



NEXUS
CAPITAL PARTNERS

ADVISE / FACILITATE / SOURCE

NEXUS CAPITAL PARTNERS **CAPABILITY STATEMENT**

BUSINESS & CORPORATE FINANCE
CONSTRUCTION & DEVELOPMENT FINANCE
COMMERCIAL PROPERTY INVESTMENT
MARKET TENDER OF EXISTING FACILITIES
DEBT ADVISORY

WELCOME TO NEXUS

THE ALTERNATIVE WAY TO SOURCE CAPITAL THE NEXUS WAY

With over 25 years of experience in banking, specifically in business and property finance, our team has the knowledge and expertise to provide the most effective funding options.

Our Company

Nexus Capital Partners is a boutique commercial finance firm specialising in arranging debt, providing debt advice, and traditional brokerage services to small and medium-sized businesses, mid-market companies, and commercial real estate investors and developers.

Our top executives are heavily involved in every aspect of each transaction, and we handle projects of various sizes. We specialise in arranging commercial financing for businesses with revenues between \$25M and \$150M and existing or new debt needs between \$3M and \$100M.

We have strong connections with both traditional and non-traditional lenders and have the expertise to find the best funding options for each project.

We also pride ourselves on providing creative solutions, going the extra mile, and delivering exceptional execution. Our clients often have long-term relationships with us, and we always look for ways to add value to those relationships.

Our Expertise

Our expertise is in a highly specialised sector of the finance industry, and we take pride in that. We stick to our areas of expertise and excel in them.

The leaders of Nexus Capital Partners are former high level bankers with a history of working on transactions ranging from \$3M to \$75M, primarily in property development and trading businesses. This allows us to offer valuable insights to clients and provide optimal funding solutions.

Unlike other companies, our team's experience in the banking industry allows us to have a comprehensive understanding of the application process.

We also have connections and knowledge of the non-bank and private lending markets, which opens up opportunities that clients might not be aware of or have access to through traditional banks.

Our Approach

Our method is to get involved in the project and finance teams early and leverage our connections, experience and expertise in areas such as valuations, forecasting, feasibility and legal to achieve the best results.

