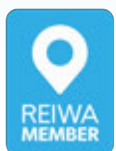


PROPOSAL TO MANAGE YOUR FINBAR APARTMENT



FINBAR  TO RENT



Wholly owned subsidiary
of Finbar Group Ltd

INTRODUCING FINBAR TO RENT

Finbar to Rent is a wholly owned subsidiary of ASX Listed company Finbar Group Limited and has been specifically established to provide the current and future owners of Finbar apartments with an exclusive property management service.

Our primary goal is to make the ownership of your investment property cost effective, efficient, and as stress free as possible to you, while we focus on helping create and retain value in your investment.

Naturally, being the original developer of your property, we have a deep knowledge of the property, the market in which it is positioned, and have access to the building prior to other external agencies. This coupled with our fixed fee management service with no ancillary cost, and a list of additional no cost inclusions makes **Finbar to Rent** the best choice for the management of your investment property portfolio.



› DIRECTORS

JOANNE DAVIES (Licensee / Director):

Joanne commenced her Real Estate career in 2002 and is a Licensed Real Estate & Business agent, with 17 years' industry experience.

Having been a property manager herself for many years, Joanne is aware of the day to day issues investors can face and her focus and passion has always been on ensuring an exemplary level of service is provided to both owners and tenants. Her motto being "no problems, only solutions".

Throughout her career, Joanne has helped other organisations establish successful property management departments and working previously as a Licensee / head of department, she has working knowledge of all aspects of property management, strata management and off the plan apartment sales.

Joanne is excited to now be heading up an exclusive Property Management service for owners of Finbar apartments. Her knowledge coupled with her approachable style and commitment to customer service creates a positive environment for her team to focus on maximising the benefits of your investment property.

Joanne holds a Diploma in Property Services (Agency Management) and a Post Graduate Certificate in Social Science (housing & management). Joanne is also an ordinary member of the Real Estate Institute of Western Australia.

DARREN PATEMAN (Director):

Darren is a Director of **Finbar to Rent** and has been Managing Director of **Finbar to Rent's** parent company, Finbar Group Limited Group since 2010. Having spent 24 years as an executive at Finbar, Darren has an intimate understanding of every one of Finbar's past projects and is driven to ensure Finbar's customers have the best experience possible when buying and continuing to own a Finbar apartment as their investment.

Darren holds a Master of Business Administration from the University of Western Australia as well as a Graduate Diploma in Applied Corporate Governance.

RONALD CHAN (Director):

With over 14 years at Finbar, Ronald has seen the delivery of 52 developments, which amounts to over 5000 apartments in Western Australia. Ronald has sound knowledge of the value that Finbar's resort style amenities have to offer its owners and the benefits that this brings to people wishing to rent in our buildings. As a director of **Finbar to Rent**, Ronald's priority is to provide exceptional customer service to owners and renters alike and is excited for Finbar Loyalty Club members to reap the benefits of all that **Finbar to Rent** has to offer.

Ronald is also Executive Director and Chief Operations Officer of the Finbar Group.

» ABOUT FINBAR

With a proven track record of success, Finbar Group Limited is the leading apartment developer in WA, dedicated to decades of developing better lifestyles. Finbar is focused on enriching your return on investment through its trademark qualities of stylish residences, resort-style facilities and quality built-form.

Finbar is extending its services to help you build on this return for the sole purposes of making your Finbar investment more effective for you in the hope that you will one day purchase another Finbar property and build on your Finbar portfolio.

Finbar commenced its journey as a property developer in 1995 and 24 years later Finbar continues to shape Perth's city skyline, and lifestyles of thousands of Western Australians.

Finbar is a Western Australian managed company and has been listed on the Australian Stock exchange since 1995, trading under the security code 'FRI'.





➤ MAXIMISING THE BENEFITS OF YOUR INVESTMENT

At Finbar to Rent, we want to build and retain the value of your investment property and have introduced several competitive advantages to enable us to do this while protecting the security of your investment:



WE ONLY MANAGE FINBAR PROPERTY

At **Finbar to Rent** we will only manage property that has been developed by Finbar to ensure we retain an intimate knowledge as the developer and ongoing manager of that property. We do this specifically to ensure we can focus management efforts in those areas that are important to both you as the owner, and us as the seller of that property.



