

We are a landlord
focused on
supporting you.

ACKNOWLEDGMENT OF COUNTRY

Quintessential acknowledges the traditional Country of the Wurundjeri Woi Wurrung and Bunurong Boon Wurrung peoples and pay respect to Elders past, present and future.

We recognise and respect their cultural heritage, beliefs and relationship with the land. We acknowledge that they are of continuing importance to the Wurundjeri Woi Wurrung and Bunurong Boon Wurrung peoples living today. We also extend our respect to all Aboriginal Language Groups and First Nations people within our community and beyond.



“Tenants come to us because we deliver solutions that are convenient, cost-competitive, service-driven, and high quality. The tenant understands the priority we place on relationships as evidenced by our **Love The Tenant** philosophy, and consequently, we have great working relationships.”

NOAH WARREN
Head of Quintessential Assets



About Quintessential

Shane Quinn and Harry Rosenberg established Quintessential in 2010, bringing together their decades of experience in property, engineering and chartered accountancy.

Quintessential specialises in property regeneration management and development, providing tenants with inspirational solutions and giving investors exceptional risk-mitigated returns.

We strive to deliver exceptional experiences through:

- our commitment to **quality of service and solutions**
- our responsive and **respectful relationship management**
- our expertise in **development, regeneration, and property management**

The Quintessential Way

- 01 Enjoy what you do and who you do it with.
- 02 Don't walk past something that is broken.
- 03 Strive for excellence and learn from mistakes.
- 04 Integrity is the essence of everything successful.
- 05 Work with people who align with our values
- 06 Always remember 'life is a long road'.



Our Structure and Expertise

Principles, fundamentals and a strong sense of conviction.

It's the way we treat our tenants, it's the way we manage our properties and it's the way we do business.

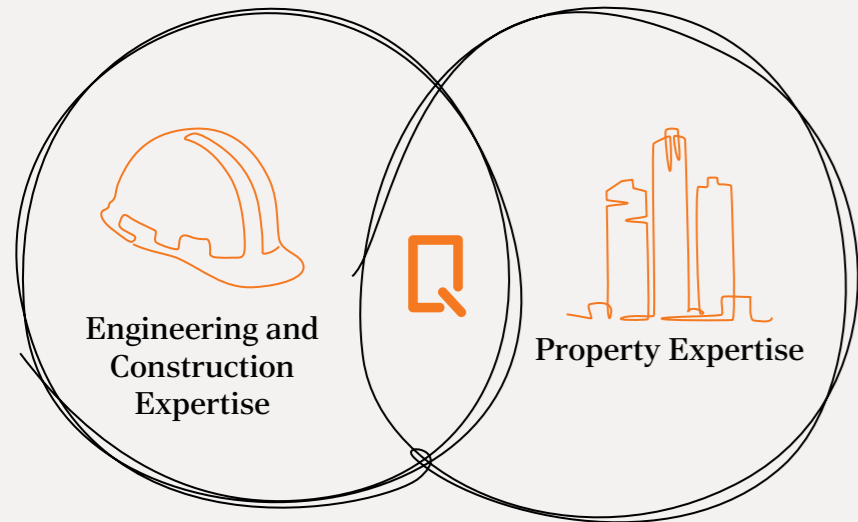
The team's collective knowledge and expertise in property, engineering and finance, supported by our network of outstanding partners, is integral to our success.

Property expertise

Our team adds value through aesthetic and mechanical regeneration through collaborating with tenants to help them meet their sustainability goals, reduce operating costs and create healthier workplaces. Through applying Quintessential's 'Love the Tenant' philosophy we build real relationships with our tenants. We believe that a win-win for all parties always achieves the best results.

Engineering and construction expertise

A real differentiator of Quintessential is our in-house engineering and construction expertise. These capabilities not only provide us with a competitive advantage when looking for opportunities with entrapped value, but they also enable us to drive efficiency and mitigate risk. This gives our team a significant edge.



We constantly seek to earn and retain investors' trust by providing exceptional experiences and risk-mitigated returns.



From acquisition to occupation, our in-house expert team provides certainty across all aspects of the development process.

Our dynamic and highly capable team is committed to tenant servicing.

OUR TEAM

We provide an expert team of agile, hands-on professionals who are passionate about property and highly experienced in their respective fields. Supported by our network of outstanding Ecosystem partners — you can be confident of an exceptional experience.



NOAH WARREN
Head of Quintessential Assets

Noah's passion for management of people and assets began more than thirteen years ago, at Quintessential's inception. Since then, Noah has observed the growth of Quintessential and now leads the Existing Assets team, harnessing a hands-on approach to lead and empower the Transactions and Asset Management teams.

