121EXHIBITION

EAST END PLACE

REDEFINING THE CITY'S MOST
PRESTIGIOUS PRECINCT

Knight Frank

121 EXHIBITION IS SET TO BECOME MELBOURNE'S PREMIER WORKPLACE DESTINATION, AND IN CONJUNCTION WITH KNIGHT FRANK'S STRATEGY WE WILL REDEFINE THE CITY'S MOST PRESTIGIOUS PRECINCT.

THE 121 EXHIBITION STREET PROJECT TEAM

YOUR CORE PROJECT TEAM

THE KNIGHT FRANK TEAM CONSISTS OF OUR TWO MOST SENIOR AND MARKET LEADING OPERATORS COMBINED WITH OUR TWO MOST STRATEGIC AND ACTIVE ASSOCIATE DIRECTORS. SIMON AND CHAS HOLD THE MOST RELEVANT RECENT TRACK RECORD IN MAJOR PROJECT LEASING, ASSET REPOSITIONING AND LARGE OCCUPIER TRANSACTIONS. 121 EXHIBITION STREET WILL BE PRIORITISED AS THEIR NUMBER 1 ASSIGNMENT/LISTING.

Our strategy is clear “establish 121 as the only premium office space in Melbournes East end, with contiguous floors for blue chip occupants, and achieve premium rentals, whilst limiting downtime” to achieve this our strategy is supported by 6 pillars:

Pillar 1 - **Asset Repositioning & Customer Experiences**
Pillar 2 - **Adaptive Re-Use assessment & implementation**
Pillar 3 - **The 111 Bourke Street ‘Blue Print’**
Pillar 4 - **Strategic Tenant Customer Approach & Inspection Experiences**
Pillar 5 - **Collaborative engagement with the State Government**
Pillar 6 - **Co-creation and Blue-Sky Ideas**

Our pillars will deliberately leverage the success of the neighbouring assets and targets occupants seeking to join the east end.

OUR TEAM

JOINT PROJECT LEADS

SIMON HALE

VIEW CV

ROLE
Joint Project Lead

COMMITMENT TO THE PROJECT
To 100% Occupancy

UNIQUE SKILL SET
Intimate knowledge of East End Place

Strongest Co-Owner asset leasing representative in the market

Strongest East End Melbourne CBD track record in the last three years controlling more than 80,000sqm of leasing transactions

EXPERIENCE
16 + years

MAJOR DEALS
Ernst & Young 20,000sqm

AusNet 17,000sqm (under offer)

Corrs 9,000sqm

Clayton Utz 8,000sqm

Google 4,000sqm

CHAS KEOGH

VIEW CV

ROLE
Joint Project Lead

COMMITMENT TO THE PROJECT
To 100% Occupancy

UNIQUE SKILL SET
Strategic Connector with Direct Tenant relationships

Concluded the largest Agents represented deal in the Victorian office Market with the State Government at 50 Lonsdale Street for 48,000sqm

Proven track record in setting market leading Rents (80 Collins Street South and Queen & Collins)

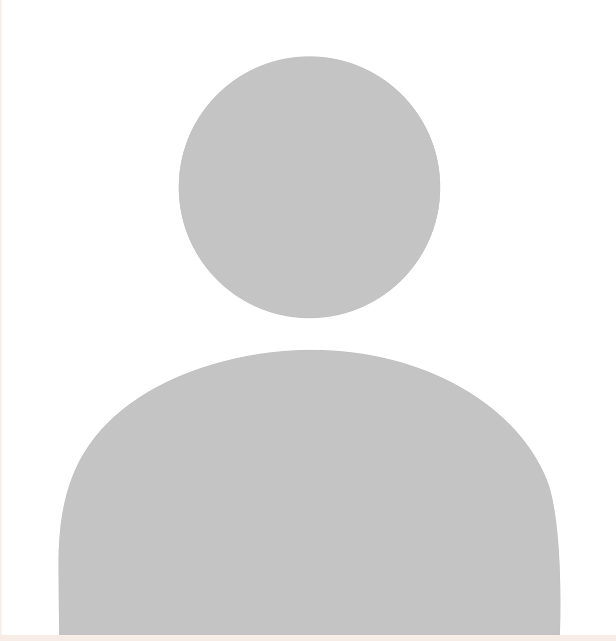
EXPERIENCE
23 + years

MAJOR DEALS
State Government of Vic 48,000sqm

Court Services Victoria 28,000sqm (3 Sites)

Department of Defence 19,000sqm

PROJECT TEAM MEMBERS



AGENT X

ROLE
Project Team Member

COMMITMENT TO THE PROJECT
To 100% Occupancy

UNIQUE SKILL SET
Experienced Agent from a Tenant Representative background with a deep understanding of structuring transactions from a tenant perspective

EXPERIENCE
6 + years

MAJOR DEALS
Energy Company 20,000sqm

Airline 7,000sqm

Fortune 500 Company 16,000sqm (2 sites)

HANNAH O'BRIEN

VIEW CV

ROLE
Project Team Member

COMMITMENT TO THE PROJECT
To 100% Occupancy

UNIQUE SKILL SET
Millennial Connector which is imperative given their dominance in the Tenant Representative market

Brokerage expert with experience and focus from 100sqm up to 2,500sqm

EXPERIENCE
5 + years

MAJOR DEALS
Comcare 2,400sqm

NH Architecture 1,157sqm

Korda Mentha 851sqm

Sequoia 613sqm

DIVERSITY & INCLUSION

DIVERSITY IS BUILT INTO THE TEAM WE ARE PROPOSING FOR 121 EXHIBITION STREET, AND INTO HOW KNIGHT FRANK OPERATES NATIONALLY.

Unlike many of our peers we have the best team of professionals for this assignment, including both males and females.

LEARN MORE

200%	GROWTH IN FEMALE OPERATORS SINCE MID-2025 IN OFFICE LEASING
3 OF 8	OPERATORS ARE WOMEN (UP FROM 1 OF 7) IN OFFICE LEASING
ONLY	CBD OFFICE LEASING TEAM WITH MORE THAN TWO SENIOR FEMALE OPERATORS
47% / 53%	NATIONAL GENDER BALANCE, GAP NARROWING

OUR TEAM FOR THIS APPOINTMENT

Since our team restructure in mid-2025 we have added two female operators. Three of our eight operators are now women, up from one of seven, a 200% increase. We are the only CBD office leasing team with more than two female operators at associate director level or above.

For 121 Exhibition Street we are proposing two of those female operators alongside Simon Hale and Chas Keogh, along with the project team.

WHY IT MATTERS HERE

The occupiers you are targeting are diverse organisations who increasingly choose advisors that reflect their own values. The team we field gives you a leasing bench that matches that market and shares the priorities the Owners have set.

KNIGHT FRANK'S APPROACH

Our DEI mission is to create a culture that fosters a sense of belonging and empowers everyone to reach their full potential. It is expressed through our "Bring Yourself" vision: a workforce that reflects the society we work in, where people feel valued and can bring their whole selves to work.

This is led by our DE&I Committee, which drives change across the business and is supported by Employee Advocacy Groups spanning Gender, LGBTQ+, Race & Faith, Ability & Wellbeing and Reconciliation. We measure progress rather than assert it: our national workforce is 47% female and 53% male, the gender gap has narrowed since April 2025, and we report our gender pay gap annually to WGEA.

KNIGHT FRANK'S EXTENDED 121 EXHIBITION TEAM

In addition to the core project team, the campaign will draw on specialists from across Knight Frank as required, from day-to-day delivery teams and C-suite connectors to senior strategists with deep market experience. This ensures 121 Exhibition Street is backed by the full strength of the organisation, giving the co-owners access to the right expertise, relationships and strategic support at every level.

HAMISH STUART
HEAD OF LEASING

Hamish commences his role at Knight Frank in September as Head of Office Leasing and NSW Managing Director. Joining from Dexus where he was Head of Leasing, Hamish brings a unique experience and skill set having delivered some of Sydney's and Australia's most recognisable office projects including QQT and Waterfront Brisbane. His experience in executing major leasing campaigns, direct relationships with major Australian occupiers and market leasing connections within the Tenant Advisory community will be invaluable. Hamish will be available throughout the campaign to leverage his strategic thinking and market alignment, as well as his corporate and tenant advisor connections.

JAMES PATTERSON
CEO

James Patterson, CEO of Knight Frank Australia, is a leasing agent at heart, having built his career in Office Leasing roles across NSW and nationally. He will open doors on this campaign through C-suite connections that are second to none in our industry.

DR TONY MCGOUGH
RESEARCH TEAM

Tony heads our Research & Consulting team in Victoria and will provide the data and the insights to support the co-owners to navigate real estate markets whilst guiding the team's decision making. Tony will ensure throughout the campaign that our leasing strategy is supported by real data and analytics.

JESS CAMPION
LOCAL MARKETING RESOURCE

Jess is the senior marketing resource within Office Leasing who has joined in our recent restructuring of the service provision of our team. Jess' role will be to co-ordinate agents, external marketing providers and in house owner marketing services to ensure delivery and execution of all marketing elements of the campaign.

JENNA WALLACE
HEAD OF GLOBAL PORTFOLIO SOLUTIONS, AUS & NZ

With nearly 20 years' experience across the industry, Jenna brings deep, hands-on experience working directly with major occupiers across Australia and globally, having built and led significant occupier service lines at both Knight Frank, JLL and CBRE. Jenna will give the co-owners regular, direct insight into the occupier and supply-side of the conversation, translating workplace trends, tenant decision drivers and shifts in space utilisation into practical positioning input for the asset.

JACOB VAN WINCKEL
FULL-TIME ANALYST

Jacob is the full-time analyst within the Office Leasing team. He provides the on-the-ground competition, deal and expiry data that frames our strategy.

OUR POINT OF DIFFERENCE

OUR TRACK RECORD SPEAKS FOR ITSELF, NO OTHER AGENCY CAN CLAIM THE EXPERIENCE WE HAVE AND WE'RE EXCITED TO BRING THIS TO 121 WITH THE IMPACT THE CO-OWNERS NEED AND DESERVE.

