



CAPABILITY STATEMENT

2026

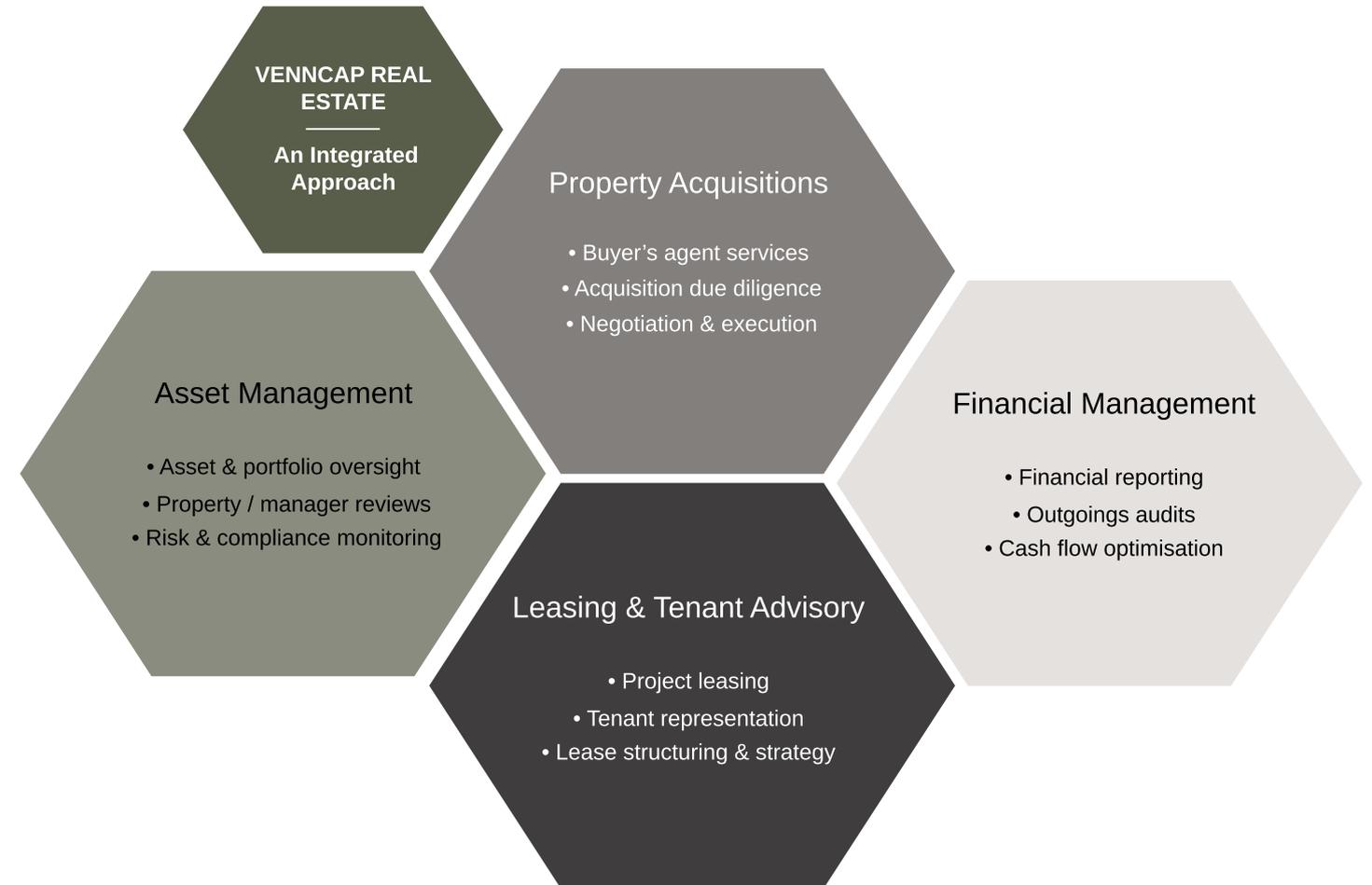


Who We Are

We are an independent Australian property group specialising in the acquisition, leasing and strategic management of commercial, industrial, retail and residential property across Australia and New Zealand.

Since 2009, VennCap has supported local and international investors with end-to-end property strategies, bringing clarity, care, and long-term thinking to every decision.

We are a property advisory firm specialising in tailoring real estate solutions designed to meet the unique objectives of each client. Our commitment is to provide personalised services rather than a one-size-fits-all approach.



