

Take the lead

Commercial rent relief

Providing landlords and tenants with confidence
A practical end to end solution for calculating rent relief



The Code and regulations



Easy three step process to calculate rent relief

A simple process to estimate, finalise and audit commercial rent relief.

As advisors and accountants to the property sector, we believe that following our simple process to manage rent relief negotiations will preserve integrity and trust between landlords and tenants.

Our process protects the interest of landlords, tenants and their respective stakeholders, while upholding the intention of The Code.

Following our process:

- Landlords are assured about the actual rental income they derive and can with confidence acquit any reduced returns to financiers, shareholders or investors.
- Tenants are assured that rental payments reflect the actual drop in trade in the event it's worse than forecast. Tenants also report standard information to landlords and other confidential financial information is provided only to the independent auditor as necessary, not the landlord.
- For both landlords and tenants, reporting of estimated and actual results that are audited will make this process easier for both parties to administer rent relief.

1

Interim rent relief

- Tenant estimates the impact on trade at the beginning of the reporting period (e.g. beginning of the quarter) based on forecasts.
- Tenant and landlord calculate interim rent relief based on the estimates compared to an agreed benchmark (e.g. the equivalent period in the prior year.).
- Rent relief agreed in accordance with state regulations.

2

Rent relief adjustment

- At the end of each reporting period the tenant reports to the landlord the actual impact on trade.
- Rent relief is recalculated using actual results.
- The difference between the interim and actual rent relief is processed as an adjustment in the following months rent.

3

Independent audit

- Independent registered company auditor audits the tenant's actual results.



Fixed pricing for certainty

To provide a greater sense of certainty in relation to our services, we have provided the five key areas of support with fixed fee points*.

Partnering with tenants and landlords		Est. fees \$AUD (ex GST)
1.	<p>Provision of a standardised Request For Information schedule for tenants to populate and submit with an application for rent relief, consistent with the requirements of the National Cabinet Mandatory Code of Conduct and subsequent State legislation and regulations.</p> <p>Provision of a standardised reduction in trade and rent relief assessment excel based calculator.</p>	\$3,000
2.	<p>Interim rent relief assessment - Liaise with tenant for initial request for information that will include forecast turnover for the upcoming reporting period and actual turnover for the agreed benchmark period (e.g. actual turnover for the prior comparable period).</p> <p>Calculation of interim rent relief based on the forecast financial information.</p>	\$900 per tenant
3.	<p>Final rent relief assessment - Liaise with tenant after the end of the reporting period to request actual results.</p> <p>Calculation of actual rent relief for the reporting period and the adjustment between the interim and actual rent relief.</p>	\$500 per tenant per quarter
4.	<p>Independent audit of tenant turnover, or similar agreed metric, for the purposes of providing an opinion on actual performance for the reporting period</p>	\$2,000 – \$4,000 per audit
5.	<p>Ongoing advice on The Code, state legislation and regulations</p>	Based on time spent at hourly rates

*Based on signed engagement letter

Our clients own over \$15 billion of Commercial, Retail and Industrial Property and have over 3,000 business clients most of these are tenants. Therefore, we are well placed to form a balanced view on what is an appropriate framework for providing rent relief that is fair to both landlords and tenants.

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