Home Consortium

ASX RELEASE

10 December 2021

PRESENTATION - ANNUAL GENERAL MEETING 2021

Home Consortium (ASX: HMC) provides the attached presentation to be delivered at the Annual General Meeting 2021 of Home Consortium securityholders scheduled to take place at 10am, Friday, 10 December 2021.

-ENDS-

For further information, please contact:

INVESTORS

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Authorised for release by the Home Consortium Board

About HomeCo

HomeCo is an ASX-listed fund manager which invests in high conviction and scalable real asset strategies on behalf of individuals, large institutions and super funds. HomeCo is well capitalised and resourced to internally fund its strategy to grow FUM to \$5bn+ in the medium term by leveraging its 'Own, Develop and Manage' model.

HomeCo is the manager of HomeCo Daily Needs REIT (HDN) which listed in Nov-20 and owns approximately \$1.8bn of assets. HDN recently announced a proposal to merge with Aventus Group (AVN) to create Australia's leading daily needs REIT with a combined portfolio size of \$4.1bn and market capitalisation of approximately \$3.3bn. HomeCo's second ASX-listed externally managed vehicle, HealthCo Healthcare and Wellness REIT (HCW) listed in September 2021.

Annual General Meeting 2021

10:00am (Sydney time) Friday, 10 December 2021













ACKNOWLEDGEMENT OF COUNTRY





of country throughout Australia and celebrates their diverse

culture and their connections to land, sea, and community.

We pay respect to their Elders past, present and emerging, and extend that respect to all Aboriginal and Torres Strait Islander peoples today

AGENDA

- 1 Welcome and Introduction
- Group Managing Director and Chief Executive Officer's Address
- 3 Formal Business
- 4 Supplementary Information



Chris Saxon
Chair



David Di PillaGroup Managing Director and CEO





Board of Directors





David Di PillaGroup Managing
Director and CEO



Chris Saxon Chair



Jane McAloon
Non-Executive Director



Zac Fried *Non-Executive Director*



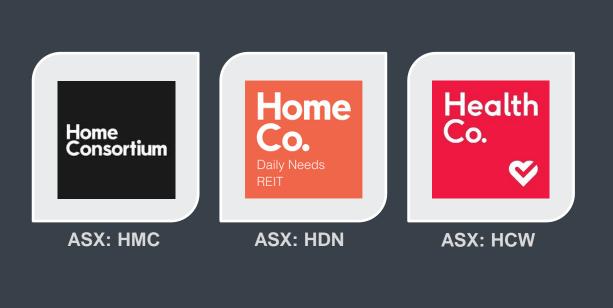
Greg Hayes *Non-Executive Director*



Kelly O'Dwyer *Non-Executive Director*



Brendon Gale
Non-Executive Director





Group Managing Director and Chief Executive Officer's Address

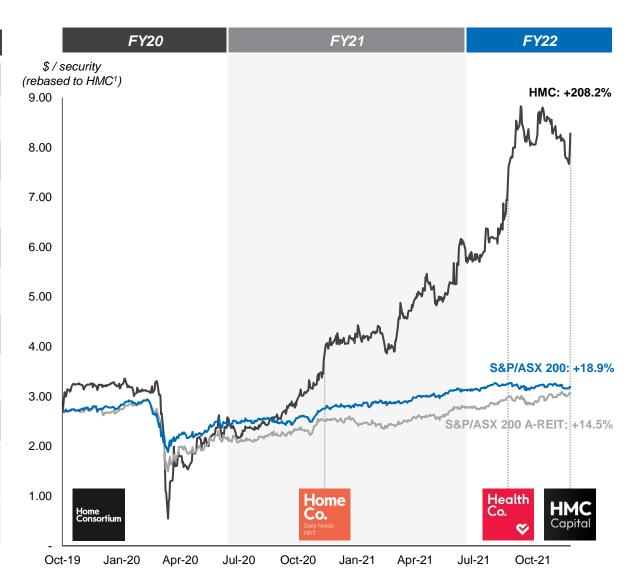
Home Consortium

Home Consortium Track Record



HMC has significantly outperformed the S&P/ASX 200 Index and the A-REIT Index since listing¹

