

# Abacus Wodonga Land Fund

## DISCLOSURE OF INFORMATION

The Australian Securities and Investments Commission (ASIC) has developed six benchmarks and eight disclosure principles for unlisted property trusts to assist retail investors to understand risks in a scheme, assess the rewards being offered and decide whether an investment is suitable for them. The benchmarks and disclosures are to be applied to both new funds and existing funds.

The benchmarks are intended to highlight features of an unlisted scheme that ASIC believes are desirable. Where a benchmark is not met by the scheme the responsible entity should identify why it has not been met and how that particular risk has been mitigated. The disclosure principles are intended to measure specific attributes of a scheme so that schemes can be more readily compared.

Under a product disclosure statement dated 29 June 2005, investors subscribed \$10 million to the Abacus Wodonga Land Fund (**AWLF** or the **Fund**) and \$10 million to the Abacus Wodonga Mortgage Fund (**AWMF**). For every \$1.00 subscribed, investors received one 50 cent unit in each fund. On 30 June 2010 the units in AWMF were redeemed and investors received additional units in AWLF.

The following information on the Fund is based on the 30 June 2018 annual financial report which is available through the Wodonga page on the Abacus Property Group website at [www.abacusproperty.com.au](http://www.abacusproperty.com.au).

## ABACUS WODONGA LAND FUND

### 1. Gearing

#### *Benchmark 1 – gearing policy*

Benchmark requirement	
The Fund maintains and complies with a written policy that governs the level of gearing at an individual credit facility level	The Fund meets this requirement

The Fund's gearing policy can be found through the Funds and Investments page on the Abacus Property Group website at [www.abacusproperty.com.au](http://www.abacusproperty.com.au)

#### *Disclosure principle 1 – gearing ratio*

The gearing ratio indicates the extent to which a scheme's assets are funded by interest bearing liabilities. A higher gearing ratio means a higher reliance on external borrowings to fund assets and this potentially exposes the scheme to increased funding costs if interest rates rise. A highly geared scheme has a lower asset buffer to rely on in times of financial stress and implies a greater level of risk.

Gearing enhances the potential for capital gain if properties increase in value. However, it may also increase any capital loss in the event that the value of the properties fall compared to an investment which has no borrowings.

	Actual as at 30 June 2018
Gearing ratio	0.69

The gearing ratio at 30 June 2018 relates to borrowings provided by Abacus Finance Pty Limited. The Fund has received an undertaking of support from Abacus Property Group to enable the Fund to pay its debts as and when they fall due within 12 months of the balance date.

## 2. Interest cover

### *Benchmark 2 – interest cover policy*

<b>Benchmark requirement</b>	
The Fund maintains and complies with a written policy that governs the level of interest cover at an individual credit facility level	The Fund meets this requirement

The Fund's interest cover policy can be found through the Funds and Investments page on the Abacus Property Group website at [www.abacusproperty.com.au](http://www.abacusproperty.com.au)

### *Disclosure principle 2 – interest cover ratio*

Interest cover for a Fund is a key indicator of its financial health because it measures the ability of the scheme to service interest on debt from earnings.

Interest cover is not usually an appropriate way to protect a lender to a development project, and for this reason there is no interest cover covenant in AWLF's loan facility. The interest cover policy adopted by the Fund is not relevant at the current time. The loan facility provided by Abacus Finance Pty Limited does not contain any financial covenants.

### *Benchmark 3 – interest capitalisation*

Interest capitalisation is where interest payments are not paid until an agreed point in time. It generally applies in the context of a development because the asset may not generate income during the development to meet interest obligations. If a development property cannot be sold for more than the credit facility plus capitalised interest then the investor's returns may be reduced.

<b>Benchmark requirement</b>	
The interest expense on borrowings is not capitalised	The Fund meets this requirement

Net proceeds from sales of residential lots are used to meet interest costs on the loan from Abacus Property Group and to reduce the capital balance of the loan.

