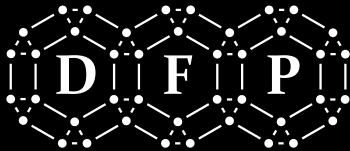




Our key capabilities



Development
Finance
Partners

*Turning plans
into reality*

About Development Finance Partners

THE FINANCE ARCHITECTS TURNING PLANS INTO REALITY

Development Finance Partners (DFP) are the leading industry experts in funding and partnering property developments and are unlike any other Advisory Firm currently operating in Australia, providing a complete end-to-end solution for our clients. We have a unique combination of specialist knowledge and practical experience with the Directors collectively facilitating over \$1 billion in funding packages for our clients.

DFP takes a hands-on approach, providing valuable advice and management support to resolve the challenges and commercial realities faced every day in the property finance sector.

We understand the frustrations faced by developers and utilise our real industry experience and proven methodology to show our clients how to maximise borrowings, structure their equity and overcome pre-sales hurdles.

This extensive expertise is brought to each client to provide the best possible outcomes.

DFP works with property developers, institutions, private and industrial property investors, commercial property investors, private equity, family offices, insolvency practitioners and fund managers to:

- Provide specialist advisory services and a complete end to end solution
- Structure and implement a tailor-made financing strategy to meet their needs regardless of the size or complexity of the project
- Leverage their equity to the most efficient level

- Complement or reconfigure development sites for institutions, achieving 'best possible use', resulting in those sites becoming buildable/fundable and profitable
- Turn loss-making sites with negative equity that were previously classified as a toxic asset into a buildable/fundable/profitable site.
- Provide specialist advisory services to:
 - Banks
 - Private and industrial property developers
 - Commercial property investors
 - Private equity
 - Family offices
 - Insolvency practitioners and fund managers

THE DFP DIFFERENCE

- We are a national organisation with a diverse range of skills in funding and partnering property developments. We have worked extensively across the commercial property finance, property development and strategic advisory fields in Australia.
- We have strong relationships with all of our underwriters, including major banks, financial institutions, mortgage investments scheme managers, builders, joint venture partners and several high net worth private investors.
- Our business model allows you to know as soon as practicable whether your application for funding has been approved, or if there are any issues and the application has been refused. We do not keep you waiting for months.

Our areas of expertise

| AREA OF EXPERTISE | ADDITIONAL INFORMATION |
|---|---|
| No Pre-Sales Finance | <p>DFP is now financing selected medium density residential developments with limited to no pre-commitments/pre-sales.</p> <p>This enables you to get your project confidently out of the ground faster, saving you valuable time and money. Bring your development profits forward by many months or more by starting your project sooner.</p> |
| Property Advisory Services | <p>DFP's Strategic Property Advisory division provides specialist advisory services to:</p> <ul style="list-style-type: none"> • Banks • Private and industrial property developers • Commercial property investors • Private equity • Family offices • Insolvency practitioners and fund managers |
| Workouts | <p>The scenario is all too common – a property development turns toxic, administrators are called in, and stakeholders lose out in an ensuing fire sale. Under these circumstances, it's imperative for developers to avoid a situation whereby an administrator has to offload a property for the best price they can get – when the receiver sells the asset, no one wins.</p> <p>The alternative approach from DFP involves a step-by-step process to identify key issues and risks with a project and then to devise a workout strategy in consultation with all stakeholders and ways to implement the plan.</p> |
| Senior Bank Lending | <p>This is more traditional, institution based lending, where the actual costs of the development are assessed and the lender will advance funds against costs. We have access to institutions that will lend up to 80% of the development's total cost as opposed to the hard costs (often equating to around 90% of hard costs). We will also recognise the value of the developer obtaining the development approval and improving the land's value as real equity.</p> |
| Mezzanine Lending | <p>Mezzanine funding is simply the term used for funding the gap between your primary or first mortgage and the total development costs. Mezzanine funding can often result in the full funding of the equity required to complete the project, the soft costs of the project and any ongoing charges and taxes payable during the course of construction.</p> |
| Private/Non Conforming Lending | <p>This is funding against the end value of the product, generally after deduction of the GST payable under the margin scheme. In this scenario the lender will largely disregard the actual cost of the development and will take a risk position against the completed value of the asset.</p> |
| Joint Venture Funding | <p>We partner with private high net-worth clients, public and private companies, and listed and unlisted property trusts. Funding is provided across the office, industrial, retail and residential sectors in most major capital cities.</p> |
| Design Construct and Finance Solutions | <p>Turn Key funding is a sophisticated funding tool, which allows our clients for larger developments to reduce the cash equity requirement needed, reduce pre-sale hurdles and moves the risk of delivery of the project to the builder.</p> |

