

## UNIVERSAL STORAGE TRUST

The Universal Storage Trust (UST or the Fund) is an open ended fund for investors seeking returns in the self storage sector, a property asset class with attractive investment fundamentals.

The Fund seeks to provide investors with total annual returns in excess of 10%<sup>1</sup> (after fees) over the life of the Fund, comprising capital growth and quarterly distributions.

The investment mandate is to invest in self storage businesses, and related businesses, in markets where the Manager sees an opportunity to achieve the investment objectives of the Fund.

## SWIFT STORAGE

The Fund's initial investment is in a new self storage business - Swift Self Storage (SWIFT).

SWIFT adopts a full online business model, with customers renting their units online and accessing their units via a secure Bluetooth enabled "App" on their mobile devices.

SWIFT will develop new self storage centres, starting with 10 centres, with a vision to roll out 30+ centres all across Australia.

The Fund will have a 100% ownership in SWIFT, including the properties, business, and intellectual property of the brand.

## SIMPLE. SMART. SWIFT.



Customer needs to store their stuff.



Search engine results will target and connect the customer to SWIFT.



Customers can reserve units and pay online 24/7 via a minimal click, customer centric online platform.



Customers access their units with their smart phone using secure NOKE technology.

<sup>1</sup> Target Returns are in respect to the Fund following its establishment period of 2 years. In the initial establishment period of the Fund, returns may be below the above targets as the Fund establishes its portfolio and the returns from income producing assets may be diluted by investments made into developments and other property with low or no recurrent income initially. Information in this flyer is preliminary in nature. Information to be finalised in the Information Memorandum.

# WHY INVEST IN SWIFT?



## ATTRACTIVE FUNDAMENTALS

- Highly cash generative with low ongoing capex requirements (stabilised EBITDA margins of 60-70%).
- Funds stable distributions and leverage.
- Resilient performance through economic downturns (GFC & COVID-19).
- Continued institutional appetite in the sector.
- Low tenancy risk from broad and diversified customer base.



## SELF STORAGE MARKET

- Occupancy is at record highs across the Australian industry, presenting the opportunity for more supply and rental rate growth into the future.
- Demand for storage remains strong, with COVID-19 accelerating demand and product recognition over this period.
- Accelerating trends of working from home (WFH), e-commerce and micro-logistics have all increased the demand for storage.



## BUSINESS MODEL

- Opportunity to invest in a self storage business pioneering the automation and remote operations of self storage in the Australian market. The concept is proven in USA with Europe at the early adoption phase.
- Recent advancements to internet bandwidth (5G), new software to facilitate 'contactless' transactions and the development of new centrally controlled smart access system (NOKE) has created this opportunity.
- Advantages of no legacy technology systems.



## INVESTMENT RETURNS

- Investment returns are via capital appreciation of the underlying storage centres and income distributions generated from storage unit rentals.
- Strategy to build scale to maximise investor returns.

## NOKE

- ("No Key") was developed by Janus International, the largest self storage manufacturing company in the world. Janus is listed on the NASDAQ stock exchange.