- INTIMATE KNOWLEDGE OF THE EAST END PLACE PRECINCT
- UNRIVALLED PRE-COMMITMENT LEASING AND ASSET REPOSITIONING EXPERTISE
- WE HAVE A DEEP UNDERSTANDING OF OUR TARGET TENANT CUSTOMER DRIVERS
- WE HAVE PROVEN SUCCESS IN CO-OWNERSHIP / PRECINCT REPRESENTATION
- WE'VE DELIVERED THE TENANT CUSTOMER PITCH, BUILDING THE RECALL THAT MAKES KNIGHT FRANK THE LEASING MARKET'S FIRST CALL FOR EAST END PLACE

RESOURCES & CAPABILITIES

KNIGHT FRANK'S GREATEST ADVANTAGE IS OUR LOCAL TEAM'S RELEVANT LEASING EXPERTISE AND CAPABILITIES WITHIN OUR TARGET MARKET, OUR NOMINATED TEAM HAS REPRESENTED OWNERS IN THE MAJORITY OF RECENT LARGE OCCUPIER TRANSACTIONS RELOCATING TO THE EAST END OF TOWN, AND WE KNOW THAT THESE DECISIONS WERE ALL MADE BY LOCAL PROPERTY OR C-SUITE TEAMS.

The team we have assembled has the strongest capabilities and transaction record. We have spent years earning the trust of the tenant representation market, additionally we know how to reach key influencers, and we work in partnership with the co-owners to utilise these relationships.

Knight Frank is uniquely positioned, having already worked on the precinct repositioning for almost four years with two of the Co-Owners at 111 Bourke Street, we developed a leasing and repositioning strategy, took it to market, and led transactions of close to 40,000sqm. Our learnings and experience provide us with a level of intellectual property like no other agency.

KEY LEASING STRATEGY PILLARS

We are very mindful that the staging/timing of 121 Exhibition, could create some challenges with driving the best possible outcome from early engagements. Careful consideration must be given to the strategy given the fact that upgrade works aren't yet defined, the first tranche available is the upper floors and the vacancy is just over 12 months away.

Whilst the limited high rise vacancy up the East end of town is an advantage to our campaign, we must be aware that we are entering the market with unresolved plans on capital works program, we believe it best to approach the high rise leasing from the bottom up, holding back the top floors under a POA approach for as long as we can, to maximise achievable rents.

Knight Frank's approach takes these challenges into consideration and is supported by our strategic pillars which will be covered further in the following pages.

PILLAR 1
ASSET REPOSITIONING & CUSTOMER EXPERIENCES

PILLAR 2
ADAPTIVE RE-USE ASSESSMENT & IMPLEMENTATION

PILLAR 3
THE 111 BOURKE STREET 'BLUE PRINT'

PILLAR 4
STRATEGIC TENANT CUSTOMER APPROACH & INSPECTION EXPERIENCES

PILLAR 5
COLLABORATIVE ENGAGEMENT WITH THE STATE GOVERNMENT

PILLAR 6
CO-CREATION AND BLUE-SKY IDEAS

PILLAR 1

ASSET REPOSITIONING & CUSTOMER EXPERIENCES

*ARTIST IMPRESSION

THE GROUND PLANE REPOSITIONING WILL BE THE FOUNDATION OF THIS LEASING CAMPAIGN. THE ASSET ALREADY BENEFITS FROM A PREMIUM LOCATION WITHIN A PRECINCT RICH IN AMENITY, BUT ITS SUCCESS WILL DEPEND ON HOW CLEARLY AND CONSISTENTLY THAT VALUE IS BROUGHT TO MARKET. A STRONG OCCUPIER JOURNEY, CLEAR ASSET POSITIONING AND A CONSIDERED CUSTOMER EXPERIENCE WILL WORK TOGETHER TO BUILD CONFIDENCE, REMOVE BARRIERS AND GIVE OCCUPIERS FEWER REASONS TO SAY NO.

There are two clear scenarios when considering the level of works and capital expenditure required to re-imagine the ground plane and workplace. We know from experience at 111 Bourke Street what impact we can have by delivering a space that interacts with the way tenant customers want to work while delivering a range of spaces and zones to work, collaborate or dwell. The design and scale must reflect the opportunity. This asset is returning to market for the first time in 20 years. We need to maximise impact on tenant attraction and rental uplift, while delivering a space that is future proofed and that corporate brands can be proud of.

SCENARIO 1
GROUND PLANE

Knight Frank's preferred scenario is a new, more luxurious entry, relocating the main entry towards Collins Street with a new arrival experience from the corner of Exhibition Street and Little Collins Street (image above). This maximises the investment, future-proofs the asset and pushes the building's rental profile as high as possible.

By increasing the volume of space, we can deliver a range of different settings and experiences for the tenant customer, places to meet, dwell, collaborate or retreat as these are the areas tenants are looking for within their communal spaces. With an onsite conference and town hall facility already at 111 Bourke Street, we can be selective with how we curate the ground plane.

SCENARIO 2
GROUND PLANE

This scenario keeps the existing structure and modernises the arrival experience with new areas and finishes. The size of the existing lobby limits how far the change can go, which constrains achievable rents. We have modelled this in our financial analysis.

PILLAR 1

ASSET REPOSITIONING & CUSTOMER EXPERIENCES

END OF TRIP FACILITIES

The current end of trip facilities are very good and provide an excellent allocation of facilities. Only minimal work may be required here to uplift the overall experience to a more premium level: new decals in the common areas, stone finishes in the bathrooms and modern bike stackers to increase density. We need to be mindful that the end of trip feels part of the buildings overall positioning and customer tenant journey.

ON FLOOR LOBBIES AND BATHROOMS

The on floor lobbies and bathrooms throughout the building require full refurbishment, with finishes consistent across the lift cars, ground floor and the overall design.

ELECTRIFICATION

In keeping with future proofing of the precinct and 111 Bourke Street, it is important that 121 Exhibition Street becomes fully electrified. Most major occupiers signing for a 10 to 20 year future will expect it, and it keeps the asset consistent with the precinct.

PILLAR 2

ADAPTIVE RE-USE ASSESSMENT & IMPLEMENTATION

The biggest challenge facing groups with current and pending expiries is financial viability against the desire to give more back to employees. At 111 Bourke Street, a significant layer of interest was supported by an adaptive re-use approach. This becomes a key strength at 121 Exhibition Street. With multiple floors recently upgraded by the State Government, we recommend an even stronger focus on this approach. Adaptive re-use lets tenants who would not otherwise pay the net rent make 121 Exhibition Street work.

We recommend a floor by floor analysis of the most appropriate floors. Once agreed, we would prepare the adaptive re-use plans, visuals and flythroughs, working with OSLYN (see link below), who have already prepared an example plan showing the alternative finishes and fitout. This is the evolution of leasing: adaptive re-use progressing tenant interest before they have full access to a floor.

VIEW EXAMPLE FLYTHROUGH

VIEW FLOORPLANS

PILLAR 3

THE 111 BOURKE STREET ‘BLUE PRINT’ - WORKSHOP OF SUCCESS

It is rare to bring one whole building back to market, let alone two in the same precinct within a similar timeframe. The expanded Co-Owner group can benefit directly from the recent success at 111 Bourke Street, using our learnings, our understanding of tenant customer drivers, our marketing pitch and our timing of the market to outperform those results and drive investment returns.

A similar-sized ground plane supported by a much larger NLA makes the return on investment attractive, with significant rental upside also achievable. Applying these learnings to the ground plane design and the achievable rent profile lets us maximise investment value, minimise downtime and secure income sooner.

Our recent tenant customer engagement tells us that the ground plane and arrival experience is central to success. Knowing where to value manage the works while integrating existing precinct amenity is the key to maximising the investment value on 121 Exhibition Street.

A dedicated workshop between agents and owners will ensure we are maximising every part of the capital allocation towards this major repositioning.

PILLAR 4

STRATEGIC TENANT CUSTOMER APPROACH & INSPECTION EXPERIENCES

We will run a strategic review of every targeted tenant customer so we are ready to engage from day one. This means collating a detailed list of target tenants, analysing their key drivers, and identifying their key influencers. We then align this information with the overall offering at 121 Exhibition Street and the known audience on the day, to make every first inspection seamless and memorable.

This level of investment has proven to be powerful at 111 Bourke Street. EY are a clear example: their partner relocation vote turned around after the inspection experience.

We will need space for presentations, ideally an open floor plate to host inspections. We have provided more detail within the Marketing section of this submission regarding the ‘Show Floor’ or ‘Presentation Suite’.

PILLAR 5

COLLABORATIVE ENGAGEMENT WITH THE STATE GOVERNMENT

The State Government is unlikely to confirm in writing that it will relinquish its option rights over the lower ~55,000sqm. We will therefore take a collaborative, ongoing approach, offering multiple rent profiles across a range of timing options. This will allow us to target traditional low and mid-rise occupiers as well as traditional high or sky rise tenants. Working with the Government on lease variations to their option rights will be vital in ensuring we don’t miss any opportunities on timing.

PILLAR 6

CO-CREATION AND 'BLUE-SKY' IDEAS

LEVEL 4 - NORTHERN TERRACE

Considering the size of the office precinct and the anticipated significant increase in the number of people occupying the office towers, the case for additional outdoor space is clear. A curated area would let building customers step away for an outdoor meeting, host a function or event, or simply enjoy their lunch. We see this as an exciting opportunity: a unique point of difference that will lift the leasing campaign and drive up our achievable rent profile. We have illustrated the potential rental impact within our financial analysis section.