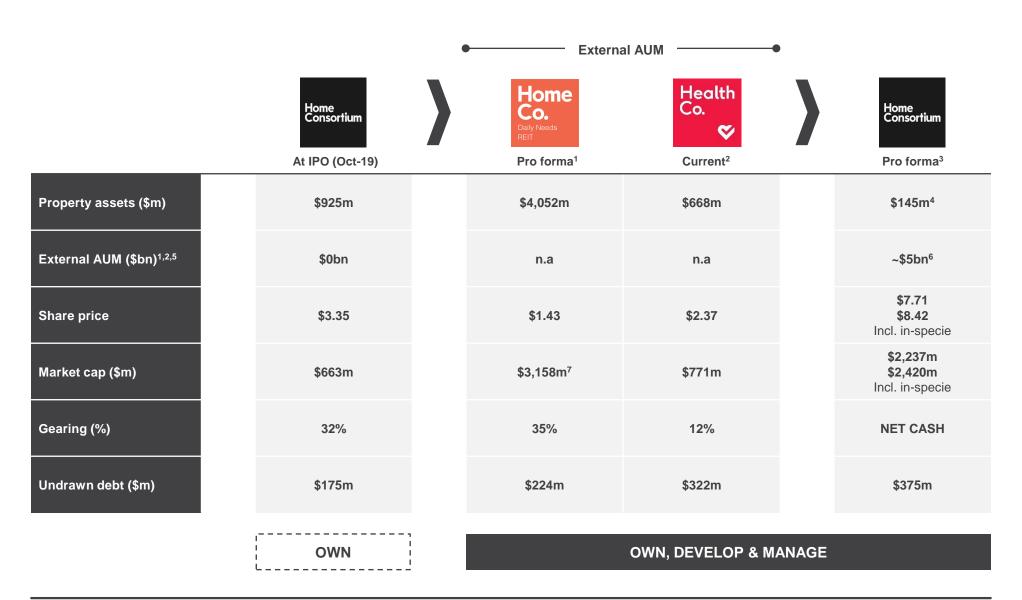
2021 Milestones			
22-Mar	ASX:HMC added S&P / ASX 300 Index		
13-Apr	HealthCo establishment update and appointment of specialist Advisory Panel		
19-Apr	HDN announces \$322m of acquisitions (\$266m from HMC) and \$265m ANREO		
17-May	HMC acquires \$133m of HealthCo seed assets and announces \$45m of non-core sales		
5-Jul	HDN acquires Victoria Point for \$160m and \$70m Institutional Placement		
12-Jul	HMC acquires HealthCo seeds assets - \$110m GenesisCare and enters Acurio Camden JV		
2-Aug	HealthCo REIT (ASX: HCW) IPO upsized to \$650m – on-track to list on 6 September 2021		
6-Sep	HCW successfully lists on the ASX with a \$650m fully underwritten IPO		
14-Oct	HCW announces ~\$200m of high quality, accretive acquisitions (\$113m initial outlay)		
18-Oct	HDN announces merger with Aventus ² , creating the leading ASX Daily Needs REIT and increasing HMC AUM to ~\$5bn ³		
10-Dec	HMC announces proposed establishment of HMC Capital Partners with \$1bn target raising		



Home Consortium Journey Since IPO



HMC primed for next phase of growth strategy following successful transition to capital light manager

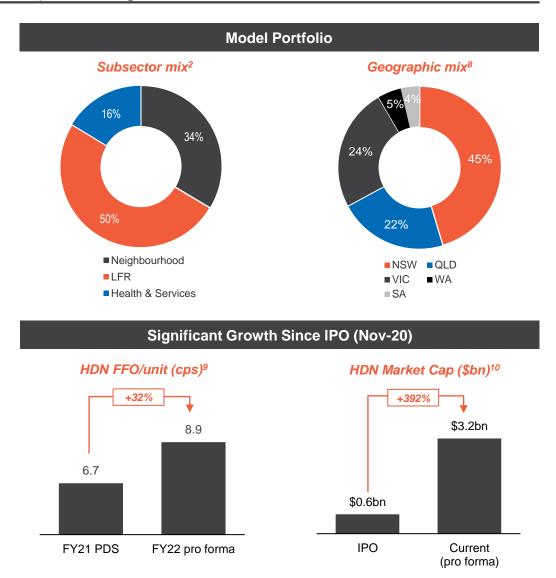


HomeCo Daily Needs REIT (ASX: HDN)



Merger to create Australia's leading Daily Needs REIT with significant scale and enhanced capability to unlock value from the Merged Group's strategic landbank

Platform Overview			
Portfolio value ¹	\$4,052m		
Landbank	2.5m sqm		
WACR ¹	5.85%		
WALE ²	5.3 years		
Occupancy ³	99%		
Fixed WARR ^{2,4}	3.6%		
Cash collection (FY21) ⁵	98%		
Average gross rent ⁶	\$331/sqm		
Development pipeline ⁷	\$450m		



Notes: 1. Adjusted to reflect a 100% ownership of McGraths Hill and the post balance date disposal of MacGregor. Excludes Parafield ROU asset of \$11 million. 2. By gross income for signed leases for Merged Group and signed MOU's for HDN. 3. By GLA. Includes rental guarantees for HDN. Excluding rental guarantees, occupancy remains at 99%. 4. Weighted average rent reviews on 72% of Merged Group tenants that are contracted under fixed escalation rental agreements. 5. Weighted average cash collection for Aventus and HDN. 6. Merged Group weighted by GLA. 7. Approximately \$150m of brownfield developments and \$300m of future expansion opportunities. 8. By fair value. 9. HDN FY22 pro forma FFO/unit assumes the Merger was implemented on 1-Jul-21 (i.e. full year impact). 10. Current (pro forma) based on combined HDN and AVN market capitalisation as at 15-Oct-21 (i.e. undisturbed share price).