SCAN TO VIEW THE NOKE TECH HERE



# SWIFT LOCATIONS

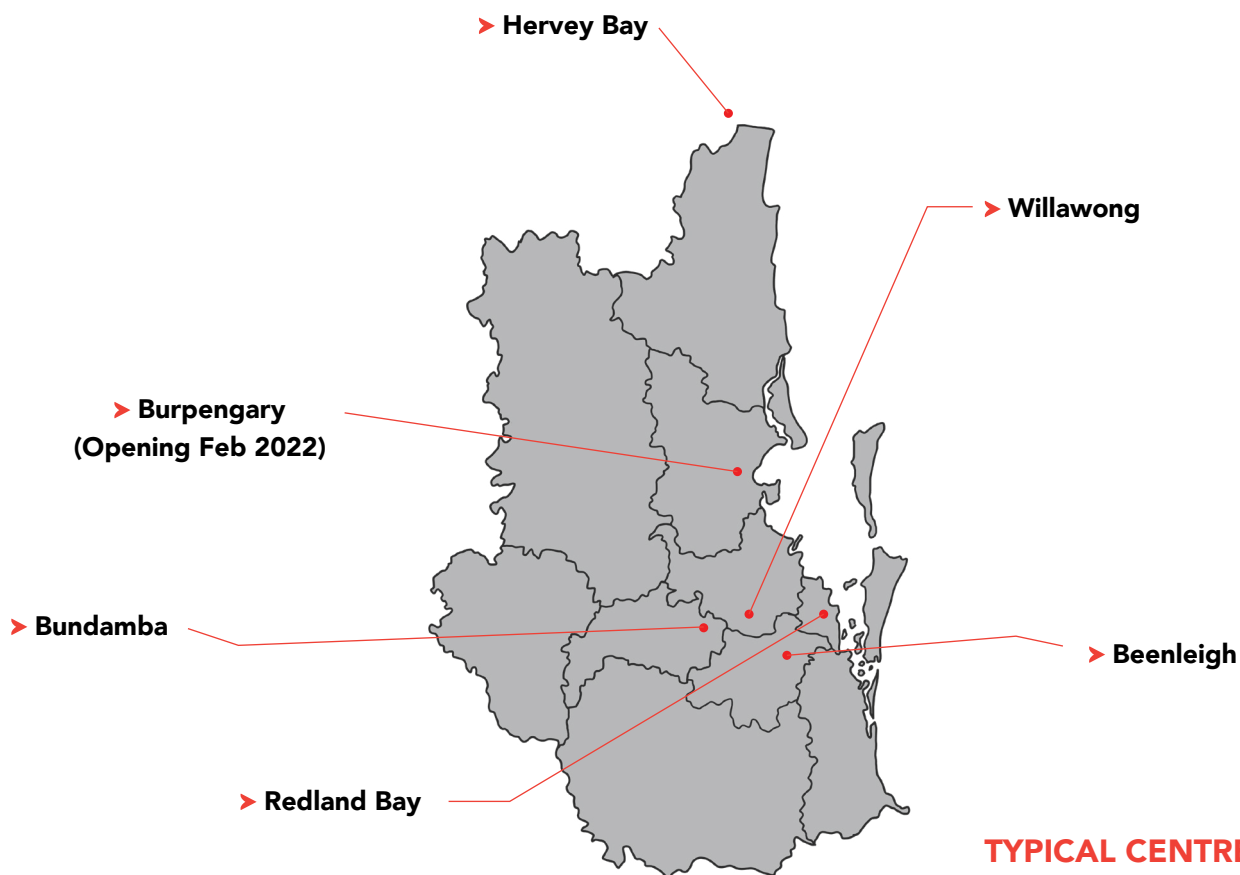


## CENTRES

- Located in high forecast population and housing development growth corridors: centres will be initially located in QLD, with a vision to expand to 30+ centres across Australia.
- 6 sites contracted - see map
- 3 sites under due diligence

## INITIAL 6 SITES TO SEED THE FUND...

A VISION TO  
EXPAND TO 30+  
CENTRES ACROSS  
AUSTRALIA



## TYPICAL CENTRE PARAMETERS:

**Land price:** \$1m-\$1.6m

**Building Cost:** \$2m-\$3m

**Land size :** 3,000sqm - 4,000 sqm

**Net lettable area (NLA):**

1,500 sqm - 2,500 sqm





# HOW SWIFT COMPARES



**swift**  
STORAGE

VS



## SWIFT vs Major Operators

### All single level drive ups

the most desired units for customers rented at a premium.

### Smaller sized centres

shorter construction period and faster operating trade up.

### Technology driven centres

no on site managers – reducing overheads.

### Marketing 100% online

and in local catchment.

**swift**  
STORAGE

VS



## SWIFT vs Small Independent Operators

### Online and secure payment platform

with 24/7 convenience.

### Dynamic pricing principles

based on availability  
(e.g. hotel and flight bookings).

### Technology smart access

via mobile phone technology.



