



# Manage your wealth with Natgen

Cash Deposits | Commercial Property  
Investment & Developments



# Letter from the Directors

Since its inception in 2019, National & General Pty Ltd (Natgen) has remained committed to providing valuable investment opportunities that align with our investors' financial goals.

Founded by Steven Goakes and Brett Nelson, Natgen was built on a vision of delivering a diverse range of high-quality investment products tailored to suit the evolving needs of our investors.

With over 30 years of experience in commercial property and funds management, our team has continued to grow, and develop a portfolio of investment options. Whether through Natgen Investment Trusts, which provide stable, tax-effective income, or Natgen Development Trusts, designed for shorter-term investments with potential development returns, we offer choices that deliver consistent value for our investors.

We are pleased to introduce a new addition to our suite of offerings, the Natgen Deposit Fund. This professionally managed Fund offers a secure, shorter-term investment option,

with competitive returns, with a focus on deposits and securities, mostly from APRA-regulated Authorised Deposit-Taking Institutions (ADIs).

As Natgen expands, our mission remains the same—to create innovative investment solutions across the risk-return spectrum. Whether you seek regular income or capital growth from property, or the stability of cash investments, our products are designed for you to select what meets your unique financial objectives.


With a deep understanding of the commercial property market and funds management, and with strong relationships within the industry, we



pride ourselves on our diligent approach to asset selection and management. We ensure that you, our investor, remain at the centre of everything we do, allowing you to benefit from well-researched and carefully managed opportunities.

Thank you for your continued trust in Natgen. We look forward to partnering with you on your financial journey.

Warm regards,



**Steven Goakes & Brett Nelson**  
Directors, National & General Pty Ltd



#### April 2024

Natgen Development Trust ML23  
Commencement of Construction - Self-storage facility, Molendinar, Qld

#### February 2024

Natgen Investment Trust CO24  
Woolworth anchored shopping centre in Collie, WA

**\$11.5 Million Transaction**

#### January 2024

Natgen Development Trust OR23  
Commencement of Construction - Mini warehouse complex, Ormeau, Qld

#### December 2023

Natgen Development Trust UC22  
Commencement of Construction - Self-storage facility, Upper Coomera, Qld

#### September 2022

Natgen Investment Trust GL22  
State & Federal Government Building - Gladstone, Qld

**\$9.5 Million Transaction**

#### March 2023

Natgen Development Trust ML23  
Development of a large-scale self-storage facility in Molendinar, Qld

**\$26 Million Transaction**

#### May 2023

Natgen Development Trust OR23  
Development of Mini-warehouse facility comprising 24 strata-titled units in Ormeau, Qld

**\$12 Million Transaction**

#### September 2023

Natgen Development Trust CM23  
A commercial showroom/warehouse facility comprising 18 strata-titled units in Coomera, Qld

**\$14 Million Transaction**

#### 2014 – 2015

Residential Development  
Chasely 35, Auchenflower Qld  
22 apartments

**\$13 Million Transaction**

#### 2012 - 2016

Development Strategy & Advice  
900 Ann Street, Fortitude Valley  
16 Storey office building – new corporate HQ for Aurizon Limited

**\$160 Million Transaction**

#### 2000 – 2010

**Steven Goakes** – Co-Founder and Managing Director of Opus Capital Limited (now known as GARDA Property Group (ASX: GDF) (GARDA))  
Over the course of 10 years, Steven Goakes and his team purchased over **\$1billion** of commercial property trust assets for over 5,000 retail investors.

In 2010, Steven sold his majority shareholding.

# Natgen Investment Trusts - your helping hand in commercial property investment

**Natgen Investment Trusts** are direct property trusts. These are also known as property funds, property syndicates, unlisted property trusts and property trusts.

As a Unitholder in a Natgen Investment Trust you become a part owner of large commercial property assets that may be out of reach of many investors to buy individually.

