## TermPlus-1 year term

PCL0817AU Author: Conor Galvin Published: 06 Nov 2025

Data is provided by the manager at 31 Mar 2025, and currency in AUD, unless otherwise stated



## **Product Review**

About this Product	
Investment manager	Pengana Credit Pty Ltd
Benchmark	RBA Cash Rate
Product structure	Managed Fund
Leverage	Max: 1.50x
Redemption terms	At term maturity, subject to notification period
Product Size	\$15.3m (June 2025)
Inception date	Dec 2023
Asset class	Alternatives
Sector	Growth Alternatives (Moderate)
Peer group	Global Private Debt
Rated peers	27

#### **Product Characteristics**

Business Life Cycle	Mature
Product Wind-Up Risk	High
Key Person Risk	Medium
Tenure of Decision Makers	Medium
Complex (RG240)	Yes
Transparency	Low
ESG Approach	No ESG Integration
Peer Relative Fees and Costs	Above median

#### Annual Fees and Costs (% p.a.)

( )	
Management fees & costs	1.94
Performance fee costs	1.01
Net Transaction Costs	0.07
Buy/Sell Spread	0.00/0.00
Annual fees and costs	3.02
Source: FE fundinfo, PDS Date: 24/Jun/2025	

## **Product Opinion**

The Fund has received an initial rating of 'Investment Grade'. Pengana benefits from the strength of Mercer's manager research capabilities, alongside significant scale, experience, and global resources. Mercer's global Private Debt team brings over 20 years of 'on-the-ground' presence in key regions. The Fund employs a global multi-manager strategy, offering broad diversification across individual borrowers, managers, and investment strategies helping to mitigate the default risk typically associated with private debt portfolios. That said, the Fund's track record is limited, having launched in late 2023. Investors forgo excess returns above the target, which is retained by Pengana in exchange for multiple credit enhancement layers, and its operation is untested.

#### Lonsec Rating Model

oove	In-line Below
Peer Rating	YoY Score Change
	_
•••	_
	_
	_
	_
	_
• • •	_
	Peer Rating

#### **Allocation Profile**

Core		
Satellite		
	Low Complexity	High Complexity

#### **Private Market Profile**

High Valuation Risk		
Low Valuation Risk		
	Liquid	Illiquid

#### Strengths

- · Pengana leverages the strength of Mercer's manager research capabilities with significant scale, experience and resources.
- The global multi-manager strategy provides access to diversity across single borrowers, managers and strategies mitigating default risk inherent in private debt portfolios.
- Pengana co-investment acts as capital protection for investors (for losses up to 5% of Fund assets) in return for capped investment returns of RBA Cash Rate + 3.00% p.a.

#### Weaknesses

- The Fund name may imply 'bank-like' features, but it is not an ADI account and shouldn't be seen as a cash or term deposit proxy.
- The Fund's performance track record is in it's infancy, having only been incepted in December 2023.
- Investors forgo any excess spread above the target return, which is retained by Pengana, in return for several layers of credit enhancement and Pengana's operation of it is untested.
- The capital protection creates a stable unit price that could potentially understate developing risks in the underlying loan assets.



## **Key Facts**

#### **Key Objectives**

Investment objective	To achieve the "Target Rate", equal to the RBA Rate plus 3.00% p.a. (net of all fees and costs) with distributions paid monthly.
Non-financial objective	None

#### **Product Distribution Profile**

Frequency	Monthly
Last Missed Distribution	N/A
Number of Missed Distributions in the last 5 years	0
AMIT Election	Yes
TOFA Election	No

### **Rating History**

This is the initial review of the Product.

#### Return Profile

Income Capital		
	Defensive	Growth

### Portfolio Strategy

	Last Review %	This Review %
US Corporate Direct Lending	N/A	29.7
European Corporate Direct Lending	N/A	22.7
US Asset-backed Lending	N/A	9.6
European Asset-backed Lending	N/A	1.9
Opportunistic Lending	N/A	25.9
Other	N/A	3.5
Cash	N/A	6.7

#### **Target Market Determination**

Produced by issuer	Yes
Provided to Lonsec	Yes

### Performance Analysis - annualised after fees at 30/06/2025

	1 Year	Median	2 Year	Median	3 Year	Median	5 Year	Median
Performance (% p.a)	7.48	8.76	-	11.10	-	10.76	-	-
Standard deviation	0.08	1.17	-	2.50	-	3.34	-	-
Excess return (% p.a)	3.26	4.50	-	4.86	-	4.96	-	-
Outperformance ratio (% p.a)	100.00	83.33	-	75.00	-	72.22	-	-
Worst drawdown (%)	0.00	0.00	-	-0.76	-	-2.20	-	-
Time to recovery (mths)	-	-	-	-	-	-	-	
Sharpe ratio	36.82	3.38	-	2.68	-	2.08	-	-
Information ratio	142.99	3.55	-	1.96	-	1.60	-	-
Tracking error (% p.a)	0.02	1.14	-	2.49	-	3.34	-	-

Lonsec Peer Group: Alternatives - Growth Alternatives (Moderate) - Global Private Debt

Product Benchmark: RBA Cash Rate

Cash Benchmark: Bloomberg AusBond Bank Bill Index AUD

Time to recovery: NR - Not recovered, dash - No drawdown during period



## Business •••

Facts			
Investment Manager	Pengana Credit Pty Ltd		
Ultimate Parent Company	Pengana Capital Group Limited		
Headquarters	Sydney		
Inception Date	Oct 2003		
% Staff Ownership	20-50%		



#### Governance

% Independent board members	0
% Female board members	0
Independent chair	No
CEO as Chair	Yes
Separate Audit Committee	Yes

#### Metrics

Total AUM	\$3.6b
Investment Management Headcount	52
Investment Professionals	13
Sales & Service	14
Distributor	Internal

#### Who is the Manager?

Pengana Credit Pty Ltd ('Pengana Credit') was established in May 2022 and is a wholly owned subsidiary of Pengana Capital Group Limited ('Pengana' or 'the Manager' or 'PCG').

