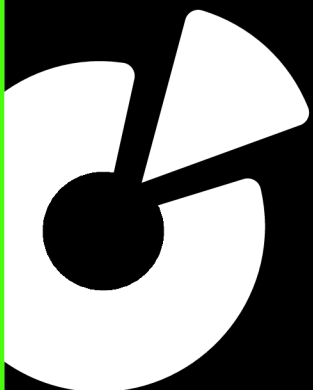


# Tryb.

The ultimate app for  
groups of people buying  
real estate together.



Connect with others, get valuable resources, find  
properties and access knowledgeable consultants.

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# Property Ownership Portionalised.

Something profound is happening the world over; real estate prices are skyrocketing and people are being forced to find other ways to get into the market.

Chances are, if you've stumbled across Tryb, you're already researching the idea of pooling your cash with others and buying in a property unit trust.

People are now realising that 'How much of a property they own' is now totally up to them. Unit Trusts provide groups of people with similar goals a method of buying property together under a legal structure.



At Tryb, we have been specifically established to service this demographic of people with everything they need to make this happen on their own. Using the app you can now find others just like you, setup a unit trust, outsource the property purchase and even find the right tenant.



People from all walks of life  
are using the Tryb app to  
level the playing field;  
anyone can establish a  
property unit trust with our  
simple to follow **Tryb Guide.**



**Tryb.**

# How we work for you.

At Tryb, you access everyone through the app — as and when you need them. Plus you get a super simple checklist to follow that helps you along the way. The app is the conduit to your entire consulting team. PLUS you can access standard templates such as Unit Trust Docs, Standard Governing Rules & Guidelines and other great tools to help you through the process.



You

**One simple  
conduit**

**Tryb.**  
App



Acquisition / Negotiation



Conveyancing



Inspections



Accountanting



Rental Management



Unit Trust Establishment

**Simple Checklist | Great Resources | Social Connection | Expert Advisors**

**Tryb approved real estate buyers agents follow your unit trust mandate, offering structured data analysis, sourcing properties that match your capital growth strategy and then assisting you to acquire, manage and eventually sell your asset with the aim to achieve the greatest capital growth.**

**Tryb approved buyers agents work in a fee for service relationship. And there is no obligation to use our agents.**

**Remember; we're just an app!**



# Why are people buying in a **Tryb**?

- **Low capital**
- **Time-poor**
- **Lack experience**
- **Want diversification**
- **Invest sooner**

Most users tell us that the reason they invest in property as a group is because they are either short on capital or simply want to invest more regularly with more diversification.

But Tryb is not just for those who lack the capital to buy their own property; it's also for those who lack the in-depth experience to manage the property investment journey themselves so using Tryb gives them access to the app and all its resources.





**Join a Tryb you  
resonate with or  
start your own!**



## What kind of properties can you buy with one of our unit trusts?

So far we have developed a range of standard property unit trusts that allow for the purchase of either commercial or residential real estate. We are also currently working on more complex structures to allow for the purchase of assets like hotels, house & land packages and other more complex asset classes.

### Residential

Units (New & Existing)  
Townhouses (New & Existing)  
Houses (New & Existing)  
Dual Occupancies

### Commercial

Offices  
Retail  
Industrial  
Rural & Farming



**You are in full control  
of what kind of  
property you invest in.**  
We're just the app that  
helps you do it.



# Who we help

**Groups** - looking for help with structure and outsourcing the property process to expert consultants.

At our core, we're a hub for people wanting to buy real estate in a cohort to access everything they need in the process from a document suite and connection to specialised advisors who have experience establishing property trusts, to helping you find the right property by connecting you with buyers agents who understand your agenda.

This makes us the perfect choice for those who have a cohort of friends that each want to invest as a group in real estate but lack the expertise to put it all together. Think of it as Property on Auto-Pilot.

## **Lone wolves** - looking to find their wolf pack

One of the hardest parts to setting up a property unit trust is finding those who resonate with your investment preferences. Tryb removes the legwork, helping people find their posse. Our awesome social features let you join Social Groups based on the kind of property and structure you are looking to setup.

