

Track Record





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ACKNOWLEDGEMENT 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.



About Quintessential

Quintessential is a professional real estate investment manager specialising in property regeneration and development. We deliver high-quality, innovative spaces for tenants while targeting strong, risk-adjusted returns for our investors.

Everything we do is driven by our commitment to delivering a high-quality experience for our investors and achieving strong, sustainable outcomes.

Our investment approach is both dynamic and disciplined. We apply patience and rigorous due diligence to ensure we only acquire properties that meet our strict investment criteria. Once acquired, we draw on our in-house expertise in engineering, construction and property management to unlock value for investors while, importantly, mitigating risk.

Capital preservation sits at the core of our strategy.

Every decision we make is guided by the best interests of our investors.

“We take pride in our outstanding record built on our strict buying criteria. We have a team with the expertise and passion to deliver quality outcomes for our investors, tenants and ecosystem partners.”

Shane Quinn

Co-Founder and Non-Independent Director

OUR TRACK RECORD

22.3% IRR ^{i, ii}

WEIGHTED AVERAGE NET INTERNAL RATE OF RETURN FOR ALL SOLD PROPERTIES

118% TR ^{i, ii}

WEIGHTED AVERAGE NET TOTAL RETURN FOR ALL SOLD PROPERTIES

91% TRR

TENANT RETENTION RATE AS AT JUNE 2025

(i) Current as at 31 December 2025. (ii) Incorporates sold properties from 1 December 2011 to 31 December 2025.

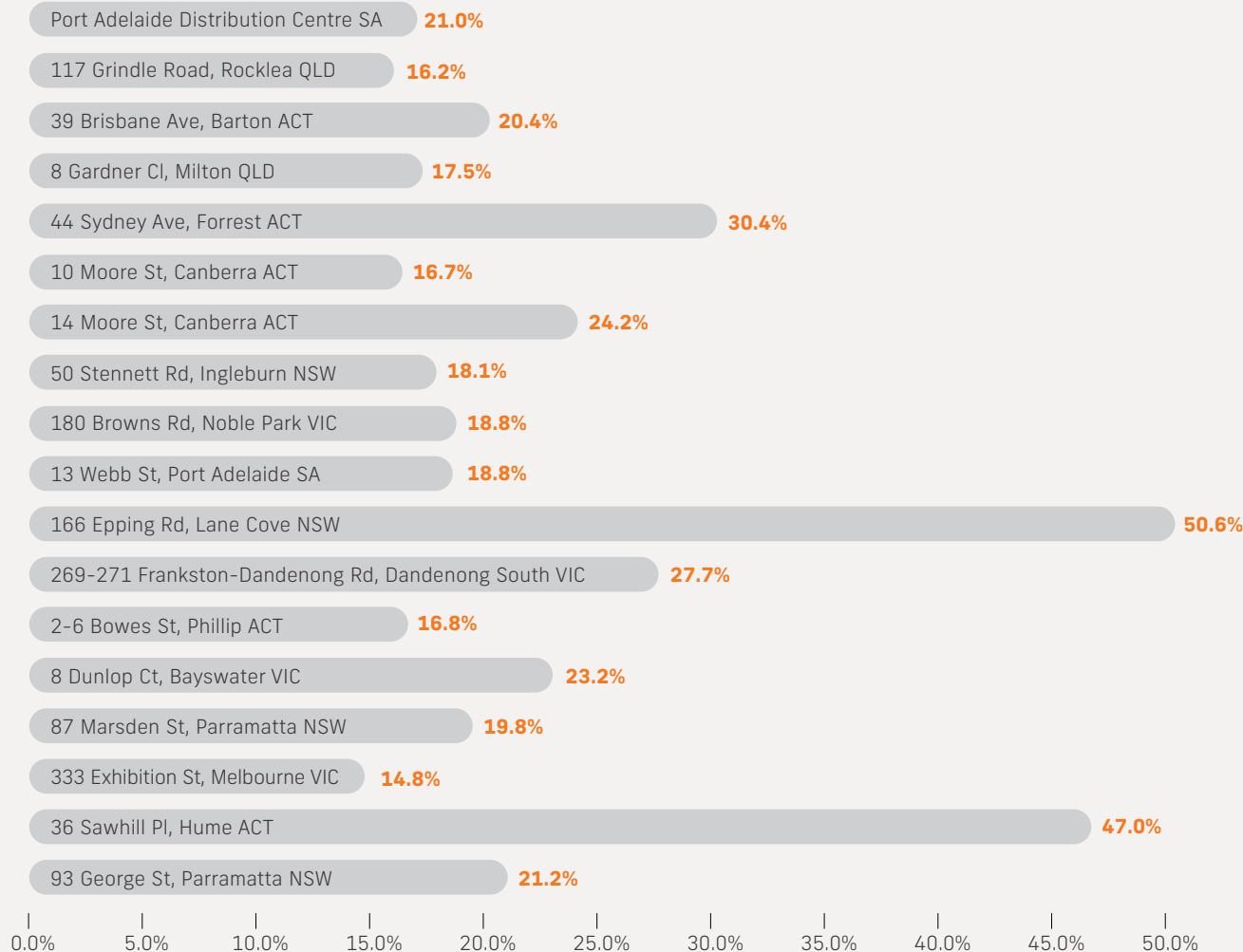
Past performance of investments should not be taken as an indicator of future performance. All investments carry risk and you should seek advice whether any particular investment is right for you. These returns do not include properties currently on hand.





