



PORTFOLIO CASE STUDY

From \$0 to \$5 million in 17 years

Portfolio overview

This residential portfolio comprises four A-Grade established homes and a holiday apartment purchased in AAA locations between 2006 and 2016. The portfolio is diversified across four states which helps lower land tax and spreads market risk. Given the growth this portfolio has generated and the debt reduction over time, this portfolio has a very low Loan-to-Value Ratio (LVR).

Our client is now entering the conversion phase of their strategy which we expect will last for three to five years leading into retirement. During the conversion phase, we will develop a divestment strategy which will detail the assets to sell to release equity, and options to reinvest the profit to meet our clients income goal for retirement.

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Portfolio Quality

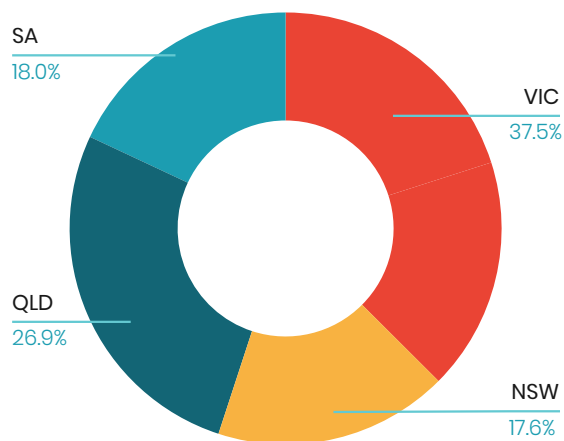
PORTFOLIO QUALITY RATING: ★★★★★

SUBURB	STATE	ASSET TYPE	PURCHASED	PROPERTY RATING	SUBURB RATING
Footscray	VIC	Residential House	2006	A	AAA
Frankson	VIC	Residential House	2008	A	AAA
Elizabeth Bay	NSW	Residential Unit	2012	B	AAA
Kangaroo Point	QLD	Residential House	2015	A	AAA
Adelaide	SA	Residential House	2016	A	AAA

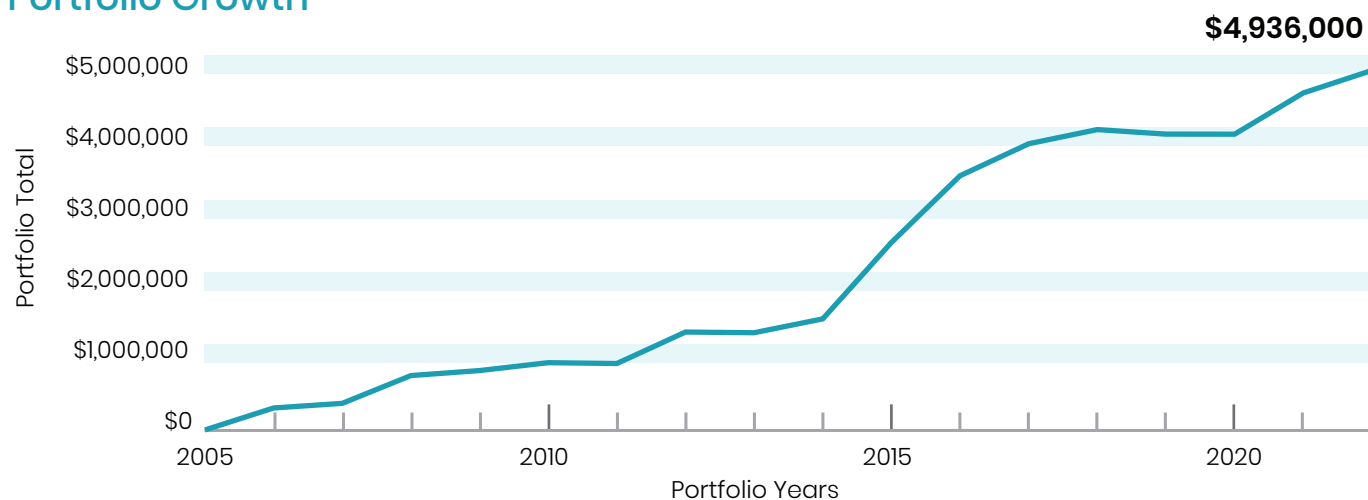
Key Portfolio Stats

Client Annual HH Employment Income	\$350,000
Annual Gross Rental Income	\$121,940
Gross Yield	4.58%
Compound Annual Growth	6.37%
Average Total Annual Return	10.96%
Portfolio Size	5
Total Purchase Price	\$2,662,000
Client Capital Contribution	\$532,400
Current Portfolio Value	\$4,935,969
Equity Generated	\$2,273,969
Return on Capital	427.12%

