




Retirement Village Fund

BL EN HE I M

Welcome to the new tomorrow in investing in the New Zealand Retirement Industry and investing in your future.

WHOLESALE INVESTORS ONLY



The proposed Peak Living Blenheim Retirement Village Fund will be managed by Peak Living Funds Management Limited and administered by Bancorp Wealth Management Limited.

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Important Notes

An investment in the proposed Peak Living Blenheim Retirement Village Fund will only be available to wholesale investors in terms of clause 3(2) or 3(3)(a) of Schedule 1 of the Financial Markets Conduct Act 2013. Applications for investment are not currently being accepted. Expressions of interest are welcome, and do not involve an obligation or a commitment to invest. All information in this document is current at the date of issue, and is subject to change. Returns are subject to change and are not guaranteed.

Peak Living Management Limited being the promoter intends to apply for registration of the village under the Retirement Villages Act 2003 in or around March 2025. We are unable to make any offers of occupation in the village to the public at this stage.

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Your investment, your future

Peak Living Funds Management Limited seeks to offer an alternative to the current retirement village market model through its proposed Peak Living Retirement Villages Scheme. This structure allows for the investment into a specific village and its development well before your intended date of occupation. This allows for the setting of an entry price NOW for an eventual occupation in the future.

YOU INVEST AN AGREED AMOUNT INTO A SPECIFIC RETIREMENT VILLAGE FUND SUCH AS IN BLENHEIM BEFORE CONSTRUCTION AND LOCK IN THE ENTRY PRICE NOW!

By illustration, you invest \$600,000 now. In, say, eight years you decide it is time to enter the retirement village. The advertised value for a median priced villa is now \$950,000. Your entry value for that villa is still \$600,000.

This effectively hedges or sets your entry price (what you pay to move into your villa or apartment) as investor and future resident (we call this a **“ticket to occupy”** holder). It also provides an alternative to investing in residential property, including a combination of interest payment and potential capital movements, where there is a connection to your sunset years’ living arrangements.

The Retirement Village developments are intended to be located in provincial centres, like Blenheim for the first proposed fund, and will ensure your continued lifestyle in the community you know and love around your friends and family. They will be registered and operated under the Retirement Villages Act 2003, with residents being issued a license to occupy their unit which will be secured by a first ranking security over the village land in favour of the Statutory Supervisor of the village.

EACH VILLAGE FUND OPERATES UNDER A UNIT TRUST STRUCTURE OVERSEEN BY AN INDEPENDENT TRUSTEE WITH THE INVESTMENT CONTRIBUTING TO THE DEVELOPMENT AND EARLY OPERATIONS OF THE ASSOCIATED RETIREMENT VILLAGE.

If your circumstances change at any time then the investment can normally be sold on a secondary market (subject to a buyer being found).