Noah works with the team to bolster our capacity to deliver effective engagement strategies, CAPEX programs and seamlessly manage buildings. His years of experience enable him to manage tenant relationships and asset performance with a high level of service throughout the life cycle of a property, driven by his attention to detail and diligent approach.

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JULIAN MCVILLY
General Manager
Asset Management

Julian's responsibility lies in asset performance, where he has consistently delivered exceptional results for tenants. With over fourteen years of experience, Julian's deep understanding of the commercial property market makes him an exceptional General Manager, enhancing the level to which assets are presented.

Maintaining meaningful relationships with key tenant representatives, agents, and consultants is integral to Julian's success. Through these relationships, he can effectively and strategically guide tenants throughout their journey within the property to ensure that their experience is as seamless and beneficial as possible.

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PAULA STEVENSON
Asset Manager

With over two decades of experience in the US and Australian commercial real estate sector, Paula has a wealth of knowledge and understanding of the market.

Paula's capacity to achieve consistent, outstanding results is invaluable to the tenants of Quintessential. Through exemplary communication skills and expert knowledge in property and project management, she creates and maintains strong relationships with stakeholders, both internally and externally.

Paula is known for achieving the best possible outcomes for tenants, and her ability to be flexible and adaptable enables her to fully immerse herself in the life cycle of a property and provide adequate support for tenants along the way.

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JONATHON CASSIDY
Asset Manager

Jonathon is impassioned by the formation of communities and workplaces, which enables tenants to feel connected. After six years at Quintessential, he has developed a ground-up understanding of what is required to ensure a tenant's life cycle within the property is as seamless as possible.

Jonathon has an extensive understanding of property fundamentals, which have developed from his strong analytical base and passion for 'value-add'.

He can breathe a new lease of life into properties, and as a result, he can provide tenants with excellent strategic, risk-mitigated advice to enhance their experience.

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ALEX TIMMS
Asset Manager

Alex's success in property valuation and asset management over the past eight years has led him to his role within the Quintessential Asset Management team.

Having managed large commercial and high-value office portfolios, Alex has developed a holistic skillset covering different stages of the asset management life cycle, managing CAPEX programs, asset acquisition and tenant relationships to a high standard.

Alex can understand tenants' unique needs, and he delivers exceptional outcomes tailored to those needs. He creates lasting relationships based on trust that grow stronger over time.

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KANE BINION
National Engineering
Services Manager

Kane is dedicated to delivering practical and innovative project solutions, covering various phases from concept bids to operations.

He collaborates with clients and project teams to effectively manage building design, with a focus on building services, technology, and sustainability to achieve the desired client and project goals.

Before joining Quintessential, Kane spent 10 years as the Building Services Manager at Walker Corporation, overseeing the design and delivery of over 500,000 square meters of office space in their national portfolio. This included notable projects such as Collins Square and Parramatta Square.

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ROB DONEGAN
Design Manager

Rob is a client-side Design Manager, excelling in coordinating consultants and development teams to achieve desired design outcomes. With nearly two decades of experience, he has successfully led and managed architectural and design teams from concept to completion, paying meticulous attention to detail. Rob's expertise lies in applying and integrating architectural and construction technologies into the building design. Before joining Quintessential, he held the position of Senior Associate and Project Leader at global architecture studio, Woods Bagot, working on diverse projects of varying scales and phases.

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BRENDON SMITH
Construction Manager

Brendon is a highly experienced construction and project manager with a strong reputation for delivering complex development and regeneration projects. He was appointed to manage Quintessential properties under refurbishment and/or regeneration. Brendon holds an ACT Builders Licence (A Class Unrestricted) and has 20 years' experience in construction including commercial, industrial, retail, multi units, domestic, office and retail fit-outs, building refurbishments and energy efficiency upgrade work.

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JACK LEHRER
Assistant Asset Manager

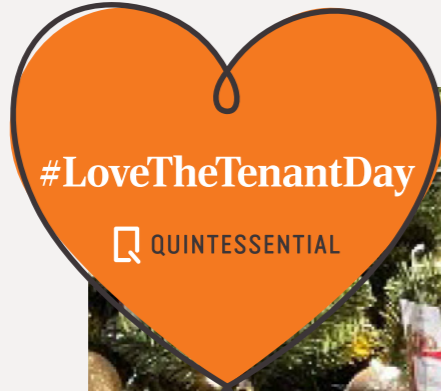
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SIMON ADLER
Property Administrator

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Love The Tenant Philosophy



#LOVETHETENANT

“We go the extra mile to build meaningful relationships while creating and maintaining a workplace where tenants’ businesses and staff thrive”.

