

WINTON



LAKESIDE

Your new investment in paradise





LAKESIDE

Contents

| | |
|-------------------------------|----|
| A 'Golden' Opportunity | 4 |
| Lakeside: An Overview | 8 |
| Why Invest at Lakeside? | 12 |
| Lakeside: Properties for Sale | 16 |
| About the Developer: Winton | 18 |



Your opportunity is here and now

Lakeside is a residential led, master planned community in a clean, green environment with excellent existing and planned infrastructure.



Winton is a highly experienced and well-respected developer

40
Mins

From Auckland International Airport



New Zealand has strong economic fundamentals with above average forecast growth

45
Mins

To Auckland City

1,600

Free standing, architecturally designed homes with stunning lake views in a clean, green environment

5%

Forecasted return on investment per annum*

35%

NZ Government forecast population growth in the area over the next 25 years

12,400

New Zealand Government's forecast demand of new homes per annum in this area

2020

First homes due for completion



*Refer to page 16 for rental returns

A 'Golden' Opportunity

The launch of Lakeside provides an opportunity for astute investors to secure a brand new, architecturally designed residential 3 or 4 bedroom property in a master planned community in Te Kauwhata, located just outside Auckland, New Zealand.

The current release features the final lake front properties in the development with the homes having stunning views in a clean, green environment. This is the final opportunity to invest in the most desirable properties in the overall development.

High demand and low supply has dictated the New Zealand residential market for some years now and there is a well-documented critical shortage of property available for medium and long term rental.

Lakeside is at the centre of the 'Golden Triangle'



Situated in the North Island of New Zealand taking in the cities of Auckland, Hamilton and Tauranga - this region makes up over 50% of New Zealand's total population.

With more than 1,600 quality homes planned within a meticulously thought out master planned community, Lakeside is set to leverage the unpredicted growth that is being seen in the area.

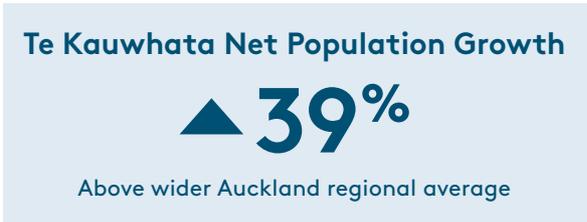
Artist's impression of the completed Lakeside development





Lakeside is strategically important for accommodating growth between Auckland and Hamilton

With the region’s population growing exponentially and a clearly identified shortage of housing, there is growing demand for quality stand alone homes, built within well thought out communities. The southern corridor connecting Auckland to Hamilton is experiencing unprecedented growth because of this, making Lakeside an ideal location sought-after by a discerning rental market and owner occupiers alike. Net population growth within Te Kauwhata from 2001 to 2016 was 39%, above the wider Auckland regional average. Within the ‘Golden Triangle’ (excluding Auckland), net additional households over the period 2017–2033 is forecast to equate to demand for approximately 211,000 new dwellings (around 533,000 people), an average of 12,400 new homes per annum.



Lakeside is strategically placed near to key employment growth areas

Increasing employment opportunities in the surrounding regions, the presence of commercial and education precincts in and around Lakeside and the advancement of new transport initiatives all reinforce the investment value proposition of Lakeside. Of New Zealand’s total forecast household growth over the period 2017–2033, three quarters of that

growth will be located in the upper North Island, showing the importance of areas within the ‘Golden Triangle’ to provide supply for accommodating future residential and commercial demand.

The Lakeside region has been identified by Government as a major commercial centre, strategic residential centre and key transport node

Looking at historic trends globally, well-located properties close to key transport links and infrastructure have outperformed other areas. Astute investors will recognise the integral opportunity that Lakeside’s location presents as a result. Lakeside is located by the newly built Waikato expressway and State Highway 1, Auckland’s most significant highway, giving residents easy access to key highways both north and south. New bus routes have been established to Hamilton, and a new passenger rail service connecting Hamilton and Auckland will be established in 2020, with a train stop at Lakeside expected to follow.

