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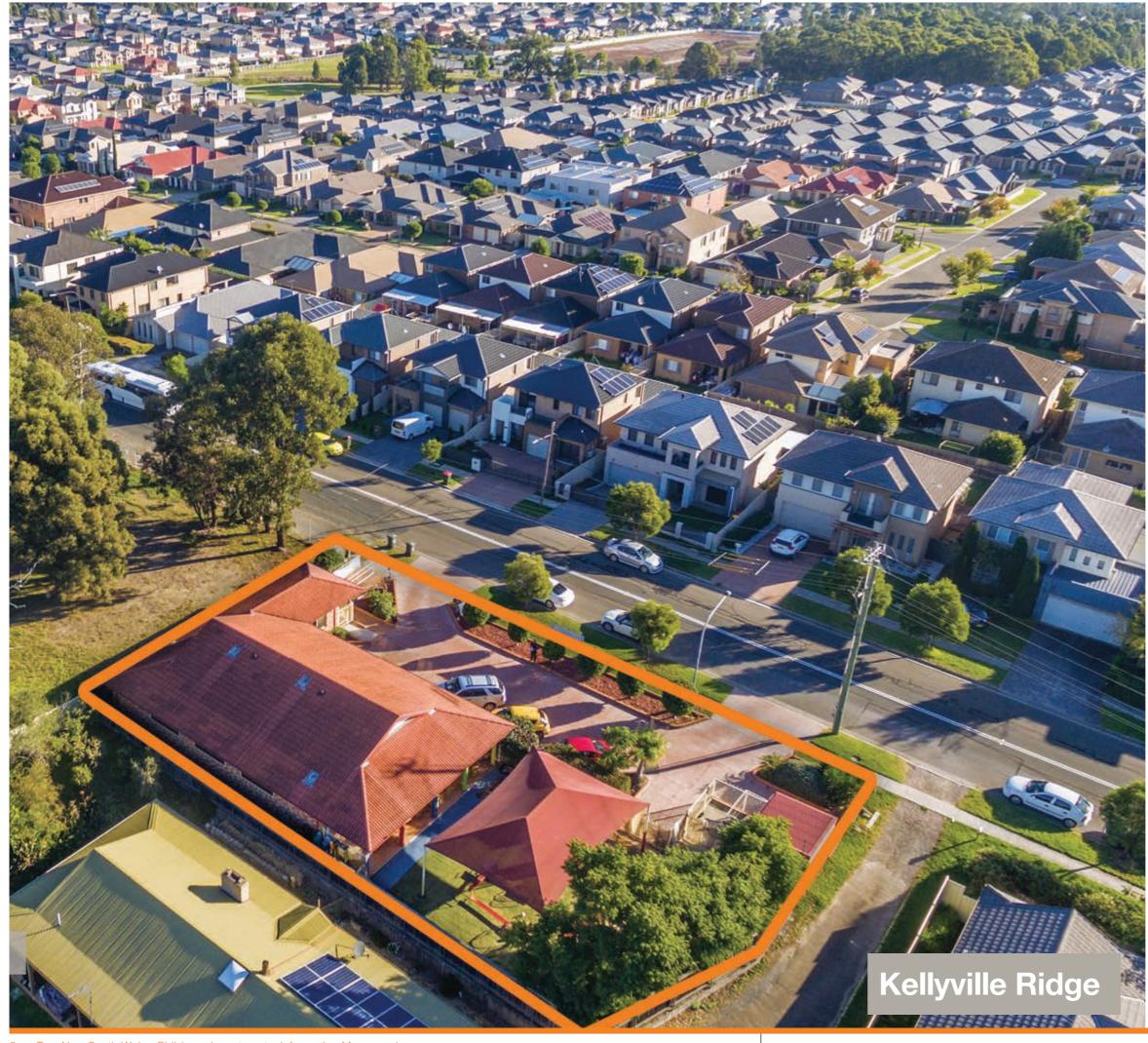
# Two Sydney Childcare Investments 19 Fourth Avenue, Condell Park NSW 66 Conrad Road, Kellyville Ridge NSW

**Information Memorandum** 

Auction 11am AEST Tuesday 27 June 2017

Doltone House Hyde Park, 181 Elizabeth Street, Sydney





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Burgess Rawson 3

### **Investment Features**

- Long 15 year leases plus options to G8 Education Limited to 2029
- Two further 5 year options to 2039
- G8 Education Ltd: largest ASX listed early education provider with over 480 centres nationally and a market cap of \$1.38 billion
- Highly desirable 4% annual rental increases plus ratchet (i.e. rent cannot reduce) provisions at market review, ensuring guaranteed rental growth
- Tenant pays all usual outgoings including management
- Long established and proven businesses acquired by G8 Education
- Easily managed, single tenanted investments