Our Track Record - Sold Properties

NET IRR after all fees and costs for all sold properties



Targeting industry leading returns through proven strategies and a commitment to excellence.

Note: Past performance of investments should not be taken as an indicator of future performance. All investments carry risk and you should seek advice whether any particular investment with us is right for you.



Our Leadership



David Krasnostein
Independent Director



Shane Quinn
Co-Founder and Non-Independent Director



Justin Mills
Chief Executive Officer



Noah Warren
Chief Operating Officer



Peter Roberts
Chief Financial Officer



Truman Dare
Head of Development



Daniel Colman
Head of Invest



Anna Wagner
Head of People & Culture



Our Expertise

Principles, fundamentals and a strong sense of conviction.

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

“Our relationship with our investors is based on trust, integrity and transparency. Their interests are always paramount.”

SHANE QUINN

Co-Founder and Non-Independent Director

PROPERTY EXPERTISE

Our team creates value through both aesthetic and mechanical regeneration, working closely with tenants to help them achieve their sustainability goals, reduce operating costs and create healthier workplaces.

By applying Quintessential's "Love the Tenant" philosophy, we focus on building genuine, long-term relationships with our tenants. These relationships underpin our strong tenant retention and contribute directly to delivering consistent outcomes for our investors.

We believe the best results are achieved when outcomes are aligned and beneficial for all parties.