HealthCo Healthcare and Wellness REIT (ASX: HCW)



Only ASX-listed diversified healthcare REIT following oversubscribed \$650m IPO in September

Portfoli	Portfolio	subsect	ors – income split and key tenants ^{1,7}		
Number of properties ¹	40	Gov't, Life)	
Fair value ²	\$668m	Sciences & Research	19%	Queensland Government Australian Government	
WACR ³	5.29%	Research		Australian Government	
Occupancy ⁴	97%				
WALE ⁵	10.7 years	Private	17%	ACURIO	
Rent collection (at IPO) ⁶	99%	Hospitals		GenesisCare HEALTH. CARE. INNOVATION.	
IPO equity raise	\$650m				
Undrawn Debt ¹	\$322m	Aged Care	5%	AURRUM uniting church	
Portfolio	Composition	rigou outo		AGED CARE in Australia, Syrood of NSW & ACT	
Geographic split (by value)	Rent composition (by income) ⁵				
29% 43%		Childcare	30%	Guardian Childcare & Preschool SANCTUARY early learning advanture G8 Education ad	
25%	15%	Primary Care & Wellness	29%	HEALTH HUB DOCTORS MORAYFIELD SO2	
<pre>QLD NSW VIC WA</pre>	■ Fixed ■ CPI ■ Higher of Fixed or CPI				

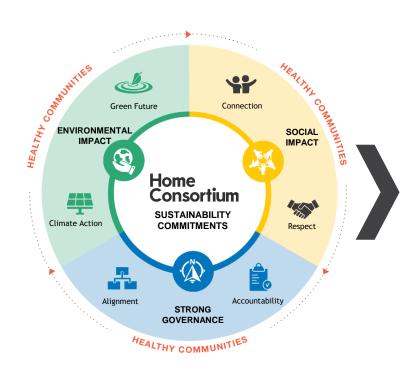
Notes: 1. Pro forma 30-Jun-21 including the impact of contracted IPO acquisitions announced 14-Oct-21 and related transaction costs (stamp duty and acquisition fees). 2. Based on independent valuations as at 31-Aug-21 for all properties in the Portfolio excluding Armadale, Nunawading and the GenesisCare portfolio, which are at purchase price. 3. Based on independent capitalisation rates as at 31-Aug-21 for all properties in the Portfolio excluding Armadale, Nunawading and the GenesisCare portfolio, which are at fully leased yields. WACR excludes Camden Stages 1-3. 4. By GLA. Includes signed leases, MoUs and rental guarantees across operating assets. Excludes development assets. 5. By gross income. Includes signed leases and MoUs across all operating and development assets. 6. For the 6 months to 30-Jun-21 across existing leases on operating assets. 7. 7% of portfolio income in 'other' category included in Primary Care & Wellness.

Sustainability at Home Consortium



We are committed to sustainable practices that drive long term value creation and achieve a positive impact on the communities in which we operate

SIX SUSTAINABILITY COMMITMENTS



Our inaugural Sustainability Report details **six** sustainability commitments towards

"Creating Healthy Communities"

ENVIRONMENTAL

1. CLIMATE ACTION

Actively minimise carbon emissions:



BY 2028

- Targeting scope 1 and 2 net zero by 2028
- Responsibly adopting renewable energy sources and technology

2. GREEN FUTURE

Champion the preservation and restoration of the natural environment:

- Reduction of Waste
- Efficient use and reuse of water
- Deployment of environmentally friendly building materials where appropriate

Responding to local and regional essential community needs relating to health, wellness and daily services:

SOCIAL

 Conducting a community needs assessment as part of our investment process

4. RESPECT

Respecting the inherent dignity, safety, diversity and human rights of people:

- Promoting responsible business practices
- Targeting 50% gender representation in our workforce and our Boards
- Providing safe working spaces, for our staff, tenants, and operators

GOVERNANCE

5. ALIGNMENT

Having the skills, **environment and culture** that support and propel our ambition and sustainability commitments:

- Building independent Boards that have diverse skills and are gender balanced
- Incentivise and reward the leadership team who deliver on sustainability outcomes

6. ACCOUNTABILITY

Earn and keep trust of our key stakeholders:

- Ensuring independence in decision-making where there are potential or perceived conflicts of interest
- Providing clear, honest and robust sustainability
 performance updates rated against global benchmarks such as GRESB and PRI

























Our impact themes are aligned with several UN SDGs and their relevant targets or indicators

Outlook and Guidance



HMC is well positioned to accelerate its growth and scale its capital light funds management model

26.0 cps
FY22 PRE-TAX FFO
+89% growth²



12.0 cps

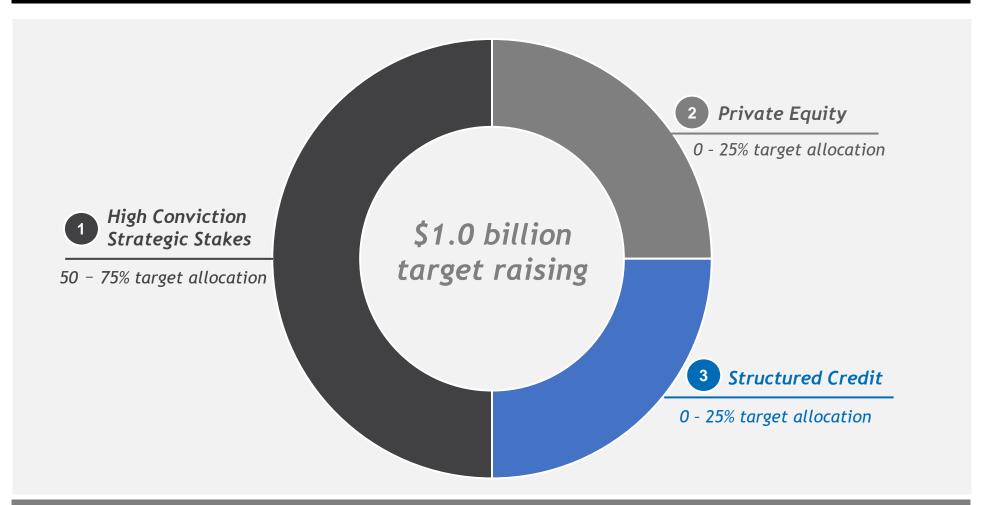
- HMC is pleased to reaffirm the following guidance:
 - FY22 pre-tax FFO of **26.0 cents per security**¹, which represents
 - 89% growth versus FY212; and
 - 41% upgrade versus prior guidance in August 2021³
 - FY22 DPS guidance of 12.0 cents per security
- As a fund manager, HMC now has greater re-investment opportunities with the potential to generate returns above its cost of capital
 - HMC will maintain a flexible approach with regard to future distributions as it continually assesses its capital needs
- Outlook statements have been made barring any unforeseen circumstances and on the basis that COVID-19 lockdowns and governmentmandated restrictions do not escalate beyond the present circumstances

