Financial Information

Moving into your new home at The Pavilion retirement community is a little different to buying a typical residential property. At Aura, we believe in being clear, transparent, and fair in our approach so we wanted to take a moment to provide detail about what your new home and lifestyle would look like at The Pavilion.

When you are reviewing retirement living options, there are four key financial factors to consider:

1. Deposit: When securing your apartment, your initial commitment is a $5,000 fully-refundable deposit. This amount remains in a solicitor's trust account.

   When you settle on your new home, your deposit will be applied to the ingoing contribution or refunded if you don't proceed with settlement. At The Pavilion, settlement of your new home can be subject to the sale of your existing home.

2. Ingoing Contribution: The price of the apartment that you are purchasing.

3. General Services Charge (GSC): Similar to Body Corporate fees, the GSC covers the cost associated with the lifestyle you enjoy at our village including maintenance of facilities, gardening and grounds, the village staff, common areas and apartments, building insurance, common electricity, Council and water rates. Unlike Body Corporate fees no special levies can be raised.

   Under the Retirement Villages legislation, Operators are not allowed to profit from the GSC. You are still required to pay for your own water usage, electricity, phone and internet, and the contents insurance for your own apartment. The GSC varies depending on the size of the apartment.

4. Deferred Management Fee (DMF) and/or Capital Gain (CG) Sharing: Aura has two financial options - "Standard" and "Certainty".

   The Standard contract has the DMF calculated and paid when you exit the village (based on your Ingoing Contribution) and helps to cover the cost of shared facilities, scheme operator costs not levied as GSC, replacement of all capital items in the village, sales and marketing costs, and reinstatement or refurbishment of your apartment when you leave. With the standard contract you will receive 50% of the capital gain arising on the resale of your apartment.

   The Certainty contract allows you the choice to pay an upfront amount in lieu of any Exit fee. When signing this contract, you'll be secure in knowing how much you will receive when you exit the village.

   Deferred management fee and capital gain illustrative examples on the next page.

THE PAVILION
NORTH KIRRA

Model Comparison

Aura Contract Options

	Standard	Certainty
Purchase Price:	$1,700,000	$1,700,000
Upfront %	0%	20%
Upfront Fee	-	$340,000
Buy in Amount	$1,700,000	$2,040,000
Resale Value* (After 10 Years)	$2,285,000	
Capital Gains	$585,000	
DMF Basis (Purchase Price)	$1,700,000	
DMF %	33%	
DMF Calculation	33% x $1,700,000	
DMF Fee	$561,000	
Capital Gains Sharing	50%	
Capital Gains Calculation	50% x $585,000	
Capital Gain to Operator	$292,500	

Typical Operator

Purchase Price:	$1,700,000
Upfront %	0%
Upfront Fee	-
Buy in Amount	$1,700,000
Resale Value* (After 10 Years)	$2,285,000
Capital Gains	$585,000
DMF Basis (Purchase Price)	$1,700,000
DMF %	33%
DMF Calculation	33% x $1,700,000
DMF Fee	$561,000
Capital Gains Sharing	100%
Capital Gains Calculation	100% x $585,000
Capital Gain to Operator	$585,000

Outgoing Resident Return:

Exit fee (DMF + Capital gains sharing)	$853,500	$0
Total return to the resident:	$1,431,500	$1,700,000

Other costs to consider:

Sales & marketing fees	$0	$0
Reinstatement/refurbishment	$0	$0
Legal fees	$0	$0

Outgoing Resident Return:

Exit fee (DMF + Capital gains sharing)	$1,146,000
Total return to the resident:	$1,139,000

Other costs to consider:

Sales & marketing fees	$?
Reinstatement/refurbishment	$?
Legal fees	$?

*NB: Annual growth rate of approximately 3% included
Bilinga real estate growth has averaged 17.55% growth per annum for the previous 10 year growth as per CoreLogic, August 2026.