We invest in tenants and work closely with you to better understand your needs. Asking what more we can do ensures we provide an exceptional experience. We care that you have a safe, healthy workplace for staff and business to thrive. As a landlord, you can expect a relationship founded on trust, and a bit of fun with together activities like Love the Tenant Day every 14 February, Easter and Christmas.



Since 2010 we have delivered best in class commercial property across Australia, creating long term value for our tenants.

- 36 Sawmill Place Hume, ACT
- 93 George Street Parramatta, NSW
- 51 Queen Street Melbourne, VIC
- Outlook Terrace Pakenham, VIC
- 8 Dunlop Court Bayswater, VIC
- 2 - 6 Bowes Street Phillip, ACT
- 269 - 271 Frankson Dandenong Road Dandenong South, VIC
- 14 Moore Street Canberra, ACT
- 50 Stennett Road Ingleburn, NSW
- 36 St Georges Terrace Perth, WA

2005 — 2013

- 100 King William Street Adelaide, SA
- 22 King William Street Adelaide, SA
- 333 Exhibition Street Melbourne, VIC
- 87 Marsden Street Parramatta, NSW
- 180 Browns Road Noble Park, VIC
- 13 Webb Street Port Adelaide, SA
- 166 Epping Road Lane Cove West, NSW

2014



○ 10 Moore Street Canberra, ACT

2016



○ 643 Kessels Road Upper Mount Gravatt, QLD

2017



○ 39 Brisbane Avenue Barton, ACT



○ 1 Malop Street Geelong, VIC

2018



○ 8 St Georges Terrace Perth, WA



○ 431 King William Street Adelaide, SA

2019



○ 60 - 80 Moorabool Street Geelong, VIC



○ 25 - 91 Bedford Street Port Adelaide, SA

2020



○ City of Greater Geelong Accommodation Precinct Geelong, VIC



○ 117 Grindle Road Rocklea, QLD

2021

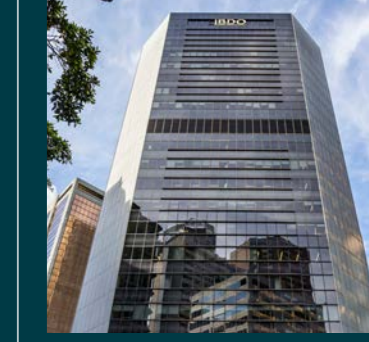


○ 3 Richardson Place North Ryde, NSW



○ 100 King William Street Adelaide, SA

2022



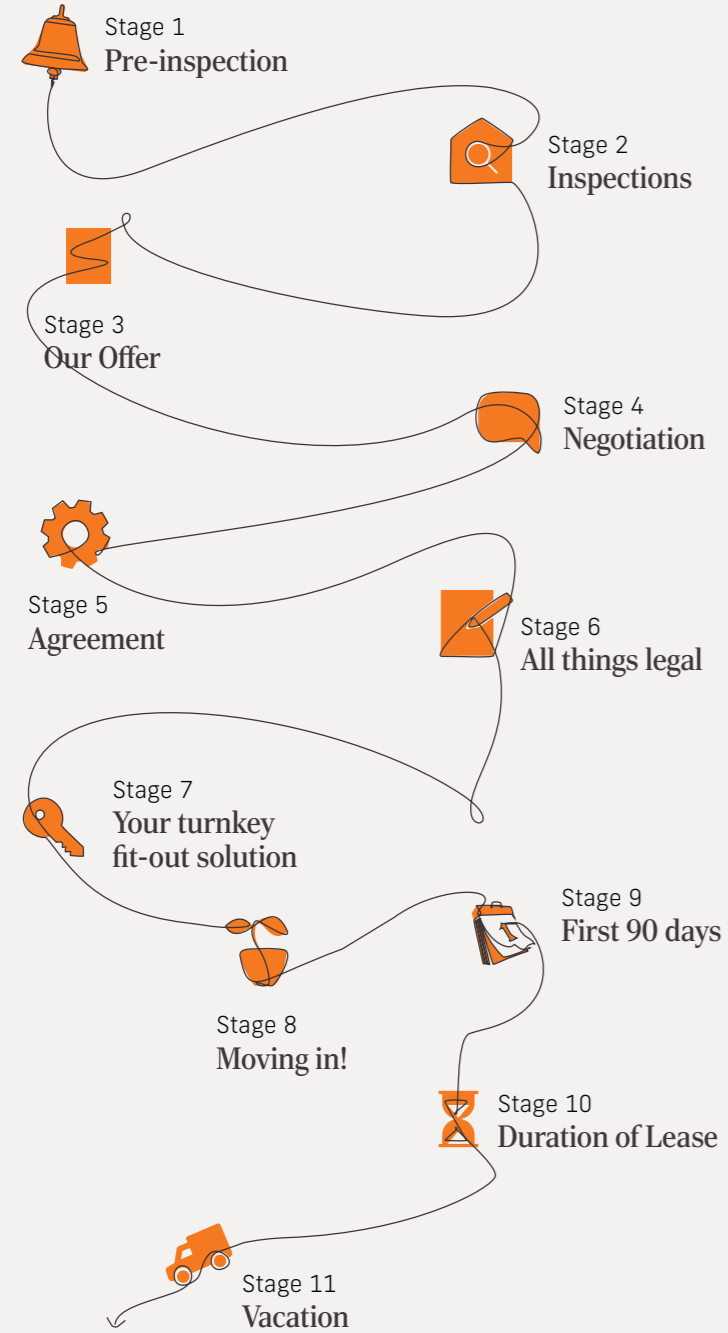
○ 1 Margaret Street, Sydney NSW



○ 30 Pirie Street Adelaide, SA

2023

Quintessential US



1 Pre-inspection We will share collaterals about the property and tenancy and respond (as applicable) to your brief, including features and benefits of the property, indicative terms, rents, premises availability, lease term, and operational costs.

2 Inspections With our agent, we will meet and guide you through the property, taking time to understand your wants and needs, including fit-out design for optimal working space, and leveraging Quintessential resources and associated benefits.

We will carefully discuss the Quintessential ways of working, the key stakeholders involved, the level of service you can expect, and the timelines.

3 Our Offer Our agent will prepare an offer as requested by you or your representative, typically after the inspection process considering all previous discussions and understanding of your requirements, fit-out budgets and timelines.

4 Negotiation You are provided time to review and revert to our agent with feedback or a counter offer to which we respond with an agreement or feedback within 24 hours. (Typically, correspondence is run by the agent appointed and copied to the Quintessential Asset Manager).