Pengana is a diversified funds management group founded in 2003 and headquartered in Sydney. The Manager is an ASX-listed business owned by staff, directors and private shareholders. All of Pengana's underlying managers are boutique in nature with profit sharing arrangements in place with the responsible portfolio management teams and Pengana. Additionally, key members of the team are aligned to the headline business via the allotment of shares.

## **Lonsec Opinion**

#### **Profitability**

Given the Manager's current level of AUM, the firm is considered profitable and well capitalised. Earnings quality of the Fund is aided by the diversity of the AUM within the business across differing strategies and clients.

#### **Business Track record**

The firm has a successful track record dating back to its inception. The firm has diversified its business through investment capabilities such as equities, fixed income, property and alternatives. This has led to solid AUM growth across all distribution channels.

The launch of the Pengana Credit business in 2022 signifies the Manager's track record in the private credit space is in it's infancy. Pleasingly, Pengana Credit has appointed Mercer Consulting (Australia) Pty Ltd ('Mercer') to provide investment research, portfolio construction, risk monitoring and portfolio reporting.

## **Business Ownership**

Pengana Credit Pty Ltd is a wholly owned subsidiary of Pengana Capital Group Limited ('PCG'). Pengana is significantly owned by employees and affiliates, equating to 34% as a 30 June 2025. While maintaining a boutique culture can be challenging in a listed firm, the high levels of employee ownership is viewed positively.

#### **Business Governance**

Although the governance information in the data table above appears light, Pengana Credit operates in a partnership structure and is wholly a subsidiary of PCG, an ASX-listed business. Pleasingly, given the listed nature of the business, the Manager is subject to greater regulatory oversight and governance requirements in comparison to its boutique peers. Notably, the Manager has not faced any regulatory findings in recent history. The Manager has a reasonable governance framework, with a separate audit committee and three out of the five directors are independent.

Pengana Credit's governance structure is considered appropriate in it's current size, however, as this business unit grows, the complexities of the business structure will be monitored. That said, there are no concerns at this stage.



## Team •••

#### Key Decision Makers (KDM)

	Primary function	Dedicated to strategy	Appointed to strategy	Industry/Mgr exp. (yrs)	Exp. in PM roles (yrs)
Nehemiah Richardson	CEO, Pengana Credit	Yes	2022	35/3	3
Nick Griffiths CIO, Pengana Capital Group		No	2022	32/22	22
Rebecca Jacques	Head of Wealth Management Investment Solutions, Mercer	No	2022	27/7	16
Scott Wilkinson	Head of Private Market (APAC), Mercer	No	2022	21/16	11
Adam Rapeport	Portfolio Manager, Pengana Credit	Yes	2024	27/2	27

#### **KDM Change\***

No changes.

#### **Profile**

Size	18
Structure	Decentralised
Turnover	Medium
Alignment KDM equity held in manager	Yes
KDM co-investment in strategy	No
Performance-Based bonus	Yes
Long term incentive plan	Yes

#### Resources

Resources		
	Number	Average Years Experience
Key decision makers	5	28
Portfolio Managers		
Hybrid portfolio manager/ analysts	15	10
Dedicated analysts		
Dedicated dealers		
Quantitative		
ESG/Sustainability		
Macro		
Investment Specialists		

#### Who is the Team?

Pengana Credit is primarily responsible for overseeing the investment process and managing the Fund. Pengana Credit implements investment decisions, manages the liquidity, and implements the FX hedge. The Fund's investment committee ('IC') oversees and approves investments in private credit investment managers, and includes Nehemiah Richardson (CEO, Pengana Credit), Nick Griffiths (CIO, Pengana Capital Group), Rebecca Jacques (Head of Wealth Management Investment Solutions, Mercer) and Scott Wilkinson (Head of Private Market (APAC), Mercer). Adam Rapeport is the portfolio manager ('PM') for the Fund.

Mercer has been appointed by Pengana Credit to provide advisory services such as underlying fund due diligence and investment recommendations for the Fund. Mercer has a Private Debt team of 15, structured into regional responsibilities. This team drives the manager research capability with the support of Mercer's in-house manager research/ratings team. Furthermore, Mercer has an Operational Due Diligence team of 42, available to conduct operational due diligence for each fund manager and underlying fund offering.

Mercer operates several different committee structures throughout their due diligence process, such as a Private Debt Investment Committee ('PDIC'), Private Debt Portfolio Construction Group ('PDPCG') and Private Debt Rating Review Committee ('PDRRC').

<sup>\*</sup> Last 3 years



## Team (continued) •••

## **Lonsec Opinion**

#### Skill

The Fund's IC is considered to have ample experience to oversee and approve the Fund's investment recommendations provided by Mercer. Pleasingly, the IC includes senior members of Mercer's private markets platform to offer real time insights to Mercer's investment recommendations. PM, Rapeport, is considered to have the appropriate skills and experience to manage a portfolio of this nature. Rapeport's entire experience is in risk management roles which is viewed a complimentary skillset for a role of this nature.

