



Lauders  
capital.

# Quarterly Project Report

March  
Quarter

MARCH 2021

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Map showing Lauders Capital  
Development and Investment Projects



# Introduction

The first quarter of 2021 has coincided with several significant events that have translated to an improved confidence for investors in Australian property development; these include the Australian economy demonstrating incredible resilience, the roll out of COVID-19 vaccine program, and both the Chinese and US economy showing strong recovery.

The Australian economic conditions are still largely depending on the continued successful containment of COVID-19 and progress in population vaccination. Despite this caveat the Australian economy looks to be demonstrating a robust recovery. This is attributable to two major initiatives: firstly, the Reserve Bank of Australia employed additional policy measures to ensure stability in the Australian financial markets – lowering funding costs for banks and government alongside lowering borrowing costs for household and business (fixed term loans <3% p.a.) and secondly the Australian government's generous stimulus packages – not only in the jobs market but also in the housing sector. These two initiatives have contributed to a 61% increase for residential and new home construction loans (Australian Development Institute of Australia, Australian Bureau of Statistics). The increase in household savings as a consequence of lock-down has also led to an increase in confidence.

A major driver of the Australian property development market has traditionally been immigration and in any other time a dramatic cut back in immigration would have likely devastated this sector. However just as COVID-19 has dampened one driver it has unexpectedly amplified others. This includes government stimulus, surplus money that would have previously been spent on overseas travel, extremely low interest rates and the unparalleled migration of suburban and urban populations to regional and rural areas. Together this group of drivers has led to a literal boom in property prices and sales. In addition, as the world moves beyond the shackles of COVID-19 Australians international standing will be enhanced, as Stockland managing director Mark Steinert reports

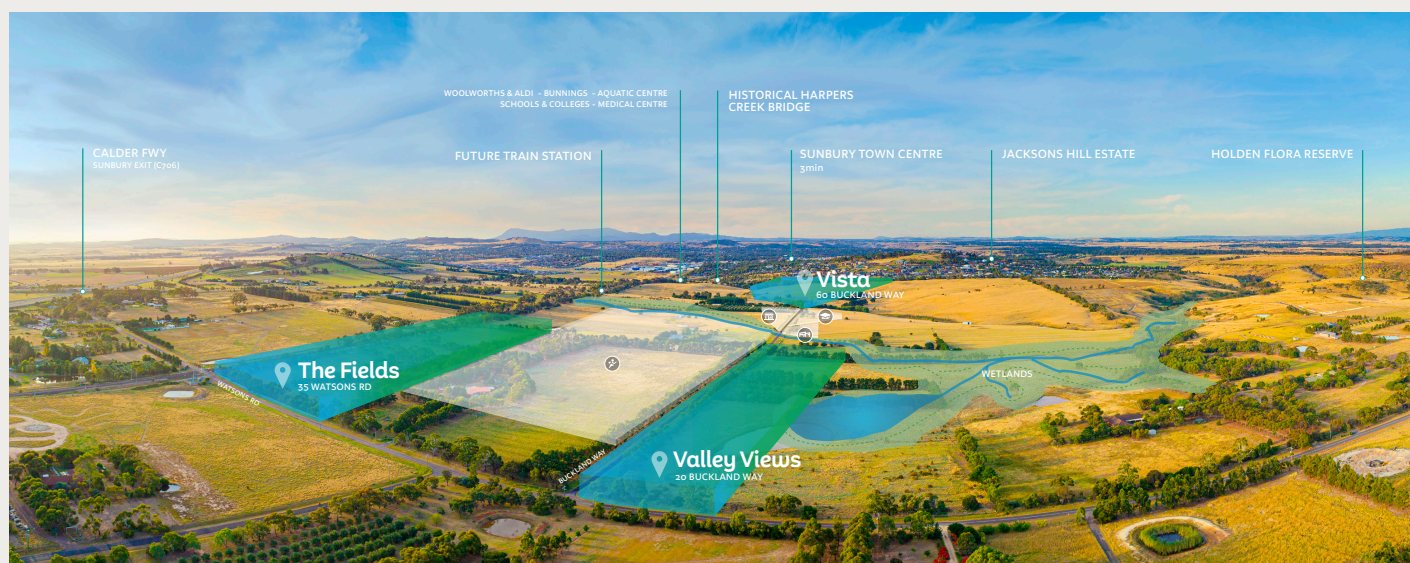
“.... Australia looks like paradise, I think people will be going to be queueing up to come in”.