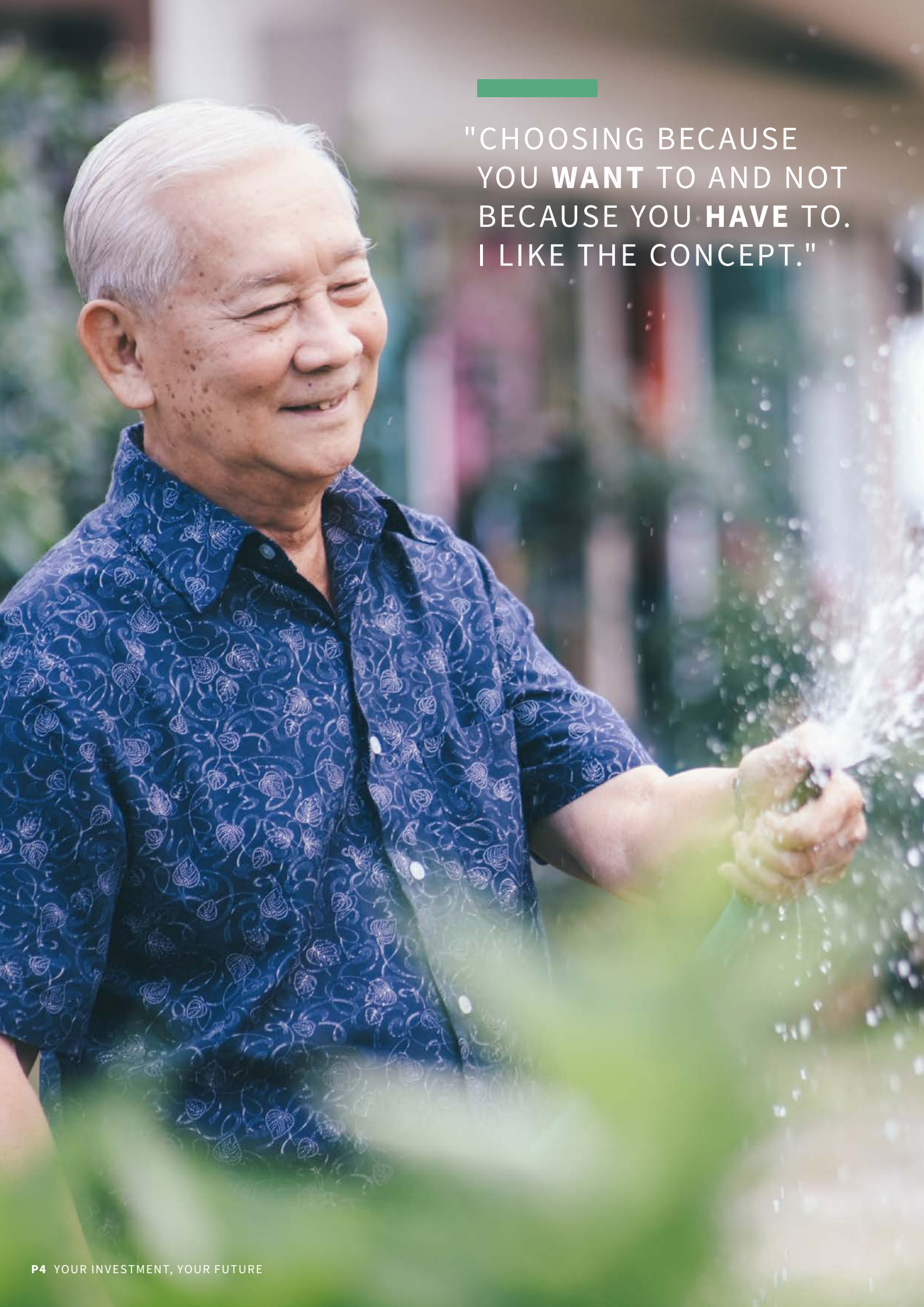
We recognise that this is a very new concept for the retirement village industry. At the end of this brochure there is a list of 10 of the most frequently asked questions and a longer list is on our website at www.peakliving.co.nz. If you have further questions or would like to express interest in this scheme please feel free to contact us on info@peakliving.co.nz or 0800 732 558 and we will be happy to assist.



Stuart Bilbrough
FOUNDER AND CEO

"A UNIQUE INVESTMENT OPPORTUNITY THAT OFFERS A PRACTICAL RETIREMENT PLANNING SOLUTION AND AN ALTERNATIVE TO TRADITIONAL RESIDENTIAL PROPERTY INVESTMENT."





"CHOOSING BECAUSE
YOU **WANT** TO AND NOT
BECAUSE YOU **HAVE** TO.
I LIKE THE CONCEPT."

Your choice, your timeline

At Peak Living we want to provide more than just a great investment. We are also proposing a more equitable lifestyle retirement that sets your expectations and peace of mind well before you enter your chosen retirement village.

TICKET TO OCCUPY

Fix your entry price today

Set the future entry price for your preferred retirement village by investing today.

Your unit in the Fund gives you a ticket to occupy, which fixes the price of a median priced unit in the village, and includes the option for you to select a cheaper or more expensive unit.

Priority place

Secures preferential place in the village over non-investors when you are ready to move in. We recommend three to six months pre-warning of when you want to move in as it is subject to availability.

Certainty of deferred management fee

The deferred management fee (DMF) is typically upwards of 30% of the entry price. Your entry price for a median priced unit is set at the time of investment and therefore, on this basis, the dollar amount of DMF for that unit is also set at the time of investment.

Life after retirement starts with the promise of freedom from time constraints and ends with the inescapable reality that we all have a finite amount of time.

Many people understandably do not want to think about the last decades of their lives, but that will not stop them happening. Facing the future head on and planning and actively preparing for this time improves the comfort, enjoyment, and health you can expect.

