

Health, Aged Care & Retirement

Transactions
Services & Capability



Knight Frank operates at the coal face:
Our involvement in transactions on a daily basis
ensures we are highly qualified to provide
up-to-date advice and recommendations.

CPSM Care acquired Magnolia Aged Care Living, Upper Coomera, QLD.
Price \$35 million+. Transacted by Knight Frank 2016.



Exciting and challenging times ahead.

These are exciting and at the same time, challenging times: a consolidation process is underway in the aged care sector with over a billion dollars in transactions during 2015. It seems this process may accelerate with the 2016 Federal Government budgetary announcements affecting aged care facility earnings.

Renewed interest in acquiring retirement villages also resulted in over one billion dollars in transactions during 2015 and with potential advantages of Consumer Directed Care to retirement village operators, the level of buyer interest continues to increase.

Manufactured Home Estates (also known as Residential Land Lease Communities) continue to attract strong interest. Operators and new entrants are aggressive buyers of greenfield sites for new developments.

Talk to us about your needs, wants and aspirations – let us help you get to where you want to be.

CPSM Care wanted to enter the aged care sector seven years ago. They contacted Russell Allison at Knight Frank – he assisted them into their first facility (Mount Coolum Aged Care) negotiating a deal that worked for them and for the seller.

Within 12 months they were ready to expand. The owners of Lodges on George were approached by Russell Allison and CPSM's second acquisition took place. The next CPSM acquisition through Russell was Birdwood Place Aged Care at Holland Park followed by a greenfield site at Aspley and then a 40 beds obsolete Aged Care Facility at Kedron – purchased for its bed licences

to contribute to the development of the 120 beds Aspley site.

Then followed the purchase of Magnolia Aged Care Living at Upper Coomera – 117 beds and 45 Independent Living Units which will be converted to aged care beds (40 allocated bed places were included in the sale).

Knight Frank operates at the coal face: our involvement in transactions on a daily basis ensures we are highly qualified to provide up-to-date advice and recommendations – we have just completed a \$70 million+ retirement village transaction and a \$35 million+ Aged Care Facility transaction.

Our Health, Aged Care & Retirement team operates nationally, catering to the needs of our clients and customers who operate along the east coast and throughout most states of Australia.

Leading the national team is Russell Allison, Senior Director, assisted by Senior Analyst Adam Dight.



Reasons to appoint Knight Frank.

Understanding the key motivation and behaviours of seniors housing, retirement and aged care operators, developers and investors is vital to successful marketing.

Knight Frank's national Health, Aged Care & Retirement Living specialists continue to build on their solid reputation by delivering successful and optimal outcomes for stakeholders across the Health, Aged Care & Retirement sectors. Our extensive local knowledge, national reach and long standing industry-wide professional relationships enables the team to deliver exceptional results across the transactions and consultancy spectrum.

Furthermore, our team is supported by the Knight Frank global network which ensures your business and property needs receive international attention, where appropriate, to deliver an optimal result every time.

Our Transactions Team has been busy with recent sales including Fraser Shores Retirement Villages, Hervey Bay to BlueCare for \$70 million+, and Magnolia Aged Care Living, greater Brisbane, for \$35 million+. We currently have further transactions totalling over \$200 million in the pipeline.

In Adelaide we have Moana Mews Retirement Village for sale and in Melbourne we are working on Evergreen Retirement Village.

What our Transaction Team offers.

A thorough understanding and specialised knowledge derived from hands on experience and regular interaction with key stakeholders in the sector.

- Proven track record in Transactions and Consultancy for institutional portfolios through to small family businesses.
- Targeted national and local marketing programs tailored to our clients' needs and requirements. This may involve discrete direct contact with prospective buyers and /or high profile campaigns incorporating targeted advertising.
- The breadth and depth of our proprietary databases of national and international buyers and sellers.
- Strong representation in Asia Pacific.
- A suite of research and analytical services tailored to Health, Aged Care and Retirement.
- Thorough working knowledge of the obligations and requirements of State based legislation including directives raised by State Revenue Offices in relation to stamp duty, GST taxation rulings, and state Retirement Village Acts.
- In depth knowledge of the Aged Care Act and other Federal legislative initiatives and variations post the introduction of the Living Longer Living Better legislation. Monitoring developments of this nature are mandatory as ramifications on market pricing can be immediate.

