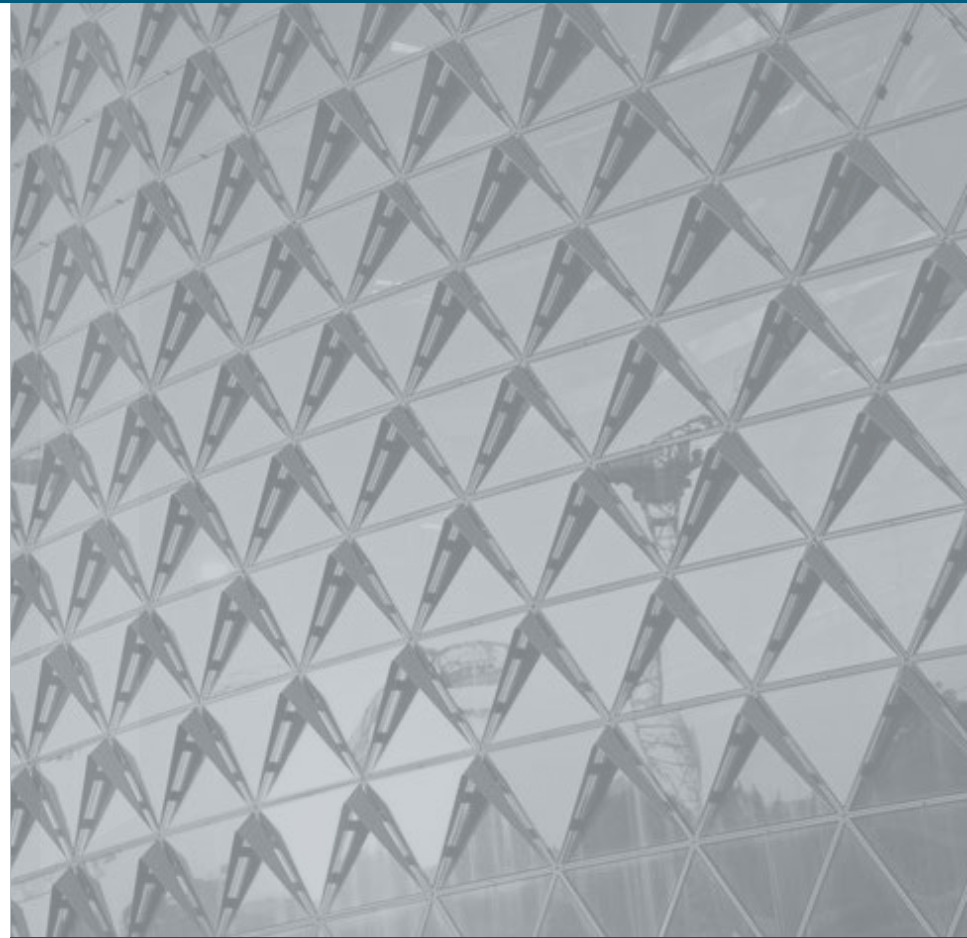




VITAE
CAPITAL

COMMUNITY | IMPACT | LIFE

Property Capability Statement



Vitae Capital, an Australian owned company, operates nationally and delivers services in Property, Investment and Ventures.

www.vitaecapital.com.au

Who we are

“

We are a private equity group creating culturally and financially aligned investor communities across property, investment and ventures.

”



VITAE CAPITAL

Ph: +61 7 33600851 | info@vitaecapital.com.au

What we do

Vitae Capital, an Australian owned company , operates nationally and delivers services in Property, Investment and Ventures. Vitae Property, a wholly owned subsidiary of Vitae Capital, provides the following services:

DEVELOPMENT

Properties range from \$5m to \$100m in value across the Eastern States and Territories.

Our areas of specialisation include:

- Residential;
- Office and Mixed Use;
- Retail (neighbourhood and convenience shopping centres);
- Special Purpose; and
- Institutional and Research sectors

We use our experience and extensive networks from over 75 years of collective and relevant experience of its directors to seek, secure and deliver unique projects that meet investor goals and incorporate innovative firsts for the communities in which we operate.

SYNDICATION

Syndicates pool investor funds to enable access to larger and more sophisticated real estate than might otherwise be possible.