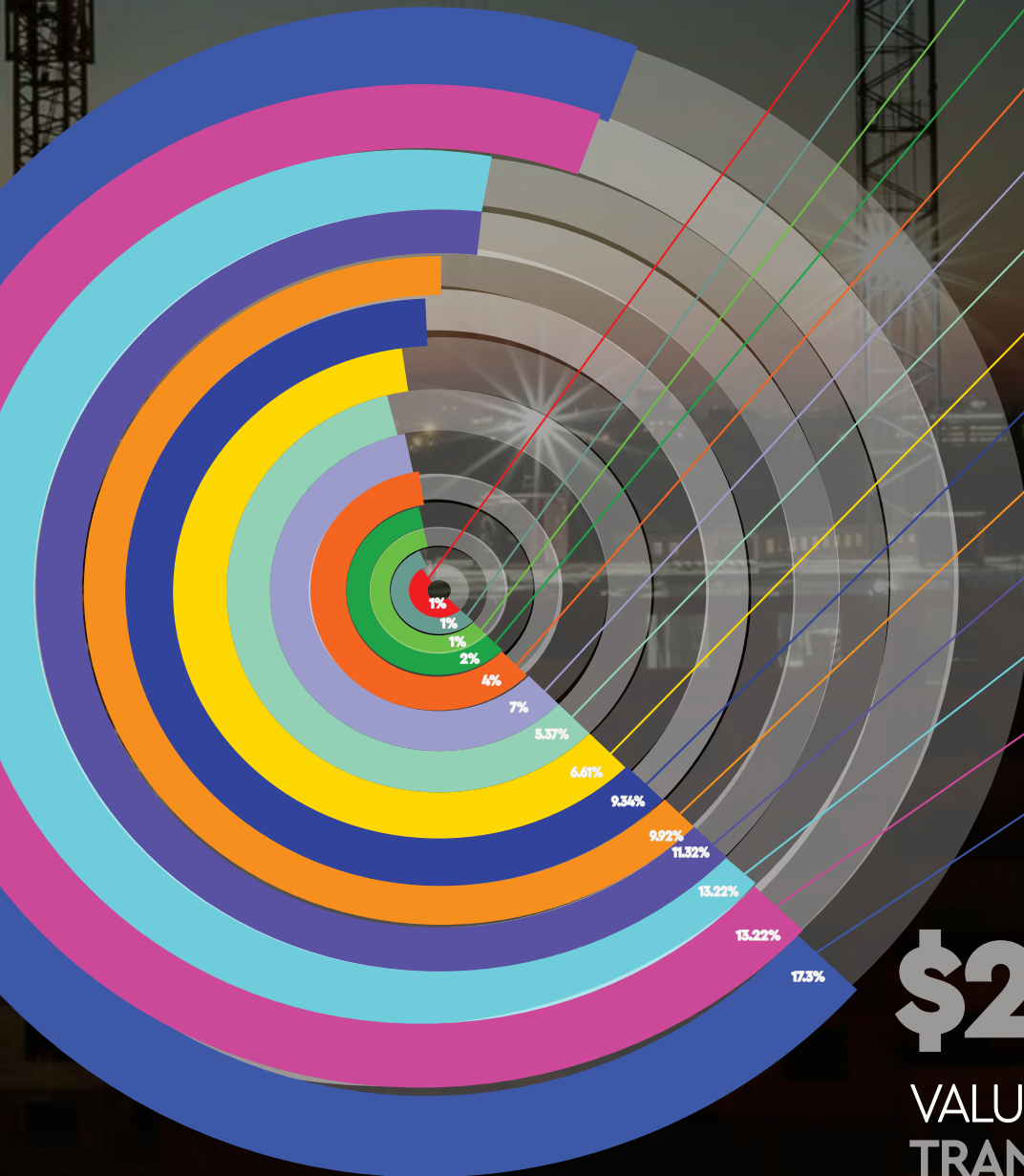
NEXUS

OUR RESULTS SPEAK FOR THEMSELVES

In a short period of time, we have already demonstrated a proven track record of success in getting deals done, achieving outstanding outcomes for those we have served.

Our clients have praised us for the strategic approach we take and the solutions we provide to complex situations. Our strong relationships and ability to find the right solutions have led to outstanding results for our clients, helping them achieve the success they may not have otherwise been able to attain.

- SPECIALISED ASSETS \$2.5M
- TECHNOLOGY \$3.5M
- HOSPITALITY \$3.5M
- LAND \$4.4M
- PRIVATE EQUITY ACQUISITIONS \$10M
- RESIDENTIAL UNITS \$10M
- RETAIL BUSINESS \$13M
- MEDICAL ASSETS \$16M
- MANUFACTURING \$22.5M
- POULTRY FARMS \$24M
- REAL ESTATE SERVICES \$27.4M
- FUEL STATIONS \$32M
- NEIGHBOURHOOD CENTRES \$32M
- INDUSTRIAL PROPERTY \$42M



\$242M IN THE FIRST 18 MONTHS OF TRADING
 VALUE OF TOTAL TRANSACTIONS

SERVICES

RELENTLESS ON SUPERIOR EXECUTION UNWAVERING IN OUR PURSUIT OF BRILLIANCE



BUSINESS & CORPORATE FINANCE

We help businesses access the right amount of credit. Navigating changing regulations and bank risk policies is difficult, but with our expertise in understanding how banks work, we can help. We get to know your business, work with decision-makers, and develop a strategic plan to achieve your goals. In addition, our deep understanding of your business allows us to negotiate the best terms with financiers.

We specialise in acquisition finance, growth funding, working capital solutions, and providing solutions on more "out the box" funding arrangements such as asset based working capital funding lines and modelling capex growth for approved asset finance revolving limits.



CONSTRUCTION & DEVELOPMENT FINANCE

Nexus work with senior debt funders, including banks and private funds, to secure capital for property developers. The founders, with senior banking experience, handle every stage. Our expertise helps clients secure favourable terms, improve returns, and maximise the capital stack. In addition, we work with valuation firms and surveyors to align the best funding solution. As a true outsourced finance function, we specialise in sourcing and negotiating superior terms so that you can focus on your development.

We assist with senior debt funding, preferred equity, build to rent facilities and more.