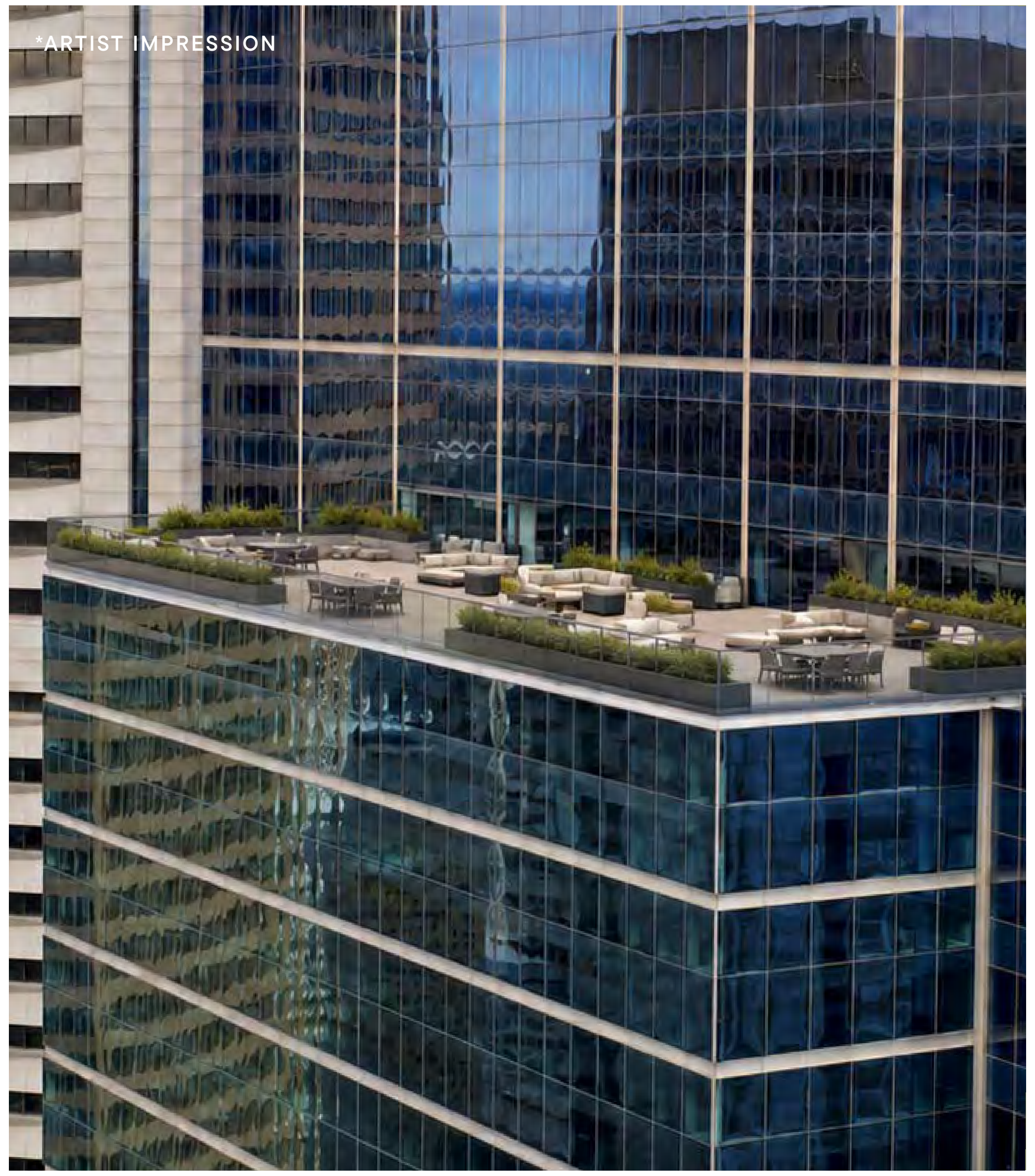
Below are some considerations for activation of this space, Knight Frank has a strong preference to provide a facility for all East End Place tenant customers.

This opportunity would offer the only large shared outdoor space in the East end of the CBD a true differentiator for 121 Exhibition Street

Sky Park

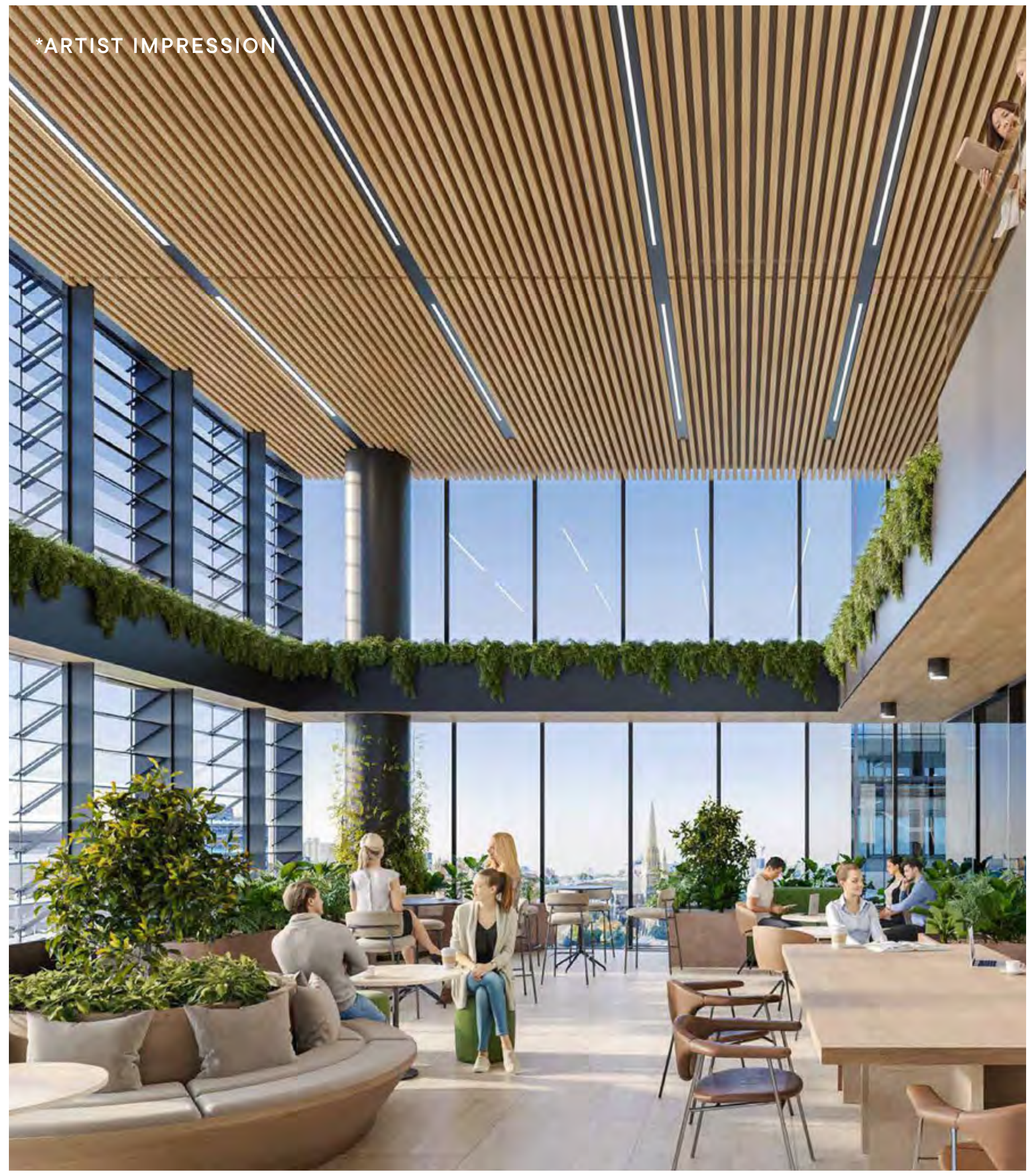
Restaurant / Bar

Combination - Part Tenant Customer / Flex private use + building amenity



LEVEL 34 TERRACE

A unique selling point with the ability to drive the deal matrix, we recommend that at a minimum the Outdoor terrace on level 34 is made code compliant for any potential occupier that would look to secure multiple floors at the top of the building.



WINTER GARDENS

The 111 Bourke Street campaign showed the appeal of the Winter Garden concept, which EY took up as part of their workspace. If achievable at 121 Exhibition Street, we should have design, costings and milestone dates available to incorporate into negotiations.

THE LEASING LANDSCAPE & TARGET TENANTS

MELBOURNE'S CBD OFFICE MARKET IS SHOWING ENCOURAGING SIGNS OF RECOVERY, WITH NET ABSORPTION REACHING ITS STRONGEST LEVEL SINCE 2018 AT +29,475 SQM IN 2025.

Rental growth has been a standout, with face rents rising 6.6% to $767/sqm across the CBD. However, the Eastern Core precinct is the clear outperformer, accounting for approximately 61% of total CBD rental growth despite being just one of seven precincts.

Looking ahead, a constrained development pipeline beyond 2026 will support further leasing improvement and continue the Eastern core recovery.

STRONGEST ABSORPTION IN SEVEN YEARS

Melbourne CBD recorded net absorption of +29,475sqm in 2025, with forecasts averaging ~40,000sqm per annum over the next five years.

EASTERN CORE DOMINATES RENTAL GROWTH

Average high rise Prime net face rents in the precinct reached $1,051/sqm, up 14.8% year-on-year, and average incentives of 39.5% are well below the CBD average of 47.7%.

UNDERLYING VACANCY TIGHTER THAN HEADLINE FIGURES SUGGEST

The Eastern Core's 18% vacancy is inflated by new supply and pre-committed tenants yet to occupy, such as 40,000sqm at 111 Bourke Street; like-for-like vacancy is estimated at around 10%.

SCARCE CONTIGUOUS SPACE IN THE EASTERN CORE

Of 34 large (>4,000sqm) contiguous options across the CBD, only three are in the Eastern Core, compared to 13 in Docklands and 12 in the Western Core.

DEVELOPMENT PIPELINE EFFECTIVELY STALLS AFTER 2026

With no projects currently under construction beyond this year's completions, supply constraints should support leasing fundamentals and hasten market recovery.

COMPETITION - IN MARKET

We believe the basket of 11 Buildings represent the most relevant known competition for 121 Exhibition Street which represents in excess of 200,000sqm of vacancy in existing assets and 50,000sqm in development stock.

385 BOURKE ST

Timing
Q1 2028

Available Area (SQM)
20,000

Contiguous Area (SQM)
9,000

Lift Rise
MID: LEVELS 17-22 (7,000SQM);
HIGH: LEVELS 35-41 (8,100SQM)

Net Rent
HIGH $700'S-MID $900'S

435 BOURKE ST

Timing
Q1 2027

Available Area (SQM)
12,000

Contiguous Area (SQM)
12,000

Lift Rise
HIGH: LEVELS 37-46

Net Rent
$1,050-$1,200

35 COLLINS ST

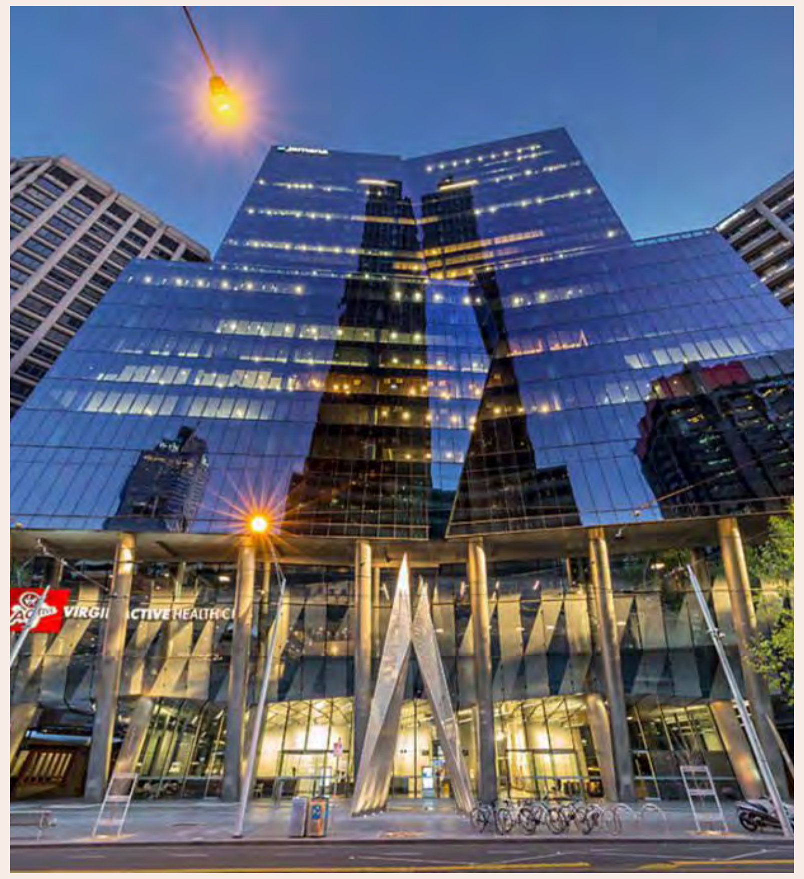
Timing
Q2 2028

Available Area (SQM)
13,500

Contiguous Area (SQM)
13,500

Lift Rise
MID: LEVELS 9-16

Net Rent
$850+



567 COLLINS ST

Timing
IMMEDIATE

Available Area (SQM)
10,000

Contiguous Area (SQM)
10,000

Lift Rise
MID: LEVELS 22-26

Net Rent
$800-$850

600 COLLINS ST

(SUBJECT TO PRE-COMMITMENT)