EXTENSION 2016



Case Study: CPSM Care

CPSM Care's emphatic success reflects Knight Frank's successful approach.

We assisted CPSM Care's entry to aged care in 2010 and have been actively involved in each of their acquisitions and one sale over the past six years.

Totalling over \$100 million, these transactions included:

- 2010: Mount Coolum Aged Care Facility, comprising 120 beds.
- 2012: Lodges on George at Kippa-Ring comprising 93 beds, now expanded by 40 beds.
- 2013: Birdwood Place, a 72 beds Aged Care Facility in Holland Park West – currently expanding by 30 beds.
- 2015: A greenfield Aged Care site at Aspley, followed by the strategic acquisition of the 40 beds Kedron Nursing Home (providing beds for the Aspley site).
- 2015: A strategic decision was made to sell Mount Coolum Aged Care and Knight Frank conducted a competitive, very quiet direct contact "Offers to Purchase" sale to Estia Health.
- 2016: Acquisition of Magnolia Aged Care Living comprising 117 Aged Care beds and 48 Independent Living Units to be converted to aged care beds (40 allocated bed places were included in the sale).

CPSM CARE LODGES ON GEORGE, KIPPA-RING, QLD
PURCHASED THROUGH KNIGHT FRANK



CPSM CARE, ASPLEY, QLD
SITE PURCHASED THROUGH KNIGHT FRANK

KNIGHT FRANK - HEALTH, AGED CARE & RETIREMENT



MAGNOLIA AGED CARE LIVING, UPPER COOMERA, QLD
PURCHASED BY CPSM CARE THROUGH KNIGHT FRANK

Case Study: Living Choice and Estia

National retirement living group, Living Choice, has embraced co-location and Knight Frank has assisted them by identifying quality aged care providers to acquire greenfield sites at two of their retirement villages and part of a greenfield retirement village site.

State of the art Residential Aged Care Facilities will be constructed by Estia Health on part of Living Choice Twin Waters Retirement Village and on part of Living Choice retirement village site at Sunshine Cove, Maroochydore. Both site sales to Estia were transacted by Knight Frank.

In addition, Arcare Aged Care is to construct a five-star Aged Care Facility on a site acquired through Knight Frank which is part of Living Choice Glenhaven Retirement Village, NSW.

In the process of working with CPSM Care and Living Choice, Knight Frank has helped Estia establish itself in Queensland by selling them two aged care greenfield sites (referred to above) and Mount Coolum Aged Care Facility (from CPSM Care).

Once the two sites are developed, Estia will have an efficient cluster of three well located Aged Care Facilities on the Sunshine Coast, Queensland.



**ESTIA TWIN WATERS, QLD
SITE PURCHASED FROM LIVING CHOICE THROUGH KNIGHT FRANK**



**ARCARE, GLENHAVEN, NSW
SITE PURCHASED FROM LIVING CHOICE THROUGH KNIGHT FRANK**



**ESTIA MOUNT COOLUM, QLD
PURCHASED FROM CPSM CARE THROUGH KNIGHT FRANK**



SOLD

AGED CARE

CPSM Care Mount Coolum - QLD

120 beds Aged Care Facility.
Recently **SOLD** for our client CPSM Care to Estia Health.



FOR SALE

RETIREMENT

Moana Mews Retirement Estate - SA

Knight Frank has been engaged by a long standing South Australian client to sell this established retirement village (69 residences).

