

Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES

Liquid Assets

The Ultimate Investment Property Arena

Burgess Rawson delivers unparalleled market expertise in commercial real estate, backed by the power of our huge national presence.

For the past 21 years, our iconic portfolio auctions have set industry benchmarks, offering the nation's best commercial investments for sale in one place.

Sydney	Melbourne	Brisbane
Sydney Opera House	Crown Casino	Hilton Hotel
25 October 2022	26 October 2022	27 October 2022
6 December 2022	7 December 2022	8 December 2022
21 February 2023	22 February 2023	23 February 2023

Bidding is available by phone, online or in person at our auction rooms.

For further details, visit burgessrawson.com.au



Welcome



EDITOR Wendy Thomson

WENDY.THOMSON

Welcome to our September Portfolio Magazine.

What an amazing array of commercial investment properties presented for the September Auctions.

I would like to recognise our dedicated teams across the eastern seaboard and their work in securing these exceptional opportunities. There is an incredibly well-run machine involving our people, our partners, with solid systems behind these auctions to deliver our valued clients the benefit of the consistent results.

In this campaign, we have a wide variety of assets being presented to the market, suitable for experienced or first-time commercial investors. Standouts in this campaign include a Dan Murphy's in Pakenham, Victoria; The Exchange Hotel in Port Melbourne; Nest Health Clinic in Elsternwick, Victoria; Anytime Fitness in Crestmead, Queensland; AllCare Medical and Domino's Pizza assets in Carnes Hill, New South Wales and the only Autobarn store on the Mornington Peninsula, Victoria.

The Burgess Rawson expansion continues with the merger with CPMS Commercial

in Mildura, providing our regional clients with greater access to an expanding market. The availability of Auction and Expression of Interest campaigns to sell or acquire commercial investments delivers amazing results. Recent results in our August Portfolio Auction included a Mildura-based industrial complex leased to multi-national Tenant which sold for \$5.075 million on a 5.48% yield.

Management of a commercial investment property is critical for growth and to minimise risk factors. Acquisition of a property is only the start of the investment journey which has many critical components such as solid legal advice, asset management, lease administration, depreciation, and taxation advice just to name a few. It takes a team of specialised professionals to maximise the income and capital growth of a commercial investment. Burgess Rawson Asset Management Division is expanding, and we would be pleased to engage with new business.

Burgess Rawson continues to deliver premier expertise, offering the full range of services, sales, leasing and asset management.



Portfolio Team

EDITOR Wendy Thomson
 PRODUCTION MANAGER Georgia Campbell
 DESIGN Bryan Karman, Ty Layton, Ethen Curtis
 PHOTOGRAPHY Various

Burgess Rawson's Portfolio Magazine requires a creative collective committed to producing a premium property publication that people just won't want to put down.

Our diverse and forward-thinking Portfolio Team is drawn from Burgess Rawson's offices across Australia, working collaboratively and each contributing their unique skill set to bring you a magazine we're proud to call our own.

BURGESSRAWSON.COM.AU

In the spirit of reconciliation, Burgess Rawson acknowledges the Traditional Custodians of country throughout Australia and their connections to land, sea and community. We pay our respect to their Elders past and present and extend that respect to all Aboriginal and Torres Strait Islander peoples today.



Liquid Assets



Few asset classes have enjoyed the same growth as pubs and liquor in the past two years.

And with Australia's leading hoteliers pouring considerable capital expenditure into their portfolios, investor appetite for hotel and liquor assets shows no sign of slowing



“We’re seeing unprecedented demand from customers along with a strong functions and events pipeline, which indicates a very favourable outlook for the industry.”

Paul Waterson CEO

Liquor and Pub Properties

In first half of FY22, leading listed Australian hotelier and liquor retailer Endeavour Group reported \$6.3 billion in sales, up 11.3% on the previous two years, across its portfolio of Dan Murphy’s and BWS retail stores and 342 ALH hotels. The result equates to increased performance across its retail stores of 18.4% during the same two-year period.

In June, Australia’s second largest hotelier Australian Venue Co (AVC) reported a 13-15% increase in revenue compared to pre-COVID levels across its growing stable of over 200 hotels. CEO Paul Waterson attributed to a “real desire among Australians to get back and socialise.”

“We’re seeing unprecedented demand from customers along with a strong functions and events pipeline, which indicates a very favourable outlook for the industry,” added Mr Waterson.

AVC expects to serve an extraordinary 2.13 million chicken schnitzels and parmigianas across the network in FY23. This would

represent a 36.5% increase on FY22, a projection based on increasing demand and the acquisition of 45 new venues in the last 12 months.

It’s a similar trend at Coles Liquor, whose stable of brands includes Liquorland, First Choice Liquor Market and Vintage Cellars, reported \$2 billion in revenue during the first half of FY22, an increase of 2.7% on the previous corresponding period. On a two-year comparable basis – which compares the latest half with the corresponding period pre-Covid, sales in liquor grew by 18.2%.

This sentiment is backed by recent figures released by the Australian Bureau of Statistics, which recorded a 21.6% increase in household spending on alcohol and tobacco in April 2022, compared to April 2021. Spending on hotels, cafes and restaurants was also up 14.3%.

Burgess Rawson’s Head of Asian Investment Sales, Zomart He, said liquor and pub freehold investments have become highly sought after by

investors in tune with the value of favourable lease terms, and blue-chip national operators.

“Sophisticated investors are focused on rock solid, defensive and pandemic proof assets with quality tenants, and hotel and liquor retail assets fall right into that category,” says Zomart.

“They are generally tenanted by market leading, long-term operators on favourable net leases, and remain tightly held and highly sought after across the general market.

“It’s also an industry dominated by a small cohort of blue-chip corporate operators. When they make a long-term commitment to a tenancy, you know they have carried out considerable market research and forecasting, thus giving further confidence to investors.”

