



Benchmark

Residential Property Backed First Mortgage Debt

Investment Partner Presentation

About Benchmark





Benchmark Property Finance

Benchmark is primarily a property developer, focussing on land subdivision in New South Wales, Queensland and Victoria, with over 3,500 lots in its development pipeline. We benefit from an agile and streamlined organisational structure, where each project receives the necessary attention of senior management. Benchmark Property Finance leverages the group's development knowledge and industry relationships to offer its investment partners access to first mortgage opportunities in our area of expertise.

Benchmark's point of difference in the market is two fold:

1. Benchmark co-invests in loans on a "First Loss" basis, which provides a buffer to investors, over and above the loan's headline LVR. The First Loss component, typically 10-15% of the loan amount, ranks behind its co-investors and significantly reduces the Investor's effective LVR. This structure ensures that Benchmark and its investors are 100% aligned and that capital preservation is paramount.
2. Lending into Land Subdivision Projects that are typically of a much smaller scale and complexity than Benchmark's own developments, Benchmark has absolute confidence in its ability to step-in and "work out" a project if the Borrower is unable to repay the loan.

By choosing to partner with Benchmark, you are not just investing, you are tapping into a reservoir of seasoned development expertise that guides our selection, evaluation, and management of investment opportunities.

Taking a "stick to what we know" approach to investing, we provide competitive risk adjusted returns to our investment partners.



Private Lending



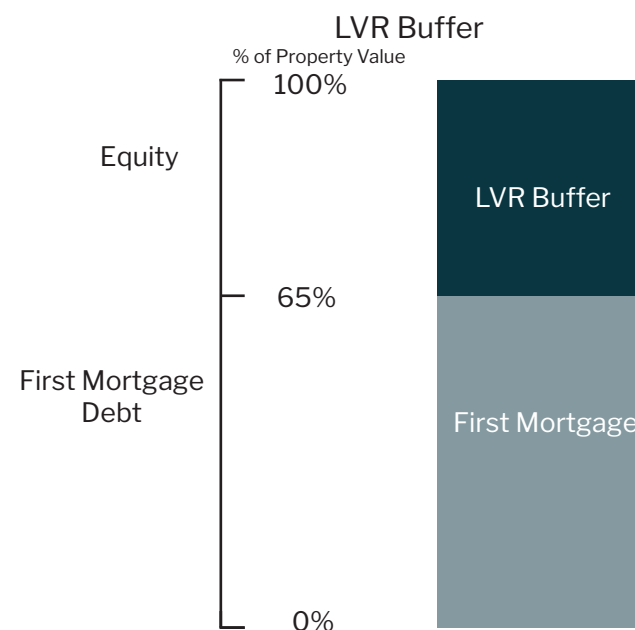
First Mortgage Debt

Property acquisition and development is typically funded by a mix of debt and equity. Debt is provided by a Bank, or non-bank lenders, and is typically secured by a mortgage which is registered on title. A debt secured by a first registered mortgage ranks ahead of any other debt and equity in order of repayment, and therefore must be repaid in full, including all interest and costs, before any funds can flow to other parties. Accordingly, a first mortgage lender is the most secure party in any real estate transaction.

The amount of mortgage debt provided to a borrower is typically expressed as a percentage of the value of the property. This is called the Loan to Valuation Ratio (LVR) and is calculated from a property value determined by a registered valuer.

LVR provides a buffer to protect lenders against any fluctuations in the market value of the property and is therefore subject to a lower level of risk than equity. In an example of a first mortgage with an LVR of 65%, the lender is protected by a valuation buffer of 35%.

In addition, Benchmark completes its own internal due diligence investigations and sensitivity analysis to satisfy itself that the valuation is acceptable. Benchmark leverages its development business' real time market knowledge and expertise to verify the valuation assumptions and confirm its own view of value.



