

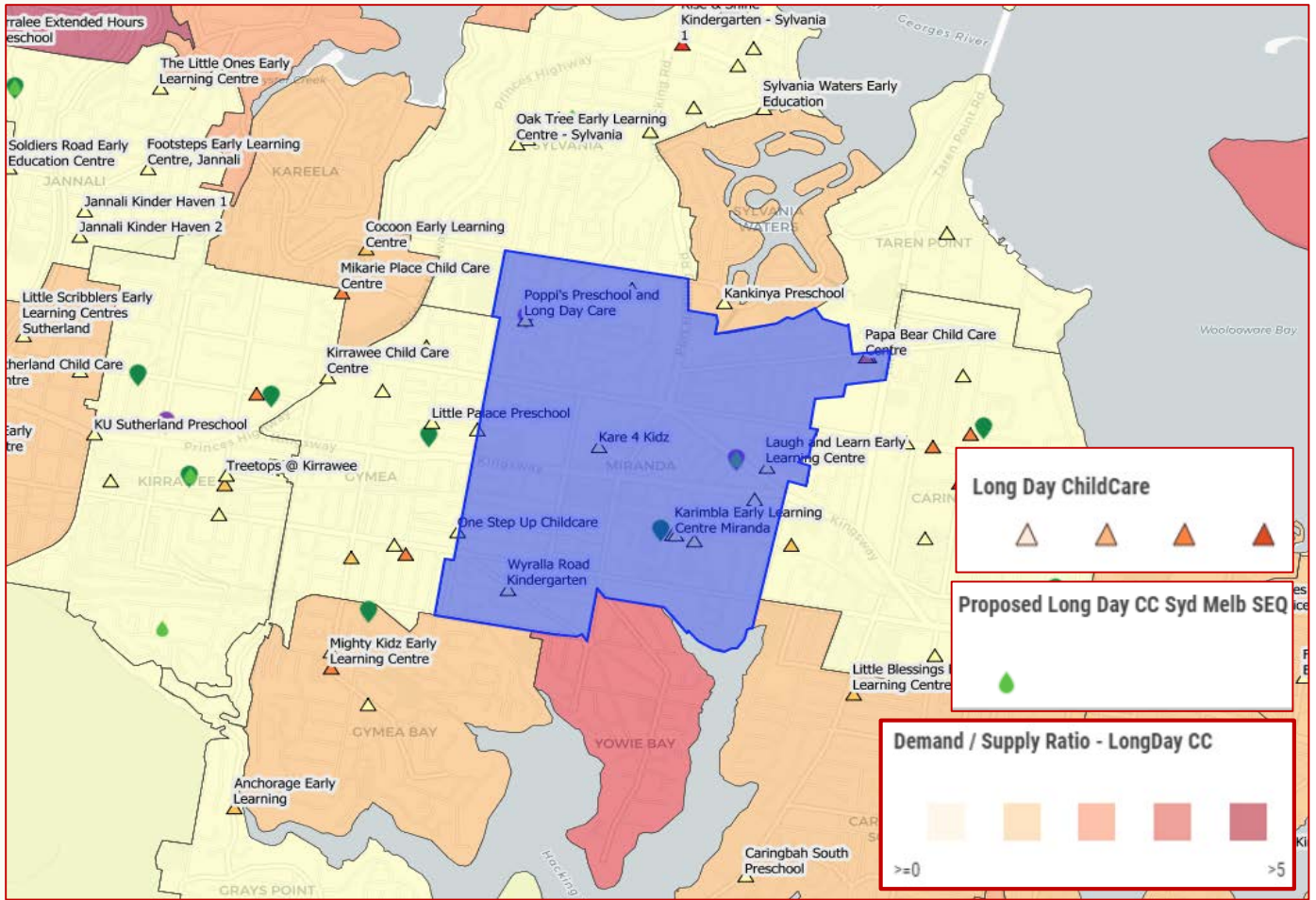


Peritus Childcare Sales









Miranda, NSW

Long Day Care – Trade Area Summary

Childcare Brokerage Experts
Data Driven | Analysis Proven | Results Focused



Miranda, NSW

 Census Population 2016 14,901	 Average Current Daily Fees AVG \$108	12 Number of Long Day Care Centres	 0-5 Years (%) 8.21%
 Current Estimated Resident Population 15,443 (ERP)	 Children Age Groups 0&1 415 2&3 393 4&5 416 0&5 1,224	 Number of Long Day Care places 598	 Females 18 - 40 years 2,219
 Average Household Income \$100,023		 Current Demand: Supply Ratio 2.04:1	 Females 18-40 years (%) 14.89%
			 Headline CCS Subsidy (%) 73%

Peritus Childcare Sales Research

www.perituschildcare.com.au

What is in the Whitepaper?

The Peritus Childcare Sales Investment Review and Outlook is Australia's most detailed research report covering the childcare industry. The report provides an in-depth review of Freehold and Leasehold investment market conditions, demand and supply considerations together with the underlying drivers and headwinds for the industry.

The report includes:

- + Industry Overview (Why Childcare, Market Breakdown & Major Operators)
- + Demand (Four Key Demand Fundamentals)
- + Supply (Existing Centres and new DA's)
- + Freehold Investment Market Overview (Cap rates, Transaction Volumes by State)
- + Leasehold Investment Market Overview (EBITDA Multiples)
- + Trade area fundamentals



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In 2017
101 freehold
childcare
centre
sales transacted
\$404M

Average price of
\$4M

825
Development
applications
lodged in
NSW, QLD, VIC

AVERAGE CAP RATE OF
5.9%

Increasing
female
WORKFORCE
participation rate

Improved
education
and care
standards

BIPARTISAN GOVERNMENT
funding support

Visit our website www.perituschildcare.com.au to download your free copy of the industry's most comprehensive research report covering the national childcare industry, demand and supply fundamentals, freehold and leasehold investment market conditions and subscribe to our free comprehensive childcare research updates.



About Peritus Childcare Sales