Timing
2030+

Available Area (SQM)
53,000

Contiguous Area (SQM)
53,000

Lift Rise
LEVELS 6-46

Net Rent
$950+

747 COLLINS ST

(ATO BACKFILL)

Timing
Q4 2027

Available Area (SQM)
16,000

Contiguous Area (SQM)
16,000

Lift Rise
LOW: LEVELS 1-7

Net Rent
$690-$720

COMPETITION - IN MARKET

TOWER 1, COLLINS SQUARE

Timing
Q1 2027 - Q3 2028

Available Area (SQM)
30,000

Contiguous Area (SQM)
22,000

Lift Rise
LOW: LEVELS 2-12
HIGH: LEVELS 17-20

Net Rent
$800-$850

8 EXHIBITION ST

Timing
Q1 2027

Available Area (SQM)
7,500

Contiguous Area (SQM)
4,500

Lift Rise
HIGH: LEVELS 27-29

Net Rent
$1,250+

MELBOURNE QUARTER TOWER

Timing
IMMEDIATE

Available Area (SQM)
25,000

Contiguous Area (SQM)
16,000

Lift Rise
MID: LEVELS 15-17
HIGH: LEVELS 21-29

Net Rent
$800+

RIALTO

Timing
IMMEDIATE

Available Area (SQM)
38,000

Contiguous Area (SQM)
12,000

Lift Rise
LOW: LEVELS 12-20

Net Rent
HIGH $700'S-$1,300+

7 SPENCER STREET

Timing
IMMEDIATE

Available Area (SQM)
32,500

Contiguous Area (SQM)
31,000

Lift Rise
LOW-MID:
LEVELS 5-16

Net Rent
$680-$760

COMPETITION - POTENTIAL

The Confirmed on the preceding pages vacancy is shown on previous pages, however Several other buildings could also deliver vacancy that competes directly with 121 Exhibition Street.

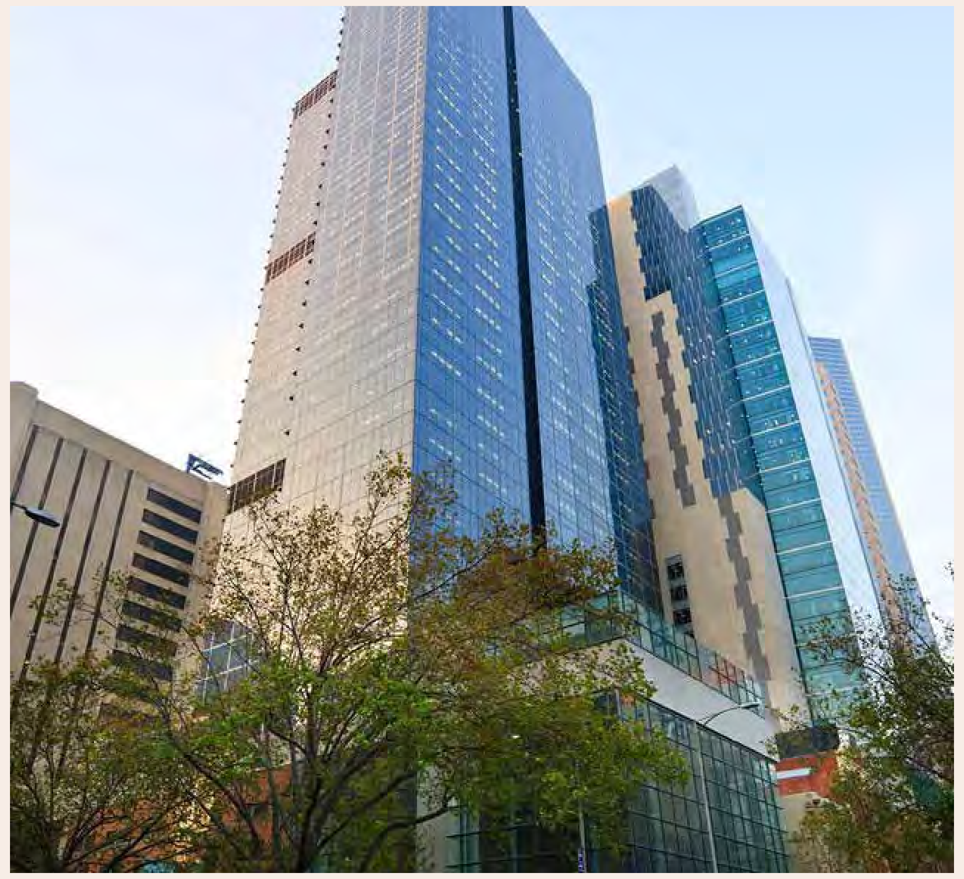
180 LONSDALE ST

POTENTIAL VACANCY

Upwards of 20,000sqm expiring in 2029.

COMMENTS

State and Federal Government vacancy. Building is being repositioned now ahead of time. Both tenants have options.



242 EXHIBITION ST

POTENTIAL VACANCY

63,000sqm expiring in 2031.

COMMENTS

Telstra in market for 20-25,000sqm.

222 EXHIBITION ST

POTENTIAL VACANCY

16,000sqm expiring in 2030.

COMMENTS

Subject to the State Government Strategy. Tenant does not have an option.

STATE LIBRARY DEVELOPMENT

POTENTIAL VACANCY

12,000sqm - 2028/29 delivery.

COMMENTS

Currently being marketed but believed to be in close discussions with RMIT for a Campus building. Mixed use development with 60,000sqm of GFA for BTR/Student accom.

2 LONSDALE ST

POTENTIAL VACANCY

10,000sqm expiring 2027.

COMMENTS

Subject to the State Government strategy. Tenant has an option.

TENANT CUSTOMER ENGAGEMENT & EXPIRIES

With a focus up to 2030. Tenant expiries beyond 2030 can be found within annexures.

DATE TO BE IN MARKET

● PREFERRED SCENARIO 1 ● PREFERRED SCENARIO 1 OR 2

TENANT	EXPIRY YEAR	LIKELY SIZE	PREFERRED LIFT RISE	PREFERRED SCENARIO	FIRST TERM TENANT	FOOTPRINT CHANGE
Jemena	2028	10,000	Mid	1	Y	↘
MUFG	2028	7,000	Low	1 or 2	Y	↘
WSP	2028	6,000	Low	1 or 2	Y	→
Netwealth	2028	6,000	Low	1	Y	↗
CPB Contractors	2028	6,000	Low	1 or 2	Y	↘
BP	2028	5,000	Low - Mid	1 or 2	N	↘
Grant Thornton	2028	4,000	High	1	Y	→
JB-Hi-Fi	2029	10,000	Low	1 or 2	Y	→
Hesta	2029	10,000	Mid - High	1	N	↗
Sportsbet	2029	10,000	Low - Mid	1	N	→
ASIC	2029	7,000	Low	1 or 2	Y	→
GHD	2029	7,000	Low	1 or 2	N	↘
ABL	2029	6,000	Mid	1	N	↘
Suncorp	2029	6,000	Low - Mid	1	N	↘
AEMO	2029	5,000	Mid	1	Y	→
QBE	2029	3,000	Mid - High	1	Y	↘
CPA	2029	4,000	Mid - High	1	N	↘
Transurban	2030	10,000	Mid - High	1	Y	↘
Energy Australia	2030	10,000	Mid - High	1	Y	↘
Mallesons	2030	9,000	High	1	Y	→
Nine Entertainment	2030	7,000	Low	1	N	↘
Infosys	2030	7,000	Low	1 or 2	Y	↘
Ashurst	2030	6,000	High	1	Y	↗
Mills Oakley	2030	5,000	Mid - High	1	N	→
SMEC	2030	5,000	Low	1 or 2	Y	→
BHP	2030	4,500	High	1	N	↘
Vanguard	2030	10,000	High	1	Y	↗
Norton Rose	2030	4,000	High	1	Y	→

SELECT TENANTS <3,000SQM

TENANT	EXPIRY YEAR	LIKELY SIZE	PREFERRED LIFT RISE	PREFERRED SCENARIO	FIRST TERM TENANT	FOOTPRINT CHANGE
Generation Life	2027	1,800	Mid - High	1	Y	↗
AON	2028	2,500	High	1	N	→
Bank of America	2028	1,400	High	1	N	↘
Mutual Trust	2028	1,700	High	1	N	→
FTI Consulting	2028	1,600	High	1	N	→
IronBark	2028	1800	High	1	Y	↗
Stockland	2029	2,000	High	1	N	→
Gilbert & Tobin	2029	1,700	High	1	N	→
Judo Bank	2029	2,700	High	1	Y	→

TENANT CUSTOMER DEEP DIVE

KNIGHT FRANK'S STRENGTH IS TARGET TENANT ENGAGEMENT. WE ALIGN OUR APPROACH NOT JUST TO A TENANT'S EXPIRY BUT, MORE IMPORTANTLY, TO THEIR KEY DRIVERS.

In the expiry table on page 17 we have identified in excess of 200,000sqm of targeted expiry up to 2030. This is not an exhaustive list but a targeted list with 121 Specifically in mind. We will complete the customer deep dives on all the listed tenants on this list.