Mr He says Burgess Rawson’s dominance in Australia’s pub and liquor retail sector is unrivalled, having handled 11 of the last 16 freehold sales leased to AVC, QVC, ALH, Dan Murphy’s and First

Raise the Bar

Choice Liquor Market, representing a market share of almost 70%.

“In 2021-22 Burgess Rawson achieved \$191 million sales in the large format liquor and “corporate pub” sectors across Australia,” he said. “This included the sale of five Dan Murphy’s and First Choice Liquor Market freeholds with a combined value of \$57 million and a blended yield of 4.08%, and 13 AVC, QVC and ALH pubs sales with a combined value of \$134 million and a blended yield of 4.55%.”

Among the headline assets sold by the agency this year is the Bentley Hotel and Coles-owned First Choice Liquor store, 7.5 kilometres from the Perth CBD, which sold at auction in March to a Sydney-based Asian investor for \$10,060,000 on a 4.06% yield.

Burgess Rawson National Partner, Billy Holderhead, said the Bentley Hotel is leased by AVC and Coles Group with guaranteed tenure until 2029 and two 10-year options.

“The fact we saw an 82-bid marathon with bids from overseas and every state of Australia exemplifies the popularity of this sector,” Mr Holderhead said.

On the same day, Burgess Rawson sold the historic Sarah Sands Hotel in Brunswick, six kilometres north of the Melbourne CBD, for \$8,750,000 on a 4.19% yield. The 168-year-old strata-titled pub, which occupies a prime corner site, was sold to a Melbourne family.

Other sales results achieved by Burgess Rawson in the post-COVID market include an off-the-market Dan Murphy’s sale in Wangaratta, regional Victoria, which sold to a private investor for \$8,100,000 on a yield of 3.68%.

In Maroubra in New South Wales, the agency also sold a First Choice Liquor Market on behalf of Coles Group for \$10,155,000 on a 3.43% yield.

Research by PropTrack said 2021 was a record year for Australian pubs, with a 23% increase in buyer

demand for hotel and leisure assets between 2020 and 2021.

It’s a trend that Zomart He says has continued well into 2022.

“Australia’s leading hoteliers have made their intentions to expand their portfolios very clear, on the back of strong operational performance, increased household spending and expanding population centres,” he said.

“This expansion encompasses liquor stores and pubs, in both metropolitan and regional locations.”

Burgess Rawson is presenting three premium liquor assets at its next portfolio in September including Dan Murphy’s in Pakenham, Victoria, (see page 14), Dan Murphy’s in Rosebury, New South Wales, and the Exchange Hotel leased to Australian Venue Co. in Port Melbourne, Victoria, (see page 18).

PICTURED ABOVE:
THE EXCHANGE HOTEL (LEFT) AND
AVC CEO PAUL WATERSON (RIGHT)

Good things come in LARGE PACKAGES



Large Format Retail (LFR) sales so far in 2022 have been a huge success story at Burgess Rawson. As a result of some record sales and yields achieved, we have consolidated our place as a market leader in the category.

“We’ve really raised our game in the LFR category. The team have worked incredibly hard and been more active in the Large Format Retail Association... and it shows. The calibre of listings is extremely high and the sales results and yields achieved this year have been phenomenal.”

“As more top vendors are choosing to list with us, we are excited about the opportunities we have in the pipeline for investors,” said Burgess Rawson CEO Ingrid Filmer.

So, What is Driving Success and Interest in Large Format Retail?

Momentum in the category was steadily building as investors were attracted by the long leases offered to major national retailer tenants.

However, the pandemic, the suburban sprawl and population growth in the regions have intensified demand for LFR investment.

Other factors that have piqued investors interest:

- + The scale of LFR sites and improvements – by definition, they are “large”, and this provides investors with an inherent value proposition relative to other asset classes
- + Asset category resilience demonstrated during the pandemic – larger amenities and ample parking provides easy store access enabling social distancing
- + A tightening of vacancies in the LFR leasing market
- + Stronger sales performance by “discretionary” retailers – Australians diverting overseas travel expenditure to big ticket appliances, furniture, auto and household goods
- + Increasing rents due to low supply
- + LRF locations – strong growth forecast in growing outer city areas and the regions

The Great Rise of Large Format Retail

The LFR category has seen significant growth in the last two years – not just weathering the pandemic but reaching new sales highs. In FY22 LFR is estimated to have accounted for 25.5% or \$92.4 billion in retail sales and comprises a huge 35% of total retail floor space.¹

Location, accessibility and big retail brand presence have always been the big drawcards to retail hubs where consumers are encouraged to touch, feel and compare products, and transfer their purchases to the car park directly outside.

Large Format Retailers Fared Very Well During the Pandemic

LFR retailers have been able to capitalise on these attributes during the pandemic and they were quick to adapt to COVID-19 restrictions during lockdowns. Spacious warehouses with ample parking in the outer suburbs or regional locations have easily accommodated social distancing and non-contact click and collect.

The sector is a big winner of the transition to remote and flexible working. As white collar jobs move

from city offices to home offices, demand for office supplies and furniture increases dramatically.

Growth populations in outer metropolitan growth areas and regional towns that have welcomed new residents from the cities, particularly in the last two years. This has created further churn in the broader residential property market, delivering significant uplift in LFR spending to the regions as residential buyers personalise and upgrade their new homes.

This has not been lost on LFR property investors. *“We are seeing record results in regional locations, particularly for Large Format Retail freehold tenanted by top tier brands,”* says Billy Holderhead.

“Most retailers in the LFR sector are classed as ‘discretionary’, but COVID-19 has completely tipped that on its head with record sales performance reported right across the LFR sector,” said Mr Holderhead.

