



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.**”

NOAH WARREN

Chief Operating Officer

About Quintessential

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

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.

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

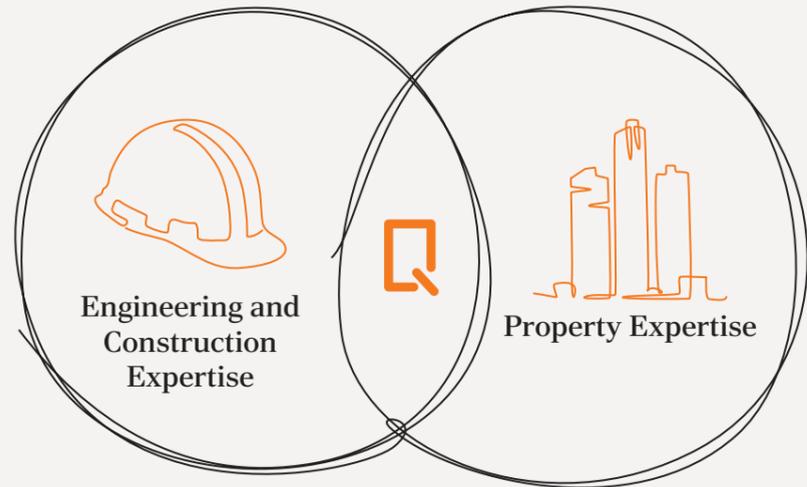
The team's collective knowledge and expertise in property, engineering and finance, supported by our network of outstanding partners, is integral to our success.

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.



Asset 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.



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Love The Tenant Philosophy



Love The Tenant Day - 431 King William Street, Adelaide



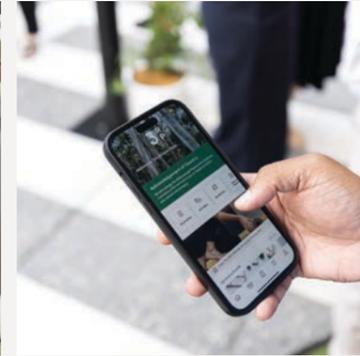
Love The Tenant Day - One Margaret Street, Sydney