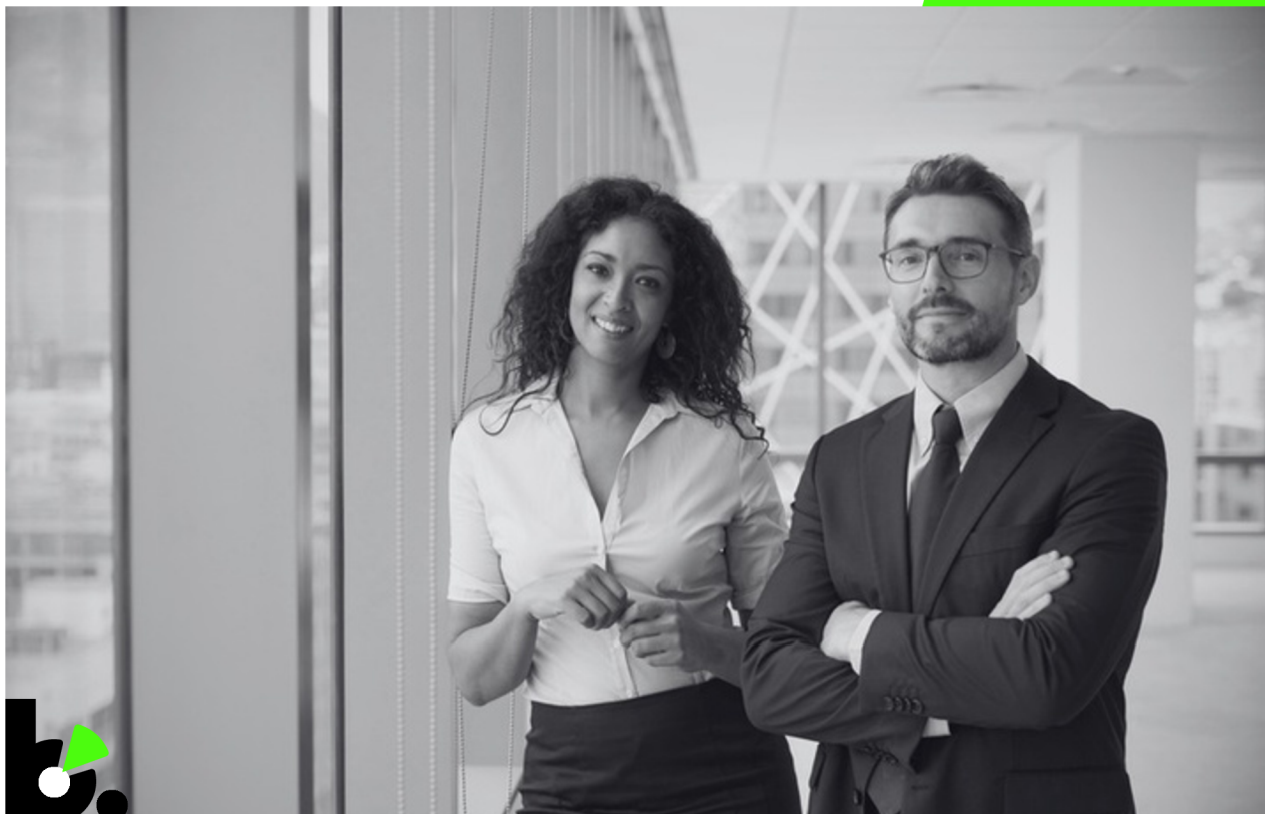
Once you are in a group its as easy as waiting to find enough people for your Tryb.

# Developing Futures

What it means and why its our mission

## 3 things we are passionate about

- Education - Members learn through our training and educational resources to upskill on property.
- Wealth - Our clients are able to get into the property market sooner and being part of that makes us happy.
- Community - More investors means a stronger economy, more investment properties to service the housing shortage and a social community of support within our membership.



# Outsource the entire process from strategy to realisation.

## The 'Tryb Guide' helps you with the 16 Steps to buying property in a Tryb.

1

### Pick Your Investment Preferences

We have created a number of different Tryb Groups that each represent a different investment preference. We provide these solely to help people get started but you are welcome to start your own group and try your luck at attracting others to your investment preferences. This makes the process of selecting what kind of investment to make 100% in your control. Everyone knows the Tryb strategy from the outset.

2

### Get your Tryb together

Once you have enough people that have agreed to proceed, you can each formally register your interest as a group and agree to the general rules of the Tryb. You should only do this if you have the required money available and are ready to join the Tryb immediately. Last thing anyone wants is to be let down by another member.

3

### Download Your Document Suite

When you register your interest the App will automatically push everyone a copy of the standard document suite. Everyone should read through this to ensure they are 100% on the same page with everything. You'll have access to learning resources to help you if required.

