





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

<b>2,257</b>	<b>32,797</b>	<b>=5,440,170 KG CO<sup>2</sup></b>
CARS OFF THE ROAD	TREES PLANTED	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)

### Stabilised



643 KESSELS ROAD  
UPPER MT GRAVATT, QLD



8 ST GEORGES TERRACE  
PERTH, WA



117 GRINDLE ROAD  
ROCKLEA, QLD



3 RICHARDSON PLACE  
NORTH RYDE, NSW



431 KING WILLIAM STREET  
ADELAIDE, SA



PORT ADELAIDE  
DISTRIBUTION CENTRE  
GILLMAN, SA

### Asset Regeneration



240 QUEEN STREET  
BRISBANE, QLD



30 PIRIE STREET  
ADELAIDE, SA



1 MARGARET STREET  
SYDNEY, NSW



100 KING WILLIAM STREET  
ADELAIDE, SA

Quintessential

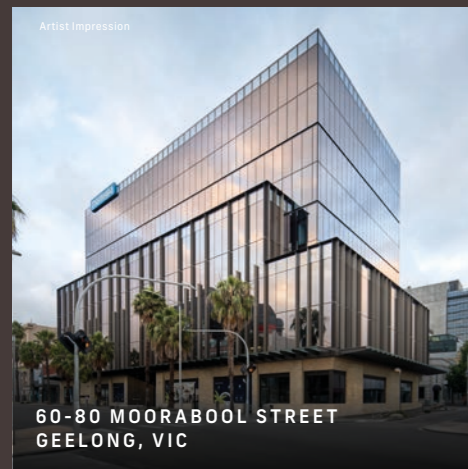
Snapshot.

Property Portfolio

Assets.



## Develop to Hold



## Development Projects



# Property Portfolio

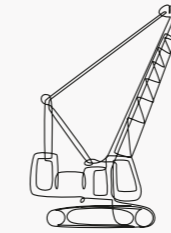
# Development.

# Our Expertise.



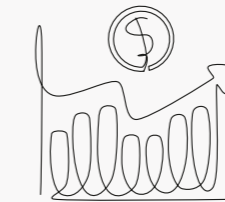
### Property

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

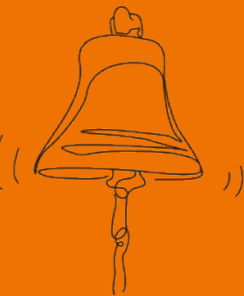
AS AWARDED BY URBAN DEVELOPER AWARDS 2023 FOR WURRIKI NYAL (CITY OF GREATER GEELONG)

### 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  
5.5-Star  
NABERS BASE BUILDING  
ENERGY RATING

15,604 SQM  
NLA  
6-Star  
GREEN STAR  
BUILDING RATING

8 years  
WALE (AS AT  
1 JULY 2024)  
Platinum Core & Shell  
WELL BUILDING  
CERTIFICATION

MAJOR TENANTS



## 60 Moorabool Street Geelong, VIC

Jul 2021  
PC ACHIEVED  
5-Star  
GREEN STAR  
BUILDING RATING

10,856 SQM  
NLA

8.4 years  
WALE (AS AT  
1 JULY 2024)

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

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**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 WHOLESALE  
INVEST

## Investment Committee

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**David  
Krasnostein**  
CHAIR



**Adrian Clerici**  
COMMITTEE MEMBER

# Dynamic Team

## Delivery Team



**Shane Quinn**  
EXECUTIVE DIRECTOR



**Richard Lucas**  
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

## Investment Committee



**David Krasnostein**  
CHAIR



**Adrian Clerici**  
COMMITTEE MEMBER

# ESG



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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