

Homesafe Wealth Release®: Actual# Customer Case Studies

Case Study 1: The Retirement Plan

Michael, who had lived in Seaford (Vic) for most of his life, approached Homesafe in March of 2010. He was keen to pay out his home loan, enabling him to eventually retire, and to access a little more cash to fund his retirement. Michael met with a Homesafe Consultant and sought advice from his Accountant, before deciding to proceed with a Homesafe Contract.

Age at time of Contract: Michael – 67 years old

Purpose of funds: Pay out his home loan and put some funds “away” to live on, in retirement

Homesafe Contract signed: July 2010

Home independently valued: \$330,000

Cash Amount Received from Homesafe:** \$126,615

Agreed Share of the Sale Proceeds (capped) sold to Homesafe:** 65% of the long-term future sale proceeds

Share of Future Sale Proceeds retained by Michael:** 35% (valued at \$115,500 on date of Contract)

Period (in years) Homesafe assumed would pass before Michael may sell his home:** 13 years

In September 2014, Michael passed away after a brief illness. Following a Grant of Probate, his Estate decided to sell his home.

Home sold: March 2015

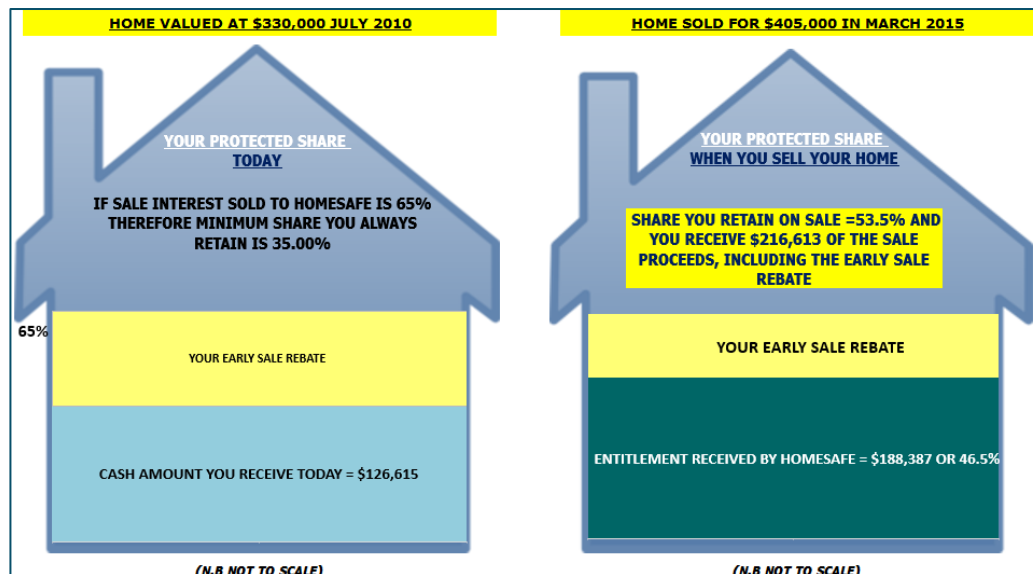
Final Sale Price: \$405,000

Property Growth Rate since original Contract:** 4.33% p.a

Amount Received by Estate on sale:** \$216,613 (equivalent to 53.5% and more than the unsold share of 35%)

Amount Received by Homesafe:** \$188,387 (equivalent to 46.5%, being less than the 65% sold to Homesafe)

Actual Period Contract was in place:** 4.83 years and given property value on sale, the Homesafe Sale Interest was reduced by an Early Sale Rebate



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Case Study 2: The Travelling Pilsburys

Ken and Sue have lived in their Wantirna (Vic) home for 20 years, following a move from the Northern Territory to cooler Melbourne temperatures. In 2018, their youngest daughter had just moved to the UK and as empty nesters they were keen to do some work around the home, travel back to the NT to see family members and to put some money away to assist with medical bills for Ken.

Ages at time of Contract: Ken – 78 years old, Sue – 77 years old

Purpose of funds: Minor updates to the home, pay off credit cards and medical bills

Homesafe Contract signed: December 2018

Home independently valued: \$800,000

Cash Amount Received from Homesafe:** \$126,790

Agreed Share of the Sale Proceeds (capped) sold to Homesafe:** 26.88% of the long-term future sale proceeds

Share of Future Sale Proceeds retained by Ken and Sue:** 73.12% (valued at \$584,960 on date of Contract)

Period (in years) Homesafe assumed would pass before the Pilsburys may sell their home:** 11 years

In April 2023, Ken passed away. Several months later in September, Sue decided to sell her home to move in with her daughter.

