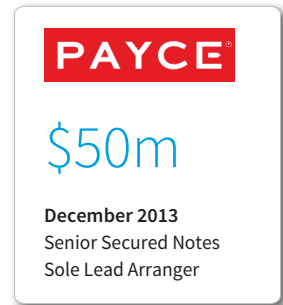


Case Study

Payce



Issue Date	December 2013
Amount	\$50m
Maturity	3 December 2018
Term	5 years
Coupon	9.50% p.a.

Issuer Profile

Payce is a Sydney focused medium density apartment and mixed use (retail / commercial) development and investment group. The business has been operating for more than 30 years and has established a strong track record in delivering successful projects. Payce listed on the ASX in 1978 (ASX: PAY) and at the time of the bond raising had a market capitalization in excess of \$120m.

Issuer Need

Payce was seeking debt to assist them in funding their development pipeline of 3,500 apartments over the next 5 years. The company's existing facilities were not able to accommodate the growth that was being projected, and as such Payce needed a financier that could provide medium-to-long term funding that would fit within the broader business' strategy.

FIIG Solution

By issuing a Senior Secured bond, Payce gained exposure to a new investor base that provided an additional layer of capital into the group. FIIG worked closely with Payce to structure a covenant and security package that incorporated the East Village Shopping centre, a \$200m+ asset that would be completed and retained by the group soon after the Notes were issued.

FIIG Contact

James Vance

Director – Debt Capital Markets
FIIG Securities Limited
Ph. (02) 9697 8741