FIXED PRICE MANAGEMENT, NOTHING MORE TO PAY

Finbar to Rent has set a management fee rate of 9.8% (including GST) that is fixed with no extra or ancillary costs so you know exactly what your return on investment will be.

There will be no letting fees, no advertising costs, no lease extension fees, no postage and petties. Just one fixed fee that is all inclusive and easy to understand.



DEPRECIATION SCHEDULES

We know that investors are in the business of maximising returns and the Australian Tax Office allows you to claim depreciation as a tax deduction. **Finbar to Rent** will arrange a depreciation schedule from an external professional advisor on any brand-new apartment under management. This report is included for free in our fixed fee.



LANDLORD INSURANCE

We know that even a great tenancy can take a wrong turn and your tenants' circumstances may change. In the unlikely event that this might occur, a landlord's insurance policy can cover you for loss of rent and damage to the apartment. **Finbar to Rent** will purchase a landlord insurance policy for you, and importantly, this comes at no cost and is included within our management package.



RENTAL APPRAISALS

Nobody knows the market for a Finbar product better than Finbar itself. At **Finbar to Rent**, we are not only more familiar with the product and the offering, we are better connected to the rental market conditions for Finbar properties at all times. Given the fluctuating rental market, as well as supply and demand for rental properties in any given area, we will ensure rental appraisals are conducted regularly to ensure your rental return is always optimised.



MAINTENANCE MANAGEMENT

Sometimes apartments do require maintenance and when this is required it is better managed by those closer to the construction matters themselves. Having **Finbar to Rent** deal with the maintenance of your apartment will not only assist in maximising your rental return, it will also help secure and sustain quality tenancies. Therefore, we take great care in managing any maintenance, as well as providing you with recommendations for apartment improvements as and when needed. You may of course still choose to use your own contractor of choice.



FUTURE BENEFITS

As a Finbar customer, both as an owner of a Finbar apartment and as our property management client, you will have access to future project releases in advance of release to the general public. You will also be a Finbar Loyalty Club Member, so don't forget about the great offers available to you by visiting finbar.com.au and clicking on Loyalty Club.



NO LOCKED IN CONTRACT

At **Finbar to Rent** we have no intention of selling our management rent-roll, we want our level of service and value to stand on its own. Therefore, we will not ask to lock you in to a fixed management contract period or seek to have you sign to renew a management contract, ever. If you are not happy with the service we provide and you are satisfied that we cannot work together to resolve any concerns you have, 30 days' notice is all that is required to move your management to another manager of your choice. No penalties, no fuss, no questions asked.



TENANCY MANAGEMENT

Our dedicated and experienced property management team undergoes regular industry training to keep up to date with any changing legislation and ensure compliance with all relevant laws.

We know the importance of ensuring that your apartment is properly looked after and therefore, we have a comprehensive tenant selection process to measure any tenancy application based on an ability to pay rent and an ability to care for the apartment.

We focus on ensuring that your rent is paid on time and therefore have a strict rental arrears policy, whereby your tenant will receive a formal breach notice as soon as they are two days in arrears.

We also understand that a vacant apartment means no rental income, therefore, we will always work to sustain tenancies and uphold the highest level of communication to you and your tenant.

» EXCLUSIVE OFFERING FROM FINBAR TO RENT

Finbar to Rent is excited to present you with this exclusive offering for all Finbar apartment owners:

- Management fee 9.8% (gst inclusive) includes at no additional cost:
 - » Advertising & Marketing* (the cost of any professional photos specific to your apartment will be charged at cost)
 - » Property Condition Report (at the commencement of each tenancy)
 - » Ingoing and Outgoings Inventory Reports (for furnished properties)
 - » Final Bond Inspection (at the end of each tenancy)
 - » Routine Inspections
 - » Attending Meetings / Appointments
 - » Lease Renewal Negotiation & Execution
 - » Rent Reviews
 - » Monthly Administration Costs
 - » Payment of Outgoings / Bank & Accounting Fees
 - » Tenant Credit & History Checks
 - » Title Search Fee
 - » Issue of Monthly & End of Financial Year Statements
 - » Management of insurance claims
- Our Management Fee also includes:
 - All scheduled and 'appointment only' prospective tenant viewings at your apartment (even after business hours)
 - Processing of tenant application forms and reference checking
 - Carrying out tenant credit checks on the National Tenancy Database
 - Preparation of lease documentation
 - Orientation interview with the tenant, explaining their rights and responsibilities, explaining the lease
 - Execution of all documentation in accordance with WA legislation.
- PLUS
 - » Landlord Insurance (Due to their geographical location, Karratha properties attract a higher premium, which will be charged at cost)
 - » Depreciation schedule on brand new apartments
 - » Advanced leasing promotional access to buildings to secure a tenant immediately on completion of the building and perhaps ahead of settlement (if you choose to do so).
 - » Advanced access to future Finbar project launches.
 - » No locked in contract.