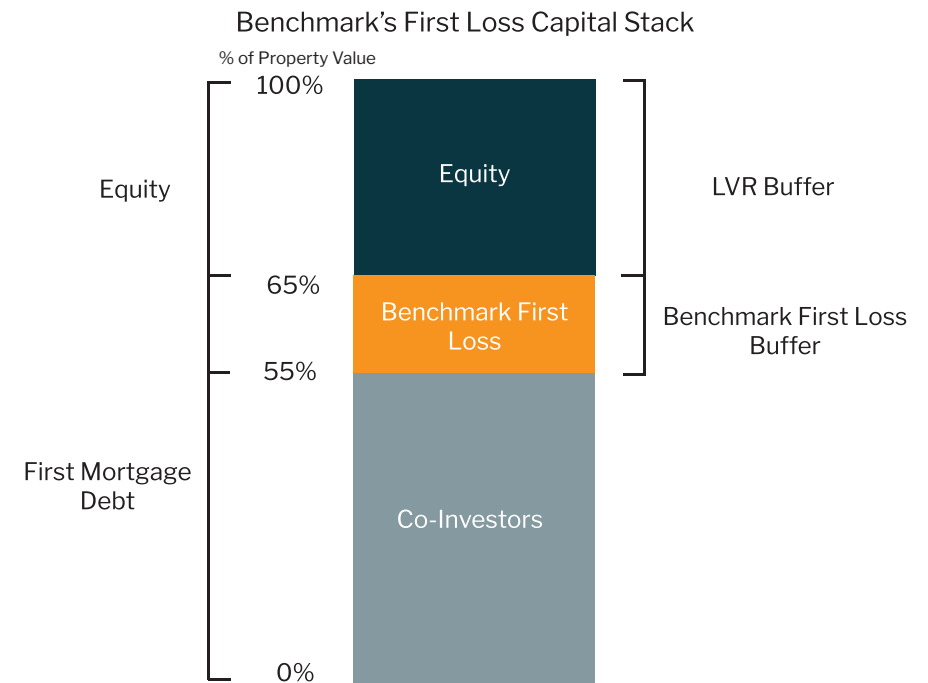
Benchmark First Loss Protection

Benchmark contributes 10-15% of the first mortgage loan amount to demonstrate its confidence in the quality of every deal and to protect its co-investors. Benchmark's contribution ranks behind its investors within the first mortgage, providing a further buffer in addition to that provided by the LVR. This aligns Benchmark's interests with its co-investors. The order of repayment is shown below:

Repayment Waterfall

- 1 Repay investors' Principal and Interest
- 2 Repay Benchmark's First Loss Principal and Interest
- 3 Repay any other debt
- 4 The Borrower

Benchmark has spent the last 10 years successfully developing large projects and therefore has absolute confidence in its ability to mitigate risk, and capacity to complete a project, if required.



Why Invest in Debt?



Attractive risk-adjusted returns through all market cycles.



Stable and predictable income from secured residential real estate assets in Australia.



Capital preservation with loans secured by first mortgages with conservative LVRs.



Portfolio diversification. Low volatility, and low correlation to public markets.



Australian property exposure without direct ownership risk.



Population and migration growth. Increased demand for multi-dwelling developments with developers moving toward non-bank lenders for funding.



Housing shortage. A clear need in Australia for further housing development leading to significantly more financing opportunities with developers.

Case Studies

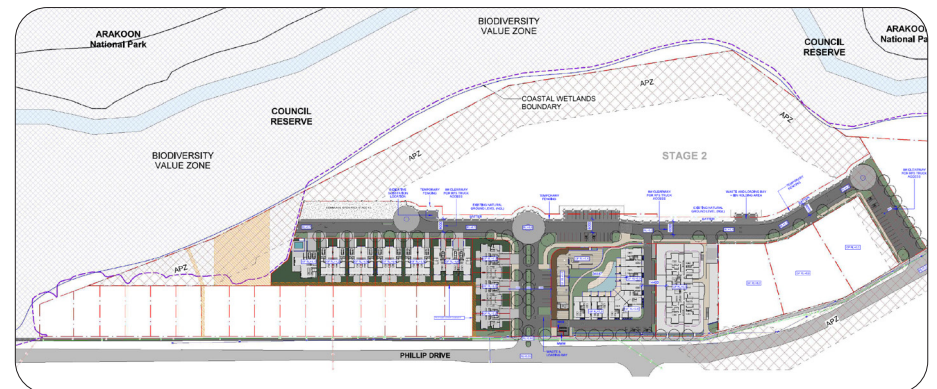


South-West Rocks

Benchmark funded a land facility to enable the Borrower to settle an approved development site, complete detailed design and obtain a construction certificate.