Mercer's various committee structures include senior members of the Mercer's private markets and fixed income teams which places them in a good stead to provide the oversight and guidance required for their roles. Notably, the PDIC, PDPCG and PDRRC have a high number of personnel crossover given the seniority of team members involved in private debt. Pleasingly, Scott Wilkinson is a member of each of these committees, which provides Pengana Credit (and the Fund) direct insight into the committee's decision making.

Mercer's private debt team is considered to possess the skills and experience appropriate for private credit fund selection. That said, further engagements with the underlying analyst team would be welcome to evidence this further.

#### **Team Size**

Mercer's private credit team of 15 is organised across three regions: US (New York, Norwalk, St. Louis), Europe (London) and APAC (Sydney). The team covers over 1,400 private credit funds across the globe, of which ~500 are rated. Team size is considered to be ample to cover the strategies on offer given the structure. That said, given the deep research intensive nature of manager research within private market offerings further resourcing would be viewed favourably.

#### Track Record/Co-Tenure

Given the Pengana Credit entity was established in 2022, the track record and co-tenure of the IC and PM is in its infancy and their track record continues to build.

The co-tenure of Mercer's committees is strong, with average co-tenure being over 10 years. Notably, David Scopelliti (Global Head of Private Equity & Private Debt) is one of the committee members with lower co-tenure, yet his co-tenure in the organisation spans over five years. Similar to many peers in the space, co-tenure of the rest of Mercer's private debt team lies within the senior members of the team. The team has a track record of manager research and portfolio construction in private credit since 2005, albeit often in closed-ended vehicles with different portfolio characteristics to this Fund.

#### Alignment

Pengana's compensation for key decision makers typically includes base salary, short and long term incentives, PCG equity holdings. Incentives, in the form of cash bonus and performance rights (similar to options) are calculated based on PCG growth and profitability, of which the private credit business is a significant driver. Mercer's compensation package for senior team members (Senior Associates and above) includes base salary, short term incentives and carried interest entitlements. The carried interest distribution is subject to a multi-year vesting period and is paid out when it becomes available. Overall, the investment team is considered to have moderate-to-high alignment of interests.

#### Key Person Risk

Key person risk is considered to be moderate and centred on Wilkinson and Rapeport. Wilkinson's link from the Fund IC through to the Mercer committee structures is invaluable in terms of early investment insights. Furthermore, Rapeport's role as PM, given his experience to assist the management of a strategy of this nature, is also considered fairly key. Pleasingly, the size and experience of both the IC and Mercer's committees mitigate the key person risk somewhat.



#### Process •••



#### What is the Investment Process?

The strategy seeks to generate strong risk adjusted returns with a high degree of capital protection as well as stable and consistent income via exposure to a diversified portfolio of global private credit investments, liquid credit investments and cash. The strategy intends to achieve these objectives by investing through a multi-manager approach to access several private credit managed funds, mandates and vehicles (the 'Underlying Funds').

The strategy allocates funds across four key categories / unit classes being: 1) Income: direct lending managed funds with an income focus via cash coupons; 2) Balanced: managed funds with a broad exposure to private credit opportunity set and higher contractual returns; 3) Total Return: managed funds that invest in special situations characterised by equity-like returns via debt investments; 4) Enhanced Cash: fixed income securities or managed funds with at least annual liquidity, senior security and historically low volatility.

The investment process begins with Mercer's rating process whereby each investment is assessed based on its merits across five factors being Business Management, Alignment, Strategy, Track Record and ESG with rating outcomes ranging from A (highest) to N (not rated). All Underlying Fund ratings are ratified by Mercer's Private Rating Review Committee. Only Underlying Funds with a rating of B+ or higher are available for portfolio selection. In conjunction, the Underlying Fund and investment manager is required to pass the operational due diligence assessment by Mercer's ODD team. Mercer's Portfolio Construction Group proposes investment strategy and portfolio construction ideas for approval by Mercer's PDIC. Pengana Credit's IC retains the final approval.

## **Lonsec Opinion & Supporting Facts**

#### Philosophy and Universe

Investment Sector	Private Debt
Investment Strategy	Multi-Sector
Investment Type	Senior loans, Subordinated loans, Mezzanine and Equity
Primary geographical focus	Global
Target Market	Across spectrum given Fund of Fund nature
Lending Profile	Across spectrum given Fund of Fund nature

There is some asymmetry in the Fund structure whereby the Pengana Credit receive any excess yield above the target return of RBA Cash Rate + 3.00% p.a. in return for providing multiple layers of additional credit protection and absorbing the first 5% of realised investment losses. Under this dynamic the risk assumed by the Fund may far exceed the risk required to achieve the target return. That said, comfort is gained that there is clear alignment of interest, given the Manager is a subordinated investor 'on the hook' for the first 5% of losses.

The investment philosophy aligns closely with a goal of delivering strong risk-adjusted returns by focusing on proprietary analysis, value orientation, capital preservation, and disciplined risk management. This approach is well-suited to the targeted broad credit universe, where capital protection is prioritized. The breadth of the universe allows the Manager to capitalize on relative value opportunities, spanning direct lending, leveraged loans, and high-yield bonds. This multicredit strategy supports a diversified portfolio across regions and asset types within private credit markets which is viewed positively.

#### Research Process

Key screens	Liquidity, Region, Top Down or Thematic, Yield
Idea generation	Direct outreach, Expert networks
Deals assessed p.a.	~500 Underlying Funds
Key research inputs	Proprietary fundamental research

Mercer's research process aims to establish a narrow universe of funds that have been filtered by various in-house criteria, as well as being highly rated by Mercer. The depth and breadth of Mercer's domestic and global coverage is viewed positively, as it facilitates research on a broader suite of underlying managers and strategies than would otherwise be possible.

