



Summary of Recent Property Transactions Issued August 2018



Capital United is a team of professional finance intermediaries committed to achieving the best outcomes for our clients.

Through our extensive network of credit providers Australia wide (both bank and non-bank), we are able to negotiate market leading rates, loan structures and terms & conditions, no matter how complex or straight forward the circumstances or debt structures.

Following are some examples of some recent property transactions that Capital United has successfully completed. These examples provide a brief description of Capital United's role, the nature of the client funding need and outcomes.

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RESIDENTIAL CONSTRUCTION FINANCE CBD - ADELAIDE

Funding need for the construction of a 6 level residential apartment building. Result: 100% construction funding with optimal loan terms and conditions achieved via a tender approach facilitated by Capital United.

Date: June 2018
Debt Funding: \$9,550,000
Capital Type: Bank / Construction Finance
Gearing: LVR 65% and LCR 70%
Presales: Debt Cover via qualifying presales 70%
Lender: Major Bank



RESIDENTIAL LAND HOLDING REGIONAL NSW

Equity release to fund civil and development costs associated with a land subdivision. Result: Finance approved with no presale requirement or QS oversight for a 24mth revolving facility.

Date: March 2018
Debt Funding: \$13,400,000
Capital Type: Private Finance
Gearing: LVR 30%
Presales: Nil presales required
Lender: Contributory Mortgage Fund



RESIDENTIAL CONSTRUCTION FINANCE SOUTHERN SUBURBS ADELAIDE

Tender of project funding need for a residential apartment development consisting of the construction of a 12-storey, 52 apartment building. Result: Optimal loan terms and conditions, including mezzanine finance facilitated by Capital United.

Date: Jan 2018
Debt Funding: \$44,430,000
Capital Type: Bank / Construction Finance
Gearing: LVR 60% and LCR 70%
Presales: Debt Cover via qualifying presales 120%
Lender: Major Bank & Mezzanine Finance



RESIDENTIAL CONSTRUCTION FINANCE WESTERN SUBURBS – ADELAIDE SA

Tender of funding need for construction of a 5 level residential apartment building with ground floor car parking for 40 vehicles and 40 apartments. Result: Optimal loan terms and conditions achieved via a tender approach facilitated by Capital United.

Date: Dec 2017
Debt Funding: \$8,015,000
Capital Type: Bank / Construction Funding
Gearing: LVR 65% and LCR 70%
Presales: Debt Cover via Qualifying Presales 80%
Lender: Major Bank



RESIDENTIAL CONSTRUCTION FINANCE SOUTHERN SUBURBS – ADELAIDE SA

Tender of funding need 4 staged residential development of 57 dwellings in total, comprising 9 townhouses and 48 apartments. A portion of the dwellings were affordable housing. Result: Optimal loan terms and conditions achieved via a tender approach facilitated by Capital United.

Date: Nov 2017
Debt Funding: \$4,000,000 revolving
Capital Type: Construction Facility
Gearing: LVR 70% and LCR 80%
Presales: Debt Cover Via Presales <60%
Lender: Credit Union



RESIDENTIAL CONSTRUCTION FINANCE CITY FRINGE – ADELAIDE

Tender of funding need for the construction of a 5 storey residential apartment building consisting of ground level undercover parking and 26 apartments. Result: Optimal loan terms and conditions achieved via a tender approach facilitated by Capital United.

Date: Aug 2017
Debt Funding: \$5,587,000
Capital Type: Bank Debt / Construction Funding
Gearing: 65% LVR
Presales: Debt Cover via qualifying presales 100%
Lender: Major Bank



AGED CARE PROVIDER SA BASED

Review of recently negotiated debt facilities on a fee for service basis. The client had a 30+ year relationship with the incumbent lender. Result: Identified areas of interest savings via improved debt and security structuring. Incumbent bank retained on improved terms and conditions and reporting covenants for our client.

Date: Sep 2017
Debt Funding: \$57,000,000
Capital Type: Bank / Banking Review
Gearing: Against Balance Sheet & Property <50%
Lender: Major Bank



COMMERCIAL PROPERTY, WORKING CAPITAL FINANCE & EQUIP AUSTRALIA WIDE

Full tender of existing banking facilities (including transactional). Result: Combined annual interest and banking charges saving of circa \$1m, plus improved ongoing reporting covenants and overall product flexibility.

Date: Jan 2017
Debt Funding: \$43,500,000
Capital Type: Bank Working Capital; Property & Equipment Finance; Transactional and Trade Finance
Gearing: Against Group Balance Sheet; 1st Mortgage over Property; personal guarantees.
Lender: Major Bank



NOT FOR PROFIT SA BASED

Full banking tender of existing facilities, plus application for increased funding utilising consolidated property equity. Result: An annual interest expense saving of circa \$500k plus improved reporting covenants and product flexibility.

Date: June 2016
Debt Funding: \$50,270,000
Capital Type: Bank/ Property Portfolio Debt & Working Capital Finance
Gearing: Against Balance Sheet & Property <50%
Lender: Major Bank

This document highlights a sample of our property debt transactions only. Please note that Capital United also facilitates transactions for cash flow lending and residential lending. We value all of our clients funding needs equally. We place our clients at the centre of everything we do. For more information refer to www.capitalunited.com.au

Team & Contact Details

Please do not hesitate to contact us if you have any questions or would like to discuss how we might be able to assist.



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