Landmark projects



WOOLWORTHS MEDOWIE

\$16.4 million in funding secured from an off shore lender at 83% of GRV on a cost to complete basis for construction.

MORNINGTON PENINSULA

\$11 million in construction finance to complete a golf course development.



ITALIAN FORUM

\$54 million club facility incorporating a design, construct and finance solution incorporating 157 apartments, two levels of retail and commercial tenancies, 478 car parks, cultural centre and library.



SOPHIA HOUSE

\$20 million joint venture incorporating 109 student accommodation apartments.

THE GRID

\$14 million in construction debt and equity solution incorporating 39 residential apartments.



CITY QUARTER

\$300 million in construction finance settled over four years to finance the master planned redevelopment of the Royal Alexander Hospital for Children at Camperdown, NSW.



ALTRO

Funding to the construction of two residential apartment towers, with bridging between buildings on five separate levels under a D & C package provided through a senior lender at a LVR at 85% of TDC. \$41 million in funding.



THE OBSERVATORY

\$28 million in construction finance incorporating 76 serviced apartments.

RIVIERA MACKAY

Reconfiguration of DA for 42 luxury apartments to increase market appeal through to the completion of building, allowing 64 1- and 2-bedroom units to be built, improving the site value significantly. \$17 million in funding.



OCEAN BREEZE

\$20 million in construction finance incorporating 73 residential apartments and 13 retail and commercial tenancies.



AQUILON AND THE TERRACES

\$54 million in funding to complete the construction of 129 apartments and 12 luxury terraces under a D & C package provided through a senior lender at a LVR at 85% of TDC.

Meet the team



Baxter Gamble

Founder & Director, New South Wales Office

Baxter Gamble has 20+ years of practical experience in providing creative funding solutions for some of Australia's landmark developments.

He was the Director of Project Finance for Australian Finance Solutions and its subsidiary Austmortgage, Australia's third largest commercial and construction aggregator (1997-2007). During this period Baxter successfully structured and settled development finance loans totalling in excess of \$1,500m.

Over this ten year period Baxter also built and managed an \$800m loan book comprised of commercial and residential securities.

Over the past 20+ years Baxter has developed strong relationships with the decision makers within a large and diversified range of Banks, Building Companies, Institutional Equity providers, as well as high net worth individuals. These relationships are critical to the value proposition to the DFP's clientèle.

Baxter has been a regular contributor of commentary to the press in regards to various issues the sector has faced, and has spoken at a number of high profile events such as the Master Builders Awards and The Building Institute of Australia.

M / 0411 458 845

E / bgamble@dfpartners.com.au



Matthew Royal

Founder & Director, Queensland Office

Prior to co-founding Development Finance Partners Pty Ltd, Matthew Royal was an Associate Director of Property Finance QLD with Bankwest Business, facilitating mortgage structures up to \$100 million.

Matthew was previously appointed as the Managing Director for Urban Securities Corp Limited, a Brisbane based property development company. Over the past 10 years Matthew has held executive and non-executive directorships in numerous private and public companies.

Matthew has extensive experience in the property development and investment industry; he has exceptional knowledge and understanding of the financial criteria and methodology used in assessing property development and investment proposals.