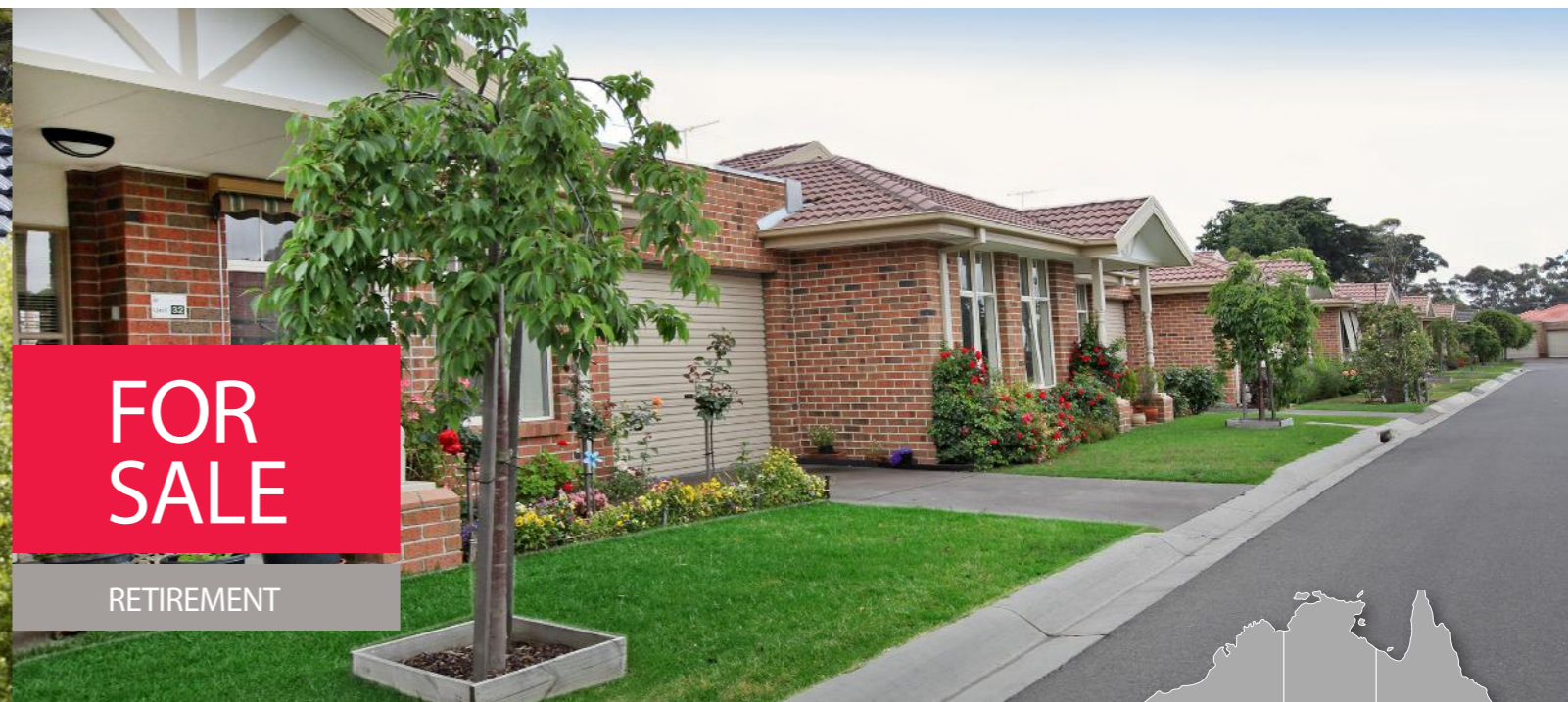


SOLD

RETIREMENT

Newling Gardens Retirement Village - NSW

80 approved ILUs, approximately 44 completed at time of sale.
SOLD by Knight Frank to RetireAustralia.



FOR SALE

RETIREMENT

Evergreen Retirement Village, Pakenham - VIC

A modern village comprising 76 ILUs. Being sold by Knight Frank.



