



## CASE STUDY - EQUITY



### BACKGROUND

- Management identified an opportunistic development land parcel in Donnybrook in northern Melbourne. The site of 271Ha is strategically located next to major land owners that would commence development in the short term. The land was identified as future residential development. Management brought in Villa World into a joint venture and purchased the land and has progressed planning.
- It is anticipated the site will deliver c.2,500 allotments over time.

### STRUCTURE

- The investment has been made in joint venture with Villa World as equity.

### MANAGEMENT ACTIVE APPROACH

- Management procured the opportunity and introduced the JV partner to the transaction. Management has also been active in the planning and project strategy and arranged senior debt finance.

### PERFORMANCE

- The project is now in a formal planning process and has increased in value by 35% from the time of acquisition.
- Upon planning approval the valuation is expected to increase considerably.

| TRANSACTION                          | CHARACTERISTICS | INVESTMENT SIZE | INVESTMENT PERIOD | FORECAST INVESTMENT IRR |
|--------------------------------------|-----------------|-----------------|-------------------|-------------------------|
| STRATEGIC ACQUISITION AND REPOSITION | EQUITY          | \$9 MILLION     | 24-36 MONTHS      | +30% p.a.               |