

RETAIL
WORKBOOK

CONSOLIDATED
≠ PROPERTIES

“CONSOLIDATED PROPERTIES HAS UNPARALLELED DEVELOPMENT EXPERTISE, HAVING DELIVERED OVER 200 PROJECTS ALONG AUSTRALIA’S EASTERN SEABOARD. THIS EQUATES TO \$3 BILLION IN PROJECT VALUE, INCLUDING OVER 50 RETAIL SHOPPING CENTRES.”

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WOOLWORTHS MARKETPLACE
Albany Creek QLD



SPRINGFIELD FAIR SHOPPING CENTRE
Springfield QLD

Market leader in retail development investment

SPRINGFIELD FAIR SHOPPING CENTRE
Springfield QLD



WESTPAC NOOSA
Noosa Heads QLD



INDOOROOPILLY EXPRESS
Indooroopilly QLD



WOOLWORTHS MARKETPLACE
Albany Creek QLD



BUNNINGS
QLD



DULUX
QLD



CONSOLIDATED PROPERTIES HAS A 35-YEAR TRACK RECORD IN DEVELOPING HIGH-QUALITY, LANDMARK RETAIL, COMMERCIAL AND RESIDENTIAL PROJECTS SPANNING AUSTRALIA'S EASTERN SEABOARD. THE PRIVATELY OWNED COMPANY HAS DELIVERED OVER 200 PROJECTS VALUED IN EXCESS OF \$3 BILLION, SPECIALISING IN RETAIL DEVELOPMENTS WITH SECURE INVESTMENT RETURNS.

With significant experience across all retail sectors, Consolidated Properties is considered a market leader in neighbourhood shopping centres, anchored by major retailers such as Coles, Woolworths and IGA (Metcash). This is founded on the successful delivery of over 50 projects ranging from sub-regional centres to strip centres to freestanding retail formats.

Excellence at each step of the development process has resulted in an enviable track record in award-winning, strong-performing

supermarkets. Each and every project has been delivered on time, on budget and either met or exceeded projected investor returns.

This proven retail model ensures investment and development is based on sophisticated and robust analysis and detailed due diligence across all acquisitions and projects.

It also draws on 35 years' experience across all asset classes of retail, residential, industrial and commercial projects, resulting in consistent, attractive and secure returns for all stakeholders.

Secure investment returns

THE CONSOLIDATED PROPERTIES RETAIL MODEL IS BASED ON FIVE FOUNDING PRINCIPLES TO ENSURE CONSISTENT AND SECURE INVESTMENT RETURNS.



Value enhancement

Consolidated Properties selects retail projects that have an identifiable path to enhance value and deliver stable income growth.



Consistent returns

Consolidated Properties has forged a 30-year track record in consistently delivering appealing returns for investors. Whether you are an Equity, Preferred Equity or a Mezzanine investor, the risk adjusted returns are both predictable and strong.



Risk minimisation

Through the selection of 'core plus' assets and risk mitigation strategies, retail investments are risk averse and security of returns is assured. Active asset management strategies are then used to convert to 'core' assets, such as refurbishment, minor redevelopment or revised tenant mix.



Award-winning design

Extensive stakeholder consultation and engagement of 'best-in-class' consultants ensures the highest design standards across the retail portfolio. It has also resulted in numerous award-winning retail project designs.



Enduring partnerships

Consolidated Properties is committed to maintaining long-term relationships with investors and supermarket anchors through partnering in the real estate transaction. This instils trust and transparency, with a mutual commitment to delivering high-quality projects.

Retail partnership

CONSOLIDATED PROPERTIES TOGETHER WITH CVS LANE AND LJCB, OUR PARTNERS ON THE \$850 MILLION YEERONGPILLY GREEN URBAN RENEWAL PROJECT AND \$600 MILLION CORNERSTONE LIVING MASTER PLANNED COMMUNITY, HAVE FORMED A RETAIL PARTNERSHIP FOCUSED ON INVESTING IN THE NEIGHBOURHOOD RETAIL SECTOR, NATIONALLY.

The partnership has to date invested in 5 retail centre developments, with a completed value of \$300 million and both CVS Lane and LJCB have now provided a financial commitment, to allow the expansion of the partnership, by a further twelve projects, nationally, over the coming years.

