

## Folkestone investors get a little extra

Aug 24 2017

by Nick Lenaghan



*Folkestone's Greg Paramor has given his investors a special dividend. Arsineh Houspian*

Investors in Folkestone will get a special dividend after their Sydney-based fund manager booked a one-off gain when it sold down a rezoned residential development estate outside Melbourne into a syndicate.

The \$8.8 million fee derived from that deal at Wollert was just one of the examples of how Folkestone uses its own balance sheet to warehouse opportunities for the platform, managing director Greg Paramor said.

Folkestone runs a listed trust off its platform, along with a series of unlisted funds, raising syndicates to invest in new properties, such as a hotel it is jointly developing in Sydney's Green Square and a seniors living community at Sydney's Chatswood Golf Club.

The Wollert performance fee helped to boost statutory net profit for 2017 to \$13.4 million, up 146.1 per cent on the previous year.

Funds under management rose from \$1.1 billion to \$1.3 billion over the year. Folkestone's total funds management revenue was \$17 million, up 7.3 per cent on the previous year.

"The strong result for financial year reflects positive contributions from both our funds management platform through growth in funds under management and the launch of two new funds, together with profits and fees from our on-balance sheet development activities," Mr Paramor said.

Folkestone is paying a distribution of 3.25¢ per security, comprising a 2.75¢ dividend and a 0.5¢ special dividend.

For the 2018 year, Folkestone expects to pay a dividend of 3¢ per share, an increase of 9.1 per cent on the 2017 ordinary distribution