The big winners have been in after market auto accessories, homewares, hardware and gardening, with record sales results in the last two years². The following major retailers achieved strong sales growth

achieved between the first half of FY20 and FY22:

- + Bapcor Retail (Autobarn, Midas, AutoPro and Burson) up 36.7%
- + JB Hi-Fi Limited for both its retail brands; JB Hi-Fi Group increased by 21% and The Good Guys 25%
- + Wesfarmers stablemates Bunnings and Officeworks recorded growth of 26.5% and 28.1% respectively
- + BCF achieved an incredible 47% sales uplift
- + Super Cheap Auto up 11.9%

The Large Format Retail sector offers outstanding freehold investment opportunities across a broad range of price points and the popularity of the asset class will only rise amongst investors as the sector continues to mature.

Burgess Rawson’s newest LFR freehold investment offering is the only Autobarn on the Mornington Peninsula (Victoria), which will be auctioned at Crown Casino on Wednesday 14 September. See page 22 for more information.

1. LFRA
2. Shopping Centre News

BURGESS RAWSON HIGHLIGHT LFR SALES IN 2022 INCLUDE



Bunnings leaseback
Mount Isa QLD
4.29% yield



Reece Plumbing
Colac VIC
3.82% yield



The Good Guys
Invermay TAS
4.68% yield



The Good Guys
Mildura VIC
3.75% yield



National Tiles Leaseback
Portfolio of 3 Stores
3.98% blended yield



Officeworks (Strata titled)
Mildura VIC
4.73% yield



September Investment Portfolio Auctions

SYDNEY
10:30AM AEST
TUESDAY
13 SEPTEMBER

MELBOURNE
10:30AM AEST
WEDNESDAY
14 SEPTEMBER

BRISBANE
10:30AM AEST
FRIDAY
16 SEPTEMBER

There are three ways to bid. Via phone, online or in-person.

Discuss with our agents which bidding option is the best for you and available in-person bidding locations.

New Properties For Sale



Large Format Retail

Tenant	Location	State	Income pa	Page
Autobarn	Mornington (Mornington Peninsula)	VIC	\$203,384	22



Childcare

Tenant	Location	State	Income pa	Page
Sanctuary of Early Learning	Seaford (Melbourne)	VIC	\$307,997	46
Genius Childcare	Nerang (Gold Coast)	QLD	\$270,375	36
Mount Coolum Day Care Centre	Mount Coolum (Sunshine Coast)	QLD	\$255,159	37
Eden Academy	Bardon (Brisbane)	QLD	\$227,850	40
Journey Early Learning	Templestowe Lower (Melbourne)	VIC	\$172,825	49
Gingin Early Learning	Gingin	WA	\$55,000	64



Hotel/Liquor

Tenant	Location	State	Income pa	Page
Dan Murphy's and Development Site	Pakenham (Melbourne)	VIC	\$550,358	14
The Exchange Hotel	Port Melbourne	VIC	\$413,577	18
Bottlemart	Pakenham (Melbourne)	VIC	\$58,000	58



Banking

Tenant	Location	State	Income pa	Page
Bank Australia	Ballarat	VIC	\$156,883	50

New Properties For Sale



Fast Food/Restaurant/Cafe

Tenant	Location	State	Income pa	Page
Domino's Pizza	Carnes Hill (Sydney)	NSW	\$189,734	20
Red Rooster and Subway	Bowen	QLD	\$150,612	42
Bekya Egyptian Spice	Summer Hill (Sydney)	NSW	\$102,872	24
Subway	Yea	VIC	\$85,305	55
Eve's Pizzeria and Gelato Bar	Cranbourne North (Melbourne)	VIC	\$47,740	59
Soul Tree Cafe	Summer Hill (Sydney)	NSW	\$42,904	24
Pizza Hut	Pakenham (Melbourne)	VIC	\$41,710	61



Retail Fuel

Tenant	Location	State	Income pa	Page
Ampol Foodary	Kaleen (Canberra)	ACT	\$460,566	28
Chevron Fuel	Yeppoon (Rockhampton)	QLD	\$425,938	33
United Petroleum	Sunshine North (Melbourne)	VIC	\$93,900	54



Supermarket/Grocer

Tenant	Location	State	Income pa	Page
SPAR Supermarket	Holloways Beach (Cairns)	QLD	\$245,821	38
IGA Supermarket	Winchelsea	VIC	\$97,878	52
Indian Grocer	Epping (Melbourne)	VIC	\$96,600	53



Industrial

Tenant	Location	State	Income pa	Page
Biotech Engineering	Port Melbourne	VIC	\$84,814	56



Medical

Tenant	Location	State	Income pa	Page
Medical Complex	Elsternwick (Melbourne)	VIC	\$474,554	16
Breed Street Clinic	Traralgon (Melbourne)	VIC	\$417,620	44
Allcare Medical	Carnes Hill (Sydney)	NSW	\$290,732	20
Medical Complex	Bendigo	VIC	\$268,832	47
Kirrawee Family Medical Practice	Kirrawee (Sydney)	NSW	\$260,292	30
Aura Medical Group	Toowoomba	QLD	\$218,472	39
Medical Centre	Narre Warren (Melbourne)	VIC	\$210,000	48
I-MED Radiology	Traralgon (Melbourne)	VIC	\$110,580	44



Retail

Tenant	Location	State	Income pa	Page
Anytime Fitness, City Cave and Stellarosa Drive-Thru	Crestmead	QLD	\$423,908	34
GJ Gardener Homes and Snap Printing	Wodonga	VIC	\$125,402	51
Kumon Education Centre	Epping (Melbourne)	VIC	\$47,600	60
Paper Rock Scissors Art Studio	Summer Hill (Sydney)	NSW	\$41,818	24
Lash & Beauty Port	Epping (Melbourne)	VIC	\$34,000	62
Body Refine	Epping (Melbourne)	VIC	\$31,000	63