Mercer's manager research and portfolio construction methodologies are well regarded, and the organisation is well-resourced to undertake in-depth global manager research. Mercer takes a holistic view on four key factors being business management, alignment, strategy and track record with ESG being considered separately. The Underlying Funds must also pass the operational due diligence conducted by Mercer. Overall, the manager research conducted by Mercer is considered to be detailed and thorough.

Although Mercer predominantly drives the research and portfolio construction process, investment ideas can be generated from both Pengana and Mercer during the Investment Consulting Group ('ICG') forum. The ICG meet monthly to discuss macro views, portfolio composition, manager monitoring and legal/operational considerations. Ideas stemming from ICG meetings are filtered through to the Investment Committee ('IC') for final approval which requires a unanimous vote. This due diligence process appears to be thorough with sufficient checks in place to ensure the Underlying Funds are fit for purpose. That said, such an approach can lead to slower lead times regarding the implementation of investment ideas.

Yes

None



## Process (continued) •••

#### Portfolio Construction

Portfolio management structure	Portfolio Manager
Approach to benchmark	Benchmark Agnostic
Typical number of loans	~24 Funds   >3,500 Underlying loans
Vintage diversification	Mod
Portfolio maturity	Mod

Portfolio construction is thought about in two broad forms: ability for Underlying Fund inclusion within each of the four key categories / unit classes and the overall Fund's exposure to each of the four key categories / unit classes. Pengana Credit structures each of their fund's with the same Underlying Funds within each of the four key categories, with the allocations to each of the four key categories differing across funds.

The Fund's allocation is dynamic and dependent on the level of investor demand across each of the TermPlus maturity dates. In instances whereby there are more investors within the 1year maturity structure, the TermPlus portfolio exposure will be tilted more toward the Income and Enhanced Cash buckets. Alternatively, if the TermPlus portfolio has more investors in the 5-year maturity structure, the TermPlus portfolio will be tilted more toward the Balanced and Total Return buckets. The overall TermPlus portfolio is constructed in an attempt to ensure each investor's investment matures at the predefined maturity date.

Investment proposals are presented to the IC with a suggested investment sizing, as well as commentary on portfolio fit. Sizing recommendations and portfolio fit considerations require the support of both Pengana and Mercer and will consider characteristics including the risk/return profile, duration, liquidity profile, the current portfolio allocation and diversification when seeking to assess the Fund's investment size. Ongoing portfolio management occurs on a monthly basis to review the portfolio performance by both the IC and the PDIC. Overall, the portfolio construction process is considered to thorough, albeit the number of different organisation committees involved may slow down decision making to a degree.

#### **Capacity Management**

Capacity guidance	Not stated
Strategy AUM	A\$588m (Sept 2025)
Portfolio liquidity (1 week)	0.00%

The Manager has not indicated a capacity limit for the strategy. The fund-of-fund nature of the strategy, places less emphasis on the Fund's capacity management given there are an ample number of strategies in the universe to fulfill increased funds under management ('FUM'). As such, analysis of the Underlying Fund's capacity management programmes is more important to access any potential risks which may emerge. Pleasingly, Mercer analyses this as part of their due diligence process. Overall, given the size of the Pengana Credit's overall FUM there is ample room for growth.

	investment team		
	Frequency of monitoring	Daily	
	Primary risk management system	Investran   S&P iLevel	
	Single position limits (Min/Max)	Fund Manager: 30%   GP Exposure: 50%	
	Industry limits (Min/Max)	No limit	

**Investment Risk Management** 

Monitoring external to

Capital Stack

Portfolio Level LVR

Allocation

Single position limits (Min/Max)	Fund Manager: 30%   GP Exposure: 50%
Industry limits (Min/Max)	No limit
Country Limits (Min./Max.)	Australia(55%), Europe(70%), North America(70%), Rest of World(22%)
Min Credit Rating (At Purchase)	Unrated
Cash Allocation (Typical, Max.)	10%, 35%
Public Market Allocation	None
Credit Line Facility	None

Max: 100% First Lien, 33% Subordinated, 19% Equity & equity The Manager intends to be well diversified across sub-asset

classes, regions, managers and strategies to manage risk associated with private debt at a portfolio level. The Manager depicts the risk limits for the Fund as outlined above. Each of the four key categories also have their own risk limits across various parameters, providing additional clarity on the Managers view of risk.

Formal monitoring and reporting as part of the investment process is managed by Mercer's dedicated Risk Management team in collaboration with the Investment team professionals. Mercer's Risk management team uses software powered by FIS Investran to monitor underlying funds and portfolio investments at all levels: at the client level, fund partnership level, single asset level, and the transactions between these levels. This includes the ongoing tracking of cash flows, the ongoing tracking of activity at the underlying manager (i.e. senior professional departures, term extensions, etc.) and the quarterly tracking of the underlying investment activity and the reconciliation of information to the underlying manager provided financial statements and portfolio updates.

Both Mercer and Pengana are considered to have adequate risk management processes, with separate compliance functions and regular monitoring of underlying investment managers and the overall Fund. Pleasingly, these teams are separate from the manager selection team and perform detailed audit-like due diligence functions aimed at ensuring potential managers meet the agreed operational and compliance standards. That said, given the complexity of the liquidity matching and stress testing models required for a strategy of this nature, further oversight of this function would be welcomed going forward to build conviction.