HMC Capital Partners Fund I



HMC Capital Partners Fund I will invest in high conviction investment opportunities across the capital structure with a focus on real assets

HMC Capital Partners Fund I is targeting a net IRR1 of 15% while also providing 3-5% p.a. income yield



HMC Capital Partners Fund I will be managed by the same team which founded Home Consortium, Australia's fastest growing and best performing ASX-listed real asset platform

Investment Team and Operating Partners

Elite investment team to work closely with highly experienced operating partners





Group Managing Director & CEO



Victoria Hardie Managing Director -HMC Capital Partners



Gavin Mullet Managing Director -HMC Capital Partners



Will McMicking Group Chief Financial Officer



Misha Mohl Group Head of Strategy & IR



Jamie Sun Group Corporate Finance Manager



Jourdon Whitfield-Horesh Senior Associate



Saj Howpage Senior Associate

The Investment Committee will be chaired by the HMC Group CEO and will comprise a majority of independent directors from HMC platform entities



Sid Sharma Group Chief Operating Officer



Andrew Boustred Group Development Director



Heechung Sung Head of Capital Partnerships

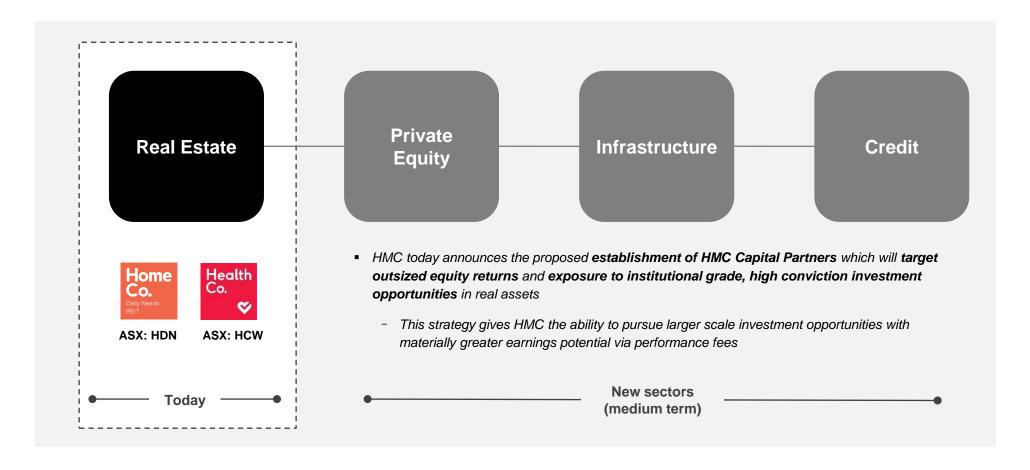


Priya Kumar Senior Legal Counsel

Investment Strategy and Vision



Ambition to become Australia's alternative asset manager of the future



The establishment of HMC Capital Partners will provide a strong foundation to grow AUM well beyond \$10bn in the medium term and before the end of 2024 as previously targeted





Annual Report 2021

Financial Report, Directors' Report and Auditor's Report



To receive and consider the Financial Report, Directors' Report and Auditor's Report for the year ended 30 June 2021

Remuneration Report



To consider and, if thought fit, to pass the following resolution as an **ordinary** resolution:

"That, pursuant to and in accordance with section 250R(2) of the Corporations Act and for all other purposes, the Remuneration Report be adopted on the terms and conditions summarised in the Explanatory Memorandum."

Proxy Voting Results



For:	98.75%
Open:	0.02%
Against:	1.23%

Re-election of Director – Brendon Gale



To consider and, if thought fit, to pass the following resolution as an **ordinary** resolution:

"That, pursuant to and in accordance with clause 22.2 of the Constitution and for all other purposes, Brendon Gale being eligible, be re-elected as a Director on the terms and conditions summarised in the Explanatory Memorandum."

Proxy Voting Results



For:	99.92%
Open:	0.01%
Against:	0.07%

Re-election of Director – Zac Fried



To consider and, if thought fit, to pass the following resolution as an **ordinary** resolution:

"That, pursuant to and in accordance with clause 22.2 of the Constitution and for all other purposes, Zac Fried being eligible, be re-elected as a Director on the terms and conditions summarised in the Explanatory Memorandum."

Proxy Voting Results



For:	99.92%
Open:	0.01%
Against:	0.07%

Re-election of Director – Christopher Saxon



To consider and, if thought fit, to pass the following resolution as an **ordinary** resolution:

"That, pursuant to and in accordance with clause 22.2 of the Constitution and for all other purposes, Christopher Saxon being eligible, be re-elected as a Director on the terms and conditions summarised in the Explanatory Memorandum."

