

Pre-sale Guarantee Scheme Application Form

This form is intended to capture the minimum information necessary for an initial assessment of a development that may be eligible for support through the Pre-sale Guarantee scheme, where such support is required to meet a lender's pre-sale conditions.

Proponents who meet the eligibility criteria following review of the application form will be invited to proceed to a formal application, which is subject to the applicable application fee.

Before submission:

- Attach evidence listed in **Section F** of this form. Do not include original documents.
- Use one form for one project stage that is ready to proceed.
- Amounts should be GST inclusive where relevant and stated in Australian dollars.
- Response must be legible and in English.
- The terms and conditions of the Keystart Pre-sale Guarantee Application Terms apply to this application and the Scheme. The terms and conditions can be found on the Keystart website here: keystart.com.au/commercial/pre-sale-guarantee
- Electronic submission via email is the only form of submission accepted for this request. Email to: developmentfinance@keystart.com.au

Section A: Eligibility screening

Tick each statement that is true:

- | | |
|---|---|
| <ul style="list-style-type: none"> ☐ Applicants must be an Australian Registered Company or equivalent entity (or as approved by Keystart). ☐ Applicants must be able to demonstrate their ability to deliver and participate in a due diligence process. ☐ The project is located in Western Australia. ☐ The project includes affordable dwellings under Keystart's <u>low deposit thresholds</u>. ☐ Planning and development approvals are in place. ☐ The project will achieve substantial commencement within six months. ☐ Financier indicative term sheet with a pre-sale requirement confirmed as a finance condition. ☐ The project delivers a minimum of 10 dwellings in metro locations or four in regional locations. | <ul style="list-style-type: none"> ☐ Key personnel including the CEO, Board members and Company Secretary must not: <ul style="list-style-type: none"> • Be bankrupt or under personal insolvency. • Have been convicted of an offence that: <ul style="list-style-type: none"> > is a contravention of the <u>Corporations Act 2001</u> or the <u>Corporations (Aboriginal and Torres Strait Islander) Act 2006</u> that is punishable by imprisonment for more than 12 months, > an offence involving dishonesty that is punishable by imprisonment for at least three months, or > a serious offence against the law of a foreign country that is punishable by imprisonment for a period greater than 12 months. • Have been disqualified by the <u>Australian Securities and Investments Commission (ASIC)</u>, the <u>Office of the Registrar of Aboriginal and Torres Strait Islander Corporations (ORIC)</u>, or an Australian or New Zealand court. |
|---|---|

Section B: Applicant details

Applicant identity, authority and contact information

1. Applicant organisation

Legal entity name:

ABN/ACN:

Registered address:

Website URL:

Years operating:

2. Director/s and/or shareholder/s of the entity

Director/shareholder 1

Full name:

Position title:

Phone number:

Email address:

Director/shareholder 2

If applicable

Full name:

Position title:

Phone number:

Email address:

3. Authorised representative/s

- ☐ The authorised representative/s have authority to submit this application and/or engage with Keystart throughout the application process.

Authorised representative 1

If applicable

Full name:

Position title:

Phone number:

Email address:

Authorised representative 2

If applicable

Full name:

Position title:

Phone number:

Email address:

4. Primary contact

Who is the primary contact for this application?

☐ Director/shareholder 1 ☐ Director/shareholder 2 ☐ Authorised representative 1 ☐ Authorised representative 2

Section C: Project and approvals

Project scope, tenure, approvals and delivery readiness

5. Project overview

Project name:

Project stage:

Street address/locality:

Local government area:

Construction method:

Total dwellings in stage (number):

Affordable dwellings (number):

Development type:

Estimated total development cost:

Brief project description:

Respondent should include any further detail on how the project will demonstrate additional public benefit, support first home buyer demand, modern methods of construction, etc.

