

Preference Equity Opportunity:

Boutique Apartment & Retail Development

61-73 Fitzroy Street, St Kilda, VIC 3182

aspire, innovate, grow & impact

Key Details

Experienced Sponsor

guaranteeing redemption of
each Preference Unit

15% p.a return

incl. a 6% p.a. quarterly
coupon and 9% p.a. paid at
completion

25-month

anticipated term

37 Apartments

over four levels, incl. ground
floor retail

\$4m

of P2 Preference Units

\$50k

minimum investment
(Wholesale Investors only)

Investment Overview

61-73 Fitzroy Street, St Kilda, VIC 3182

The Fitzroy Street Development is a preference equity deal that seeks to raise \$4 million to assist in the development of a mixed-use, 37-apartment residential and retail building in the bustling St Kilda neighborhood.

The Developer settled the purchase of 61 Fitzroy Street in February 2023 at a price of \$9.75 million and will settle the purchase of the balance of the property in December 2023 for a total consideration of about \$26.55 million.

The project has received Development Approval (DA) from the council to develop ground floor retail strata units with four levels of residential apartments above including two levels of basement car parking for approximately 100 vehicles.



Artist's Impression - view from external landscape

Location Overview

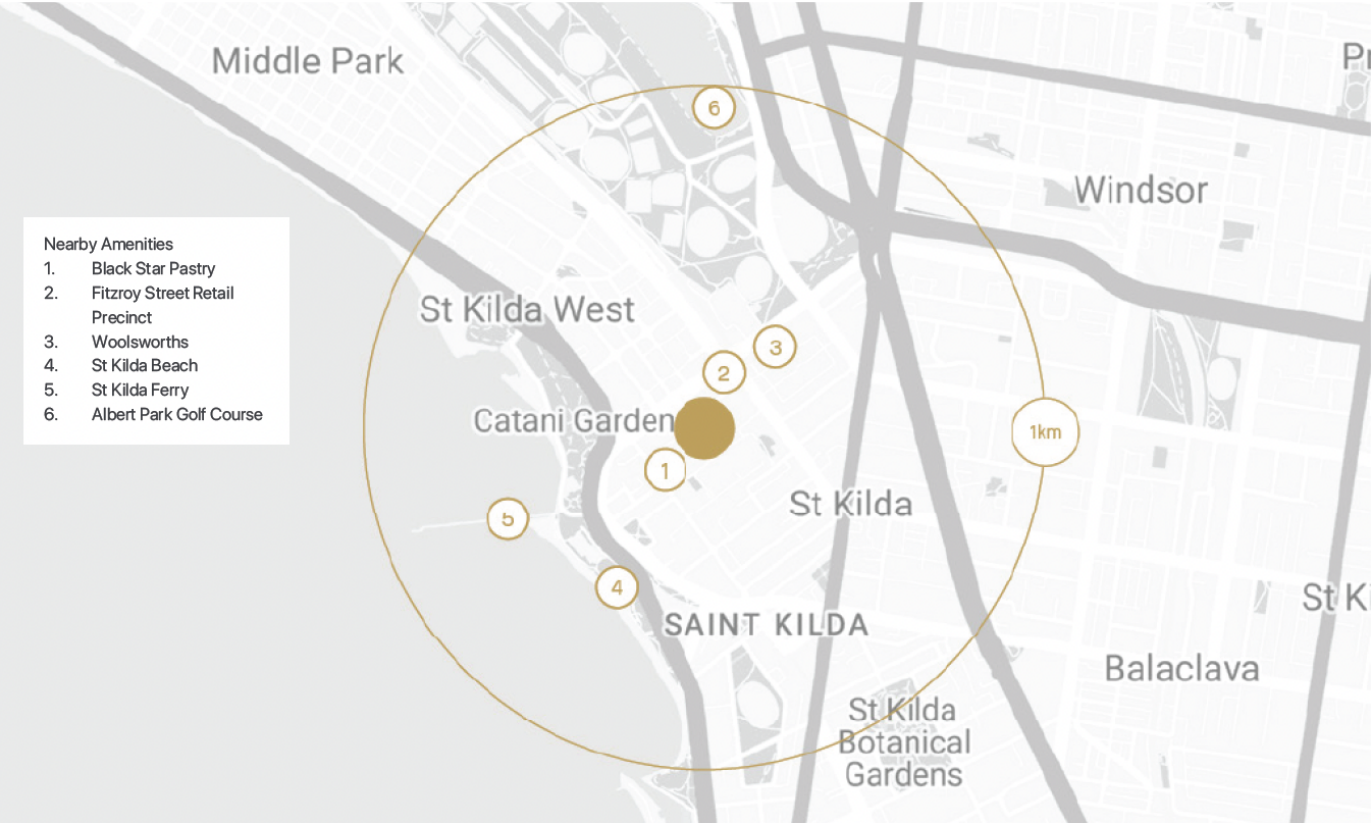
St Kilda is a highly desirable suburb located within a premium city fringe location, approximately 5km south of Melbourne CBD. It is known for its vibrant lifestyle, bustling atmosphere, and excellent transport links to the city and beyond.