4

### Schedule Your Legal Advice Session

Next you'll book in a legal advice session through the app with your new legal consultant. They will help your group ensure everyone understands the process ahead. They will take your group through the entire document suite and advise you all exactly how a property unit trust works and your legal obligations.

5

### Signing Your Documents

Once you are completely informed and have had the appropriate time to consider all factors of the agreements you would then sign them and return them to your legal advisors. Please note that these lawyers represent you and your trust, they do not act for Tryb — we're just an app.

6

### Deposit Your Funds

Once you have signed and returned the documents you will deposit your funds into the solicitors trust account where it will stay until your trust is established.

7

### Accountant Appointed

At this stage an accountant will be appointed as per the Trust documents. The accountant will also setup the structure for the financial records of the trust. The accountant is engaged through the app, we'll automatically prompt you to setup this meeting once you have finished the previous stage.

8

### Unit Trust Established & Banking Setup

The Tryb Unit Trust is then established and a bank account can be setup in the trust name. We have a list of our Banking partners in the APP to help you. Using a bank that understands the process of setting up a unit trust and dealing with multiple unit holders for identification is important.

9

### Property Search & Analysis

Our recommended buyers agents follow the mandate as outlined in your Unit Trust rules to find a property that matches the criteria. Things like location, target rental yield, description, prospect for capital growth and other metrics are considered by the buyers agents.

11

### Conveyancing

Once a contract is signed, our conveyancing partners take over. They then manage the entire legal process all the way to settlement, keeping your Tryb in the loop at all times through the Tryb app.

13

### Pre-Settlement Inspection

Before final settlement of the property your buyers agent undertakes the final settlement inspection to ensure there has not been any last minute damage to the property. Once confirmed, settlement occurs.

15

### Ongoing Accounting & Dividends

The accountant will provide regular updates with respect to your Tryb through your Tryb app plus they will handle all of the trust's financial and tax obligations.

Dividends will be distributed as per the Tryb rules (Usually quarterly).

10

### Negotiation & Contracting

Once a target property is found your buyers agent will negotiate to ensure your Tryb saves as much money on the way into the property as possible. Remember: Properties with no finance clause and limited conditions win better properties at better purchase prices.

12

### Due Diligence, Reports & Inspections

Contracts are usually subject to a Due Diligence period which allows your buyers agent to do the appropriate searches and inspections such as building and pest inspections and council reports.

14

### Rental Manager Appointed

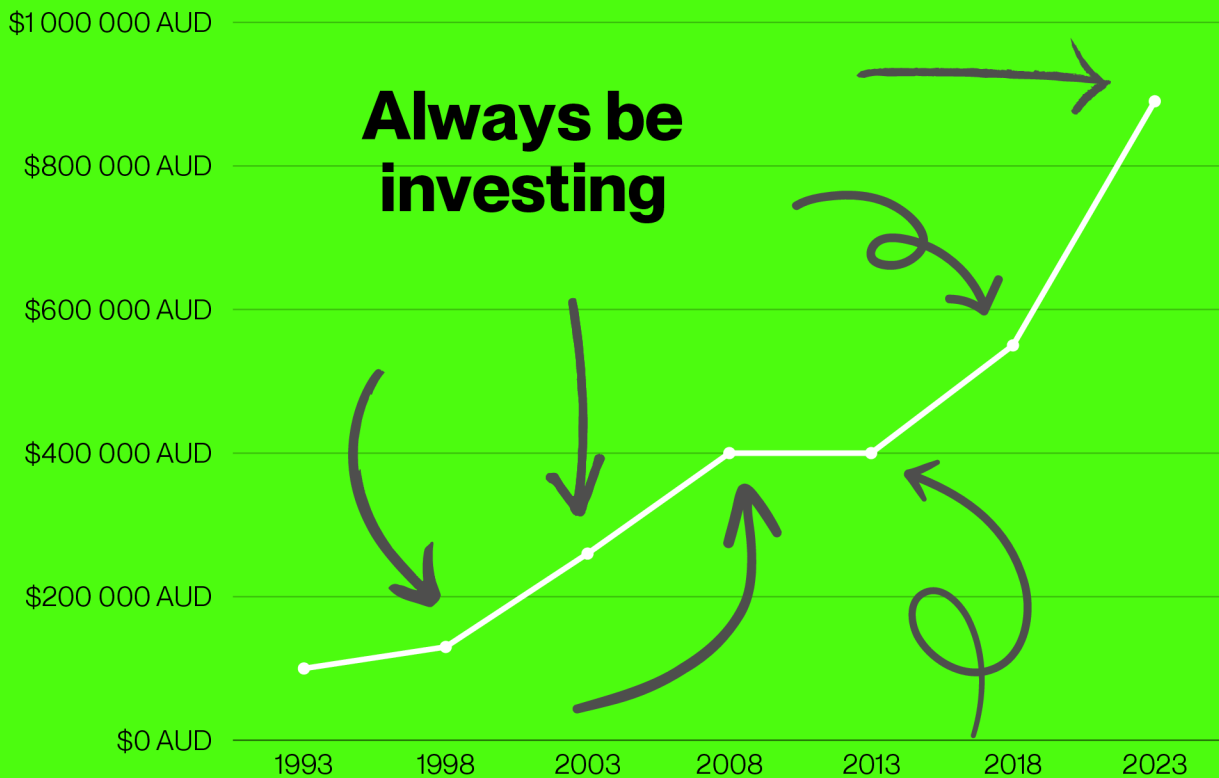
Once settlement occurs your buyers agent will help you to immediately engage a property manager to ensure you get your property rented and generating income as quickly as possible. They will provide regular updates through the Tryb app.

