



BALMAIN DISCRETE MORTGAGE INCOME TRUSTS  
ARSN 155 909 176

# Fact Sheet

MARCH 2024

DOMICILE / LEGAL STRUCTURE	Australia / ASIC Registered Managed Investment Scheme
SUBSCRIPTION METHOD	Cash Units purchase in AUD only. If an investor wishes to invest in a particular loan they can convert their Cash Units to Loan Units pertaining to that Loan
TRUST INCEPTION DATE	9 March 2012
MINIMUM INVESTMENT	Initial \$50,000 investment in Cash Units
MINIMUM INVESTMENT PER LOAN VIA LOAN UNITS	Not less than \$10,000. However, if you have previously invested \$10,000 or more in any other Loan Units, then not less than \$100. Or such other amount as the Fund Manager determines
ESTABLISHMENT FEE	Nil
MANAGEMENT FEE	Cash Units: Nil  Loan Units: Estimated at 1.60% p.a. but not to exceed 2.00% p.a. of the Principal Amount in respect of each Loan. Costs and expenses estimated to be 0.05% p.a. of Principal Amount. 50% Performance Fee of any Surplus Recovery
WITHDRAWAL FEE	Nil
DISTRIBUTIONS	Cash Units: Monthly in arrears Loan Units: Monthly in arrears
WEIGHTED AVERAGE NET RETURN ON COMPLETED SUB-TRUSTS AS AT 31 MARCH 2024	7.71% p.a. net <sup>#</sup>
TRUST STRUCTURE	ASIC registered open-ended managed investment scheme
RESPONSIBLE ENTITY	Balmain Fund Administration Limited AFSL 333123
INVESTMENT MANAGER	Balmain Funds Management Pty Ltd
TRUST CUSTODIAN	Perpetual Corporate Trust Limited AFSL 392673
HEAD TRUST APIR NUMBER	BFA2473AU
FUM AS AT 31 MARCH 2024	\$AUD 1.23 Billion

<sup>#</sup>Since inception. Past performance is not indicative of future performance. Investors should consider the risk associated with any Loan as set out in the PDS and any relevant Supplementary PDS (SPDS) pertaining to that Loan.

# Investment Objective

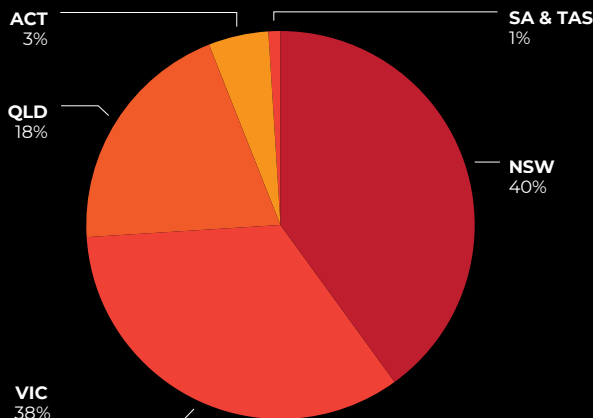
The Trust is structured to allow Investors to create their own portfolio of discrete first mortgage commercial loans. Investors can choose to participate in one or more loans (with the minimum initial investment for a loan being \$10,000, then not less than \$100), and in so doing will gain exposure to those individual assets. Investors gain exposure to a Loan by converting some or all of their Cash Units into Loan Units relating to the relevant Loan. At no time are Investors under any obligation to invest in a loan (Loan Units).

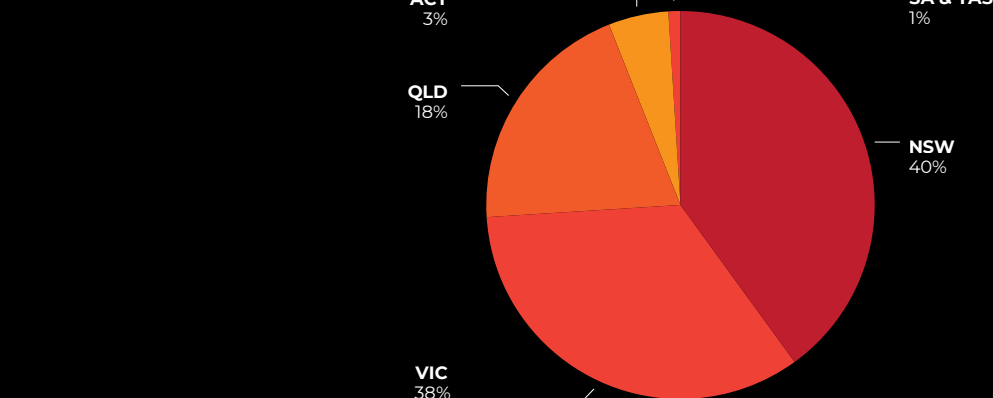
Each loan is held in an individual Sub-Trust. Investors are able to select individual loans that exhibit the levels of return, risk and duration that suit their needs. At no stage are Investors exposed to loans they did not select.

The Investment Manager aims to provide Investors with regular income and stability of capital through this flexible structure, with the level of income and capital stability directly related to the underlying individual loan and loan terms.

The Trust is primarily designed for Investors who, either directly, or via their Self-Managed Super Fund (SMSF) or financial adviser, are looking for discrete investment opportunities with clearly defined risks, returns and terms.