## 3. Scheme borrowing

Relatively short-term borrowings and credit facilities with short expiry dates are a risk factor if they are used to fund assets intended to be held long term. If the Fund has a significant proportion of its borrowings that mature within a short timeframe, it will need to refinance. There is a risk that the refinancing will be on less favourable terms or not available at all. If the scheme cannot refinance, it may need to sell assets on a forced sale basis with the risk that it may realise a capital loss.

Borrowing maturity and credit facility expiry profiles indicate when a scheme will have to renew borrowing or credit facilities.

A lender has no obligation to roll over a loan at the end of the loan term. There is no guarantee that future loan funds will be secured, or be secured at competitive interest rates at the time that the Fund's debt facilities are required to be refinanced.

### *Disclosure principle 3 – scheme borrowing*

Details of the Fund's credit facilities at 30 June 2018 are set out in the table below:

<b>\$000</b>	<b>Abacus Loan Facility</b>
Facility limit (\$000)	45,000
Drawn amount (\$000)	7,265
Undrawn amount	37,735
Value of secured assets (\$000) (Note 1)	9,028
Maximum loan to value ratio (LVR) permitted (Note 2)	Not applicable
Actual LVR	Not applicable
Movement in secured assets to breach LVR	Not applicable
Minimum residential lot sales in half year	Not applicable
Actual residential lot sales in half year	Not applicable
Movement in lot sales to breach covenant	Not applicable
Facility maturity	July 2020
Weighted average interest rate	6.5% fixed
Amount hedged	Nil

Note 1. The value of secured assets is the carrying value of inventory.

Note 2. The Abacus loan facility does not have any financial covenants.

### **4. Portfolio diversification**

Generally, the more diversified a portfolio is, the lower the risk that an adverse event affecting one property or one lease will put the overall portfolio at risk. A concentration of development assets in a scheme exposes investors to increased risks involved in the development of property assets.

#### *Disclosure principle 4 – portfolio diversification*

There is no diversification; the Fund owns only one asset.

The Fund originally owned 173 hectares of land 3 kilometres from the centre of Wodonga in Victoria. Since August 2008 land has been sold for commercial use and residential housing and made available for public open space. The project, known as White Box Rise, is a mixed use development comprising around 1,073 residential lots, school, aquatic centre, and a shopping complex. At 30 June 2018, 920 residential lots had settled.

All of the land owned by the Fund is a development asset. The Fund has completed the key infrastructure on the development including serviced lots for a school, shopping centre and aquatic centre, main road through the estate and significant public open space reserves. The school, shopping centre and aquatic centre have been developed by third parties. The school and shopping centre opened in 2011 and aquatic centre opened in 2013.

There are approximately 153 lots remaining in the estate. At current residential sales rates the Fund has approximately 1-2 years of land lots left to sell. As current residential lots are sold the Fund will develop new land lots (comprising land grading, road infrastructure and essential services) to maintain an inventory of stock for sale. Typically the Fund will aim to have up to six months of expected demand as completed stock to ensure a broad range of product for varying target markets.

The majority of residential land lots available for sale are not pre-sold prior to commencing construction. At current sales rates and average sale prices per lot the development profit is small and much less than anticipated when the project commenced. There is risk that demand for lots will decrease both in terms of price achieved and number sold per year compared to the current demand.

The cost of developing the land and infrastructure is held on the Fund's balance sheet as inventory at the lower of cost and net realisable value. At 30 June 2018 the value of inventory was \$9.0m. This value is equivalent to the "as if complete" value of the development.

The Fund does not invest in unlisted property securities.

## 5. Valuation policy

Investing in a property scheme exposes investors to movements in the value of the scheme's assets. Investors therefore need information to assess the reliability of valuations. The more reliable a valuation, the more likely the asset will return that amount when it is sold. However, any forced sale is likely to result in a shortfall compared to the valuation unless the valuation has been made on a forced sale basis.

