Welcome to **Oterra Capital**

Oterra Capital is a leading private credit mortgage fund that is focused on providing a range of property secured investments for investors, ultra-high net worth individuals, family offices and wealth advisors.

Oterra Capital provides discrete singular investments that are secured by specific security properties. Our investors can choose where to deploy their capital depending on:

- investment returns
- lending to valuation ratios
- security locations
- property class (residential, industrial, land, commercial or retail)
- non-construction or construction
- borrower background and profile
- investment terms

You as an investor have complete control over how you invest your capital and how you diversify your portfolio across a range of Oterra Capital investments. As an investor you can direct and build an investment portfolio that suits your own investment requirements and risk profile – it's unique to you.

Over many years, the principals of Oterra Capital have built a deep understanding within the real estate private credit market. This enables the team to tailor our investments to meet the needs of our investors and wealth partners and ensure our investments are market leading.

Our robust credit assessment and due diligence process provides confidence that Oterra Capital are delivering an optimal risk and return outcome for our investors. The team are highly focused on managing risk right throughout the investment term whilst providing the highest return to our investors.

At Oterra Capital, we pride ourselves on building deep and enduring relationships with our investors and wealth partners. Our transparency, quality private credit investments and regular investment updates are the foundations to establishing longstanding relationships with our investors.

The team at Oterra Capital look forward to discussing why investors, ultra-high net worth individuals, family offices and wealth advisors choose to partner with us to fulfil their real estate private credit investment needs.

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About Us

Who We Are:

Oterra Capital is a Private Credit Fund that specialises in providing commercial funding to borrowers and developers.

We have developed a deep and extensive understanding of the property landscape and are committed to building enduring relationships with our investors and borrowers.

Oterra Capital operates within an ASIC approved Australian Financial Services Licence (AFSL). The fund specialises in providing wholesale and sophisticated investors with a variety of contributory mortgage investments which are property secured.

The private credit market is now considered a mature investment class and is an important inclusion in many investors' asset allocations. Our vast expertise, integrity and strong relationships with quality borrowers provide a solid foundation for our investors to trust Oterra Capital's investments.

Our team of experts brings together decades of industry experience and are dedicated to providing innovative financial solutions

Oterra Capital pride ourselves on being transparent, efficient and we embrace a client-focused culture that ensures our investors are fully engaged and informed at all times and always have market leading investments to choose from.

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Meet the Leadership team:

Adam Smyth

Director, Co-Founder & Responsible Manager, Oterra Capital

Adam is a seasoned financial services executive with 25 years' experience spanning private credit, property finance, funds management and business leadership. As Co-Founder and Responsible Manager of Oterra Capital, Adam plays a pivotal role in overseeing the firm's investment integrity, governance and regulatory compliance.

Adam previously served as Founder, Chief Executive Officer and Chief Investment Officer of Bowery Capital, where he led the origination and management of over $550 million in private credit investments. His earlier career included senior leadership roles at Macquarie Bank and National Australia Bank, where he developed a strong foundation in structured credit and property-based lending.

Adam is recognised for his deep expertise in credit risk, investment structuring and fund governance. He has been appointed as Responsible Manager on multiple AFSLs, reflecting his commitment to regulatory excellence and robust fiduciary oversight. His leadership has been instrumental in building investment frameworks that not only meet compliance standards but are also aligned to the long-term interests of investors.

With a reputation for integrity, disciplined execution and investor-first thinking, Adam has built enduring partnerships across the private capital ecosystem. At Oterra Capital, he combines a strategic mindset with operational rigor to help deliver consistent outcomes for clients and stakeholders.

Alan Poole

Director & Co-Founder, Oterra Capital

Alan brings more than 30 years of leadership across banking, private capital and investment management. His career has spanned major institutions and private credit funds including Westpac Banking Corporation, Macquarie Bank, HSBC, and Bowery Capital - where he has consistently held senior executive roles across private banking, institutional banking, wealth and property finance.

As General Manager of Westpac Private Wealth and Private Bank, Alan led a complex investment platform servicing ultra-high-net-worth individuals and prominent Australian family offices. Under his leadership, the division managed in excess of $5 billion in private client investments, with private credit forming a substantial component of the portfolio. Alan was responsible for shaping the investment strategy, structuring bespoke credit solutions, and managing cross-disciplinary teams focused on asset-backed lending and capital preservation.