Internationally the world's biggest economies are tracking strongly in the first quarter of 2021. The U.S. shook off some of the lingering effects of the pandemic on its economy as consumer spending increased by 2.6% (q-o-q) and the first quarter growth rate reached 6.4% (The NY Times April 30). Consumer confidence increased to a 14-month high in April as increased vaccinations against COVID-19 and additional fiscal stimulus allowed for more services businesses to reopen, boosting demand and hiring by companies. Economists predict overall economic activity in the US could return to pre-pandemic levels in the second quarter 2021 (The NY Times April 30 and Daily News Update 28 April 2021). Similarly, China's economy grew 18.3% in the first quarter of 2021. This rebound and stability in the two biggest world economies is expected to provide the platform for the global recovery which will support the confident economic outlook that Australia is experiencing.

Lauders Group continued to perform well throughout the 2020 lockdowns and we have recorded generally favorable outcomes across many of our projects. Construction and sales in our estates in the northern corridor (Minton, Glenmore & Inverness) are performing above expectations and returns to our investors have been greater than forecast. We are very excited to be releasing our new Sunbury project to market next quarter and further progressing our regional estates located in the highly sought-after Gippsland region.

Craig Bass  
Lauders Group Director

# Sunbury's Finest Address.



## Sunbury

Sunbury is an established vibrant community that has a rich history and a forward-looking council. The Sunbury South PSP envisages residential, education and community uses on the subject properties. A waterway and parkland corridor traverse the area and a shopping centre / activity centre proposed.

Lauders Capital now secures almost 500 lots in the Sunbury South corridor, neighbouring Sunbury's prestigious Jacksons Hill Estate.

### Valley Views (20 Buckland Way) Expression of Interest Second Quarter 2021

The Sunbury South Precinct Structure Plan (PSP) was gazetted in early 2020, greatly reducing the planning risk associated with the project.

The initial PSP proved beneficial to the project as additional area was identified as potentially developable, subject to a hydrological report showing levels to be below the 100-year flood limit. This hydrological work was undertaken and as a result the project is now able to deliver an additional 10 lots to the original feasibility model. These factors were considered in a recent independent sworn valuation which showed a land value increase of 17% from the valuation of only 12 months earlier. This is good news for investors particularly as this valuation was undertaken prior to a planning permit being issued.

Several large estates have launched in the north east of the Sunbury South PSP and this is creating a renewed awareness of Sunbury in the land buyer marketplace. Sunbury is being tagged as the new 'hot spot' for both new home buyers and investors and the project stands to benefit greatly by leveraging this marketing vibe.

The Buckland Way precinct, as distinct from the competing large estates in the Sunbury South PSP, is located to the west of the Jacksons creek valley and this provides easy access to the Calder Freeway and Melbourne CBD and also easy access and close proximity to the future Sunbury South train station.

The planning permit for 20 Buckland Way was received from Council in October 2020; The Cultural Heritage assessment is on schedule to be approved in the 2nd Quarter 2021. Project preparation such as land clearing, sales suite and car park construction is scheduled for the 2nd quarter. The marketing launch is ready and will follow a three week expression of interest campaign planned for the 2nd QTR.





# Sunbury

There is an opportunity to invest in this project via Lauders Capital, as either debt or equity and we invite you to connect with us about this opportunity.

## Vista (60 Buckland Way)

60 Buckland Way enjoys the same positive aspect of positioning and marketing as does 20 Buckland with the added bonus that 60 Buckland borders the established and prestigious Jackson Hill Estate. It also boasts magnificent views along the Harper Creek valley to the Melbourne skyline.

The project at 60 Buckland Way site was secured in the September 2020 quarter, and preliminary planning works have commenced. With up to two years to settle the property, the project feasibility allows 12 months to achieve the 160-lot subdivision permit with an option to settle early. This creates optimal timing to launch this project to the market on the back of the marketing momentum gained from the 20 Buckland.

