

STRATEGIC FRAMEWORK

Co-investment on property acquisitions

High-level criteria for working alongside equity partners — how we structure debt, equity, and alignment on every deal.

SENIOR DEBT (LTV)

65–75%

Arranged & managed by Stafara

SWEAT EQUITY VALUE

40%

Of total acquisition cost

STAFARA TARGET STAKE

~50%

Via own capital contribution

HOW WE OPERATE

DEBT ARRANGEMENT

Stafara Property Group **raises and manages the senior debt facility**, targeting 65–75% LTV on a deal-by-deal basis.

Investors are **not required to provide personal sureties or stand behind the senior debt**. Stafara takes full responsibility for the debt process, end to end.

DUE DILIGENCE & TRANSACTION

Stafara manages the **full due diligence process** — from initial assessment through to transaction close.

This covers legal, financial, and property-level DD, lender engagement, and every workstream required to **conclude the transaction** efficiently.

EQUITY STRUCTURE

40%

~10%

~50%

■ Stafara sweat equity 40%

■ Stafara own capital ~10%

■ Co-investor equity ~50%

► Equity sits above a senior debt base of 65–75% LTV, which investors are not required to stand behind.

40% sweat equity is attributed to Stafara in recognition of the sourcing, structuring, due diligence, and transaction management brought to each deal. The remaining 60% is allocated on a **rand-for-rand basis** between Stafara and co-investors.

Stafara intends to **contribute its own capital** on each transaction to lift its effective stake to approximately 50% — ensuring meaningful skin in the game and full alignment with co-investors at every stage.

PROCESS

01

Stafara identifies and screens the acquisition opportunity.

03

Senior debt facility arranged at 65–75% LTV; investors are not required to stand behind the debt.

05

Stafara contributes its own capital to reach a ~50% stake and match investor equity.

02

Full due diligence is undertaken — legal, financial, and property-level.

04

Equity structured — 40% sweat equity to Stafara; the balance on a rand-for-rand basis.

06

Transaction concluded; ongoing asset management by Stafara.