



**ANGAS**  
prime

# INVESTOR NEWS

SUMMER 2024

**NEW 6.5%** P.A.\*  
TARGET RATE

## You can prosper in supportive market

**Angas Prime has lifted its target to a base rate of 6.5% p.a.\* up rising to a top rate of 8.0% p.a for Angas GOLD.**

As the portfolio of first mortgage loans are repaid and new loans are advanced at higher lending rates, there may well be scope for the target rates to be further adjusted upwards. The returns paid to investors are dependent on the fixed interest loan terms that are negotiated. The market environment has improved markedly for Angas Prime with benefits flowing through to you. There are two reasons for these improved market conditions.

First, movements in Official Interest Rates by the Reserve Bank of Australia have been markedly upwards. Unlike the residential housing market, the correlation is less immediate. Angas Prime's mainstream borrowing base comprises commercial property owners and developers. They have enjoyed low interest rates and were reluctant to accept increases, especially when there were plentiful alternatives. By the second half of 2023, their attitude had changed as market circumstances had changed. Higher rates were being accepted. This has flowed through to higher returns being paid to Angas Prime investors.

Secondly non-bank funding sources have contracted so there is less money available in the market for lending to commercial property owners and developers. Lending sources are either retail funded or capital market funded. Angas Prime is a retail fund. Individuals invest their money with Angas Prime which then lends on first mortgage fixed interest terms. Some of Angas Prime's competitors have sourced their loan funds from the

capital markets, often from local subsidiaries of off-shore banks. These credit lines delivered funding at a lower cost than a retail fund. This made their lending rates more attractive to borrowers. No longer. Many of these capital market funding sources have dried up. Those that remain have lost their competitive advantage.

You will have read of US banks failing last year as depositors withdrew their funds. Likewise in Europe, Credit Suisse sought to be absorbed by its major rival, UBS as depositors withdrew their funds. Bank depositors merely lend their money to a bank without security. As these US and European funds had less money to lend, their credit lines to faraway Australia dried up. Competition contracted. You can benefit when you invest with Angas Prime.

**Angas Prime can negotiate higher interest lending rates without compromising on credit quality. Angas Prime investors can prosper in these supportive market conditions.**



*Loan to development site in Cottesloe, WA.  
Repaid December 2023.*

# Angas Announcements

## Natalie Gatis elected to the Board of Directors

Natalie Gatis, Chief Executive Officer of Angas Securities was elected to the Board of Directors at the Annual General Meeting of Shareholders held in November 2023.

Natalie is a highly qualified practicing lawyer with many years of professional experience. This includes the past eight years working at Angas Securities where she has held a range of key management positions. Prior to joining Angas Securities in an executive capacity, Natalie practiced as a solicitor at national law firm Thomson Geer assisting major lending institutions. Natalie brings strong commercial aptitude to the Board arising from her CEO role and management experience with Angas Securities.

Angas Securities Executive Chairman Andrew Luckhurst-Smith said that Mrs Gatis' expertise is ideally suited to her additional role as the company looks to capitalise on favourable market conditions. "Angas Prime relies on a strong internal culture to remain prosperous and successful. Importantly, Natalie has

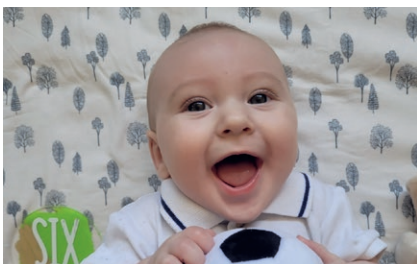
the great advantage of being well integrated in the company's culture, having been here for the past eight years" Mr Luckhurst-Smith said. Mrs Gatis is looking forward to taking the next step

in her career and believes her industry knowledge will be an asset to Angas Prime. "The opportunity to become Director as well as Chief Executive Officer represents an exciting next step for me. My professional and academic career has provided me with extensive experience and a strong foundation of knowledge that I believe I can build upon to drive continuous operational improvement, increase revenue and maintain sound returns for Angas Prime investors."