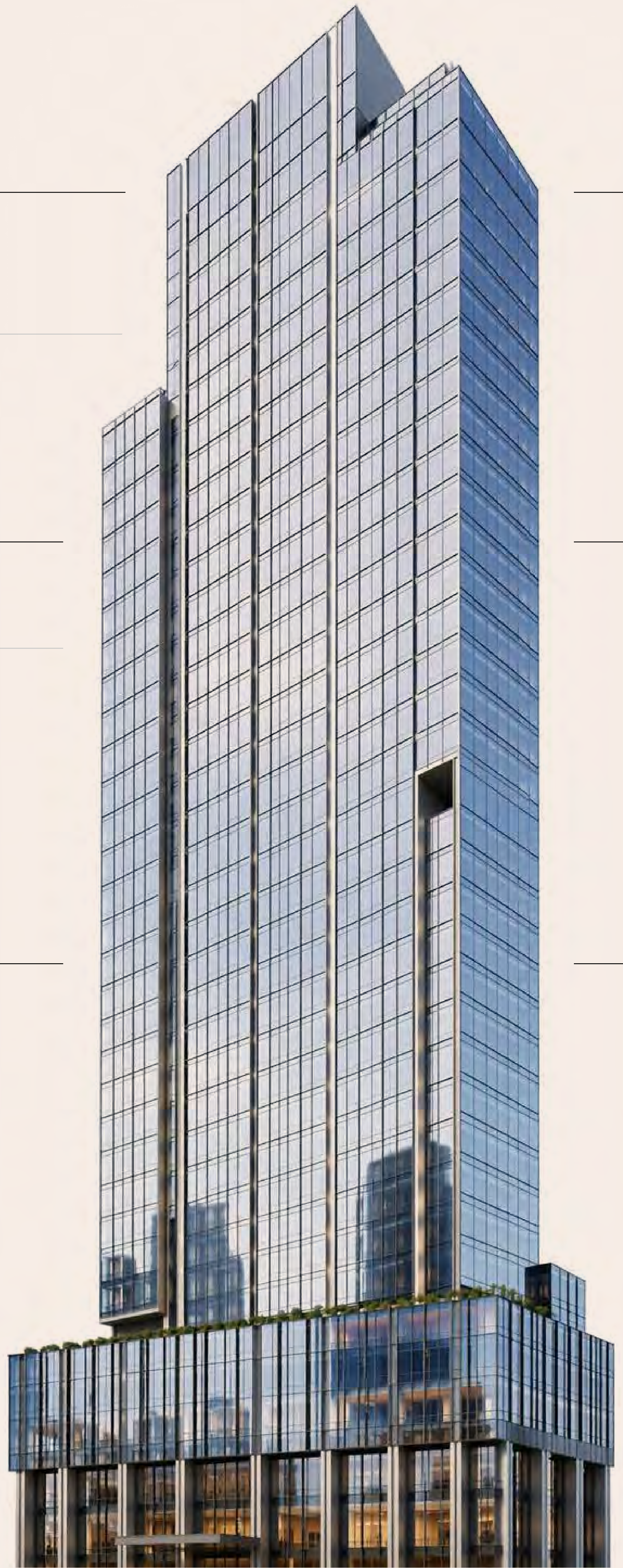
A comprehensive list of target tenant customer expiries is on the page prior. We have already deep-dived into four of them, evidence that we will be ready to engage from day one of appointment.

VIEW 4 TENANT CUSTOMER DEEP DIVES EXAMPLES

We have provided our rental assessment based on two potential capital works scenarios. When analysing comparable rental profiles, we have focused more on recent transactions rather than 'asking' rents. We need to be mindful that until now the East end of town has been moving through a supply tightening phase, and our competition 'asking' rents are much higher than any 'achieved' rents. We are mindful that 121 Exhibition Street coming online will shift the narrative of the East end and we must be priced to transact to ensure we build leasing momentum and interest.

We look forward to providing a more detailed rental analysis at our presentation.

TIMING	LEVELS	ASKING FACE RENT WORKS SCENARIO 1	INCENTIVES	ASKING FACE RENT WORKS SCENARIO 2	INCENTIVES
Mid - late 2028	34 - 37	$1,175 - $1,225	40 -43%	$1,080 - $1,120	43% - 45%
	28 - 33	$1,100 - $1,130	40 - 44%	$1,040 - $1,060	44 - 47%
	25 - 27 (Views above 111 Bourke St)	$1,075 - $1,100	42% - 45%	$1,000 - $1,040	44 - 47%
Mid - late 2029	16 - 24	$950 - $1,050	43% - 47%	$920 - $950	45% - 48%
	5 - 15	$890 - $950	43% - 47%	$840 - $890	45% - 48%
	2 & 3	$875 - $885	45% - 48%	$825 - $835	45% - 50%

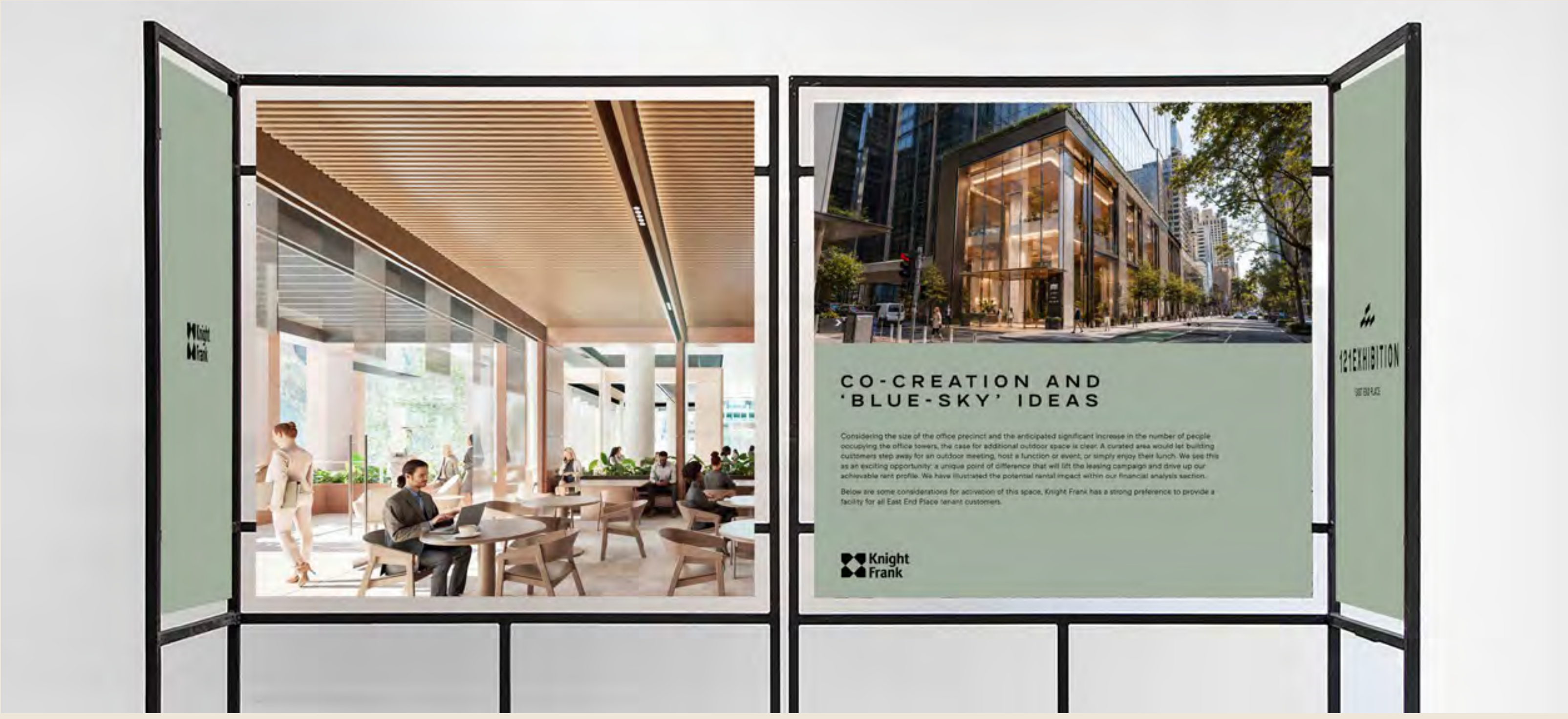


TARGET TENANTS

- Grant Thornton
- Ashurst
- KPMG
- King & Wood Mallesons
- Vanguard Healthcare Solutions
- Deloitte.
- Macquarie
- Norton Rose Fulbright
- The Executive Centre
- Bank of America
- judobank
- generation life
- Jemena
- HESTA
- Arnold Bloch Leibler Lawyers and Advisers
- AEMO Australian Energy Market Operator
- CPA Australia
- K&L Gates
- EnergyAustralia
- Mills Oakley
- Transurban
- Maxxia
- HWL Ebsworth Lawyers
- QBE
- MUFG
- wsp
- netwealth
- CPB Contractors
- ASIC Australian Securities & Investments Commission
- Infosys
- Nine
- L'Oréal
- JB Hi-Fi
- smec an SJ company
- sportsbet.com.au
- GHD
- origin
- Suncorp
- bp

MARKETING

We reintroduce 121 Exhibition Street ahead of the high-rise vacating in late 2027, giving the market a clear sense of what the building is becoming before floors are released. A Level 37 presentation suite, refined renders and virtual tours make the future offer tangible early, while an interim Building IM, built on the East End Place brand and our 111 Bourke Street material, gives agents a focused tool to start qualified conversations. From there, precinct activations and a considered LinkedIn and Instagram presence keep the building visible, relevant and front of mind until the space becomes available.



SHOW FLOOR AND PRESENTATION SUITE

A very important tool for our initial engagement plan is to have access to at least one, ideally two clear floors in the high rise. The current inspection experience is challenging and not aligned to the premium positioning we are targeting for this asset.

We have identified levels 37 and 28 as preferred and suitable floors to be stripped back to cold shell, with level 37 presented as a marketing suite. This means we can experience the exceptional views, look down onto the terrace and illustrates the arrival experience for the aspirational tenant customer. Additionally, these two floors gives prospects a sample of two floor plate sizes.

The space should host marketing tools: a presentation screen, large decals on the core and/or large core flute renders. It is also recommended to have examples of lobby and common area finishes.

This space needs to be a warm and inviting environment fitted with various seating arrangements, storage areas, and be able to support small food and beverage options, as required.

RENDERS

Most tenants struggle to visualise raw space, so it is vital to bring the repositioning concepts to life as soon as reasonably possible. We will require a full suite of fully refined renders of the final concepts of all areas of refurbishment. This includes ground plane, lobby, level 4 terrace concepts, on floor lobbies and bathrooms as well as some workspace and private terrace concepts.