5 Agreement Quintessential will issue you a non-binding offer (no legal commitment formed) for mutual agreement.

6 All things legal We endeavour to prepare legal documentation 3 – 5 business days post the non-binding offer agreement. You will have time to review and provide feedback captured in the legal documentation.

After two rounds of feedback from both sides, we prefer to jump on a conference call or meet face-to-face to finalise any outstanding points. Quintessential will collate all documentation, attain appropriate signatories, and register the lease documentation.

7 Your turnkey fit-out solution If you wish Quintessential to deliver the fit-out based on your requirements, we will coordinate with the contractor as required. You choose your level of participation and sign off on all plans and costs.

8 Moving in! Once fit-out is completed, you can occupy your new premises. Our team will welcome you to the building and induct your team on how everything works.

9 First 90 days! We will be with you all the way, with regular visits from the Property and Facility Manager and the Quintessential Asset Manager to ensure we meet your operational needs. Feedback is always welcome!

10 Duration of Lease Your Quintessential Asset Manager will meet with you at least every quarter to discuss how your business is settling in, how the building is going, planned events, engagement programs and tools available to help you be comfortable in your tenancy and enjoy your building.

11 Vacation Life is a long road. Should you need to exit the tenancy at lease expiry, we will work with you to achieve a smooth transition.



We can manage your **entire** fitout process

OUR TURN-KEY SOLUTION

Whether you are a tenant moving into an existing building or one of our new developments, planning a new workplace can be complex. Our turn-key fitout solution streamlines the process from design through to moving in – reducing frustrations and keeping costs and timelines on track. We can manage the entire fit-out process for you, or work alongside you at every step of the journey.

THE FITOUT PROCESS

We make this process as seamless as possible by:



Understanding your tenancy requirements



Providing test fit options as required



Tenancy lease execution



Preparing design and service documentation



Appointing a contractor to complete the fitout



Managing the fitout works from mobilisation to your relocation date



Recent Acquisition - Sep 23

Case Study: 1 Margaret Street, Sydney, NSW

CURRENT STATE

NLA 20,752sqm

Car Parks 109

Avg. Floor NLA

Built 1984

- **Low rise** 1,125/sqm

Refurbed 2002, 2013, 2015, 2019

- **High rise** 1,163/sqm

Quality Low A-Grade

Occupancy 99%

WALE 1.6 years

NABERS Ratings

- 5.5-star NABERS Base Building Energy Rating
- 5.5-star NABERS Base Building Water Rating



REPOSITIONING (2023-2027)