*Pictured: Natalie Gatis  
Director & Chief Executive Officer*

## Blythe Woods returns from maternity leave



Angas Prime welcomes the return of Blythe Woods from maternity leave. Ever smiling, Blythe has thrived in her role as mother to Ruairi (pictured) born on 8 July 2023.

Blythe loves her role as Investor Relations Manager in the Adelaide Office assisting Angas Prime investors. As with her counterpart in the Perth Office, Linley Vogel, Blythe truly does have a relationship with "her" investors as you will know.

## Randal Williams plays classical piano at Adelaide's Elder Hall

Amongst the many accomplishments of Angas Securities Director Randal Williams, is his talent as a musician. This was on display at Elder Hall on 19 January 2024 when Randal played Leroy Anderson's *Piano Concerto* and Gerald Finzi's *Eclogue* for piano and string orchestra with the Australian Youth Orchestra. This Orchestra has a reputation for being one of the world's

most prestigious and innovative training orchestras for young pre-professional musicians. Randal observes that it has been his privilege to play with this wonderful group of young musicians on a couple of previous occasions. The Australian Youth Orchestra is undertaking an international tour in 2025 when it will be performing in some of the great concert halls of the world.

Playing at the Elder Conservatorium of Music took Randal back in time, as it was there that he had his first serious piano lessons as a young teen with the virtuoso British pianist and pedagogue, Professor Lance Dossor. Randal graduated from the Elder Conservatorium with a Bachelor of Music to add to his Degrees in Law and Commerce.



*Pictured: Randal Williams  
Non-Executive Director*

# Guarding against being scammed

**It seems that each week there is a story in the media about someone who has been relieved of their life savings through a scam or a fraud. These tricks range from the simple and easily spotted to the very sophisticated.**

When responding to marketing material seen on-line, in print or even via word of mouth for investment products you should always check for the following features:

- 1 Does the organisation offering the investment product hold an Australian Financial Services Licence Number (AFSL No.)? This can be easily verified by going to the Australian Securities & Investments Commission (ASIC) website ([www.asic.gov.au](http://www.asic.gov.au)) and searching for the number under "AFS Licensees".

**Angas Securities, as responsible entity for the Angas Prime Income Fund, holds AFSL No. 232 479.**

- 2 Does the organisation offering the investment product have an up-to-date Product Disclosure Statement (PDS) that sets out in full the terms and conditions of the investment product?

**Angas Prime's PDS can be readily accessed by phoning 1800 010 800 and requesting a copy or by downloading it directly from the website at [www.angasprime.com.au](http://www.angasprime.com.au)**

- 3 Does the organisation offering the investment product to you provide a Target Market Determination (TMD) that assists you to decide if the product being offered is right for you? Remember, if you don't understand how an investment product generates its income or the risks involved, then the product may not be right for you.

**Angas Prime's TDM is available on its website at [www.angasprime.com.au](http://www.angasprime.com.au) or by phoning 1800 010 800 and requesting a copy.**

- 4 If someone calls you directly to discuss an investment product or financial transaction, and you aren't sure that they are legitimate, hang up and look for the number of the organisation in print or online. A genuine company will have no problem with you ringing them back on their advertised number.

**Angas Prime has a dedicated Investor Relations Team who are available by telephone or in-person at one of our offices.**

- 5 When making an initial deposit of funds either into an organisation's bank account via electronic funds transfer (EFT) or by depositing directly, it is good practice to phone and check that you have the correct bank details. Make sure you're talking to someone you can trust. Once you have successfully made the initial deposit of funds, be very wary if you subsequently receive instructions to deposit funds into a different account.

**Angas Prime accepts investment funds into one bank account only via Bpay, EFT or cheque. It does not accept cash under any circumstances. All investors receive a Unit Holding Certificate detailing the amount of their investment and its maturity date.**

Angas Prime has well-developed practices and procedures in place to mitigate fraudulent activity. Further, it adheres to the Anti-Money Laundering and Counter-Terrorism Financing Act (Cth) regarding the requirements to open an investment, update information, and the handling of personally identifiable information. All digital information is protected by robust cybersecurity measures.