At Bowery Capital, Alan oversaw the firm's high-net-worth investor base, managing over $300 million in funds under management on behalf of more than 500 sophisticated investors. His role encompassed both origination and risk oversight across a diverse range of credit opportunities.

Alan's enduring expertise in credit and property markets equips him with a nuanced ability to assess risk, structure investments, and deliver performance across a range of property-backed private credit opportunities. At Oterra Capital, he has assembled a team with deep experience across investment strategy, credit risk, capital raising, and portfolio management - benefiting the evolving needs of sophisticated investors.

Our Investment Management Experience:

Adam Smyth and Alan Poole have built trusted relationships with both investors and wealth advisors over several decades.

$5 Billion

MANAGEMENT OF PRIVATE CLIENT INVESTMENT FUNDS

The management of 2,000 private clients invested across all asset classes within Australia's premier private wealth providers. Management of distribution, compliance and operating custodial services.

$550 Million

ORIGINATED LOANS

70 new private credit loans secured by residential, land, industrial, commercial, retail (non-construction & construction).

$275 Million

INVESTMENT PORTFOLIO

Actively managed in excess of $275 Million in private credit mortgage investments whilst delivering a superior performance return to investors.

ZERO

INVESTOR LOSSES

Exceptional risk management with ZERO losses to investors. Risk management and selectively originating the right loans are a critical and fundamental pillar of the business. Oterra Capital co-invest alongside our investors – sitting side by side with our investors all the way.

10.00% - 12.50% pa investor return paid monthly

SUPERIOR INVESTMENT PERFORMANCE

Market leading performance that has consistently delivered investor yields ranging from 10.00% to 12.50% pa paid monthly. Mortgage investment funds that consistently balance risk for return.

100%

100% FOCUSED ON BUILDING TRUSTED PARTNERSHIPS WITH OUR INVESTORS AND WEALTH PARTNERS

Oterra Capital is an investment fund that is 100% focused on protecting and preserving our investors funds. Our fund understands the trust our investors and wealth partners are placing in our ability to manage their investment funds. We appreciate and value that we are the custodians of your investments which is at the core of everything we do as investment managers.

Why consider investing in Private Credit?

The private credit market has matured over the years whereby the majority of sophisticated investors hold private credit investments in their investment portfolios.

Within the Australian banking market, there has been a clear directive from the banks' leadership to simplify, reduce funding costs and focus on core markets. It's clear that the Australian banks are withdrawing from the commercial property and property development markets which has created an opportunity for private credit funds to fill this void. In addition, the vast banking expertise has been transferred to the private credit funds.

> *"While private credit has been around for decades, it is experiencing a so-called golden age for two reasons. The first is that a tightening of global capital rules has forced the banks to curtail lending, and in Australia, that has been most acute in the property sector. The second has been a demand among investors for high and reliable income that private credit pitches."*
>
> **JONATHAN SHAPIRO**, SENIOR REPORTER,
> *THE AUSTRALIAN FINANCIAL REVIEW*

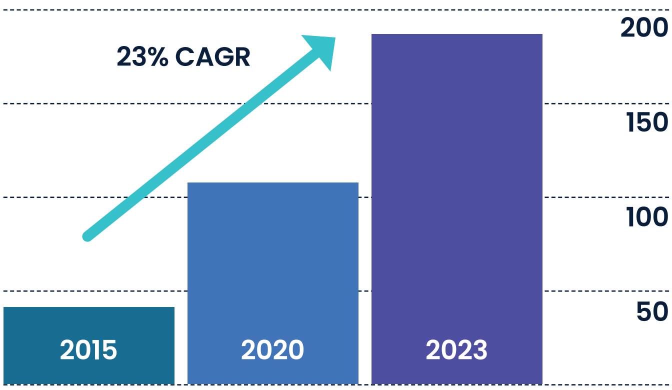
As the Australian banks retreat from this important property segment, it creates opportunities for private credit funds to capitalise. The market dynamics have forever changed and resulted in a systemic long-term dislocation that cannot be reversed.

Quality borrowers seeking commercial or development funding have now established strong relationships with private credit funds to take advantage of their skills, flexibility and expertise.