Initial Survey works have been completed and the Permit application is in progress. Cultural Heritage Management Plan will commence as soon as practical.

## The Fields (35 Watsons Road)

Lauders Capital have secured a further 100 lot subdivision project in the Buckland Way precinct and have now entered an unconditional contract.

The contract terms are favourable and will complement the projects at 20 & 60 Buckland Way. Lauders Capital offers both debt and equity investment opportunities in what we believe is one of the most favourably located development precincts in the Sunbury South PSP.

The Cultural Heritage Management Plan will commence as soon as practical.

Please contact us for details relating to the current opportunities.



# Beveridge

Beveridge settled in the 1850's has retained authentic elements of its fascinating heritage. Infrastructure planning includes a new town centre, schools, and railway station and within ten minutes' drive to metropolitan activity centre including hospital, university campus and major retail facilities. It offers the best of Melbourne's evolving north.

Lauders Capital projects have made considerably positive headway and were the first to deliver titled lots in the Beveridge Township/Beverage Central PSP! The first 90 of Lauders Capital 580 lots in Beveridge titled in the third quarter of 2020.

Minton Place

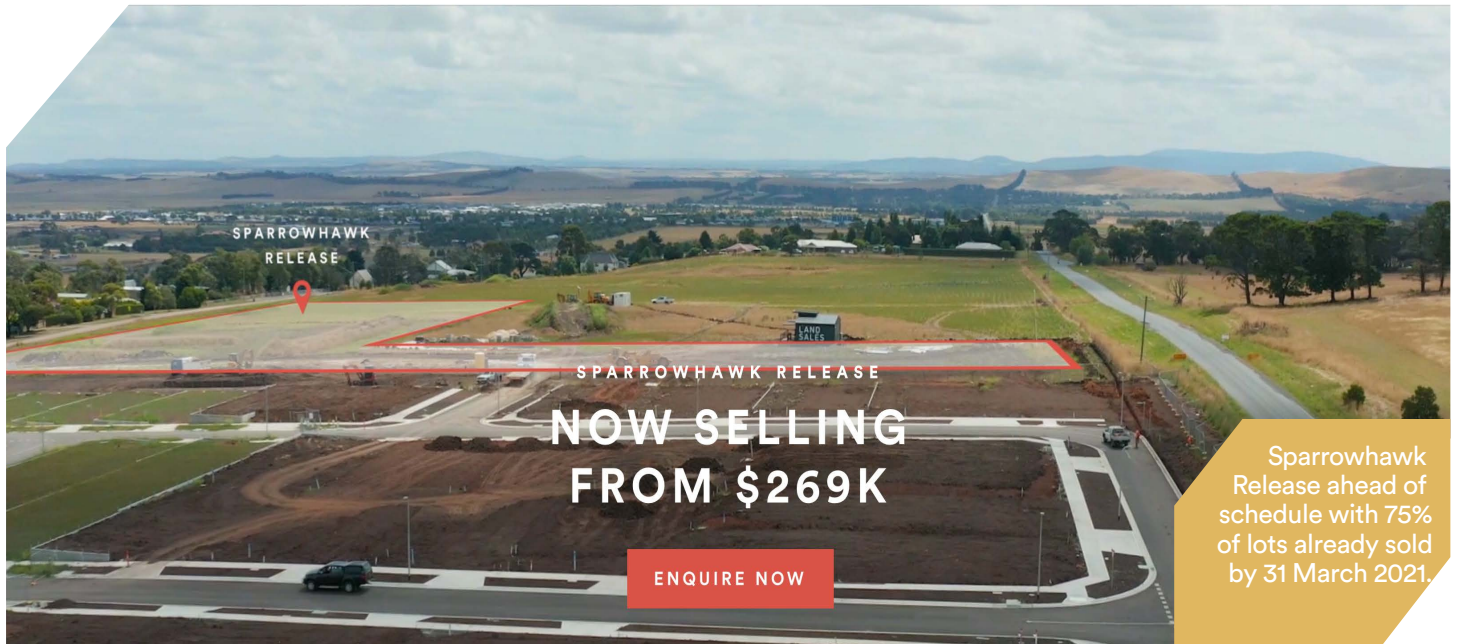
Glenmore

Inverness

## MINTON PLACE

NOW SELLING HOUSE & LAND LOCATION

ENQUIRE NOW



# Beveridge

We are excited to announce that construction on the third stage at Minton Place (Sparrowhawk) is projected to commence by April with an anticipated settlement by the third quarter 2021.