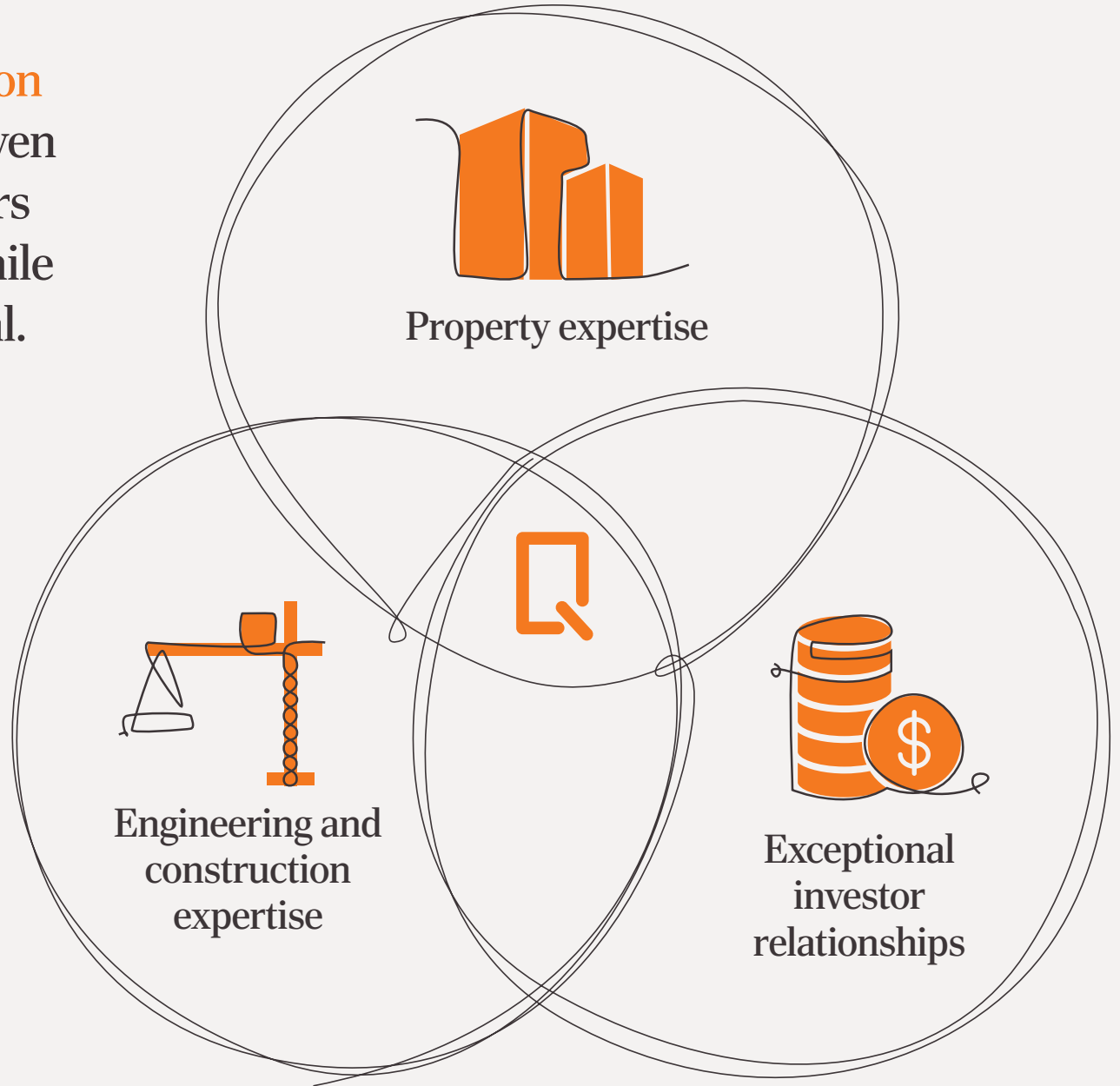
ENGINEERING AND CONSTRUCTION EXPERTISE

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 for investors. This gives our team a significant edge.

EXCEPTIONAL INVESTOR RELATIONSHIPS

Our strong relationships with our investors enable us to act with agility and respond quickly when opportunities arise. We recognise that trust is difficult to earn and easily lost, which is why our decision-making process is always clear, disciplined and transparent.

Quintessential was founded on a passion for property and a focus on relationship-building. We are driven to grow the wealth of our investors through strategic investments while always preserving investor capital.





Recent Acquisitions



GREEN SQUARE NORTH TOWER, FORTITUDE VALLEY

Green Square North Tower is a prominent A-Grade office asset located within Brisbane's premier near-city commercial precinct of Fortitude Valley. Positioned approximately 200 metres from Fortitude Valley train station and adjoining the Brisbane Showgrounds and future Olympic precinct, the asset benefits from excellent transport connectivity, strong surrounding amenity and compelling long-term demand drivers.