▶ LET'S COMPARE FINBAR TO RENT TO A STANDARD PROPERTY MANAGEMENT AGENCY IN PERTH

STANDARD AGENCY FEES*		FINBAR TO RENT FEES	
Management Fee (including GST)	8.50%	Management Fee (including GST)	9.80%
Letting Fee	\$1,265.00	Letting Fee	Included
Advertising & Marketing	\$300.00	Advertising & Marketing	Included
Property Condition Report	\$220.00	Property Condition Report	Included
Inventory Report (Furnished Properties)	\$195.00	Inventory Report (Furnished Properties)	Included
Final Bond Inspection	\$220.00	Final Bond Inspection	Included
Outgoings Inventory Report (Furnished Properties)	\$195.00	Outgoings Inventory Report (Furnished Properties)	Included
Routine Inspections (quarterly)	\$88.00	Routine Inspections	Included
Lease Renewal Fee	\$110.00	Lease Renewal Fee	Included
Rent Review Fee	Included	Rent Review Fee	Included
Monthly Administration Fee	\$11.00	Monthly Administration Fee	Included
Bank / Accounting Fees	Included	Bank / Accounting Fees	Included
Tenant History Checks x 2	\$17.60	Tenant History Checks	Included
Title Search Fee	\$28.00	Title Search Fee	Included
Payment of Accounts	Included	Payment of Accounts	Included
Monthly Statements	Included	Monthly Statements	Included
Annual Summary Statements	\$55.00	Annual Summary Statements	Included
		LANDLORD INSURANCE**	Included
		DEPRECIATION SCHEDULE	Included

Total Cost over 12 Months:	\$5,131.10	Total Cost over 12 Months:	\$2,930.20
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SAVINGS **\$2,815.90**

STANDARD ADDITIONAL COSTS		FINBAR ADDITIONAL INCUSIONS	
IF REQUIRED:		IF REQUIRED:	
Attending Meetings / Appointments	\$77 per hour	Attending Meetings / Appointments	Included
Management of Insurance Claims	\$77 per hour	Management of Insurance Claims	Included
Court preparation & attendance	\$77 per hour	Court preparation & attendance	\$77 per hour Max \$500

*Figures summarised annually

**Based on a BRAND new property with a weekly rent of \$575.00 per week for a 12 month lease with 2 x occupants and during the first year of management

*Standard agency fees estimated based on general market comparison (incoming/outgoing inventory & lease renewal fee has not been included within the cost comparison)

**Karratha properties attract a higher insurance premium due to their geographical location, this additional premium will be charged at cost.

➤ FREQUENTLY ASKED QUESTIONS

Will you manage my other investments, in non-Finbar buildings?

- » To reward investors for purchasing a Finbar apartment, we have put together an exceptional value for money package. Unfortunately, this package is only available on Finbar apartments. We do not manage property that is not a Finbar developed property.

I have an agreement with another agent, is it easy to transfer the management to you?

- » Absolutely! Once you have provided your previous agent with the required notice, we will work with your previous agent to facilitate handover, speak with your tenants and facilitate a smooth transition on your behalf.

When do I receive rental payments and statements?

- » We will make payments and issue statements on the first working day of each month for income and expenses pertaining to the previous month. You will also receive an annual summary statement at the end of the financial year (included within our management fee, not extra).

How do you manage the payment of my outgoings?

- » At the end of each month, along with your statement, you will receive a copy of any invoices paid. We can arrange for all invoices to come directly to us and make payment from your rental funds with your consent.

How is the tenant's bond managed?

