

**Merkin Advisory Pty Ltd expands Industrial Property Trust and leads and syndicates two more acquisitions in SEQ**



22 December 2021

Acting as Asset Manager, Investment Manager, Property Manager and cornerstone investor, Merkin Advisory Pty Ltd is pleased to announce that they have completed a major tenancy renegotiation and refinancing on its North Geelong industrial property and in addition completed two more similar strategic acquisitions on The Sunshine Coast in SE Queensland .

The major unit holder on both new acquisitions, Merkin Advisory originated both properties , led due diligence, raised equity from certificated wholesale, exempt, sophisticated and professional investors, negotiated the facilities from a leading Australian lending institution, and negotiated and put in place 20 year leases on both properties effective from the date of Settlement.

**North Geelong**

In October 2020 The Merkin Group co founded a sole purpose trust - IRC Unit Trust (a wholesale exempt, unlisted, unregistered fixed unit trust) and as the major unit holder syndicated other certificated wholesale, exempt, sophisticated and professional investors and arranged the financing for the acquisition of 3,131 m2 of combined office, retail and bulk warehouse premises on 6,883 m2 at 283-295 Thompson Rd North Geelong. The property is in a strategic location well suited for industrial / bulky good retail uses, enjoying exceptionally good frontage to an arterial road with strong vehicular exposure.

Merkin Advisory successfully negotiated a long term lease renewal in August with Fletcher Building for Tradelink Pty Ltd, signed Heads of Agreements with e-commerce and another potential super centre for the other two tenancies, commissioned a revaluation of the premises and successfully refinanced with Westpac Banking Corporation on 22 November 2021.

### **Yandina**

On 19 November 2021 a separate sole purpose trust (a wholesale exempt, unlisted, unregistered fixed unit trust) settled on the Yandina property. Situated on 5,877 m<sup>2</sup>, a near level L shaped double street frontage block in Yandina Industrial estate within the township close to road, rail, regional centres (25 km to Maroochydore CBD), suppliers and almost adjacent access Bruce Highway - dual carriage motorway 1 hour to Brisbane and 20 minutes to Noosa.

Current site coverage of 32.8% with extensive multi use improvements of two adjoining warehouses, one with mezzanine commercial offices, multiple insulated cold rooms, retail, tourism, café, hardstand, car parking (40 cars), high clearance wash bay and infrastructure for storage, manufacturing and processing. A desirable site on a treescaped dual lane bitumen sealed road with concrete kerbing and channeling, and in close proximity to the world renowned Ginger Factory and tourism complex, limited supply of peer sites will drive future demand and valuations.

500 m<sup>2</sup> of usable space has been identified for future development with Capex up to a further \$1,000,000 exposing the owners to future increases of rent, and exposure to further capital gain.

A long lease on favourable terms with a nationally known market leader with options for up to 20 years was negotiated and is now in place and competitive bank lending and derivative arrangements with Westpac Banking Corporation assures investors of a high blended return of yield and gain.

### **Cooroy**

On 16 December 2021 a further sole purpose trust (a wholesale exempt, unlisted, unregistered fixed unit trust) settled on the Cooroy property. Situated on 5,233 m<sup>2</sup>, a near level regular shaped block in the Cooroy Industrial estate adjacent to the Cooroy township close to road, rail, regional centres (25 km to Maroochydore CBD), suppliers and almost adjacent access Bruce Highway - dual carriage motorway 70 minutes to Brisbane and 15 minutes to Noosa.

With a current site coverage of 40.38% extensive multi use improvements of two freestanding warehouses (built 2001 and 2004), one with mezzanine and commercial offices, hardstand, ample car parking, truck and trailer weighbridge, and extensive and other plant and equipment for storage, manufacturing and processing. A desirable site on a bitumen sealed road with concrete kerbing and channeling, limited supply of peer sites close to Cooroy will drive future demand and valuations.

Again potential has been identified for future development with Capex up to a further \$1,000,000 exposing the owners to future increases of rent, and exposure to further capital gain.

A long lease on favourable terms with a nationally known market leader with options for up to 20 years was negotiated and is now in place and competitive bank lending and derivative arrangements with Westpac Banking Corporation assures investors of a high blended return of yield and gain.

The growing portfolio, with a combined asset value in the low 8 figure range is the catalyst for the Group's business plan in 2022 to return to a ASIC regulated licensed entity (AFSL), (notwithstanding that no retail offerings will be made) and bringing competencies of both product and distribution back in house to provide the platform to grow the property portfolio with the financial services adjunct making for a vertically integrated model.

## Merkin Advisory team

**Sean Rothsey**  
Chairman  
Merkin Advisory Noosa  
[sean@merkin.com.au](mailto:sean@merkin.com.au)

**Ian Cattanach**  
Director, Business Advisory,  
William Buck Accountants, Melbourne  
[ian.cattanach@williambuck.com](mailto:ian.cattanach@williambuck.com)

**Legals – North Coast Law**  
Amy Colley, Pomona  
[amy@nclaw.com.au](mailto:amy@nclaw.com.au)

**Property – Queensland**  
Savills Australia  
Maroochydore

**Property - Victoria**  
Preston Rowe Paterson  
Geelong

**Financial Markets**  
Westpac Institutional Bank  
Brisbane

**Facility Bank Lenders**  
Westpac Banking Corporation  
Kawana

## About Merkin Advisory

Founded in 1981 The Merkin Group Is the corporate face of The Rothsey Family Office .

Core competencies in broad based asset management, deal origination, financing, facilitation, deal making and syndications across film financing acquisition distribution & marketing, cattle & agriculture, property, FMCG & supply & distribution channels, financial services, funds & fund management ,shipping & transport, global trade, high volume commodities trading, precious metals, oil and gas and e- commerce & disruptive technology.

Our trusted connections with ultra high net worth individuals, advisors, placement agents, relationship, investment and private bankers allow us to act as originators and facilitators of a multitude of transactions including commodity trading in wholesale precious metals, such as bullion and in oil and gas.

Merkin Advisory have leveraged off our roots in ship chartering, ship management and liner and tramp operators to facilitate oil and gas transactions and shipments.

Merkin Advisory offer advisory and consultancy services in global business and asset management strategies including corporate governance, risk and compliance as well as facilitating outcomes through valued added solutions, introductions, or capital.

[www.merkin.com.au](http://www.merkin.com.au)