Our Team

YOU'LL WORK DIRECTLY WITH THE SENIOR TEAM. TRUSTED EXPERTS WHO TREAT YOUR INVESTMENTS WITH THE SAME CARE AS THEIR OWN. BEHIND THEM IS A FOCUSED GROUP OF IN-HOUSE SPECIALISTS, READY TO SUPPORT EVERY STEP OF THE JOURNEY.



Tim McEnallay

Director



Tim Rich

Director



Elaine Nasr

Finance Manager



Mark Licuria

Property Asset Manager



Leigh Galvin

Property Asset Manager



KEY PERFORMANCE INDICATORS

Let's talk numbers...

\$425M

Acquired \$425m of assets across Australia and New Zealand

\$1.07bn

of assets under VennCap's management

100+

Secured over 100 property transactions, highlighting our expertise and success

110+

Years of combined experience within the property industry

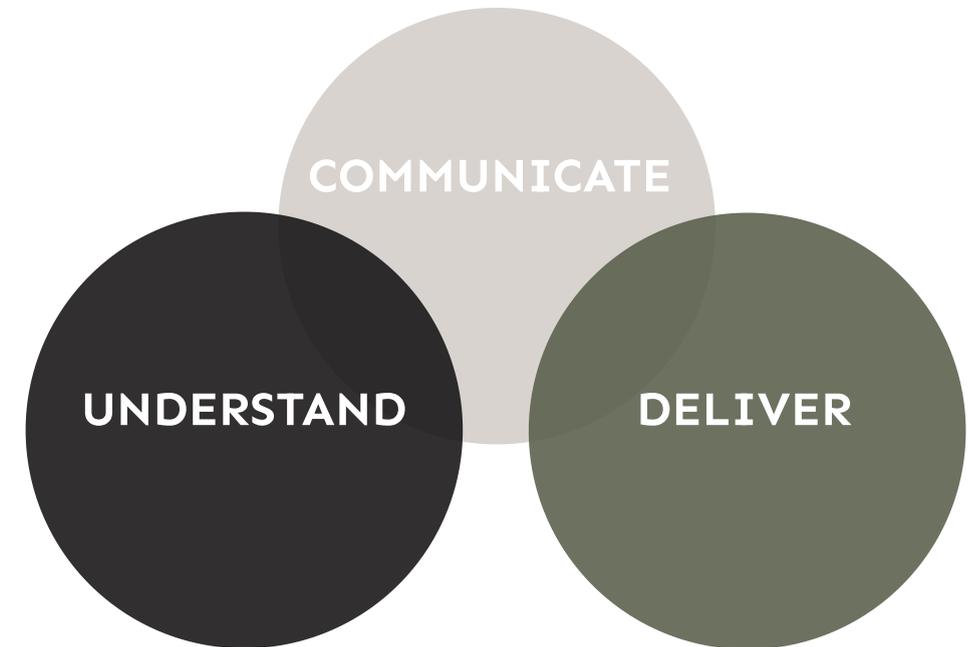
We take ownership seriously - Like it's ours.

Why is VennCap Different?

We proudly offer a comprehensive service we refer to as your ***Property Concierge***. This solution encompasses every aspect of the real estate process, including property acquisition, lease negotiations, asset management, property management, and financial management.

The VennCap Edge...

- Take the time to thoroughly understand your objectives
- Maintain regular, constructive communication
- Clear, actionable recommendations rather than remaining neutral
- Treat your investments with the same care as if they were our own
- Actively involved throughout every stage of the transaction
- Strategy is shaped by a clear understanding of client priorities
- Acting in the clients' best interests to achieve strong financial outcomes
- We take pride in our culture of ownership, adaptability and excellence



What We Offer

As a diversified property group operating across Australia and New Zealand, we provide acquisition and asset management services for local and international clients. Our depth of experience and local market knowledge allows us to deliver targeted, well-executed outcomes.

We operate with a transparent, relationship-driven approach, supported by a professional team that takes ownership and consistently goes the extra mile.

Long-term client relationships built on trust, integrity and accountability are central to how we do business and to our continued success.



What We Offer

Proactive stakeholder management delivering certainty to clients. Where other companies see difficulties, we look for solutions and tailor our services to clients' requirements.

We understand the complexities of real estate ownership and the processes involved in extracting value from these assets.

We assist by enhancing the value of your property investments, reducing costs, mitigating risk and supporting tenant tenure.

Whether building a portfolio or managing existing assets, VennCap provides clear, strategic guidance at every stage.