#### Address

19 Fourth Avenue, Condell Park, NSW

Fifteen (15) years from 26 September 2014 Term:

to 25 September 2029

Two (2) x five (5) years from 26 September Options:

2029 to 25 September 2039

Net Income: \$94,099 pa + GST and outgoings

#### **Address**

66 Conrad Road, Kellyville Ridge, NSW

Fifteen (15) years from 28 November 2014 Term:

to 27 November 2029

Options: Two (2) x five (5) years from 28 November

2029 to 27 November 2039

Net Income: \$101,237 pa + GST and outgoings

#### Method of Sale

For sale separately by Auction on Tuesday 27 June 2017 at 11am Doltone House, Sydney



#### **Adam Thomas**

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### **Natalie Couper**

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#### **Michael Vanstone**

0403 580 528

mvanstone@burgessrawson.com.au



### Introduction

Burgess Rawson are delighted to offer the freehold interest in two childcare investments located in Condell Park and Kellyville Ridge, New South Wales, and leased to G8 Education. Both properties will be offered separately for sale by way of Auction, to be held from 11.00am (AEST) on Tuesday 27 June 2017, at Doltone House, Sydney.

### **Burgess Rawson**

Since being established in 1975, our Sales, Leasing, Property Management, Valuation and Advisory services fulfil the complete and ongoing needs of our clients. Burgess Rawson has a network of offices throughout Australia and extensive regional partnerships with local property specialists, giving unmatched depth and reach in all commercial property market sectors.

At every stage of ownership, our clients benefit from our specialist knowledge, experience, market insights and advice. Our strong market position, plus our targeted and effective marketing campaigns through a highly qualified database, generates maximum exposure for properties.

Burgess Rawson's iconic Portfolio Auctions are held in Melbourne and Sydney bringing together a diverse range of national commercial and investment grade properties.

Based on our knowledge and experience, Burgess Rawson are confident in recommending these properties as outstanding childcare investment opportunites.





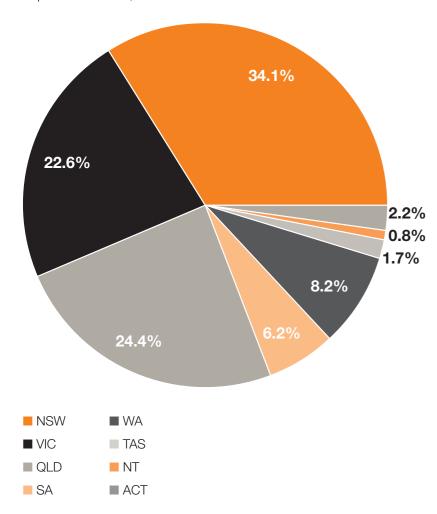


### **Key Childcare Sector Attributes**

According to the Department of Education and Training report for the September 2015 quarter, the future looks bright for childcare investments with over 1.2 million children attending some form of approved childcare service in Australia. This has been steadily growing and has increased by 5.7% on the previous year.

### **Children using Long Day Care by State and Territory**

September Quarter, 2015



According to IBIS World, a baby boom is coming – with the rate of births expected to increase by 6.4% over the next few years as the workforce ages.

The demand for childcare is being driven by a number of industry factors including:

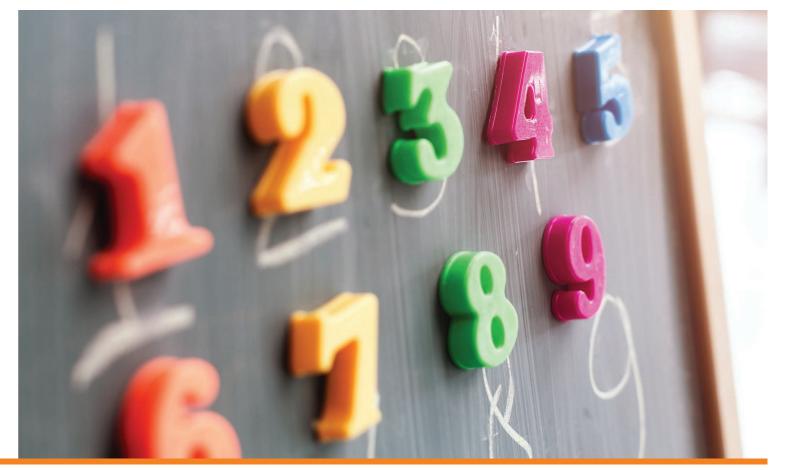
- The high cost of living driving parents back to work
- The desire of more women to maintain careers than in the past
- The government's position that female workforce participation is good for the economy.
- The Australian Government subsidises the cost of child care for eligible families through the Child Care Benefit and the Child Care Rebate to help parents with the cost of approved child care.

During the September 2015 quarter, the total estimated expenditure on Child Care Benefit and Child Care Rebate was over \$1.8 billion, 64% of which was paid in relation to families using Long Day Care services.