We leverage our expertise in development, legal structures, financial management and sales to deliver projects. Where appropriate we may engage strategic partners.

Our delivery approach uses a number of structures including Joint Ventures, Super Syndicates, Stand alone or we can act purely as Development Strategists.

ADVISORY

We provide advisory and governance services to Institutions, Governments and Private Sector Corporate Bodies nationally and in the Asia region.

Our extensive Development and Construction knowledge of complex projects and a variety of delivery methodologies allows us to provide services including:

- Board and Governance advice;
- Real Estate and Property Investment advice;
- Financial modelling;
- Master Planning & Development Strategy;
- Development Management & Principal Representative Services; and
- Capital v Whole of Life Financial Feasibilities.



Prior Director Experience

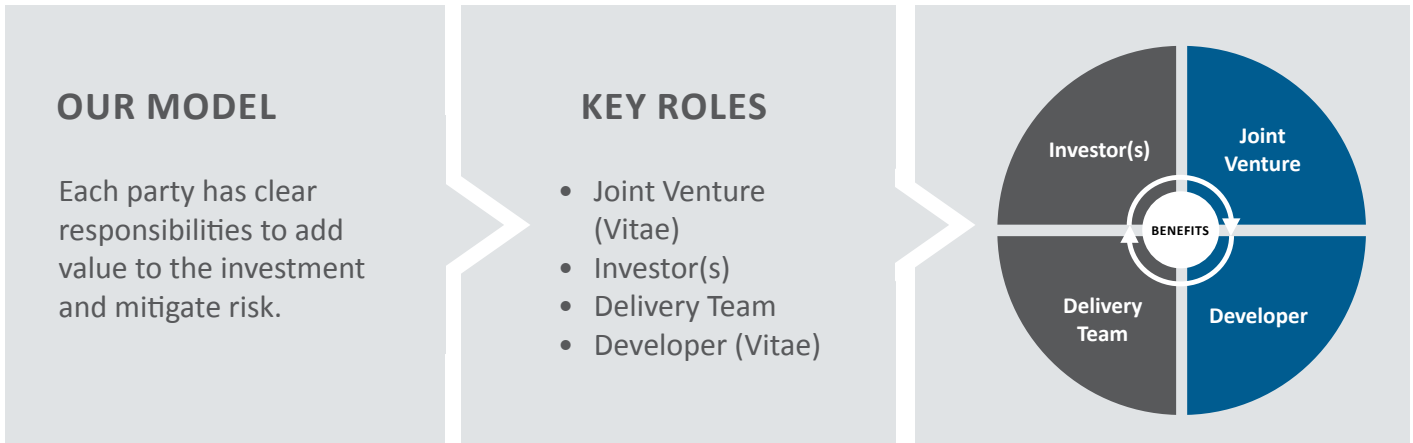


VITAE CAPITAL

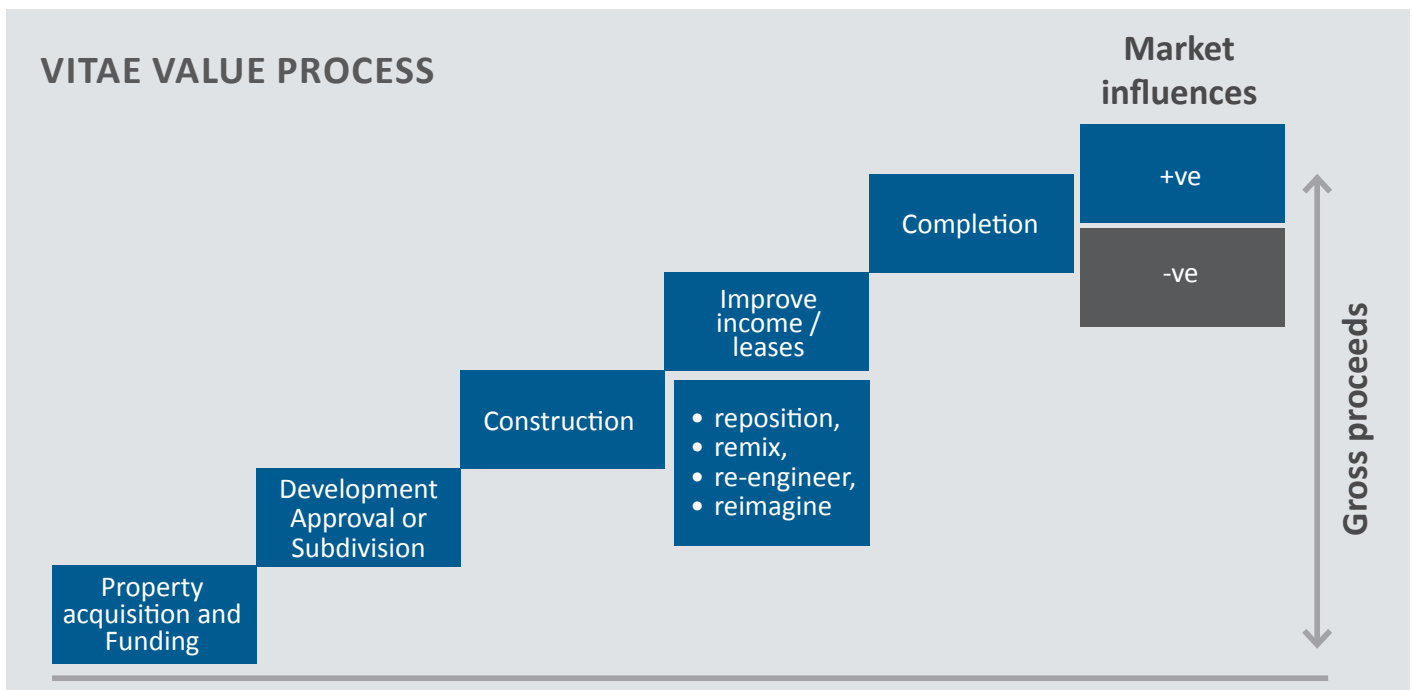
Ph: +61 7 33600851 | info@vitaecapital.com.au

Why us

Investors are guided through a pathway to ensure they are prepared before proceeding to invest.



Our syndicates add value to our properties by applying the following improvements.