Government/Office

Tenant	Location	State	Income pa	Page
Greater Bank & Elders	Armidale	NSW	359,887	29
Office Building	Chatswood (Sydney)	NSW	\$211,590	32
Progress Book World and All About First Aid	Currajong (Townsville)	QLD	\$82,520	43



Trophy Dan Murphy's Investment with 5,750sqm* of Undeveloped Land

Proven Performer, Trading Well Above Turnover Rent Threshold



Pakenham VIC
8 Portobello Road

Secure 15 year lease plus options to 2056

Tenant pays all increases in land tax, council rates, water rates and insurance

Income: \$550,358 pa* + GST

- + Australia's largest liquor retailer with a combined network of 1,643 Dan Murphy's and BWS stores
- + Landmark 12,160sqm* site with 138m* frontage to Princes Hwy and 34,000 vehicles passing daily¹
- + Additional 5,750sqm* of Comprehensive Development Zoned land providing potential development upside (STCA)
- + Pakenham's Princes Hwy corridor forecast to grow by 67% by 2041²

Contact
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Beau Coulter 0413 839 898
Billy Holderhead 0422 817 696
Shaun Venables 0411 860 865
Matthew Wright 0458 290 588

For Sale by Expressions of Interest
Closing 4pm AEST
Thursday 6 October 2022

*Approx ¹GapMaps ²forecast.id



Elsternwick Medical Clinic with Brand New 15 Year Lease

1,340sqm* Kooyong Rd Corner Site
Directly Opposite Caulfield Hospital



Elsternwick VIC, 289-291
Kooyong Road (cnr Edward St)

Multi-disciplinary health clinic established on site for 10 years

20 car spaces and irreplaceable permit for 17 practitioners

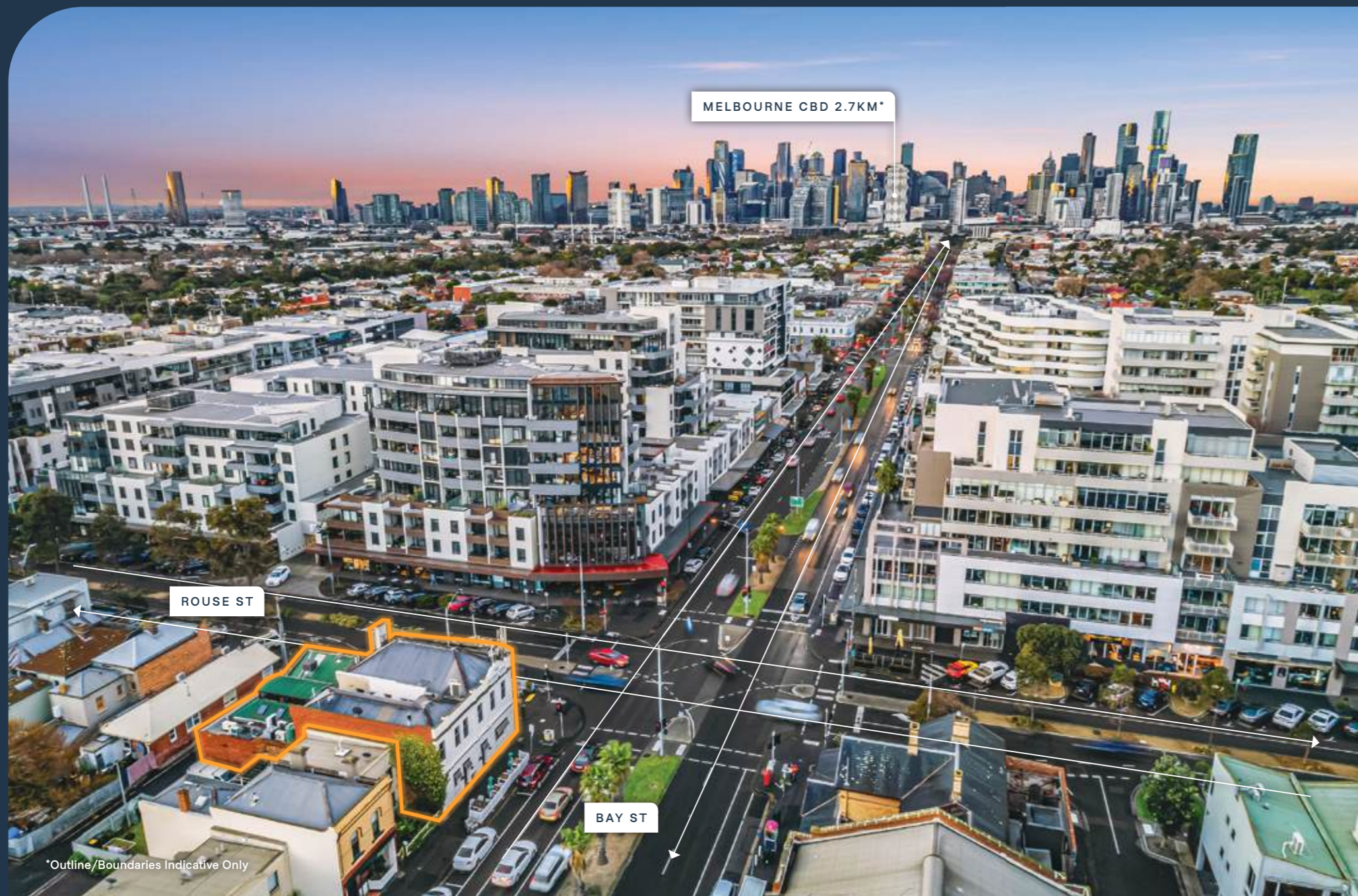
Net Income: \$474,554 pa* + GST

- + Set-and-forget, net lease secured by 6 month bank guarantee
- + Annual fixed 3% increases provide strong and certain growth
- + Significant depreciation benefits after recent \$1.6 million upgrade and extension
- + Strong 11% forecast population growth by 2036¹
- + Strategic, long term essential service freehold investment