### Minton Place

Minton Place has been popular in the market with strong sales being achieved. Eligible purchasers having access to the governments \$45,000 First Home Owner Grant and HomeBuilder grants has certainly added to the level of enquiry (100 of a total 264 lots have sold).

The Nankeen Release titled in November 2020 and the majority of lots were settled by the end of the December quarter 2020. The majority of lots have been sold in the next stage (Peregrine Release) and SOC was achieved in February and titles in March 2021. Construction on the third stage (Sparrowhawk) is projected to commence by April with an anticipated settlement by the 4th Quarter 2021.

The design of the next stage (Osprey Release) is well underway with council approval expected in the 2nd Quarter 2021. This stage will be developed in parallel with the community park.

The development at Minton Place has provided great outcomes for our investors. The marketplace has been buoyant, progress is ahead of schedule and there has been early returns of mezzanine funding and overall returns expected indicatively to exceed the original forecast.





**GLEN  
MORE**

Bulk earthworks at  
Glenmore as lots  
selling ahead of  
schedule

## Beveridge

Sales prices achieved for Glenmore have been above original forecast and this has translated into significantly improved project performance.

### Glenmore

This project is located in Beveridge Central PSP and is a permitted 264 lot subdivision. Sales prices achieved have been above original forecast and this has translated into an overall improved project performance.

The project Masterplan was recently re-staged to allow construction to be brought forward. This re-staging resulted in a slightly higher project yield and release of several sub-stages.

Stage 1A (Glen) all 49 lots have sold. Stage 1B (Braemar) development of 19 lots have been put on hold awaiting the outcome of Melbourne Water drainage. In Stage 2 (Ayre) 24 of 61 lots have been released and 17 lots have been sold.

Glen and Ayre - bulk earth works have commenced and internal infrastructure services are expected to begin in the second quarter 2021.

### Inverness

This project is geographically very close to our Glenmore project and is a permitted 52 lot subdivision. The property neighboring the north boundary of this project has commenced construction and has provided the opportunity for an early, partial development for this project.

The redesign of the masterplan has been finalized. This amended masterplan comprises a 3-stage release. Stage 1 was released to market in the middle of the first quarter 2021 and 4 of 7 lots have been contracted, construction has also commenced on this stage.

Detailed design for Stage 2 is well underway and preliminary design has been lodged with council. Stage 2 is being prepared for launch in the second quarter 2021.



# Rockbank South PSP

Rockbank South PSP is located in Melbourne's west adjacent to the very popular Rockbank PSP and moments from the established hubs of Caroline Springs and Rockbank. Easy access to major arterials and public transport networks.