This typically provides the best mix of stable, diverse property income while increasing the property value for enhanced capital return.



Investor Engagement

Vitae uses the 5 step **A-TEAM** framework to establish our syndicates:

1 **ALIGN OBJECTIVES**

The strategic objectives for the investment and a high level SWOT analysis is agreed at Investment Committee.

2 **TEAM UP**

The partners are confirmed with a heads of agreement that aligns incentives and benefits for all parties.

3 **EVALUATE**

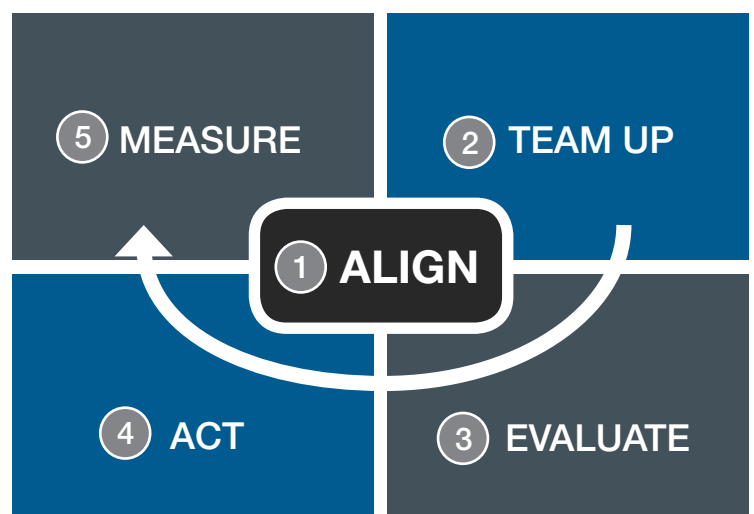
Vitae directs the due diligence, engages independent reviews and finalises the legal agreements required to engage all partners. This due diligence is used to complete the Information Memorandum and on board investors.

4 **ACTION INVESTMENT**

Investor equity, bank funding, legal agreements and the settlement of the property are completed within a Special Purpose Vehicle. A business plan is then provided to determine how the property, improvements and eventual exit are to be managed.

5 **MEASURE BENEFITS**

Regular investment control meetings with status reports are provided to confirm returns, property status and activities to improve value.