### ESG •••

#### Manager Positioning - Product

Responsible investment style	Nil
ESG approach	No ESG Integration
Sustainability thematic	N/A
Non-financial objective	None

## What is the Manager's ESG approach for this product?

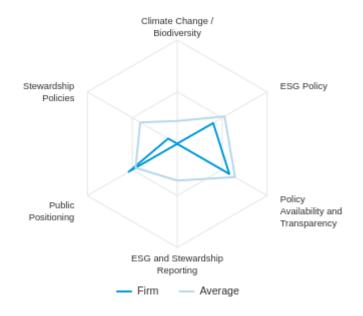
The Manager has not indicated any ESG approach in their submissions to Lonsec. While the Manager may be undertaking some activities that would be considered ESG integration, Lonsec is unable to provide guidance on how that might reflect portfolios.

## **Lonsec Opinion & Supporting Facts**

#### Overview

ESG Process Score	ModLow
Responsible Investment strategy risk: Clarity, measurability & reporting ap	Not plicable

#### **ESG Snapshot**



#### **Product Level Approach**

The review of ESG integration for Multi-Asset strategies such as this, reviews only the ESG components of the selection underlying strategies or managers, or the extent to which ESG impacts asset allocation. It does not review the ESG integration at the level of each of the underlying funds or strategies. The Manager does have some minimum standards for Manager selection and monitoring. There is regular monitoring of the ESG characteristics of the underlying securities performed and ongoing monitoring of the policies of the underlying managers is performed regularly. There are only limited signs that company engagement on ESG issues is a component of the Manager's investment approach. Compliance monitoring of ESG factors is deemed adequate however overall transparency provided to investors is lagging.

#### Strategy: Clarity, Measurability & Reporting

This product does not make any specific claim to being a sustainable, ethical or impact offering. As such, an alignment review for the product is not required thus the product's risk of misalignment has been assessed as not applicable.

#### Manager Level Approach

Pengana's overall ESG policy framework and disclosure lag behind its peers. The ESG policy is publicly available and remains at a high level, weighing down the ESG Policy score. It is noted that ESG assessment and integration happen at the fund level, with separate policies available. There is no separate engagement or stewardship framework, and engagement guidelines and undertakings, if available, are also at the fund level, placing the Stewardship Policies score below their peers. There is also no proxy voting policy or guidelines at the Manager level, voting records for certain funds are publicly available.



## Product •••

Responsible entity Pengana Capital Limited Investment manager Pengana Credit Pty Ltd Custodian BNP Paribas Administrator BNP Paribas Fund Auditor EY Change in Key Providers? (Over last 12 months)	Service Providers	
Custodian BNP Paribas Administrator BNP Paribas Fund Auditor EY Change in Key Providers? (Over last 12 No	Responsible entity	
Administrator BNP Paribas Fund Auditor EY Change in Key Providers? (Over last 12 No	Investment manager	
Fund Auditor EY Change in Key Providers? (Over last 12 No	Custodian	BNP Paribas
Change in Key Providers? (Over last 12 No	Administrator	BNP Paribas
· · · · · · · · · · · · · · · · · · ·	Fund Auditor	EY
	,	No

Product Details	
Product size	A\$15.3m (Sept 2025)
Fund 12-month net flows	Positive
Distribution model	Internal
Buy/sell spreads	0.00%/0.00%
Investment structure	Underlying product
Product type	Registered Managed Investment Scheme (Unitised)
Currency hedged	Yes
Use of derivatives	Yes
Types of derivatives	FX

#### What is the Product Structure?

TermPlus-1 year term ('the Fund') is one of the three structured term offerings in the TermPlus portfolio, which has a 1-year maturity date following initial investment. The TermPlus portfolio is a multi-manager global private credit strategy. The Fund has a fixed target return of RBA +3.00% p.a.

The Fund should not be considered as a cash or term deposit proxy. Unlike deposits in ADIs, investments in the Fund are not supported by other loss bearing securities in a bank's capital structure, do not benefit from the government's guarantee on deposits, and as a non-bank entity, the Manager is currently largely unregulated by APRA.

## **Lonsec Opinion & Supporting Facts**

#### Structure

The TermPlus portfolio is an Australian domiciled unit trust, which is a feeder fund to the Pengana Private Credit Master Fund domiciled in the Cayman Islands. A function of a multi-manager private market offering is that each of the Underlying Funds may be structured differently and as such introduces additional complexities to that of single manager offerings.

TermPlus portfolio consists of two unit classes units, being the Investor Class and the Support Class. Pengana will make applications for units in the Support Class equal to 5% of the dollar value of units issued in the Investor Class. The coinvestment acts as a capital buffer for Fund investors as any realised losses will first be absorbed by this 5% subordinated investment. In return for the capital protection, investor returns are capped at the target return and Pengana earns any excess spread over this return (noting that if the 5% capital buffer becomes impaired, future excess spread must be used to replenish the capital buffer back to 5% before the Manager receives a return on its investment). This structure brings added complexity, thus the management of this structure will be closely observed as the Fund builds a track record.

#### Service Providers

The Manager employs quality service providers and has had a stable relationship with the Responsible Entity ('RE') since the inception of the Fund. The RE, however, is a related party which may lead to conflicts that need to be managed. Outside of this, 'tier 1' service providers are utilised for the custodial, administrative and auditing responsibilities of the product.

#### Wind-up Risks

Wind-up risk is considered relatively elevated as FUM grows. That said, Pengana Credit's distribution effort is supported by Pengana's broader distribution team which is viewed positively.