"CVS Lane and LJCB are proud of our relationship with CPG and we look forward to continuing our support via our investment in the Retail Partnership. The success of this partnership has been built on strong results and CPG's ability to consistently deliver on the promises they make."



Lee Centra
Managing Director
CVS Lane Capital Partners



"We feel our decision to invest in neighbourhood retail centres is prudent when considering the defensive characteristics of this sector, but also an exciting one as part of the Retail Partnership's commitment to delivering a series of the highest quality retail environments nationally."



Don O'Rourke
Executive Chairman
Consolidated Properties Group





INDOOROOPILLY JUNCTION
Indooroopilly QLD



INDOOROOPILLY RETAIL
Indooroopilly QLD



PORT CENTRAL
Port Macquarie NSW

Experienced team

Don O'Rorke — Executive Chairman



Don is a past Director of Brisbane Marketing. He is also a former President of the Queensland Division of the Property Council of Australia and served on the Council for 10 years. Don was also previously a Director and Deputy Chairman of the Wesley Research Institute and was a former Chairman of Links hope Island Golf Course.

Don currently sits on the Reserve Bank's Small Business Finance Advisory Panel, and is board member of Surfing Australia.

Kieran Cox — Head of Commercial & Retail



Kieran has more than 23 years experience in the development of retail centres and commercial buildings along Australia's eastern seaboard. He is the Head of the Commercial and Retail Divisions at Consolidated Properties.

Kieran has been with Consolidated Properties for 16 years. Kieran is responsible for the acquisition, development and some divestment of Consolidated Properties' commercial and retail workbook. He has previously held senior roles with JLL and Ariadne Australia.

Craig O'Donnell — Executive Director, Retail



Craig is responsible for the acquisition, delivery and ongoing strategic management of CPG's retail investments with a particular focus on our retail partnership with CVS Lane and LJCB. Craig has over 25 years experience in the sale of major retail investments having transacted over \$4 billion in asset value over that period. He has held previous roles at JLL and was most recently the National Director, Retail Investments for CBRE.



Tonya Pettis — General Manager

With over 25 years experience in the property sector, Tonya, in her role with the Retail and Commercial Team, is responsible for the project finance for both debt and equity, managing finance cash-flows and assisting with feasibility inputs.

She also oversees the Asset Management for the Group's retail assets.



Tim Brosnan — Senior Development Manager

Tim's primary responsible is for the successful development and delivery of the retail and commercial projects at the \$850m Yeerongpilly Green project. Tim has more than 15 years' experience delivering residential, commercial and retail projects throughout Queensland and the Northern Territory.

Tim is an experienced development and project manager, is commercially focused, and holds a degree in Construction Management. His previous role was as Associate Director at CBRE and prior to this the Construction Manager for McDonald's Australia.



Ben Finemore — Senior Development Manager

Ben is responsible for the strategic development and delivery of Consolidated Properties' retail and commercial investment portfolio. Ben has 17 years of experience in the property industry in the Queensland, Victorian and New South Wales markets and his experience spans various sectors including; retail, commercial, residential, retirement and industrial.

Ben holds a Bachelor of Architecture and a Masters of Business majoring in Property. He has previously held roles with Lend Lease and most recently with Coles Supermarkets where he was the Queensland State Construction Manager.



Daniel Doran — Leasing Co-ordinator

Daniel is responsible for all retail leasing within Consolidated Properties working with numerous stakeholders in the market to deliver high quality retail offerings within all of our centres. Daniel has broad experience having worked across master planned communities, shopping centres, CBD retail and new projects.



Paula Bellas — Leasing Management Executive, Retail

Paula has more than 10 years experience in the property industry. During her time at Consolidated Properties she has specialised in the leasing of specialty retail and the property management of Consolidated's Neighbourhood Centre portfolio.

Paula co-ordinates the documentation of all leases, management & services agreements for the Retail / Commercial Team. Prior to joining Consolidated Properties, Paula worked in Property Finance with Suncorp Bank.