## 995 Greigs Rd

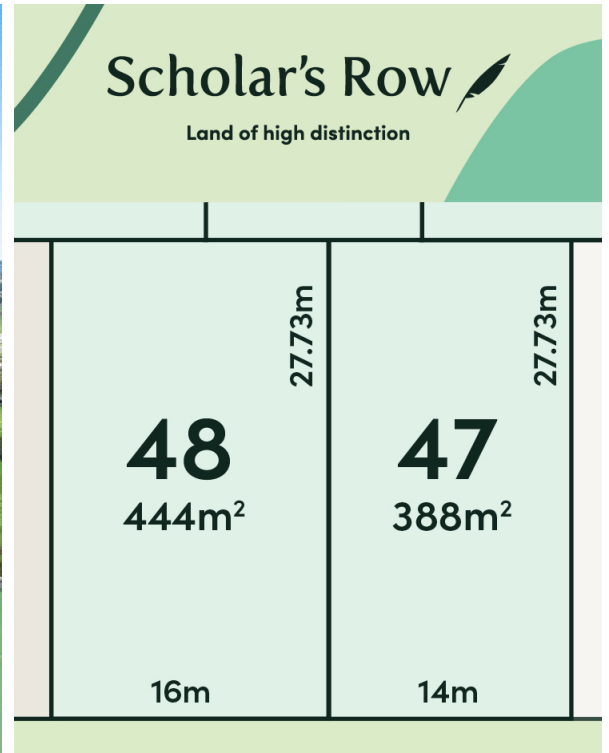
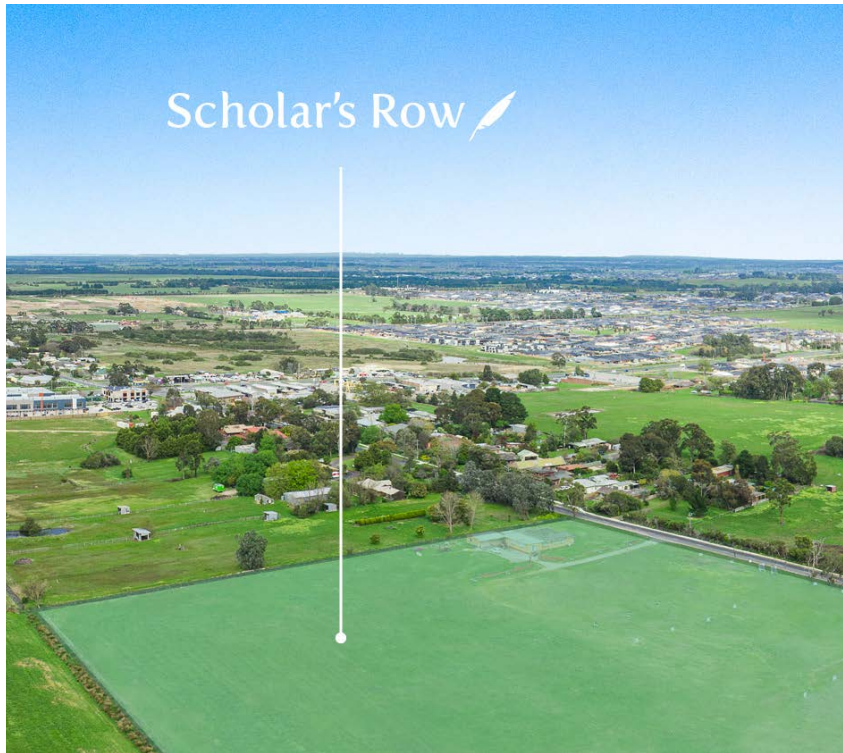
This project aims to offer exceptional midterm investor opportunities: The Rockbank South Precinct Structure Plan is a Victorian Planning Authority (VPA) identified PSP. Our early entry into this project ensures the opportunity for our highly skilled project manager's to contribute and influence the development of the PSP. There is a projected four-year timeline for the completion of the PSP; with planning permit and development to follow.

This outstanding investor opportunity is framed by the projects unique position that offers the highly sought-after balance of natural lifestyle and city appeal. The project has been secured on good terms and can serve as an excellent early entry development project.

The early entry into the project can also potentially provide numerous opportunities for investors as stages of development progress – including going to market once the PSP has been achieved optimising profit on the associated increased land value.

To that end, there is strong potential for an uplift in land value as this project progress along with the PSP process and this projected uplift will be able to return the initial equity early and move the project into the next stages.





## Officer

**Scholars Row has achieved positive outcomes for our investors as overall returns have exceeded original forecast.**

Officer previously located within a greenbelt is now open for development and is one of the South-East's most sought-after suburbs. Adjacent to Beaconsfield and Berwick both established high socio-economic areas. Officer also boasts several private/ independent schools and a specialist school. Within five minutes from freeway access to the city.

### Scholar's Row

Scholar's Row is a prime development in Officer – located in the established area of town and close to the freeway.

This boutique development of 54 lots provides a brand-new community an opportunity in a desirable part of Officer. The first two releases have sold out and the final stage is selling strongly with 90% of all lots sold.

Financing has been approved and initial site works have commenced. This project has achieved positive outcomes for our investors as overall returns have exceeded original forecast.



# Gippsland

Victoria's south east Gippsland region is rapidly becoming a popular corridor for both tree and sea changers; beautiful rural and regional areas flanked by exquisite coastline.