Under the proposed federal Budget the new Child Care Subsidy will replace both existing government subsidies where families earning up to \$65,000 will be able to receive up to 85% off the cost of their childcare back in subsidies. This rate reduces with higher incomes, with families earning over \$170,000 potentially receiving 50% back.

Nationally, total government recurrent and capital expenditure on childcare services was \$8.6 billion in 2014-15 (an increase of 9.6% from 2013-14). Over the last five years, the average annual growth rate of real expenditure was 10.6% which may push up demand for childcare even further.

Source: ABS and Department of Education and Training



### **Property Details - Condell Park**

### Address

19 Fourth Avenue, Condell Park, NSW

### **Title Details**

Lot 30 on Deposited Plan 1872

### **Site Area**

766 sqm

### Zoning

The land is zoned '(R2) Low Density' under the Canterbury Bankstown Local Environment Plan 2015.

#### Location

The subject property is situated on the southwest corner of Second and Fourth Avenues. and 2km north-west from the intersection with both the Milperra Road and M5 Motorway.

Condell Park is an established residential area and adjoins the localities of Bankstown and Padstow, and is located 20 kilometres southwest from the Sydney CBD.

### **Site Description**

The subject site is a regular shaped corner allotment with the following boundary dimensions:

 Northern boundary 50.29 m (Second Avenue frontage)

 Eastern boundary 15.24 m (Fourth Avenue frontage)

 Southern boundary 50.29 m

15.24 m Western boundary

#### **Building Description**

A single level facility with service approval for 33 Long Day Care (LDC) places.

#### **Car Parking**

4 spaces

#### **Accommodation includes:**

- Reception + office + meeting room
- Three (3) education rooms with direct access to external play areas
- Children's bathrooms
- One (1) cot room
- Disabled unisex WC
- Laundry + storage room
- Kitchen + staff room

### **Building Construction**

Footings: Reinforced concrete Floors: Reinforced concrete

slab

Floor Coverings: Predominantly vinyl

plus tile to wet areas

External walls: Rendered brick

Painted plasterboard Internal lining:

A/C: Ducted Recessed Lighting:

> fluorescent tube Aluminum framed

Timber Doors:

Ceilings: Painted plasterboard

Roof: Tile

• Windows:

### **Lease Details - Condell Park**

Lessee:	G8 Education Limited trading as Kindy Patch Condell Park		
Lease Term	Fifteen (15) years		
Lease Commenced	26 September 2014		
Lease Expiry	25 September 2029		
Options	Two (2) further terms of five (5) years to 25 September 2039		
Outgoings	All outgoings paid by the tenant including management fees		
Rent Reviews	Fixed 4% annual increases plus 'ratchet' provisions at market review ensuring the rent cannot reduce		
Security	Bank guarantee equal to three (3) months' rent		
Net Income	\$94,099 p.a. plus GST and Outgoings		



### **Location – Condell Park**

Condell Park is an established residential suburb, located 20km south-west from Sydney's CBD.

A new City of Canterbury Bankstown was announced by the NSW Government on 12 May 2016. The City of Canterbury Bankstown replaces the Bankstown and Canterbury Councils, and becomes the largest Council in NSW with 350,983 residents



The City of Canterbury Bankstown covers an area of 110 square kilometres, with a population hectares of parks, gardens, reserves and open of over 350,000 and is located between 8 and 23km south-west of Sydney's CBD, and only 20 minutes by direct rail link or road from Sydney Airport. It is well serviced by several road networks, such as the Hume Highway, M5 Motorway and M5 East. Two separate railway lines directly link the area to Sydney's CBD. Bankstown is also home to Bankstown Airport, the largest general aviation airport in the southern hemisphere.

Bankstown has over 70 public and private schools, which provide a high standard of education to the council's youth and is also home to one of the University of Western Sydney's campuses attracting students from all over Sydney and abroad to study.

The municipality also boasts more than 1090 spaces including Bankstown City Gardens, Sylvan Grove Native Garden, Georges River National Park and Georges River.

In addition, Bankstown has many sporting facilities including Dunc Gray Velodrome, The Crest Sporting Complex (international standard athletics track), Memorial Oval, Bankstown Basketball Stadium, Kelso Softball Park, four Olympic swimming pools and many other local fields and centres.

For further information, please visit: www.cbcity.nsw.gov.au







### **Property Details - Kellyville Ridge**

### Address

66 Conrad Road, Kellyville Ridge, NSW

### **Title Details**

Lot 2013 on Deposited Plan 1071485

### Site Area

931 sqm

### Zoning

The land is zoned '(R2) Low Density Residential' under the Blacktown Local Environment Plan 2015.

#### Location

The subject property is situated on the western side of Conrad Road, 1km to the west of the intersection with Old Windsor Road and the new Skytrain, and 3km to the north of the intersection with the M7 Motorway.

