

www.moelisaustralia.com



 **ASX *CEO Connect***

Presented by Andrew Pridham, CEO

12 December, 2017

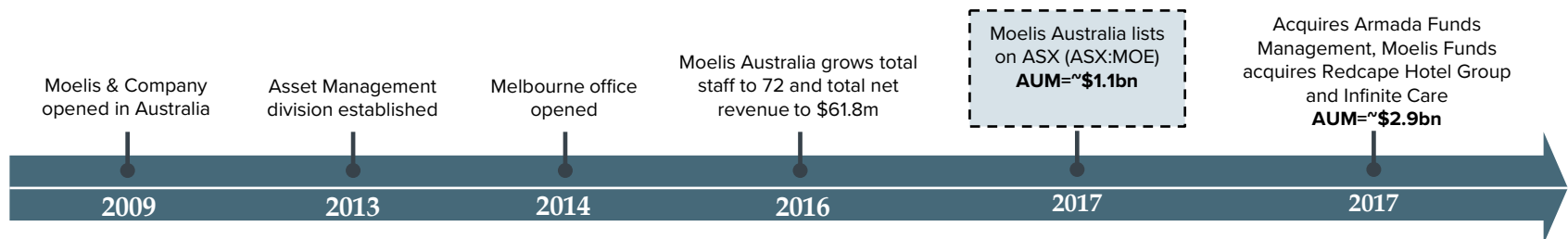
Moelis Australia Snapshot



Founded in 2009 as a joint venture with NYSE listed Moelis & Company (market cap ~US\$2.7 billion¹)

- Experienced executive team with personal investment of >\$375m¹ in MOE (c.40% of shares outstanding)
- Global reach with Moelis & Company (c.32% shareholder) strategic alliance
- Funds managed by Moelis Australia are deeply research based – focus on alternative assets
- Employer of choice – low staff turnover – we grow our own talent
- ~130 Head Office staff and over 10 graduate and intern placements per annum
- ~60% of forecast Underlying EBITDA from Asset Management (on an annualised basis). Expected to increase over time
- EBITDA margin growing reflecting increasing contribution from Asset Management (FY17E ~38% vs FY16 ~30%)
- Approximately \$2.9 billion in AUM today across over 30 funds in multiple asset classes

HISTORY



NOTES:

1. As at close of trading 11 December 2017

Experienced Leadership Team

Experienced team with extensive experience at large global financial institutions