## Neerim South Wonthaggi

### Neerim South

This project in Neerim South is in a regional setting with large allotments (1 to 2+ acre lots). Presenting the ideal opportunity for buyers looking for larger blocks with a rural feel, city convenience and easy access to coastline.

The planning permit is on schedule to be lodged with Council in the second quarter 2021. Marketing is being prepared and will launch subsequent to planning permit approval (anticipated late 2021).

Please contact us for details relating to the current opportunities.







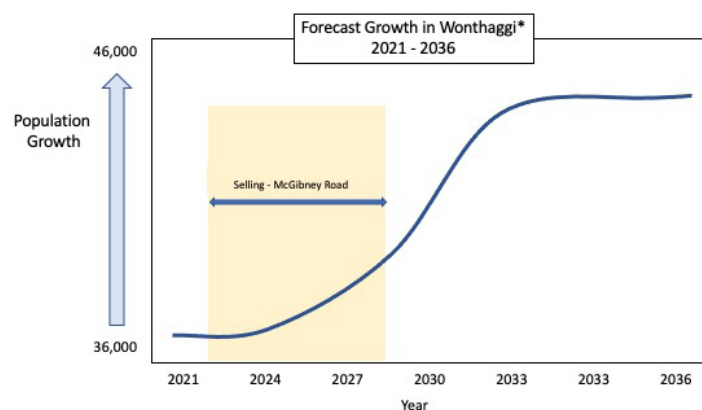
# Gippsland

## Wonthaggi

This project has a potential yield of 550 larger lots (600+ sqm) in a most sought after location in the Bass Coast Shire of South East Gippsland. Due diligence is in progress and it is anticipated that the first deposit on an unconditional contract will be paid in April 2021.

The contract of sale for the project augurs well with the potential demand increase, in line with the projected population growth forecast for the region between 2021 - 2036 (as shown in diagram).

Investment opportunity and an Information Pack is available on request.



\* Population and household forecasts, 2016 to 2036, prepared by [id](#) (informed decisions), November 2017.



# The team

With an enviable track record, Lauders Capital has the holistic expertise to understand risks, solve problems and deliver projects on time and as planned.



## Craig Bass

*Managing Director  
Lauders Group & Lauders Capital*

The foundation of Craig's success is his understanding of business, investment and finance, an unqualified commitment to integrity-based relationships and a belief in shared success.



## Clinton Burke

*Director Development  
Lauders Group*

Clinton is renowned for his end-to-end knowledge of the development process, a hardearned reputation for reliability and a seemingly endless well of energy.



## Sounik Chatterjee

*Founder and Director of MLCap group  
(CAR of Lauders Capital), and Authorised  
Representative of Lauders Capital*

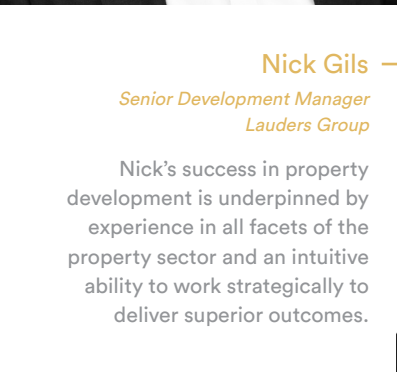
Sounik provides innovative and exclusive investment solutions for international and domestic investors. He is Co-founder and Non-Executive Director of Precinct Land Consultants, providing land development consultancy services.



## Shona Bass

*Executive Officer  
Lauders Capital*

Shona is a successful leader, consultant, businesswoman, professor, author and educator with extensive experience across the medical, education, health and sport sectors.



## Nick Gils

*Senior Development Manager  
Lauders Group*

Nick's success in property development is underpinned by experience in all facets of the property sector and an intuitive ability to work strategically to deliver superior outcomes.



## Tim Chamberlain

*Chief Financial Officer  
Lauders Group*

Tim has held diverse accounting, finance and compliance roles, including project related experience with multinational companies Microsoft, Boeing, Gillette, Incitec Pivot and Cadbury Schweppes.



## Elaine Lin

*Accountant  
Lauders Capital*

Elaine is known for her excellent accounting, compliance and reporting skills.