Plan now, invest now, and enjoy your life on your timeline.

PEACE OF MIND

Your timeline

Sell your home when it suits you to move into the village especially in a declining property market. (Nationally 80% of all new residents need to sell their home first before they can afford to move into a retirement village).

Greater understanding

You can get a good understanding of the retirement village industry and how it works well before needing to move in. "No surprises" reassurance.

Get involved

An investor who plans to become a resident is encouraged to attend regular retirement village meetings to keep across what is happening before entry to the village.

Independent oversight protects your investment

The Fund will have an independent trustee and be administered by Auckland based Bancorp Wealth Management Limited.

Framework for fairness

All Peak Living villages will provide occupational rights agreements (ORA) on entry that are in line with the current Retirement Village Association's "Framework for Fairness" guidelines.

YOUR RETIREMENT VILLAGE

Resident focused design

Future focused, innovative, environmentally sustainable retirement community design by Christchurch based Foley Group Architects.

Include in your investment portfolio

It is a new asset backed lifestyle investment to add to your investment portfolio even if you do not intend occupying the village. There are no penalties for on-selling your investment and you maybe able to directly withdraw in some circumstances.

Flexibility of location

As the village offering spreads across provincial New Zealand you maybe able to transfer to another location if your situation changes.

Your community

We see the "**Continuity of Community**" a prominent draw card to this unique offering. You can continue living in the community you know and love.





"THIS IS AN INNOVATIVE CONCEPT WHICH ADDRESSES ONE OF THE MAIN CONCERNS EXPRESSED BY PEOPLE MOVING INTO A RETIREMENT VILLAGE – THAT BEING THAT THEY ARE AN UNFAIR FINANCIAL DEAL HEAVILY FAVOURING THE VILLAGE OPERATOR."

The story of Jan and Peter Bilbrough

MY DEAR OL' FOLKS

In 2015 Mum and Dad got some very bad news and that was Dad had terminal cancer. He was 72.

After the shock had reduced somewhat Dad changed from self-pity to embracing what small amount of time he had left, getting his affairs in order, and ensuring Mum would be okay when he was gone. This included looking for a retirement village for Mum. Good on ya Dad!

By September 2016 they had looked through nearly all of the South Auckland retirement villages and Mum had set her heart on a Manurewa located village developing a new section to their existing location. A two-bedroom villa was Mum's preference.



Dad was keen to secure a villa for Mum then and there. I explained that the industry does not work that way and the Occupation Right Agreement or ORA required just that ... "occupation." Dad, as eloquent as you would expect from a Canterbury farmer and regular amateur actor for the Dunsandel Players, said, "Well that's bloody stupid."



Mum would take another five years of umming and ahhhing about when and whether she should sell up and move into a retirement village. In August 2022 Mum put a deposit on a retirement unit at the place she liked in Manurewa. The two-bed villa price was now considerably more.

As at June 2024 Mum had reduced the sales price for her home by nearly 20% since listing and still had not sold her house. There are now no villas available at her preferred village and the entry price is even higher than 2022.

Mum is getting impatient to move into a retirement village as she is nearly 79 and her local friends are beginning to move into retirement villages themselves or the less popular, but unavoidable, passing on.

Jan's situation in one of many different issues that can happen trying to get into a retirement village.

Snapshot of how it works

Let us use Jan's situation to compare the traditional retirement village model with Peak Living's concept.

Although the situation my mother has encountered is frustrating, it is not uncommon nor are other issues raised by people moving towards retirement living. This relates to unit availability, available funds, entry price shock, inconvenient location, even pet restrictions and the impact of moving into a retirement village too late in life to enjoy the benefits.

The following illustrates the financial benefit of the Peak Living offering when compared to a typical New Zealand Retirement Village operator using the illustrative numbers from page 2. Assuming you invest now at \$600,000; you occupy the village's median priced unit in eight years time and you are a resident for seven years before leaving.



Based on the above example the Peak Living offering would save a resident who had invested eight years previous \$105,000 in deferred management fee. This is 37% less than under the traditional RV business model.

Important

This is an example only. Everyone's experience will differ and the differences could be significant. No particular level of return is promised.

Your continuity of community

Introducing our new pod layout, an exciting new design that is intended to be environmentally friendly and a sustainable and modern build. This retirement village, designed for the future, is about to be built in Blenheim and you can be part of it.

