





Unlisted Real Estate Fund Manager



Experts in Value Add & Regeneration,
Development and Capital Raising for
Commercial Property



National Footprint



Dedicated Property Professionals



Investment Committee and Advisory
Board Members



National Award-Winning



Environmental Legacy

2,257

CARS OFF
THE ROAD

32,797

TREES
PLANTED

=5,440,170 KG CO²

TOTAL GHG REDUCTION
ACROSS PORTFOLIO

Assets

Office

162,440 SQM

\$1.3B

GAV (AS AT JUNE 2024)

Industrial

193,987 SQM

NLA/GLA

\$251M

GAV (AS AT JUNE 2024)

Total Funds Under Management

\$1.6B

GAV (AS AT JUNE 2024)

Development Pipeline

39,200 SQM

PIPELINE GLA

\$510M

END VALUE
CIRCA

Return Metrics

23.4%

IRR WEIGHTED FOR ALL
SOLD PROPERTIES

106.3%

TOTAL RETURN WEIGHTED
FOR ALL SOLD PROPERTIES

Tenant Retention

91%

RETENTION RATE
(AS AT JULY 2024)

Quintessential

Snapshot.



Stabilised

Asset Regeneration





Develop to Hold



Development Projects



Property Portfolio

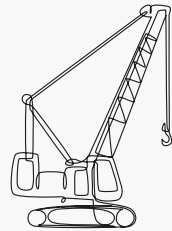
Development.

Our Expertise.



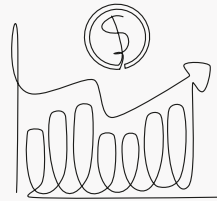
Property

Our property asset management team specialises in enhancing value through expert tenant management, streamlined operations and effective lease negotiations. This **ensures tenants have exceptional experiences** throughout their journey within our properties.



Engineering and Construction

The combined experience amongst our in-house engineering and construction specialists provides us with the competitive advantage to **unlock entrapped value, drive efficiency and mitigate risk**. This ensures we deliver market leading building solutions for our tenants.



Investor Relationships

Quintessential is trusted by investors having **raised approx. \$850M** for property acquisitions since inception in 2009 delivering total returns of 106.3% and a weighted IRR of 23.4% for all sold properties.



Awards and Accolades.

Innovation & Excellence Awards Finalist 2024

AS AWARDED BY PROPERTY COUNCIL OF AUSTRALIA FOR WURRIKI NYAL (CITY OF GREATER GEELONG)

- Best Development Innovation
- Best Office Development
- Best Public Building

Excellence in Commercial Innovation

AS AWARDED BY URBAN DEVELOPER AWARDS 2023 FOR WURRIKI NYAL (CITY OF GREATER GEELONG)

Fund of the Year

AS AWARDED BY RICS, 2019

Fund of the Year

AS AWARDED BY RICS, 2018





91%

Tenant retention rate

(AS AT JUNE 2024)

Our strong tenant retention rate is a result of our ongoing dedication to service, quality and cultivation of lasting relationships with our building occupants.



Long-term

Partners.

Asset Regeneration.



240 Queen Street Brisbane, QLD

Jun 2024
ACQUIRED

27,632 SQM
CURRENT NLA

FY 2029
FORECAST
STABILISED

STRATEGY

Over the next four years, 240 Queen Street will undergo a multi-staged repositioning that includes:

- Investing an additional \$31 million in regeneration and sustainability upgrades, including a major upgrade of the entrance and lobby area.
- Enhancing the building's already-established sustainability attributes, targeting leading-edge ESG compliance.
- Fostering relationships by providing market leading experiences and activations to retain and attract tenants.

One Margaret Street Sydney, NSW

Sep 2023
ACQUIRED

20,752 SQM
CURRENT NLA

FY 2027
FORECAST
STABILISED

~24,000 SQM
ON COMPLETION
NLA

STRATEGY

- Increase NLA and enhance building grade from A- to A+
- 6-level podium including outdoor terraces
- Food and beverage offerings
- Coworking and flexible spaces
- Stabilisation of existing tenancy and rental profile
- Market leading ESG credentials

30 Pirie Street Adelaide, SA

Dec 2022
ACQUIRED

24,613 SQM
CURRENT NLA

FY 2027
FORECAST
STABILISED

STRATEGY

- Repositioning in the market
- Refurbishment of ground floor lobby and end-of-trip facilities
- Creation of co-working and flexible spaces
- Food and beverage offerings
- Stabilisation of existing tenancy and rental profile
- Targeting a 5.5-Star NABERS Base Building Energy Rating

100 King William Street Adelaide, SA

Sep 2021
ACQUIRED

17,216 SQM
CURRENT NLA

FY 2027
FORECAST
STABILISED

STRATEGY

- Creation of a new ground floor plane
- Restaurant bar offering and collaboration zones
- New façade, canopy and the installation of brand-new end-of-trip facilities
- Targeting a 5-star NABERS Base Building Energy Rating





Develop
to Hold.