#### **Deal Allocation Policy**

Pengana Credit has a detailed, documented allocation process to articulate how funds are allocated across each of the four key categories. The process is overseen by Pengana's Credit Risk and Allocation Committee. However, given the fund of fund nature of the strategy, it is pertinent to assess the underlying fund manager's allocation policy along with Mercer's guardrails of selection to ensure all investors are treated equitably. Pleasingly, Mercer has an allocation policy depicting investments will be conducted on a pro-rata basis and outlines instances which pro-rata investing may not occur, which are logical. Given the number of underlying investment managers in the strategy, there is a higher risk of deviations in allocation policies to that of single investment manager funds. That said, Mercer's process mitigates these concerns to an extent.

#### Transparency

Through the course of Lonsec's review, Pengana Credit provided the appropriate documentation which depicts a detailed breakdown of portfolio composition and underlying loan performance. That said, there isn't a publicly available investor letter depicting overall portfolio composition and performance, or insights into the both the Underlying Fund's performance and the underlying loan credit quality. As such, further look through of this nature would be welcomed.



## Product (continued) ● ●



## **Liquidity Details**

Gating allowed	Yes
Liquidity Frequency	At term maturity, subject to notification period
Subscription and Redemption Notice Required	Quarter end of the prior quarter to which the investors term matures

#### Liquidity

Investors must be prepared to forego access to capital for at least 12 months. If no instruction is received by the quarter end of the prior quarter to which the investors term matures, it will roll for a subsequent 12 month period.

To manage redemption and cash flows, the Manager has a number of mechanisms available to assist. Many of the Underlying Funds have monthly or quarterly liquidity windows, which offer sufficient time for portfolio rebalance to assist with redemptions. Furthermore, the Fund holds 0-35% (typically 10%) of the portfolio in the "Enhanced Cash" bucket to assist in management of cashflows.

The Risk and Allocation Committee provides monthly oversight of the liquidity management process and reviews the liquidity of each of the products. Given the TermPlus portfolio is a multimanager portfolio offering investors structured maturity terms over one, three and five year periods, the Manager is required to maintain detailed liquidity matching and stress testing models to ensure the documented liquidity parameters are available. This is a complex process and is managed solely by the PM and further oversight of this function would be welcomed going forward.

#### Valuation Details

Internal valuation committee	No
Frequency of valuations	Quarterly
Independent valuations	Underlying manager dependent
Type of valuation	Underlying manager dependent

Given the fund of fund nature of the strategy, each of the Underlying Funds have different valuation policies with different valuation frequencies. The analysis of the Underlying Fund's valuation practices is undertaken by Mercer's operational due diligence team. The Pengana Credit IC requires each of the Underlying Funds to have a formal valuation policy and for the valuations of underlying investment to be externally reviewed at least annually, at a minimum. The inclusion of these minimum standards is viewed positively, albeit increased cadence of external oversight would improve conviction in the valuation process further.



#### Fees •••

Annual Fees and Costs (% p.a.)	
Management fees & costs	1.94
Performance fee costs	1.01
Net Transaction Costs	0.07
Buy/Sell Spread	0.00/0.00
Annual fees and costs	3.02

Performance Fees

Applicable No

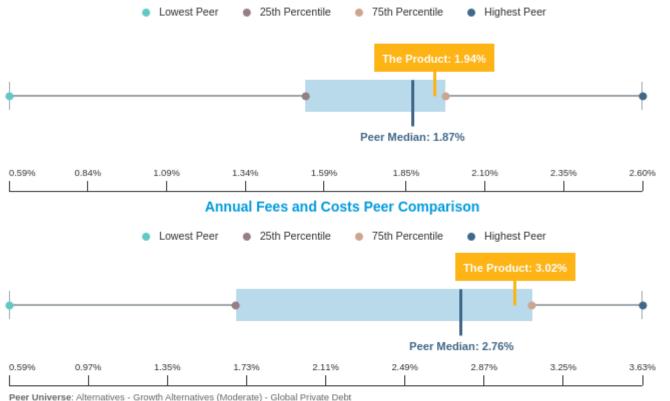
Source: FE fundinfo, PDS Date: 24/Jun/2025

#### Fees Explained

The Manager's PDS, dated 24 June 2025, discloses Annual Fees and Costs ('AFC') totaling 3.02% p.a. This value comprises (1) Management Fees and Costs of 1.94% p.a. (inc. indirect costs of 1.94% p.a.) and (2) Performance fee estimate of 1.01% p.a. and (3) Net Transaction Costs of 0.07% p.a. In line with RG97, some fees and costs have been estimated by the issuer on a reasonable basis. Actual fees and costs may vary to these estimates.

The Fund does not charge a performance fee, performance estimates included in the above AFC estimate are based on any performance-based incentive fees charged by Underlying Managers for Underlying Funds. None of the indirect fees and costs charged by the Underlying Funds are rebated by the Manager.

#### **Management Fees and Costs Peer Comparison**



#### Peer Universe: Alternatives - Growth Alternatives (Moderate) - Global Private Deb

## **Lonsec Opinion**

#### **Annual Fees and Costs**

Annual fees and costs are higher than peers within the global private debt sector.

#### Fairness

Given the Fund's fees are only charged to investors if the target return is not achieved, there is the risk investors misinterpret the true cost of their investment.

Importantly, there is an opportunity cost of the partial capital protection, represented by the forgone returns above RBA Cash +3.00% p.a. This representation is best understood by the AFC articulation in the PDS.