Capital Expenditure

- \$61.6M (Podium)
- \$29.4M (Tower)
- Full destination control lifts
- High-end end of trip facilities
- Health & Wellness
- On-floor DDA bathrooms
- Refurbished on-floor amenities
- Refurbished common area lift lobbies
- Tech 5G connectivity and building applications

Additional Area

- Ground floor & podium: Levels 1-5: +3,231sqm NLA
- Podium floor plates from 1,359sqm to 1,899sqm approx.
- Creation of restaurant/bar/café on ground floor

ESG Initiatives

- Green material usage
- Full electric HVAC plant
- Biophilic podium / facade
- Large outdoor terraces
- A business wide commitment to spending 2.5% of its operating profits on social programs with its communities
- Partnering with builder to create apprenticeships for First Nations people and disadvantaged youth

FUTURE STATE

NLA 23,983sqm

Avg. Floor NLA

- **Low rise** 1,400/sqm
- **High rise** 1,163/sqm

Quality High A-Grade

- Anchor tenant and co-working operator

NABERS Ratings

- 5.5-star NABERS Base Building Energy Rating
- 5.5-star NABERS Base Building Water Rating

On Completion

HIGH A-GRADE
quality building

STRIKING
5-level podium

OUTDOOR
terraces area

IMPROVED
street level connectivity

NEW
building entry

ENHANCED
ESG credentials

DEDICATED
third spaces

Case Study: 431 King William Street, Adelaide, SA

ASSET INFORMATION

Purchase date: December 2018

NLA: 11,697sqm

Building occupancy at acquisition: 69%