Kellyville Ridge is an established and rapidly expanding area and adjoins the localities of Kellyville, Parklea and Rouse Hill, and is located 32km north-west from the Sydney CBD.

#### **Site Description**

The subject site comprises a generally regular shaped parcel of land, with the following boundary dimensions:

- Western boundary 38.01 m (Conrad Road frontage)
- Eastern boundary 34.60 m
- Northern boundary 25.49 m
- (over two bearings)
- Southern boundary 25.00 m

#### **Building Description**

A single level, facility with service approval for 36 Long Day Care (LDC) places.

### **Car Parking**

7 spaces

### **Accommodation includes**

- Foyer + reception accessed via a pedestrian ramp
- Two (2) education rooms with direct access to bathrooms and external play areas
- Nursery/cot room
- Kitchen + staff room
- Laundry
- Unisex WC
- Large outdoor storage shed

### **Building Construction**

Footing: Reinforced concrete Floors: Reinforced concrete slab • Floor Covering: Predominantly vinyl plus tile

to wet areas

External walls: Exposed brick Painted Plasterboard Internal lining: Windows: Aluminum framed

Timber (internal) Doors:

> Aluminium framed (external)

• Lighting: Flourescent tube • A/C: Ducted heating

Ceilings: Painted plasterboard

• Roof: Tile

### Lease Details - Kellyville Ridge

Lessee	G8 Education Limited and trading as Creative Garden Kellyville Ridge		
Lease Term	Fifteen (15) years		
Lease Commenced	28 November 2014		
Lease Expiry	27 November 2029		
Options	Two (2) further terms of five (5) years to 27 November 2039		
Outgoings	All outgoings paid by the tenant including management fees		
Rent Reviews	Fixed 4% annual increases with 'ratchet' provisions at market review, ensuring the rent cannot reduce		
Security	Bank guarantee equal to three (3) months' rent		
Net Income	\$101,237 p.a plus GST and Outgoings		



### **Location - Kellyville Ridge**

Blacktown City is the fastest growing local government area in New South Wales, with a resident population in excess of 340,000.



Blacktown City is located approximately 35km north-west from the Sydney CBD, with a current estimated 340,000 residents and forecast to grow to over 540,000 by 2036.

A modern bustling city of 247 square kilometres with 48 residential suburbs, Blacktown City is the fastest growing and second largest city (by population) in NSW.

The City is at the heart of Western Sydney and well serviced by employment lands, public transport and road access and supported by core infrastructure in health, education, recreation, culture and leisure. Blacktown's diverse land use also continues to attract developers and retailers to the largest quantity of zoned and serviced industrial and commercial land throughout NSW.

Access into and out of Blacktown is simple due to various major arterial roads and public transport facilities including the Western Railway Line from Sydney, the Great Western Highway, Richmond Road and the M2 and M4 Motorways.

Blacktown's Central Business District provides residents with numerous shopping facilities and services and is the commercial centre for government departments and local business. Other key industries in the area include transport, storage, warehousing, distribution and logistics.

For further information, please visit: www.blacktown.nsw.gov.au







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### **Tenant Profile**



G8 Education ltd

G8 Education Limited (ASX: GEM) listed on the Australian Securities Exchange on 5 December 2007 is the largest ASX listed early education centre provider in Australia, with a current market capitalisation of \$1.38billion.

G8 currently owns and operates over 480 centres nationally and their premium brands include:







































For further details please visit: www.g8education.edu.au

# **Inspection Times**

Condell Park, 19 Fourth Avenue Wednesday 21 June 2017 5:00 – 5:30pm Kellyville Ridge, 66 Conrad Road Thursday 22 June 2017 5:00 - 5:30pm

Please note: inspections are "strictly by appointment" only, please contact the agents to register your attendance.

### **Market Evidence**

Comparable sales of New South Wales childcare investments transacted by Burgess Rawson include:

Date	Address	Sale Price	Yield
Apr 2017	Belmore, 40 York Street, NSW	\$2,560,000	4.73%
Apr 2017	Kingsgrove, 4 Richland Street, NSW	\$2,500,000	4.72%
Apr 2017	North Richmond, 33 Riverview Street, NSW	\$1,990,000	5.37%
Feb 2017	Punchbowl, 57 Belmore Road, NSW	\$1,600,000	5.30%
Oct 2016	Parramatta, 31-33 Iron Street, NSW	\$3,990,000	5.17%
Oct 2016	Engadine, 252 Woronora Road, NSW	\$2,065,000	4.84%
Sep 2016	West Hoxton, 38 - 40 Wainewright Ave, NSW	/ \$2,327,000	4.00%
Sep 2016	Condell Park, 227 Edgar Street, NSW	\$2,330,000	4.51%

