

REPORT OVERVIEW

The Rentwise Report is your first step when starting or renewing a lease and is a powerful tool that will assist you in planning and managing your lease. The data in this report will ensure that you are not paying more for your lease than the current market rate and aims to forecast your turnover based on turnover within the shopping centre. It will also assist in determining whether your business will be viable in the specified location.



Shopping Centre
Chadstone



Store Type
Cafes



State
VIC



Store Size
200 m2



154,218
Centre Size (m2)

Car Parks
9,330



MAJORS
A,C,DJ,KM,M,T,TRU,



25
Mini MAJORS

18,000,000
Annual Foot Traffic



CENTRE OVERVIEW



CINEMAS
Hoyts, 15

\$81.60



Average Spend Per Visit

Food Court Seating

950



Food Court Tenancies 31

DATA VALIDATION

UPDATED: February 2016
DEVELOPMENT AFFECTED: YES

MAJORS:

A= Aldi B= Bunnings BCC= Birch Carrol Cinemas BW= Big W C= Coles DJ= David Jones E= Event Cinemas H= Hoyts HS= Harris Scarfe HN= Harvey Norman JB= JB HiFi KM= K-Mart M= Myer R= Reading Cinemas W= Woolworths V= Village T= Target TRU= Toys R Us SB= Super Barn SIGA= Super IGA

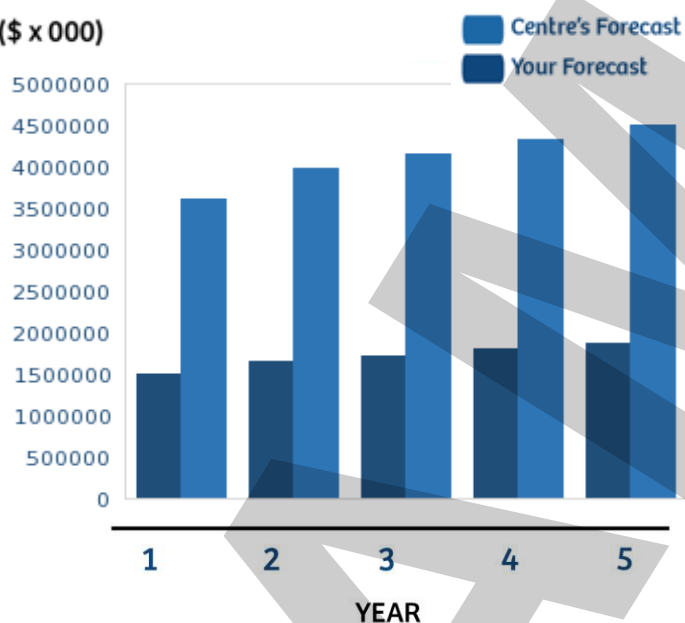
SALES OVERVIEW



Centre's Forecast
\$3,607,000

Sales Forecasts

(\$ x 000)



YEAR

5	\$1,875,000	\$4,508,750	\$22,543
4	\$1,800,000	\$4,328,400	\$21,642
3	\$1,724,999	\$4,148,049	\$20,740
2	\$1,650,000	\$3,967,700	\$19,838
1	\$1,500,000	\$3,607,000	\$18,035

