121EXHIBITION

EAST END PLACE

REDEFINING THE CITY'S MOST
PRESTIGIOUS PRECINCT

Knight
Frank

THE OPPORTUNITY

BALANCE CAPITAL WORKS, TO MINIMISE DOWNTIME AND MAXIMISE RENTAL UPLIFT

121 EXHIBITION DESERVES TO BE THE BUILDING OF CHOICE

DELIVER THE MOST PRESTIGIOUS PRECINCT IN MELBOURNE

OUR POINT OF DIFFERENCE

- INTIMATE KNOWLEDGE OF THE EAST END PLACE PRECINCT
- WE HAVE BUILT TRANSACTIONAL TRUST
- UNRIVALLED PRE-COMMITMENT LEASING AND ASSET REPOSITIONING EXPERTISE
- WE HAVE A DEEP UNDERSTANDING OF, AND ACCESS TO OUR TARGET TENANT CUSTOMERS
- THE TEAM HAS THE CAPACITY AND UNRIVALLED IP – WE ARE READY TO GO LIVE!

KNIGHT FRANK'S EXTENDED 121 EXHIBITION TEAM

HAMISH STUART

NATIONAL HEAD OF LEASING

JAMES PATTERSON

CHIEF EXECUTIVE OFFICER

JENNA WALLACE

HEAD OF GLOBAL PORTFOLIO SOLUTIONS, AUS & NZ

DR TONY MCGOUGH

RESEARCH TEAM

JESS CAMPION

LOCAL MARKETING RESOURCE

JACOB VAN WINCKEL

FULL-TIME ANALYST

OUR TEAM

JOINT PROJECT LEADS

SIMON HALE

COMMITMENT TO THE PROJECT
To 100% Occupancy

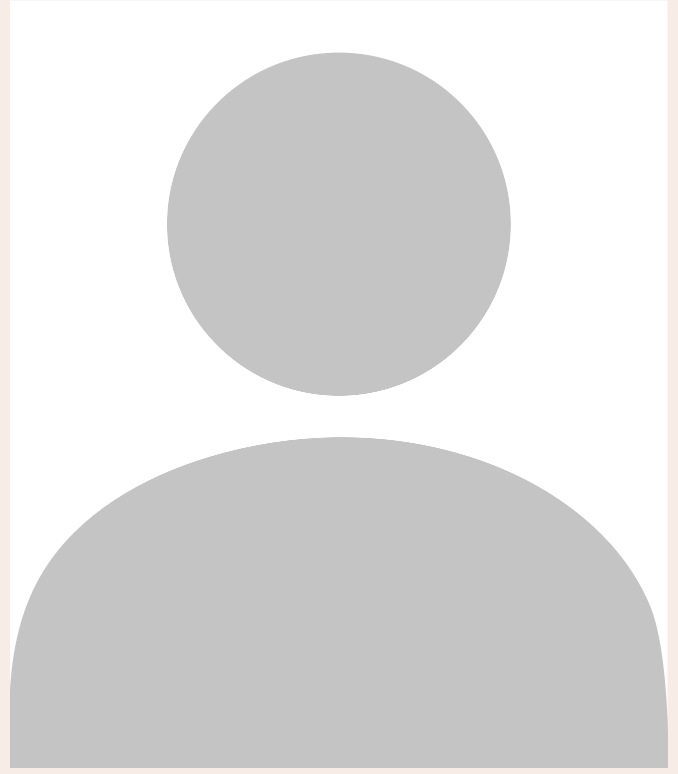
EXPERIENCE
16 + years

CHAS KEOGH

COMMITMENT TO THE PROJECT
To 100% Occupancy

EXPERIENCE
23 + years

PROJECT TEAM MEMBERS



AGENT X

COMMITMENT TO THE PROJECT
To 100% Occupancy

EXPERIENCE
6 + years

HANNAH O'BRIEN

COMMITMENT TO THE PROJECT
Suites to 100% Occupancy

EXPERIENCE
5 + years

THE LEASING LANDSCAPE

EASTERN CORE DOMINATES RENTAL GROWTH

UNDERLYING VACANCY TIGHTER THAN HEADLINE FIGURES SUGGEST

DEVELOPMENT PIPELINE EFFECTIVELY STALLS

SCARCE CONTIGUOUS SPACE IN THE EASTERN CORE

MELBOURNE CBD PRIME CONTIGUOUS OPTIONS >8,000SQM

	WESTERN CORE	DOCKLANDS	EASTERN CORE	FLAGSTAFF	NORTH EASTERN	SPENCER	CIVIC	TOTAL
PREMIUM	1	2	0	0	0	1	0	4
A-GRADE	2	6	2	1	0	0	0	11
PRIME	3	8	2	1	0	1	0	15
TOTAL SIZE	31,800	141,501	87,975	10,962	7,523	8,688	0	288,449