Significant investment in the area by the New Zealand Government

Te Kauwhata has been allocated

\$38m

From the Government’s Housing Infrastructure Fund

In July 2018 it was announced that Te Kauwhata had been allocated \$38m from the Housing Infrastructure Fund (the New Zealand Government’s \$1 billion fund to advance infrastructure projects important to increasing housing supply). This allocation was achieved as a result of the Lakeside development being approved and will fast track upgrades to roads and the water and wastewater infrastructure servicing the town.

The New Zealand Government has selected the Lakeside development for a new primary school which is due to open in January 2023. The requirement for a new school in the area highlights the growth trajectory of the region and investors at Lakeside will benefit from this growth and having an education facility right on their doorstep.

New Zealand on the World Stage

New Zealand's strong economy, stable government and rule of law are making New Zealand more recognised on the international stage than ever before.

New Zealand will host APEC (Asia Pacific Economic Co-operation) in 2021. APEC will bring decision-makers and leaders from across the Asia-Pacific to New Zealand and create significant opportunities for members to promote their economic interests with trading nations. The Asia-Pacific is the fastest growing economic region in the world and APEC is its leading economic forum.

New Zealand has been successful in its bid to host the Asia-Pacific Association of International Education (APAIE) Conference and Exhibition in 2021. As an outward-looking trading nation over the last two decades, New Zealand has actively welcomed international students to its cities. The conference will be held in Auckland at the New Zealand International Convention Centre, which will be completed in 2020.

New Zealand will host the 36th America's Cup on Auckland harbour in 2021. Significant investment is being undertaken in Auckland ahead of the event and this is having a spill-over effect into the wider Auckland economic region.



Access Anywhere

Lakeside is perfectly positioned near major city centres, transport links and some of the scenic landmarks New Zealand is famous for.

Close to major centres:

Auckland, Hamilton, Tauranga

40 minutes to Auckland International Airport

45 minutes to Auckland city

2 minutes from state highway

1 minute from railway

Easy access to lakes, coastal regions and national parks



Coromandel Beaches



Auckland City



Auckland International Airport



Cathedral Cove



New Zealand's healthy outdoor lifestyle

Lakeside: An Overview

Lakeside is an inspired residential-led master-planned community by the experts at Winton. The development is set on the banks of Lake Waikare with stunning lake views in a clean, green environment. With over 1,600 free standing homes planned as well as significant infrastructure and commercial investment, Lakeside is an investment option for those looking for quality, architecturally designed residential homes with sought-after rental credentials.

Lakeside is located 40 minutes by car from Auckland International Airport and 45 minutes by car to Auckland city.



Lakeside's centre will be home to a boutique commercial hub. This village centre will have a delightful café/restaurant with stunning lake views, a childcare centre, a convenience store, a modern medical centre and retail and office spaces.

A recreational lake is being built adjacent to Lake Waikare — the lake will be suitable for paddling and kayaking. In addition to the new lake, there will be over 80 hectares of park land with over 5km of walking and cycling trails. The park areas will include a sports field, playgrounds and a basketball court offering loads of fun in the outdoors.

All of this will ensure that Lakeside will be both a great place to live now and for future generations to come.

In the immediate vicinity of Lakeside are key community features including:

Two excellent primary schools and a secondary school

Waikare Golf Club

Rugby, football, squash and bowling clubs

Award winning modern library and local museums

Thriving community groups



Lakeside will boast over 5kms of walking and cycling trails around Lake Waikare.





Lakeside's homes use innovative design to deliver stylish homes that are functional, comfortable and affordable. Perfect for families, busy professionals and down-sizers, the homes will attract a broad tenant pool. The open-plan living areas open up onto an outdoor entertaining area that is perfect for dining and socialising with family and friends. Fences and hedges allow for plenty of privacy where required but also enable full advantage to be taken of the lake and scenic views.