1 Malop Street Geelong, VIC

Dec 2017
PC ACHIEVED

15,604 SQM
NLA

8 years
WALE (AS AT
1 JULY 2024)

5.5-Star
NABERS BASE BUILDING
ENERGY RATING

6-Star
GREEN STAR
BUILDING RATING

Platinum Core & Shell
WELL BUILDING
CERTIFICATION

MAJOR TENANTS



60 Moorabool Street Geelong, VIC

Jul 2021
PC ACHIEVED

10,856 SQM
NLA

8.4 years
WALE (AS AT
1 JULY 2024)

5-Star
GREEN STAR
BUILDING RATING

MAJOR TENANTS





Port Adelaide Distribution Centre Gillman, SA

Existing asset with 11 warehouses (totalling GFA ~160,000sqm) plus the recently completed development of two new market leading warehouses.

~5,400 SQM

WAREHOUSE M COMPLETED FEB 2024

~7,600 SQM

WAREHOUSE O COMPLETED AUG 2024

~13,000 SQM

ADDITIONAL GLA



The Arbory 58 Morgan Street, Fortitude Valley, Qld

8-level A-Grade office development.

September 2026

EXPECTED COMPLETION

14,000 SQM

NLA ON COMPLETION

~\$200M

VALUE ON COMPLETION

~2,000 SQM

TYPICAL FLOORPLATES

- Incorporated into existing St Patrick's Church heritage precinct
- Expansive public realm
- Co-working and flexible outdoor spaces



20 Gheringhap Street Geelong, Vic

11-level A-Grade office development.

Q3 2026

EXPECTED COMPLETION

12,000 SQM

NLA ON COMPLETION

~\$170M

VALUE ON COMPLETION

~1,200 SQM

TYPICAL FLOORPLATES

- Targeting 5-stars NABERS Base Building Energy Rating
- Over 2,600 SQM of expansive public realm

Development

Pipeline.



Dynamic Team

Delivery Team



Shane Quinn
EXECUTIVE DIRECTOR



Justin Mills
CHIEF EXECUTIVE
OFFICER



Andrew Borger
CHIEF INVESTMENT
OFFICER



Peter Bird
CHIEF FINANCIAL
OFFICER



Noah Warren
CHIEF OPERATING
OFFICER



Carmen Smith
HEAD OF MARKETING,
MEDIA &
COMMUNICATIONS



Kathryn Durrant
SENIOR TRANSACTIONS
MANAGER



Julian McVilly
GENERAL MANAGER –
ASSET MANAGEMENT



Justin Murray
GENERAL MANAGER –
CONSTRUCTION



John Reginato
GENERAL COUNSEL



Lisa Pye
INVESTOR RELATIONS
MANAGER



Cara Clemente
SENIOR DEVELOPMENT
MANAGER –
ORIGINATION



Daniel Colman
HEAD OF WHOLESAL
INVEST

Investment Committee



**David
Krasnostein**
CHAIR



Adrian Clerici
COMMITTEE MEMBER

Our considered, authentic and committed approach to ESG is based on our firmly-held founding principle that ‘we want to leave things better than we found them’.

For the benefit of our staff, tenants, investors and Ecosystem partners, we aim to deliver exceptional carbon-mitigated properties and are committed to environmental sustainability, social benefits and sound governance.

Across our business, our Environmental Sustainability Policy is drawn from our core values of integrity and authenticity. Our Social Benefits Policy builds on our core values of respect and community, and our Sound Governance Policy is founded on our core values of consistency and candour.

At Quintessential, we are committed to the following:

- Ensuring capital preservation for our investors
- Creating long-term, stable income
- Increasing asset value
- Adding value transparently and ethically for all that deal with us
- Mitigating risk
- Providing beneficial environments for our tenants
- Supporting the communities that we are fortunate to be involved in
- Delivering optimised returns for our investors





**Our commitment to providing exceptional
experiences drives everything we do.**

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