

Moruya East Village

1. Accommodation Types

Moruya East Village contains a mix of community titled seniors living accommodation, assisted living accommodation and a high care facility called a dementia sanctuary.

The seniors living component is for people who live independently and require little if any assistance with their day-to-day needs. These homes types include stand alone houses, courtyard homes and terrace style homes.

The assisted living component is mainly focussed around the Village Square precinct where apartments are located above the place where the services and facilities are located on the ground floor. This allows food, cleaning, health care, medication management etc to be delivered via lift in a cost effective and timely manner. The reason why the frail and elderly are located above the Village Square ground plane is to allow these services to be delivered affordably.

The final level of care is provided in the purpose built Dementia Sanctuary buildings, where people suffering from dementia and Alzheimer's disease can receive 24 hour a day care.

2. Services and Facilities

Moruya East Village will provide a never before seen range and quality of services and facilities to its residents. The scale of the project allows these services and facilities to be provided at an affordable price level.

The range of services and facilities include health, wellness, learning and entertainment activities and services located within the Botanica building. Food, dining, entertainment and medical consulting facilities, post office etc are located on the ground plane of the Village Square. These services and facilities are for the exclusive use of the residents of the community titled component of the project and their guests. The costs of using the health and wellness facilities in Botanica including the pools, cards room, theatre, library etc are included in the costs of the resident's homes and the capital cost is recovered when the resident leaves the village via a Deferred Management Fee (DMF) (see below). The maintenance and running costs will be shared by all occupants of the village. Food and drink consumed in these locations will be paid for by the individual residents and charged to their individual accounts, and settled fortnightly or monthly. Similarly services utilised like hairdressing, massage, yoga classes will be on a user pays basis though only designed to be at a breakeven level. These are not profit centres but designed to meet the needs of residents at an affordable price.

Residents residing in the apartments above the Village Square will be able to use the lifts to access dining facilities or alternatively have their meals delivered to their apartments. Importantly, the choice will be that of the individual resident and as such is not included in the monthly running costs

of the project. We will be offering packages of meals to these residents who do choose to have all or some of their meals prepared for them.

Other services that will be made available to these residents include nursing care from nursing staff based within the Dementia Sanctuary (see below), podiatrist, physiotherapy, dietician and GP services either from professionals occupying consulting rooms on-site or undertaking clinics from their home bases elsewhere. The Village Square will provide the space to enable these professionals to provide a local, high quality service to the people who need it most. Of course these ancillary medical services will also be available to other residents on the project residing in the independent living accommodation via appointment. The costs of these services will be user pays, via Medicare or private health insurance schemes.

The general maintenance, garbage collection, cleaning and management of the village is included within the monthly operating fees charged to all residents.

The philosophy of the Moruya East Village is based upon enabling residents to stay in control of their own lives and to live independently for as long as possible. This is why there will be the option for residents living in any part of the project to purchase on a user pays basis meals, home cleaning, home nursing and specific maintenance related services should they require and need to. Maintenance services will be provided by Silver Spirit Communities staff located on-site.

Some residents may be able to live independently in their own homes until their die in a traditional home, a courtyard home or a terrace, by having as many or as few service delivered to them as they need. These people will most likely be couples and more financially well off. However many elderly women once their husbands die will prefer to move into a smaller apartment above the Village Square to utilise the dining, food, health care and maintenance services more readily. It also provides them with peace of mind and a sense of security by being around people in the Village Square rather than residing in the lower density areas of the village. Importantly, the choice will be theirs entirely.

3. Financial Structure

As with the vast majority of retirement villages in Australia, the residents of Moruya East Village will purchase a licence to occupy their property from Silver Spirit Communities Pty Limited the developer and operator. This commonly used structure falls under the Retirement Villages Act and is known as a loan/licence arrangement. Under this structure, title to the property does not transfer to the resident it is always retained by the developer/operator.

The purchase of a loan/license entitles the resident to use the home, the health and wellness facilities, the Village Square and all other common property within the project. The costs of managing and maintaining the areas of common property, health, wellness, and entertainment facilities etc, are

shared by all residents at a break even cost. The operator then recovers these costs via a monthly operating charge.

In addition residents are charged what is known as a deferred management fee (DMF) upon the sale of their property to the new incoming resident when they leave. This is the structure used in the vast majority of retirement villages in Australia. The DMF structure can come in many shapes and sizes depending upon the village, its location and the operator however it normally ranges between 2.0%-3.0% of the incoming price of the home per annum for a maximum of 10 years. This system enables the entry prices of the homes to be kept as low as possible because the developer only recovers the capital cost of the community facilities (which are never sold) only once the resident leaves the village. This is on average 9-12 years later.

4. Dementia Sanctuary and Nursing Care

The Dementia Sanctuary is the projects highest care facility and was included as the result of extensive community consultation. The Sanctuary will provide 24 hour a day nursing and care for people who are no longer able to live independently or with day-to-day assistance in their own homes within the project.

The nursing staff based in the Sanctuary will also provide in-home care and assistance to residents in all other parts of the project including the independent living properties and the apartments around the Village Square. Residents of Moruya East Village will be able to access these services without a need to draw upon other publicly available services. The costs of these services will be recovered from residents directly and they will use their own means of recovering the costs either via health insurance or existing government programs available to all Australian citizens.