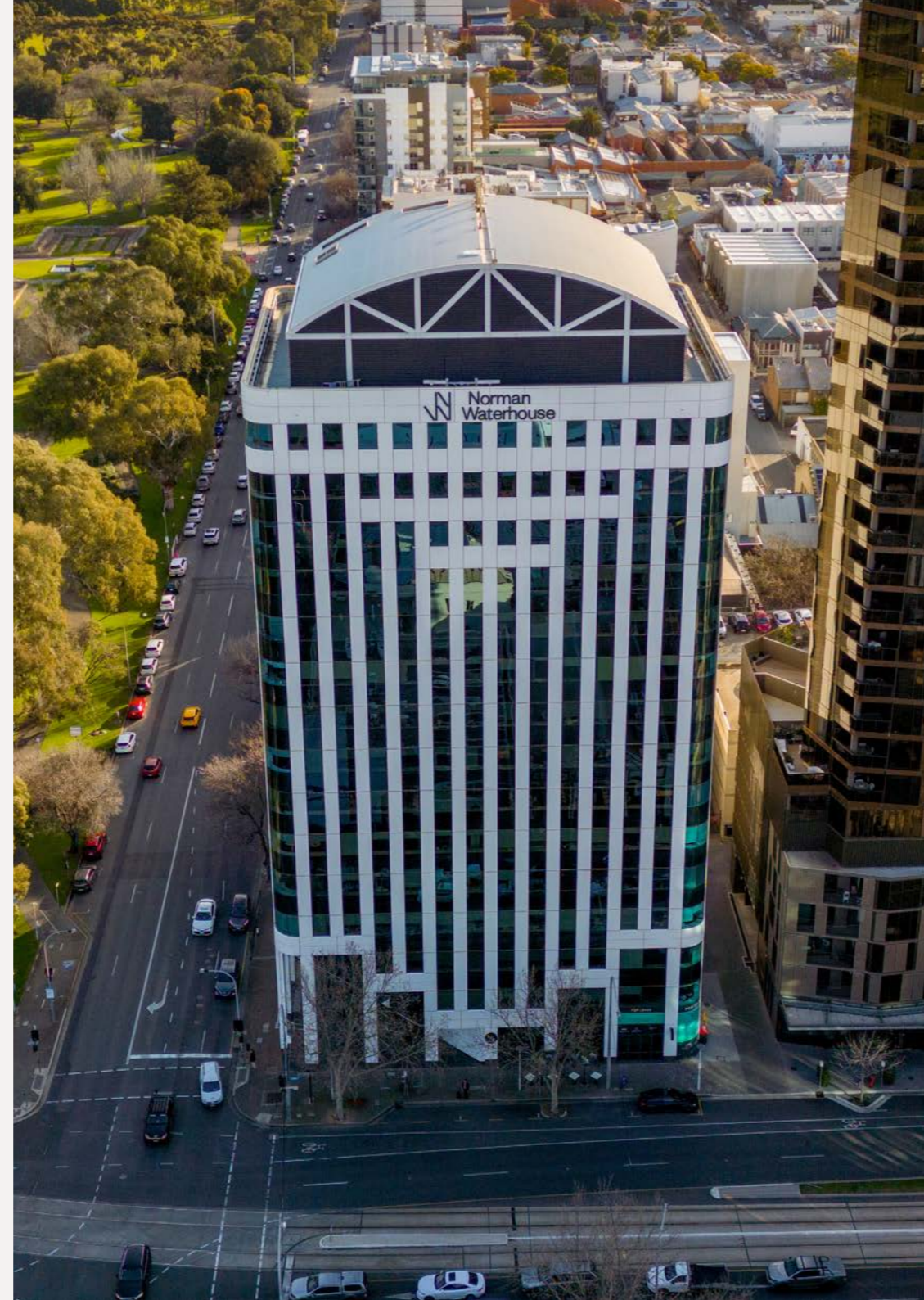
Current building occupancy: 100%

NABERS Base Building rating:

Acquisition:



Current:



Aesthetic upgrade works:

- New end-of-trip facilities
- Refurbished bathrooms throughout
- Painting and refurbishment of facade
- Refurbished on floor lift lobbies
- New conference facility
- New cafe fit out and offering

Mechanical upgrades works:

- Implementation of a networked energy management system to monitor energy performance remotely
- Mechanical and aesthetic lift modernisation

Replacement of:

- R22 chiller with new high-efficiency air-cooled chiller
- Boilers
- Cooling towers
- Building management system
- New LED lighting throughout building and car park



Strong relationships with all tenants are a priority.

All tenants have direct contact details of their Asset Manager responsible for the property, and our commitment is regular communication and providing exceptional experiences.

Numerous Love The Tenant events at 431 King William St bring the Quintessential team and tenants closer. For example, Love The Tenant Day every February.

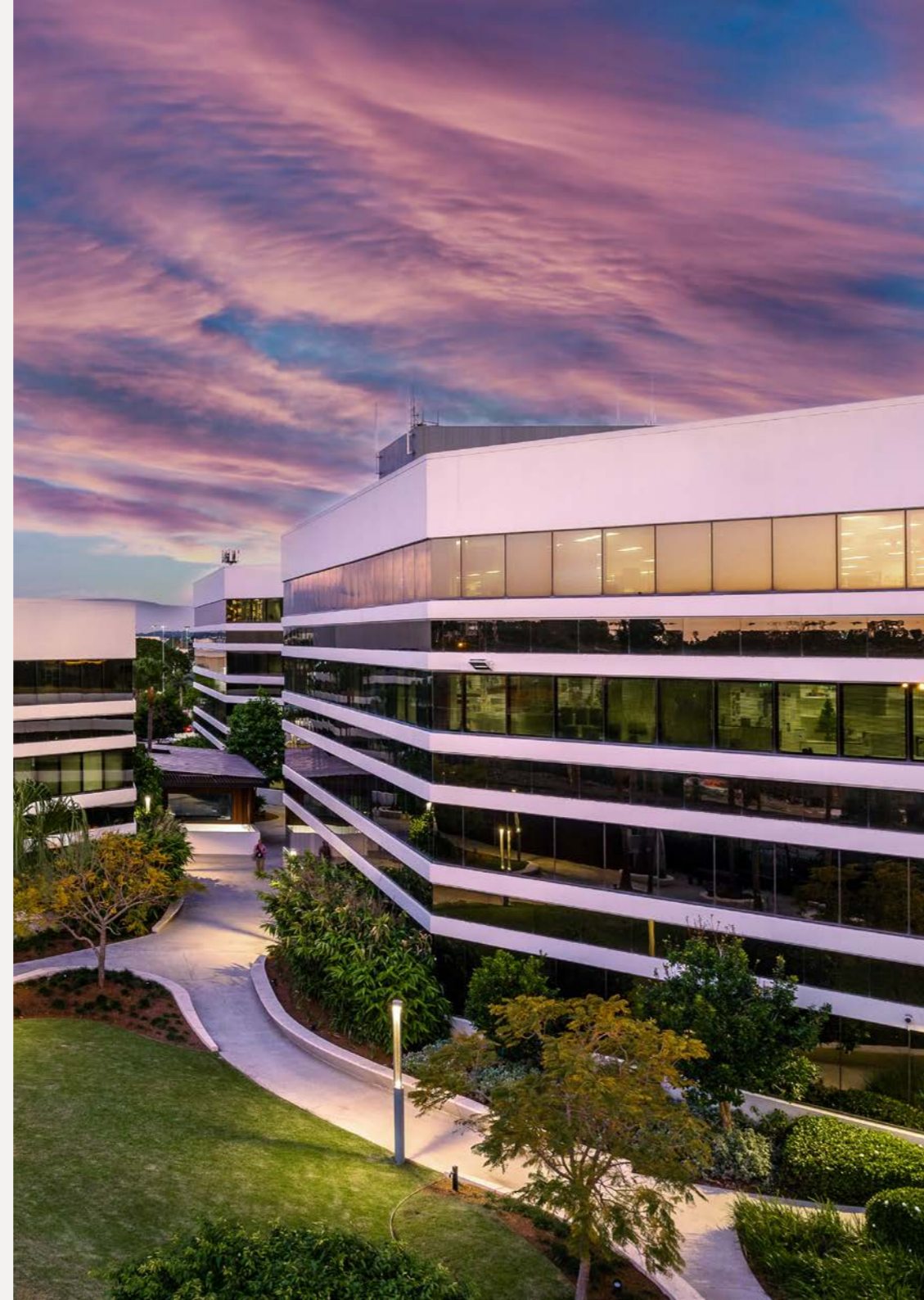
Whilst conscious of the tenant's right to quiet enjoyment of their accommodation, during major refurbishment work, Quintessential was on site alongside a dedicated management team to set expectations on the progress of works and continue building tenant rapport. Delivering an exceptional outcome for all stakeholders.



