

Newmark Warrnambool Property Trust

Investment Summary

For investors seeking regular income
and the potential for capital growth

Invest in a prominent shopping centre
anchored by well-known blue-chip tenants



8% p.a.¹

FY25 forecast distribution
net of fees paid quarterly



95%¹

FY25 income forecast
to be tax deferred



15% p.a.¹

target IRR over balance
of investment term

1. Forecasts are based on current market conditions and assume no unanticipated events. Actual results may vary due to market fluctuations, economic changes, or other unforeseen factors. Forecasts should not be considered as a guarantee of future performance.



Property Features

Significant income weighting to major national and chain retailers

Anchored by Coles, Kmart and Aldi, which together occupy 63% of the gross lettable area (GLA). The centre offers national and chain retailers including food, fashion and services that account for 95% of the GLA.

Major regional service centre

Warrnambool is the major service centre in the south western region of Victoria. Employment strengths are in the service sectors of retail, education, trade and tourism, health and community, food processing and government.

Value add opportunities

There are opportunities to create pad sites for other retailers outside of the centre in the carpark area which we are actively working on, and is incremental to our forecasts. Also, our analysis suggests that a number of the specialty retailers are currently on below-market occupancy costs. Newmark intends to deliver positive rental growth upon renewing these leases and has already secured additional incremental rent compared to forecast.

Major government infrastructure investment

This includes the Warrnambool rail line upgrade between Warrnambool and Geelong for an estimated cost of \$251.85 million and the \$384.2 million redevelopment of the Warrnambool Base Hospital expected for completion in 2026.

Prominent location

The centre is prominently positioned on the Princes Highway and is the primary shopping centre in Warrnambool. It is well located in the middle of Warrnambool's eastern activity district and at the doorstep of the region's housing growth corridor.

99% leased sub-regional shopping centre

Prominent shopping centre with 17,930.10 sqm of gross lettable area across ~44 tenancies. Convenient parking for 926 vehicles enhances accessibility.

Tenancy Mix



Mini Major Tenants



National Tenants



Request your Information Memorandum today

Contact Newmark Capital Investor Relations: investor@newmarkcapital.com.au

Newmark Warrnambool Property Trust

Investment overview

Trust name	Newmark Warrnambool Property Trust ('Trust')
Trust objective	The investment objective of the Trust is to pay Unitholders regular quarterly income distributions with potential for capital growth over the medium to long-term. The Trust is also expected to provide tax deferred benefits.
Investment strategy	<p>The Trust owns Warrnambool Gateway Plaza Shopping Centre, an established and strong-performing investment property.</p> <p>To enhance the income and capital value of the investment property, Newmark will:</p> <ol style="list-style-type: none"> 1. Engage with Coles and Kmart to separate leases and improve lease terms; 2. Maintain the strong trading performance of the major retailers; 3. Unlock new income sources; 4. Manage operating costs in a prudent manner.
Exit strategy	The primary exit strategy for the Trust is divestment of the property at the expiry of the remaining investment term in 4.25 years, unless extended by a special resolution of Unitholders, or unless sold prior.
Remaining investment term	4.25 years
Trustee	Newmark Capital Limited ('Newmark') ACN 126 526 690, AFSL 319 372

Property overview (as at 31 December 2024)

Property	Gateway Plaza Shopping Centre, Warrnambool
Major tenants	Coles (3,078m ²), Kmart (6,659m ²), Aldi (1,621m ²) – 63% of GLA
Other tenants	31 specialty shops, 5 kiosks, 2 ATMs and 2 pad sites – 37% of GLA
Gross lettable area (GLA)	17,930.10 m ²
WALE	2.63 years weighted average lease expiry by gross income
Occupancy	99.7% by gross lettable area (GLA)
Car parking	926 spaces
Property purchase price	\$63,200,000
Valuation	\$64,000,000 (Directors' valuation as at 30 June 2024)

Key financial information

Distributions	The forecast distribution yield to be paid to investors in FY25 is 8% ² with approximately 95% ² of the income tax deferred
Distribution payments	Quarterly, paid within six weeks after the quarter end
Loan-to-value ratio (LVR)	49.4% (as at 31 December 2024)

2. Forecasts are based on current market conditions and assume no unanticipated events. Actual results may vary due to market fluctuations, economic changes, or other unforeseen factors. Forecasts should not be considered as a guarantee of future performance.