Investors have responded to the structural change within the Australian banking market and see an investment opportunity that is attractive given:
- Preservation of capital through registered mortgages
- High yielding investments with monthly distributions
- Fixed returns over the investment term
- Deep credit and risk experience within private credit funds
- Transparency in understanding where funds are invested with contributory mortgage funds
- Mature asset class that is well understood by sophisticated investors
- Important inclusion in an investors asset allocation strategy given its defensive nature

Given the attractiveness of the private credit market, the industry has experienced significant Compound Annual Growth Rates (CAGR) since 2015. The CAGR has been at 23% between 2015 to 2023 as depicted below:

AUSTRALIAN PRIVATE CREDIT MARKET GROWTH ($B)



Graph from Australian Financial Review (Aaron Weinman & Jonathan Shapiro – 1st July 2024)

Whilst the Australian private credit market has grown significantly, investors continue to seek investment opportunities that deliver high stable yields where they can preserve their capital.

Investors have been allocating capital to private credit investment funds as part of their asset allocation and investment strategies for some time now. Private credit is now considered a mature asset class which is expected to grow, given that the US and Europe markets have embraced this asset class for decades. The adjoining commentary brings to life how much further the private credit market are expected grow:

> *In reality, the asset class is far more nuanced, and this is most apparent when you consider the banking sector in Australia in comparison to the USA and Europe.*
>
> *In Australia, major banks handle 90 per cent of corporate lending, with private credit providers accounting for around 10 per cent. In contrast, other major markets often see the reverse trend.*
>
> *In the USA and Europe, it's almost the exact opposite. Approximately 84 per cent of corporate lending is done by private credit providers, with around 16 per cent done by the banks*

NEHEMIAH RICHARDSON, CEO PENGANA GROUP,
INVESTOR DAILY – PENGANA GR

Given that private credit is an asset class here to stay, it's time to partner with Oterra Capital to unlock the benefits of real estate private credit investing.

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Why Invest in Oterra Capital Mortgage Investments?

1. Broad range of market leading investments:

- Oterra Capital have built strong relationships with property owners and developers. Whether they are repeat borrowers or new to Oterra Capital, they gravitate to the business given our professional mindset and lending sophistication. This ensures Oterra Capital are originating high quality investments that appeal to our investors and wealth partners.

2. Strong credit expertise and due diligence process:

- The team at Oterra Capital are seasoned and highly experienced investment managers and bankers. At the heart of it, Oterra Capital are a team of former bankers who are the custodians of our investors' funds and we take this responsibility very seriously.
- The Directors have worked through 30 years of property cycles and managed complex lending portfolios.
- Deeper diligence and sharper risk insight. We go further than industry standard, applying rigorous due diligence, demanding more from borrowers, and leveraging decades of experience to identify hidden risks and close gaps others miss.

3. Oterra Capital co-invest alongside our investors:

- Oterra Capital sit side by side with our investors all the way.
- When Oterra Capital originate an investment, we believe in its merits and credit quality.
- Oterra Capital has a policy of co-investing in Oterra Capital investments.

4. Control where you invest:

- Oterra Capital provides investors with an opportunity to build a portfolio of single investments and control where their funds are deployed. Investors can choose between geographic locations, lending to valuation ratios, investment returns and investment terms.
- Deploying your capital into a variety of Oterra Capital investments can build diversification into your investment portfolio whilst controlling where your funds are directly invested.

5. Fixed returns paid monthly with no investment fees:

- All investment distributions are paid monthly.
- The fixed investment returns provide certainty and clarity to our investors over the investment period.
- Oterra Capital contributory investments do not incur a portfolio management fees, entry fees, exit fees or rollover fees.

6. Building deep and enduring investor relationships:

- The Oterra Capital team will engage with all investors on a regular basis to provide investment updates and broader market insights.
- When investments are released to the market, we undertake to engage with all investors to provide insights and transparency to all investors.
- Oterra Capital have a dedicated and highly professional team that are focused to help you with investment queries, tax reporting and discussing various upcoming investment opportunities.

Investment Opportunities

Oterra Capital operates within an ASIC approved Australian Financial Services Licence (AFSL). We are licenced to provide funding for non-construction and construction purposes which can be secured against the following property classes:

- RESIDENTIAL
- COMMERCIAL
- INDUSTRIAL
- RETAIL
- LAND SUBDIVISIONS

Oterra Capital is a national business with representatives located in Sydney and Melbourne which allows us to have boots on the ground along the Australian eastern seaboard.