Our Criteria

We invest according to the following criteria:

RESIDENTIAL DEVELOPMENT (NEW BUILD)

- Annualised 20% return on equity as a base case
- Obtainable development approval with verifiable uplift of value
- Owner occupier properties are of high standard, in areas of limited supply
- Investor properties show strong income, growth and tax benefits
- Proven sales channels, with demand exceeding supply for product / location
- Strong rental demand
- Product is within 15% of median price for the area
- Quality builder with strong track record verified independently

COMMERCIAL / RETAIL PROJECT (EXISTING PROPERTY)

- Net 8% return on funds from existing asset as a base case
- Clear value add (sub division, renovation, expansion) option to return capital, grow yield or a mix of both
- Diverse, quality tenants with 8 year+ Weighted Average Lease Expiry (WALE)
- Use of specialist property managers
- Vitae as the ongoing investor representative

ALL PROJECTS

- Tier 1 or 2 bank funding on a limited or non recourse basis
- \$10m - \$50m in GRV
- Reasonable due diligence to deliver IM and raise funds to settle
- Delivered feasibility with independent review
- 10km of major population centers
- Use of Vitae agreements documents (joint review)
- Monthly project reporting
- Accountant, bookkeeper, lawyer, insurance engaged by Vitae
- Provision of quarterly market review analysis
- Agreed risk and dispute management processes
- Delivery processes and decision points documented



The Team

Medy Hassan

Co-founder medy.hassan@vitaecapital.com.au 0417 380 065



Medy is an expert in the property, investment and construction industry whose passion is collaborating to drive innovation, global excellence and sustainable, environmentally beneficial outcomes. With over 25 years' experience and having overseen \$3.5B of projects in the property and construction industry,

Medy has led state and national integrated property and construction teams working intimately with federal, state and local governments, major national institutions & private Investors, developing new forms of whole of life innovative project funding and delivery models for use nationally and internationally.

His background in leadership roles, corporate governance, executive management and strategic business development, means he understands first-hand the pressures and challenges senior leaders face. Medy believes in constant advances, flexibility and being nimble to customers' needs are the key to his continued success.

Phillip Nyssen

Co-founder phil.nyssen@vitaecapital.com.au 0439 937 976



Phillip has spent the majority of his career leading investment governance and project management of property, business, technology and government projects. More recently he has raised investment funds and represented investors in property syndicates worth over \$60m.

Through his business Property Joint Ventures and consulting career with McKinsey, Fujitsu Consulting, PricewaterhouseCoopers and Shape Consulting, Phillip has a core capability to represent improve business processes, engage stakeholders and empower investors through education and exposure to collaborative investment.

Phillip has a strong governance focus, analytical capability and passion for change management.

Daniel Flett

Co-founder dan.flett@vitaecapital.com.au 0421 775 989



Daniel has spent the last six years in the residential development sector in Canberra and in that period has developed over \$53m worth of property on behalf of investors.

In addition Daniel has been involved as Development Manager on behalf of the Ngambri Local Aboriginal Land Council where he was responsible for managing a process of extracting the highest and best use out of their land pool whilst managing the approvals process with a number of statutory bodies and in accordance with legislation (including the Aboriginal Land Rights Act).

Prior to this Daniel worked for a National Investment group in their Private Equity Team, responsible for managing the infrastructure assets of large Superannuation funds in Australia as well as participating in deal teams engaged to review asset acquisitions and divestments.

Mark Wist

Associate mark.wist@vitaeinvestment.com.au 0458 856 651



Mark's career spans more than 25 years and three countries, the past 15 years in Australia. Mark began his career as a property valuer and project manager. He then moved into research, consultancy and property management. After time in asset management, Mark refined his consulting skills across a broad range of jurisdictions and asset types, all the while participating in and contributing to industry groups and professional associations. More recently, Mark has been a wholesale property fund manager. Mark has now returned to consulting in his own business first established in 2009.

Among Mark's more pertinent experiences are investment analysis and evaluation; investment consultancy and asset and markets research; risk assessment and governance; corporate advisory and strategy creation/implementation; fund manager appraisal; equity and debt raising and treasury management and property due diligence.

Contact Us



Vitae Property Pty Ltd | Level 19, Waterfront Place, 1 Eagle Street, Brisbane QLD 4000
Ph: +61 7 33600851 | info@vitaecapital.com.au | www.vitaecapital.com.au