

# Investment Deck

Byron Bay, NSW

**\$40M**

TOTAL CAPITAL

**11.8%**

10-YEAR IRR

**2.31x**

EQUITY MULTIPLE

**51 ha**

BYRON HINTERLAND

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# A Legacy Asset Primed for Transformation

70 Foxs Lane is a 51-hectare freehold land holding in Tyagarah NSW, 8 minutes from Byron Bay. Home to Australia's most diverse tropical fruit orchard, with 300+ exotic varieties across 50 productive hectares, currently generating \$134,400 gross p.a. from four weekly farmers' markets.

The investor enters against a confirmed, independently-valued asset base of \$8.5M before a single dollar of development capital is deployed, confirmed by McGrath Northern Rivers, Pacifico Property, and Atlas Real Estate.

## WHY NOW

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- › Byron Bay generates \$1B+ in annual visitor spend, consistently topping domestic tourism metrics
- › Padel is the world's fastest-growing sport, 25M players globally, minimal infrastructure in Australia
- › Wellness tourism projected to reach USD 1.4T globally by 2027 (+11% CAGR)
- › The 63km Byron Shire Rail Trail opens adjacent to the estate in 2026, 300,000+ projected users p.a.
- › Supply of authentic, land-connected hospitality in the Byron Shire is critically constrained
- › The orchard provides immediate revenue and a provenance story no new competitor can replicate

# 70 Foxs Lane, Tyagarah NSW

**51 ha**

FREEHOLD LAND

**\$8.5M**

ASSET VALUE

**300+**

FRUIT VARIETIES

**4**

**Markets**

Volcanic basalt soil, among the most agriculturally productive in Australia, with established irrigation, mature tree canopy, and a climate suited to year-round tropical cultivation. Located 8 min from Byron Bay CBD, 6 min from Brunswick Heads, 12 min from Mullumbimby.

## EXISTING INFRASTRUCTURE

- › Mature 50ha tropical fruit orchard, primary operating business, trading daily
- › 300+ exotic varieties: mangosteen, longan, rambutan, sapodilla, black sapote and more
- › Propagation nursery with proprietary genetics catalogue, rare cultivars unavailable elsewhere in Australia
- › Farmers' market trading: Byron, Mullumbimby, New Brighton, Bangalow (4 per week)
- › Established irrigation infrastructure and agricultural support systems
- › Preliminary development approvals and planning framework in place

# A World-Class Rural Lifestyle Destination

Not a hotel. Not a resort. Not a retreat. A destination ecosystem where sport, food, wellness, accommodation, community, and agriculture converge into a seamless experience that cannot be replicated anywhere else in Australia.

<b>Sport</b>	Padel at international ITF standard, 4 covered courts, coaching, academy, and tournament hosting.
<b>Hospitality</b>	Fine-casual restaurant sourced directly from the estate orchard. Deli, Concept Store, and Bar extending the brand into everyday life.
<b>Wellness</b>	A spa and shala integrating volcanic stone, natural water, and orchard landscape into every treatment.
<b>Accommodation</b>	16 keys: six hillside cottages elevated over the orchard, and a ten-room boutique residence at premium Byron ADR.
<b>Agriculture</b>	50 hectares of productive orchard and regenerative farmland, a commercial operation and visitor experience.
<b>Community</b>	Members, residents, visitors, and day guests engaging across sport, food, market days, and events.

# 13 Diversified Revenue Pillars

No single stream represents more than 22% of projected total revenue, creating exceptional resilience and cross-promotional compound growth dynamics.

<b>01 Padel</b>	Court hire, memberships, academy, tournaments	<b>\$1.24M</b>
<b>02 Restaurant &amp; Bar</b>	Fine-casual, estate-sourced, seasonal dining	<b>\$1.85M</b>
<b>03 Accommodation</b>	16 keys, two typologies, 78% occ. target	<b>\$1.68M</b>
<b>04 Wellness &amp; Spa</b>	Treatments, programmes, day memberships	<b>\$0.68M</b>
<b>05 Deli &amp; Market</b>	Produce, pantry, prepared foods, daily trade	<b>\$0.52M</b>
<b>06 Events</b>	Corporate, social, cultural programming	<b>\$0.38M</b>
<b>07 Concept Store</b>	Design objects, estate brand, lifestyle goods	<b>\$0.38M</b>
<b>08 Shala</b>	Yoga, movement, breathwork, sound bath	<b>\$0.29M</b>
<b>09 Orchard &amp; Farm</b>	Markets, CSA, wholesale, tours	<b>\$0.34M</b>
<b>10 Memberships</b>	Sport, wellness, social, estate access tiers	<b>\$0.29M</b>
<b>11 Foxs Lab</b>	Estate botanical skincare, DTC, retail	<b>\$0.38M</b>
<b>12 Harvest at Home</b>	Frozen exotic fruit delivery subscription	<b>\$0.10M</b>
<b>13 Picone Exotics</b>	Nursery wholesale, rare cultivar genetics	<b>\$0.14M</b>
<b>Total Stabilised Revenue</b>		<b>\$8.49M p.a.</b>

# Three Converging Mega-Trends

## Wellness Tourism

USD 919B to USD 1.4T by 2027 · 11% CAGR

The fastest-growing segment of global tourism. Byron Bay is Australia's natural hub for wellness-motivated travel, consistently generating above-average spend per visitor and occupancy rates above 85% in peak periods.