16

### Eventual Sale of Property

At the end of the Unit Trust investment period as dictated in the Trust Agreement, a selling agent will be appointed and the property will be sold as per the Unit Trust Mandate. At this time, final accounts are prepared, the residual sale proceeds are then distributed to unit holders as per their unit holding and the Unit Trust is then closed.





**The market is constantly moving. People generally choose to buy in a group because it gets them into the market every time they manage to save some funds rather than waiting till they have a large deposit.**

We get it; saving to one-day afford property often means missing your opportunity to get into the market and sometimes results in having to save even more money. Tryb helps you by giving you all of the resources and connections you need to make the process simple so it can happen more regularly.

# Manage the entire process with proven consultants.

Take their advice not ours. We are a platform not an advisory. We bring you the best advisors so you get the best outcomes. At Tryb we're all about connecting people.

Our founders have used Tryb's exact structure to purchase properties for their own portfolios. Tryb came to life from real world experience putting these things together and wondering why the knowledge and resources were not available to empower everyday people to do the same.

The process that Tryb follows is known and understood intrinsically by our consulting partners which means you can relax, knowing that it's a finely oiled 'machine' of consultants with a clear framework to ensure great communication through the app.





## Example Unit Trust Group Mandate

The following is provided to help you see what kinds of things can go into a Unit Trust Mandate. You can pick one that resonates with you in the app or simply start your own and set all your preferences — then wait to find others who share your goals.



## 4brm House less than 10years old — Under \$1m

Settle Property | Lease Property for Income | Hold for 5 Years | Sell for Capital Gain

### GROUP MANDATE:

#### 5 Year Investment Term

Purchase property as per the property description and hold it for a period of 5 years. At completion of 5 years the property would be sold via the sale method.

#### Sale Method: Valuation then Auction

At end of the Investment term, the property would be valued and then listed for sale with a local agent to be selected by the group. The sale method will be by Auction.

#### Minimum Sale Value

At the end of the term, the sale value accepted by the trustee must be at least market value +10% in order to be accepted. Any amount exceeding market value must be accepted by the trustee. Any amount under the minimum sale value must be approved unanimously by the Tryb.

#### Professional Trustee

The Trust's accountant will be appointed as the Trustee for the Trust who must act under the rules of the Trust and where rules fail must take a vote from the unit holders where majority rules.

Nothing should be taken as being an offer or financial product. This is the mandate of the trust and the target of the unit holders. Tryb and its affiliates and consultants work in a service based relationship for you and the other members of your Tryb and you take full responsibility for the property and this mandate.

**\*To access any of our Tryb Groups you must hold a valid Paid Tryb Membership.**

**TERM:** 5 years

**SALE METHOD:** Valuation then Auction 45 days

**MINIMUM CAPITAL PER MEMBER:** \$57,841

### EXAMPLE PURCHASE COSTS:

|                           |             |
|---------------------------|-------------|
| Purchase Price            | \$1,000,000 |
| Transfer Fees             | \$3,804     |
| Stamp Duty Fees           | \$38,025    |
| Building & Pest           | \$500       |
| Conveyancing              | \$1,500     |
| Legal Structure           | \$1,500     |
| Accounting Structure      | \$1,500     |
| Contingency               | \$50,000    |
| Required Capital          | \$1,096,829 |
| Minimum Unit Holder Share | \$54,841.45 |