Peak Living Retirement Villages capture a new design concept of “a Community, in a community, in a community.” The community of Blenheim, the community of the Peak Living village and then the community of the new hub design of six villas in what we call resident pods.

The new pod design provides a more private space with their own central courtyards and luxuriant gardens with plant species in keeping with the local Marlborough fauna. Your village is located right at the heart of the local grape growing country next to Mount Riley Vineyards. The pod design is expected to allow for a warmer ecosystem where you are not exposed to cold winds funnelling down straight village roads.





The Peak Living Retirement Village development for Blenheim, although boutique in size, is intended to offer care from independent living through to hospital and dementia level care. This will ensure your continued lifestyle in the community you know and love around your friends and family. Bring your partner, your pet and start living your best life at Blenheim's Peak Living village.

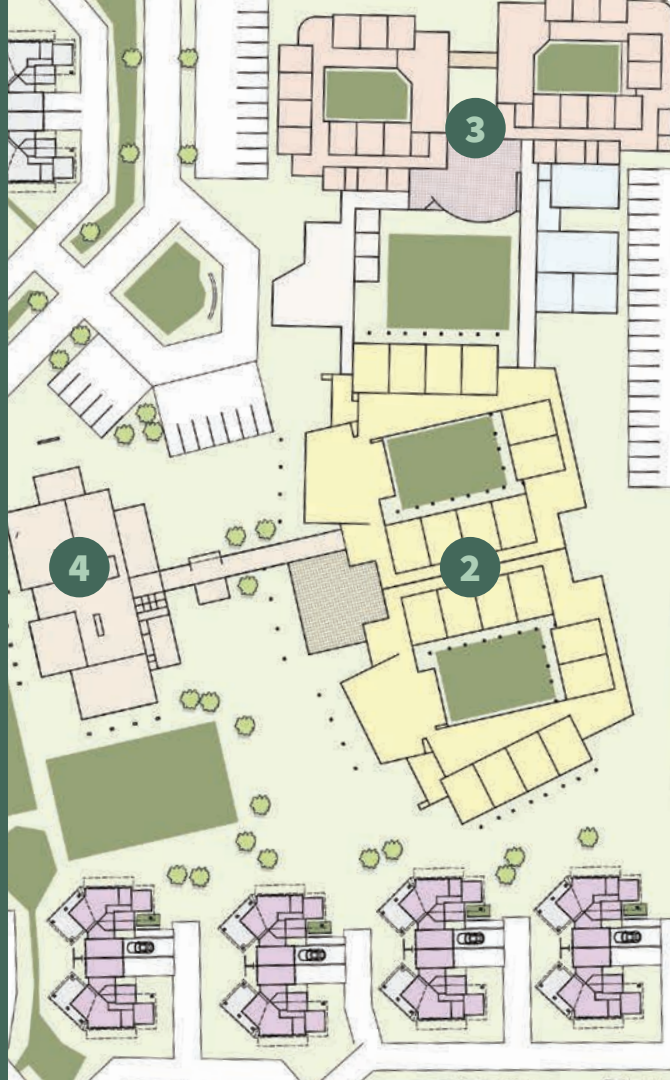


Rene Street, Blenheim

The village design is evolving and at this stage we are planning for a minimum of 60 two and three bedroom duplex style villas which includes our new pod layout.

There will be combination of serviced apartments and care suites available. The care suites will offer hospital level care under ORA or premium options.

There will also be a 20-room dementia care house designed in keeping with the innovative Dutch care village, The Hogeweyk, that provides a world benchmark for this type of care.



Design and numbers reflect current intentions. Subject to confirmation and all required consents. This could see the ticket price being between \$600,00 and \$750,00 dependent on the finalised configuration.

1

VILLAS

- Pods with six villas
- Private gardens
- Communal pocket garden
- Two bedrooms

2

SERVICED APARTMENTS AND CARE SUITES

- Hospital level care
- Mix ORA and premium charge
- Service packages

3

CARE HOUSE

- Dementia care
- State of the art architecture
- Safe and secure
- Independent dining

4

VILLAGE HUB

- Community centre
- Doctor and physio rooms
- Wellness with gym and swimming pool
- Dining and bar

Why Blenheim?