Case Study: 643 Kessels Road, Upper Mt Gravatt, QLD

ASSET INFORMATION

- Purchase date:** August 2016
 - NLA:** 12,585sqm
 - Building occupancy at acquisition:** 82%
 - Current building occupancy:** 100%
 - Parking:** 407 vehicles
 - NABERS Base Building rating:**
- Acquisition:
- ★ ★ ★ ★ ☆ ☆
- Current:
- ★ ★ ★ ★ ★ ☆



Aesthetic upgrade works:

- Landscaping and podium upgrades
- Bathroom upgrades throughout
- Installation of exterior BBQ and cafe facilities
- End-of-trip facilities
- Facade painting and refurbishment

Mechanical upgrades works:

- Control upgrades
- Chiller replacement
- Installation of solar PV array
- System control upgrades
- Mechanical and aesthetic lift modernisation

A key to achieving 100% occupation at the property has been the value-add café and gardens providing the tenants with an additional amenity that has helped create a sense of community within the building.

Boasting 100% occupancy, over 80% of the asset is leased to Government and ASX-listed tenants.

All tenants work directly with the Quintessential Asset Manager responsible for the property.

Case Study: 8 St Georges Terrace Perth, WA

ASSET INFORMATION

Purchase date: December 2018

NLA: 4,342 sqm

Building occupancy at acquisition: 0%

Current building occupancy: 100%

Parking: 15 vehicles

NABERS Base Building rating:

Acquisition:



Current:



Aesthetic upgrade works:

- Ground floor lobby and entrance refurbishment
- Bathroom upgrades throughout
- Upgraded lobby entrances on floors
- End-of-trip facilities
- Conference facilities

Mechanical upgrades works:

- Mechanical and aesthetic lift modernisation
- Installation of solar PV array
- New Building Management System and Energy Metering System
- Carbon dioxide (CO2) sensors to floor-by-floor AHU's
- Carbon monoxide (CO) sensor to the carpark exhaust fan



ESG Statement

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 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.

Our Environmental Sustainability Policy is drawn from our core values of integrity and authenticity.

Integrity

- We use external advisors to assess our environmental impact.
- Our assets incorporate technology to reduce waste & improve efficiency.
- We proactively monitor and report on environmental incidents & impacts.
- We communicate with authenticity and integrity.
- We consistently improve carbon footprints for the properties we manage.

Authenticity

- We deliver thought leadership and best practice expertise.
- We prepare annual Environmental Impact Reports.
- Our assets incorporate improved facilities with environmental benefits.
- We are recognised for NABERS, Green Star and WELL ratings.

Our Social Benefits Policy is drawn from our core values of community and respect.

Community

- 2.5% of our operating business profits are redirected to community engagement programs via the Quinn Johansson PAF.
- Quintessential partners with Lighthouse Foundation to support foster families.
- We celebrate and unite our tenants through our ‘Love the Tenant’ program.
- Our upgraded premises deliver leading-edge facilities to embed social benefits in surrounding precincts.
- We aim to build genuine relationships with our clients (tenants) and partners (investors) to add value to their experience.
- We support women in the industry.

Respect

- Our approach to improving the facilities we manage benefit users’ work/life balance.
- We don’t discriminate based on age, gender, ethnicity, religion, ability or sexuality.
- We have secure data privacy protocols.
- We are developing our RAP.
- Our documented Health & Safety protocols apply to all staff, suppliers and Ecosystem partners.
- Our ideas-centric culture applies to staff, partners and audiences.