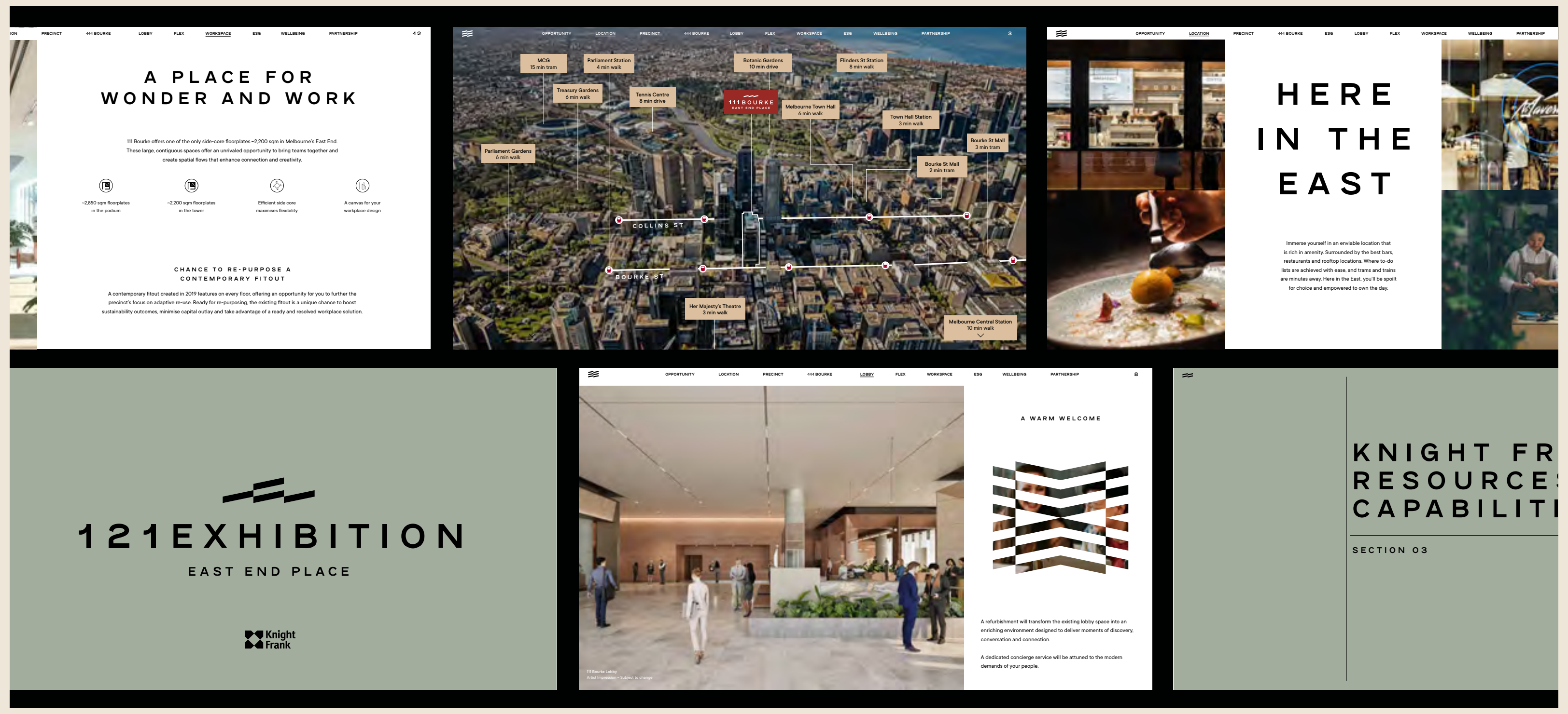
Once a Co-Owner agreement has been reached on the basic concepts for repositioning, we recommend producing some early 'illustration purpose only' renders as thought provoking images, especially for the new arrival experience and level 4 concepts.

APAPTIVE RE-USE AND VIRTUAL TOURS

Virtual tours are a powerful way to present the repositioning concepts before and during construction. We suggest engaging a group such as Flood Studio or Scharp to produce a ground plane flythrough, similar to what was used throughout the 111 Bourke Street campaign.

VIEW EXAMPLE FLYTHROUGH

MARKETING



BUILDING IM – INTERIM AND FULL VERSION

An interim IM is vital for early, qualified engagement, and we can prepare one quickly. Much of the work already exists: the East End Place precinct branding, plus the location, amenity and statistics gathered for 111 Bourke Street.

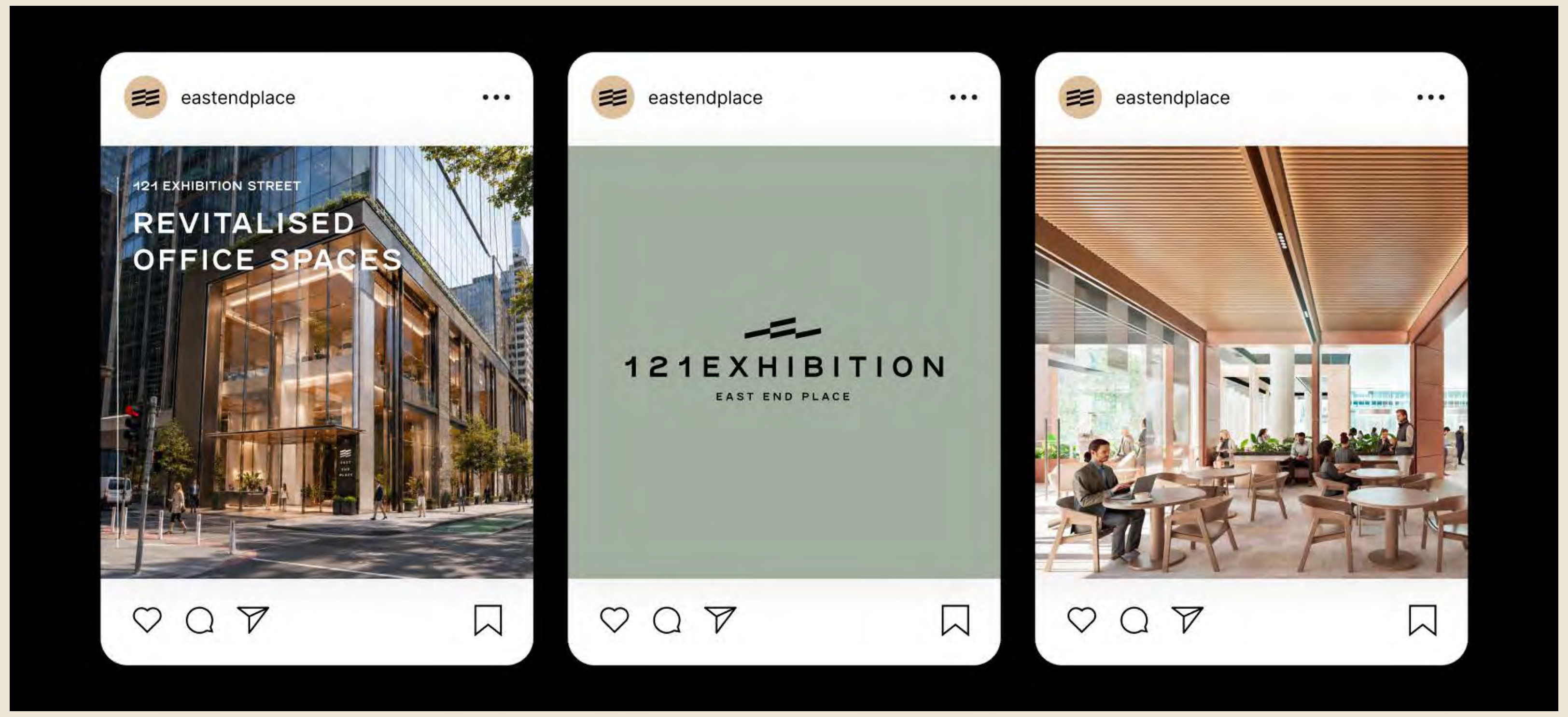
We will expand it as the ground floor design and the campaign develop. It will be a working document, integrating early renders as soon as they are ready to support marketing and tenant engagement.

PR CAMPAIGN

The announcement of the repositioning and new concept plans will earn awareness in its own right; an opportunity of this scale in the East-end is rare. But awareness alone will not carry the leasing window. Sustained engagement with the East End market calls for an active PR strategy, not just earned media.

We recommend a continued program of activations and events that increase footfall and visitation to the precinct. East End Place has the pulling power to draw the market in, and these activations give the local market a reason to come.

Through them, we invite the market to engage with the precinct and build its propensity to consider, so that when space comes available 121 Exhibition Street is already an address occupiers know and want.



SOCIAL — INSTAGRAM & LINKEDIN

We see LinkedIn and Instagram playing complementary roles, run under the East End Place identity so the building benefits from an existing audience.

LinkedIn will focus on the decision-makers, carrying deal momentum, precinct insight, development updates and commentary on the leasing market and what tenants are looking for from contemporary office accommodation.

Instagram will carry the experience: the repositioned building, its amenity and the wider precinct, shaping how prospective occupiers picture their people here.

Together they extend the reach of the wider campaign well beyond each inspection, and keep 121 Exhibition Street front of mind across the leasing window.

CURRENT & PENDING APPOINTMENTS

121 EXHIBITION STREET WILL BE THE NO. 1 ASSIGNMENT FOR OUR MOST SENIOR MEMBERS OF OUR BUSINESS.

Knight Frank holds multiple Prime-grade asset appointments. The nominated team, however, has only two appointments of existing assets with contiguous vacancy of 5,000sqm that could present a conflict of interest:

8 EXHIBITION STREET

Availability

LEVEL 11
LEVEL 27-29

Typical Floorplate

1,600SQM

Maximum Contiguous Availability

5,500SQM

Net Rental Range

$1,300/SQM

567 COLLINS STREET

Availability

LEVEL 20
LEVEL 22-25

Typical Floorplate

2,050SQM

Maximum Contiguous Availability

9,700SQM

Net Rental Range

$800-$850PSQM

600 COLLINS STREET

We are also appointed on 600 Collins Street on behalf of Hines and NPS. It is a 61,000 sqm development with 1,250 sqm floorplates, requiring 30% pre-commitment to start construction. Delivery runs 36 months from execution of the AFL, so practical completion is most likely 2030 or beyond.

WILLINGNESS TO OPT OUT OF COMPETING PROJECTS

Should Knight Frank be successful in being appointed on 121 Exhibition Street, we are open to a discussion about resourcing should the co-ownership believe this is in the best interests of the project.

PROPOSED FEE STRUCTURE

KNIGHT FRANK PROPOSES THE SAME BASE FEE STRUCTURE WHICH WAS AGREED FOR 111 BOURKE STREET, ON A CONJUNCTIONAL BASIS.