Home sold: September 2023

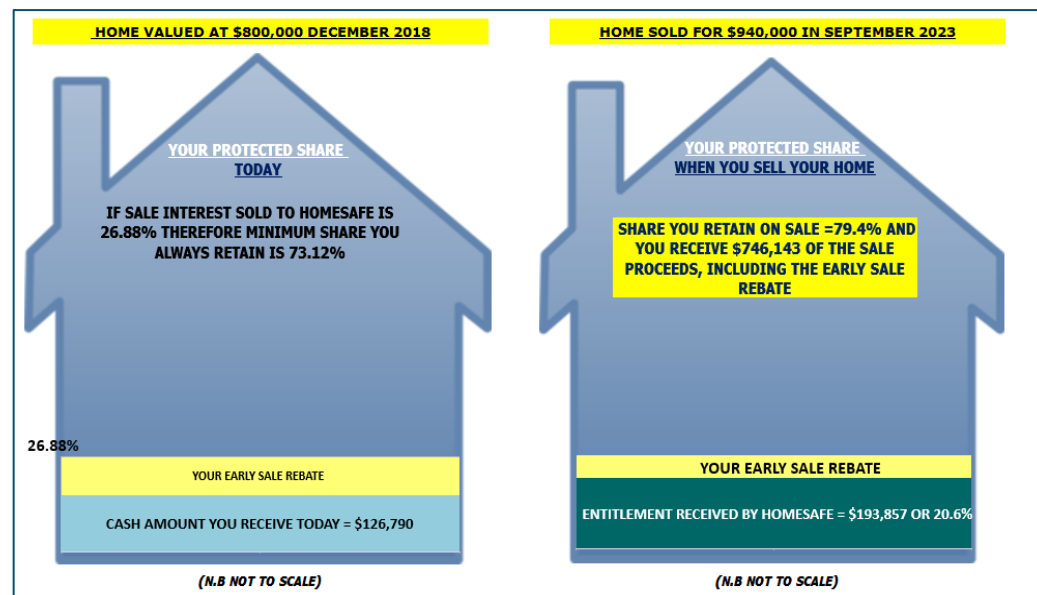
Final Sale Price: \$940,000

Property Growth Rate since original Contract:** 3.23% p.a

Amount Received by Sue on sale:** \$746,143 (equivalent to 79.4% and more than the unsold share of 73.12%)

Amount Received by Homesafe:** \$193,857 (equivalent to 20.6%, being less than the 26.88% sold to Homesafe)

Actual Period Contract was in place:** 5.08 years and given property value on sale, the Homesafe Sale Interest was reduced by an Early Sale Rebate



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Case Study 3: A Family Affair

Siblings, Barbara and Patrick, inherited their home from their late Mother in the 1989, and decided to live together shortly thereafter. Their home in Baulkham Hills (NSW) was their favourite place to be and they had made a pact to stay in the home as long as they could. Patrick was a retired Solicitor and Barbara was still working part time at the local shopping centre. When they approached Homesafe in 2009, they wanted to use the equity in the home to primarily buy a new car to get them around town.

Ages at time of Contract: Barbara – 64 years old, Patrick – 73 years old

Purpose of funds: A new car

Homesafe Contract signed: September 2009

Home independently valued: \$910,000

Cash Amount Received from Homesafe:** \$50,520

Agreed Share of the Sale Proceeds (capped) sold to Homesafe:** 12.46% of the long-term future sale proceeds

Share of Future Sale Proceeds retained by Barbara and Patrick:** 87.54% (valued at \$796,614 on date of Contract)

Period (in years) Homesafe assumed would pass before Barbara and Patrick may sell their home:** 24 years

In October 2022, and just after his 86th birthday, Patrick passed away. One year later, Barbara 's family decided it was time for her to move into a care facility, in December 2023, the family home was sold.