Matthew has participated in the negotiation and consummation of numerous significant property development and investment acquisitions and joint ventures, as well as being responsible for the finance raising and due diligence enquiries and processes within DFP.

M / 0450 505 433

E / mroyal@dfpartners.com.au



Bronko Kozel

Associate Director, New South Wales Office

To assist with the growth and expansion of the Development Finance Partners business, Bronko utilises his background and experience working in the finance industry for over 30 years including the past 7 years directly as a Commercial Finance Broker to deliver outcomes through the many and varied options of commercial and property development finance available in today's fast paced market place.

Bronko has held Senior Relationship Management positions with both Westpac and ANZ banks responsible for a diverse client base consisting of construction companies, property developers, medical, legal, private schools, religious, non-for profit sector, private investors and local government authorities.

He holds a Graduate Certificate in Management from Charles Sturt University, Bathurst and has been a member of the Mortgage & Finance Association (MFAA) since 2005.

Working closely with clients, key lending authorities and decision makers enables Bronko to deliver results to his clients and referral networks. His strong client relationship and management skills are very important factors in today's commercial landscape and environment. Bronko looks forward to working with all existing and new clients of DFP.

M / 0406 421 804
E / bkoz@dfpartners.com.au



Stephen Turner B Ec

Head of Credit, New South Wales Office

Stephen is well experienced in the financial services industry. He has held senior management positions in the corporate, business banking and property finance markets in a number of major institutions.

He managed the Specialised Mortgage Solutions business at St George Bank and built a substantial elevated risk portfolio with sound credit quality.

He has also gained a strong understanding of the non-conforming and Self Managed Super Fund markets. He has the ability to understand the balance between credit risk and sales, and strives to bring these two components together to provide lending solutions.

M / 0402 531 182
E / sturner@dfpartners.com.au



Mark Trayner MBA

Associate Director, Queensland Office

Having worked for NAB's Business Banking division for 12 years, Mark gained a wealth of experience providing debt funding and banking services for property developments and investments, from small townhouses through to 15-storey mixed use buildings, with total value of projects financed being over \$300m in his last role as Senior Business Banking Manager.

He has also actively managed many distressed assets together with clients, successfully negotiating many 'win-win' outcomes in situations where other bankers most likely would have allowed the bank to foreclose at great loss.

Mark also has experience providing banking services to companies in other industries including manufacturing, wholesaling, import/export, international trade, foreign exchange risk management, interest rate risk management and commodity hedging.

With his result-driven and solution-orientated attitude, a passion for excellence, solid relationships across a wide spectrum of property industry professionals, together with strong negotiating and management skills, credit analysis and an in-depth understanding of the banking landscape, Mark is well placed to partner with you to achieve the best possible outcome for your project.

M / 0497 069 749

E / mtrayner@dfpartners.com.au



Daniel Hounsell

Associate Director, Queensland Office

Daniel joined DFP in April 2013 to assist with the growth of the Queensland office.

Daniel has over 13 years of experience structuring joint venture opportunities within a range of industries (property development, hotels, franchising, proprietary financial trading) and over 10 years experience with property finance.

Prior to joining DFP, Daniel held a National Manager's role (Franchising – Industry Partnerships) with Bank of Queensland and was jointly responsible for expanding the bank's capacity and capability for industry banking (professional, franchising, hotels/motels etc).

He is a former chemical engineer at Goodman Fielder Limited. His education includes a Bachelor of Engineering (Industrial Chemistry) and Masters degrees in both Chemistry and Finance. To take better advantage of project finance opportunities presented by the resources boom, Daniel is currently completing a Masters Degree in Mining Engineering.

M / 0402 853 306

E / dhounsell@dfpartners.com.au



David Hume

Property Director, New South Wales Office

David brings with him 28 years of experience in project delivery and property development as both a consultant and the Principle. His interest and formal qualifications in land economics, project management and engineering, combined with his project and business experience in leading and driving successful project, development and business solutions provides him with a commercially astute approach to his work.