Address	Phillip Drive, South-West Rocks, NSW
Property Description	4.813 hectare vacant development site Stage 1 - Approved for Multi-Dwelling Housing, Neighbourhood shops and Take Away Food & Drink Premises Future approval for apartment building and mixed use
Security	Registered first mortgage over the Security Property General Security Agreement over the Borrower Personal Guarantee from the Director of the Borrower
Total Loan Facility	\$7,488,000
Valuation	\$16.2m
LVR	46.1%
Effective LVR to Investor	39.2%, after Benchmark First Loss Protection applied
Actual IRR	10.5% p.a.
Exit	Funds repaid in full February 2024



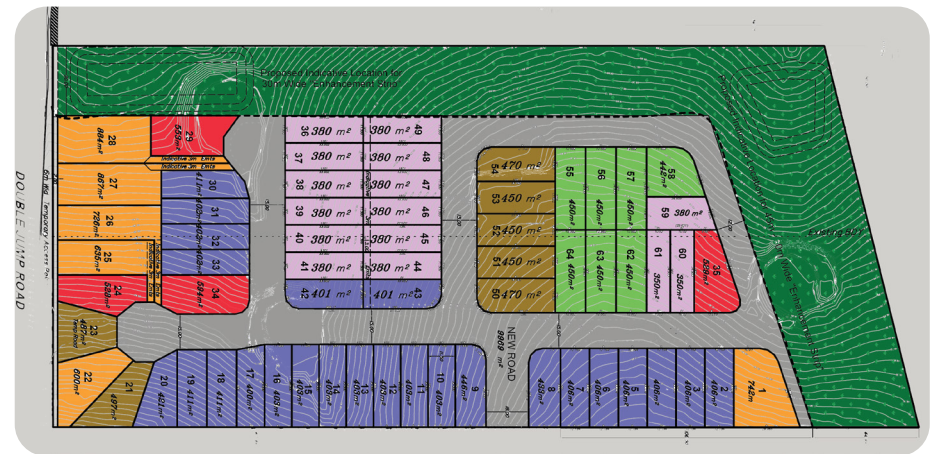
Victoria Point

The purpose of the loan was to fund the settlement of the unapproved development site. During the loan term the Borrower plans to obtain the development approval and complete detailed design. The Borrower will then seek construction funding to re-finance the Facility.

The development when complete will comprise of 64 residential lots.



Address	Double Jump Road, Victoria Point, QLD
Property Description	5.57 hectare vacant development site Development Application for 64 lot subdivision
Security	Registered first mortgage over the Security Property General Security Agreement over the Borrower Personal Guarantee from the Directors of the Borrower
Total Loan Facility	\$5,525,000
Valuation	\$8,500,000
LVR	65% at commencement
Effective LVR to Investor	55% at commencement
Forecast Return to Investor	10.25% p.a.
Proposed Exit	Refinance to construction facility in July 2024



Burpengary

The purpose of the loan was to fund the settlement and construction of a 12-lot rural residential subdivision. Stage 1, comprising of 3 lots was approved at commencement. During the loan term the Borrower will submit approvals over stage 2 and 3, sell the lots, complete construction, and settle the project.

The Borrower was given the option for 2 x 3-month extensions to the Facility, subject to their ongoing compliance with the loan terms.



Address	239 Uhlmann Road, Burpengary East, QLD
Property Description	4.05ha vacant development site Development Application for 12-lot rural residential subdivision
Security	Registered first mortgage over the Security Property General Security Agreement over the Borrower Personal Guarantees from the Directors of the Borrower
Total Loan Facility	\$3,986,818
Valuation	\$5,695,455
LVR	70% at commencement
Effective LVR to Investor	59% at commencement
Forecast Return to Investor	9% p.a.
Proposed Exit	Settlement of completed lots and/or refinance



Benchmark Property Executive Team

Greg Reed
Managing Director



Greg is the Managing Director and major shareholder of the Benchmark Property Development and Property Finance business.