Home sold: December 2023

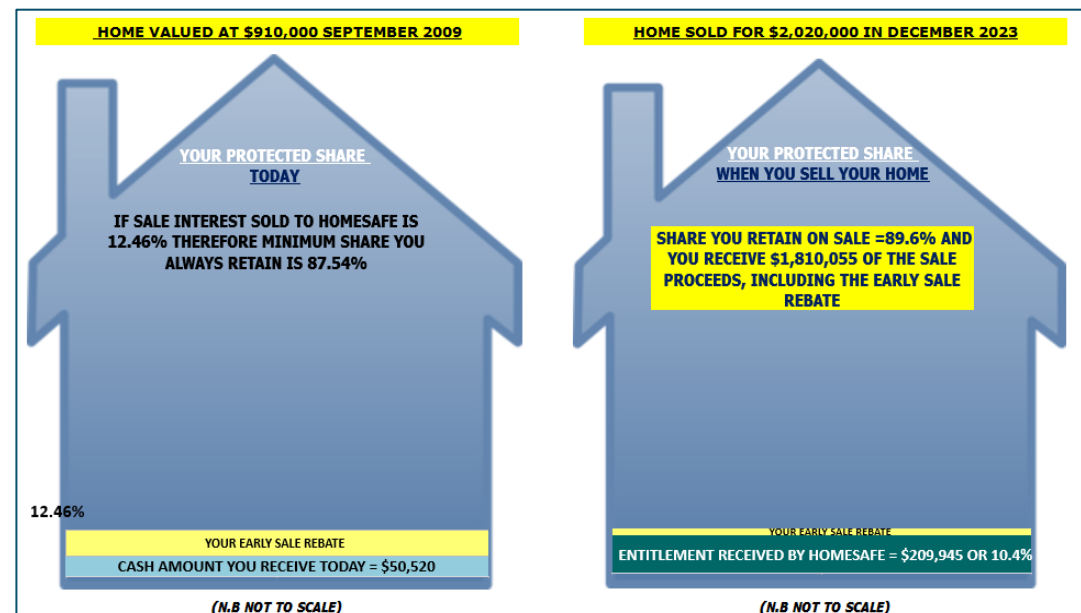
Final Sale Price: \$2,020,000

Property Growth Rate since original Contract:** 5.71% p.a

Amount Received by Barbara on sale:** \$1,810,055 (equivalent to 89.6% and more than the unsold share of 87.54%)

Amount Received by Homesafe:** \$ 209,945 (equivalent to 10.4%, being less than the 12.46% sold to Homesafe)

Actual Period Contract was in place: 14.37 years and given property value on sale, the Homesafe Sale Interest was reduced by an Early Sale Rebate



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Case Study 4: Protecting a legacy

For over 45 years, Maria had lived in her home in Greensborough (VIC) and was proud of her independence. Her only son had moved to Tasmania several years ago and she thoroughly enjoyed catching the ferry to visit him and the grandchildren at least once a year. She approached Homesafe in 2010 as she wanted to access some funds to live on and was keen to leave at least 50% of the future value of her home to her son in her Will.

Age at time of Contract: Maria - 78

Purpose of funds: Funds to live on.

Homesafe Contract signed: May 2010

Home independently valued: \$460,000

Cash Amount Received from Homesafe:** \$156,071

Agreed Share of the Sale Proceeds (capped) sold to Homesafe:** 50.000% of the long-term future sale proceeds

Share of Future Sale Proceeds retained by Maria:** 50.000% (valued at \$230,000 on date of Contract)

Period (in years) Homesafe assumed would pass before Maria may sell her home:** 9 years

In February 2024, steps were taken for Maria to move into a retirement village where she could access immediate medical support. In March 2024, the family home was sold.

Home sold: March 2024

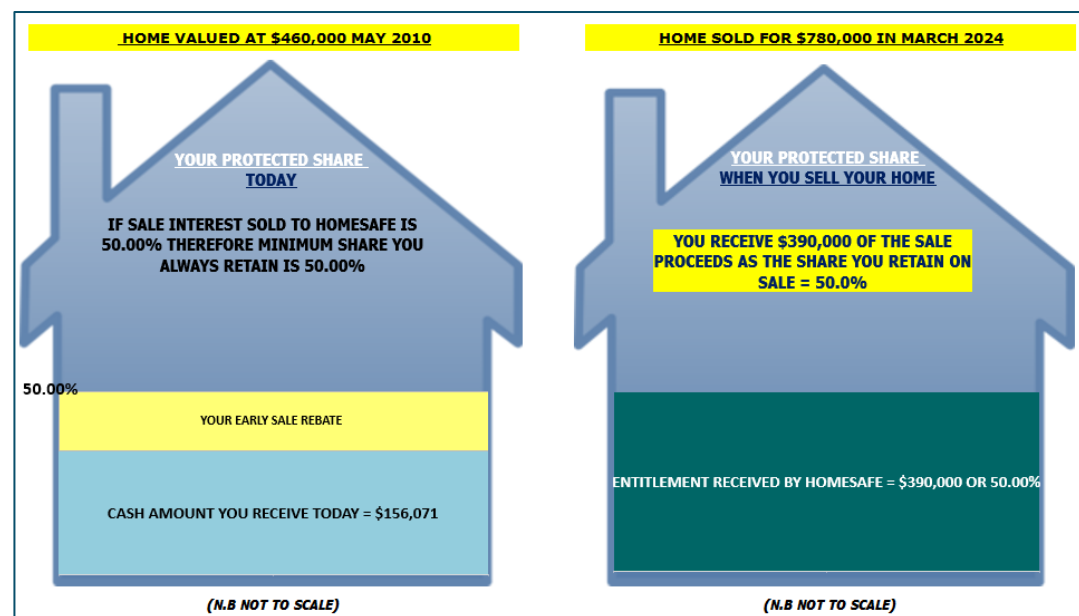
Final Sale Price: \$780,000

Property Growth Rate since original Contract:** 3.87% p.a

Amount Received by Maria on sale:** \$390,000 (equivalent to 50.000% and equal to the unsold share of 50.0000%)