The 13-storey tower comprises 23,609 sqm of net lettable area across large, efficient central-core floorplates of approximately 1,993 sqm, offering flexibility for a broad range of institutional and government occupiers. The building provides strong natural light, modern facilities and high-quality sustainability credentials, including a 5.5-Star NABERS Base Building Energy rating and a 6-Star Green Star rating.

Strategy

Grow Income

- Enhance income through positive rental reversion by resetting rents in line with current market rental rates, equating to a 12% to 21% uplift on existing leases.
- Over the term of the investment, we aim to achieve rent growth ahead of forecast 4.6% p.a. growth rates.

Enhance Engagement

- Deliver 'Love the Tenant' philosophy to retain and attract tenants to bring into line with our 91% tenant retention rate.
- Renew Crime & Corruption Commission ("CCC")
- Engage with balance of tenants (49.9%) for early lease renewals.

Optimise Capital Expenditure

- Undertake targeted CAPEX to improve the physical appeal of the building such as activating the ground floor lobby to elevate arrival experience and the F&B offering.

- Deliver a mechanical & NABERS base building strategy to ensure a maintained 5.5-Stars NABERS Base
- Building Rating and electrified building so it is attractive to institutional owners when they return to the market.

Key Information

NLA

23,609sqm

PURCHASED

September 2025

PURCHASE PRICE

\$174.85M





240 QUEEN STREET, BRISBANE

This A-Grade office tower is strategically positioned in the heart of Brisbane's CBD, at the start of the Queen Street Mall.

Surrounded by premier luxury retail outlets and food and beverage, it offers unparalleled connectivity on the doorstep of public transport.

The 27-level property features premium end-of-trip facilities, convenient amenities, and a total area of 27,632 sqm, including 24,922 sqm of office space and 2,710 sqm of retail space.

Strategy

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

- Investing an additional \$31M 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.

Key Information

NLA

27,632sqm

PURCHASED

June 2024

PURCHASE PRICE

\$250M





ONE MARGARET STREET, SYDNEY

One Margaret Street is a prominent prime-grade asset situated on one of Sydney CBD's most active corners. Situated in a gateway location linking Sydney's core to Barangaroo, the building benefits from substantial surrounding amenity and an abundance of neighbouring transport options. Spread across 18 levels the property offers maximum flexibility, with central-core floorplates of 1,150 sqm coupled with abundant natural light and views of Sydney Harbour.

The 2,647 sqm corner site with triple street frontages offers significant flexibility and development opportunity. Assets of this calibre are extremely rare, with prime grade 100% freehold interests in the Sydney CBD on average trading less than once per year.

Strategy

The asset will undergo a multi-staged repositioning that will include:

- Renewal and re-leasing of upper-floor tenants (levels 12-18);
- Development of a best-in-class upgrade to the lobby, external ground floor areas, and key tenant amenities including end-of-trip facilities and third spaces;
- Regenerate the existing tower and re-lease the lower floors (levels 1-11) post major tenant expiries in June 2025

Following delivery of the strategy, the property will comprise a fully regenerated, trophy asset situated to a prominent corner within Australia's major international city.