### *Benchmark 4 – valuation policy*

<b>Benchmark requirement</b>	
The Fund maintains and complies with a written valuation policy as described below.	The Fund meets this requirement

The Fund's valuation policy can be found through the Funds and Investments page on the Abacus Property Group website at [www.abacusproperty.com.au](http://www.abacusproperty.com.au)

The property is valued at each balance date at the lower of cost, including acquisition costs, such as stamp duty, legal and professional fees as well as capitalised finance and other development costs, and net realisable value, in accordance with accounting standards.

## 6. Related party transactions

A conflict of interest may arise when property schemes invest in, or make loans or provide guarantees to, related parties.

### *Benchmark 5 – related party transactions*

<b>Benchmark requirement</b>	
The Fund maintains and complies with a written policy on related party transactions.	The Fund meets this requirement

The Fund's related party transaction policy can be found through the Funds and Investments page on the Abacus Property Group website at [www.abacusproperty.com.au](http://www.abacusproperty.com.au)

### *Disclosure principle 5 – related party transactions*

Abacus Property Group's policy on related party transactions is that transactions are required to be on arm's length terms as envisaged by the Corporations Act or the financial benefit must be approved by unitholders.

Appropriate disclosure to unitholders is an essential element of Abacus Property Group's arrangements to manage conflicts of interest. This disclosure may be made through the scheme's offer document, annual report or the explanatory memorandum of any meeting of unitholders held to approve related party transactions. Abacus Property Group's compliance framework requires appropriate review at least annually of all controls applying to a fund.

The Fund has loan facilities provided by Abacus Finance Pty Limited. The interest rate on the loan is 6.5% pa and the maturity date of the loan is 1 July 2020.

The Fund may be liable to pay management and other fees to Abacus Funds Management Limited. Details of all fees are set out in Section 8 of the PDS dated 29 June 2005 and amendments set out in the December 2009 investor update and October 2012 investor update. In the full year ended 30 June 2018 no management fees or sales fees were charged by Abacus Property Group. Full details of related party transactions are set out in note 9 to the 30 June 2018 financial report of the Fund.

## 7. Distribution practices

Some property schemes make distributions partly or wholly from unrealised revaluation gains, capital, borrowings, or support facilities arranged by the responsible entity, rather than solely from cash from operations available for distribution. This may not be commercially sustainable over the longer term, particularly when property values are not increasing.

### *Benchmark 6 – Distribution practices*

<b>Benchmark requirement</b>	
The Fund will only pay distributions from its cash from operations available from distribution.	The Fund meets this requirement

### *Disclosure principle 6 – Distribution practices*

As a development project, the Fund's income is from the sale of property. Net proceeds due to the Fund from the sale of property are being applied to the repayment of debt. The Fund does not have the capacity to pay distributions at this time.

## 8. Withdrawal arrangements

Unlisted property schemes often have limited or no withdrawal rights. This means they are usually difficult to exit.

### *Disclosure principle 7 – withdrawal arrangements*

The Fund does not have any withdrawal arrangements.

## 9. Net tangible assets

The net tangible asset (NTA) backing of a scheme gives investors information about the value of the tangible or physical assets of the scheme. The initial and ongoing NTA backing may be affected by various factors, including fees and charges paid up-front for the purchase of properties, costs associated with capital raising or fees paid to the responsible entity or other parties.

### *Disclosure principle 8 – net tangible assets*

The NTA per unit of the Fund at 30 June 2018 was \$0.04.

<b>Accounts at 30 June 2018</b>	<b>\$000</b>
Net assets	2,471
Units on issue	57,037
<b>NTA per unit</b>	<b>\$0.04</b>

The Fund's unit pricing policy can be found through the Funds and Investments page on the Abacus Property Group website at [www.abacusproperty.com.au](http://www.abacusproperty.com.au)

---

1 November 2018

Prepared by Abacus Funds Management Limited ACN 007 415 590 AFSL 227819

Abacus intends to update these disclosures on a six-monthly basis through the Wodonga page on the Abacus Property Group website.

Investors are entitled to a hard copy of this information on request. Please call 1800 253 860 or email [enquiries@abacusproperty.com.au](mailto:enquiries@abacusproperty.com.au).