MOELIS AUSTRALIA BOARD



Jeffrey Browne
Chairman



Kenneth Moelis
Non-Executive Director



Joseph Simon
Non-Executive Director



Andrew Pridham
CEO



Julian Biggins
*Executive Director & Head
of Real Estate Advisory*

SELECT SENIOR MANAGEMENT



Hugh Thomson
Chief Operating Officer



Peter Dixon
General Counsel



Andrew Martin
Head of Asset Management



Amelia Hill
Managing Director



Chris Wyke
*Head of Corporate
Finance Advisory*

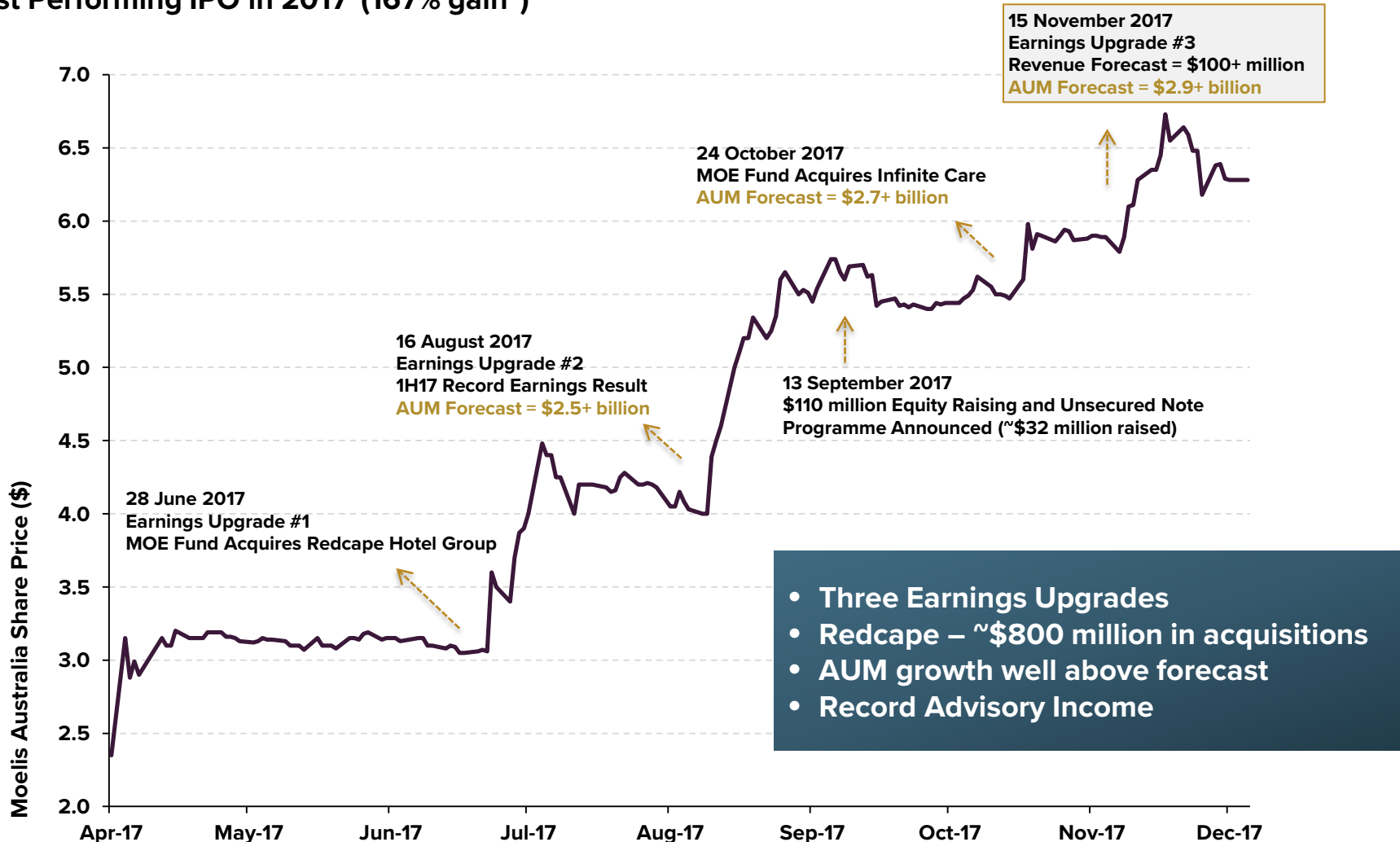


Simon Scott
Head of Equities

2017 Moelis Australia Highlights



Listed on ASX 10 April 2017 (ASX:MOE) with issue price of \$2.35
Best Performing IPO in 2017¹ (167% gain²)



NOTES:

1. Based on 2017 IPOs that raised over \$14 million on listing
2. As at close of trading 11 December 2017

Business Update (activity since 15/11/17)

- Raised ~ \$100 million in equity for Moelis Australia managed funds since November (includes \$60 million for Redcape Hotel Group and strong SIV inflows)
- Identified assets for \$120 million Moelis Australia Senior Secured Opportunities Fund II (Now pre-marketing)
- Continue to build capital raising capability from China
- Recent Corporate Advisory transactions include:



~A\$609 million Restructure
~A\$213 million Sale
Capital Restructuring
Financial Advisor