Key Information

NLA

20,753sqm

PURCHASED

September 2023

PURCHASE PRICE

\$293.1M





Our Current Properties



SINGLE ASSET TRUSTS



**GREEN SQUARE
NORTH TOWER
FORTITUDE
VALLEY QLD**

23,609sqm Office
+ 167 Car Bays

Purchased:
September 2025, \$174.85M

**Annual Distribution on
Investors Capital:**
Currently paying 6% p.a.
on original equity

On Hand at December 2025



**240 QUEEN
STREET
BRISBANE QLD**

27,632sqm, including
24,922sqm Office Space and
2,710sqm of Retail Space

Purchased:
June 2024, \$250M

**Annual Distribution on
Investors Capital:**
Currently paying 6.4% p.a.
on original equity

On Hand at December 2025



**643 KESSELS
ROAD
UPPER MOUNT
GRAVATT, QLD**

12,597sqm Office
+ 407 Car Bays

Purchased:
August 2016, \$45.25M

**Annual Distribution on
Investors Capital:**
Currently paying 7.5% p.a.
on original equity

On Hand at December 2025

MASTER FUND 3



**30 PIRIE STREET
ADELAIDE SA**

**Master Fund No.3 —
First Property**

24,079sqm Office
+ 6 Car Bays

Purchased:
December 2022, \$73M

On Hand at December 2025



**ONE MARGARET
STREET
SYDNEY NSW**

**Master Fund No.3 —
Second Property**

20,753sqm Office
+ 109 Car Bays

Purchased:
September 2023, \$293.1M

On Hand at December 2025



MASTER FUND 2



100 KING WILLIAM STREET ADELAIDE SA

Master Fund No.2 — Third Property

18,555 Office + 13 Car Bays

Purchased: September 2021, \$71.5M

On Hand at December 2025



3 RICHARDSON PLACE NORTH RYDE NSW

Master Fund No.2 — Second Property

17,187sqm Office + 633 Car Bays

Purchased: March 2021, \$115M

On Hand at December 2025



117 GRINDLE ROAD ROCKLEA QLD

Master Fund No.2 — First Property

Industrial GLA 20,407sqm on Land 40,400sqm

Purchased: December 2020, \$18.5M

Sold: June 2025, \$35M

Net Returns: IRR 16.2%

MASTER FUND 1



PORT ADELAIDE DISTRIBUTION CENTRE GILLMAN SA

Master Fund No.1 — Third Property

Industrial GLA 167,485sqm on Land 318,352sqm

Purchased: September 2019, \$80M

Special Distribution: \$15.37M October 2021, \$7.39M February 2023

Sold: October 2025, \$216,141,400

Net Returns: IRR 21%



8 ST GEORGES TERRACE PERTH WA

Master Fund No.1 — Second Property

4,342sqm Office + 17 Car Bays

Purchased: December 2018, \$9.25M

Special Distribution: \$7M September 2021, \$2M March 2022

On Hand at December 2025



431 KING WILLIAM STREET ADELAIDE SA

Master Fund No.1 — First Property

11,715sqm Office + 202 Car Bays

Purchased: December 2018, \$43.1M

Annual Distribution on Investors' Capital: Currently paying 5% p.a. on original equity