Here are some indicators that Blenheim is a great place for a fresh new retirement village with a fresh new investment offering.

PROPERTY MARKET GROWTH

As of May 2024, the median house price in Marlborough was \$685,000. This is up from \$308,000 10 years earlier.

That means that the median Marlborough property increased in value by 8.32% each year, or \$37,700 on average.

Marlborough median house price **2014**

\$308,000

Marlborough median house price **May 2024**

\$685,000

PEOPLE 65 YEARS AND OVER

Infometrics notes that in 2023 23.2% of Marlborough's population were over 65 years of age. This is one of the highest penetrations of retirement age people in New Zealand with an overall average of 16.5%.

The average number of 65-year-olds in New Zealand as a ratio to available retirement village units is 15 to 1.



65-YEAR-OLDS



**AVAILABLE
RETIREMENT
VILLAGE UNITS**

In Marlborough this is 37 to 1 but will reduce below 30 to 1 based on the current region development pipeline, still above the New Zealand average.

SOURCE

Property: <https://www.opespartners.co.nz/property-markets/marlborough>

People: <https://rep.infometrics.co.nz/blenheim-md/population/age-composition>



Your lifestyle security investment

HOW WILL THE INVESTMENT BE STRUCTURED?

Each Village Fund will be set up as a unit trust under a master trust deed. An independent trustee will be appointed to each Village Fund and will be responsible for overseeing our management of the fund.

An independent statutory supervisor will be appointed to the retirement village.

WHAT WILL THE INVESTMENT BE USED FOR?

The timing of your investment will be in line with the start of the planning and development of the specific retirement village you may ultimately live in your later years.

Your investment in the Village Fund will be applied towards the development and operation of the specific retirement village which is likely to be the one you will want to move into.

As each fund's objective starts with the design and build of a retirement village, the total amount raised (including any borrowings) will need to be sufficient to cover the land, design, consents, engineering, construction, materials, management fees, distributions and all other required and incidental costs needed to complete the Village build and operations until self-funding.

While you buy a unit in the fund, the unit you hold does not give you any interest in any particular retirement village asset of that fund. This means that you cannot, for example, ask us to transfer to you any underlying shares or property. However, you receive a return on investment and a "ticket to occupy", a unique offering in the New Zealand retirement industry.

WHAT RETURNS AND BENEFITS WILL I GET?

Any capital value growth related to this investment is accrued over the period between investment and entry into the village. This is expected to be for a period to a maximum of fifteen years. Refer to the previous page for historical property growth figures for Blenheim (but beware post performance is not a reliable indicator of future performance).

Interest is paid regularly at a level expected to be similar to what the main trading banks provide on a six month term deposit (although we anticipate this will be lower, or not paid at all, in the years that the village is under planning and construction). Rates are set quarterly, and are not guaranteed.

WHAT ARE THE FEES RELATED TO THE INVESTMENT?

There is an initial 2% entry fee on capital invested and then an ongoing management fee expected to be 1% per annum of funds under management paid out of the fund. Other costs such as trustee, audit, and accounting fees will also be charged to the fund. These are costs to the fund and not the individual investor's capital investment.

WHAT IF I CAN ONLY AFFORD A PARTIAL AMOUNT?

To ensure the benefits of this investment opportunity can be realised by a wide number of wholesale investors with differing sums to invest and risk profiles, partial investments will be offered in blocks of 25% of the unit price. For example, if the full unit is set at \$600,000 this means a minimum investment of \$150,000 can be secured that provides a 25% share in the benefits noted above with priority placement to move into the village.



WHAT HAPPENS WHEN I DECIDE TO MOVE INTO THE VILLAGE?

At a time most suited to you, you can decide it is time to move into the retirement village that you have invested into five, ten and even to a maximum of fifteen years before. In keeping with village guidelines, you will normally be over 70 years old at this time.

You will be given priority on the waiting list over non-investors and at that point and subject to availability, the “ticket to occupy” which is a key benefit of your investment, will convert to an Occupation Right Agreement (“ORA”) for the Village.

The Village operating company will arrange for the unit/ticket to be redeemed in exchange for an ORA. At that point, your returns from the Village Fund will stop.

If the unit you select costs more than the median price, you will need to pay the difference (at the market price when you move in) in cash. If the unit you select is cheaper, you will receive the difference back in cash.