Our Sound Governance Policy is drawn from our core values of consistency and candour.

Consistency

- Our quarterly check-ins with tenants proactively manage relationships & potential issues.
- We have a reputable and experienced Advisory Board and Investment Committee comprising independent members, and an internal Governance & Compliance Committee.
- We require our Ecosystem partners to align with our values & processes.

Candour

- Quintessential delivers transparent accountability where our processes and outcomes are open to all stakeholders.
- We have clearly articulated and actioned values.
- We adopt an alternative ‘team’ approach to encourage issues to be debated ‘for’ and ‘against’ for material topics.
- We have a fun saying – no dumb ideas, to promote authentic and transparent questions and ideas from everyone in the business.
- We provide open approaches to evolving our assets to deliver optimal benefits.

ESG

ENVIRONMENTAL SUSTAINABILITY,
SOCIAL BENEFITS & STRONG GOVERNANCE

With sustainability at our core, we regenerate and create exemplary green office buildings for our tenants and the community. We aim to redefine design and enhance and build more efficient buildings with lower operating costs.



Environmental Sustainability

Our commitment to sustainability provides enhanced financial results over time, that include:

- Efficient buildings that deliver lower operating costs
- Meeting tenants' requirements of social responsibility
- Attracting and retaining government and blue-chip tenants
- Increased potential for premium rentals

We leverage our engineering capability to create cost-effective solutions that drive industry-leading sustainability ratings. Sustainability now combines efficiency and health; helping maintain the well-being of our tenants, as well as boosting overall productivity. This forward-thinking approach future proofs our investments, providing a strong return for our investors.

Quintessential's sustainability **portfolio performance** Average 5.1 Star NABERS Base Building Energy rating

(for assets owned from 2012 to 30 June 2022)

= 5,440,170 KG CO²

TOTAL GHG REDUCTION ACROSS PORTFOLIO

2,257 Or 32,797

TOTAL CARS OFF ROAD

TOTAL EQUIVALENT TREES PLANTED

CARBON NEUTRAL CERTIFICATION

Quintessential's property funds management business has, for its third year, received Carbon Neutral certification by Climate Active. We have invested in an offset project that provides economic, social and environmental benefits to communities as well as reducing emissions.

We have a desire to be sustainable and transparent in all of our reporting, as we aim to continue our Carbon Neutral certification beyond 2023. We're also using this opportunity to create awareness and change in our personal and corporate behaviour to help reduce greenhouse gas emissions.



Social Benefits

2.5% of our operating business profits are redirected to **community engagement** programs.

We are passionate supporters of the **Lighthouse Foundation**.

Giving back is highly valued at Quintessential — we want to support people in our communities and give them a better chance to get ahead. When we build for impact, we take into account our environment and its people.

We have partnered with the Lighthouse Foundation and four other leading Australian businesses in launching their Foster Hub pilot program. The program aims to create a safe space where

existing foster families can go and spend time with other families, provide regular respite and also connect with counsellors and other experts.

In 2018 we established a home in Ivanhoe Victoria and provided two years' rent for Lighthouse Foundation, which delivered more than 2000 beds provided each year.

In 2021 it was time to move again into accommodations that could meet the demand.

Through the help of our Ecosystem partners, we found an amazing property in Reservoir, Victoria, which was refurbished to meet Lighthouse's needs.



Lighthouse Foundation

A place where homeless kids belong

As an ongoing partner, we have committed to supporting this program in its early stages and beyond by funding the first two years of rent.

We are grateful for the opportunities the community has afforded us and that's why we want to give back to the wider community.

SUSAN BARTON AM
Lighthouse Foundation Founder



“We have been dreaming of launching this program for well over a year. Now, thanks to the support of Quintessential, we have finally been able to open our hub, which has been made a home thanks to the beautiful furnishings donated by Provincial Home Living.”

DR EAMONN MCCARTHY
CEO of Lighthouse Foundation

FIND OUT MORE ABOUT OUR PROPERTIES

3 Richardson Place



GARDEN SQUARE

PADC

431
KING WILLIAM STREET
ADELAIDE



100 KING WILLIAM STREET



20 GHERINGHAP STREET

60 MOORABOOL

8 ST GEORGES TERRACE
PERTH



ABOUT THE LANDLORD

VISIT OUR WEBSITE

“We work hard to be the most **trusted, dynamic, capable and engaged diversified** property company, specialising in the regeneration and development of property, providing tenant customers with **inspirational solutions** and giving investors exceptional risk-mitigated returns.”



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**We would love to hear from you. If we can
be of any assistance, please contact us.**

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