Proxy Voting Results



For:	99.44%
Open:	0.01%
Against:	0.55%

Issue of Performance Rights to David Di Pilla



To consider and, if thought fit, to pass the following resolution as an **ordinary** resolution:

"That, pursuant to and in accordance with Listing Rule 10.14 and for all other purposes, approval is given for the Company to issue Performance Rights to David Di Pilla (and/or his nominee) under the Employee Equity Plan on the terms and conditions summarised in the Explanatory Memorandum."

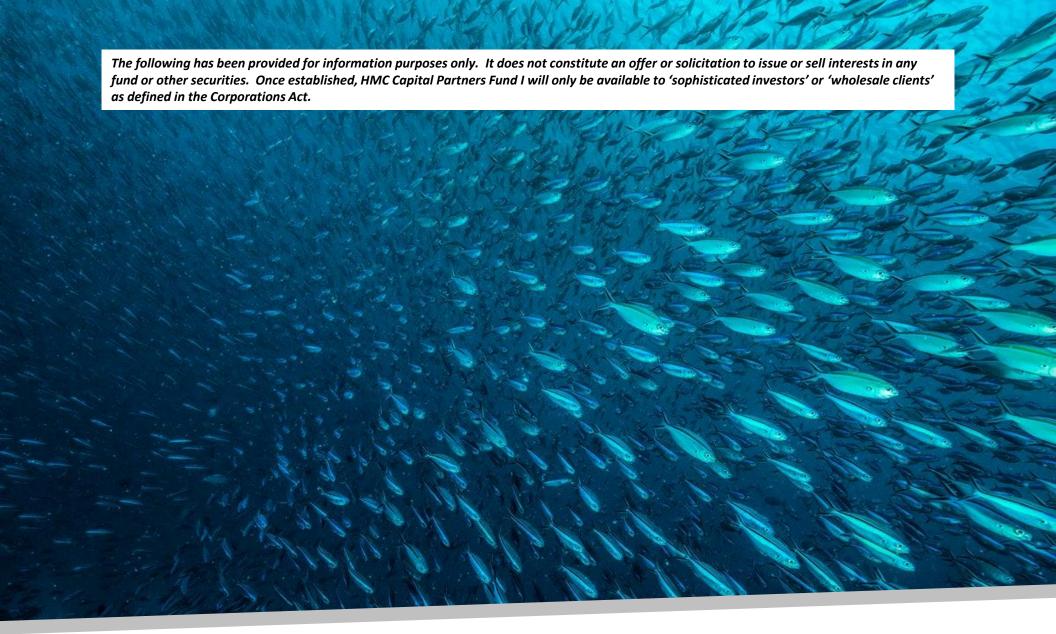
Proxy Voting Results



For:	99.50%
Open:	0.02%
Against:	0.48%









HMC Capital Partners | Fund I

An opportunity to participate in institutional grade, high conviction alternative investment opportunities

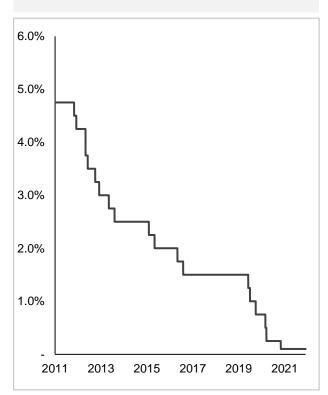
Investment Landscape



The current environment and outlook makes alternative assets an attractive hedge against rising inflation, interest rates and potential market volatility

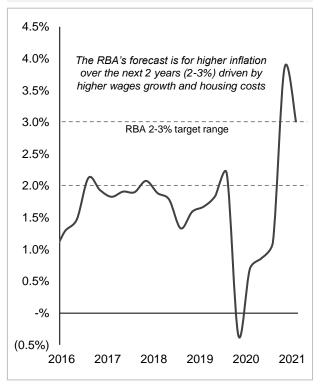
Interest rates¹

RBA cash rate remains at all time lows while demand for yield remains unabated



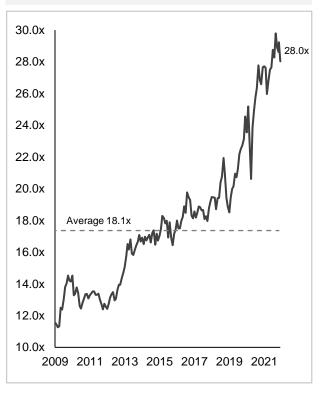
Inflation²

Inflation expectations are increasing globally due to unprecedented stimulus, supply chain bottlenecks and tightening labour markets



Equity valuations³

Equity markets are expensive with earnings multiples trading well above historical levels

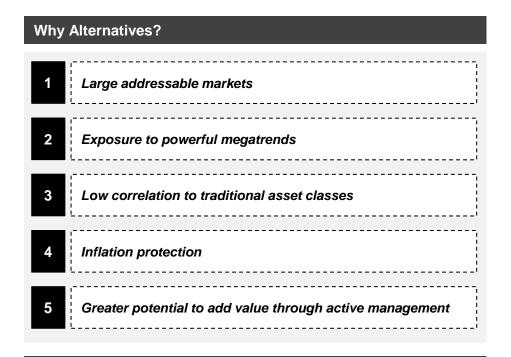


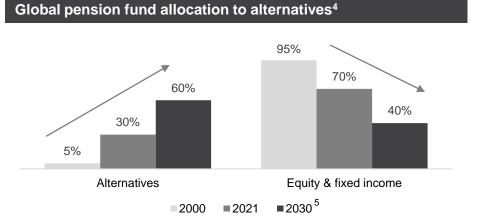
HMC Capital Partners Fund I will be positioned to capitalise on any market dislocation and volatility