Peritus Childcare Sales specialises in both freehold & leasehold childcare centre sales achieving optimal results for clients through multi-disciplinary capabilities, decades of institutional commercial real estate experience, a property economics advisory background & lateral thinking to complex transactions.

From the largest institutional national operator to individual private freehold investors, we have the collective intelligence, deep relationships, cutting-edge proprietary research and in-house capability to achieve the best results for our clients. Confidentiality, integrity and transparency combined with lateral thinking is our guiding principles.

The Principal of Peritus Childcare sales, Peter Fanous has over a 13 years of commercial property brokerage, advisory, valuation, acquisition and disposal experience, resulting in over \$12bn of transactions for Australia's largest institutional investors and private investors. Peter holds a Bachelor of Business (Property Economics), is a certified practising valuer (without limitation), a full Associate Member of the Australian Property Institute (AAPI) & the Royal Institution of Chartered Surveyors (MRICS).

Peritus Childcare Sales is the only childcare brokerage and advisory firm offering real value to clients through its in house proprietary wholesale intelligence. Our in house proprietary models analyse a

total of 4,802 childcare centres (Long Day Care Centres) covering 316,112 Long Day Care places analysed and geo-coded, and overlaid with 18 proprietary childcare specific trade area layers such as demand:supply imbalance, number of new Development Applications, average household income levels and estimated resident population statistics.

Childcare market rent is established through a deep understanding of the specific trade area fundamentals served by each specific childcare centre. The optimal occupancy cost ratio is established by national operational benchmarking and trade area research support with over 18 interdependent trade area KPI's overlaid to establish the full sustainable market rent.

To achieve the firmest Equivalent Yields (Cap Rates), we handle each listing in the same manner with respect to the level of detail and analysis completed.