MELBOURNE CBD PRIME CONTIGUOUS OPTIONS >4,000SQM

	WESTERN CORE	DOCKLANDS	EASTERN CORE	FLAGSTAFF	NORTH EASTERN	SPENCER	CIVIC	TOTAL
PREMIUM	5	2	0	0	0	1	0	8
A-GRADE	7	11	3	4	1	0	0	26
PRIME	12	13	3	4	1	1	0	34
TOTAL SIZE	80,220	166,299	93,015	29,473	7,523	8,688	0	385,219

COMPETITION - IN MARKET

385 BOURKE ST

Timing
Q1 2028

Contiguous Area (SQM)
9,000

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

435 BOURKE ST

Timing
Q1 2027

Contiguous Area (SQM)
12,000

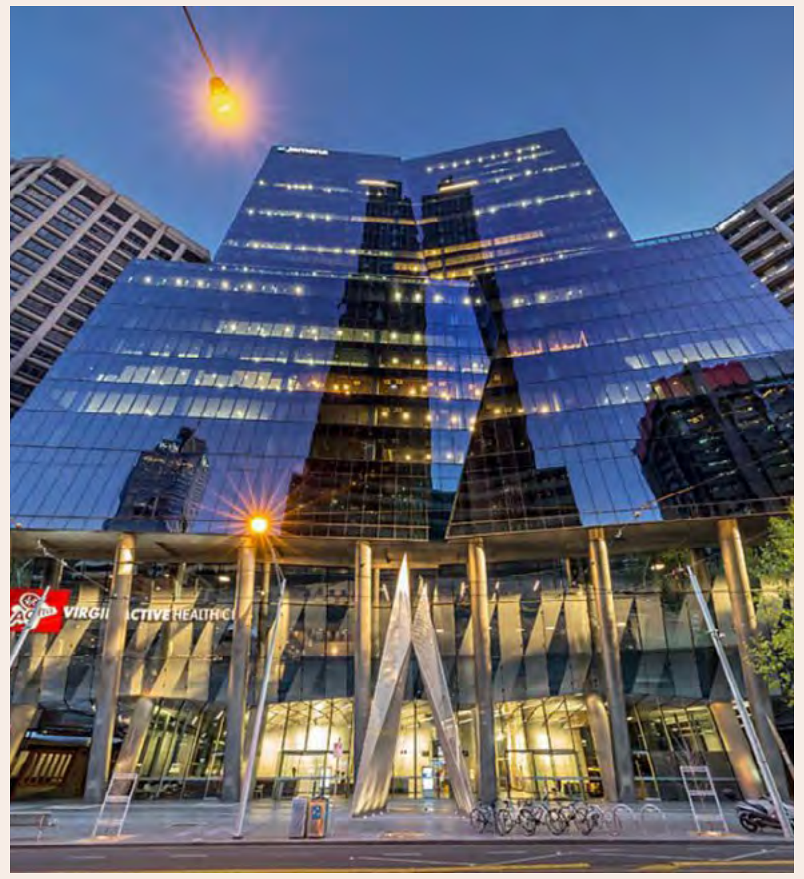
Net Rent
$1,050-$1,200

35 COLLINS ST

Timing
Q2 2028

Contiguous Area (SQM)
13,500

Net Rent
$850+



567 COLLINS ST

Timing
IMMEDIATE

Contiguous Area (SQM)
10,000

Net Rent
$800-$850

51 FLINDERS LANE

Timing
IMMEDIATE

Contiguous Area (SQM)
14,000

Net Rent
$1200-$1475

747 COLLINS ST
(ATO BACKFILL)

Timing
Q4 2027

Contiguous Area (SQM)
16,000

Net Rent
$690-$720

COMPETITION - IN MARKET

TOWER 1, COLLINS SQUARE

Timing
Q1 2027 - Q3 2028

Contiguous Area (SQM)
22,000

Net Rent
$800-$850

8 EXHIBITION ST

Timing