We deliver an integrated suite of property advisory services tailored to the needs of local and international clients.



Quality and reliable property services



Accessible and readily available team



Tenant retention strategies



Client-driven, tailored property solutions



Ability to deal with complex assets and ownership structures



High level of financial reporting and analysis

Property Acquisition

- Buyer's agency services
- Understanding client investment objectives
- Identifying and assessing suitable assets
- Financial feasibility analysis and cash flow modelling
- Negotiation of property purchase
- Coordination of legal and commercial due diligence
- Oversight of lease reviews and contract terms
- Advising on capital expenditure considerations

Asset Management

- End-to-end property and asset management
- Rent reviews, arrears monitoring and income optimisation
- Tenant relationship management and stakeholder engagement
- Asset inspections and performance reporting
- Risk management and compliance oversight
- Sustainability initiatives and asset enhancement strategies
- Facility and project oversight

Leasing & Tenant Advisory

- Leasing strategy
- Lease negotiations and renewals
- Market rent analysis
- Lease structuring
- Project leasing
- Tenant representation
- Tenant retention strategies
- Incentive analysis
- Lease administration

Financial Management

- Asset-level budgeting, forecasting and cash flow management
- Financial reporting and performance analysis
- Outgoings reviews and audits
- Advice on ownership and corporate structures
- Tax planning and compliance
- Acquisition funding structures

Behind every property is a story of strategy, care and long-term thinking. Our case studies show how we've helped investors navigate complex decisions, unlock value, and build enduring portfolios, always with ownership in mind.



Property Highlights

- **Acquisition Year:** 2015
- **Property Cost:** \$33m
- **Current Book Value:** \$64m
- **Net Lettable Area:** 6,537m²
- **Return on Investment:** 10% per annum
- **Annual Net Cash Flow:** \$2.5m

Our asset in Parramatta has consistently outperformed the market during a period of historically high vacancy rates and substantial new office supply in the precinct. Through strategic marketing and best-practice asset management, we have maintained an occupancy rate above the market average, demonstrating the effectiveness of our approach.

Tenant satisfaction with the asset's quality and our high standard of service is evidenced by the significant number of lease renewals at expiry. This ongoing tenant retention not only highlights the value of our management but also reinforces the strength and resilience of our property in a competitive market environment.

Melbourne

Property Highlights

- **Acquisition Year:** 2025
- **Property Cost:** \$24.5m
- **Current Book Value:** \$24.5m
- **Net Lettable Area:** 3,508m²
- **Return on Investment:** 7% per annum
- **Annual Net Cash Flow:** \$1.2m

We secured our first Melbourne acquisition after a number of years searching the market for the property that met our investment criteria.

The property in metropolitan Melbourne was purchased via a competitive market EOI campaign. The property is newly refurbished and purchased with a 100% occupancy, 7-year WALE and an initial yield of 7.25%.



Brisbane

Property Highlights

- **Acquisition Year:** 2016
- **Property Cost:** \$52m
- **Current Book Value:** \$60m
- **Net Lettable Area:** 7,703m²
- **Return on Investment:** 8% per annum
- **Annual Net Cash Flow:** \$3m

Upon acquisition, this building presented an opportunity to enhance energy efficiency and sustainability through proactive management. Our lack of an active optimisation plan identified a clear path for value creation.

Leveraging our expertise in sustainability, we implemented strategic improvements that delivered measurable operational efficiencies. Over the past 24 months, our focused approach has resulted in significant reductions in resource consumption:

- 33% reduction in electricity consumption
- 31% reduction in gas consumption

These enhancements have not only improved the asset's sustainability profile but also secured the prestigious 6-star NABERS Energy rating. This achievement represents a substantial value-add to the asset and demonstrates our commitment to long-term performance improvements.





Auckland (NZ)

Property Highlights

- **Acquisition Year:** 2018
- **Property Cost:** \$38m
- **Current Book Value:** \$43m
- **Net Lettable Area:** 4,012m²
- **Return on Investment:** 7% per annum
- **Annual Net Cash Flow:** \$1.4m

During the due diligence phase, we identified key investment risks related to the short Weighted Average Lease Term (WALT) and concentrated lease expiries. These risks were carefully managed through strategic pricing and detailed negotiations.

Our proactive approach included securing favourable rent guarantee provisions to protect our client's interests. Following acquisition, we implemented a strategic leasing plan to extend WALT and stagger lease expiries, significantly strengthening the asset's leasing profile and mitigating initial concerns.

Realising what's possible in real estate.

For further information please contact:

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