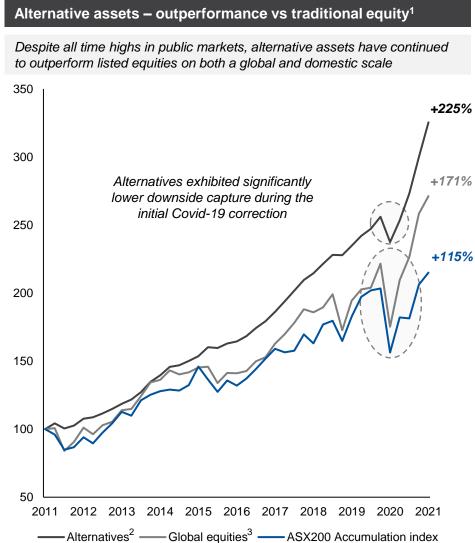
Why Alternative Assets?



Alternatives have historically delivered superior risk adjusted returns with low levels of correlation to traditional assets





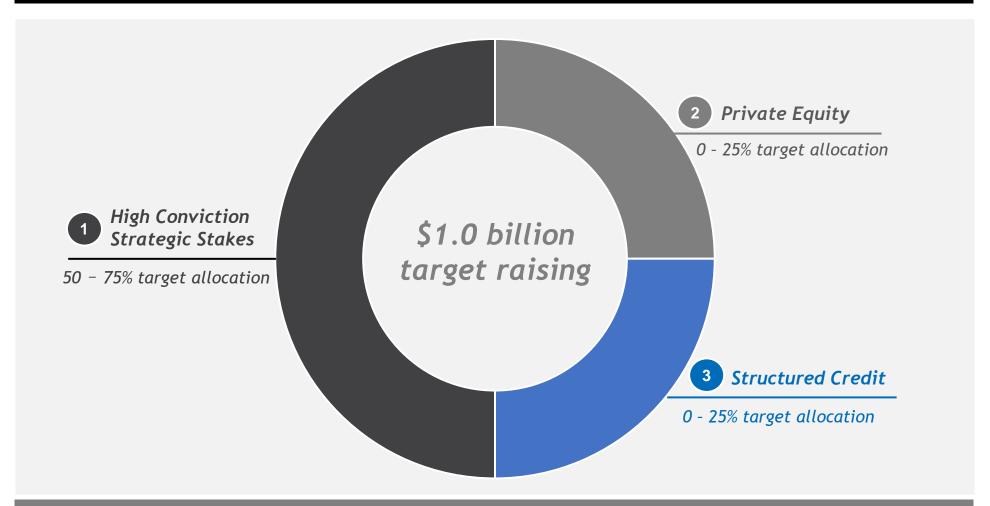


HMC Capital Partners Fund I



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HMC Capital Partners Fund I will be managed by the same team which founded Home Consortium, Australia's fastest growing and best performing ASX-listed real asset platform

Investment Mandate



HMC Capital Partners Fund I will target outsized equity returns and leverage its flexible mandate to invest across the capital structure depending on the market cycle



HIGH CONVICTION STRATEGIC STAKES

- ASX listed entities with the opportunity to take a long term strategic stake and influence change
- ✓ Research-led approach to identify undervalued 'asset rich' businesses trading below fundamental value due to:
 - Conglomerate discount
 - Cyclical factors causing valuation discount
 - Poor capital allocation and / or execution
- Assist boards and management teams unlock 'trapped' value through improved capital allocation & operational performance
- ✓ Manage downside protection via derivatives
- ✓ Ability to target large scale opportunities via leveraged positions

$\left(2\right)$

PRIVATE EQUITY

- ✓ High growth portfolio companies exposed to megatrends including healthcare and energy
- ✓ Full or partial stakes in portfolio companies that require:
 - Growth capital to accelerate growth
 - Access to HMC Capital's Advisory Panel and broader network
- ✓ Focused on high quality businesses with:
 - Genuine barriers to entry
 - Strong recurring earnings
 - Attractive growth runway

3

STRUCTURED CREDIT

- Structured credit solutions that generate attractive risk-adjusted returns
- ✓ Identify opportunities where traditional financing may be unavailable due to:
 - Reduced appetite from traditional banks or near-term cyclicality
 - Lack of access to equity markets
- ✓ Focused on real assets on secured basis
- ✓ Ability to provide growth capital including convertible notes
- ✓ Will be patient to deploy capital when market conditions deteriorate and present unique investment opportunities

50 - 75% Invested Capital

0 - 25% Invested Capital

0 - 25% Invested Capital

Private Equity



HMC Capital Partners Fund I will target high conviction investment opportunities in sectors which are exposed to powerful megatrends

HEALTH & WELLNESS



- Long term demand for healthcare is underpinned by demographic tailwinds, technological advancements and increased consumer focus and expenditure on quality of care and outcomes
 - Australians 65+ are set to grow by 1.3m to 5.6m by 2030¹
 - The 85+ aged group is expected to grow by 45% by 20301
 - In the last 20 years household consumption on heath & wellness has increased by 50% as a proportion of total¹
- Recurring expenditure across target sectors reached \$194bn in FY19 and is growing at twice the rate of GDP growth¹
- The installed asset base across the target sectors is ~\$220bn¹
 - Another ~\$87bn+ assets are required over the next 20 yrs¹

