

YARMOUTH GROUP AND NIELSON PROPERTIES JOIN FORCES TO CREATE FUNDS MANAGEMENT BUSINESS

Sydney, Wednesday 6 August 2014

Financial services company Yarmouth Group and real estate owner and developer Nielson Properties have announced the establishment of a joint venture to manage commercial property assets, and a development pipeline with an end value of AU\$1.2 billion.

The joint venture, Yarmouth Real Estate Investments ('Yarmouth REI'), has been formed to structure and manage direct real estate investments and Australian investment trusts using third party wholesale capital, across Australia's eastern states.

Announcing the venture, Yarmouth Group chairman Andrew McNeil said Yarmouth REI would capitalise on Nielson's 27 years of experience in trading, managing and developing institutional quality real estate assets. This will be matched with Yarmouth's skills in financing and managing listed real estate investment trusts ('REITs'), unlisted trusts, and property investment syndication on behalf of wholesale investors in a regulated environment supervised by ASIC.

Mr McNeil said the joint venture was born out of three years of close collaboration between the two organisations.

"Nielson and Yarmouth have been working together since 2011, and we believe that the Yarmouth REI joint venture is the most effective way to grow existing assets under management using our Asian, North American and on-shore investor networks".

Nielson Properties managing director Ross Nielson said the joint venture would unlock opportunities for investors.

"Nielson Properties has been managing commercial property portfolios for investors since 1994," Mr Nielson said. "With our current mix of Australian and overseas-based investors, our involvement in Yarmouth REI will provide a fully integrated real estate funds management platform allowing a range of investors unable to directly own commercial property to benefit from our extensive experience and capacity to unlock superior returns."

Combined, the joint venture partners manage over AU\$430 million in assets and control a development pipeline, including office, residential, industrial and retail opportunities, with an end value of AU\$1.2 billion.

Nielson and Yarmouth will use the Yarmouth REI funds management platform to create real estate investment trust opportunities for wholesale investors. These will include opportunities to acquire existing assets, as well as the financing of developments and investing in value-adding projects.

Yarmouth's executive team draws on significant experience, including managing and financing ASX-listed and unlisted domestic and international real estate assets across Australia, the United States, Japan and Germany with a combined value of more than AU\$1 billion.

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Yarmouth
REAL ESTATE INVESTMENTS

ABOUT YARMOUTH REAL ESTATE INVESTMENTS

Yarmouth REI is a real estate investment management company.

We manage real estate investments on behalf of investors to deliver optimal returns and to provide a local platform for the management of their assets.

These investments are owned directly by the investor or via an externally managed investment vehicle, such as a real estate investment trust.

We seek out compelling investment opportunities and introduce these opportunities to our group of pre-qualified investors.

NIELSON

ABOUT NIELSON PROPERTIES

Brisbane-based Nielson Properties was established in 1987 and has transacted more than AU\$1 billion of real estate.

Through the past 27 years Nielson has established its reputation with a proven track record of identifying, securing and managing large-scale real estate assets, as well as developing and executing effective asset improvement and development plans that create value for investors. Nielson is recognised as a real estate investment industry leader.

nielsonproperties.com.au

Yarmouth

ABOUT YARMOUTH GROUP

Established in Sydney in 2008, Yarmouth Group is a diversified financial services company that provides services to corporate, wholesale and institutional clients, including:

- corporate advisory;
- real estate advisory; and
- investment management.

Yarmouth uses its expertise, capital and contacts to enhance the value of client assets, businesses and projects.

yarmouthgroup.com