Performance data is as at 30 June 2025

## Performance •••



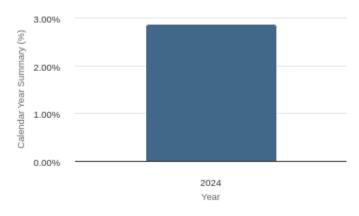
#### **Performance Summary**

PDS return objective	To achieve the "Target Rate", equal to the RBA Rate plus 3.00% p.a. (net of all fees and costs) with distributions paid monthly.
Internal return objective	Excess Return
Internal risk objective	Drawdown
Product benchmark	RBA Cash Rate
Lonsec peer group	Global Private Debt

#### Alpha Generation

Given the Fund's inception in December 2023, the performance track record is too short to make a meaningful assessment. Investors must be cognisant that the given the investor returns are capped at RBA Cash +3.00% p.a., the underlying risk the portfolio is exposed to may have warranted a higher return.

#### Calendar Year Excess Return



#### Alpha Consistency

Given the Fund's inception in December 2023, the performance track record is too short to make a meaningful assessment. Comfort is gained from Mercer's history of managing global private credit offerings since 2013. That said, these strategies were managed to a different mandate to that of Fund's and many were in a closed-ended structure, which makes inhibits performance portability to a degree.







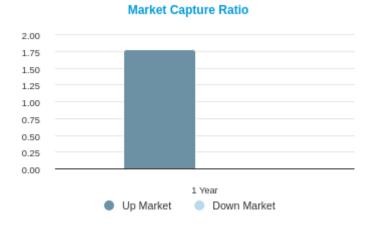
Performance data is as at 30 June 2025

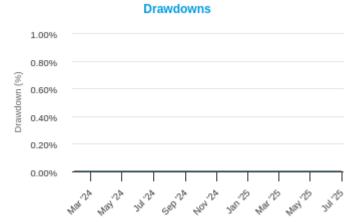
## Performance (continued) ● ●

#### **Product Defensiveness**

Given the Fund's track record has not yet experienced a full market cycle, it is difficult to fully assess the product's defensiveness. That said, given the breadth of coverage within the global private credit market, it is positioned to provide investors with greater resilience relative to more concentrated strategies.

Furthermore the 5% capital buffer provides investors will a level of protection during periods of underperformance.





#### Ratings

'Highly Recommended' rating indicates that Lonsec has very strong conviction the product can meet its investment objectives.

'Recommended' rating indicates that Lonsec has strong conviction the product can meet its investment objectives. 'Investment Grade' rating indicates that Lonsec has conviction the product can meet its investment objectives.

'Approved' rating indicates that Lonsec believes the product can meet its investment objectives.

'Not -Approved' rating indicates that Lonsec does not believe the product can meet its investment objectives.

'Closed / Wind Up' status is applied when the product has been closed.

'Fund Watch' status is applied when a rating is under review due to the occurrence of a significant event relating to the product.

The 'Redeem' rating indicates Lonsec no longer has sufficient conviction that the product can meet its investment objectives. The 'Screened Out' rating indicates Lonsec was unable to attain sufficient conviction that the product can meet its investment objectives.

'Discontinued Review' status is applied where a product issuer withdraws the product from the review process prior to completion, for any reason other than the product being closed or unavailable to investors.

The 'Ceased Coverage' status is applied when a rated product is withdrawn from the research process by the product issuer.

#### General

Climate Change / Biodiversity: the extent to which a manager has a leading climate and biodiversity policies. ESG and Stewardship Reporting: the transparency, accessibility and usefulness of a manager's reporting. ESG Policy: the strength of commitment to ESG as ascertained by a review of a manager's ESG policies. Excess return: Return in excess of the benchmark return. Information ratio: Relative reward for relative risk taken (Excess Returns / Tracking Error).

**Key decision maker (KDM):** A nominated investment professional who has portfolio decision making discretion for a Fund, e.g. 'buy' or 'sell' decisions.

Market capture ratio: A product's performance during either 'up' or 'down' market trends relative to an index.

**Policy Availability / Transparency:** the ease of public access to, and transparency of, a manager's overall ESG policy suite. **Public Positioning:** the resolve of a manager's commitment to ESG as ascertained by their public positioning.

**Returns consistency:** The proportion of a product's monthly outperformance during a period relative to the benchmark when it was rising, falling and in aggregate.

Sharpe ratio: Excess return earned for additional volatility experienced when holding riskier assets versus risk-free asset. Standard deviation: Volatility of monthly Absolute Returns. Stewardship Policies: the strength of a manager's proxy voting and engagement policies with respect to ESG. Time to recovery: The number of months taken to recover the

Time to recovery: The number of months taken to recover the Worst Drawdown.

Total return: 'Top line' actual return, after fees.

**Tracking error:** Volatility of monthly Excess Returns against the benchmark (the Standard Deviation of monthly Excess Returns).

**Worst drawdown:** The worst cumulative loss ('peak to trough') experienced over the period assessed.

#### **Lonsec Group Disclaimers**

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#### Lonsec Group Disclaimers (continued)

The product rated in this publication may have related financial products or be associated with other financial products and platforms. Our rating applies to the financial product outlined in this publication. You should seek professional advice before you make an investment decision on related or associated financial products and platforms. You should be aware that the mandate, fees, underlying investments, the issuers of the related and associated financial products and platforms may be different from the financial product specified in this publication.

