



Energy Savers and QCGA Grower Energy Forum

Alleasing – Finance Options for Projects
July 2017

Presented by Matt Corkin

Who is Alleasing?

Alleasing is a leading, independent provider of capital solutions. Established more than 25 years ago, we have financed billions of dollars' worth of assets, supporting the capital needs of government entities and corporations across Australia and New Zealand.

Alleasing takes a partnership approach, investing the time to understand our clients' businesses and finding a solution that meets their needs. This approach is supported by the depth of experience of our team across the asset lifecycle and our desire to provide our clients with the flexibility to acquire, change or expand their assets in accordance with their needs.

Our competitive advantage is the investment we take in our clients operation via a residual position in the assets.

Our innovative, end-to-end solutions are provided to a range of sectors, including **construction, engineering, agriculture, forestry, aquaculture, energy (including solar), mining, information technology, aviation and government agencies.**

Alleasing is owned by Monash Private Capital, an Australian based independent principal investor committed to the long-term success of Alleasing. It is backed by reputable global organisations, including KirshGroup, Genesis Capital, KKR and HighbridgePrincipal Strategies.

Differentiation: **We Invest Our Own Capital**

alleasing

Capability Statement

May 2017

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Who is Alleasing?

Alleasing is a leading, independent capital solutions provider with more than 25 years experience. Alleasing have a portfolio of clients across Australia and New Zealand, serviced by our offices in each region. We have the ability to:

- finance assets that other lenders reject, typically due to a limited or unknown secondary market;
- finance assets that are already being utilised and are part way through their projected life cycle;
- bundle soft costs into the finance agreement; and
- fund up to a 100 cents in the dollar on critical business assets.

This allows businesses to leave their senior debt intact and their equity undiluted. It may also lower the weighted cost of capital.

Alleasing is owned by Monash Private Capital (MPC), an Australian-based, independent principal investor that is committed to the long-term success of Alleasing. MPC is backed by reputable global organisations, including KirshGroup, Genesis Capital, KKR and Highbridge Principal Strategies.

Why choose Alleasing?

We invest our capital in transactions, which makes your ongoing success important to us. For this reason, we offer dedicated support throughout a transaction and for the term of an agreement. In addition, our staff have specialist knowledge regarding the structuring of medium - long term capital solutions across multiple sectors.

By working together, we can develop a solution that will unlock capital in your business and help you grow.

What makes us different?

Alleasing is willing to finance assets that other lenders reject, typically due to a limited or unknown secondary market, and we invest our own capital in transactions.

Because we take on the asset risk and we invest our own capital in a transaction, we only work with clients that have a demonstrated track record of strong cash flow.



Alleasing's point of difference

Contact:

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Beat Rising Energy Costs

With energy costs continuing to rise, farmers are seeking a solution that limits their exposure to price hikes, whilst minimising the risk of lost inputs. Working with Queensland chicken growers, Alleasing has developed a renewable energy package, which allows Queensland farmers to fix the price of their energy requirements for up to 15 years.

The Package

The renewable energy package provides access to a 125KW solar power system with two days of energy storage. It also allows farmers to fix energy costs for up to 15 years, with a reducing cost schedule over time.

The Benefits

The package has been specifically designed to enable increased margins via ongoing cost savings. In addition, it offers:

- no upfront capital costs; and
- no maintenance or service fees for the life of the contract.

The Example

Approximate Energy Cost Schedule and Savings*

- Years 1-5: \$100,000 per annum | Saving of \$10,000
- Years 6-10: \$75,000 per annum | Saving of \$35,000 per annum
- Years 11-15: \$56,000 per annum | Saving of \$54,000 per annum



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The package is based on a typical Queensland chicken farm with the following characteristics:

- 6-8 sheds;
- ~\$110K per annum in energy costs, with peak requirements aligned to the 50-60 day chicken life cycle; and
- an average of 240,000 to 300,000 chickens per cycle, with 5 to 6 batches per year.

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Alleasing requires the following documents to confirm eligibility for the above mentioned package:

- current electricity bill;
- last two years of financials, including profit and loss statement and balance sheet; and
- key terms of your existing processor contract.

These documents should be provided to Matt prior to, or at the time of any scheduled meeting.

Contact:

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What we also fund....

- Feed and watering systems
- Ventilation fans
- Sheds and cooling systems
- Hatchery + infrastructure
- Silo's and hoppers
- Tractors and farm machinery
- Processing plants
- Irrigation systems

At the end of the day, we fund anything that is not fixed property.



Matthew Corkin

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Fast, flexible and cost
effective asset
financing

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