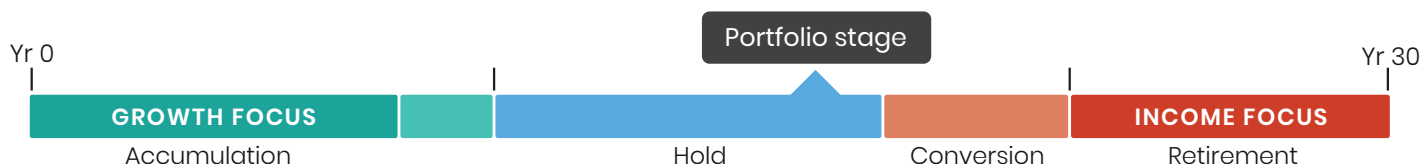
Portfolio Diversification



Portfolio Growth



PPA 30 Year Strategy



Explanation of terms

Property Grade

A | Quality Dwelling; Owner Occupier Standard Townhouse, Villa Unit or Apartment based in Melbourne/Sydney. Portfolio Quality Rating = 1.

B | Owner Occupier Standard Townhouse, Villa Unit, Apartment based outside Melbourne/Sydney; Low Density Apartments (less than 20). Portfolio Quality Rating = 0.8.

C | Project Homes; Investor Stock Townhouses; Owner Occupier Standard Medium Density Apartments (20 – 50). Portfolio Quality Rating = 0.6.

D | Investor Standard High Density Apartments (>50). Portfolio Quality Rating = 0.4.

E | Compromised D-Grade Asset (compromised assets taken back 1 Grade). Portfolio Quality Rating = 0.2 .

Suburb Ratings

AAA | >7% Historical Growth, Good Liquidity, Low Volatility. Portfolio Quality Rating = 1.

BBB | 6% – 7% Historical Growth, Average Liquidity, Average Volatility. Portfolio Quality Rating = 0.8.

CCC | 5% – 6% Average Historical Growth, Below Average Liquidity, Below Average Volatility. Portfolio Quality Rating = 0.6.

DDD | <5% Historical Growth, Poor Liquidity, High Volatility. Portfolio Quality Rating = 0.4.

Portfolio Quality Rating

The average of all Suburb and Property grades in a portfolio. The table below shows the star rating and corresponding grade average, rounded to the nearest tenth.

5 Star	1.0
4.5 Star	0.9
4 Star	0.8
3.5 Star	0.7
3 Star	0.6
2.5 Star	0.5
2 Star	0.4
1.5 Star	0.3
1 Star	0.2
0.5 Star	0.1
0 Star	0.0

Glossary

Gross Yield is an investment's profit before taxes and expenses are deducted. Gross yield is expressed in percentage terms. It is calculated as the annual return on an investment (i.e. rent before taxes and expenses) divided by the purchase price.

Compound Annual Growth is the measure of an investment's annual growth rate over time, with the effect of compounding taken into account. It is often used to measure and compare the past performance of investments or to project their expected future returns.

Average Total Annual Return represents the annual return in percentage terms and includes the Gross Yield and Compound Annual Growth Rate.

Portfolio Size is the number of assets in a portfolio.

Total Purchase Price is the total amount paid for all assets in a portfolio.

Client Capital Contribution is the principal amount that a client has invested.

Current Portfolio Value is the current combined estimated value of all assets in the portfolio based on market indexing and comparable sales.

Equity Generated is the Current Portfolio Value minus the Total Purchase Price of the portfolio.

Return on Capital represents the total growth of the Client Capital Contribution. It is expressed in percentage terms and is calculated by dividing the Equity Generated by the Client Capital Contribution.

Performance 30-year Strategy

The Performance 30-year Strategy is our recommended strategy duration for most clients. We plot our clients progression on the strategy timeline to help make decisions on whether to Acquire, Hold, or Sell assets.

Early in the strategy, many clients are looking to generate equity, which can be converted into income focussed assets later in the strategy to help fund retirement.

Talk to one of our PIPA Qualified Property Investment Advisors to discuss where you are at in your 30-year strategy and to discuss your suitability to build one of our flagship \$5m, \$10m or \$20m property portfolios.

Performance Property Group
are a member of

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Speak to us about building a Performance property portfolio for you

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