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#### Lonsec Research FSG

#### **Financial Services Guide**

This Financial Services Guide (FSG) has been prepared and issued by Lonsec Research Pty Ltd ABN 11 151 658 561 (Lonsec Research, we, us, our), holder of Australian Financial Services Licence (AFSL) No. 421445, to assist you in determining whether to use our financial services and products. This is an important document, and you should read it carefully. The contents of this FSG are general information only and does not take into account your personal needs or objectives. Lonsec Research provides no warranty as to the suitability of the services of this FSG for any particular person.

#### 1.1 What is a Financial Services Guide?

This FSG's purpose is to provide you with important information regarding services offered by Lonsec Research. You should read this FSG prior to using our services. This document was prepared to inform you about:

- who we are and our contact details;
- · the financial services we provide;
- the remuneration that may be paid to us and other persons in relation to the financial services we provide;
- · how we deal with conflicts of interest; and

how we deal with complaints

#### 1.2 About Lonsec Research and its related parties

ASX listed Generation Development Group Limited (ABN 90 087 334 370) is the parent company of Lonsec Holdings Pty Ltd (ABN 41 151 235 406) (Lonsec Holdings). Lonsec Research is a wholly owned subsidiary of Lonsec Holdings Pty Ltd (ABN 41 151 235 406) (Lonsec Holdings) and provides indepth, investigative investment research across a broad range of listed and unlisted investments. Other subsidiaries of Lonsec Holdings include SuperRatings Pty Ltd (ABN 95 100 192 283), Implemented Portfolios Pty Limited (ABN 36 141 881 147) and Lonsec Investment Solutions Pty Ltd (ABN 95 608 837 583). All employees of the Lonsec group entities, including Lonsec Research, are employed by Lonsec Fiscal Pty Ltd (ABN 94 151 658 534).

#### **Contact Details**

Lonsec Research Pty Ltd Level 39, 25 Martin Place Sydney NSW 2000 **Tel:** 1300 826 395

Email: info@lonsec.com.au

www.lonsec.com.au

## 1.3 What kind of financial services can Lonsec Research provide?

Lonsec Research is authorised under its Australian Financial Services Licence to provide general financial product advice to retail and wholesale clients on the following types of financial products:

- securities
- deposit and payment products limited to basic product products
- · derivatives
- interests in managed investment schemes including investor directed portfolio services
- superannuation
- · retirement savings accounts
- foreign exchange products
- life products including:
  - investment life insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds; and
- life risk insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds;

Lonsec Research is also authorised to deal in a financial product by arranging for another person to apply for, acquire, vary, or dispose the above types of products for or by retail and wholesale clients.

#### 1.4 Provision of general advice

Any advice that Lonsec Research provides is of a general nature and does not take into account your personal financial situation, objectives or needs. You should, before acting on the information, consider its appropriateness having regard to your own financial objectives, situation and needs and if appropriate, obtain personal financial advice on the matter from a financial adviser. Before making a decision regarding any financial product, you should obtain and consider a copy of the relevant Product Disclosure Statement or offer document from the financial product issuer.

#### Lonsec Research FSG (continued)

#### 1.5 How Lonsec Research is paid

Lonsec Research receives fees from Fund Managers and/or financial product issuers for researching their financial product(s) using comprehensive and objective criteria. Lonsec receives subscriptions fees for providing research content to subscribers including financial advisers, fund managers and financial product issuers. Lonsec Research's fees are not linked to the financial rating outcome of a particular financial product. Lonsec Research fees are determined by private agreement with its clients depending on a number of criteria including the number of financial advisors who access Lonsec Research publications, the range of publications accessed and the complexity of a specific research assignment. Due to the specific nature of its charges, disclosure of Lonsec Research fees may not be ascertainable when you receive this FSG, but you are able to request this information in writing before a financial service is provided to you. The fees received by Lonsec Research do not have an effect on the inclusion (or otherwise) of a financial product in portfolios managed by Lonsec Investment Solutions; or in approved product lists as a result of Lonsec Investment Solutions consulting activities. We do not have any direct employees as all employees are contracted, for employment purposes, with Lonsec Fiscal, a subsidiary of Lonsec Holdings. All employees of Lonsec are paid a salary and may receive a discretionary bonus which is not guaranteed. Sales employees may have a sales commission plan, relevant for sales to Wholesale clients, as offered by Lonsec Research from time to time at its discretion.

**1.6** How do we manage our compensation arrangements? Lonsec Research has Professional Indemnity insurance arrangements in place to compensate clients for loss or damage because of breaches of any relevant legislative obligations by Lonsec Research or its representatives which satisfy section 912B of the Corporations Act 2001.

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**Complaints Manager** 

Level 39, 25 Martin Place Sydney NSW 2000 **Tel:** 1300 826 395

Email: complaints@lonsec.com.au

An individual may request further information about Lonsec Research's internal complaints handling procedure at any time. If an individual is not satisfied with the outcome of their complaint or has not received a response within 30 days from Lonsec Research, the individual can complain to the Australian Financial Complaints Authority (AFCA). AFCA provides an independent dispute resolution service and can be contacted

Online: www.afca.org.au Email: info@afca.org.au Phone: 1800 931 678

Mail:

Australian Financial Complaints Authority GPO Box 3 Melbourne, Victoria, 3001.

#### 1.8 Conflicts of Interest

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Australian Retirement Trust is a subscriber to our services and pays a fee to us for this subscription service. Australian Retirement Trust rating and report is issued by an analyst who is aware of Australian Retirement Trust's appointment as default superannuation fund provider but who does not have a personal investment in the fund.

This FSG was prepared on 1 August 2024.