6. Approvals and readiness

Primary planning decision-maker:

Approval reference:

Approval date:

 / /

DD

MM

YYYY

Approval expiry/substantial commencement date:

 / /

DD

MM

YYYY

Outstanding conditions, permits or approvals:

Target construction start date:

 / /

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YYYY

Target practical completion date:

 / /

DD

MM

YYYY

Section D: Finance and requested support

Construction finance, pre-sales and proposed commitment

7. Construction finance

Proposed senior lender:

Lender contact/team:

Indicative debt facility:

Applicant equity:

Required pre-sales (number):

Required pre-sales:

Current qualifying pre-sales (number):

Current qualifying pre-sales:

Lender conditions relevant to the requested support:

8. Requested Pre-sale Guarantee support

Proposed dwellings for support (number):

Requested commitment:

Lowest proposed dwelling value*:

Highest proposed dwelling value*:

**To qualify for the Pre-sale Guarantee scheme, projects must include a portion of affordable dwellings valued at or below Keystart's maximum purchase price for low deposit home loans. This value needs to be confirmed by an independent valuer at the time the contract is entered into.*

Proposed valuation discount/basis:

 %

Support needed by:

/

/

DD
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YYYY

Explain how support would satisfy the lender's condition and accelerate construction:

Section E: Delivery capability and risks

Developer, builder, consultants and material project risks

9. Delivery team

Role	Organisation	Lead/contact	Status (indicate if appointed)
Developer			
Builder			
Project manager			
Sales agent			

Relevant delivery track record:

Section F: Dwelling schedule and attachments

Summary schedule plus evidence checklist

10. Dwelling schedule summary

Please attach a complete dwelling schedule. Sample format as follows:

Lot/unit	Type	Beds	Internal m ²	List price	Estimated value	Proposed commitment

11. Attachment checklist

- ☐ Corporate structure and ownership evidence.
 ☐ Certificate of title and evidence of site control.
 ☐ Planning/development approval and relevant conditions.
 ☐ Development program/timeline.
 ☐ Financier indicative term sheet with a pre-sale requirement.
 ☐ Valuation report.
- ☐ Construction program and key milestones.
 ☐ Approved plans, dwelling mix and areas.
 ☐ Complete dwelling schedule summary.
 ☐ Current pre-sales report.
 ☐ Delivery team credentials and relevant project history.
 ☐ Other relevant attachments (please list):

Section G: Applicant declarations and signature/s

Applicant acknowledgement

12. Applicant declarations

- ☐ I/we confirm that the information provided in this application is accurate, complete, and not misleading.

☐ I/we confirm that I/we are authorised to submit this application on behalf of the applicant.

☐ I/we, on behalf of the applicant, consent to Keystart verifying the information provided in this application with nominated lenders, advisers, approval authorities, and delivery team members, subject to any applicable collection notice and privacy consent requirements.

☐ I/we acknowledge that the submission or assessment of this application does not create any entitlement, guarantee, procurement arrangement, funding approval, purchase commitment, or other legal obligation on Keystart.

☐ I/we undertake to promptly notify Keystart of any material changes to the project, including changes to approvals, financing, pre-sales, delivery team arrangements, or project risks.

☐ I/we confirm that the authorised representative/s listed have the requisite authority to liaise with Keystart and to manage and transact on behalf of the company, and other related directions.

☐ I/we confirm any conflicts of interest that are relevant to this application to Keystart have been raised as part of the submission.

☐ I/we have read the Terms and Conditions for the Scheme and acknowledge they apply to this application.

☐ I/we warrant that any personal information provided with the application has been shared consistent with privacy laws and acknowledge that Keystart's privacy policy will apply to the handling of that personal information and has been provided to those individuals.

13. Director/shareholder signature/s

Signatory 1

Full name:

Position title:

Signature:

Date:

/
 /

DD

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Signatory 2

If applicable

Full name:

Position title:

Signature:

Date:

/
 /

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14. Authorised representative signature/s

Authorised representative 1

If applicable

Full name:

Position title:

Signature:

Date:

	/		/	
DD		MM		YYYY

Authorised representative 2

If applicable

Full name:

Position title:

Signature:

Date:

	/		/	
DD		MM		YYYY

Please email this completed form to Keystart's Commercial Property Finance team:
developmentfinance@keystart.com.au

Keystart.

1300 578 278

info@keystart.com.au

keystart.com.au



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