### PROJECTED ANNUAL RENTAL INCOME:

|                        |                       |
|------------------------|-----------------------|
| Target Annual Rental   | \$1,200 (\$62,400 pa) |
| Target Occupancy       | 95%                   |
| Accounting Fees        | \$2,000               |
| Property Management    | 8%                    |
| Est. Maintenance       | \$2,080               |
| Est. Rates             | \$2,080               |
| Total Pre Tax Income   | \$48,537.6            |
| Income Per Unit Holder | \$2426.88             |

**Target Annual Return** 4.4%

**Target Annual Capital Gain** 5%

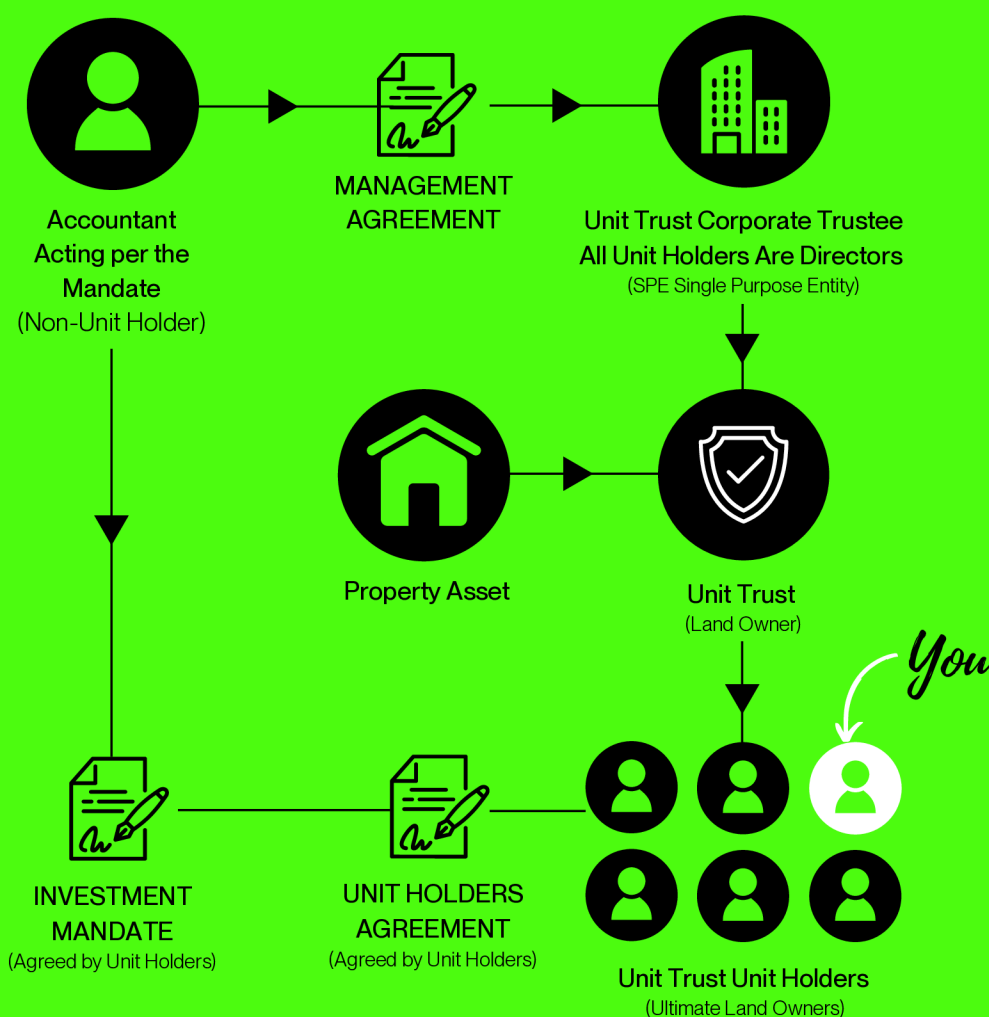


# Tryb Property Unit Trust Deed Explained

- ✓ Maximum 20 Unit Holders in each – every unit holder holds 1 vote
- ✓ Most decisions are unanimous, some are majority rules.
- ✓ The investment mandate is designed to take all of the guess work out of the process. Everyone agrees upfront on what happens in certain scenario so that only in extreme cases do people need to vote.
- ✓ Tryb property unit trusts are currently only setup as CASH investment trusts meaning 'zero leverage' or 'zero bank debt' investments. This means that 100% ownership rests with the unit holders, unencumbered from any debt facility.