Q1 2027

Contiguous Area (SQM)
4,500

Net Rent
$1,250+

MELBOURNE QUARTER TOWER

Timing
IMMEDIATE

Contiguous Area (SQM)
16,000

Net Rent
$800+

RIALTO

Timing
IMMEDIATE

Contiguous Area (SQM)
12,000

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

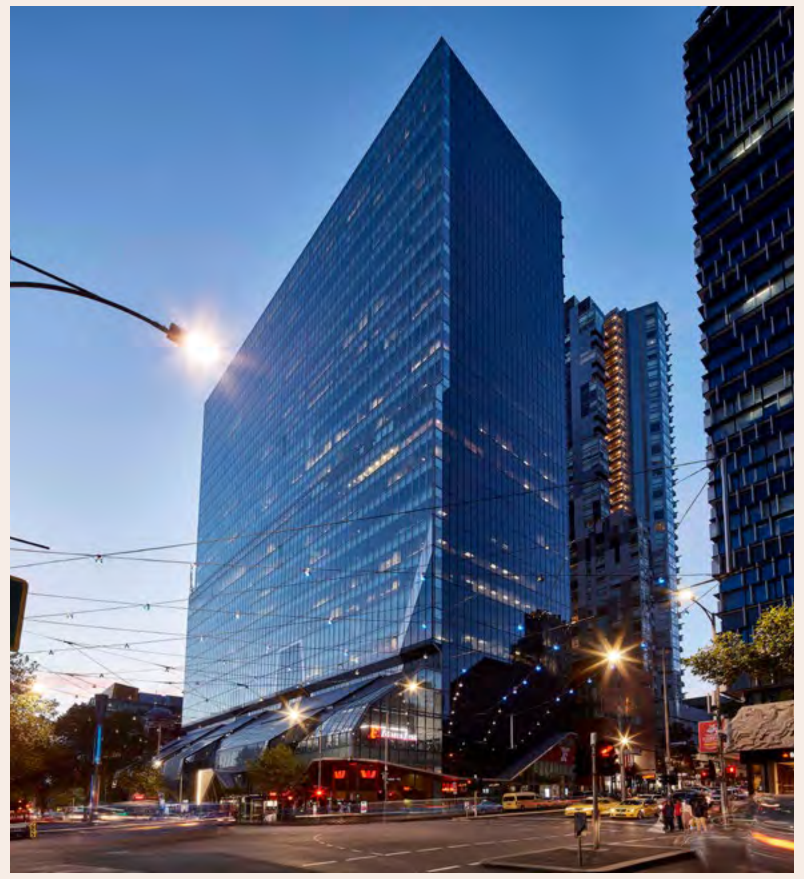
7 SPENCER STREET

Timing
IMMEDIATE

Contiguous Area (SQM)
31,000

Net Rent
$680-$760

COMPETITION - POTENTIAL



180 LONSDALE ST

POTENTIAL VACANCY

Upwards of 20,000sqm expiring in 2029.

242 EXHIBITION ST

POTENTIAL VACANCY

63,000sqm expiring in 2031.

222 EXHIBITION ST

POTENTIAL VACANCY

16,000sqm expiring in 2030.

STATE LIBRARY DEVELOPMENT

POTENTIAL VACANCY

12,000sqm - delivery in 2028/2029.

2 LONSDALE ST

POTENTIAL VACANCY

10,000sqm expiring 2027.

600 COLLINS ST

(SUBJECT TO PRE-COMMITMENT)

POTENTIAL VACANCY

53,000sqm - delivery in 2030+.

KEY LEASING STRATEGY PILLARS

PILLAR 1

ASSET REPOSITIONING & CUSTOMER EXPERIENCES

PILLAR 2

CO-CREATION AND BLUE-SKY IDEAS

PILLAR 3

THE 111 BOURKE STREET 'BLUE PRINT'