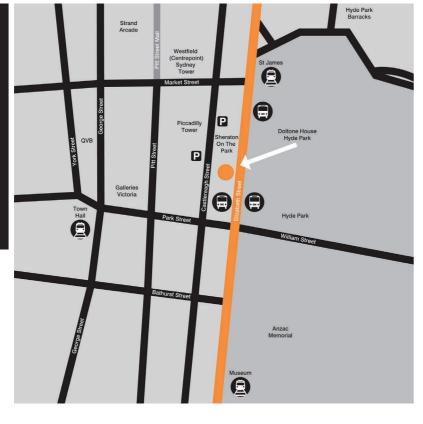
### Sale Process

### **Method of Sale**

Each property will be offered separately for sale by Auction:

Auction Tuesday 27 June 2017 at 11am

Doltone House, Sydney NSW



### Interstate Bidding

Interstate bidding is available strictly by prior arrangement at one of Burgess Rawson's interstate offices.



**Burgess Rawson & Associates** Level 7, 140 Bourke Street **Melbourne VIC** 

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#### **Natalie Couper**

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**Burgess Rawson & Associates** Level 18, 15 Castlereagh Street Sydney NSW

#### Michael Vanstone

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### **Property Management**

Burgess Rawson is not only a market leader in investment sales: we are also regarded as highly professional property managers. With an Australia-wide management portfolio of well in excess of \$2billion, we are able to equally manage property whether it is CBD, metropolitan or regionally located.

- More than Rental Collection care for your property and investment. Professional property management enhances and secures your tenant relationship, provides property accounting (including tax invoicing/ GST/BAS) reports and maximises rental. We take the weight off your shoulders.
- Achieve \$ savings through our buying power and access to the best providers: insurance brokers, maintenance contractors etc. We have the contacts and long standing relationships to be at your disposal.
- Improve your cash flow Apart from ensuring regular rental increases are enacted to maximum sustainable levels, a professional property manager reviews council rating values, as well as accessing the best taxation depreciation assessment to improve your after income tax bottom line. We aim to add more to your overall capital value.
- Not missing a beat With our daily contact in the market, we hear about new developments, tenants on the move etc. Whether this information helps protect your investment or leads to further opportunities, we have our ears to the ground.
- Problem solvers Owning property has never been more complicated, and highly regulated. We are fully conversant with the Retail Tenancies Act, Town Planning and Occupational Health and Safety Regulations. We can anticipate and prevent problems.

- Experience and involvement Our professional property managers offer a wide range of expertise. Time in the profession, and continuous improvement and involvement in the property sector is an intellectual pursuit. We can provide a pool of such experience to individual clients in a way we believe self-managed property owners cannot.
- Value for money free yourself up to concentrate on the returns of your investments, rather than the daily issues which can arise from your property. The small cost involved in professional management is money well spent. We have the resources to service your needs.

To discuss your particular property management's needs, please contact either your Burgess Rawson selling agent or Ingrid Filmer today.



#### **Ingrid Filmer**

Director Principal Property Management Department 0413 860 312 ifilmer@burgessrawson.com.au

### **Disclaimer**

The information contained in the report/information memorandum has been prepared in good faith and due care by the Vendor, Burgess Rawson. Any projections contained in the report therefore, represent best estimates only and may be based on assumptions.

The information contained herein is supplied without any representation as to its truth or accuracy. All interested parties should make their own enquiries to satisfy themselves in all aspects and obtain their own independent advice in order to verify any of the information. All stated dimensions and areas are approximate.

The vendor does not represent or warrant the accuracy of any information contained in this document. Subject to any statutory limitation on its ability to do so, the vendor disclaims all liability under any cause of action, including negligence, for any loss arising from reliance on this document.

Specifically, we make the following disclosures:

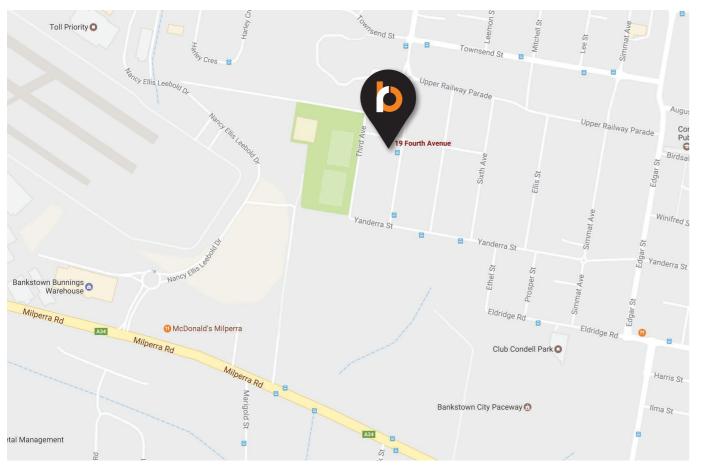
- All areas, measurements, boundaries, car space numbers, rents are approximate only and subject to final confirmation;
- The indicative depreciation schedule has been provided by Napier & Blakeley and is an estimate only and cannot be used for tax purposes.