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Investment Portfolio Auction
10:30am AEST
Wednesday 14 September
Crown Casino, Melbourne

¹Approx. bid



*Outline/Boundaries Indicative Only

*Outline/Boundaries Indicative Only

The Exchange Hotel Freehold Investment 9 Year WALE to AVC

Long Term Lease to Australia's Fastest Growing Hotel Operator



Port Melbourne VIC
39 Bay St (corner Rouse St)

Top tier tenant: Australian
Venue Co (AVC), leading pub
operator with over 200 venues

Annual uncapped CPI reviews
Net Income: \$413,038 pa* + GST

- + Thriving corner hotel, originally established on site in 1916
- + Large, high-profile corner site just 2.7km* from Melbourne CBD, opposite 9 level developments
- + Forecast 44% LGA population growth to 176,816 by 2041
- + AVC has bought 45 hotels in the last 12 months and recently reported a 13-15% increase in revenue compared to pre-COVID

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Investment Portfolio Auction
10:30am AEST
Wednesday 14 September
Crown Casino, Melbourne

*Approx

Longstanding Sydney Freehold Medical Investments



Two Sydney Essential Service Investments - ASX Listed Fast Food

Carnes Hill (Liverpool) NSW
Lot 60 & 101 Kurrajong Road

Prized Western Sydney medical and fast food assets
Highly established medical centres in occupation 14+ years
Significant tenant medical and surgery fit-out

AllCare Carnes Hill Medical Centre: dominant Western Sydney medical specialists, surgery, pharmacy & GP clinic
Strategic healthcare position next to Carnes Hill Marketplace, Woolworths and McDonald's
Carnes Hill: booming Western Sydney location 38km* to Sydney CBD



Lot 60 Kurrajong Road

- + 5 year lease to 2026 plus options to 2041
- + Freehold single tenant healthcare investment
- + Multi-level 460sqm* medical centre
- + Fixed 3% annual rent increases
- + Net Income: \$290,457 pa* + GST



Lot 101 Kurrajong Road

- + Secure 5 year leases to 2026 plus options
- + Domino's: multinational ASX listed fast food giant with a market cap of \$6.2 billion - Corporate lease
- + Circa 54% of income from AllCare Carnes Hill Medical Centre
- + Tenants pay all usual outgoings
- + Fixed 3% annual rent increases
- + Net Income: \$188,905 pa* + GST

Contact
Geoff Sinclair 0451 462 759
Yosh Mendis 0434 413 188

Investment Portfolio Auction
To be sold individually
10:30am AEST
Tuesday 13 September
Sydney Opera House

*Approx



*Outline/Boundaries Indicative Only



*Outline/Boundaries Indicative Only

Autobarn Freehold with Value-Add

Current Lease and Options Expire in Feb 2031

Trophy 2,204sqm* Landholding with Very Low 34%* Site Coverage



Mornington VIC
903 Nepean Highway

The only Autobarn store on the Mornington Peninsula, with a population of 168,990¹

Fixed 3.5% annual rent increases

Net Income: \$203,384 pa* + GST

+ 29,290 vehicles passing daily²

+ The Autobarn brand is owned by Bapcor (ASX: BAP), a retail network of over 1,000 stores including stablemates AutoPro, Midas, Burson and ABS Brakes

+ Bapcor Retail recently announced 2 year sales growth of 36.7%

+ Booming sea-change and tourism destination with 8% forecast population growth by 2036¹



Contact
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Beau Coulter 0413 839 898



Investment Portfolio Auction
10:30am AEST
Wednesday 14 September
Crown Casino, Melbourne

*Approx ¹id ²GapMaps

Entry Level Sydney Investments Prized Summer Hill Location



Three Established Sydney Retail Investments

Summer Hill (Sydney) NSW
Flour Mill Way & Mungo Scott Pl

Highly reputable operators with numerous locations in Sydney
Strong and certain rental growth with fixed 3%, 3.5% and 4% annual rent increases

To be sold individually

- + Prominent local catchment of Summer Hill, strong residential density
- + Part of the historic 'Flour Mill of Summer Hill'
- + Summer Hill: prestigious Inner West suburb 7km* from Sydney CBD



Lot 45, 3 Flour Mill Way

- + 7 year lease to 2029 plus option
- + Bekya: Egyptian Cuisine with three locations in Sydney
- + Prominent 176sqm* strata investment
- + Fixed 3% annual rent increases
- + Net Income: \$102,872 pa* + GST



Lot 86, 3 Mungo Scott Place

- + 3 year lease plus options
- + Paper Rock Scissors: Sydney art studio with additional locations
- + Easy to manage single tenant investment
- + Fixed 4% annual rent increases
- + Net Income: \$41,818 pa* + GST



Lot 136, 5-7 Mungo Scott Place

- + 7 year lease to Dec 2027 plus opts
- + Soul Tree Cafe: healthy & organic community cafe & restaurant
- + Part of 'The Flour Mill' of Summer Hill's landmark silos
- + Fixed 3.5% annual rent increases
- + Net Income: \$42,904 pa* + GST



Contact
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Geoff Sinclair 0451 462 759

Consultant
Michael Gilbert 0430 024 790
Burgess Rawson Consultants



Investment Portfolio Auction
To be sold individually
10:30am AEST
Tuesday 13 September
Sydney Opera House

*Approx

New General Manager spurs expansion into regional Victoria



Wendy Thomson Burgess Rawson General Manager VIC

Burgess Rawson Victoria was delighted to welcome the highly accomplished Wendy Thomson to the newly created position of General Manager in early July, and has recently opened a regional office in Mildura to leverage new opportunities in this growth hotspot.

