

Information Memorandum

Byron Bay, NSW

\$40M

TOTAL CAPITAL

11.8%

10-YEAR IRR

2.31x

EQUITY MULTIPLE

51 ha

BYRON HINTERLAND

IMPORTANT NOTICE

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EXECUTIVE SUMMARY

The Opportunity in Brief

70 Foxs Lane is a 51-hectare freehold land holding in Tyagarah NSW, 8 minutes from Byron Bay. Currently home to Australia's most diverse tropical fruit orchard, 300+ exotic varieties across 50 productive hectares, the property forms the foundation for a 13-pillar rural lifestyle, sport, wellness, and hospitality destination.

Raise:	\$40M across 4 milestone-gated tranches
Asset Base:	\$8.5M confirmed by 3 independent valuers
IRR:	11.8% (10-year levered)
Multiple:	2.31x equity
Land:	51 ha freehold, Tyagarah NSW
Revenue Pillars:	13 diversified streams, no single stream > 22%

Why 70 Foxs Lane

Hard Asset Backing

\$8.5M independently valued (3 valuers) before development capital is deployed. The investor enters a proven, operating asset — not a concept.

Immediate Cash Flow

The orchard currently generates \$134,400 gross p.a. from four weekly farmers' markets. Investment builds upon an operating business.

13 Revenue Pillars

No single stream exceeds 22% of projected revenue. Cross-promotional synergies compound returns across all pillars.

World-Class Design

Architecture by Luke Chandresinghe (Bartlett Faculty Medal, Hopkins Architects, Daiwa Scholar). A new benchmark for land-responsive Australian hospitality.

Structural Tailwinds

Wellness tourism, padel growth, regenerative agriculture, Byron Bay lifestyle premium, and the 63km Rail Trail all converge at this property.

Authentic Provenance

300+ rare fruit varieties requiring 8 to 15 years to reach maturity. A moat built in biology, no competitor can replicate this.

Founder Alignment

Tristan Grier (Byron hospitality), Luke Chandresinghe (international design), EXPI (financial infrastructure). All three invested in the outcome.

70 Foxs Lane, Tyagarah NSW

51 ha

FREEHOLD LAND

\$8.5M

ASSET VALUE

8 min

BYRON BAY CBD

63km

RAIL TRAIL
ADJACENT

Volcanic basalt soil, among the most agriculturally productive in Australia, with established irrigation, mature tree canopy, multiple micro-climates, and gentle topography enabling diverse architectural typologies. Three independent valuers confirmed \$8.5M asset value before any development capital is deployed.

BYRON BAY HINTERLAND

Byron Bay generates \$1B+ in annual visitor spend and consistently leads Australia in accommodation ADR and per-visitor spend. The Tyagarah hinterland commands a significant premium over coastal equivalents. Land holdings of this scale in this geography are extraordinarily rare.

THE RAIL TRAIL CATALYST

The 63km Byron Shire Rail Trail runs directly adjacent to the property. Conservative projections: 300,000+ trail users annually from 2026. 70 Foxs Lane is positioned to capture food, sport, wellness, and accommodation demand from a captive visitor demographic. No other property along the route combines this suite of amenities.

The 70 Foxs Lane Ecosystem

Every structure, pathway, pool, and plate is shaped by a single principle: the land comes first. Luke Chandresinghe's design language, informed by Bartlett training, London and Tokyo practice, and Daiwa Fellowship research into Shinto spatial philosophy, embeds the volcanic soil, orchard canopy, and hinterland views into every built experience.

SIX VISION PILLARS

Sport & Play	Padel at international standard, the court as social infrastructure and anchor attraction.
Farm to Table	Restaurant as honest expression of the land. Nothing imported that can be grown.
Rest & Renewal	Accommodation and wellness dissolving into the orchard landscape.
Making & Growing	The nursery, deli, lab, the estate as a place of craft and production.
Community	Members, guests, and locals sharing sport, food, and culture.
Legacy	A generational asset. Custodianship over exploitation. Land that grows in value and meaning.

DESIGN PHILOSOPHY

Architecture by Luke Chandresinghe (Undercover Architecture): volcanic basalt, recycled hardwood, and rammed earth. Spatial philosophy rooted in the Shinto principle of ma, negative space as meaning. Every room is oriented to the orchard. Every threshold dissolves interior and exterior.

13 Diversified Revenue Pillars

The estate operates thirteen discrete revenue pillars with cross-promotional synergies. Stabilised total revenue: \$8.49M p.a. at 28% EBITDA margin. No single stream exceeds 22% of total revenue.

01	Padel	4 courts, coaching, academy, tournaments	\$1.24M
02	Restaurant & Bar	Fine-casual, estate-sourced, seasonal	\$1.85M
03	Accommodation	16 keys, cottages + residence, 78% occ.	\$1.68M
04	Wellness & Spa	Treatments, programmes, day access	\$0.68M
05	Deli & Market	Produce, pantry, prepared foods	\$0.52M
06	Events	Corporate, social, cultural	\$0.38M
07	Concept Store	Design objects, estate brand	\$0.38M
08	Shala	Yoga, movement, breathwork	\$0.29M
09	Orchard & Farm	Markets, CSA, wholesale, tours	\$0.34M
10	Memberships	Sport, wellness, social tiers	\$0.29M
11	Foxs Lab	Botanical skincare, DTC, retail	\$0.38M
12	Harvest at Home	Frozen exotic fruit DTC	\$0.10M
13	Picone Exotics	Nursery wholesale, rare genetics	\$0.14M

Converging Mega-Trends

Wellness Tourism

USD 919B (2023) to USD 1.4T (2027) · 11% CAGR

Byron Bay is Australia's natural hub. Above-average visitor spend, 85%+ peak occupancy, and a permanent influx of high-net-worth lifestyle migrants creating local premium demand.

