

## CASE STUDY – PREFERRED EQUITY



### BACKGROUND

- An opportunity was presented to CVC to jointly purchase 153Ha of land in Marsden Park, located in Sydney's north west growth corridor. The site was identified for residential development but yet to be in a formal rezoning process. In partnership with a private developer, CVC participated as a preferred equity partner to this transaction.
- It is anticipated the site will deliver in excess of 1,300 allotments over time.

### STRUCTURE

- The investment has been made in joint venture with a private developer with CVC earning a preferred return in addition to its equity participation.

### MANAGEMENT ACTIVE APPROACH

- Management worked with the private developer to structure the opportunity, source debt finance to assist with the acquisition. Management has also been active in the planning and project strategy which has led to a Development Management Agreement with Mirvac being executed.

### PERFORMANCE

- The project is now in a formal planning process and has increased in value considerably.

TRANSACTION	CHARACTERISTICS	INVESTMENT SIZE	INVESTMENT PERIOD	FORECAST INVESTMENT IRR
STRATEGIC ACQUISITION AND REPOSITION	PREFERRED EQUITY	\$5 MILLION	24-36 MONTHS	+30% p.a.