**Remember, if in doubt, call ANGAS and check it out!**

## ADELAIDE

Level 14, 26 Flinders Street,  
Adelaide SA 5000

Phone 08 8410 4343

## PERTH

Suite 12, 448 Roberts Road,  
Subiaco WA 6008

Phone 08 9380 4983

## LAUNCESTON

46-48 George Street,  
Launceston TAS 6008

Phone 1800 010 800

## REGULATORY ADVICE

### APPLICABLE TO ALL INVESTMENTS OF THIS NATURE:

The investment offer is contained in the current Product Disclosure Statement (PDS) which should be read carefully before investing. The Target Market Determination is available under the "For You" section on [angasprime.com.au](http://angasprime.com.au). An investment in Angas Prime is not a bank deposit. There is a risk you could lose some or all of your principal and that you may receive lower than expected returns.

\* Based on a Target Rate of 6.5% p.a. The Target Rate for your investment is not fixed and may fluctuate up or down during the term of your investment

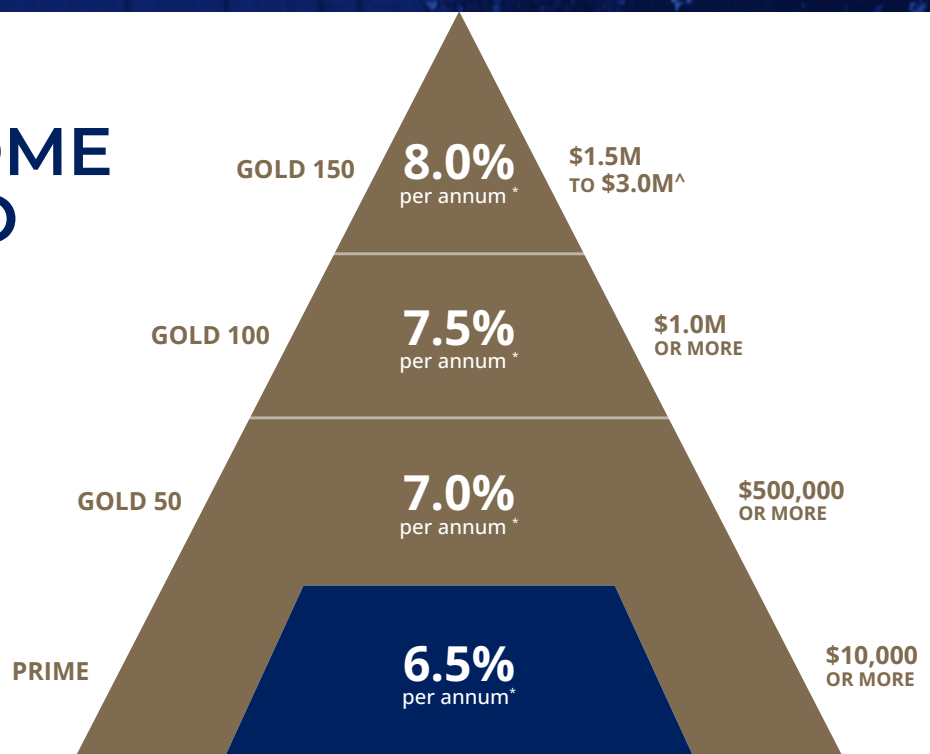
\*\* There may be certain limitations on your ability to withdraw from the Fund at the end of the term and withdrawal requests may take up to 12 months to process

^ Other terms and conditions apply

## EARN AN INCOME RATE OF UP TO

# 8.0% p.a.\*

Contact us to find out  
if you qualify for  
**ANGAS GOLD**



INVESTOR SERVICE LINE

# 1800 010 800

Angas Securities Limited  
ACN 091 942 728  
Australian Financial Services  
Licence No 232 479