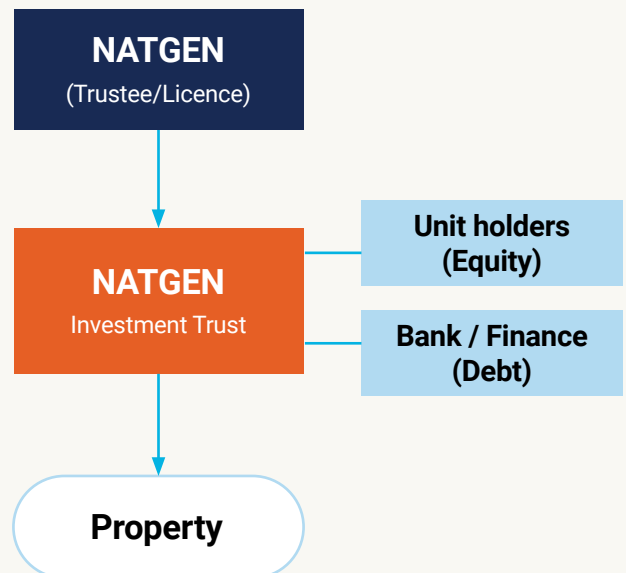
For as little as \$100,000, you can invest in one or more commercial properties, such as office buildings, shopping centers, industrial warehouses, or specialty assets. Typically, your investment will be for a 5-6 year term.

## Benefits of investing in a Natgen Investment Trust include:

- **Monthly cash distributions** - Stable income from the rents paid by the tenants of the properties
- **Expert management** - Properties are fully managed by Natgen and its property management company Realtec Services, including administration, maintenance, rent collection and leasing.
- **Non-recourse borrowing** - Due to our size and structure we can borrow on advantageous terms. The Financier will have no recourse to any Investor personally or to the other assets of any Investor.
- **Taxation benefits** - The Natgen trust structure allows investors to take advantage of the depreciation benefits available for commercial property, distributions will usually be fully or partially tax sheltered.
- **Potential capital growth** - As the value of the property grows the value of your investment will grow. At the close of a trust term, any capital profits that have been achieved over the life of the fund will be distributed to unitholders.

## The three types of return from a Natgen Investment Trust -

- **Cash income distributions** - this is typically stated as an annual percentage return e.g. 8% p.a.
- **Taxation Benefits** - the income distributions will attract a tax advantaged component.
- **Capital Appreciation** - any capital profits that have been achieved over the life of the trust will be distributed to unitholders.



## Investment Trusts Portfolio

Natgen Investment Trust KT21	Natgen Investment Trust GD21	Natgen Investment Trust IR22	Natgen Investment Trust GL22	Natgen Investment Trust CQ24	Natgen Investment Trust QC24
14 Gowrie Street, Kingshorpe, QLD 4400 Purchase Date: April 2021 Purchase Price: \$6,000,000 Return: 7% per annum (Paid Monthly) Industry: Convenience retail and medical Tenants: IGA Supermarket, Medical Centre, Pharmacy, Dentist, Bottle Shop	123 Queen Street, Goodna, QLD 4300 Purchase Date: October 2021 Purchase Price: \$10,100,000 Return: 7% per annum (Paid Monthly) Industry: Convenience retail and medical Tenants: IGA Supermarket, Medical Centre, Pharmacy, Dentist, Bottle Shop and convenience food	23 Lawrence Street & 101 - 121 Byron Street, Inverell, NSW 2360 Purchase Date: May 2022 Purchase Price: \$11.3M Return: 7% per annum (Paid Monthly) Industry: Convenience retail, commercial, food, medical and education Tenants: Supa IGA supermarket, retail, commercial, food, medical, education	20-22 Herbert Street, Gladstone, QLD 4680 Purchase Date: July 2022 Purchase Price: \$9.28M Industry: Regional Office building Tenants: QLD State Government	Between Forrest and Johnston Streets, Colliie, WA 6225 Purchase Date: April 2024 Purchase Price: \$10M Return: 8.5% per annum (Paid Monthly) Industry: Supermarket anchored retail centre, with health, liquor, government offices and ancillary retail uses Tenants: Woolworths supermarket, retail, commercial, food, medical, education	76 Lake Street Cairns, Qld 4870 116 Siganto Drive, Helensvale, Qld 4212 Purchase Date: July 2024 Purchase Price: \$14.25M Return: 9.02% per annum (Paid Monthly) Industry: 2 fully leased Office/ Commercial assets Tenants: Major tenants include Commonwealth Bank, and Alder Constructions Pty Ltd.
Fully Subscribed <b>7.00% p.a.</b> Paid Monthly. 5 Year term	Fully Subscribed <b>7.00% p.a.</b> Paid Monthly. 5 Year term	Fully Subscribed <b>7.00% p.a.</b> Paid Monthly. 5 Year term	Fully Subscribed <b>7.52% p.a.</b> Paid Monthly. 5 Year term	Fully Subscribed <b>8.5% p.a.</b> Paid Monthly. 5 Year term	Fully Subscribed <b>9.02% p.a.</b> Paid Monthly. 5 Year term