Wendy Thomson has been appointed to spear-head the strategic growth plan in Victoria following the consolidation of the Eastern Seaboard businesses in 2021 and brings an incredible skill set built during her 25-year career, and an exceptional clientele.

Burgess Rawson CEO Ingrid Filmer said “Wendy is an exceptional industry talent with a phenomenal track record in sales, leasing, management and training. She has built two successful businesses, and holds the accolade of

being considered Australia’s best Commercial Real Estate Trainer which is an invaluable experience as we focus on developing and attracting the industry’s top talent. We are thrilled to have her onboard and leading our Victorian business.”

Wendy said she was “incredibly excited to have joined Burgess Rawson at a time when the company is not only disrupting the major commercial property markets, but also delivering strategies to take advantage of prospective regional markets”.

CPMS Commercial, Wendy’s commercial lease and asset management business merged into Burgess Rawson as part of her appointment, bringing into the business some enviable clients and bolstering presence in NSW and Victoria, including in key regional cities.

Establishing the new office in Mildura was an important strategic decision for the business. The regional city located on the Victorian side of the Murray River is famous for horticulture and its hot climate and it’s a major regional hub for several small towns within a 100-kilometre radius which are located across Victoria, NSW and South Australia. It is well connected as it has Victorian’s largest regional airport, another positive for investors.

Mildura has been a beneficiary of the pandemic, having welcomed new residents swapping major Victorian cities for a lifestyle offering an exceptional food and wine experience. This increased popularity has driven up residential property prices, but similarly has fuelled the current ‘hot’ commercial property market.

Wendy points out that “regional commercial investment has been strong in recent years and while Covid-19 has impacted some sectors, demand has been high for food chain, warehouse and distribution assets.”

The new office enables Burgess Rawson to provide additional, sales, leasing and asset management

services in Mildura and also in nearby NSW and South Australia. One team member is already onboard, with second due to commence and more to follow. The wider Victorian team will also continue to support the region and build on recent success which includes the sales of Good Guys and Officeworks both in Mildura.

Both of these key retail sales achieved record results, with The Good Guys on Fifteenth Street selling for \$4,200,000 on a 3.75% yield, and the Officeworks along Deakin Street selling for \$2,885,000 on a 4.73% yield, this being despite preceding interest rate rises. The trend in the regions mirrors that in the major cities and across most assets categories, with interest rate rises having minimal impact on demand or price of commercial properties.

“Regional commercial investment has been strong in recent years and while Covid-19 has impacted some sectors, demand has been high for food chain, warehouse and distribution assets.”

In addition, CPMS Commercial, now part of Burgess Rawson, have also had recent success with leases, sales and asset management contracts for a number of retail, food and businesses in Mildura and surrounding areas including;

- + Refurbishment of 93-97 Seventh Street Mildura to create Customs House; boasting a generous, well-appointed floor-plan with maximum versatility for workspace configuration and building intelligence. Leased to Elders, Harvest Wealth, Crawford’s plus exceptional new tenants commencing 2023.
- + Sale to developers of a new large format retail opportunity adjacent to an Aldi supermarket in an exciting new precinct in Mildura
- + Lease of two warehouses (2,000sqm and 3,000 sqm in size) located in Mildura to leading global packaging and paper manufacturer, Visy

The forecast for the commercial property in regional Victoria is certainly warming up, and with an added presence in Mildura and strong team under Wendy’s leadership, the number of opportunities for investors are set to accelerate in Quarter 2 and beyond so watch this space.



93-97 Seventh Street Mildura VIC



*Outline/Boundaries Indicative Only



15 Year Lease to ASX Listed Tenant Ideal Convenience Retail Location



Kaleen (Canberra) ACT
275 Maribyrnong Avenue

15 year lease to 2033 plus one
10 year option to 2043

Greater of 3% or CPI rent
reviews with ratchet provisions¹

**Net Income: \$460,566 pa* + GST
(paid annually in advance)**

- + Ampol (ASX: ALD): ASX listed operator with market cap of \$7.91 billion and 1,900+ locations
- + 2,160sqm* site fronting key arterial road
- + Tenant pays all outgoings including land tax
- + Developed in 2018 with strong depreciation benefits (\$110,770* in first year)
- + Kaleen: 6km* from Canberra CBD close to key employment drivers

Contact
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Yosh Mendis 0434 413 188
Guy Randell 0430 272 999

Investment Portfolio Auction
10:30am AEST
Tuesday 13 September
Sydney Opera House

*Approx ¹Ensuring rent can't decrease by more than 10% at option



100% Leased Freehold Investment Gov Funded & Major Financial Tenants



Armidale NSW
97-101 Faulkner Street

Renewed net leases to established
tenants - 6 year WALE

New 7 year lease to Jobs
Australia, 55% of income

Attractive annual rent increases
Total Net Income: \$359,887 pa*

- + Well maintained 1,773sqm* three level freehold premises
- + Valuable 18 car spaces
- + Diversified income streams inc major financial institutions and government funded enterprises
- + High quality location in one of NSW strongest regional towns
- + Armidale: wealthy Northern Tablelands City with growing population

Contact
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Investment Portfolio Auction
10:30am AEST
Tuesday 13 September
Sydney Opera House