THE BELOW IS A TOTAL FEE POOL AND IS TO BE SPLIT BETWEEN THE CONJUNCTIONAL AGENTS IN EQUAL SHARES.

Percentage	Lease Term
12% OF THE GROSS AVERAGE ANNUAL FACE RENT	LEASE TERM EQUAL TO OR LESS THAN 5 YEARS
15% OF THE GROSS AVERAGE ANNUAL FACE RENT	LEASE TERM OF MORE THAN 5 YEARS

EXTERNAL AGENT INTRODUCTION

Should a third party or external agent introduce a tenant without tenant representation then the above fee pool shall be increased to 150% with 75% payable to the external agent and 75% split evenly between the appointed agents.

For the avoidance of doubt no commission is payable to an External Agent where the prospective tenant is or becomes represented at any stage by a tenant representative.

THANK YOU

CHAS KEOGH

PARTNER, JOINT HEAD
OF OFFICE LEASING

+61 418 801 111
chas.keogh@au.knightfrank.com

SIMON HALE

PARTNER, JOINT HEAD
OF OFFICE LEASING

+61 417 147 785
simon.hale@au.knightfrank.com

EAST END PLACE

TENANT DEEP DIVES

ANNEXURE 01

HESTA

An Industry SuperFund

CURRENT ADDRESS
2 Lonsdale Street

PRESENT SIZE
10,000sqm

EXPIRY
August 2029

OPTION
5 years

PASSING RENT AT EXPIRY
Late $700's

OTHER LOCATIONS
-

INDUSTRY GROUP
Superannuation

LIKELY SIZE REQUIREMENT
11,000sqm

BUSINESS OVERVIEW
Hesta Superannuation is a leading Australian industry super fund primarily serving the health and community services sector.

BUSINESS VALUES
- Integrity
- Equity
- Sustainability
- Courage
- Respect

GROWTH PLAN
Still growing but adjusting to work from home strategies.

DRIVERS TO MOVE
- Flight to quality; one of few super funds yet to upgrade its office
- Sustainability initiatives
- Future-proofing operations – flexibility
- Unhappy with existing service

COMPETITORS
- Renewal - 2 Lonsdale
- Melbourne Quarter Tower
- 567 Collins Street
- 35 Collins Street
- Collins Square
- 7 Spencer Street

OPPORTUNITIES
- Sustainability footprint impacts
- More efficient workplace design (2 Lonsdale Street has challenges)
- Building management approach

WEAKNESSES / THREATS
- Stay put given limited options and timing
- Signage requirements

INSIGHTS / INDUSTRY THEMES
- Closing the gender superannuation gap; 80% of HESTA's 1 million+ members are women
- Requires ~2,000sqm floorplates
- Strong sustainability focus
- Need building flexibility (Age of 2 Lonsdale Street making it difficult)
- Building performance measurements and penalties.
- Management continuity in/across Assets

CONTACTS
- David Morton – National Facilities and Sustainability Manager, Head of Workplace
- Steve Kingston (Charter Keck Cramer) – Ongoing TR
- Robbie Campo – CEO (starts Aug 2026 – ex CEO of ESS Super)
- Sophie Jelleff – Acting COO

ENGAGEMENT PLAN
- Meet with David Morton direct to discuss opportunity
- Inspect with Steve Kingston
- Prepare precinct presentation and rough timeline for availability and works

sportsbet.com.au

CURRENT ADDRESS
367 Collins Street, Level 13-18, 20-21

PRESENT SIZE
9,000sqm

EXPIRY
June 2029

OPTION
1 x 5 years

PASSING RENT AT EXPIRY
$770/sqm net

OTHER LOCATIONS
-

INDUSTRY GROUP
Online Wagering

LIKELY SIZE REQUIREMENT
7-9,000sqm

BUSINESS OVERVIEW
Sportsbet is Australia's largest online wagering operator, with over 1,300 employees and 2 million+ customers. They provide comprehensive sports and racing betting, focusing on technology, data science, and innovation.

BUSINESS VALUES
Sportsbet's core business values revolve around a "Customer First and Last" approach, driving innovation, and creating a fun, high-energy environment. Their culture is defined by being bold in decision-making, encouraging continuous learning, and fostering a supportive "Got Your Back" team.

GROWTH PLAN
Have taken back a sub lease floor they leased at 367 Collins street however unlikely to grow more than they currently occupy.

DRIVERS TO MOVE
- Sustainability
-Transformation
- Tired fitout and upcoming major building refurbishment
- Be across less floors

COMPETITORS
- Renewal
- 7 Spencer Street
- 35 Collins Street
- Collins Square
- 567 Collins Street
- 2 Southbank Boulevard

OPPORTUNITIES
- Relocation to larger floor plates – currently across 8 floors
- Have not been impressed living through the current upgrades at 367 Collins Street

WEAKNESSES / THREATS
- Renewal – upgrade works at current location due to be complete mid 2026 finally hit the mark
- PAG are motivated to keep them then trade the asset

INSIGHTS / INDUSTRY THEMES
- Have been in current location for ~15 years, working across multiple small floor plates
- Have had issues with base building upgrades and how they have been staged and managed
- Potential offshoring a large component to India
- Flutter their parent company are out to market for global transaction advisory

CONTACTS
- Ming Long (JP, AR) – Board Level
- Douglas Brown (CK) – CEO, C-Suite
- Michael Verhoeven (CK) – COO, Head of Finance
- Karlie Gregory – COO, C-Suite
- Steve Kingston (Charter Keck Cramer)

ENGAGEMENT PLAN
- Meet with Mick Verhoeven to discuss from a C Suite perspective
- Connect with Flutter globally via workplace to determine focus of Melbourne
- Arrange walkthrough with Steve Kingston

Nine

CURRENT ADDRESS
717 Bourke Street, Level 5, 6 & 7, and Part 4

11 Eastern Road, QMS Office – Level 6

PRESENT SIZE
10,000sqm

EXPIRY
January 2030 (QMS is 2031)

OPTION
-

PASSING RENT AT EXPIRY
$700/sqm net

OTHER LOCATIONS
655 Collins Street Head lease over 16,000sqm

INDUSTRY GROUP
Entertainment

LIKELY SIZE REQUIREMENT
6-7,500sqm

BUSINESS OVERVIEW
Largest locally owned Media Group who ow Nine Network, Stan, a number of newspapers including the Age and the Fin Review.

BUSINESS VALUES
Focused on Fostering a human- centric, inclusive culture while driving digital innovation:

Keep it Human

Move Forward as One

Shaping Culture

GROWTH PLAN
No growth plan, looking to rationalize into higher quality product.

DRIVERS TO MOVE
- Age of existing building & fitout
- Bringing everyone together under one roof
- Aligning to 1 Dennison Street, North Sydney quality
- Colocation of QMS and Nine

COMPETITORS
- Stay put
- 567 Collins Street
- Collins Square
- 600 Collins Street
- 7 Spencer Street
- 700 Collins Street

OPPORTUNITIES
- Current building is tired, as is the fitout
- 121 Exhibition Street offers greater surrounding amenity and parking on site
- Delivering a news truck parking solution
- Podium signage

WEAKNESSES / THREATS
- Easy to Renew and Refit in the local teams eyes
- A renewal will be best financial outcome as REST are desperate to keep them
- Cost to be East End

INSIGHTS / INDUSTRY THEMES
- Rapidly evolving industry as groups trade and acquire key components of their business
- AI driven changes particularly focuses on efficiency

CONTACTS
- Matt Stanton – Nine CEO (Sydney)
- Martyn Roberts – Nine CFO (Sydney)
- Lachlan Smith – Nine Head of Property (Sydney)
- Liong Lim – Nine Group Risk Director (Sydney)
- Colin McPherson – Nine Workplace Strategy and Project Delivery
- Scott Soutar – Colliers / EX Nine head of real estate
- Baird Mackie – Colliers TR

ENGAGEMENT PLAN
- Meet with Lachlan and Scott to pitch the precinct and asset
- Inspect with tenant rep team who are Baird Mackie and Lucy Monday

netwealth

CURRENT ADDRESS
Level 6, 180 Flinders Street

PRESENT SIZE
3,200 sqm + 700sqm sublease

EXPIRY
June 2031

OPTION
3 year option

PASSING RENT AT EXPIRY
-

OTHER LOCATIONS
-

INDUSTRY GROUP
Finance

LIKELY SIZE REQUIREMENT
6,000sqm

BUSINESS OVERVIEW
Netwealth Group Limited (ASX: NWL) is a prominent Australian financial services company and fintech. It operates as a high-growth, non-institutional “wealth platform” for financial advisers, brokers, and private investors, with over $70 billion in Funds Under Management and Administration (FUMA) as of early 2024

BUSINESS VALUES
Netwealth’s business values guide their culture, decision-making and client-focused approach:

Curious
Optimistic
Courageous
Collaborative
Agile
Genuine

GROWTH PLAN
Acquisition mode
Business has added 200+ staff in 18 months

DRIVERS TO MOVE
- No growth in 180 Flinders
- Focused on return to work, have 700 staff and less than 300 seats
- Renewal deal is poor
- Growth/flexibility for future proofing operations
- Created short term fix until late 2027

COMPETITORS
- 435 Bourke Street
- 8 Exhibition Street
- 35 Collins Street
- ‘The George’ 162 Collins Street
- Stay and take space from Hub or John Holland

OPPORTUNITIES
- Growth/expansion rights
- Efficient floorplate compared to competition
- CEO is close with multiple EY partners
- Wellness
- Wanted to move to 111 Bourke Street
- Missed out on multiple options

WEAKNESSES / THREATS
- In the market now
- Timing of low floors
- Don’t have an appetite above $900/m2

INSIGHTS / INDUSTRY THEMES
- Finance firms are rapidly digitising, driving demand for modern, tech-enabled workspaces
- Regulatory and compliance requirements are increasing, emphasizing secure and adaptable office environments
- Talent expectations favour collaborative, flexible, and amenity-rich workspaces
- Competition from fintech and traditional players pushes firms to signal innovation and credibility

CONTACTS
- Matt Heine – CEO
- Hayden Stockdale – CFO
- Anna Howe – Office Services Manager
- Tom Backay – CBRE
- Andrew Peak - CBRE

ENGAGEMENT PLAN
- Inspect with Andrew Peak and Tom Backay
- Adaptive re-use plans prepared with budgets
- Present to Matt Heine on the likely end vision for the asset, he already likes the precinct, post 111 Bourke engagement.

TEAM CV'S

ANNEXURE 02

CHAS KEOGH

PARTNER – JOINT HEAD OF LEASING, VICTORIA

With over 23 years of office leasing experience, Chas has led major transactions across Melbourne, Sydney, Perth, and New Zealand, working on both new developments and significant refurbishments for institutional and private clients.