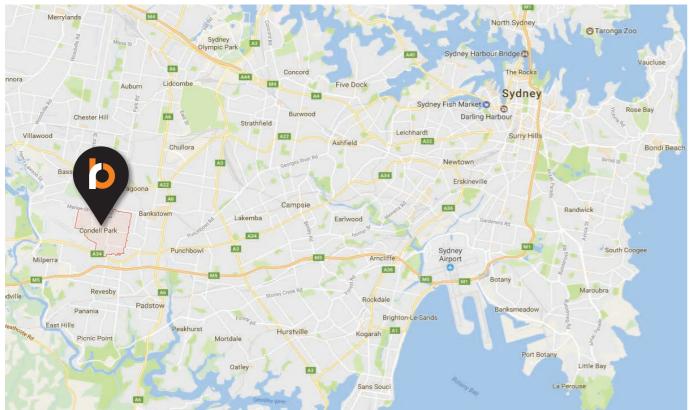
The information contained in this document is provided as a guide and an aid to further investigation by potential purchasers. Prospective purchasers should seek legal, financial and other appropriate expert advice in order t he verify the accuracy of the information presented in this document

#### **GST Disclaimer**

Burgess Rawson advises that the financial information in this report relating to income, outgoings and the like is provided without reference to the possible impact of GST, if any. Purchasers should make their own assessment of the impact of GST on the investments and the returns derived there from after obtaining expert professional advice.

# **Location Maps – Condell Park**





### Lease Schedule - Condell Park

Req:R024867 /Doc:DL AJ088641 /Rev:06-Jan-2015 /Sts:SC.OK /Prt:17-Feb-2015 10:33 /Pgs:ALL /Seq:53 of 56 Ref:291844 /Src:C

#### 20 Reference Schedule

Item 1

Item 2

Landlord

REMON GUIRGUIS, PHOEBE GUIRGUIS, FOUAD ABDELMALEK AND HALA ABDELMALEK of 19 Fourth Avenue, Condell Park NSW

2200

Tenant

KYRMENOFER PTY LTD ACN 124 338 110 of c/-of AAG Accounting & Tax

Agent, Suite 1, 2-6 Regent Street, Kogarah, NSW 2217

Item 3 **Premises** 

19 Fourth Avenue, Condell Park NSW 2200

Commencement Date Item 4

26 September 2014

**Termination Date** Item 5

25 September 2029

Term Item 6

15 years

Option to Renew Item 7

2 further terms of 5 years each

Item 8

As and from the Commencement Date, the Rent for the first year of the term shall be calculated and paid monthly in advance representing 12% of the prior months gross income of the Child Care Centre conducted by the Tenant in the Premises plus GST, and otherwise upon the terms contained in Special Condition 1 of Item 15 below.

Item 9 **Review Dates** 

> On each anniversary of the Commencement Date the Rent shall be increased by 4% per annum

Option Terms

On each anniversary of the Commencement Date, the Rent shall be increased by fixed increases of 4% per annum

**Market Review Dates** Item 10

On the commencement of each further term (if any)

Permitted Use of Premises Item 11

Child Care Centre

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### Lease Schedule - Condell Park

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#### Item 12 Bank Guarantee Amount

Three (3) months' rent plus GST, which guarantee shall contain an expiry date which is a date 6 months after the last term

Item 13 Guarantor

Not applicable

Item 14 Land

Folio Identifier 30/I/1872

Item 15 Special Conditions

- 1. All rental payments will be calculated on the basis of the previous month's gross income from the Child Care Centre conducted by the Tenant in the Premises, and for the first month of the Term, shall be based on the gross income of the business conducted by the previous Tenant in the premises, for the month immediately prior to the Commencement Date. Such calculations will be provided monthly by the Tenant to the Landlord in writing, with respect to the Rent to be paid in advance to the Landlord by the Tenant, and will incorporate particulars of the gross income received for the prior month (including, without limitation copies of all documentation evidencing the gross income of the Tenant's (or previous Tenant's) business reasonably required by the Landlord). In the event the Landlord disputes or queries the gross income as disclosed by the Tenant, the Landlord may at its discretion and at its cost, seek and obtain an audit of the disputed gross income by the Landlord's nominated auditor. In the event the auditor so nominated determines there is a shortfall of 1.5% or more between the stated gross income and the gross income determined by the auditor, the Tenant shall pay the shortfall to the Landlord on demand, together with the rent unpaid and the costs of the audit. In such an event, the Landlord shall also be entitled to have all previous gross income calculations supplied by the Tenant audited, at the Tenant's cost, on the same basis as set out above, including, without limitation, any determined shortfalls in payments by the Tenant being payable as one sum, to the Landlord, upon demand.
- For the purposes of Special Condition 1 above, "gross income" shall mean all income received by the Tenant in respect of the child Care Centre conducted by the Tenant in the Premises, exclusive of GST, prior to the deduction of any costs or expenses whatsoever (except GST).
- For the purposes of the first review of Rent on the first anniversary of the Commencement Date of this Lease, the aggregate monthly instalments paid by way of Rent for the period of the year leading up to that first review date, will constitute the base Rent for the purposes of that review.