*Approx



Generational Medical Investment Exceptional High Profile Corner

Prime Sutherland Shire Medical Trophy 10 Year Lease to 2031 Plus Options



Kirrawee NSW
455 President Avenue

10 year lease to 2031 plus options to 2041

Annual CPI rent increases

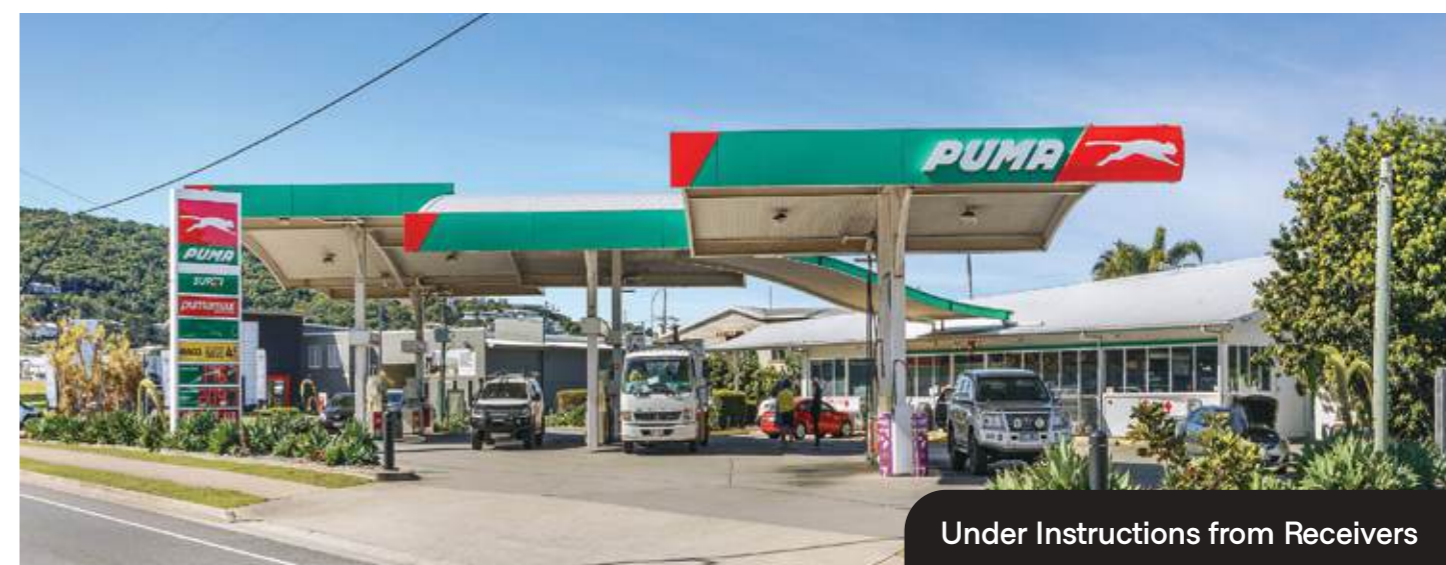
Net Income: \$260,292 pa* + GST

- + Key 942sqm* corner landholding
- + Long performing medical practice 20+ years at this premises
- + Includes medical, pathology, podiatry, psychology and pilates
- + 9 on-site car spaces + council car park opposite with 140 spaces
- + Train Station within 50 metres* plus close to Coles, ALDI, Woolworths and Dan Murphy's

Contact
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Investment Portfolio Auction
10:30am AEST
Tuesday 13 September
Sydney Opera House

*Approx



National Tenanted Investment Attractive 4% Annual Rent Increases

Chatswood (Sydney) NSW
GF/384 Eastern Valley Way

Renewed 5 year lease to 2025
plus option to 2030

Fixed 4% annual rent increases

Net Income: \$211,590 pa* + GST

- + Blue chip national tenant in occupation since 2001
- + Immaculate 337sqm* showroom
- + Valuable 6 cars spaces on-title
- + Attractive net lease with tenant responsible for outgoings, as per lease
- + Highly exposed position facing major Sydney thoroughfare
- + Chatswood: one of Sydney's blue ribbon & sought-after locations, only 8km* north of Sydney CBD

Contact
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10:30am AEST
Tuesday 13 September
Sydney Opera House

*Approx

10 Year Lease to Chevron/Caltex Australia Premium Convenience Retail Investment



Yeppoon (Rockhampton) QLD
21A-23A Park Street

10 year lease to 2030 plus
options to 2050

Annual CPI rent reviews

Tenant pays all outgoings
excluding land tax

Net Income: \$425,938 pa* + GST

- + Chevron Corporation (NYSE: CVX) major global energy company with a market cap of over \$317 billion and 360+ retail sites
- + Constructed in 2012 offering significant depreciation benefits
- + Prominent 2,562sqm* corner site with triple street frontage
- + Income upside: vacant retail tenancy - potential \$30,000 pa*

Contact
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10:30am AEST
Friday 16 September
The Hilton, Brisbane

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Brand New Build Three National Tenants Unbeatable Location

Brand New Fast Food and Lifestyle Investment | Crestmead Village



Crestmead (Logan) QLD
154-162 Clarke Road

Constructed in 2022 offering significant depreciation benefits

Minimum 3% annual rent increases across all tenancies

Net Income: \$423,908 pa* + GST

- + Brand new 15 year net lease to Stellarossa plus options to 2052
- + Brand new 10 year net leases to Anytime Fitness and City Cave plus options to 2047
- + Large 4,725sqm* site with 64 at-grade car parks
- + Net lease: tenants pay all outgoings¹
- + Crestmead: new logistics hub with \$1.5 billion in industrial developments by 2027

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Investment Portfolio Auction
10:30am AEST
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The Hilton, Brisbane

¹Approx ¹Stellarossa excluding land tax



Secure 15 Year Triple Net Lease to 2036 Leading National Childcare Provider



Nerang (Gold Coast) QLD
8-10 Short Street

- + Genius: highly experienced and successful early education provider with a network of 35 centres nationally
- + Greater of CPI or 2.5% annual rent increases plus ratchet provisions at market review
- + Tenant pays 100% of outgoings including: maintenance (both capital and structural), land tax, rates, insurances and management fees

Two further 10 year opts to 2056
Established 75 LDC place centre, rated "Exceeding" under the NQS

Net Income: \$270,375 pa* + GST (as at 1 October 2022)

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10:30am AEST
Friday 16 September
The Hilton, Brisbane

*Approx

Beachside Hotspot Childcare Investment Long 15 Year Net lease - Min 4% Annual Increases

