



Haben Westpoint Trust

HABEN

Fund Summary

Fund Manager	Haben
Fund Name	Haben Westpoint Trust
Asset Class	Property
Strategy Description	Active management of a major retail shopping centre and activation of associated land for higher use.
Target Return*	Target Return* 17% IRR comprising 6.6% average income distribution
Distributions and Frequency	Quarterly
Leverage	55% maximum gearing target loan to value ratio
Fund Structure	Australian Unit Trust
Terms	7 years
Fees	Management Fee: 0.5%, Performance Fee: 20% of performance above the annual hurdle rate of 10% Acquisition Fee 1.0% of purchase price
Drawdown Profile	25% on application; 75% in mid-October (see landing page link below for dates)
Minimum Investment	\$100,000
Key Dates	Refer to: https://www.partnersprivate.com.au/investments/unlisted/haben-westpoint-trust/
Offer Documents	Information Memorandum dates August 2024

*Target returns are not guaranteed, and total returns may be above or below target range.

This summary has been provided for illustrative purposes only. All terms and conditions contained herein are subject to and will be superseded by the final documentation. Please refer to the Fund's Information Memorandum for further details. This summary is not an offer or solicitation to purchase interests in the Fund. Such interests are only offered pursuant to the terms of the Information Memorandum, which should be reviewed carefully prior to investing. Past performance and/or forward-looking statements are not a reliable indicator of future performance.



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The opportunity

Haben is establishing HWPT, a closed-end unlisted property fund (consisting of two stapled trusts, being the Haben Westpoint Trust A and the Haben Westpoint Trust B) that will acquire Westpoint Shopping Centre, a landmark asset situated in the heart of Blacktown. The Centre is strategically positioned to capitalise on the rapid population growth, planned expansion and substantial investment in the Blacktown CBD which is forecast to provide long term income and capital growth for the Property.

The Trustee intends to acquire a 50% interest in Westpoint Shopping Centre, a Major Regional shopping centre intended to provide investors with regular income, potential income growth and repositioning opportunities.

The Fund Manager

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The Fund Manager is Haben Property Fund Ltd. The Fund Manager is wholly owned by Haben Group Pty Ltd a private company managed and owned by interests associated with two principals of the Finger family, Ben Finger Group CEO and MD, and Harold Finger, Principal & Group Development Manager. The firm has a team of over 100 staff.

Haben position themselves as “a fully-integrated pure-play retail investor and manager with a focus on resilient income from convenience- based retailers and unlocking capital value across our investments. Haben see long-term value in this sector and have a track record of delivering consistent capital growth and income returns for our investors.”

The structure has a typical integrated property firm structure led by a management team comprising: Ben Finger, MD and Co-Founder; Harold Finger, Co-Founder; Melissa Kingham, ED and Head of Funds Management; Antony Keenan, COO; and Jon Howlett, Head of Finance. The fully integrated in-house property capability covers Development, Leasing, Tenancy Design and Delivery, Lease Administration, Centre Management, Marketing, Finance and Legal.

These in-house capabilities and pure play retail focus means Haben can be nimble and focused on optimising shopping centre performance and value add initiatives.

The strategy

The manager has identified five main components for the investment and value-add strategy of the fund summarised from Section 8 of the IM:

- Strategy 1 – Highest and best use of the Kmart site.
- Strategy 2 – Cosmetic upgrade in certain areas.
- Strategy 3 – Reposition Areas: Focus on education and youth enrichment tenants.
- Strategy 4 – Improve entry statements and wayfinding.
- Strategy 5 – Active Asset Management.



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Targeted returns

The targeted returns of 17% IRR and 6.6% average income over the life of the fund assume a 6.4% initial yield, 1.6% above the weighted average yield of notable Regional Centre transactions from 2007 to present. These comprise transactions across NSW, Victoria and Queensland that transacted at an average yield of 4.8% (Section 7 of the IM, Market Value Analysis). The returns over the fund life assumes that rentals rise with normal fixed and CPI relative escalations and the exit is at an average yield of 5.0%. The returns will be achieved by a combination of enhancement of the shopping centre to optimise the performance and mix of tenants. The return target does not make excessively optimistic assumptions about the Kmart site, currently zoned B4 Mixed Use and has permits for residential accommodation.

Partners Private View

The Fund Structure & Offer highlights the Fund Objectives & Strategy in Section 9 of the IM. These are to:

- Provide Investors with an attractive medium to long term property investment.
- Provide investors with regular income and potential income growth.
- Increase the performance of the Fund through management, remixing and repositioning;
- Maximise the value through ambience upgrades, design and development approvals;
- Distribute quarterly income to investors with potential for capital growth; and
- Maximise the capital growth of the property investment at the end of the Fund term.

In addition to these points Partners Private is of the view that this is a rare opportunity to obtain with the Joint Venture partner a 100% interest in a Major Regional shopping centre at a 40% discount to replacement value. We highlight that the surrounding catchment area is particularly attractive being in one of the largest local government areas with strong population growth and significant infrastructure spending in the area. The yield and IRR profile is attractive with Haben adding expertise and further potential uplift as a retail specialist and fully integrated retail property investment and management firm.