WHAT IF I DO NOT WANT TO OCCUPY, JUST INVEST?

You can. Whilst the investment has been developed primarily for those planning their futures in a retirement village, in their own

community, the investment is also available to investors as well.

THIS IS A WHOLESALE INVESTMENT. WHAT DOES THIS MEAN?

The Peak Living Blenheim Retirement Village Fund is not a ‘retail offer’ for the purposes of the Financial Markets Conduct Act 2013 (FMCA). This fund will only be available to wholesale investors. This means to invest in the Peak Living Blenheim Retirement Village Fund, each investor must meet the FMCA criteria for qualifying as a wholesale investor.

A wholesale investor is a person (or persons, trust or business) who has sufficient previous relevant investing experience that they do not need retail investor protections or meet certain asset or turnover thresholds. Further information is also available on the FMA website (<https://www.fma.govt.nz/consumer/investing/types-of-investments/wholesale-investors/>).

We must also complete due diligence on all investors in accordance with the Anti-Money Laundering and Countering Financing of Terrorism Act 2009 (AML-CFT). This means part of Peak Living Blenheim Retirement Village Fund application process involves the collection of certified documents to prove identification, address and (in some circumstances) source of funds and/or wealth.

Extensive experience and independence

Our team brings together many years of collective experience in New Zealand's retirement village sector, including senior roles with some of the country's largest providers. It is precisely because of our deep industry understanding that we want to redefine how New Zealanders plan and secure their retirement living, with better transparency, fairer terms, and greater personal autonomy. We developed this concept to achieve that aim.

As New Zealanders ourselves, our commitment is to ensuring access to quality homegrown retirement living options by fairly balancing business and human needs.

The following bring extensive experience in their areas of expertise to ensure the successful completion of the Peak Living Retirement Village in Blenheim and to oversee your investment.



LOOKS LIKE A GOOD
OPPORTUNITY FOR
A LOT OF EVERYDAY
PEOPLE ... NICE."



Ten most frequently asked questions

1 I have invested into the village fund and now I want my money out. How do I do this?

You can notify us if you want to sell on your investment whenever you want, however an actual sale will be dependent on finding a replacement investor. This could take a few months or more. We cannot guarantee a secondary buyer will be available straight away or will be willing to pay for all capital appreciation that has accrued. You may also be able to withdraw from the Fund and be paid out the current value of your investment in certain circumstances.

MOVE INTO THE VILLAGE WHEN IT SUITS YOU.

2 How many tickets will be sold? (How many investors competing to move into the village?)

Each village development will have a different need. We expect that the number of "tickets to occupy" available for the Blenheim Fund will range from forty to sixty units for a retirement village with approximately one hundred villas and apartments.

YOU GET PRIORITY ACCESS IF THERE IS A WAITING LIST.

3 Do I own a unit or part of the retirement village?

No you do not legally own a specific villa. Rather you hold an investment in the fund and the "ticket to occupy" provides a range of benefits including setting your entry price for a median priced unit when you decide to move into the retirement village and priority access above non-investors if there is a waiting list when you want to move into the village. We ask for three to six months warning prior to your intended move in date.

If you choose a more expensive unit you need to pay the difference at the market price at the time you move in. If you choose a cheaper unit, the difference is repaid to you in cash.

AN EXCITING NEW RETIREMENT VILLAGE INVESTING CONCEPT.

4 What if the village is full when I want to move in? Is there a guarantee if I give the required notice?

If the village is full then, as an investor and "ticket to occupy" holder, you receive priority access (note: there may be other ticket holders above you). We ask for three to six months warning of your decision to move into the retirement village and will maintain a waiting list. There may be other investors in the queue before you for a villa.

5 I have a preference of villa. What if it is unavailable when we decide it is time to move into the village?

We will make every effort to provide you with your preferred unit. Unfortunately, if it is occupied, we cannot move the current resident. If the villa becomes available after you have entered the village, you can move at that stage. Refurbishment and maintenance costs may apply.

CHANGE YOUR MIND ON UNIT TYPE? NO WORRIES, WE CAN SORT THAT OUT FOR YOU.

6 What if I want to move in as soon the village is finished? Is there a minimum investment period?

There is no minimum investment period. There is only a maximum expected to be fifteen years. You can invest and move into the villa when available and receive all of the benefits that the “ticket to occupy” offers.