ENERGY



- Global energy consumption continues to be supported by demand driven investment, rapid technological progression, government policy and cultural thematics
- Total global energy investment is expected to increase from an US\$2tn
 p.a. currently to US\$5tn p.a. by 2030 in order to reach Net Zero by 2050²
- Global renewable capacity growth continues to outperform, growing 10% in 2020 to 2.8GW globally
 - Oceania remains the fastest growing region at 18% in 2020, tripling Europe (6%) and more than doubling North America (8%)³
- Australia is expected to generate an estimated US\$40bn in power generation investment opportunities over the decade to 2030 as renewables' share in the NEM power mix increases from 21% to 41% by 2030⁴

"These underlying trends will continue to drive growth as the population ages and demands more healthcare and wellness services from the ecosystem"

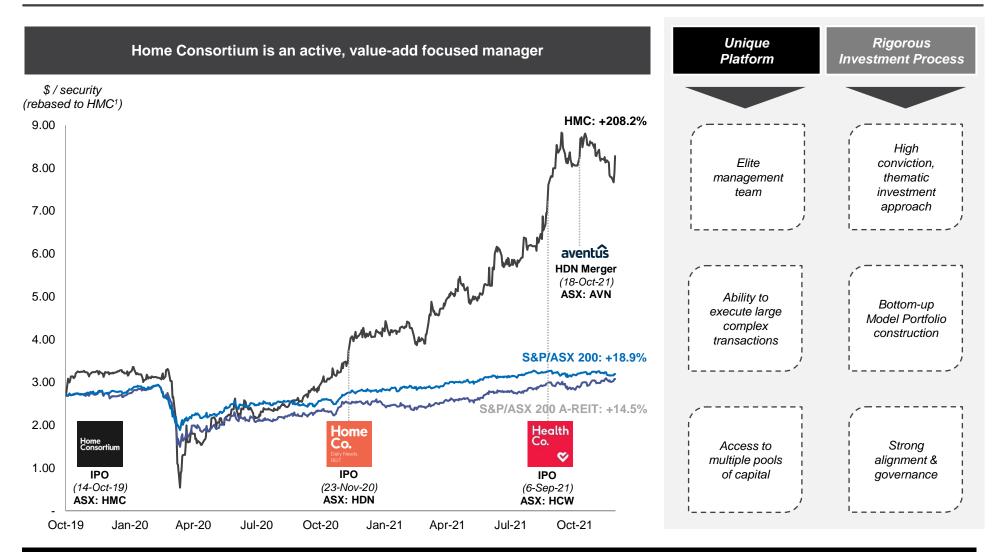
L.E.K. Consulting¹

"The share of variable renewables in electricity generation will expand to reach 40-70% by 2050 (from just under 10% today)" IEA World Energy Outlook 2021

Home Consortium (ASX: HMC) Track Record



Home Consortium is the best performing ASX-listed real asset company since listing



HMC has grown AUM by 441% since IPO from \$0.9bn to ~\$5bn² currently, demonstrating its ability to source high quality investment opportunities

Investment Track Record



The investment team has a proven track record of delivering outsized equity returns

Aurrum Group

- Aurrum Group was formed in 2014 and has since established aged care and childcare businesses
- Aurrum Group was the foundation sponsor and investor in the Home Consortium IPO
- Aurrum is also a financial investor having successfully invested and exited investments in ASX listed Japara Healthcare Ltd

Masters acquisition

- Consortium¹ acquisition of former Masters Home Improvement property portfolio
- Since 2017, over 50
 properties have been
 repurposed / leased into
 convenience focussed
 neighbourhood and LFR
 centres with the
 remaining sold or under
 development

Home Consortium IPO

- HMC listed on the ASX in Oct-19 with a \$0.9bn portfolio of freehold assets
- Since listing HMC has grown assets under management by 441% to ~\$5.0bn⁶
- HMC has completed over \$400m in developments since inception

HomeCo Daily Needs REIT IPO

- HDN listed in Nov-19 via an in-specie distribution and \$300m IPO to establish a new REIT with a \$0.8bn portfolio focused on daily needs and services
- HDN is externally managed by Home Consortium which owns a 25%⁷ co-investment in the REIT

HealthCo Healthcare & Wellness REIT IPO

- HealthCo listed in Sep-21 and was the first ASX-listed diversified healthcare REIT
- HealthCo was constructed to provide investors with diversified exposure across five key subsectors including aged care, childcare, government / life sciences / research, hospitals, and primary care & wellness across its 40 assets

HDN and Aventus merger

- Recently announced merger between HDN and Aventus creating Australia's leading Daily Needs REIT
- Following the merger,
 HDN will become a
 \$4.1bn AUM entity with
 a 2.5 million sqm
 strategic last mile
 logistics network

Net IRR (% p.a.) since inception²

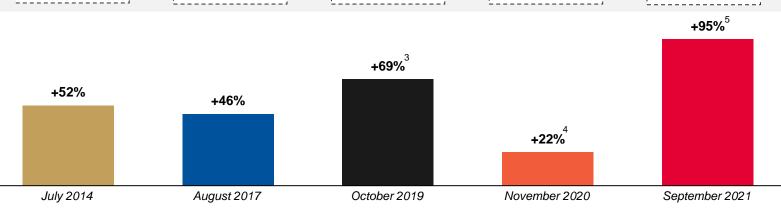
~22x multiple on money ~5x multiple on money