We leverage our industry relationships, unique multi-disciplinary institutional background in brokerage, valuation, economics and advisory to optimally position our clients' asset. Integrity, transparency & lateral thinking is our ethos.

www.perituschildcare.com.au

Broker Profile

Qualifications:

- Bachelor of Business (Property Economics) B.Bus (Prop.Ec)
- Certified Practising Valuer (Without Limitation) C.P.V
- Specialist Retail Valuer (Without limitation)
- Associate of the Australian Property Institute (AAPI)
- Chartered Surveyor MRICS (Royal Institution of Chartered Surveyors) – Full Professional Member
- Licensed Real Estate Agent (NSW,VIC,QLD)
- Licensed Business Broker (NSW,VIC,QLD)
- Massachusetts Institute of Technology (MIT) Massachusetts, USA Masters Program (EMP)



Peter Fanous is specialist childcare broker and consultant. Peter and his family have been involved in childcare for over 23 years and have a unique angle being both landlord and tenant in centres across the country.

Peter brings over 13 years of commercial property brokerage, advisory, valuation, acquisition and divestment experience, resulting in over \$12 billion of transactions for Australia's largest institutional and private investor having head national roles in leading commercial property agencies and funds manager such as JLL and Colliers International together with Urbis and Stockland.

Peter founded Peritus Childcare Sales after realising there was a significant gap in institutional quality childcare brokerage and advisory in Australia.

Peter brings a strong institutional track record, over 13 years of valuation, acquisitions, funds management and advisory experience which is harnessed to achieve optimal results for all of the Peritus Childcare Sales clients.

We leverage our industry relationships, unique multi-disciplinary institutional background in brokerage, valuation, economics and advisory to optimally position our clients' asset.

Institutional experience, track record, off-market deal flow, lateral thinking, deep long-term corporate relationships with key institutional investors in Australia, Asia and the Middle East.

Integrity | Transparency | Lateral Thinking

Free Market Appraisals

Data Driven | Analysis Proven | Results Focused

Free Peritus (Expert) Market Appraisals from the most trusted brand in childcare brokerage and advisory in Australia.

With over 13 years of institutional level valuation and advisory and expert brokerage services resulting in excess of \$12 billion, we provide an accurate, evidence based free market appraisal. Integrity, Transparency and Lateral thinking is our guiding principles.

The Principal, Peter Fanous holds a Bachelor of Business (Property Economics), is a certified practising valuer (without limitation), a full associate member of the Australian Property Institute (API) and the Royal Institution of Chartered Surveyors (RICS).

As an industry-leader in childcare centre sales and advisory, we are primed to achieve optimal results for our clients through multi-disciplinary capabilities, decades of institutional commercial real estate experience, a property economics advisory background and lateral thinking to complex transactions.

As mentioned in Peritus Childcare Sales' *Investment Review & Outlook* (available for download from our website), the emergence of major international private equity firms, investment banks and wholesale fund managers acquiring significant leasehold interest portfolios has elevated the asset class to achieve multiples ranging from 3.5x to 11x over the past 24 months.

The childcare industry has matured and consolidated over the last six years since the introduction of the National Quality Framework. Bipartisan government funding support, increasing female workforce participation, population growth and increased quality offerings have all underpinned robust leasehold transactions.

In a crowded market, we are the only childcare brokerage and advisory firm offering real value to clients, with our in-house proprietary models analysing a total of 5,000 childcare centres, covering 400,000 long day care places analysed and geo-coded, then overlaid with 18 childcare specific trade area layers such as demand: supply imbalance, number of new development applications, average household income levels and estimated population statistics.

Our principal, Peter Fanous, is more than a childcare broker and consultant. He has over 13 years of commercial property brokerage, advisory, valuation, acquisition and divestment experience spanning over \$12 billion of transactions for Australia's largest institutional and private investors.

Bolstered by long-standing industry relationships and our unique multi-disciplinary institutional background, Peritus Childcare Sales is the perfect choice for those looking for the strongest EBITDA multiple in the market.

Peter is available for free appraisals. Please do not hesitate to contact us on **+61 417 003 945** or at peter@perituschildcare.com.au

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