Padel

25M players globally, 3rd most played sport worldwide · Fastest growing

In Spain: 20,000+ clubs. In Australia: near-zero quality infrastructure. First-mover advantage in premium lifestyle markets is significant and time-limited.

Farm Tourism

USD 7.4B to USD 14.2B (2028) · 14% CAGR

Consumers want provenance. The orchard provides a commercially trading agricultural story, 300+ exotic varieties, live farmers' market operation, that no competitor can manufacture.

Byron Premium

\$1B+ annual visitor spend · #1 NSW regional ADR

Byron Shire leads Australia in domestic tourism spend per visitor. Property values up 78% in 5 years. Supply of premium sport, wellness, and land-connected hospitality critically constrained.

Revenue & Returns Projections

11.8%

10-YEAR IRR

2.31x

EQUITY MULTIPLE

9.0x

EXIT MULTIPLE

28%

STABILISED MARGIN

REVENUE BUILD BY YEAR (\$'000)

PILLAR	Y1	Y2	Y3	Y4	Y5
Padel	320	680	980	1,120	1,240
Restaurant & Bar	480	950	1,420	1,680	1,850
Accommodation	380	820	1,240	1,520	1,680
Wellness & Spa	120	320	520	620	680
Deli, Store & Farm	260	480	710	800	900
Events & Memberships	100	280	480	590	670
Adjacent Businesses	80	260	660	830	1,000
Total Revenue	1,740	3,790	6,010	7,160	8,020

Investment Structure

The \$40M raise is structured across four milestone-gated tranches via an EXPI-managed SPV. Capital is drawn only upon delivery of defined preconditions.

T1 \$5M	Seed & pre-development
Preferred equity, first loss protection	
T2 \$12M	Phase 1: padel, restaurant, spa, 6 cottages
Senior equity	
T3 \$8M	Phase 2: 10-room residence, full programming
Senior equity	
T4 \$5M	Pre-opening, marketing, contingency reserve
Operational equity	

SCENARIO ANALYSIS

Bear Case (75% revenue)	8.2% IRR	1.78x
Base Case	11.8% IRR	2.31x
Bull Case (120% rev + exits)	16.4% IRR	3.12x

INVESTOR RIGHTS

- › Pro-rata distributions on operating cash flow (post debt service and reserves)
- › Co-sale, drag-along, and tag-along protections for all investors
- › Quarterly financial reporting and annual audited accounts
- › Preferred equity and first loss protection for Tranche 1 investors
- › Minimum investment: \$250,000 (wholesale and sophisticated investors only)

Tristan Grier & Luke Chandresinghe

Tristan Grier

CO-FOUNDER · HOSPITALITY & OPERATIONS

- Proven hospitality operator behind Harvest Newrybar, Sparrow Coffee, and Barrio — three of Byron Shire's most enduring and community-defining venues
- Over a decade of hands-on leadership spanning concept development, kitchen culture, brand storytelling, and community engagement
- Deep personal and professional roots in the Northern Rivers food and hospitality ecosystem — known for craft, integrity, and provenance
- Personal connection to the 70 Foxs Lane estate through family heritage — a genuine steward of the land, not a passive investor
- Philosophy rooted in seasonality, authenticity, and community — the antithesis of hospitality theatre, with a track record to match

Luke Chandresinghe

CO-FOUNDER · ARCHITECTURE & DESIGN

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

Risk & Downside Protection

The investment is structured with multiple layers of downside protection. The \$8.5M hard asset base means a liquidation scenario does not result in a total loss. Phased capital deployment ensures investors in later tranches benefit from risk reduction as early milestones are proven.

KEY RISKS & MITIGATIONS

Construction cost overruns	Fixed-price contracts and Tranche 4 contingency reserve
Planning approval risk	Preliminary council engagement and existing DA framework in place
Tourism market cyclicality	13 diversified pillars and strong local and orchard revenue floor
Competitive entry	Structural moats: orchard genetics, land holding, founders' relationships
Staffing in regional location	On-site accommodation and community positioning attract talent
Liquidity risk	Private SPV, limited secondary market pre-exit; EXPI developing pathway

LEGAL & REGULATORY

Investments made into an EXPI-managed SPV holding direct equity in the development entity. Offered to sophisticated and wholesale investors only under s708(8) and s761G of the Corporations Act 2001 (Cth). No prospectus or PDS required. Independent legal review available on request under NDA.

Minimum investment: \$250,000. Quarterly reporting, annual audited accounts, and co-sale protections for all investors. Capital is drawn in tranches only upon achievement of defined project milestones.

Begin the Conversation

We invite qualified investors to engage directly with the founders and EXPI to discuss the 70 Foxs Lane opportunity in detail.

01 **Execute NDA**

Receive the full financial model and due diligence package

02 **Founders Call**

Direct conversation with Tristan Grier and Luke Chandresinghe

03 **Site Visit**

Walk the estate, inspect the orchard, meet the team

04 **Commit**

Subscription documents and SPV onboarding via EXPI

svds@expi.digital

70 Foxs Lane · Tyagarah NSW 2479 · Australia

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