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### Variation of Lease - Condell Park

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(F) LES		GEORG	314 APPLEBT CAT		
	ESSEE	G8 EDUCATION LIMITED (A	CN 123 828 553)		
(G) 1.	. The rent is N	A. \$N.A. per N.A. or	and as from N.A.		
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	•	s of the lease are varied as set of	ut in annexure A hereto.		
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		or the purposes of the Real Propert		XIII (	<i>'</i> /
	and executed on behalf of the company named below by the authorised person(s) whose signature(s) appears(s) below			Nec C	L
		thority specified.	LIOW		
Çc	Company:	JUICE ASSETS PTY LTD (ACN I	68 782 198)		
Αι	Authority:	section 127 of the Corporations Act	2001		
Si	Signature of auth	orised person:	Signa	ature of authorised person:	
	Jama ce	ad namon.	M1	e of authorised person: John W	Vest Collins
	Name of authoris Office held:	eu person:			irector/Secretary
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au	uthorised person	n(s) whose signature(s) appears(s) b			
	oursuant to the a	ithority specified.			
		G8 EDUCATION LIMITED (ACN section 127 of the Corporations Ac			
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### **Variation of Lease - Condell Park**

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Annexure A to Variation of Lease AJ88644

**PARTIES:** 

JUICE ASSETS PTY LTD ACN 168 782 198) - Lessor

G8 EDUCATION LIMITED (ACN 101 633 318) - Lessee

The Lessor and the Lessee agree that the Lease is varied as follows:

Delete the words in Item 8 - Rent and replace with the following:

'\$87,000.00 per annum plus GST'

Delete Item 15 - Special conditions in the Reference Schedule.

HA MS

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### **Deed of Assignment - Condell Park**

### Information table

### Date

### **Parties**

Remon Guirguis, Phoebe Guirguis, Fouad Abdelmalek and Hala Name

Abdelmalek

Short form name

Landlord

Notice details

Kyrmenofer Pty Ltd ACN 124 338 110

Short form name

Notice details c/-of AAG Accounting & Tax Agent, Suite 1, 2-6 Regent Street, Kogarah, NSW

Attention: Fouad Abdelmalek and Phoebe Guirguis

Name

G8 Education Limited ACN 123 828 553

Short form name

Assignee

159 Varsity Parade, Varsity Lakes QLD 4227 Notice details

Facsimile: (07) 5581 5311

Email: chris.sacre@g8education.com

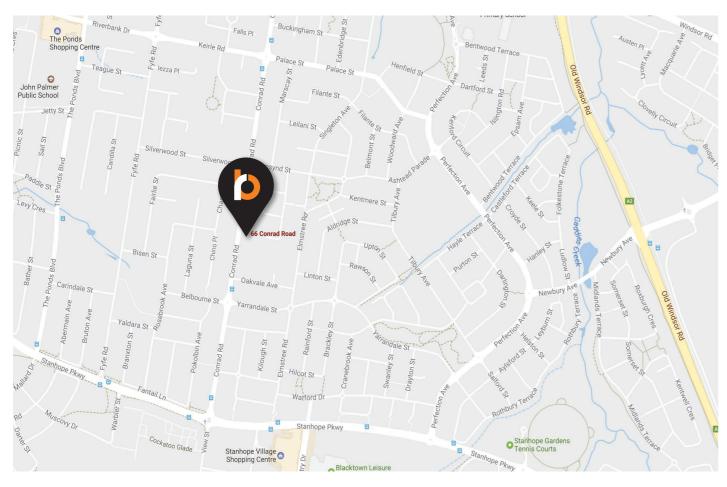
Attention: Chris Sacre

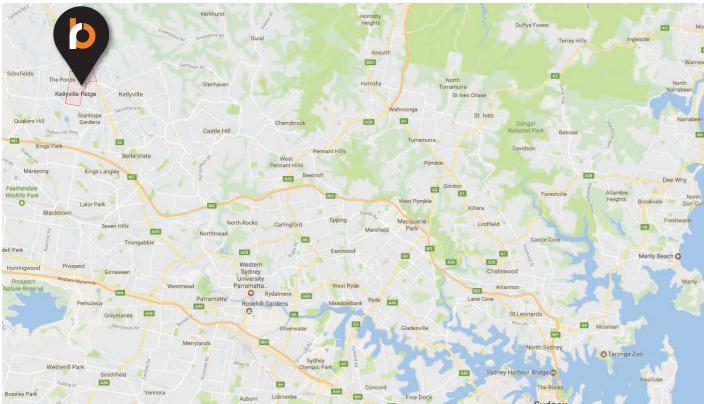
### Background

- The Landlord is the registered proprietor of the Premises.
- The Premises are leased to the Assignor under the Lease.
- The Assignor wants to assign the Lease to the Assignee on and from the Effective Date.
- The Landlord has consented to the assignment of the Lease by the Assignor to the Assignee on the conditions of this document
- This document evidences the assignment of the Lease.