## Key Investment Parameters Of A Loan

PARAMETER	COMMENT
TYPE OF LOAN	All loans must be secured by a First Mortgage over property in Australia
LOAN TO VALUE RATIO (LVR)	LVRs will be set out in the individual Supplementary PDS (SPDS) pertaining to the relevant loan. Average LVR* is 56%
AVERAGE LOAN TERM	13 Months*
AVERAGE LENDING RATES	9.31% net <sup>^</sup>
SECTORS	Residential, Industrial, Commercial, Retail, Rural
GEOGRAPHY	



\*Since inception.



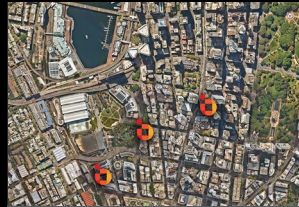
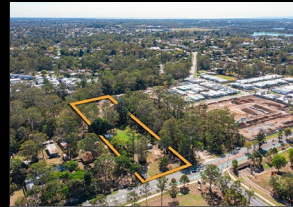







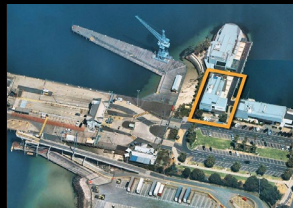
<sup>^</sup>This does not take account of the fees and expenses payable in respect of an investment in the Fund and as such investment returns will be less. Please refer the PDS and any relevant SPDS for relevant details.

# Performance

Due to the investment being specifically tailored to an Investor's choice of which loans they want to invest in, the actual return will be determined based on the loans selected and the performance of those selected loans. The weighted average return to Investors across all completed loans since the Trust's inception is 7.71% p.a. net.<sup>#</sup>

**All completed loans have achieved the Target Return or higher.**

Following are net returns that have been achieved by some recently completed loans:

 <p><b>Forster, NSW</b></p> <table><tr><td>ACTUAL LOAN TERM</td><td>LVR</td></tr><tr><td><b>12mths</b></td><td><b>64%</b></td></tr><tr><td>TARGETED INVESTOR RETURN PER SPDS</td><td>ACTUAL NET INVESTOR RETURN</td></tr><tr><td><b>8.70%</b></td><td><b>8.70%</b></td></tr></table>	ACTUAL LOAN TERM	LVR	<b>12mths</b>	<b>64%</b>	TARGETED INVESTOR RETURN PER SPDS	ACTUAL NET INVESTOR RETURN	<b>8.70%</b>	<b>8.70%</b>	 <p><b>Cheltenham, VIC</b></p> <table><tr><td>ACTUAL LOAN TERM</td><td>LVR</td></tr><tr><td><b>12mths</b></td><td><b>60%</b></td></tr><tr><td>TARGETED INVESTOR RETURN PER SPDS</td><td>ACTUAL NET INVESTOR RETURN</td></tr><tr><td><b>8.70%</b></td><td><b>8.70%</b></td></tr></table>	ACTUAL LOAN TERM	LVR	<b>12mths</b>	<b>60%</b>	TARGETED INVESTOR RETURN PER SPDS	ACTUAL NET INVESTOR RETURN	<b>8.70%</b>	<b>8.70%</b>	 <p><b>Haymarket, Sydney &amp; Huntleys Cove, NSW</b></p> <table><tr><td>ACTUAL LOAN TERM</td><td>LVR</td></tr><tr><td><b>6mths</b></td><td><b>65%</b></td></tr><tr><td>TARGETED INVESTOR RETURN PER SPDS</td><td>ACTUAL NET INVESTOR RETURN</td></tr><tr><td><b>9.20%</b></td><td><b>9.20%</b></td></tr></table>	ACTUAL LOAN TERM	LVR	<b>6mths</b>	<b>65%</b>	TARGETED INVESTOR RETURN PER SPDS	ACTUAL NET INVESTOR RETURN	<b>9.20%</b>	<b>9.20%</b>	 <p><b>Lawnton, QLD</b></p> <table><tr><td>ACTUAL LOAN TERM</td><td>LVR</td></tr><tr><td><b>6mths</b></td><td><b>48%</b></td></tr><tr><td>TARGETED INVESTOR RETURN PER SPDS</td><td>ACTUAL NET INVESTOR RETURN</td></tr><tr><td><b>9.35%</b></td><td><b>9.35%</b></td></tr></table>	ACTUAL LOAN TERM	LVR	<b>6mths</b>	<b>48%</b>	TARGETED INVESTOR RETURN PER SPDS	ACTUAL NET INVESTOR RETURN	<b>9.35%</b>	<b>9.35%</b>
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## CONTACT US

For enquiries and information, please contact the Balmain Private Investments Team on:

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POST	G.P.O. Box 3570, Sydney NSW 2001 Australia
WEBSITE	www.balmainprivate.com.au

## RELATED DOCUMENTS

You can obtain our Target Market Determination (TMD) by either scanning the QR Code or visiting [www.balmainprivate.com.au](http://www.balmainprivate.com.au)



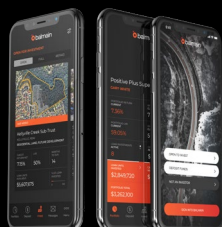
Target Market Determination (TMD)  
Product Disclosure Statement (PDS)



TMD



PDS



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- The rates of return from the Trust are not guaranteed and are determined by future revenue of the Trust and may be lower than expected. Investors risk losing some or all of their principal investment. The investment is not a bank deposit.
- Past performance is no guarantee of future performance.
- Withdrawal rights are subject to liquidity and may be delayed or suspended.
- None of Balmain or any of its associates, related entities or directors guarantee the performance of the Trust or its sub-trusts or the repayment of monies invested.

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