## Padel

25M players globally · World's fastest-growing sport

In Spain there are 20,000+ clubs. In Australia, infrastructure barely exists, creating a first-mover advantage for premium padel destinations in high-demand lifestyle markets like Byron Bay.

## Farm-to-Table Tourism

USD 7.4B to USD 14.2B by 2028 · 14% CAGR

Consumers increasingly want provenance, authenticity, and connection to the source of their food. The Picone Exotics orchard provides a commercially operating agricultural story that most hospitality concepts can only pretend to offer.

## Byron Bay Premium

\$1B+ annual visitor spend · Leads Australia in ADR

Byron Shire consistently generates the highest per-visitor spend in Australia. Property values up 78% in 5 years. Supply of premium sport, wellness, and land-connected hospitality is critically constrained.

# Projected Return Profile

**11.8%**

10-YEAR IRR

**2.31x**

EQUITY MULTIPLE

**\$8.5M**

HARD ASSET COVER

**Y3**

STABILISED EBITDA

## REVENUE BUILD — STABILISED YEAR

Padel (courts, memberships, academy)	\$1,240,000
Restaurant & Bar	\$1,850,000
Accommodation (16 keys, 78% occupancy)	\$1,680,000
Wellness & Spa	\$680,000
Orchard, Deli & Farm	\$520,000
Events & Cultural Programming	\$380,000
Adjacent Businesses & Memberships	\$840,000
Foxs Lab, Harvest at Home, Picone Exotics	\$300,000
<b>Total Revenue (Stabilised)</b>	<b>\$7,490,000</b>
<b>EBITDA (est. 28% margin)</b>	<b>\$2,097,200</b>

# \$40M Across Four Tranches

A milestone-gated structure protecting investors at every stage. Each tranche unlocks only on delivery of the preceding phase.

**T1 \$5M**

Preferred equity. DA, earthworks, infrastructure. First loss protection.

**Seed & Pre-Development**

**T2 \$12M**

Senior equity. Padel, restaurant, spa, first 6 cottages. Revenue activation.

**Phase 1 Build**

**T3 \$8M**

Senior equity. 10-room residence, full programming, adjacent business scaling.

**Phase 2 Completion**

**T4 \$5M**

Pre-opening costs, marketing, contingency, operational runway.

**Working Capital & Reserve**

INVESTOR TERMS

- › Minimum investment: \$250,000 (wholesale and sophisticated investors only)
- › Pro-rata distributions on operating cash flow after debt service
- › Co-sale, drag-along, and tag-along protections for all investors
- › Preferred equity and first loss protection for Tranche 1 investors
- › Equity partner: EXPI (neo-banking and investment structuring)

# Phased Development Approach

PHASE 0 · NOW TO Q2 2025

## Capital Raise & Pre-Development

- Close Tranche 1 and 2 commitments
- Finalise DA approvals across all pillars
- Appoint head contractor and commence padel earthworks
- Orchard and farmers' markets continue trading

PHASE 1 · Q3 2025 TO Q2 2026

## Core Infrastructure

- Padel facility (4 courts) complete and open
- Restaurant, bar, deli, concept store operational
- Spa and shala open, wellness programme launches
- First 6 hillside cottages open to guests
- Estate membership programme launches

PHASE 2 · Q3 2026 TO Q2 2027

## Full Destination

- 10-room boutique residence complete
- Full programming calendar live across all pillars
- Rail Trail opens adjacent, visitor volume step-change
- Adjacent businesses scaling and launching
- Portfolio valuation review and refinancing

# Tristan Grier & Luke Chandresinghe

## Tristan Grier

### HOSPITALITY & OPERATIONS

- Proven hospitality operator behind Harvest Newrybar, Sparrow Coffee, and Barrio — three of Byron Shire's most enduring venues
- Over a decade building kitchen culture, front-of-house operations, and brand identity across the Northern Rivers
- Deep personal roots in Byron Shire's food scene — respected for craft, integrity, and genuine community engagement
- Personal connection to the 70 Foxs Lane estate through family heritage — a steward with skin in the game
- Philosophy built on provenance, seasonality, and authentic hospitality — community over capital, place over pretension

## Luke Chandresinghe

### ARCHITECTURE & DESIGN

- Founder of Undercover Architecture, globally operating land-responsive design studio
- Bartlett School of Architecture, UCL, First Class Honours, Faculty Medal for design excellence
- Practice at Hopkins Architects and Sheppard Robson (London); leading studios in Tokyo
- Daiwa Scholarship and Japanese Government Scholarship, Shinto spatial philosophy and wabi-sabi sensibilities
- Projects across UK, France, Italy, Sri Lanka, Japan, and Australia

NEXT STEPS

# Begin the Conversation

We invite qualified investors to engage directly with the founders and EXPI.

01 **Request the Information Memorandum**

Full financial model and detailed pillar analysis

02 **Schedule a Founders Call**

Direct conversation with Tristan Grier and Luke Chandresinghe

03 **Site Visit**

Walk the property, inspect the orchard, meet the team

04 **Commit**

Subscription documents and SPV onboarding via EXPI

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This document is confidential and does not constitute financial advice. For sophisticated and wholesale investors only.