Transactions Team. Internationally Known, Locally Respected



Russell Allison

Senior National Director, Australia
Head of Health, Aged Care & Retirement
Russell.Allison@au.KnightFrank.com
D +61 7 3246 8873
M +61 418 858 898



Adam Dight

Senior Property Analyst
Health, Aged Care & Retirement
Adam.Dight@au.KnightFrank.com
D +61 7 3246 8848
M +61 466 144 514



Richard Garland

Director, Transactions NSW
Richard.Garland@au.KnightFrank.com
D +61 2 9086 6744
M +61 412 630 530



Ken Smirk

Director, Transactions VIC
Ken.Smirk@au.KnightFrank.com
D +61 3 8545 8622
M +61 403 064 987



Tony Ricketts

Director, Transactions SA
Tony.Ricketts@au.KnightFrank.com
D +61 8 8233 5259
M +61 418 827 911



Todd Schaffer

Director, Transactions WA
Todd.Schaffer@au.KnightFrank.com
D +61 8 9225 2402
M +61 409 090 855

Experience.
Health, Aged Care &
Retirement Sales Experience



Newling Gardens Retirement Village

173 Taylor Street, Armidale, NSW
80 approved ILUs of which 23 are built.



Fiddlers Green Retirement Village

57 Gloucester Avenue, Berwick, VIC
197 ILUs, 32 Serviced Apartments.



Sequana Retirement Village

2 Cater Street, Upper Coomera, QLD
Approved for 89 residences. 53 built.



Jeta Gardens Retirement Village & Aged Care

27 Clarendon Avenue, Bethania, QLD
55 ILUs & ILAs to be expanded to 200 & 108 Aged Care beds.



Keperra Sanctuary Retirement Village

998 Samford Road, Keperra, QLD
238 ILUs, 16 'Summit Apartments', 49 beds Aged Care Facility.



Abervale Retirement Village

86 Church Street, Grovedale, VIC
221 ILUs, 25 Serviced Apartments.



Villa La Salle Retirement Village & Aged Care

32 Bauer Street, Southport, Gold Coast, QLD
106 ILUs & 51 Aged Care places. Site area 1.41 hectare.



Magnolia Aged Care Living

142 Reserve Road, Upper Coomera, Gold Coast, QLD
117 beds Aged Care Facility and 45 ILUs.



Aspen LV Plus Ballina

North Creek Road, Ballina, NSW
Approval for 335 ILUs, 35 new ILUs built.



St James Retirement Village

260 Fulham Road, Heatley, Townsville, QLD
133 residences.



Mount Coolum Aged Care Service

15 Suncoast Beach Rd, Mt Coolum, Sunshine Coast, QLD
120 beds Aged Care Facility.



The Pines Aged Care Resort

261 Preston Road, Wynnum West, QLD
40 beds Aged Care Facility plus approval for 54 beds.



Fraser Shores Retirement Villages

100 Nissen Street, Hervey Bay, QLD
427 ILUs.



The Vines Retirement Village

512 San Mateo Drive, Mildura, VIC
119 ILUs modern fully completed Retirement Village.



Amarina Windsor Aged Care

25 Palmer Street, Windsor, QLD
61 beds Aged Care Facility (modern) and 2 houses.



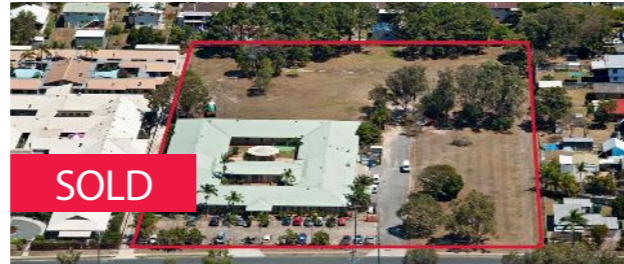
Domain Auckland Place Aged Care

18 Wicks Street, Gladstone, QLD
120 beds Aged Care Facility. New facility.

Experience.
Health, Aged Care &
Retirement Sales Experience



Jeta Gardens Aged Care
27 Clarendon Avenue, Bethania, QLD
108 beds Aged Care Facility.



Peninsula Aged Care Service
111 George Street, Kippa-Ring, QLD
80 beds Aged Care Facility.



Pioneer Valley Private Hospital
57 Norris Road, North Mackay, QLD
Unlicensed 39 beds Private Hospital.