Investment details

Unit price	Units will be issued or transferred to investors at a price of \$1.00 per unit
Investment amount	A minimum investment of \$100,000 will be accepted (unless otherwise determined by Newmark at its discretion)
Eligible investors	Wholesale investors only
Liquidity	Liquidity will be made available upon sale of the investment property at the expiry of the Trust's term
Fees	Arranger fee – 2.0% of the purchase price of the property (excluding acquisition costs) Finance facility fee – 0.20% of any debt arranged Management fee – 0.60% per annum of the gross asset value of the Trust Performance fee – 15% of the amount by which the internal rate of return (IRR) to Unitholders exceeds 10.0% per annum Divestment fee – 1.0% of the gross sale price of the property
Risks	Usual commercial property investment risks apply to the income and capital returns of the Trust. Refer to the Information Memorandum (IM)

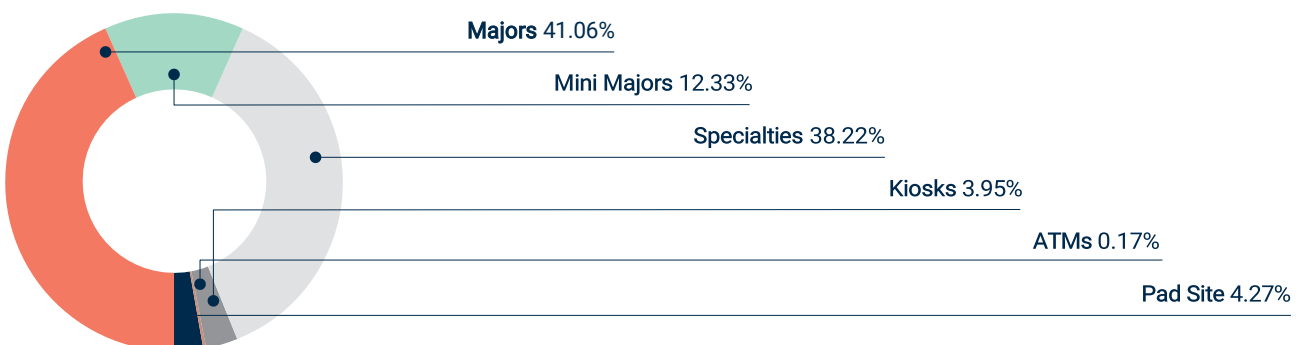
Suitable for

✓ Self-managed Super Funds (SMSF)

✓ Investors seeking consistent income

✓ Investors seeking tax-effective income

Tenancy profile (by income)





Newmark Capital

As a specialist property fund manager in Australia, Newmark exclusively focuses on commercial real estate sectors we truly know and understand. We offer investors access to premium commercial real estate investment opportunities while creating long-term value and consistent returns through a carefully curated portfolio of assets.

We believe that great performance is achieved through a strategic, hands-on approach to asset management. This enables us to actively manage our assets with discipline and precision, focusing on increasing rental income and exploring new income streams to drive value creation.

We're a team with extensive experience in funds management, acquisition, leasing and property management.

We differentiate ourselves through:

- **Focus on Real Estate Fundamentals:** We focus on real estate fundamentals to help you cut through the noise
- **Disciplined Asset Management:** Maximising your returns by focusing on rent growth and identifying new income opportunities
- **Deep Market Knowledge:** Helping you invest in markets backed by deep local expertise

Contact

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Important information

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All amounts are in Australian dollars unless otherwise stated.