~A\$700 million
Capital Restructuring
Financial Advisor



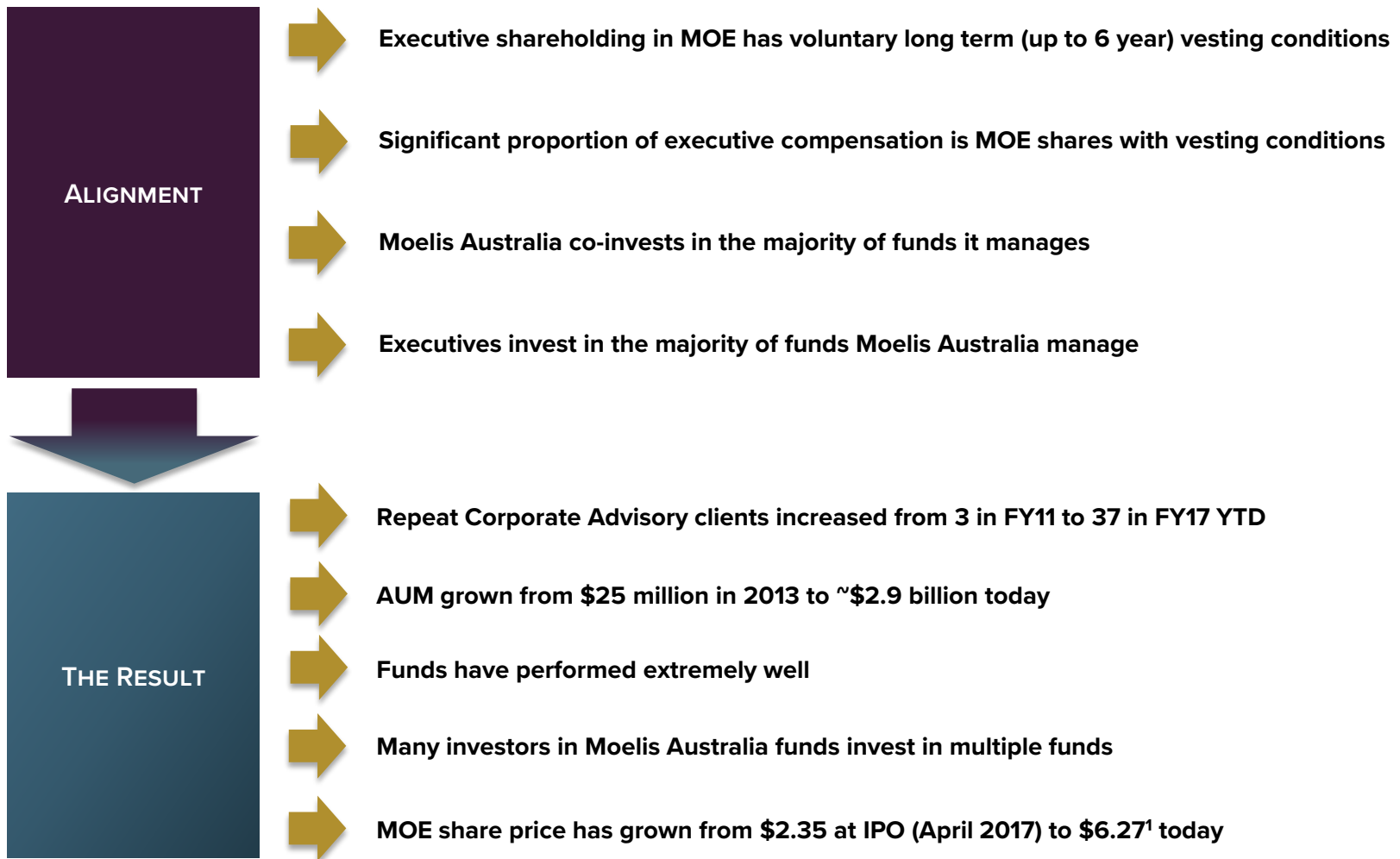
~US\$318 million
Capital Restructuring
Financial Advisor to
Noteholders



~A\$60 million
Equity Capital Raising for
Centuria Metropolitan REIT
Joint Lead Manager,
Bookrunner and Underwriter

Our Way of Thinking

We measure our performance by the long term success of our clients



NOTES:

1. As at close of trading 11 December 2017

IPO Prospectus vs Current Forecast



IPO PROSPECTUS FORECAST (April 2017)