PILLAR 4

COLLABORATIVE ENGAGEMENT WITH THE STATE GOVERNMENT

PILLAR 5

ADAPTIVE RE-USE ASSESSMENT & IMPLEMENTATION

PILLAR 6

STRATEGIC TENANT CUSTOMER APPROACH & INSPECTION EXPERIENCES

*ARTIST IMPRESSION

PILLAR 1

ASSET REPOSITIONING & CUSTOMER EXPERIENCES

SCENARIO 1

LOBBY EXTENSION AND NEW ARRIVAL EXPERIENCE

SCENARIO 2

REPOSITION EXISTING STRUCTURE

END OF TRIP FACILITIES

ON FLOOR LOBBIES AND BATHROOMS

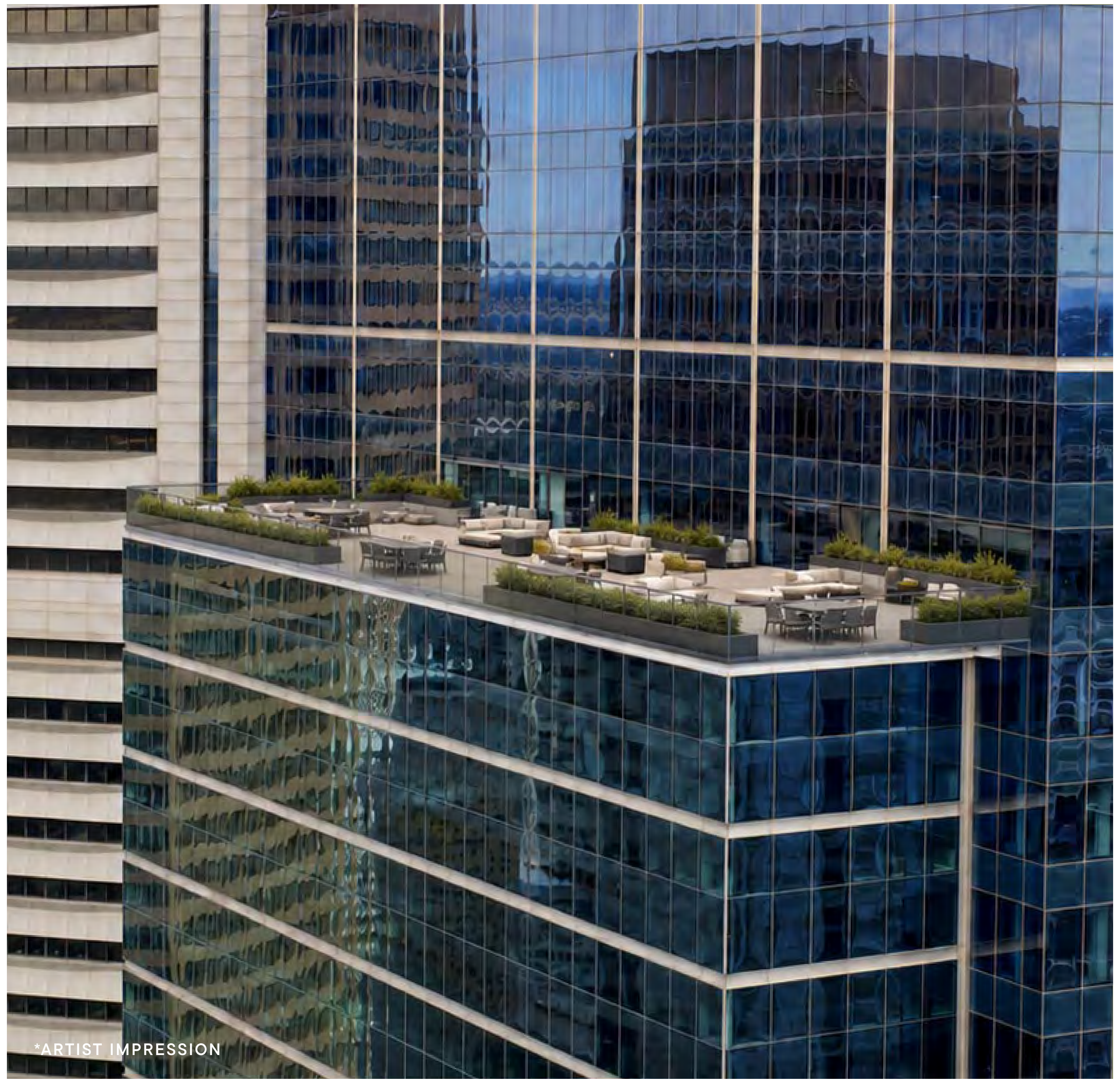
ELECTRIFICATION

PILLAR 2

CO-CREATION AND 'BLUE-SKY' IDEAS

LEVEL 4 NORTHERN TERRACE

LEVEL 34 TERRACE



WINTER GARDENS

PILLAR 3

THE 111 BOURKE STREET 'BLUE PRINT'

PILLAR 4

COLLABORATIVE ENGAGEMENT WITH THE STATE GOVERNMENT

PILLAR 5

ADAPTIVE RE-USE ASSESSMENT & IMPLEMENTATION

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

PILLAR 6

STRATEGIC TENANT CUSTOMER APPROACH & INSPECTION EXPERIENCES

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

TRANSACTION ANALYSIS

WARM SHELL DEALS

TENANT	BUILDING	DEAL RENT	RENT Q4 2028	INCENTIVE (INC TR FEE)	LEVELS	AREA	LCD	TERM
AirTrunk	51 Flinders Lane	$1,525	$1,633	39%	Levels 37-39	1,825sqm	Dec-26	7 years
FM Global	51 Flinders Lane	$1,275	$1,365	40%	Levels 29 - 31	1,920sqm	Dec-26	7 years
Corrs	120 Collins Street	$1,200	$1,285	38% + Lease Tail	Levels 39 - 49	9,100sqm	Dec-25	10 years
Marsh	8 Exhibition Street	$1,195	$1,218	38.5%	Levels 23 - 26	5,100sqm	May-28	10 years
Insignia	8 Exhibition Street	$1,175	$1,210	38%	Levels 30 - 34	9,100sqm	Jan-28	10 years
CBRE	35 Collins Street	$970	$1,003	42.5%	Levels 20 & 21	3,200sqm	Feb-27	10 years
Korda Mentha	435 Bourke Street	$970	$1,003	44%	Levels 33 - 35	3,600sqm	Sep-27	10 years
JWS	8 Exhibition Street	$945	$1,012	40%	Levels 16 & Part 15	2,418sqm	Oct-26	10 years
La Trobe Financial	80 Collins Street	$920	$954	44%	Level 7 - 10	5,200sqm	Oct-27	10 years
Eclat (under offer)	120 Collins Street	$850	$880	45%	Level 10 & 11	3,800sqm	Jul-27	10 years
Maddocks	Collins Square T1	$840	$886	55%	Levels 22 - 25	7,000sqm	Jun-27	10 years
Equip Super (under offer)	150 Collins Street	$825	$870	45%	Levels 2 & 3	3,500sqm	May-27	10 years / break 5
APA Group	161 Collins Street	$810	$865	45%	Level 6	3,976sqm	Feb-27	10 years

