

1<sup>st</sup> July 2018

# AUGUSTA FUNDS MANAGEMENT

## SECONDARY SALES FACT SHEET



AUGUSTA  
FUNDS MANAGEMENT

### How do I sell my Unit?

A Subscriber has the right to sell a Unit/Share at any time during the term of the syndication subject to the requirements of the relevant Deed/Agreement relating to the syndicate. For example, all outstanding amounts need to be paid by the subscriber and relevant anti-money laundering verification information needs to be provided for the prospective purchaser of the Unit/Share.

Augusta Funds Management operates a secondary market facility that can utilise their database of approximately 7,500 clients to reach potential investors and arrange secondary transfers and has done so for over 10 years. The current administration charge to facilitate a secondary transfer is 2% of the value of the Unit/Share – i.e. \$1,000 for a Unit/Share transferred at \$50,000.

**The secondary market is most effective and active in situations where properties have long lease terms and are providing good cash yields. Liquidity in syndicate units is very much correlated to the performance of the underlying asset.**

### Sales Facilitated by Augusta Funds Management\*

#### Current Financial Year (Ending 31 March 2019) 3 months

**Total of 14 units/shares sold with a total sales value of \$690,758**

#### Financial Year Ending 31 March 2018

**Total of 109 units/shares sold with a total sales value of \$6,283,591\*\***

#### Financial Year Ending 31 March 2017

**Total of 67 units/shares sold with a total sales value of \$3,702,992\*\*\***

#### Financial Year Ending 31 March 2016

**Total of 55 units/shares sold with a total sales value of \$3,030,400**

#### Financial Year Ending 31 March 2015

**Total of 57 units/shares sold with a total sales value of \$4,199,500\*\*\*\***

#### Financial Year Ending 31 March 2014

**Total of 48 units/shares sold with a total sales value of \$2,564,300**

#### Financial Year Ending 31 March 2013

**Total of 9 units/shares sold with a total sales value of \$448,530**

**Over the last 6 years and 3 months Augusta Funds Management Limited has facilitated the secondary sale of 359 units with a total sales value of \$20,920,071.**

The above excludes over \$25,000,000 in secondary sales completed by Bayleys in relation to underwrites on new offers.

\* The above information includes sales data from syndicates managed by KCL Property Limited and its subsidiaries (acquired by Augusta Funds Management on 1 April 2014) from 1 April 2013.

\*\* Includes two Australian LP interests with original purchase price AU\$40,000 and AU\$50,000 which sold for AU\$46,000 and AU\$50,000. As all figures are shown in NZD these transactions have been converted at an AUD/NZ exchange rate of 1.1.
















\*\*\* Includes three Australian LP interests with original purchase price AU\$50,000 which sold for AU\$53,100, AU\$60,100 and AU\$52,336. As all figures are shown in NZD this transaction has been converted at an AUD/NZD exchange rate of 1.1.

\*\*\*\* Includes two proportionate shares with original purchase prices of \$200,000 and \$500,000 respectively.

Neither Augusta Capital Limited, Augusta Funds Management Limited nor Bayleys Real Estate Limited provides financial advice to prospective sellers of Units. Augusta Funds Management Limited will be charging an administration fee for arranging the transfer, which equates to 2% of the transaction value. Neither Augusta Capital Limited, Augusta Funds Management Limited nor Bayleys Real Estate Limited will be acting as broker for any party. The secondary market facility provided by Augusta Funds Management Limited is not a registered securities exchange or authorised financial products exchange, or regulated under New Zealand financial markets laws.

## RECENT SALES

The most recent Augusta New Zealand Retail syndications (originally sold down by Bayleys) that have had secondary transfers are listed below. All had an original purchase price of \$50,000.

	Syndicate	Original Offer Date	Most Recent Sale	Price
	<b>33 Broadway, Mercury's New Headquarters</b> Location: Newmarket, Auckland Legal Entity: 33 Broadway Trust	22 April 2017	1 March 2018	\$52,000
	<b>Building B, Graham Street</b> Location: Central Auckland Legal Entity: Building B Graham Street Limited Partnership	12 October 2016	1 April 2018	\$53,100
	<b>Building A, Graham Street</b> Location: Central Auckland Legal Entity: Building A Graham Street Limited Partnership	3 June 2016	1 December 2017	\$54,100
	<b>Carters Penrose*</b> Location: Penrose, Auckland Legal Entity: Hugo Johnston Drive Limited Partnership	29 February 2016	1 April 2018	\$57,550
	<b>Peachgrove Road</b> Location: Hamilton Legal Entity: Peachgrove Road Limited Partnership	30 November 2015	1 December 2016	\$55,000
	<b>Shands Road</b> Location: Hornby, Christchurch Legal Entity: Shands Road Limited Partnership	23 November 2015	1 September 2017	\$51,250
	<b>Southgate Retail Centre</b> Location: Takanini, Auckland Legal Entity: Takanini Nominees Joint Venture	6 March 2015	1 July 2018	\$55,000
	<b>Telecom Place (Now Spark City)**</b> Location: Central Auckland Legal Entity: Victoria Dock Nominees Joint Venture	24 July 2014	1 April 2018	\$53,600
	<b>ASB***</b> Location: Dominion Road, Auckland Legal Entity: 360 Dominion Nominees Joint Venture	6 July 2012	30 September 2016	\$73,592
	<b>Carters Tauranga</b> Location: Tauranga Legal Entity: Birch Nominees Joint Venture	24 February 2012	1 December 2015	\$52,000
	<b>Countdown Huntly</b> Location: Huntly Legal Entity: Huntly Nominees Joint Venture	4 November 2011	1 November 2017	\$52,600
	<b>ENZA</b> Location: Hastings Legal Entity: Williams Street Nominees Joint Venture	16 March 2011	1 May 2018	\$59,375
	<b>Countdown Westgate</b> Location: Westgate, Auckland Legal Entity: Fernhill Nominees Joint Venture	5 November 2010	1 April 2017	\$55,000
	<b>Bunnings Whangarei</b> Location: Whangarei Legal Entity: 124 Tauroa Street Limited	7 September 2010	1 November 2017	\$51,250
	<b>Countdown Fraser Cove</b> Location: Tauranga Legal Entity: Fraser Cove Nominees Joint Venture	30 July 2010	1 June 2018	\$51,250
	<b>Repco</b> Location: Mt Wellington, Auckland Legal Entity: Mt Wellington Nominees Joint Venture	9 May 2009	1 May 2018	\$68,100

\* Carters Penrose Syndicate (originally Hugo Johnston Nominees Joint Venture) was wound up and the property sold to a new syndicate (Hugo Johnston Drive Limited Partnership) on 31 March 2016. All investors received \$59,360 for each \$50,000 unit.

\*\* The property located at Building C Spark City, 167-191 Victoria St West was sold on the 20th June 2018 with all investors receiving approx. \$57,500 for each \$50,000 unit.

\*\*\* The property located at 360 Dominion Road was sold on the 30th September 2016 with all investors receiving \$73,592 for each \$50,000 unit.

Investors should be aware that past performance is not always indicative of future performance.