# Natgen Development Trusts - your helping hand in commercial property development

**Natgen Development Trusts** provide investors with the opportunity to access the potential returns usually only available to large-scale property development groups.

Essentially, investors in the trust stand in the shoes of the property developer, only with the advantage of having the Natgen development team, with their experience and processes, by their side. We provide a complete development management service through the entire lifecycle of the trust, including site identification, risk managed site acquisition, planning and budgeting, project delivery and divestment of the finished product.

For a modest outlay, you can invest in a Natgen Development Trust, developing assets such as industrial warehouses, self-storage facilities, retail showrooms or other specialty assets.

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Short term “**develop and sell**” trusts will typically have a 1-2 year term.

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Long Term/Hybrid “**develop and hold**” trusts will typically have a 5-8 year term.

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## Benefits of investing in a Natgen Development Trust include:

- **Access to development opportunities** - We are constantly undertaking surveillance of the market to identify gaps and to match these gaps with qualified development sites.
- **Development Expertise** - The Natgen development team consists of industry professionals with decades of high-level property development experience.
- **Australian Financial Services License** - Ensuring full compliance with managed investments and investor protection laws. *Not all development investment opportunities in the market meet these standards!*
- **Development Profits** – The returns from Natgen Development Trusts aim to be higher than returns from more passive property investments. At the close of a trust term, any capital/development profits that have been achieved over the life of the fund will be distributed to unitholders.
- **Non-recourse borrowing** - Due to our size and structure we can borrow on advantageous terms. The Financier will have no recourse to any Investor personally or to the other assets of any Investor.
- **Taxation Benefits** – The Natgen trust structure allows investors to take advantage of the depreciation benefits available for commercial property. Income distributions will usually be fully or partially tax sheltered.

## Development Trusts Portfolio

<p><b>Natgen Development Trust UC19</b></p> <p>18 Northward Street, Upper Coomera, QLD 4209 Completion: September 2020 Realisation Amount: \$5,250,000 Return: 73.1% Industry: Industrial office / warehouse units</p> <p>Completed 2020 <b>13.1%</b> total return 1 Year term</p> 	<p><b>Natgen Development Trust UC22*</b></p> <p>2 Ellis Way, Upper Coomera. In the rapidly expanding northern Gold Coast growth corridor visible from the M1 Purchase Date: May 2022 Development Value: \$32.8M Industry: Self Storage Development</p> <p>Under Construction Targeting <b>42.7%</b> 8 Year term</p> 	<p><b>Natgen Development Trust ML23**</b></p> <p>2 Industrial Avenue, Molendinar QLD Purchase Date: July 2023 Development Value: \$28.2M Industry: Self Storage Development</p> <p>Under Construction Targeting <b>37.1%</b> 7+ Years</p> 	<p><b>Natgen Development Trust OR23</b></p> <p>23-27 Tillyroen Road, Ormeau QLD Purchase Date: July 2023 Development Value: \$11.5M Industry: Self Storage Development</p> <p>Under Construction Targeting <b>24.13%</b> 2 Years</p> 	<p><b>Natgen Development Trust CM23</b></p> <p>Yawalpa Road, Coomera QLD Purchase Date: September 2023 Development Value: \$15.5Zm Industry: commercial showroom /warehouse facility</p> <p>Fully Subscribed Targeting <b>25.14%</b> 2 Years</p> 	<p><b>Natgen Development Trust YB24</b></p> <p>Lots 25 &amp; 26 Wongawallan Drive, Yarrabilba Qld 4207 Purchase Date: October 2024 Term: 18 months Development Value: \$10.137M Industry: commercial office / warehouse facility</p> <p>Fully Subscribed Targeting <b>25.42%</b> 18 Months</p> 
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Unless otherwise stated, returns quoted are targeted total returns over the development period.