Love The Tenant Day - 8 St Georges Terrace, Perth



Love The Tenant Day - 3 Richardson Place, North Ryde



QApp Launch - 3 Richardson Place, North Ryde



R U OK Day - 3 Richardson Place, North Ryde



R U OK Day - Garden Square



Cupcake Delivery - 240 Queen Street, Brisbane

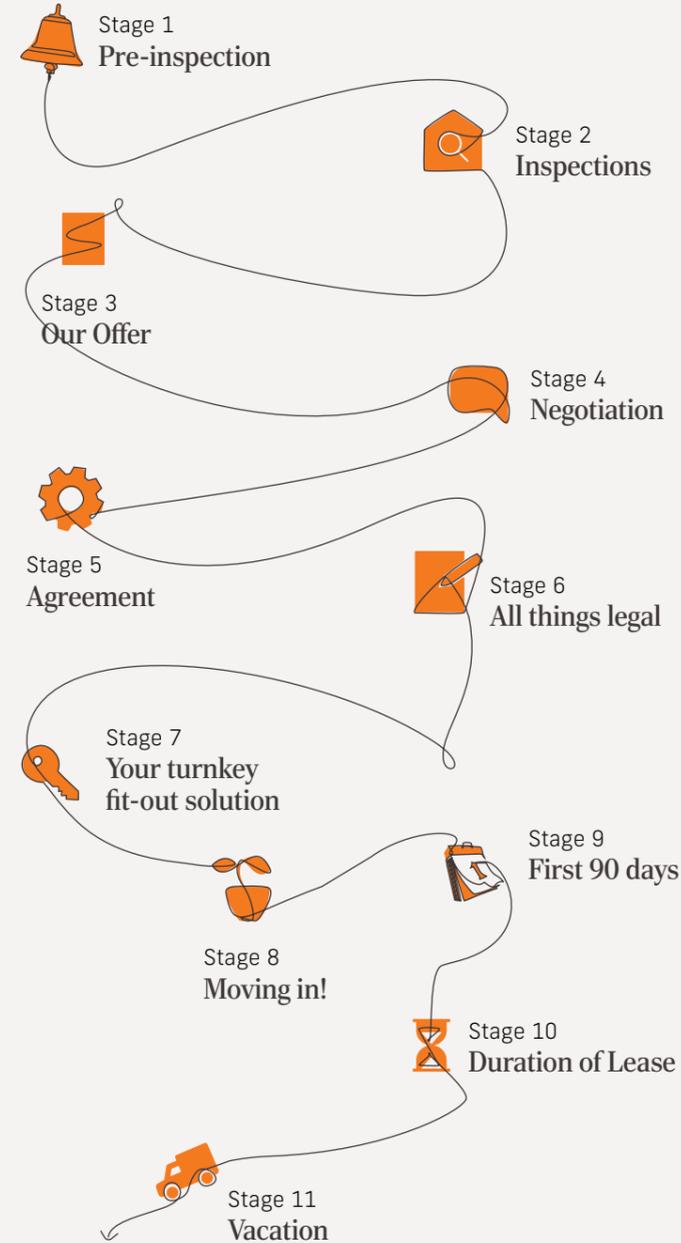


Tenant Shuttle Bus - 3 Richardson Place, North Ryde

#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.



01 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.

02 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.

03 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.

04 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).

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

06 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.

07 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.

08 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.

09 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



Tenancy lease execution



Appointing a contractor to complete the fitout



Providing test fit options as required



Preparing design and service documentation



Managing the fitout works from mobilisation to your relocation date

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



○ 643 Kessels Road Upper Mount Gravatt, QLD



○ 1 Malop Street Geelong, VIC



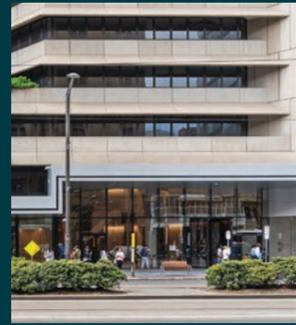
○ 431 King William Street Adelaide, SA



○ 25 - 91 Bedford Street Port Adelaide, SA



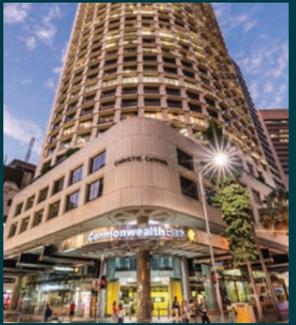
○ 117 Grindle Road Rocklea, QLD



○ 100 King William Street Adelaide, SA



○ 30 Pirie Street Adelaide, SA



○ 240 Queen Street Brisbane, QLD

2005 — 2013 // 2014 2016 2017 2018 2019 2020 2021 2022 2023 2024

- 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



○ 10 Moore Street Canberra, ACT



○ 39 Brisbane Avenue Barton, ACT



○ 8 St Georges Terrace Perth, WA



○ 60 - 80 Moorabool Street Geelong, VIC



○ City of Greater Geelong Accommodation Precinct Geelong, VIC



○ 3 Richardson Place North Ryde, NSW



○ 1 Margaret Street Sydney, NSW

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.

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 2023)

= 5,719,479 KG CO²

TOTAL GHG REDUCTION ACROSS PORTFOLIO

2,373 Or 34,481

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.



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.”

BRENDA BOLAN
CEO of Lighthouse Foundation

FIND OUT MORE ABOUT OUR PROPERTIES

One Margaret St!

100 KING WILLIAM STREET

30 PIRIE

3 Richardson Place

PADC



431 KING WILLIAM STREET ADELAIDE



GARDEN SQUARE

60 MOORABOOL

8 ST GEORGES TERRACE PERTH



ABOUT THE LANDLORD

Quintessential specialises in property regeneration management and development, providing tenants with inspirational solutions and giving investors exceptional risk-mitigated returns. Everything we do is driven by **our commitment to provide exceptional experiences.**

VISIT OUR WEBSITE



quintessential.com.au



Our commitment to providing exceptional
experiences drives everything we do.

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