On Hand at December 2025



Our Sold Properties



**PORT ADELAIDE
DISTRIBUTION
CENTRE
GILLMAN, SA**

Industrial GLA 167,485sqm
on Land 318,352sqm

Purchased:
September 2019, \$80M

Sold:
October 2025, \$216,141,400

Net Returns:
IRR 21%



**117 GRINDLE
ROAD
ROCKLEA QLD**

Industrial GLA 20,407sqm on
Land 40,400sqm

Purchased:
December 2020, \$18.5M

Sold:
June 2025, \$35M

Net Returns:
IRR 16.2%



**39 BRISBANE
AVENUE
BARTON ACT**

4,867sqm Office
+ 135 Car Bays

Purchased:
September 2017, \$16.5M

Sold:
May 2022, \$41M

Net Returns:
IRR 20.4% TR 111.6%



**44 SYDNEY
AVENUE
FORREST ACT**

Industrial GLA 15,520sqm on
Land 44,080sqm

Purchased:
June 2013, \$9.425M

Sold:
December 2020, \$17.6M

Net Returns:
IRR 30.4% TR 179.1%



**8 GARDNER
CLOSE
MILTON QLD**

4,352sqm Office
+ 103 Car Bays

Purchased:
August 2017, \$10.625M

Sold:
June 2019, \$25.23M

Net Returns:
IRR 17.5% TR 34.7%



**10 MOORE STREET
CANBERRA ACT**

6,711sqm Office + 44 Car
Bays

Purchased:
June 2014, \$18M

Sold:
June 2019, \$35M

Net Returns:
IRR 16.7% TR 95.9%



**14 MOORE STREET
CANBERRA ACT**

11,066sqm Office
+ 78 Car Bays

Purchased:
June 2014, \$23M

Sold:
March 2019, \$59M

Net Returns:
IRR 24.2% TR 167.8%



**166 EPPING ROAD
LANE COVE WEST
NSW**

7,129sqm Office
+ 235 Car Bays

Purchased:
April 2013, \$12.715M

Sold:
December 2015, \$27.8M

Net Returns:
IRR 50.6% TR 142.1%



**87 MARSDEN
STREET
PARRAMATTA
NSW**

6,659sqm Office
+ 79 Car Bays

Purchased:
July 2011, \$20.5M

Sold:
January 2015, \$33.15M

Net Returns:
IRR 19.8% TR 76.3%



**50 STENNETT ROAD
INGLEBURN NSW**

Warehouse/Office GLA
17,576sqm on Land
65,680sqm

Purchased:
March 2014, \$13.8M

Sold:
May 2017, \$35.73M

Net Returns:
IRR 18.1% TR 68.8%



**269-271 FRANKSTON
-DANDENONG ROAD
DANDENONG
SOUTH VIC**

Industrial GLA 7,351sqm on
Land 24,330sqm

Purchased:
November 2012, \$4.55M

Sold:
April 2015, \$7.2M

Net Returns:
IRR 27.7% TR 72.9%



**333 EXHIBITION
STREET
MELBOURNE VIC**

6,528sqm Office

Purchased:
March 2011, \$17.5M

Sold:
February 2013, \$22M

Net Returns:
IRR 14.8% TR 27.8%



**13 WEBB STREET
PORT ADELAIDE
SA**

Industrial GLA 15,520sqm on
Land 44,080sqm

Purchased:
June 2013, \$9.425M

Sold:
December 2020, \$17.6M

Net Returns:
IRR 18.8% TR 179.1%



**2-6 BOWES
STREET
PHILLIP ACT**

12,348sqm Office
+ 84 Car Bays

Purchased:
June 2012, \$14M

Sold:
June 2017, \$58.38M

Net Returns:
IRR 16.8% TR 116.6%



**36 SAWMILL
PLACE
HUME ACT**

Industrial GLA 21,175sqm

Purchased:
November 2010, \$3.7M
(land only)

Sold:
December 2011, \$9.625M
(after development)

Net Returns:
IRR 47.0% TR 53.0%



**180 BROWNS
ROAD
NOBLE PARK VIC**

Industrial GLA 9,411sqm on
Land 23,811sqm

Purchased:
June 2013, \$6.8M

Sold:
February 2020, \$14.7M

Net Returns:
IRR 18.8% TR 179.1%



**8 DUNLOP COURT
BAYSWATER VIC**

Industrial GLA 24,919sqm on
Land 59,840sqm

Purchased:
February 2012, \$9.5M

Sold:
December 2017, \$20.94M

Net Returns:
IRR 23.2% TR 182.6%



**93 GEORGE
STREET
PARRAMATTA
NSW**

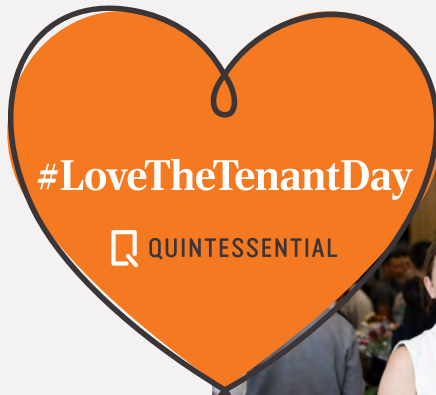
7,127sqm Office
+ 155 Car Bays

Purchased:
November 2009, \$18.5M

Sold:
December 2013, \$28.75M

Net Returns:
IRR 21.2% TR 95.0%

Love The Tenant Philosophy



Love The Tenant Day - 431 King William Street, Adelaide



Love The Tenant Day - 8 St Georges Terrace, Perth



Love The Tenant Day - One Margaret Street, Sydney



Love The Tenant Day - 3 Richardson Place, North Ryde

#LOVETHETENANT

Our industry-leading tenant retention rate of 91% is underpinned by our 'Love the Tenant Philosophy.'