Amount Received by Homesafe:** \$ 390,000 (equivalent to 50.000%, being equal to the 50.000% sold to Homesafe)

Actual Period Contract was in place: 13.9 years. As this period was longer than the 9 year period Homesafe had assumed the Contract with Maria would be in place, and as Homesafe is not entitled to more than the share sold, Homesafe received 50% of the sale proceeds.



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Case Study 5: Mother and Sons

In mid-2009, Oliver and Grant made an enquiry to see if Homesafe could assist their mother, Jean. They were keen to use some of the equity in her home in Chatswood (NSW) to do some urgent maintenance and cosmetic repairs which had become more urgent, since their father had passed away. A spritely 93-year-old, Jean was very keen to remain independent and was looking forward to turning 100 in her home. She refused to let her sons spend their own money on the works and with their assistance, Jean was very proud of the finished result that was made possible using Homesafe Wealth Release to update her home.

Age at time of Contract: Jean – 93 years old

Purpose of funds: Repairs and cosmetic updates to the home

Homesafe Contract signed: October 2009

Home independently valued: \$1,000,000

Amount Received from Homesafe:** \$51,690

Sale Interest sold to Homesafe in Contract **: 7.26% of the long-term future sale proceeds

Share of Future Sale Proceeds retained by Jean:** 92.74% (valued at \$927,400 on date of Contract)

Period (in years) Homesafe assumed would pass before Jean may sell her home **: 7 years

Exactly 6 months prior to her 100th birthday, Jean passed away. Following her passing, her sons decided to Buy Back the Homesafe Sale Interest and keep the property in the family.

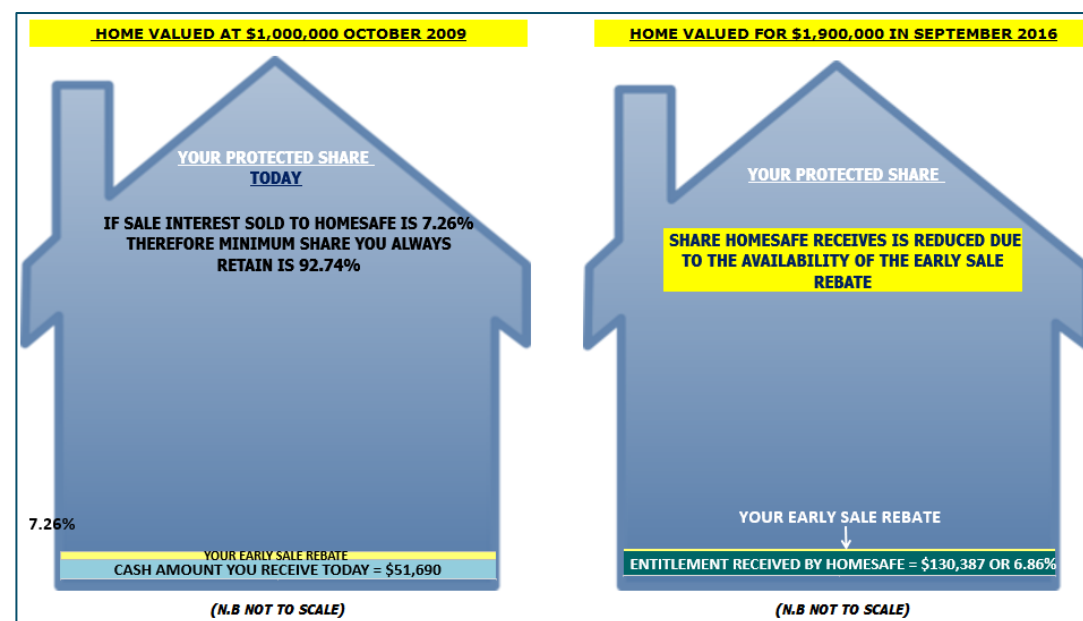
Date of Buy Back: September 2016

Final Market Value: \$1,900,000

Property Growth Rate since original Contract:** 9.78% p.a

Amount Received by Homesafe:** \$130,387 (equivalent to 6.86%, being less than the 7.26% share sold)

Actual Period Contract was in place:** 6.88 years and given property value at the time of Buy Back, the Homesafe share of the market value was reduced by an Early Sale Rebate



Estate retains 100% of the home's value of \$1,900,000 after Buy Back

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