ADAPTIVE RE-USE DEALS

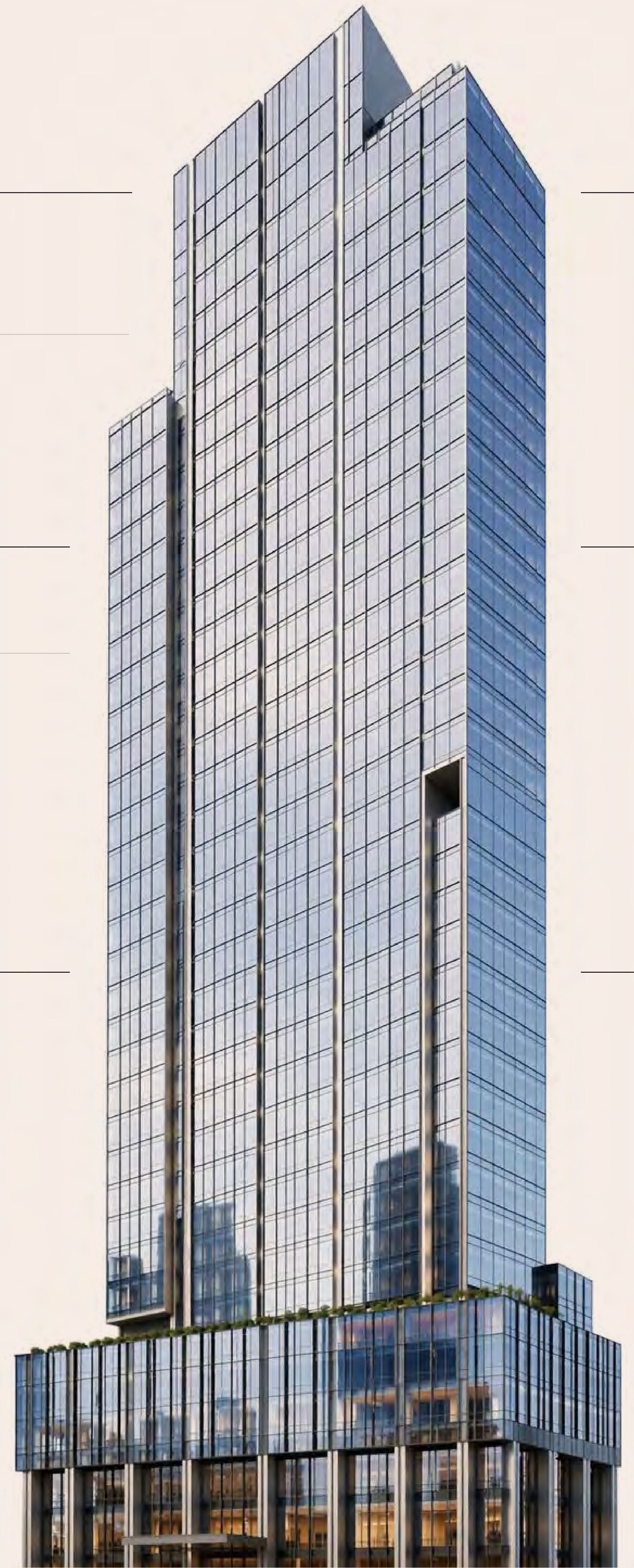
TENANT	BUILDING	DEAL RENT	RENT Q4 2028	INCENTIVE (INC TR FEE)	LEVELS	AREA	LCD	TERM
Charter Keck Cramer	80 Collins Street (North)	$800	$856	53% + Existing fit out	Levels 41	1,117sqm	Nov-26	6 years
Bristol Myers Squib	35 Collins Street	$790	$846	40% + existing fit out	Level 6	1,577sqm	Dec-26	8 years
Horizon Nexus	35 Collins Street	$750	$803	41% + existing fit out	Levels 4 & 5	3,154sqm	Nov-26	7 years
CIP	35 Collins Street	$740	$792	38% + existing fit out & construction of FOH	Level 8	1,577sqm	Dec-26	5 years