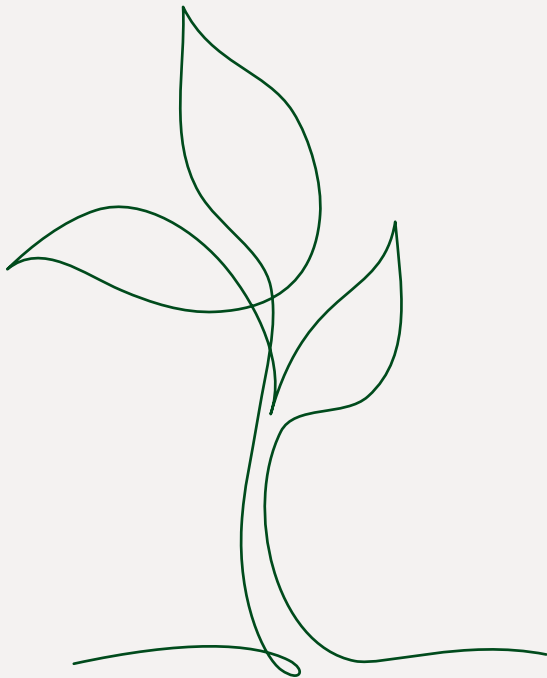
We go the extra mile to build meaningful relationships with our tenants while creating and maintaining a workplace where their businesses and staff can thrive.

We invest in our tenants and work closely with them to better understand their needs. Asking what more we can do ensures we provide an exceptional experience to them. We care that our tenants have a safe, healthy workplace for their staff and businesses to thrive.

Our relationship with our tenants is built on deep trust and a touch of fun, celebrated through activities like Love the Tenant Day on Valentine's Day, as well as special events at Easter and Christmas.



ESG Statement



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’.

ENVIRONMENTAL SUSTAINABILITY, SOCIAL BENEFITS AND STRONG GOVERNANCE

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.

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



Our Community

Giving back is highly valued at Quintessential—we want to support people in our communities and give them a better chance to get ahead.

Quintessential's operating business donates 2.5% p.a. of its operating profit to philanthropic activities, including Lighthouse Foundation. We have partnered with Lighthouse Foundation and four other leading Australian businesses in launching their 'Foster Hub' 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 connect with counsellors and other experts.

As an ongoing partner, we have committed to supporting this program and have funded the rental payments of the 'Foster Hub'. We do this because at Quintessential, our operating business is more than just for profit. We are grateful for the opportunities the community has afforded us and we want to give back to the wider community.





Our Golden Rules of Property

These rules have been embedded in the Quintessential business since establishment and continue to prove themselves in the market.



Shane Quinn

Co-Founder and Non-Independent Director

RULE 1

Always buy property at or below replacement value to ensure a competitive advantage.

RULE 2

Never be blinded by cash-flow as that is the first thing that you can lose in a property.

RULE 3

A good opportunity can be ruined by over-paying or over-levering.

RULE 4

Never go broke making a profit.

RULE 5

Always ask yourself, who the end user for the property is before you buy it.

RULE 6

Patience is the cheapest thing you can buy in property when looking for the right opportunity.

RULE 7

Do not over-complicate property deals. If the strategy can't be explained on the back of an envelope then don't do it.

RULE 8

No one will tell you how your investment is going better than your tenant, so listen to them often and learn.

RULE 9

Never fall in love with a property.

RULE 10

Don't just follow the herd.



Quintessential Invest Team

The Quintessential Invest Team are dedicated to delivering an exceptional investor experience. It is our job to earn investors' trust and ensure that they are always kept informed, with transparency, as to the progress of their investments.

It would be our pleasure to speak to you at any time about Quintessential Invest and upcoming opportunities.

PLEASE CONTACT US AT:



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REGISTER

Register your
interest online



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

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