\*UC 22 targeting returns on completion of 42.7%, and distributions of 8.46% p.a once leased up.

\*\*ML23 targeting returns on completion of 37.1%, and distributions of 8.5% p.a once leased up.

Refer to respective Information Memorandums for further detail.

# Why Natgen for commercial property investing?

**Once you have made the decision to invest in the commercial property sector, the next thing is to pick a quality manager to invest with who has the skills and expertise for all of the following activities:**

## Market Analysis → Acquisitions Strategy

A thorough knowledge of market drivers, value creation, demographics and general economics is required to ensure that acquisitions strategy is set with the best information possible.

## Acquisitions Strategy → Asset Selection Parameters

The strategy must then be articulated into a set of asset selection parameters covering matters such as property type, location, size and timing. Basically, this will be the what, where, when, how and who of the acquisitions strategy.

This strategy is then measured against the Natgen Investment Philosophy to ensure it accords with the core values of the organisation, as enunciated to our investors over time.

## Asset Selection Process

Once the acquisitions strategy has been set, the Natgen real estate team circulates our requirements to the market. Further, and somewhat uniquely, we also internally identify specific assets which meet the acquisitions criteria and seek to proactively approach property owners to enter into purchase negotiations.

We prefer 'off-market' purchase opportunities and expend significant effort in formulating transactions for optimal results for our investors in the long term.

## Transaction structuring

Vendors and purchasers of commercial property have many and varied motivations for entering into transactions.

Our transaction experience allows us to isolate these counter-party motivations and to structure transactions which meet the needs and motivations of the counter-party. This is an important competitive advantage within an increasingly crowded marketplace.

## Debt funding

Deep knowledge of debt funding of commercial property ensures that we can elicit a broad range of debt offers for any given transaction. All debt is arranged on non-recourse terms, ensuring that our investors are never exposed to any borrowings risk beyond the actual assets of the trust in which they are invested.

This is an important benefit - being able to have access to investment gearing without any broad portfolio debt risk.

## Due diligence

Comprehensive due diligence is vital to ensuring that the income streams of the commercial property are reliable and that the capital value of the property can be maintained and grown over time.

Natgen has developed a comprehensive due diligence manual over a number of years, which addresses all the major due diligence investigation categories and ensures that as much information is known about the property as possible. Our due diligence manual is updated regularly to incorporate the latest developments in property investigation techniques.

## Settlement and on-boarding

The on-boarding of a commercial property, once purchased, is a critical time in which to establish relationships with the tenants and to ensure a smooth transition for them. After all, the tenants are the 'paying customers' of the commercial property investment trust.

## Ongoing management

Efficiency, effectiveness and proactivity of the management of the commercial property can seriously impact the ongoing performance of the property vis-a-vis income and, ultimately, capital value.

A strategic approach to future leasing negotiations is a good example of maintaining and enhancing future value. The main aim is to ensure that the leases have as long to run as possible at the time of marketing a property for future sale.

And whilst top line revenue is important, cost-control must also be carefully considered, as must appropriate maintenance and capital expenditure budgeting.

The above points provide a brief (and incomplete) summary of the issues to be managed in the structuring and operation of a commercial property investment trust. It is intended to highlight the importance of your choice of manager for your investments. Knowledge, experience and diligence are all required, but should never be taken for granted.