COMMERCIAL PROPERTY INVESTMENT

We offer customised funding solutions for commercial property investors to meet their specific goals. We can structure facilities to achieve several outcomes, including supporting growth, consolidating, leveraging equity to release capital, restructuring or releasing security. We use our extensive lender network to find the best funder for each asset and secure the best terms and rates. Then, after settlement, we manage the loan for compliance and maximum value until maturity.



MARKETTENDER OF EXISTING FACILITIES

If your finances have not been independently reviewed or tested against the market for some time, you may face higher costs, onerous conditions, and asset protection risks. A Market Tender brings in competition to ensure you have the best terms in the market, potentially reducing costs, simplifying security, and removing conditions.

A Market Tender of existing facilities can be used to achieve competitive interest rates, reduced amortisation, an extended term, a simplified security structure, asset isolation and more.



DEBT ADVISORY

We prioritise relationships over transactions and offer expert advice on finance strategy and future acquisitions. It's no wonder why large private family-owned businesses use our advisory services and see us as a trusted partner.

With our combined +25 years of finance experience, we know acutely how banks and private lenders view debt capacity and risk and how to leverage each. Our bank experience, independence, and networks allow us, under an advisory mandate, to create outcomes that exceed objectives. Our services are valuable for clients with complex transactions, rapid growth, and a need for financial expertise.

TRANSACTIONS

OUR REPUTATION
FOR EXCELLENCE
PRECEDES US

"Banks and capital providers enjoy working with financial advisory, debt placement and commercial brokerage partners who can provide proactive strategies on behalf of their clients. If clients want to give themselves an enhanced proposition to the banking sector, it makes sense to have people working with you who speaks the bank's language."

Dan Graham
Director, Nexus Capital
Partners

Below are two previous transactions we helped to realise.



Industrial property development
\$30.23M property construction facility

The Scope

The client owns land in SE QLD with 6 of 19 industrial buildings under construction, valued at \$80M for a long-term investment. The land is mortgaged with a major bank and tied to other CRE assets. They sought advice from us to explore debt options and funding scenarios instead of using the bank.

Our Approach

We conducted a feasibility study on the client's site and group to find the best finance strategy. Then, we carved out the development as a standalone and presented multiple funding solutions with recommendations. For example, we recommended a \$25M equity release to complete the development and arranged and controlled valuations for lender acceptance.

The Outcome

We arranged a \$30.225M debt facility from a fund manager with a strong appetite for the asset class, consisting of a multi-tranche facility with 70% LVR against completed and un-completed assets. The facility was approved as an equity release term loan for 18 months without QS reports or builder DD.



Full market tender and new acquisition
\$24M commercial facilities

The Scope

We conducted a market tender for the client's \$8.9M facilities. We sourced new funding for a poultry farm acquisition, focusing on borrowing maximum leverage, contributing minimal equity, and realising equity in existing assets. The client requested no personal guarantees, only shareholder guarantees.

Our Approach

We forecasted \$3M of cash equity for the client, with an interest rate margin of 2.25% to 2.50%. We also provided debt capacity advisory services and prepared an information memorandum for the market tender to achieve almost 100% debt funding for the new acquisition and negotiate a better interest rate.

The Outcome

Our client saved \$150K annually and contributed only a standard deposit, achieving a 1.80% margin above BBSY with no Director's Guarantees and a 5-year loan term. They retained focus on running their businesses by entrusting the finance process to us.

"I couldn't recommend Dan & Craig enough. They are both super helpful, very efficient, and think outside the box to get things across the line – especially in circumstances where others just give up and put it in the too hard basket. They take the time to listen to you as well as observe your business. They communicate everything to you in a way that you can understand it, applied to you."

Anton Griffiths
CEO, TUFF Australia

Below are two additional transactions we helped facilitate.

New funding for growth and market tender

\$20.5M commercial facilities

The Scope

Our client, a large manufacturing business, required finance to assist with expansion plans to accommodate organic growth and potential business acquisitions. They sought our advice on a finance partner with both the appetite and capability to fund property renovations, plant & equipment and future business acquisitions.