RENEWALS & SITTING TENANTS

TENANT	BUILDING	DEAL RENT	RENT Q4 2028	INCENTIVE (INC TR FEE)	LEVELS	AREA	LCD	TERM
Bloomberg	120 Collins Street	$1,215	$1,257	37%	Part level 30	600sqm	Aug-27	5 years
VAGO (asking rent)	35 Collins Street	$1,100	$1,138	36%	Level 31	1,618sqm	Mid-27	5 years
Knight Frank	120 Collins Street	$1,030	$1,103	39%	Level 29 & Part 30	1,420sqm	Nov-26	7 years
Kingside	8 Exhibition Street	$910	$974	39%	Level 14	1,618sqm	Dec-26	5 years
Development Vic (under offer)	8 Exhibition Street	$895	$926	37% + owners works	Levels 9 & 10	3,200sqm	Apr-27	5 years
Block / Afterpay	Queen & Collins	$850	$910	37%	Levesl 5 - 8	4,900sqm	Dec-26	5 years / break 3

FINANCIAL ANALYSIS & TARGET TENANTS

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, Telstra

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

TENANT CUSTOMER ENGAGEMENT & EXPIRIES

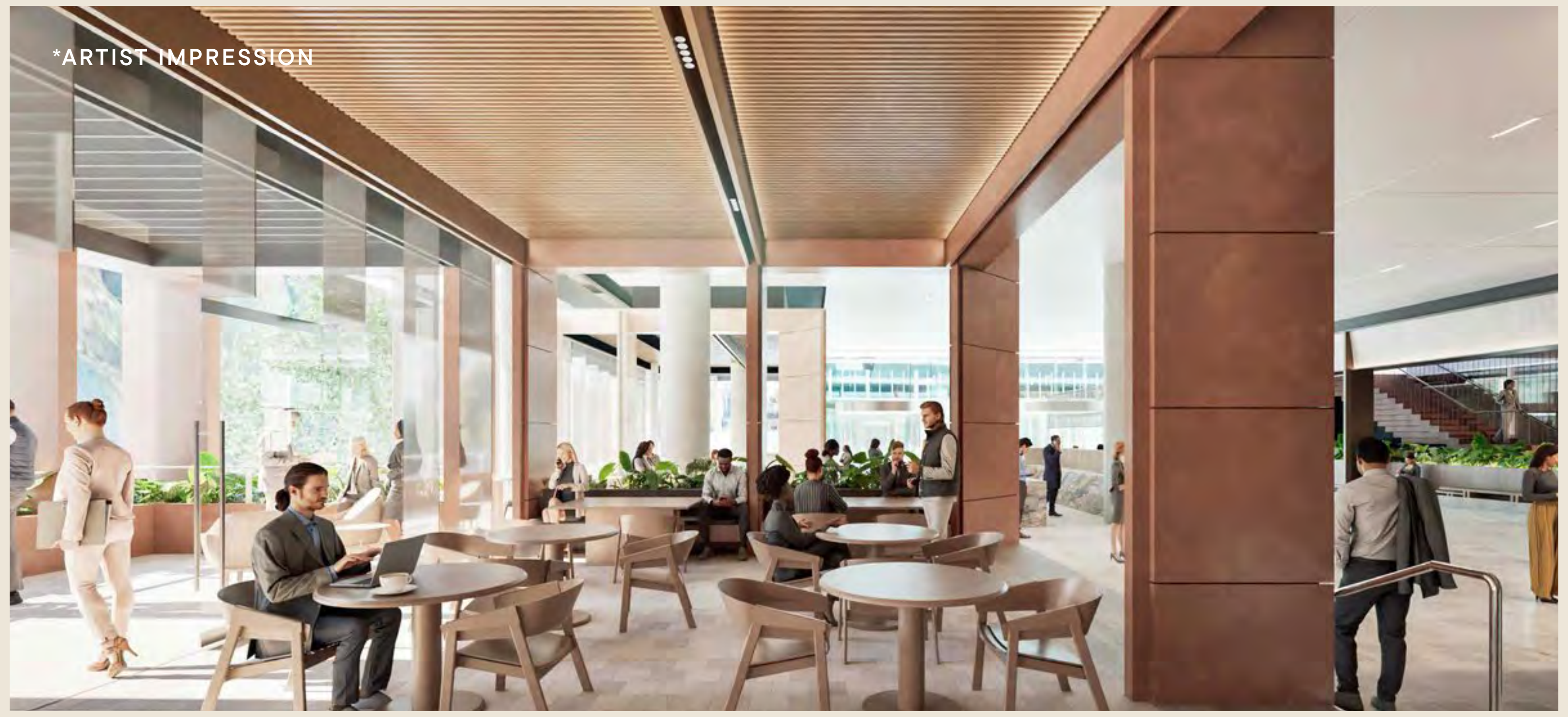