- » The bond is held with the Government Bond Administrator during the tenancy. Once the tenancy ends, a final inspection will take place, at which time **Finbar to Rent** will make recommendations for deductions from the tenants' bond (if any). Once this has been approved by you, the balance of the bond will be released to the tenant.

What happens if there is any emergency maintenance?

- » If an emergency maintenance situation arises in your apartment, we will endeavour to contact you. If for whatever reason we are unable to reach you, we will arrange a contractor to carry out works to rectify the emergency matter as soon as possible.

How do you screen prospective tenants?

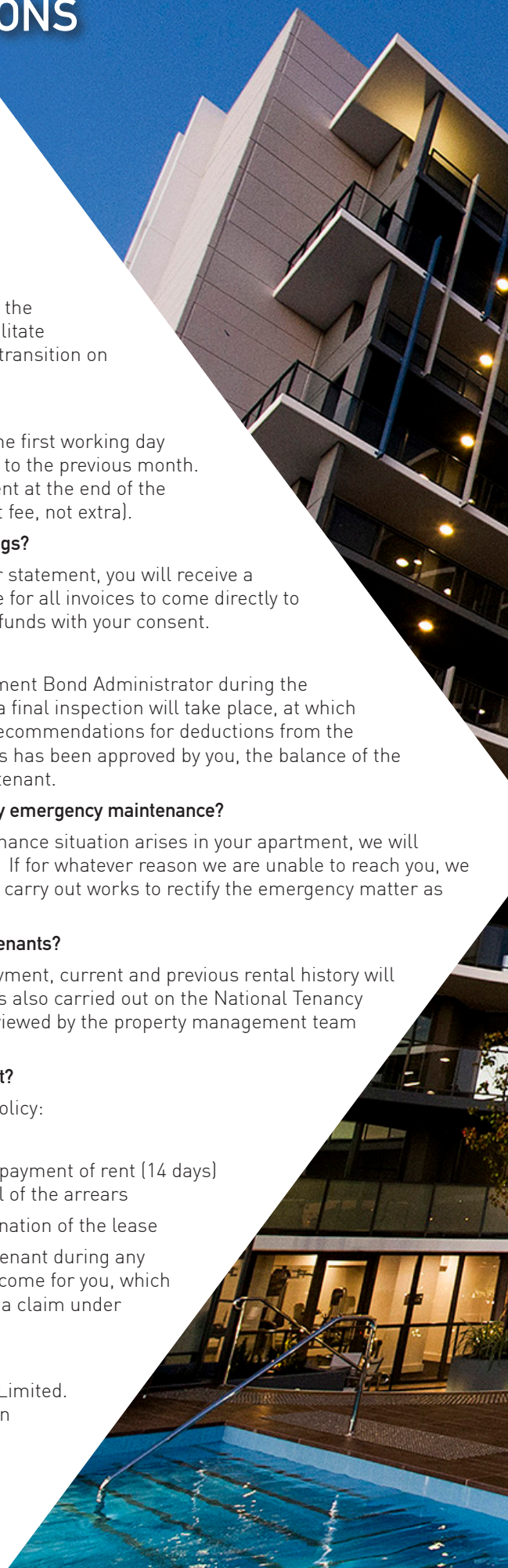
- » The prospective tenant's employment, current and previous rental history will be checked. A tenant credit check is also carried out on the National Tenancy Database and tenants are also interviewed by the property management team in person and/or over the phone.

What happens if my tenant doesn't pay rent?

- » **Finbar to Rent** has a strict rent arrears policy:
 - DAY 1 – Call, text and email the tenant
 - DAY 2 – Issue a formal breach notice for non-payment of rent (14 days) and update you with the tenancy status and detail of the arrears
 - DAY 16 – Contact you to discuss options for termination of the lease
- » We will continue to communicate with you and the tenant during any arrears period and endeavour to negotiate the best outcome for you, which may include the recovery of bond monies and/or making a claim under your landlord insurance policy.

Who owns Finbar to Rent and why does this matter?

- » **Finbar to Rent** is a wholly owned subsidiary of Finbar Group Limited. Finbar Group Limited is a public company listed on the Australian Securities Exchange. Being run by a successful public company comes with its benefits for our landlord customers which includes being a company with the strength of a transparent audited balance sheet that is available to the public and operates in a more closely regulated environment, managed by professional managers, with full board oversight.





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