CURRENT FORECAST

REVENUE

\$73.2 million

At least \$100 million

UNDERLYING
EBITDA

\$23.2 million

At least \$38 million

UNDERLYING
NPAT

\$16.8 million

~\$26.6 million

EBITDA
MARGIN

~32%

~38%

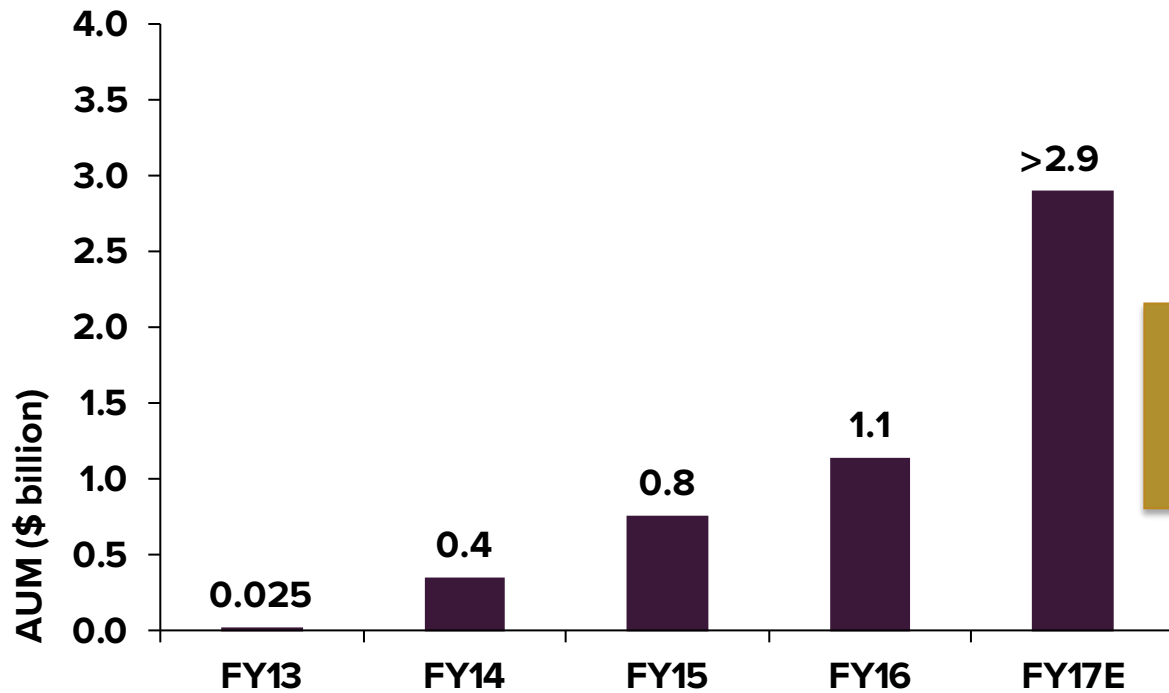
AUM

~\$1.5 billion (by 31/12/17)

>\$2.9 billion (by 31/12/17)

AUM Growth

- FY17 AUM GROWTH OF ~\$1.8 BILLION
- FOCUS ON ALTERNATIVE ASSET CLASSES
- CO-INVESTMENT PHILOSOPHY - ALIGNMENT
- MACRO-THEMES
- FOCUS ON DOWNSIDE PROTECTION “DON’T LOSE MONEY”
- 30+ FUNDS TODAY



Funds Track Record

SENIOR SECURED OPPORTUNITIES FUND I



Launched July 2016, expected to end in mid 2018



98% of capital invested now paid back with expected IRR for the life of the fund of ~15%+ p.a. post all fees (above forecast)



Established to capitalise on macro trend in credit markets (borrowers find it hard to secure financing) and our capacity to source and structure attractive credit products for our clients

HEALESVILLE SHOPPING CENTRE FUND



Purchased in 2013, successfully exited in 2016



Delivered an IRR of 20% p.a. to our investors post all fees

GRAND HOTEL FUND



Purchased in 2015. Fund ongoing



Currently yielding 15% cash p.a., current IRR of ~24% p.a. to our investors post fees

Current / Recent Funds

NEW

SENIOR SECURED OPPORTUNITIES FUND II



Commenced pre-marketing last week to raise \$120 million. Funds due mid February



Forecast IRR of ~12%+ p.a. including 5% cash yield (post all fees)



Moelis Australia will co-invest a min. 10% and executives have also committed to co-invest

INFINITE AGED CARE FUND



Forecast IRR of ~20%+ p.a.



Exposure to favourable industry dynamics due to Australia's ageing population and undersupply of aged care facilities



Fund raising upsized

REDCAPE HOTEL FUND



Forecast IRR of ~13% p.a. including cash distribution of 8.3%+ p.a. (paid quarterly)



Historically resilient revenue streams through economic cycles



Fund has made 3 acquisitions since establishment and plan to IPO in 2018

Summary

- Unique business model
- Deep advisory and investment skills complimented by strong balance sheet and access to multiple sources of capital
- Experienced, energetic and aligned management team
- Well positioned for future growth