208% TSR³ since listing

23% TSR⁴ since listing

19% TSR since listing

Feb-2022 expected completion



Investment Team and Operating Partners

Home Consortium

Elite investment team to work closely with highly experienced operating partners



David Di Pilla Group Managing Director & CEO



Victoria Hardie Managing Director -HMC Capital Partners



Gavin Mullet Managing Director -HMC Capital Partners



Will McMicking Group Chief Financial Officer



Misha Mohl Group Head of Strategy & IR



Jamie Sun Group Corporate Finance Manager



Jourdon Whitfield-Horesh Senior Associate



Saj Howpage Senior Associate

The Investment Committee will be chaired by the HMC Group CEO and will comprise a majority of independent directors from HMC platform entities



Sid Sharma Group Chief Operating Officer



Andrew Boustred Group Development Director



Heechung Sung Head of Capital Partnerships



Priya Kumar Senior Legal Counsel

Investment Team Experience



Highly credentialed investment team with strong execution track record and diverse sector expertise

	Experience	Career Experience (years)
David Di Pilla Group Managing Director & CEO	 Home Consortium, Managing Director and CEO Aurrum, Group Founder and Non Executive Director UBS, Managing Director and Senior Adviser – Investment Banking Division J.P. Morgan, Vice President - Natural Resources, Infrastructure, Power & Utilities 	30
Victoria Hardie Managing Director – HMC Capital Partners	 UBS, Investment Banking Managing Director and Co-Head of Real Estate Australasia Executive Director - Mergers & Acquisitions Executive Director - Power, Utilities & Infrastructure Associate Director - Natural Resources 	14
Gavin Mullet Managing Director – HMC Capital Partners	 Allgas Energy, Gas Valpo, Welcome Break, Inexus Group, Non Executive Director roles Amicaa, Corporate Finance Advisor Oikos Storage Limited, Commercial and Strategy Director Challenger Financial Services Group, Head of Infrastructure Pacific Road Corporate Finance, Associate Director – Financial Services and Natural Resources J.P. Morgan, Investment Banking Associate – Energy and Natural Resources 	23
Will McMicking Group Chief Financial officer	 Home Consortium, member of founding investment team and Group CFO Aurrum, member of founding investment team and Finance Director UBS, Investment Banking Associate Director – Natural Resources, Infrastructure, Power & Utilities EY, Corporate Finance Member of Institute of Chartered Accountants Australia 	15
Misha Mohl Group Head of Strategy and IR	 Home Consortium, Group Head of Strategy & IR Goldman Sachs, Investment Banking Executive Director – Real Estate Credit Suisse, Equities Research Senior Analyst – Real Estate CFS Global Asset Management, Research Analyst - Investment Research & Strategy Stockland, Analyst - Group Strategy & Research 	12
Jamie Sun Group Corporate Finance Manager	 Home Consortium, Group Corporate Finance Manager UBS, Investment Banking Associate Director - Global Industrials Group 	7

Operating Partners Experience



	Experience	Career Experience (years)
Sid Sharma	Home Consortium, Group Chief Operating Officer	15
Group Chief Operating	 SCA Property Group, Chief Operating Officer 	
Officer	 Woolworths, Dexus and Stockland, Executive roles 	
Andrew Boustred	Home Consortium, member of founding investment team and Group Development Director	30
Group Development	 Olbia Funds Management & Tenix Engineering, Strategy and M&A Senior Consultant 	
Director	 Saltbush Annuity Growth & Duncan Solutions Ltd, Finance Director 	
	 Investment Director roles at SCMB, Brait Private Equity and JBWere Private Equity 	
Heechung Sung	Home Consortium, Head of Capital Partnerships	23
Head of Capital	Macquarie Group, Managing Director	
Partnerships	 Macquarie Infrastructure Real Assets 	
	 Macquarie Capital Advisors (London) 	
	 Macquarie Risk Management Group 	
	 Abbott Tout, Qantas, Boeing, Commercial Lawyer 	
Priya Kumar Senior Legal Counsel	Home Consortium, Senior Legal Counsel and Assistant Company Secretary	18
	AMP Capital, Senior Legal Counsel	
	 M&G Investments (London), Head of Legal Advisory 	
	 Baker & McKenzie (London), Senior Associate – Investment Funds 	
	 Allens Linklaters, Lawyer – Financial Services and Funds Management 	
	ASIC, Compliance Analyst – Financial Services and Capital Markets	

HMC Platform Directors





















David Di Pilla

Chris Saxon

Zac Fried

Greg Hayes

Jane McAloon

Brendon Gale

Kelly O'Dwyer







Simon Shakesheff



Simon Tuxen



Stephanie Lai



Greg Hayes



David Di Pilla



Natalie Meyenn



Joe Carozzi



Chris Roberts



Kelly O'Dwyer



Danny Sims



Tom Hardwick



Bruce Robinson

Further Information

Contacts



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Disclaimer



This presentation (**Presentation**) has been prepared by Home Consortium Limited (ACN 138 990 593) and Home Consortium Developments Limited (ACN 635 859 700) **Summary information**

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