



The sale of 310 Ann Street, Brisbane, will be struck at a yield of more than 11 per cent.

Armada aims to take Suncorp HQ

Ben Wilmot

Armada Funds Management has arranged to purchase insurance and banking group Suncorp's headquarters in Brisbane for about \$63 million.

Armada's plan to acquire the 20-storey office building at 310 Ann Street, known as "The Wedding Cake", for its clients was foreshadowed by *The Australian Financial Review* in June.

Armada completed nine weeks of due diligence and will soon exercise its right to acquire the property.

The deal is being brokered by Jones Lang LaSalle's Ben McGrath

and Geoff McIntyre. It is to be struck at a yield of more than 11 per cent, reflecting Suncorp's lease-back arrangement and the eventual need to find a new tenant.

Suncorp plans to shift to a new tower at the end of 2014 and has five developers shortlisted to build the 30,000 square metre project.

This will be cut down to two developers by the end of the month.

Armada's interest in Suncorp's existing A-grade building is partly based on a view that Brisbane's leasing market will further strengthen, especially given the fact it will face vacancy of 16,500 sq m at the end of 2014.

Tenant demand for Brisbane central business district office space has lifted and net absorption was 10,970 sq m in the second quarter of 2011, cutting the CBD vacancy rate to 6.8 per cent.

Mr McGrath said there had been a much greater level of confidence apparent in the Brisbane CBD office market in the past few months as the office vacancy rate fell below 7 per cent and leasing demand continued to strengthen.

Armada founding director Chris Monaghan is also confident about the leasing outlook, which is driven by resources, finance and government tenants.

Tale of differen

Nick Lenaghan

Stakeholders in Centro's two entities face vastly different outcomes as the shopping centre giant prepares to relaunch itself as a fresh, listed ASX Top 100 stock.

Investors and other claimants in the Centro Properties Group are part of a company with \$1.1 billion in negative net equity.

In sharp contrast, Centro's new investors are part of a company with almost \$950 million in net equity.

Their focus is to maximize value, rather than rescue the company, as headstock investors would.

Chief executive Robert Monaghan hopes those parent companies will be "rational" and agree to carve up a \$100 million payment.

The alternatives for Centro shareholders are 5¢ per share, or likely nothing, if they reject the offer and Centro is wound up by its creditors.

National Australia Bank principal equities analyst Peter Cashmore says that potential for receivership is a "sufficient motive" to persuade shareholders to back the deal.

After the new trust is launched, the NAB team anticipates "another sell-down" by Centro's lenders — a bunch of 50-odd funds — who will have swapped their debt for about 68 per cent of the new equity.

"How the prodigal son is