 **\$200M+**  
Property Assets

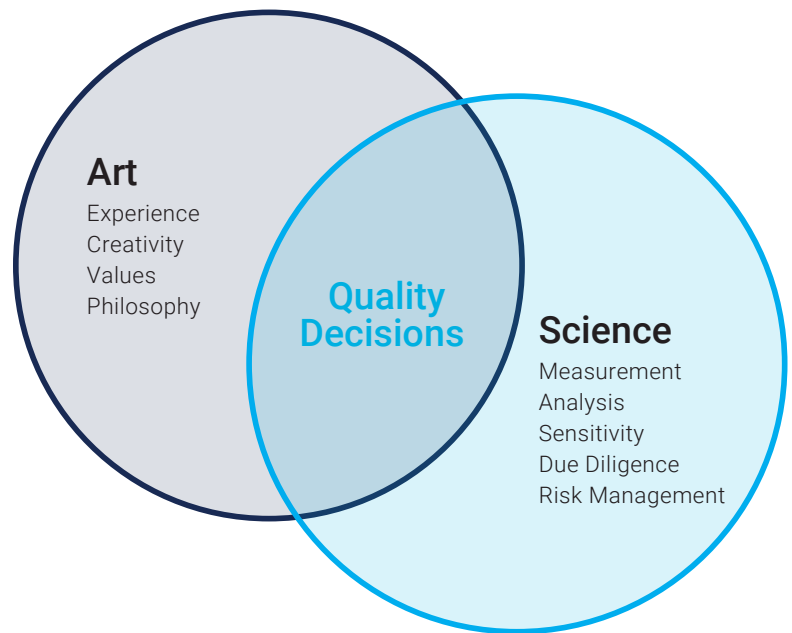
 **30+** YEARS  
Experience

 **7%-42%**  
Range of Return Targeted

 **\$100K**  
Minimum Investment

# The Natgen Methodology

Our methodology combines qualitative factors (such as financial analysis, measurement technologies and due diligence) with qualitative factors (such as experience, creativity and values) as the basis of our decision-making. In essence, this is the Art and the Science of the business.



Check out Natgen's Knowledge Centre > <https://natgen.com.au/articles/>



## Natgen Investor Portal

The Natgen Investor Portal provides investors and their advisors with a real-time access to reporting on their investments, to maintain a watch on Natgen trust investments and to apply for new Natgen investments.

With cyber security being such an important issue, the portal provides a safe and secure environment for information exchange.



# The Natgen Investment Philosophy

## **PURCHASE FOR PROFIT** *"begin with the end in mind"*

- Use well-researched and transparent criteria for all purchase decision
- Plan the full lifecycle of an asset at the outset

## **MANAGE FOR OPPORTUNITY AND RISK**

- Proactively identify opportunities and risks and manage to optimise asset potential
- Remain nimble and vigilant for market and economic factors

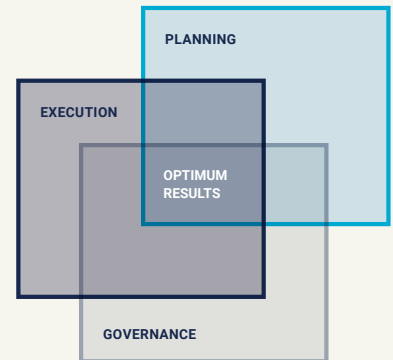
## **DIVEST FOR OPTIMUM OUTCOMES**

- Monitor the market for value-added exit opportunities
- Prepare assets for sale during the entire holding period

# Australian Financial Services Licence

**Natgen group companies include National & General Administration Pty Ltd Australian Financial Services License (AFSL) No. 522 835, and Natgen Corporate Pty Ltd AFSL 554 046.**

We are authorised to advise on and operate wholesale managed investment schemes in a broad range of areas. We are also authorised to provide custodian services. As a licensed entity, we are subject to the scrutiny of ASIC in abiding by the Corporations Act and meeting the performance and governance standards laid out in ASIC regulatory guides. The standards relate to areas such as compliance systems, financial requirements, and training of representatives.



## The Natgen Team



**STEVEN  
GOAKES**

*LL.B, B.Bus(Acc), LL.M, Dip.FP, FIML, MAICD*

### **Managing Director & Responsible Manager**

Steven boasts a 30 year career focused on commercial real estate, funds management, compliance, corporate governance and law; all founded on a masters degree in property and trust law, and a business degree.

Steven structures and operates managed investment funds to maximise returns to stakeholders. His success comes from critically analysing stakeholder needs, and focusing management effort in value-add areas for investors.

Steven has managed investment assets in excess of \$1 billion, overseen the purchase of \$1 billion in commercial properties, and participated in joint-venture developments totalling over \$400 million in gross realisation.



**BRETT  
NELSON**

*B.Bus(Acc), CA, Dip. FP*

### **Director, CFO & Responsible Manager**

Brett combines a strong background in finance and accounting with tremendous energy and enthusiasm to deliver high-level analytical skills and financial experience to Natgen projects and clients.