Minter Ellison Ref: KGP:RZT:314026 Deed of assignment of lease – Noah's Ark on the Park page 3 22.09.14:314026\_034.doc

# **Location Maps - Kellyville Ridge**





# Lease Schedule - Kellyville Ridge

#### 20 Reference Schedule

Item 1 Landlord

Badaoui Investments Pty Ltd ACN 101 633 318 of 4 LotusClose, Baulkham Hills, NSW 2153

Item 2 Tenan

**G8 Education Limited ACN 123 828 553** of 159 Varsity Parade, Varsity Lakes QLD 4227

Item 3 Premises

66 Conrad Street, Kellyville Ridge, NSW 2155

Item 4 Commencement Date

28 November 2014

Item 5 Termination Date

27 November 2029

Item 6 Term

15 years

Item 7 Option to Renew

2 further terms of 5 years each

Item 8 Rent

As and from the Commencement Date, the Rent for the first year of the term shall be calculated and paid monthly in advance representing 12% of the prior months gross income of the Child Care Centre conducted by the Tenant in the Premises plus GST, and otherwise upon the terms contained in Special Condition 1 of Item 15 below.

Item 9 Review Dates

On each anniversary of the Commencement Date the Rent shall be increased by 4% per annum

Option Terms

On each anniversary of the Commencement Date, the Rent shall be increased by fixed increases of 4% per annum

Item 10 Market Review Dates

On the commencement of each further term (if any)

Item 11 Permitted Use of Premises

Child Care Centre

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# Lease Schedule - Kellyville Ridge

#### Item 12 **Bank Guarantee Amount**

Three (3) months' rent plus GST, which guarantee shall contain an expiry date which is a date 6 months after the last term

Item 13 Guarantor

Not applicable

item 14 Land

Folio Identifier 2013/1071485 being Lot 2013 Plan 1071485

#### **Special Conditions** Item 15

- 1. All rental payments will be calculated on the basis of the previous month's gross income from the Child Care Centre conducted by the Tenant in the Premises, and for the first month of the Term, shall be based on the gross income of the business conducted by the previous Tenant in the premises, for the month immediately prior to the Commencement Date. Such calculations will be provided monthly by the Tenant to the Landlord in writing, with respect to the Rent to be paid in advance to the Landlord by the Tenant, and will incorporate particulars of the gross income received for the prior month (including, without limitation copies of all documentation evidencing the gross income of the Tenant's (or previous Tenant's) business reasonably required by the Landlord). In the event the Landlord disputes or queries the gross income as disclosed by the Tenant, the Landlord may at its discretion and at its cost, seek and obtain an audit of the disputed gross income by the Landlord's nominated auditor. In the event the auditor so nominated determines there is a shortfall of 1.5% or more between the stated gross income and the gross income determined by the auditor, the Tenant shall pay the shortfall to the Landlord on demand, together with the rent unpaid and the costs of the audit. In such an event, the Landlord shall also be entitled to have all previous gross income calculations supplied by the Tenant audited, at the Tenant's cost, on the same basis as set out above, including, without limitation, any determined shortfalls in payments by the Tenant being payable as one sum, to the Landlord, upon demand.
- 2. For the purposes of Special Condition 1 above, "gross income" shall mean all income received by the Tenant in respect of the child Care Centre conducted by the Tenant in the Premises, exclusive of GST, prior to the deduction of any costs or expenses whatsoever (except GST).
- 3. For the purposes of the first review of Rent on the first anniversary of the Commencement Date of this Lease, the aggregate monthly instalments paid by way of Rent for the period of the year leading up to that first review date, will constitute the base Rent for the purposes of that review.

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### Variation of Lease – Kellyville Ridge

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# Variation of Lease - Kellyville Ridge

Annexure A to Variation of Lease

PARTIES:

JUICE ASSETS PTY LTD (ACN 168 782 198) - Lessor

G8 EDUCATION LIMITED (ACN 101 633 318) - Lessee

The Lessor and the Lessee agree that the Lease is varied as follows:

1. Delete the words in Item 8 – Rent and replace with the following:

'\$93,600.00 per annum plus GST'

2. Delete Item 15 – Special conditions in the Reference Schedule.

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Page 2 of 2

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