DATE TO BE IN MARKET

● PREFERRED SCENARIO 1 ● PREFERRED SCENARIO 1 OR 2

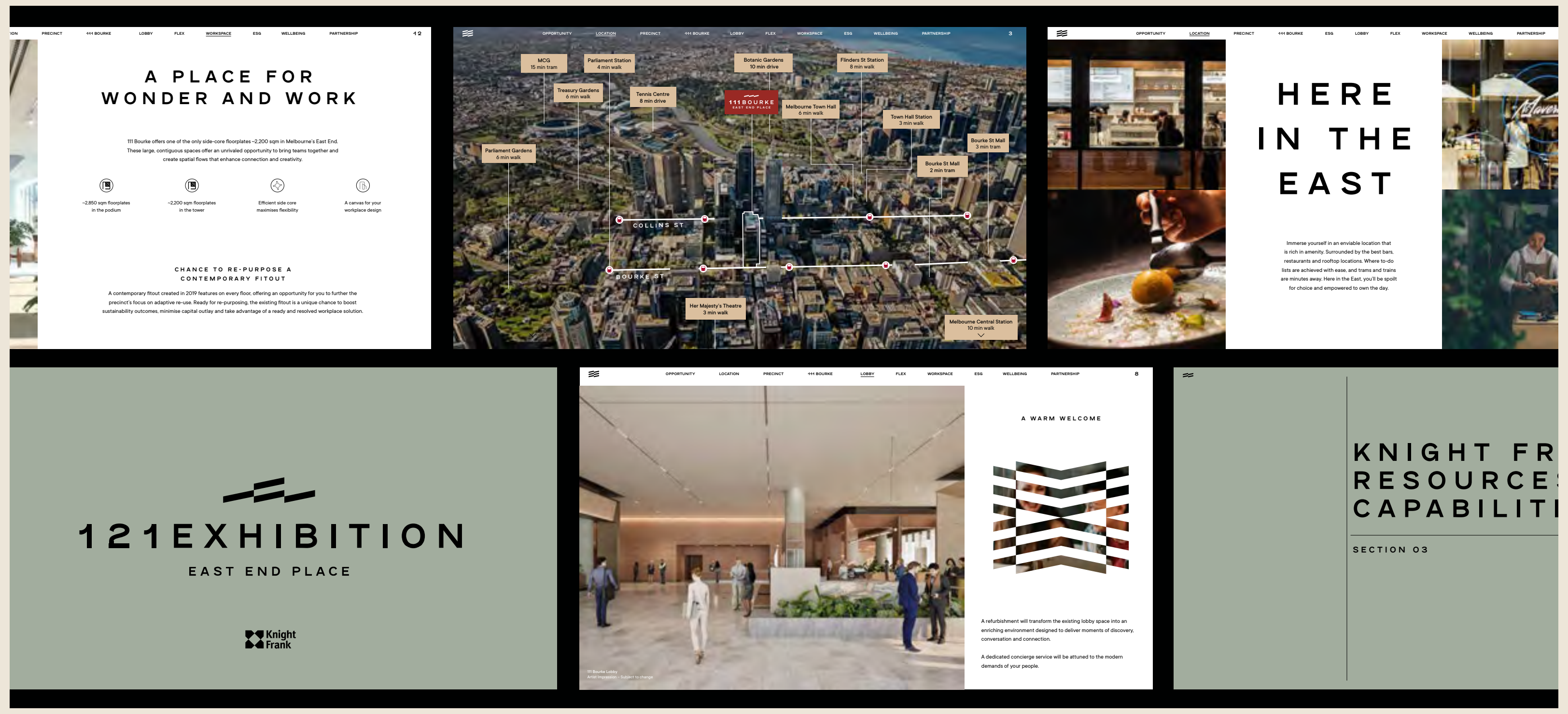
TENANT	DEEP DIVE	EXPIRY YEAR	LIKELY SIZE	PREFERRED LIFT RISE	PREFERRED SCENARIO	FIRST TERM TENANT	FOOTPRINT CHANGE
SELECT TENANTS <3,000SQM							
Generation Life		2027	1,800	Mid - High	1	Y	↗
AON		2028	2,500	High	1	N	→
Bank of America		2028	1,400	High	1	N	↘
Mutual Trust		2028	1,700	High	1	N	→
FTI Consulting		2028	1,600	High	1	N	→
IronBark		2028	1800	High	1	Y	↗
Quantium		2028	2,200	High	1	Y	↘
Stockland		2029	2,000	High	1	N	→
Gilbert & Tobin		2029	1,700	High	1	N	→
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	VIEW	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	VIEW	2029	10,000	Mid - High	1	N	↗
Sportsbet	VIEW	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	VIEW	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	→