David's prior roles include: two years Consulting to NSW Health on the RNSH & Community Health Redevelopment Project; three years with Carrington Capital, a niche blue chip residential developer with its own construction company; seven years with Carson Group, a Project Management Consultancy with offices across Australia and New Zealand where he was a Director, Shareholder and Senior Project Manager. David's original experience and passion for the construction industry came from spending many years working hands-on with his father who was a high quality home builder.

David has advised on and been directly responsible for managing large complex projects for both private and public clients, across a broad range of property sectors including residential, retail, commercial, industrial, defence, health, mineral processing.

M / 0419 414 221

E / dhume@dfpartners.com.au

Case Studies: Property Advisory

CASE STUDY #1

The clients had equity in an old block of double walk-up units with city views from ground floor.

Brief to Development Finance Partners

Determine what could be achieved on this site, taking into consideration that the owners had only equity in the land and no available cash.

What was discovered

The property could be developed as a Code compliant development to three stories.

What this meant for the clients was that their units, which were currently valued at \$1.8 million, could be developed to increase the yield of the site.

Outcome

The Project Director ascertained that the best use of the site was 21 units. Through clever design and maintaining the current zoning of the project, which is Code compliant, the project could now be developed to three levels, 21 units and an average sale price of \$575,000.

The project will now realise a project profit of \$4.9 million for the clients.

CASE STUDY #2

The client had a property in a regional area with a high regional catchment capability due to its proximity to a military base.

Brief to Development Finance Partners

Assess the current DA and do a full working feasibility on the soft and hard costs to develop, as the client wanted to construct and keep for the return via leasing income.

What was discovered

Due to the property's location, the Project Director informed the client that they may realise a far better return by increasing the size of the site via option agreements with a view to DA for a blue chip tenant such as Woolworths to be prime tenant, which would then anchor the tenancy and a further five small tenancies offered.

Outcome

The Project Director then ascertained the owners of the remaining land holdings, negotiated option agreements and terms. The key tenant was then also engaged to enter into negotiations on a lease back option.

Funding was then arranged on the basis of the tenancy expressions of interest.



What our clients say



“DFP’s professionalism, combined with their vast experience, range of key industry contacts and in-depth knowledge of both the property and finance industries, creates a significant value proposition to property developers and investors, one that is truly unparalleled. From a banker’s perspective, these qualities, together with their depth of thought, deep understanding of the banking industry, as well as the ability to advise on and control all aspects of a project, provides a significant level of credibility and comfort to the bank in structuring funding proposals.”

MARK TRAYNER, SENIOR BUSINESS BANKING MANAGER, NAB



“I work with them because they always deliver exactly what they say they will.”

PATRICK YU, CEO, STERLING ESTATES, CITY QUARTER, SYDNEY



“When the directors of Development Finance Partners say no problem, they mean it.”

TIM EFKARPIDIS, CEO, MOLONGO GROUP, CANBERRA



“You can set any reasonable hurdles for them and they’ll get over them and deliver a financial package tailored to your needs.”

**FORT MONTESANO, MANAGING DIRECTOR,
SPENCER LAW PARTNERS, SOPHIA HOUSE, MELBOURNE**



“DFP continually deliver concise, clear, well-structured financial solutions in a timely manner”

KERRY SHAMBLY, CAPITAL TRANSACTIONS, WOOLWORTHS



“I thank you for your conviction and perseverance on getting this project funded. From day one we were confident you were fighting from our corner and that did not stop until we got there.”

JON MEAD, GENERAL MANAGER, BOLKM PTY LTD



For more information
about Development
Finance Partners, our team
and our case studies, visit
www.dfpartners.com.au

Level 9, 10 Loftus Street
Sydney, NSW 2000
P / 02 8916 6246
F / 02 9976 5272

Level 3, 371 Queen Street
Brisbane QLD 4001
P / 07 3041 4136
F / 07 3041 6475



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