# Tryb Unit Trust Structure.

See below a table showing how a Tryb Unit Trust is structured to keep things simple for unit holders while maintaining compliance.



**Legend:**

▶ = control and/or ownership

*You* = you or the entity that holds your units.

The Tryb Management Agreement clearly states that the project is controlled by the trust and the Accountant simply acts as per the Investment Mandate and is engaged under commercial terms for the purpose of managing the asset as per the Unit Holders Agreement.

# Tax benefits of the Tryb Unit Trust.

## Prepared.

For the potential unit holders  
of a Property Unit Trust.



### Legend:

▶ = flow of money

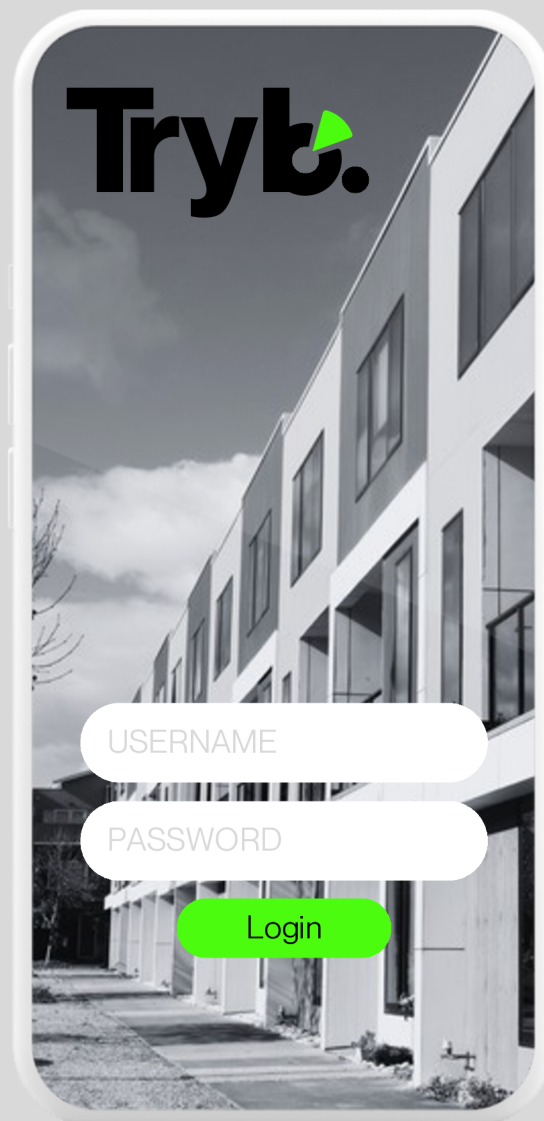
*You* = you or the entity advised by you

By using a Tryb Unit Trust, Unit Holders get the benefit of paying tax at their own entity level which means they may be able to take advantage of any local tax deductions. Check with your personal accountant as to the amount of savings you could potentially make due to this structure.

# You're in the loop

**At each stage of the property purchase, management and eventual sale, the consulting partners will keep you and the other unit holders up to date with information on the property through the Tryb app.**

We use the latest technology to allow Tryb Unit Holders to keep track of progress and access vital financial data and documents which they can use to supply their own personal advisors and accountants.



# It all starts with our membership.

## Tryb MEMBERSHIP

Your access to the full suite of Tryb technology.

### Tryb Basic Monthly

**\$59**

Per Month

Base Level Membership

- Total Cost \$588 per year
- 1 x Tryb Unit Trust Group Per Year
- Includes access to Investor Resources

### Tryb Premium Yearly

**\$900**

Every Year

Annual Membership with Savings and added benefits

- Everything in Monthly +PLUS below:
- Invitation to Premium Events
- 2 x Tryb Unit Trust Groups per year
- 1 x Free Property Education Course

### Tryb Platinum 5 Year Plan

**\$5,000**

Every 5 years

5 Year Unlimited Membership  
SAVE \$6,000 (\$11,000 Value)

- Everything in Premium +PLUS below:
- Unlimited Tryb Unit Trust Groups
- Invitations to Platinum Events
- Access to Platinum Tools and Resources
- Platinum Badge in Social Channels

While you can cancel any time, you must remain a member if you are part of a Property Unit Trust as you will need to access trust details through the app.

**“Don’t wait to buy  
real estate; buy  
real estate and  
wait.”**

**T. Harv Eker**