Our Approach

Working closely with both the client and their accountant, we prepared a comprehensive information memorandum (IM) illustrating the strengths of the business. We highlighted the aspects we know bankers and credit executives want to know including our analysis of the working capital cycle, debt servicing, debt capacity, and cash flow leverage. We distributed the IM under a formal market tender to selected financiers.

The Outcome

We arranged a \$20.5M funding package which included +\$5M in new facilities to support business growth. Our client has saved over \$1.15M in cash flow per annum on their existing facilities through \$1M in reduced principal repayments and \$150K in interest savings.

Property acquisitions and shareholder buyout

\$7.7M commercial facilities

The Scope

We completed a cost-benefit analysis for our client and determined they were economically better off to own their properties rather than rent storage space. We advised they could leverage their business balance sheet and cash flow for the equity required for the purchases. We were engaged to arrange the finance of two commercial properties along with a shareholder buyout which required the release of separate properties.

Our Approach

We engaged with the client's existing Bank and proposed 100% finance of two commercial properties. We illustrated the reinvestment in the business that could be leveraged instead of having to provide a deposit for the properties. This was also used to negotiate the shareholder buyout and release of other securities.

The Outcome

We achieved the desired 100% finance of the two commercial properties in conjunction with the shareholder buyout and release of other securities. The finance was arranged with a generous payback term for both the existing and new facilities which reduced the annual repayments of the existing facility by \$250K including a \$25K interest saving.

SIX REASONS

TO ENGAGE NEXUS CAPITAL PARTNERS

1. We save you time.



We understand the value of a management team's time and how it is limited. Working with us allows clients to focus on running their business while we handle finance proposals, restructuring, and debt raising. Engaging us allows clients to focus on what they do best: running their businesses.

2. We are funding and debt experts.



We focus on each stage of the finance process to drive transactions forward. We advise on debt, facilitate the process, and source the appropriate level of debt. In addition, we have a constant pulse on market trends, bank appetites, and the most important metrics and deal considerations.

3. We leverage relationships.



The social toolbox is invaluable for maximising a transaction's potential. Whether running a full market finance process or big bank approach, our existing relationships bring added value to a transaction and can be strategically leveraged. We leverage existing relationships to create competitive tension and offer access to non-bank, private, and fund manager options.

We also deliver continuity and familiarity for our clients, insulating them from the constantly changing Banking and Finance environment. Now more than ever, this stability provides clients the confidence to execute their strategies with the comfort of their financial arrangements being expertly managed.

4. We save you energy.



We help clients save time and energy by guiding them through the complex world of commercial and property finance. To drive a competitive process, we structure the stages and timeline, so financiers have ample time to understand the opportunity and get up to speed on a similar timeline. In addition, redistributing these responsibilities allows our clients and other key stakeholders to avoid unnecessarily dealing with transaction obstacles when they could be exerting their energy elsewhere in their business.

5. We save you money.



Outsourcing new finance and structuring responsibilities can be a wise investment for any client. As former senior bankers, we understand the inside world of how banks do price deals. For example, the introduction of competitive tension alone, has in the past saved our clients over \$100,000 in interest costs. We live in the world of finance and we do a lot of deals, so we know where the market is sitting at any given time.

6. We reduce risk.



Delegating finance to a financial expert firm increases the chances of a successful deal. We perform thorough due diligence, enabling clients to understand the different terms and offers on factors other than interest rate (like term conditions, covenants, and undertakings, etc.), which reduces transaction risk. We present this in a dashboard for client review.

"Clients don't want to deal with finance and money. The role of a debt arranger, advisor and, most importantly, someone who can execute what they say has never been so important for SMEs, corporates and property developers. Finance and debt is our job, and we are good at them."

Craig Laws
Director, Nexus Capital Partners

NEXUS

MAKE INFORMED DECISIONS
WITH EXPERT GUIDANCE FROM NEXUS.

Nexus Capital Partners Pty Ltd

ABN 37 659 717 441

Level 6, 200 Adelaide Street, Brisbane QLD 4000

P Craig Laws 0450 622 206 | Dan Graham 0404 850 820

E info@nexuscapitalpartners.com.au

W www.nexuscapitalpartners.com.au



NEXUS
CAPITAL PARTNERS

ADVISE / FACILITATE / SOURCE