Greg leverages his experience as an active property developer to identify appropriate investments for the group, structure appropriate parameters for loans and provide investors with risk adjusted market leading opportunities.

Benchmark generated substantial surplus capital through its development activities which led to the establishment of the Benchmark Property Finance business. This was a natural progression given that private debt syndicates had been the primary source of Benchmark's project funding for over 10 years.

Greg has over 15 years' experience in the construction and development industry where he has been responsible for managing several large-scale projects from inception through to completion and disposal. The most recent major project being a master planned estate comprising of 900 lots, a commercial centre, a childcare site, and a state school.

Greg also established and is the licensee of Benchmark's in house sales agency which sells directly to the domestic retail market, as well as to offshore investors via its marketing channel in Singapore. This in house capability is invaluable to the group as it provides insights into the ongoing state of the market via Greg's experience and extensive network of agents.

Andrew Cook
Development Director



Andrew is a director and shareholder in the Benchmark Property Development and Property Finance Businesses. With a background in civil engineering, construction and finance, Andrew is well suited to developing, and arranging funding for large scale land development and infrastructure projects.

Andrew has been instrumental in establishing the Benchmark Property Finance Business and is responsible for overseeing all Due Diligence, Loan Origination and investor relations. His understanding of development contributes to a granular level Due Diligence process, that provides Benchmark's investors confidence in the underlying value of the assets it finances.

Andrew was responsible for planning and managing the Waterlea Project from 2014, a 1,854 lot housing estate in South East Queensland. Waterlea was sold in 2021 at a multiple of over 20x its 2014 valuation. He has also been responsible for negotiating the amalgamation of a 3,000 lot rezoning proposal, and a number of smaller acquisitions that are now in the planning phase.

Andrew's relationships with consultants, contractors, valuers and agents in the development industry streamline the analysis of lending opportunities and provide the ability for Benchmark to step in and manage a project to completion, if the circumstances require it.

Ho Pan So
Finance Manager



Ho Pan manages the finance function for the Benchmark Property Group. He is responsible for the group's accounting, taxation and legal compliance, capital management and corporate governance. Ho Pan is a Chartered Accountant and utilises his property industry experience to manage all financial aspects of the group.

Ho Pan's key responsibility for Benchmark Property Finance is loan compliance and coordination, which includes documentation, due diligence, loan settlement, loan administration, monitoring ongoing covenants and loan discharge. Ho Pan manages investor relations, providing regular reporting on all loan investments and facilitating investment into opportunities.

Ho Pan's experience in all phases of the property development cycle provides the foundation to understand how loans should be structured, resulting in appropriate parameters for successful outcomes for both borrower and investors.

Ho Pan's property development experience at Benchmark included managing the finance function for the Waterlea development and a commercial building in North Sydney. His role included procurement and management of loans, cash flow management, legals, tax compliance, operating the complex Joint Venture structures and implementing the sale of these assets.

James Betts
Consultant - Technical Due Diligence



James brings a solid foundation of expertise to his role at Benchmark, specialising in due diligence for lending opportunities. With over 15 years of experience in managing both residential and commercial property development projects, he has a proven track record of success.

His portfolio includes collaboration with development companies such as Stockland and Peet, overseeing significant projects like the Flagstone City Centre and the Pacific Pines Town Centre, among others. His pivotal role in the award-winning Waterlea Project further highlights his comprehensive experience across the entire property development lifecycle.

In his due diligence role, James employs a meticulous approach to evaluate the viability and potential of development sites. His expertise encompasses a thorough analysis of zoning, development approvals, site constraints, and other critical factors that influence a property's development potential and value. By conducting in-depth reviews of development feasibilities, consultant reports, cost forecasts, and local market supply dynamics, James ensures that Benchmark gains a profound understanding of the underlying property assets.

This comprehensive assessment framework enables James to provide strategic insights and recommendations, ensuring informed decision-making for Benchmark's lending opportunities.



Benchmark

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