Your annual
forecast*

Centre's annual
forecast*

Specialty sales
per m2*

*Stepped 5% Increase on Standard 5 Year Lease

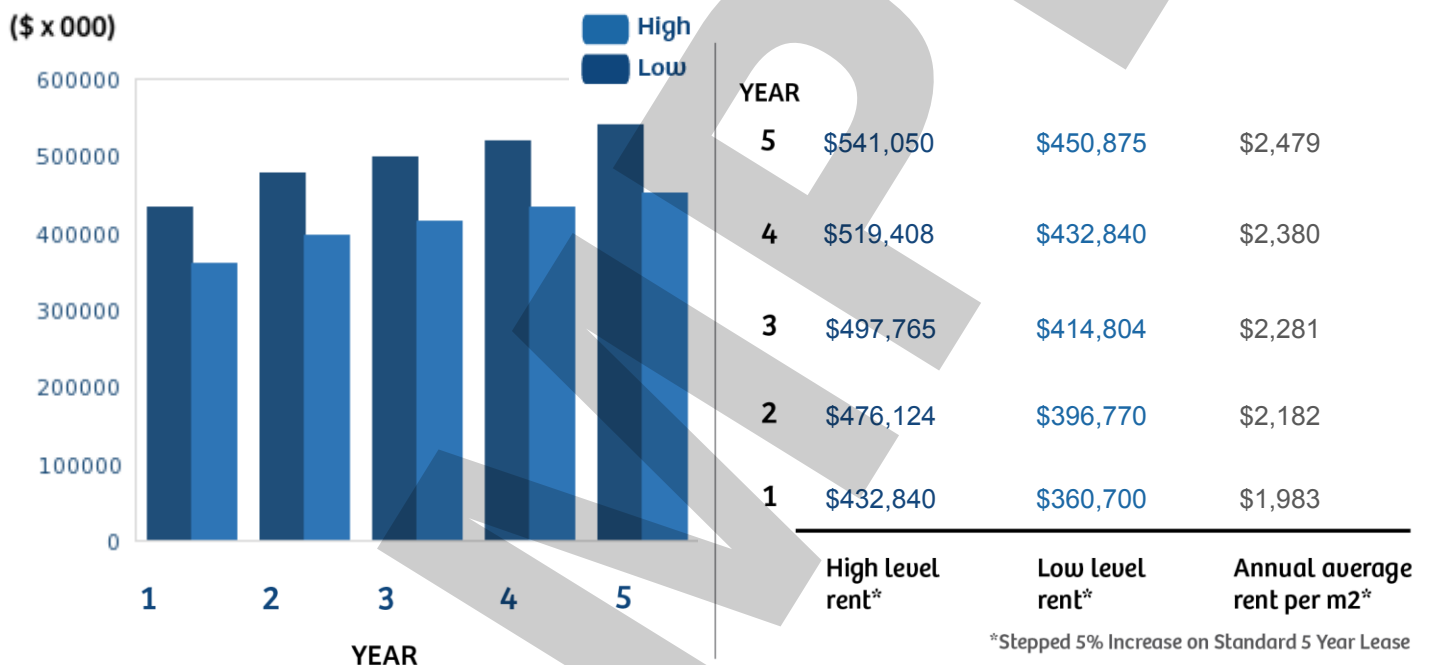
Sales Data

The Sales Forecasts are derived from performance data specific to each centre and specific to specialty retail. Our database uses the specialty performance data along with tenancy size and retail category selected to forecast sales. Further refinements and formulas are used depending on a site being a Kiosk, a Hybrid or Food Court Tenancy. The Sales Forecasts are a guide and should be looked at in conjunction with a business plan to refine the best possible outcome for any business.

RENT RANGE



**10% to 12%
OF SALES**



LEASING INCENTIVE

A Leasing Incentive typically means cash toward fitout or rent free period represented as cash or rent value. This report provides parameters of the value of such incentives applied to each of the rent ranges. The report provides for market averages however these can vary depending on development budgets in centres and how sought after a particular brand is and any given time.

High Rent Range \$108,210 to \$216,420

Low Rent Range \$90,175 to \$180,350

The Rentwise Report

Outgoings

Outgoings are the operating costs of the landlord.

Most leases will have outgoing in addition to the rent.

Outgoings typically include lighting, cleaning, air-conditioning of common areas, centre management costs, rates, taxes, insurance premiums etc.

Fit-Out Costs

Fit-out costs are the expenses related to the preparation of the premises for retail operation. The extent of these expenses is likely to vary considerably with the requirements of each tenant and according to restrictions which the landlord may place on design or on the use of architects and trades people. For most tenants, there are further costs associated with returning the premises to a bare condition when they vacate ('make good' provisions in the lease).

Marketing Levy

For retailers in a shopping centre, a marketing or promotions levy typically covers expenditure by the centre.

This includes promotion, advertising and market research for the centre. These expenses are often allocated to centre tenants on a rate per square metre.

Hidden Costs

Costs for base building services (known as category 1 costs) which must be completed by the landlord at the tenants cost must be addressed to ensure that an excessive bill is not added to your fitout costs. Other costs such as hoarding costs, opening promotion levies, design review fees, additional storage costs, claw back provisions, assignment costs etc. can amount to many thousands of dollars if not considered and addressed in the early stages of negotiations.

WHAT'S NEXT?

If you are happy with the results from this report, it's time to face the property managers to start negotiating your lease! Be prepared to ask questions on all hidden costs, and ensure that you don't pay more than you should.

Should you require further assistance, Leasewise offer a **FREE** consultation valued at \$240.

Simply call **1300 33 44 32** to speak with a Leasewise consultant.

Leasewise Services

- Helping you acquire your new site
- Negotiating your lease renewal
- Reviewing your rent based on the current market
- Relocating your store
- Assisting you should you want to sell your business
- Representing you in a lease dispute negotiation

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