Each home comes with a contemporary kitchen, living area, bathrooms, laundry and storage areas all featuring modern fixtures and fittings. Quality materials and appropriate colours are applied to ensure homes fit the environment. There are double glazed windows to maximise views and fill the homes with warmth and light. All properties are designed to sit harmoniously amongst tree-lined streets with ornamental greenery.

Standard to Each Home

10-year building guarantee

Stone benchtops

High quality appliances

Heat pump for heating and cooling

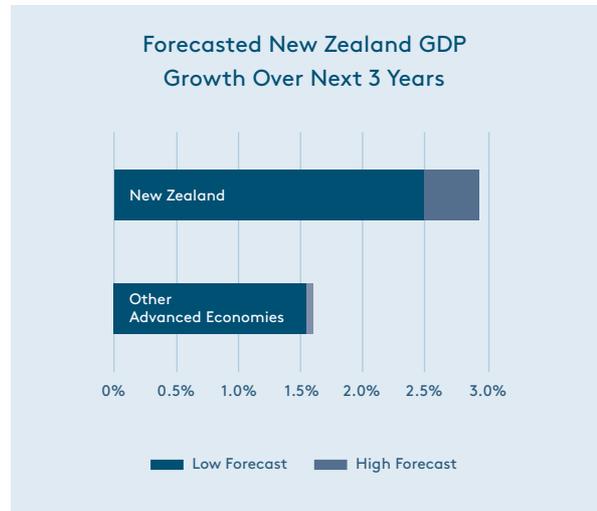
Landscaped gardens and fencing



Why invest at Lakeside?

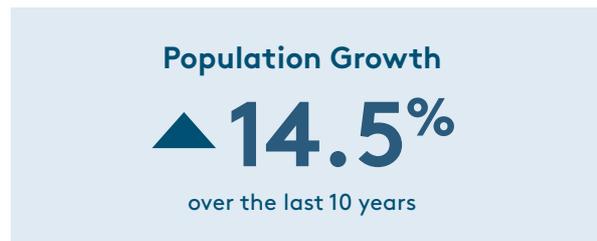
Strong Economy

New Zealand has strong economic fundamentals with above average forecast growth — over the next 3 years New Zealand's GDP is expected to grow at a rate of between 2.5% and 2.9% versus growth for other advanced economies, of between 1.6% and 1.7%. New Zealand has seen strong employment growth with the unemployment rate at historic lows. The current unemployment rate is 3.9% with labour participation at 70.4%.



Population Growth

New Zealand's population has grown by 14.5% over the last 10 years and is projected to grow by 10.8% over the next 10 years. Migration is holding at near record levels with net migration over the last 5 years averaging 57,375 people per annum. The majority of these gains are accommodated within the Auckland region. These population gains are driving the demand for housing.



New Zealand House Supply/Demand Dynamics

The strong New Zealand economy and population growth over the last 10 years has put pressure on housing demand, particularly in Auckland where the supply of housing has not kept pace with this demand. As a result a significant housing shortage has developed, estimated at 34,000 homes. Looking forward, it is expected this supply imbalance will continue with the resultant upward pressure on house pricing.



Rental Growth

Over the past 10 years, New Zealand has seen significant rental growth. Over the period 2009–2013 rental growth in the greater Auckland region was just under 17% and in the period 2014–2018 rental growth in the greater Auckland region was approximately 24%. Looking forward, residential rental rates are expected to remain strong, with there being demand from tenants relocating from both Hamilton and Auckland. Given the significant capital value growth in central Auckland suburbs, returns at Lakeside compare favourably to other investment stock as house price growth in central Auckland suburbs has been much faster than rental growth over recent years.

