of the Minimum Portfolio Rating. Such ratings would represent the opinions of the rating agencies, which are relative and subjective, on a certain degree of likelihood of the issuer of the rated security to meet its debt obligations when they fall due, or the likelihood of loss in the event of a default of the issuer of the rated security. The Issuer and Manager advise that credit ratings are intended to be used by wholesale investors only and should not be relied on by retail investors when making a decision about investing in the Units<sup>4</sup>.

4. There are risks attached to the use of average credit ratings as a criterion as described in Section 9.3(b) of the Product Disclosure Statement.



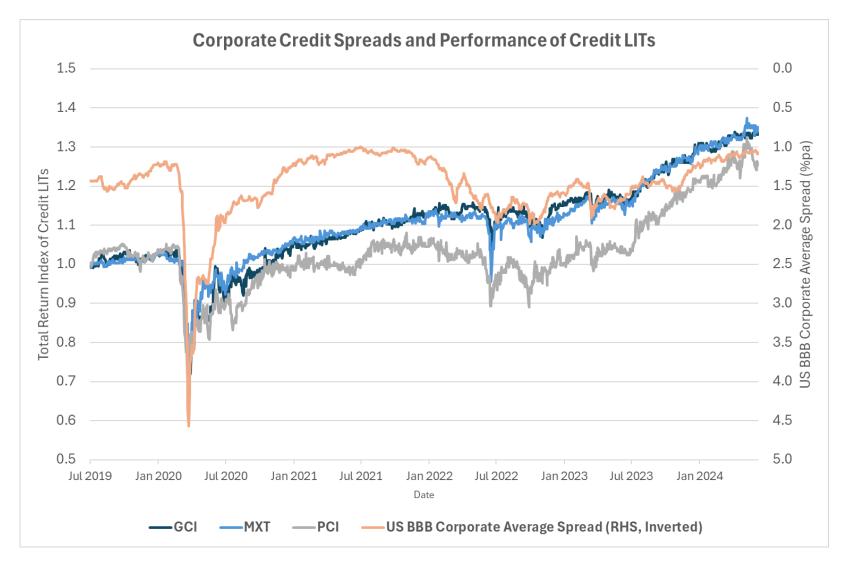
## Anticipated Underlying Portfolio Composition



Phase	Description	Comment
1	Ramp Up	Invest assets into private credit in an orderly fashion
2	Middle	Hold exposures in private assets unless public market pricing offers better opportunities
3	Potential Ramp Down	If we are not confident that all of the private assets can be transferred at maturity, an orderly liquidation profile will be identified for some or all of the private assets. The balance will be invested in liquid assets with consideration given to any mis-match between the duration of the portfolio and the remaining period to maturity
4	Contingency	Available 1-year contingency in the event available liquidity in the Ramp Down phase is lower than anticipated



# Recent Credit LIT performance boosted by Credit Compression: Too good to last?



Credit spreads are very low. Credit LITs have benefited from the rally since mid 2022

Any reversion in spreads in the coming 5yrs will impede realised performance relative to target returns, making returns uncertain The Dominion Note seeks to deliver BBSW 1M +350bps p.a. (net of fees) and this target is supported by a \$10m buffer provided by Realm



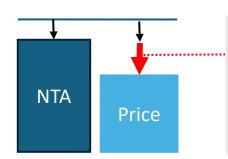
## Important structural benefits of the Dominion LIT offering

## Traditional LIT Behaviour



**Normal Markets** 

## Turbulent Markets (Unsuccessful LIT)



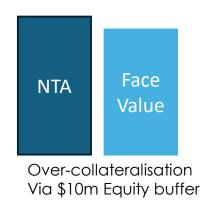
#### Rationale for discount to NTA

- Inability to access underlying assets
- Discount the present value of fees
- Additional uncertainty aversion
- Liquidity effects (urgent selling)

The most common design responses to persistent discounts to NTA are:

- a buyback program; or
- full liquidation.

## Dominion LIT Features





Fixed maturity provides a built-in full liquidation mechanism from the outset



Low management fees and no manager loan



By design, it is inherently a high-quality bond whose value is readily comparable to others

### **Expectation**

Dominion LIT price movements will approximate those of other high quality FRNs with similar characteristics



## Realm Equity Reserve - Alignment

Feature	Description	Comment
Value of Equity Reserve	AUD \$10m or 4%	Realm & co-investors provide equity to support the performance of the Note
Ranking	First Loss	Absorbs losses on the performance of the underlying assets and shall be fully exhausted prior to any credit impairment to the Note
Permanence	First in, Last out	Provides protection for the full duration of the Note until maturity
Replenishment	Net income diversion	If the equity reserve is impaired at any time, any net income must be directed to restoring the Reserve to AUD \$10m or 4% rather than distributed to Realm

Note: Realm will absorb all establishment costs, and these are <u>external</u> to the Equity Reserve Realm will receive no management or arrangement fees on the portfolio assets.



## Key Solvency Risks and Mitigants

Key Solvency Risk to Asset Portfolio	Description	Mitigants
Default	Underlying portfolio holdings experience events of default resulting in permanent capital loss	Realm expertise  Equity Reserve including rebuild
Lower than expected Net Interest Margin	Yield generated from underlying portfolio holdings exceeds Dominion FRN credit spread by less than anticipated	Call the note at \$101 Equity Reserve
Mark to market losses on public assets	Credit spreads widen and/or interest rates rise, resulting in price declines on underlying assets	Realm investment expertise (Asset-Liability Management) Realm Equity Reserve

Note: List is non-exhaustive