7 When I enter the village, do I get a capital gain at the end of the occupancy on exit?

The ORA will not give the resident any share in capital gain, and you will not be required to contribute to any capital loss on resale.

With your investment you will gain the benefit of paying today’s prices for a median priced unit in the village in the future, with no additional payment necessary when you decide to occupy a village unit, provided you move into a median priced unit.

If you choose a more expensive unit you need to pay the difference at the market price at the time you move in. If you choose a cheaper unit, the difference is repaid to you in cash. When you move into the village the investment changes into an ORA. The terms of the ORA are still to be formalised.

8 You use \$600,000 as the unit value for illustration in the brochure but what do you expect the approximate investment amount to be?

The investment amount for the Peak Living Blenheim Fund is still to be confirmed. It is expected to be between \$600,000 and \$750,000, although it could be higher or lower. The amount will be dependent on the finalised configuration of the retirement village design. Consideration will also be given to comparable newly built retirement village offerings in the Marlborough region.

9 Will I be asked for more money when I move in? Will my ticket cover the entire price for 15 years?

No, there will be no additional funds requested for the entry price unless you change your mind and request a different type of offering – villa verses serviced apartment verses different location, or if you choose a cheaper or more expensive unit. If you choose a more expensive unit you need to pay the difference at the market price at the time you move in. If you choose a cheaper unit, the difference is repaid to you in cash.

THERE ARE ONLY A SET NUMBER OF TICKETS. BE PART OF THIS LIFESTYLE SECURITY OFFERING.

10 What happens after 15 years if I haven’t moved in?

The Fund is expected to come to an end after fifteen years. At that stage, the Fund will be wound up and any remaining units and their tickets to occupy not utilised will be withdrawn and paid back to the investor. This will include any accrued capital gains and any outstanding interest not paid.

Aged care and retirement villages – the difference

Aged residential care and the retirement village industry are different in terms of services provided and of revenue stream. Peak Living Villages are intended to offer both aged residential care and retirement village living which are co-located (“integrated village”) and provide the most economic and desirable option for “one stop shop” retirement security and care.

Retirement village

Caters for individuals who can live independently or require low levels of assistance (for example with meals, cleaning and/or laundry services).

The right to occupy a villa or apartment in a retirement village comes under an “Occupation right agreement (ORA)” which provides exclusive use of a home and access to community facilities. In most villages this is by way of a licence to occupy. An entry price is paid when a resident moves in which is generally in line with the market value of the unit. On departure an exit price is paid (being the same as the entry price) less a deferred management fee set at approximately 20 to 30% across the sector. A weekly fee is paid in a similar fashion to a body corporate levy, as a contribution to the operating costs.

Most residents considering a retirement village lifestyle release equity from their home or other savings to help fund a village unit purchase and to supplement their superannuation. Most people choose a retirement village close to their original home.

There may be many reasons why someone is thinking of moving into a retirement village, including:

- Greater security
- More companionship
- No more house maintenance
- Access to support and onsite residential healthcare in case needed later on.

Aged Care

This covers a range of care needs from rest home level care up to higher care levels such as hospital or secure dementia care. Those entering an aged care facility are required to be assessed into their required care level by the local Needs Assessor.

Facilities need to be certified for the types of care they offer by Ministry of Health (which carries out regular audits) and they have a contract with Te Whatu Ora.

Costs for the base level of care are charged at a daily rate which is set by the Government. Additional services need to be paid for and it is common for a supplementary fee or premium to be payable for additional amenities such as an ensuite and/or a larger room than standard.

Care Suites

There has been an increasing number of care suites entering the sector. A care suite is a combination of retirement village and aged care where a resident is assessed into care and pays a base care fees and also buys the right to the room through an ORA the same as with a retirement village. The room is typically a lot larger and with more amenities than a standard care room, like an ensuite, sometimes a separate bedroom and lounge and a kitchenette.

"HAVING READ THIS OVERALL CONCEPT, I AGREE THIS HAS CONSIDERABLE MERIT. I WOULD HAVE INVESTED IN THIS SCHEME IF AVAILABLE MANY YEARS AGO. ALL AREAS COVERED TEND TO SHOW FAIRNESS TOWARDS THE BUYER."





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