Lismore Private Hospital
45 McKenzie Street, Lismore, NSW
66 beds Rehabilitation Hospital. Potential Aged Care use.



Rothwell Care
2 Springdale Street, Rothwell, QLD
60 beds Aged Care Facility. Excludes adjoining land.



Lodges on George Aged Care
109 George Street, Kippa-Ring, QLD
93 beds Aged Care Facility.



Aged Care Site
208 Torrens Road, Caboolture South, QLD
12 000 sqm site. Aged Care site.



Aged Care Site
84-86 Caloundra Road, Caloundra, QLD
6 346 sqm site with approval for 135 beds Aged Care Facility.



Birdwood Place Aged Care
21 Birdwood Road, Holland Park West, QLD
72 beds Aged Care Facility.



Mount Coolum Aged Care
15 Suncoast Beach Drive, Mount Coolum, QLD
120 beds Aged Care Facility.



Retirement/Manufactured Home Park Site
70 Amy Street, Morayfield, QLD
10.48 hectare. Approved for 119 ILU Retirement Village.



Aged Care Site
Eagleby Road, Eagleby, QLD
12 000 sqm site. Aged Care site.



Amarina Mount Coolum Aged Care
17 Magenta Drive, Coolum Beach, QLD
76 beds Aged Care Facility.



Kedron Nursing Home
171 Kitchener Road, Kedron, QLD
41 beds Aged Care Facility.

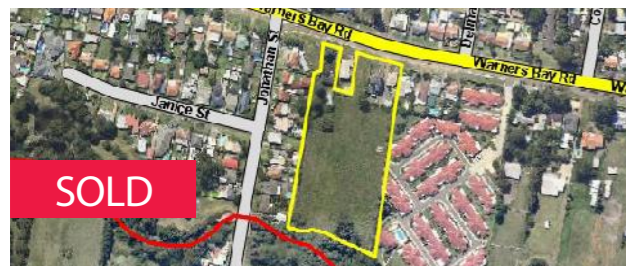


Aged Care Site
149 Albany Creek Road, Aspley, QLD
9 400 sqm site. Aged Care site.

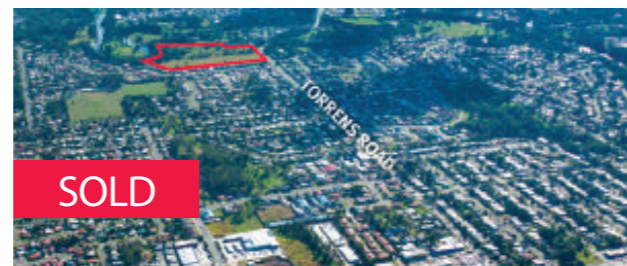


Aged Care Site
Part Living Choice Glenhaven Retirement Village, NSW
Approved for 100 beds Aged Care Facility.

Experience.
Health, Aged Care &
Retirement Sales Experience



Aged Care Site
64 - 72 Warners Bay Road, Warners Bay, NSW
1.46 hectare site with approval for 120 beds Aged Care Facility.



Retirement Village Site
176 Torrens Road, South Caboolture, QLD
8.67 hectare approved for 150 ILU's.



Aged Care Development Site
Amity Avenue, Maroochydore, QLD
1.00 hectare in Sunshine Cove.



Retirement/Aged Care Development Site
8 Spinnaker Drive, Sandstone Point, QLD
Retirement Living site.



Aged Care Site
Baywater Road, Twin Waters, QLD
0.94 hectare site. Aged Care site.





Your Health, Aged Care &
Retirement Specialists

Russell Allison

Senior National Director
Head of Health, Aged Care & Retirement
D: +61 7 3246 8873
M: +61 418 858 898
E: Russell.Allison@au.KnightFrank.com

Adam Dight

Senior Property Analyst
Health, Aged Care & Retirement
D: +61 7 3246 8848
M: +61 466 144 514
E: Adam.Dight@au.KnightFrank.com

Knight Frank Australia Pty Ltd
Level 3, 12 Creek Street,
Brisbane QLD 4000