Brett thoroughly understands the financial aspects of operating managed investment schemes and applies this expertise to ensure that entity capitalisation, cash flow and asset performance are measured and analysed in an ongoing and proactive manner.

Brett is a chartered accountant, holding a Bachelor of Commerce and a Diploma of Financial Planning, and has honed his skills within a number of commercial organisations.



**CAROLINE  
SEYMOUR**

*Dip. FP, Lic RE Agent*

### **Manager - Investor Relations & Responsible Manager**

Caroline has over 25 years experience in funds management gained in roles ranging from marketing, communications, compliance management, performance reporting, and investor relations. She has worked for fund managers with over \$1b of funds under management, and has extensive experience in client relations.

In addition to her financial services expertise, Caroline has a passion for real estate, and is a licensed real estate agent. Caroline serves on Natgen's Compliance Committee as a Responsible Manager.





**PETA  
TILSE**

*M App Fin, Grad Dip App Fin, B Bus (Banking & Finance), Adv Dip FP, Dip FP, Senior Fellow FINSIA*

**Head of Funds Management**

Peta brings over 25 years' financial service experience gained in funds management, and wealth management. As a top performing fund manager, Peta managed institutional cash and fixed income portfolios (in excess of \$5b) for Suncorp Investments, and as an Executive Leader, led ASX listed Cromwell Property Group's Retail Funds Management business.

At Natgen, Peta provides our funds management business with further depth and leads the development of new Natgen investments for the benefit of our Unitholders.



**SHARI  
LAWRENCE**

*B.App.Sc (Prop.Econ), Grad Dip (App.Fin & Inv), Cert 3 Inv. Mgt*

**Responsible Manager**

As a responsible manager under the Group's AFSL, Shari provides Natgen with extensive experience in the area of regulated managed investment schemes.

With a background in property economics and funds management, Shari provides value across a broad range of operational aspects of the Natgen business.



**LACHLAN  
PAPAS**

*B Bus (Finance), B Prop Econ*

**Acquisitions Manager**

Lachlan has over 4 years of experience in the property industry gained at Cushman & Wakefield and Create Group Holdings. He provided strategic advice and solutions to clients on various infrastructure, acquisition, and development projects.

Lachlan's expertise lies in market research, financial analysis, valuation, and report writing, alongside strong presentation and communication skills.



**KELSIE  
GILBERT**

*B Bus (Management & Marketing)*

**Marketing Manager**

Kelsie brings over 9 years of experience in digital marketing, making her a key asset to Natgen's team. With a proven track record of working with both multi-national and international clients, Kelsie has successfully executed a wide range of digital marketing strategies tailored to meet Natgen's diverse business needs.

Kelsie has a knack for delivering impactful campaigns that drive business growth and engagement. Her passion for innovation and data-driven results allows her to stay ahead of trends and craft customised digital strategies that align with Natgen's business objectives.



**AMY  
DEMPSEY**

*B Bus (Acc), CA*

**Financial Controller**

Amy's extensive knowledge of financial analysis and Australian Accounting Standards is brought to bear in her management of the accounting and financial reporting functions within Natgen.

Her background as a senior auditor at KPMG stands her in good stead to manage the several audits which Natgen undertakes each financial year, both for the company and for each separate managed investment trust. Additionally, her analysis skills have been honed with experience at an ASX-listed company in this role.



**HOLLY  
KOIVISTO**

*B Prop Econ & B Bus (currently completing)*

**Executive Assistant - Administration and Compliance**

Holly provides the Natgen team with a range of important administrative support functions, focussed particularly on Natgen's compliance obligations under its AFSL and unitholder registry functions.

Additionally, Holly is undertaking tertiary study in Property Economics and Business, adding to her growing skillset and her contribution to Natgen and our investors.

Find out  
more

Contact our Investor  
Relations team today

**1300 100 292**

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The content of this document is provided for general information only and should not be relied upon in relation to any investment decisions or otherwise. All information is subject to confirmation by reference to [www.natgen.com.au](http://www.natgen.com.au) or by telephoning Natgen on 1300 100 292 during business hours.