Our investors can invest with trust – our team has a vast knowledge base and extensive investment experience. Oterra Capital has built a culture of protecting our investors whilst ensuring they can leverage the attractive yields of secured private credit investments.

Oterra Capital provide discrete singular investments that are directed to specific security properties. Our investors can build a unique investment portfolio through our contributory mortgage fund whilst still fully understanding how their capital is deployed.

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The parameters of the various Oterra Capital contributory mortgage investments are detailed below:

- *investment returns are paid monthly*
- *current investment returns range from 10.00% to 12.50% pa*
- *investment returns are fixed for the duration of the investment term*
- *investment terms range from 6 months to 24 months*
- *lending to valuation ratios typically range from 45% to 70% depending on the underlying risk profile and security location*

Previous Oterra Capital Investments

PROJECT:
ARMSTRONG CREEK PASSIVE LOAN

SECURITY:

Residential land with Development Approval
(252 residential blocks)

LOAN PURPOSE:

Provide time to perfect the planning permit and secure presales

LOAN AMOUNT:

$17.55m

LVR:

Class A Units 55%
Class B Units 61%

LOAN TERM:

12 months

INVESTOR RETURN:

Class A Units 10.70% pa paid monthly
Class B Units 12.50% pa paid monthly

PROJECT:
GEELONG CONSTRUCTION LOAN

SECURITY:

Residential land with Development Approval
(52 residential blocks)

LOAN PURPOSE:

Provide construction funding to subdivide 52 residential blocks

LOAN AMOUNT:

$10.2m

LVR:

Class A Units 55%
Class B Units 65%

LOAN TERM:

12 months

INVESTOR RETURN:

Class A Units 10.50% pa paid monthly
Class B Units 12.00% pa paid monthly

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PROJECT:
DUBBO INDUSTRIAL PASSIVE LOAN

SECURITY:

Industrial land located
within Dubbo

LOAN PURPOSE:

Provide funding to hold land and seeking Development approval

LOAN AMOUNT:

$6.5m

LVR:

Class A Units 55%
Class B Units 65%

LOAN TERM:

18 months

INVESTOR RETURN:

Class A Units 10.25% pa paid monthly
Class B Units 12.00% pa paid monthly

PROJECT:
GRANTVILLE MIXED USE PASSIVE LOAN

SECURITY:

Mixed Use land

LOAN PURPOSE:

Provide funding to hold land and seeking Development Approval

LOAN AMOUNT:

$1.5m

LVR:

Class A Units 50%

LOAN TERM:

12 months

INVESTOR RETURN:

Class A Units 10.25% pa paid monthly

FAQs

ARE THE INVESTMENTS FOR WHOLESALE/ SOPHISTICATED INVESTORS OR RETAIL INVESTORS?

Our investment fund is specifically focused on sophisticated and wholesale investors. Our application process is straightforward and our investment team would appreciate the opportunity to meet in person so we can better understand your investment needs.

CAN INVESTORS DIVERSIFY THEIR INVESTMENTS?

Yes - whilst Oterra Capital originates contributory investments, you can invest over a range of investments to diversify your capital. Diversification can be achieved through different securities, investment terms, borrowers, investment yields and Lending to Valuation Value Ratios.

DOES OTERRA CAPITAL PROVIDE TAX REPORTING?

Yes – within one fortnight after the 30th June Oterra Capital will provide full tax reporting on your investments in that financial year.

ARE THERE ANY FEES ASSOCIATED WITH YOUR INVESTMENTS?

Oterra Capital do not charge our investors fees. There are NIL entry fees, NIL investment management fees, NIL exit fees and NIL rollover fees.

ARE INVESTORS MANAGED BY SPECIFIC INVESTMENT DIRECTORS?

Yes – at Oterra Capital we firmly believe in one-to-one relationships. Our team will build a longstanding relationship in which they will understand your investment preferences and provide you with general advice.

Oterra Capital Investment Directors are empowered to regularly meet in person to update our investors on the performance of their investments.

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Contact Us

HAVE QUESTIONS OR NEED MORE INFORMATION?

Our team are here to help. Contact us today to discuss your investment requirements and discover how Oterra Capital can support you with your investment requirements.

ALL ENQUIRIES:

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Privacy Policy

At Oterra Capital, we are committed to protecting your privacy. Our Privacy Policy outlines how we collect, use, and safeguard your personal information. Please email the team if you require our Privacy Policy document.