His deep experience representing both landlords and tenants across multiple markets provides him with a unique insight into the distinct priorities and behaviours of both occupiers and owners - enabling him to navigate complex negotiations with clarity and confidence.

+61 3 9604 4698
+61 418 801 111
chas.keogh@au.knightfrank.com
Linkedin - Chas Keogh

QUALIFICATIONS

Bachelor of Commerce
Curtin University, 2001

CAREER

Knight Frank
2025 - Present

Cushman & Wakefield
2015 - 2025

RMIT University
2014 - 2015

CBRE
2005 - 2013

MAJOR CLIENTS

Charter Hall
Brookfield Properties
IFM Investors
PAG
The GPT Group
Investa
Futuro

KEY DEALS

ADDRESS	TENANT	AREA (SQM)
50 Londsdale Street	State Government of VIC	48,000sqm
661 Bourke Street	Department of Defence	18,954sqm
300 La Trobe Street	VCAT	13,827sqm
181 William Street	Court Services Victoria	12,134sqm
180 Lonsdale Street	State Government of VIC	10,800sqm
222 Exhibition Street	WeWork	6,500sqm
567 Collins Street	WSP	6,100sqm

KEY PROJECTS

ADDRESS		AREA (SQM)
600 Collins Street	Hines	63,000sqm
8 Exhibition Street	The GPT Group / Keppel	48,000sqm
567 Collins Street	Investa	55000sqm
367 Collins Street	PAG	40,000sqm
333 Collins Street	Wing Ong	56,000sqm

SIMON HALE

PARTNER – JOINT HEAD OF LEASING, VICTORIA

Simon Hale has over 16 years' experience in the Melbourne market and leads Knight Frank's Office Leasing Division in Melbourne. Over this time, he has developed extensive market knowledge and built a strong reputation for delivering successful outcomes.

His enthusiasm, exceptional communication skills, and in-depth understanding of the CBD market give him a distinct edge in leasing office accommodation. Simon's hands-on approach has helped him form long-standing relationships with a wide range of clients.

+61 3 9604 4776
+61 417 147 785
simon.hale@au.knightfrank.com
Linkedin - Simon Hale

QUALIFICATIONS

Licensed Estate Agent

CAREER

Knight Frank
2010 - Present

MAJOR CLIENTS

Charter Hall
Brookfield Properties
Investa
IFM Investors
The GPT Group
Lendlease
Mirvac
Invesco

KEY DEALS

ADDRESS	TENANT	AREA (SQM)
111 Bourke Street	Ernst & Young	20,000sqm
	AusNet (under offer)	17,000sqm
120 Collins Street	Clayton Utz	8,000sqm
	Corrs	9,000sqm
	RSM	3,500sqm
Melbourne Quarter Tower	Medibank	15,000sqm
	Google	3,500sqm
	Beca	3,000sqm
Queen & Collins	Afterpay	5,000sqm
	Atlassian	2,000sqm
664 Collins Street	EPA	6,000sqm
500 Bourke Street	PKF	3,000sqm

KEY PROJECTS

ADDRESS		AREA (SQM)
Queen & Collins	The GPT Group	32,000sqm
Melbourne Quarter Tower	Lendlease	30,000sqm
111 Bourke Street	Charter Hall / Brookfield Properties	40,000sqm
120 Collins Street	Investa / Mirvac	20,000sqm

HANNAH O'BRIEN

ASSOCIATE DIRECTOR – OFFICE LEASING, VICTORIA

Hannah is a dynamic and motivated operator with over 5 years of Office Leasing experience, focusing on Melbourne CBD's prime and secondary grade markets.

Hannah prides herself on partnering closely with landlords to understand their objectives and motivations. This allows her to formulate tailored leasing strategies to complement her deep understanding of tenant drivers to achieve strong leasing results. A 2025 finalist for the PCA Victorian People in Property "Rising Star" Award, Hannah continues to stand out as a trusted, high-performing operator.

+61 3 9604 4633
+61 416 975 111
hannah.obrien@au.knightfrank.com
Linkedin - Hannah Obrien

QUALIFICATIONS

Master's in Property, RMIT

Bachelor of Commerce, Monash

CAREER

Knight Frank
2026 - Present

JLL
2021 - 2026

MAJOR CLIENTS

Charter Hall
The GPT Group
CBUS Property
Dexus
Lendlease

KEY DEALS

ADDRESS	TENANT	AREA (SQM)
160 Queen Street, Melbourne	NH Architecture	1,157sqm
459 Collins Street, Melbourne	Korda Mentha	851sqm
555 Collins Street, Melbourne	Sequoia	613sqm
461 Bourke Street, Melbourne	Access Mercantile Services	597sqm
148 Lonsdale Street, Melbourne	Atomic 212	572sqm
150 Lonsdale Street, Melbourne	Sinch	500sqm
570 Bourke Street, Melbourne	EVO Power	478sqm
150 Lonsdale Street, Melbourne	Rapid7	467sqm
360 Elizabeth Street, Melbourne	IComm	450sqm
360 Elizabeth Street, Melbourne	Tata Consultancy Services	448sqm
224 Queen Street, Melbourne	Blackwood Family Lawyers	446sqm
18 Oliver Lane, Melbourne	Genton	414sqm
263 William Street, Melbourne	Public Transport Ombudsman	235sqm

JENNA WALLACE

PARTNER – HEAD OF GLOBAL PORTFOLIO SOLUTIONS, AUSTRALIA

Jenna specialising in integrated portfolio strategy, lease administration, and governance for occupier clients. Based in Melbourne, she brings nearly 20 years of experience managing complex corporate real estate portfolios across Australia and New Zealand.

Jenna is recognised for her ability to design and deliver outsourced real estate solutions that create measurable value, streamline operations, and strengthen governance. Her expertise spans portfolio strategy, transaction management, lease administration and accounting, occupancy planning, and facilities integration, underpinned by strong governance and risk management frameworks.

Before joining Knight Frank, Jenna spent over ten years with CBRE, where she served as Head of Occupier Accounts and Account Director for the ANZ portfolio. In 2020, she was named Woman of the Built Environment at the RICS New Zealand Awards, recognising her leadership, professionalism, and commitment to sustainable client outcomes.

+61 456 661 691
jenna.wallace@au.knightfrank.com
Linkedin - Jenna Wallace

QUALIFICATIONS

Bachelor of Property

Graduate Diploma in Psychology

Licensed Real Estate Agent, QLD & VIC

Chairperson, Membership Committee of CoreNet Global Australia

MAJOR CLIENTS

Goodyear
Honeywell
ANZ
Australia Government
Riot Tinto
Ford
ALS
Iron Mountain

FLOOR PLANS

ANNEXURE 03

FULL FLOOR DESIGN

SOUTHERN CROSS LN

EXHIBITION STREET

SPACE PLAN LEGEND

WORKSTATIONS	154
FOCUS DESK	14
HOT-DESKING	32
TOTAL WORKPOINTS	200
MAIN RECEPTION	1
WAITING AREA	2
BOARDROOM	3
SMALL MEETING ROOM (6PAX)	8
MEDIUM MEETING ROOM (8PAX)	2
FOCUS ROOM (2PAX)	5
FOCUS ROOM (1PAX)	8
COLLABORATION SPACE	5
PANTRY BREAKOUT SPACE (69PAX)	1
LOCKERS (4TIER)	252
STORAGE ROOM	1
UTILITIES	3

NLA: 2160SQM
DENSITY: 1:10.5

FURNITURE PLAN

NEW WORKSTATION LEGEND

EXISTING WORKSTATION TO BE RETAINED AND RELOCATED TO SUIT NEW LAYOUT	162
NEW HOTDESK AND FOCUS DESKS.	38
TOTAL WORKPOINTS	200
NEW FOH AREA. NEW FLOOR FINISHES, PARTITIONS, FURNITURES, JOINERY, ETC...	

TENANT CUSTOMER ENGAGEMENT & EXPIRIES

ANNEXURE 04

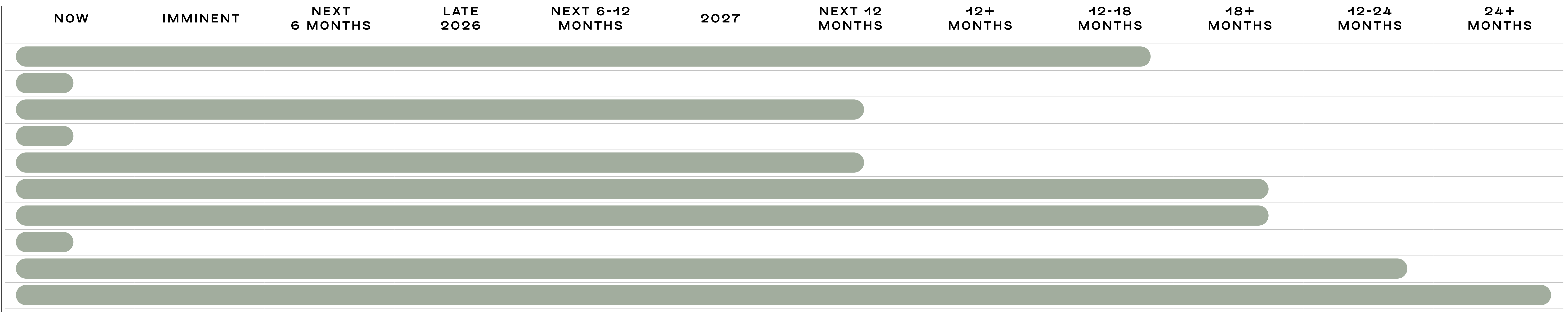
TENANT CUSTOMER ENGAGEMENT & EXPIRIES

With a focus from 2030.

DATE TO BE IN MARKET

● PREFERRED SCENARIO 1 ● PREFERRED SCENARIO 1 OR 2

TENANT	EXPIRY YEAR	LIKELY SIZE	PREFERRED LIFT RISE	PREFERRED SCENARIO	FIRST TERM TENANT	FOOTPRINT CHANGE
KPMG	2031	25,000	High	●	Y	↗
Telstra	2031	20,000	Low - High	●	N	↘
Origin	2031	15,000	Low - Mid	●	N	↘
Macquarie	2031	8,000	High	●	Y	↗
L'Oreal	2031	8,000	Low - Mid	●	N	→
ME Bank	2031	6,000	High	●	N	↘
K&L Gates	2031	4,000	Mid - High	●	N	→
Deloitte	2032	17,500	High	●	Y	↗
Maxxia	2032	4,500	Mid - High	●	Y	↘
HWL Ebsworth	2033	7,000	Mid - High	●	N	→




EAST END PLACE
Knight
Frank