Cornerstone relationships

LONG-TERM RELATIONSHIPS FORGED THROUGH REPEAT BUSINESS HAS ENSURED CORNERSTONE RELATIONSHIPS ENDURE OVER TIME. THIS IN TURN, DELIVERS GREATER INVESTMENT SECURITY AND CONSISTENT RETURNS ACROSS CONSOLIDATED PROPERTIES' RETAIL PORTFOLIO.



"The Queensland Government has priorities in building the economy through investment to create jobs, we support Consolidated Properties as they are significant contributors to investment in Queensland providing employment opportunities through their projects."

Annastacia Palaszczuk, Premier of Queensland

"Consolidated Properties has been an active participant in the Brisbane property market for over 30 years. Consolidated's projects have helped shape Brisbane as a new world city and we look forward to working with them into the future."



Graham Quirk
Graham Quirk
Lord Mayor of Brisbane

"Our company has successfully completed 100% of Consolidated Properties' projects for the past 30 years, completely underwriting delivery risk through our specialist teams and design and construction processes."



Scott Hutchinson
Scott Hutchinson, Chairman
Hutchinson Builders
HUTCHINSON BUILDERS
Established 1912



WOOLWORTHS LIMITED

A.B.N. 88 000 014 675

Mr Don O'Rorke
Managing Director
Consolidated Properties Group
Level 12
344 Queen Street
Brisbane Qld 4000

Dear Don,

Re: Consolidated Properties Group - Retail

It is with pleasure we provide this letter of reference for Consolidated Properties Group (CPG).

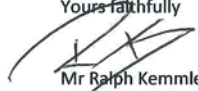
Woolworths Limited and CPG have enjoyed a strong and successful working relationship, spanning many years. We value this relationship and hope to build on it moving forward.

Each Woolworths development delivered by you and your team has resulted in a supermarket success for Woolworths. We are particularly pleased with your most recent Woolworths development in McDowall - North West Plaza. Opening a full-line supermarket in Brisbane metropolitan is particularly challenging, and since opening this store has continued to trade well.

On the back of these successes and given our plans for continued store growth, we welcome exploration and collaboration on future opportunities with your group. Specifically, Woolworths has a requirement for additional supermarkets in most Australian States and would encourage discussions with CPG on any prospects in this regard.

We look forward to continued success with your group.

Yours faithfully


Mr Ralph Kemmler
Director of Property
Woolworths Limited



1 Woolworths Way, Bella Vista, NSW 2153 PO Box 8000, Baulkham Hills, NSW 2153 Australia
Telephone: 02 8885 0000 Facsimile: 02 8885 0001

coles

Mr Don O'Rorke
Managing Director
Consolidated Properties Group
GPO Box 5297
Brisbane Qld 4001

Dear Don,

Consolidated Properties Group

Consolidated Properties Group (CPG) has, over a 25 year period, developed many successful Coles based centres in Queensland and New South Wales. Our CPG centres have continued to perform well since their creation, enjoying solid growth and trading performance.

CPG's success in the Australian retail sector can obviously be attributed to its significant experience and disciplined, professional approach to its dealings coupled with a proven track record in delivering a quality retail product.

CPG is a retail developer whom we enjoy an excellent working relationship with and look forward to partnering with on future transactions in the coming years to help deliver our new store growth targets.

Yours faithfully


Sam Pinchbeck
Head of Property Management & Leasing

Coles Supermarkets Australia Pty Ltd ABN 45 004 189 708
800 Toorak Road Hawthorn East Victoria 3123 Australia
PO Box 2000 Glen Iris Victoria 3146 Australia
Telephone 61 3 9829 5111 Facsimile 61 3 9829 6787



Casuarina Village

- › Commenced trading on 24 February 2016
- › 4,000m² neighbourhood centre
- › Anchored by Coles

End value: \$35 million



Pavilions Palm Beach

- › Existing Coles anchored centre
- › Major expansion 2018

End value: \$60 million



Yeerongpilly Green

- › Completion in 2020
- › Inner metro retail, entertainment & lifestyle precinct
- › Anchored by national supermarket operator

End value: \$80 million

CURRENT RETAIL PORTFOLIO



Karalee Shopping Village

- › Completion in 2018
- › Anchored by Woolworths & Coles

End value: \$80 million



CONSOLIDATED ≠ PROPERTIES

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