## Sabah Gill

*Accountant  
Lauders Group*

In addition to her technical skills, Sabah has an ability to handle multiple tasks with superior attention to detail throughout every aspect of work.

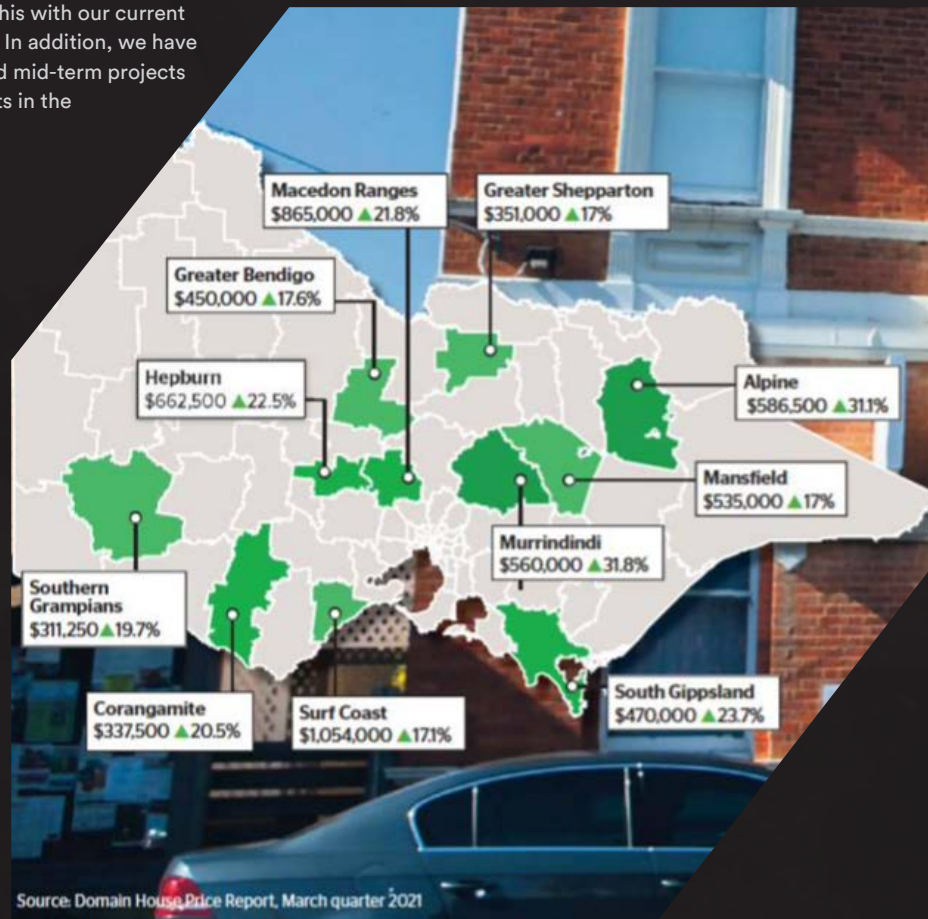


# Outlook looking forward

Lauders Group have secured a strong pipeline of projects within both the Urban Growth Zone and regional areas.

The Gippsland region is highly sought after, and Wonthaggi in particular has been identified as the South Gippsland regional economic hub. With the additional bonus of being only a 10 min drive to the beautiful coastline and beaches.

We believe that the current property market remains positive showing an increasing sales price point and sales rate. Lauders Capital is well positioned to capitalise on this with our current projects that are on market. In addition, we have secured both short-term and mid-term projects to deliver well over 1,500 lots in the coming two to five years.



Victorian Regional Areas  
with the biggest house price growth (y-o-y)

# Lauders capital.

Lauders Capital is a leading provider of wealth creation opportunities, primarily through Australian residential property. With an enviable track record, Lauders Capital has the holistic expertise to understand risks, solve problems and deliver projects on time and as planned.

[lauderscapital.com.au](http://lauderscapital.com.au)

**Craig Bass**

Managing Director

[craig@lauderscapital.com.au](mailto:craig@lauderscapital.com.au)

Ph. +61 438 448 432

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AFS Licence (No. 519309) Level 27, 101 Collins St, Melbourne Victoria 3000

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