Rental Growth 2009–2013

▲ 17%

Greater Auckland Region

Rental Growth 2014–2018

▲ 24%

Greater Auckland Region

House Price Growth

Over the past 10 years, New Zealand has seen significant house price growth. Over the period 2009–2013 median house price growth in the greater Auckland region was approximately 26% and by the end of 2018, median values had increased by a further 51%. Following this very strong run of value appreciation there has been a period of consolidation and this is likely to persist in the short term future. However, the market remains strongly supported by ongoing migration, low interest rates, the strongly performing economy and the housing shortage which will take a number of years to eradicate. Given this, dynamic house price growth is expected to return following the current period of consolidation.

Affordability in central Auckland has become a serious issue as house price growth has outpaced wage growth and given the Lakeside development is at the affordable end of the spectrum, the expectation is that a deeper pool of buyers will move to affordable products maintaining demand for housing within Lakeside.

Median House Price Growth

▲ 51%

Greater Auckland Region 2014–2018

Financing

Interest rates in New Zealand are at historic lows with the Reserve Bank of New Zealand cutting the OCR to 1.0% in August 2019. While this has translated into record low borrowing costs at New Zealand banks, there are still headwinds to borrowing with higher capital requirements for banks and tighter lending conditions. This means that buyers with significant deposits or income have an advantage over those with smaller deposits or income.



Why invest at Lakeside?

- Architecturally designed homes with stunning lake views in a clean, green environment
- Exciting village centre, infrastructure and amenities within a well-established community
- Design Controls that govern and protect the look and feel of the development ensuring your investment is protected into the future
- Homes are designed to comply with the insulation, heating and ventilation requirements of New Zealand's Healthy Homes Guarantee Act – unlike existing investment stock, the newly built homes at Lakeside will not require expensive upgrades to comply
- A 10% deposit secures your place at Lakeside with the balance payable on completion
- Experienced, market-leading developers with attention to every detail and a proven and respected team
- A tailored property management service is available to help you manage your tenants and to undertake regular inspections/reporting

Annual Rental Return

5%+

10%

Deposit



10 Year

Building guarantee

Located in the 'Golden Triangle'

New Zealand's main growth corridor



40 Mins

To Auckland International Airport

45 Mins

Drive To Auckland City

The tax benefits of investing at Lakeside

Property investment is no different to other investments in that the expenses you incur to derive your income are deductible.

However, New Zealand is unique in a number of ways in terms of the way property is currently taxed*.

- **NO stamp duty, transfer or transaction taxes or other duties on property**
- **NO GST on residential property**
- **NO explicit capital gains tax****
- **NO inheritance tax**

* This information is not tax advice; please consult your own tax advisor prior to making any investment decision.

** The "Bright line" test determines that you are required to pay capital tax on the gain of any property that is sold within five years of purchase (unless the property is deemed your family home). However, the benefit of purchasing at Lakeside is that the five year period starts from the date of the contract, NOT the date of settlement.



Community Living at Lakeside



Cafe and restaurant



Recreational lake



Café / Restaurant



Retail and office spaces



Children's playground



Convenience store



Modern medical centre



Childcare centre



5km of walking and cycling trails in park like setting



Wetlands and conservation area



Sports field



Basketball court



Ample parking



Commercial block

About The Developer: Winton

Winton is a privately owned developer of note, with many large-scale projects currently in progress in New Zealand and Australia. Winton specialises in developing integrated and fully master-planned communities that are best by design, with superior building standards where no detail is overlooked. By the end of 2023, Winton will have delivered in excess of 7,000 residential lots and apartment units across its portfolio.

Winton's vision is to set the standard as a world-class Australasian property group that creates the best master-planned communities that are best by design. With a strong focus on customers' needs, Winton provides a lasting legacy for generations to come by creating more sustainable, connected and vibrant urban communities.