Fitzroy Street is one of Melbourne's most iconic and lively retail boulevards, known for its excellent restaurants, cafes, bars, and fashion stores.

The property benefits from approximately 65 metres of direct street frontage to Fitzroy Street, providing excellent visibility and exposure to the vibrant foot traffic in the area. It is amenity-rich, with easy tram access from the CBD to the St Kilda beach foreshore precinct, which is located just 250

metres from the property. The internationally renowned St Kilda beach foreshore precinct is a major drawcard for the suburb, featuring the St Kilda Yacht Club, Sea Baths, and the dining institution Stokehouse. This makes the property an ideal location for those who love to enjoy the beach lifestyle and all it has to offer.

The suburb boasts extensive local shopping facilities and amenities, including a Woolworths Metro supermarket, all within a 500-metre radius of the property. This makes it an excellent location for those who enjoy the convenience of having everything they need within easy reach.



Project Overview

Preference Equity unitholders in the Fitzroy Street Development Trust development can expect to receive a fixed 6% p.a. quarterly coupon with a top up of 9% p.a. at completion equating to the 15% p.a. total return.

The feasibility Analysis shows a Development Profit of about \$17.25 million on a cost-to-complete basis from the commencement of construction works.

The Developer has retained Fortis and Cobild as joint Development Managers of the Project. In this role, they will engage and supervise all consultants, Solicitors, Estate Agents, Project Managers and the Builder.

The Issuer is confident that the Developer will have sufficient funds to complete the Project following the issue. In forming this opinion, the Issuer is relying on the

Project Overview (continued)

fact that the Developer will enter into a fixed price Construction Contract with an experienced and reputable builder.

Should the Project require additional funding, the Sponsors will procure additional funding for the Developer at commercial rates of return.

Subject to the matters set out in this IM, the issuer expects to redeem the Units in about December 2025, giving an anticipated investment term of about 25 months.

Project Milestones	Target Dates
Planning Permit Application Lodged	May 2023
Planning Permit Granted	October 2023
Settlement of the remaining parcel making up the Property	December 2023
Marketing of the sale of the Residences	February 2024
Construction Commencement*	April 2024
Construction Completion	November 2025
Settlement of Premises Sales/ Redemption of Preference Units	December 2025

*Timing depends on achieving sufficient pre-sales to support the Construction Loan.

Associated Fees/Disclosures

Primestock Securities Limited ABN 67 089 676 068, AFSL 239180 (Prime), will be entitled to a success fee equal to 6.875% (inclusive of GST) of the capital raised for the Fitzroy Street Development Trust, with a potential for a partial upfront payment. Additionally, Prime will receive a placement fee of 2.2% (inc GST), based upon allocations related to this particular investment opportunity. A portion of this placement fee may be allocated to the external advisory group responsible for introducing you to this opportunity.

Important Information

Primestock Securities Limited ABN 67 089 676 068, AFSL 239180 (Prime) provides information on this opportunity to Wholesale Clients to allow them to make their own assessment of the opportunity and, if they wish to invest, Prime may assist with the investment application.

By receiving this opportunity, you confirm you satisfy the requirements to be classified as a Wholesale Client. If you do not satisfy this requirement, please destroy this document.

Prime is not the issuer of the product.

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Should you have any further questions on the project, please don't hesitate to reach out to your friendly adviser or email wholesale@primefinancial.com.au or call **1800 064 959**. Please refer to the IM dated **14/11/2023** for complete detail – Wholesale Investors Only.

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