# USS FUND FACTS



<b>Fund Type</b>	➤ Unlisted, unregistered, open-ended unit trust.
<b>Fund Manager</b>	➤ Universal Self Storage Funds Management (USSFM).
<b>Fund Start Date</b>	➤ Targeting December 2021.
<b>Investors</b>	➤ Wholesale investors only, as defined under Section 761G of the Corporations Act.
<b>Minimum Investment</b>	➤ \$250,000 or at the discretion of the Trustee.
<b>Capital Raising</b>	<ul style="list-style-type: none"><li>➤ Initial capital call (ICC) - \$30m committed capital:<ul style="list-style-type: none"><li>➤ \$15m of Equity.</li><li>➤ \$15m of Loan Notes, paying quarterly coupons converting to equity once the ICC is fully drawn or at the Managers discretion, however not longer than 24 months after the Fund Start Date.</li></ul></li><li>➤ Unit holders will invest in a stapled security, with ownership split pro-rata between units and loan notes (1:1).</li></ul>
<b>Allocation of funds</b>	➤ Develop the first 6 centres (each centre's Total Development Cost (TDC) is ~\$3.5 - \$4.5m) with surplus funds invested into business operations and used to develop more centres.
<b>Debt</b>	➤ Debt will be used to re-capitalise SWIFT in the Initial Term to fund future development roll out.
<b>Initial Term</b>	➤ Open end with initial investment period to 30/06/2027.
<b>Redemptions</b>	<ul style="list-style-type: none"><li>➤ No redemptions from the Fund will be permitted during the Initial Term.</li><li>➤ Redemption facility available at the end of the Initial Term and each subsequent 5-year anniversary.</li><li>➤ Redemptions outside window at Manager's discretion.</li></ul>
<b>Distributions</b>	<ul style="list-style-type: none"><li>➤ Targeting quarterly in respect of the March, June, September, and December quarters, following the fund's establishment period of 2 years.</li><li>➤ Because the Fund will be predominantly investing in development assets that do not initially generate income, these distributions may vary, particularly in the Initial Term of the Fund.</li></ul>
<b>Management Fees</b>	<ul style="list-style-type: none"><li>➤ Development management fee of 3% of TDC.</li><li>➤ Performance fee of 20% above an IRR hurdle of 10% p.a. over each five year performance period.</li><li>➤ More details set in the Information Memorandum.</li></ul>
<b>Staged Closings</b>	➤ Following the draw down of the ICC, the Fund will open periodically to raise capital as new self storage investment opportunities are identified.
<b>Co-investment</b>	➤ Significant co-investment from founders and team members of the manager to ensure alignment of interests.





# USS - FUND MANAGER



## USSFM

- Fund manager and developer focused solely on investing in self storage in global markets
- Over \$350m of Assets Under Management (AUM) across UK, Australia and South Pacific prior to recent exits
- Successful investment partnerships with market leading operations Big Yellow Group UK, National Storage and Storage King
- 50+ years of industry experience
- Founders and Fund management team will co-invest and be significant investors in UST
- More information: <https://ussfm.com.au/>

## 9 DEVELOPMENT PROJECTS COMPLETED 25 CENTRES ACQUIRED SINCE 2014

REALISED INVESTMENTS				
Fund	USSFM Role	Size	Returns	Year
USS1 	Equity arrangement Investment Manager Controlling Shareholder	19 Centres \$128m (Gross asset value)	Equity IRR of 31% Money multiple of 5.8x	2014 – 2021
USS2 	Equity arrangement Investment Manager Controlling Shareholder	6 Centres \$77m (Gross asset value)	Equity IRR of 20% Money multiple of 2.5x	2015 - 2021
Helensvale Syndicate 	Developer Debt arrangement Investment Manager	2 Centres \$41m (Gross asset value)	Equity IRR of 31% Money multiple of 6.4x	2013 – 2021
Prime Storage Fund 	Equity arrangement Developer Investment Manager Controlling Shareholder	4 Centres \$77m (Gross asset value)	Equity IRR of 13% Money multiple of 1.43x	2015 - 2019

## RECENT INVESTMENT EXITS GENERATED RETURNS OF 20-31% P.A. FOR INVESTORS

# INTERESTED IN SWIFT?

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**Express your interest via  
clicking, tapping or scanning  
the QR code above by  
31st October 2021**

Complete personal details and in the  
message box type:  
"Register for Information Memorandum"

\*Any final investment will be subject to the terms of the  
Information Memorandum.

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