Launch Bay
Auckland, New Zealand



Waterfall Park
Queenstown, New Zealand



LAKESIDE

This brochure has been prepared with all reasonable care and thought; however, Lakeside Developments 2017 Limited, Lakeside Residential Limited and their related companies, employees and agents do not warrant the accuracy of any information (including all illustrations and images) shown and do not accept liability for negligence, any error or discrepancy or otherwise in the items shown. The information in this brochure is for presentational purposes only. This information has been prepared and provided prior to construction, obtaining necessary consents, and finalising the development's infrastructure. As such, assumptions and artistic licence have been employed, and all aspects of the envisaged development depicted are subject to change without notice. The brochure is not to be relied upon by any prospective purchaser and all prospective purchasers are advised to seek legal advice and carry out their own investigation to satisfy themselves as to all aspects of the development.

Background Information



- Lakeside Developments 2017 Limited has purchased a 179 hectare parcel of land located at 94 Scott Road, Te Kauwhata.
- Located on the southern boundary of the existing community of Te Kauwhata, on the northern banks of Lake Waikare – 45 minutes to Auckland and 40 minutes to Hamilton.
- The property is situated in the “Golden Triangle” between Auckland, Tauranga and Hamilton – one of the countries fastest growing regions with net additional households forecast to grow by 12,400 homes per annum over the next 15 years.
- A private plan change rezoned this land to residential in order to allow for the development; over 1,600 homes over 7 years.
- Landscape led master-planned residential community and commercial hub. The Village Centre will include a café and restaurant, a childcare centre, medical facility, convenience store, retail shops and offices and a children’s playground. The MoE has approved a new primary school within the development.
- The existing Te Kauwhata community is a thriving township offering primary and secondary schools, a new library, sports clubs (including golf, bowls, rugby and squash) and community and social groups (including Lions, Scouts and Guides).
- The development will retain 80 hectares as recreation reserve with sports fields, over 5km’s of walking and cycle trails and the creation of a recreational lake to be enjoyed by all residents.
- There are currently 5 shows homes and a sales suite on-site. Earthworks for the first 162 lots have been completed with house construction commencing in September 2019.



Pricing and House List

| Count | Lot No. | Area (m ²) | House Range | House Type | Beds | Bath | Internal Floor Area (sqm) | List Price (incl GST) | Discount (incl GST) | Offered Price (incl GST) |
|--------------|---------|------------------------|---------------|------------|------|------|---------------------------|-----------------------|---------------------|--------------------------|
| 1 | 37 | 339 | Modern Homes | Kennet III | 3 | 2 | 91 | \$ 569,000 | \$ 12,500 | \$ 556,500 |
| 2 | 38 | 340 | Modern Homes | Mackenzie | 3 | 1 | 82 | \$ 549,000 | \$ 10,000 | \$ 539,000 |
| 3 | 50 | 520 | Vantage Homes | Thames III | 3 | 2 | 98 | \$ 624,000 | \$ 12,500 | \$ 611,500 |
| 4 | 52 | 512 | Vantage Homes | Thames III | 3 | 2 | 98 | \$ 624,000 | \$ 12,500 | \$ 611,500 |
| 5 | 56 | 447 | Modern Homes | Kennet III | 3 | 2 | 91 | \$ 569,000 | \$ 12,500 | \$ 556,500 |
| 6 | 279 | 479 | Modern Homes | Irwell | 3 | 1 | 93 | \$ 569,000 | \$ 10,000 | \$ 559,000 |
| 7 | 289 | 385 | Modern Homes | Carrick | 3 | 1 | 87 | \$ 545,000 | \$ 10,000 | \$ 535,000 |
| 8 | 290 | 451 | Modern Homes | Nevis | 3 | 1 | 80 | \$ 551,500 | \$ 10,000 | \$ 541,500 |
| 9 | 291 | 458 | Modern Homes | Carrick | 3 | 1 | 87 | \$ 547,500 | \$ 10,000 | \$ 537,500 |
| 10 | 359 | 463 | Modern Homes | Kennet II | 3 | 1 | 83 | \$ 551,500 | \$ 10,000 | \$ 541,500 |
| Total | | | | | | | | \$ 5,699,500 | \$ 110,000 | \$ 5,589,500 |

Photos



Photos – Kennet III and Waikato IV House Types