MARKETING

SHOW FLOOR AND PRESENTATION SUITE



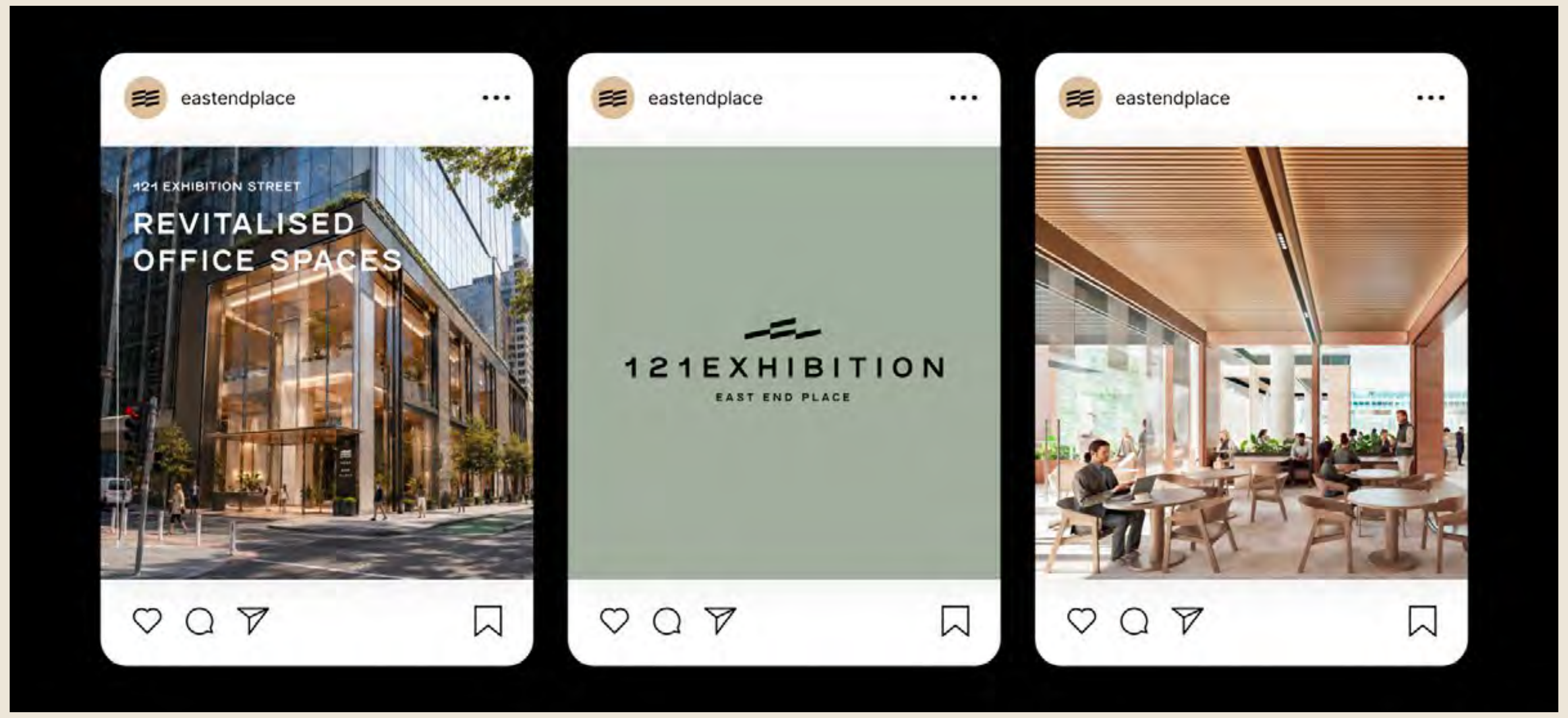
RENDERS



BUILDING IM – INTERIM AND FULL VERSION

ADAPTIVE RE-USE AND VIRTUAL TOURS

PR CAMPAIGN



SOCIAL — INSTAGRAM & LINKEDIN

WHY KNIGHT FRANK & WHAT'S NEXT?

TRUSTED, RELIABLE, AND EXPERIENCED TEAM

WE UNDERSTAND YOUR DRIVERS

WE HAVE TRANSACTIONAL TRUST

WE HAVE THE CAPACITY AND STRATEGY TO GO NOW!

TENANT DEEP DIVES

ANNEXURE

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) – 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.


EAST END PLACE
Knight Frank