Mount Coolum QLD
30 Suncoast Beach Drive

- + Mount Coolum Day Care is a long established business licenced for 86 LDC places
- + Tenant pays all usual outgoings, including land tax
- + Prominent 2,217sqm* site ideally located in undersupplied childcare area
- + Mount Coolum: thriving family friendly location with local population rising 71% faster than QLD state average

15 year net lease to 2034 with a further 5 year option

Greater of CPI or 4% annual rental increases

Net Income: \$255,159 pa* + GST

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Affordable Freehold Supermarket 100% Leased Complex, Ideal 7 Yr WALE¹



Holloways Beach (Cairns) QLD
149-153 Holloways Beach
Access Road

Four retail tenancies plus three
warehouses

Renewed 10 year lease to Spar
Supermarkets (68% of income)

Net Income: \$245,821 pa* + GST

- + Spar: over 13,500 supermarkets across 48 countries and employing over 350,000 people
- + Attractive CPI rent increases and 7 year WALE¹
- + Modern and well presented 1,131sqm* building on a strategic 3,255sqm* site with 40+ on-grade car parks
- + Cairns: gateway to Queensland's tropical north with a population of over 168,000

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*Approx ¹By income

Premium Specialist Medical Investment Prime Position In Health Precinct



Toowoomba QLD
Suites 102-104, 13-15 Scott St

New 5 year lease to 2027 plus
two 5 year options to 2037

Tenant pays 100% of outgoings
(excluding land tax)

Fixed 4% annual rent increases
Net Income: \$218,472 pa* + GST

- + Aura Medical Group (AMG): national provider of premier dermatology and cosmetic medicine clinics
- + Modern medical suites totalling 369sqm* within the Medici Medical Centre
- + Toowoomba: one of Australia's fastest growing regions with \$14b* worth of construction and development in the pipeline

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*Approx

Trophy Childcare Investment Opposite One of Brisbane's Top State Schools



New 20 Year Net Lease to 2042 Guaranteed 3% pa Rental Growth



Bardon (Brisbane) QLD
144 Boundary Road

Two 10 year options to 2062

Ratchet provisions at market
review ensuring rent cannot reduce

Net Income: \$227,850 pa* + GST

+ Eden Academy: boutique operator with a network of 22 centres Australia-wide

+ Stunning 49 LDC place centre, significant depreciation benefits

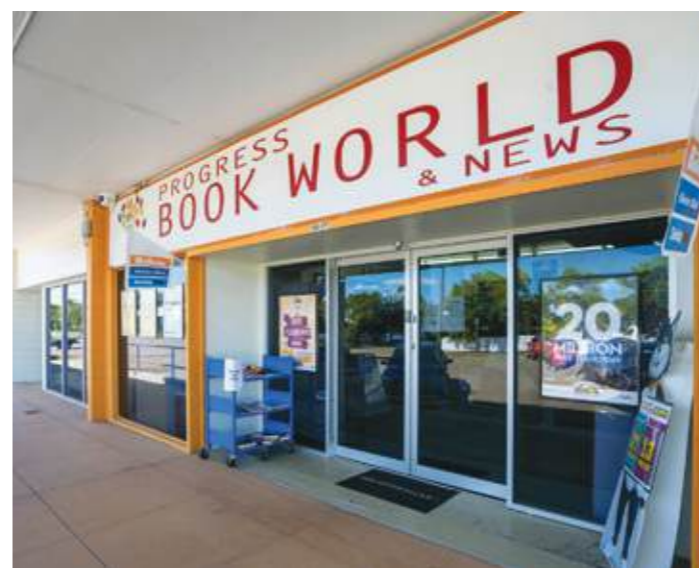
+ Tenant pays 100% of outgoings including land tax

+ Bardon: sought-after location only 4km* from the CBD and with a median house price of \$1,710,000

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High Yielding Investment

Prime Corner Convenience Centre Drive-thru Red Rooster & Subway

Bowen (Whitsundays) QLD
23 Leichhardt Street

Red Rooster drive-thru:
7+7+7 year lease to 2042

Subway: 7+7+7+7 yr lease to 2047
Annual CPI & 3.5% rent increases
Net Income: \$150,612 pa* + GST

- + Additional leases to established Hairdresser and Tobacconist
- + High profile 1,162sqm* corner site, with triple retail exposure and frontage totalling 98 metres*
- + Well maintained centre with ample on-site parking
- + Bowen: major agricultural and tourism area, top of the Whitsundays and 40 minutes north of Airlie Beach



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Consultant
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Burgess Rawson Consultants

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Entry Level Freehold Retail Investment High Growth Location

Currajong (Townsville) QLD
15-17 Hammett Street

3 year leases to Progress Book World and All About First Aid

Fixed annual rental increases
Net Income: \$82,520 pa* + GST (as at 9 October 2022)

- + Progress Book World: longstanding local business established in 1983
- + All About First Aid: paramedics providing first aid courses
- + 404sqm* freehold site with 339sqm* lettable area
- + Ample car parking at front of property with additional rear lane access
- + Townsville: booming population forecast to grow 54% by 2041

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Two Freestanding Medical Freeholds New 15 Year Leases



New 15 Year Leases to National Tenant Includes Pathology and Radiology



15 year lease to 2037 plus option to 2042

Greater of 2.5% or CPI annual rent reviews

Tenant pays outgoings as per leases (excluding Land Tax)

To be sold individually

Leased to major medical group with 8 centres in Victoria, New South Wales, Queensland and South Australia

Strategically opposite Woolworths Supermarket with close proximity to Latrobe Regional Hospital

Potential 50% stamp duty savings on both properties

Traralgon: retail and commercial capital of the Latrobe Valley, trade catchment of over 75,000

Traralgon VIC
37 Breed Street & Seymour St

- + High profile 2,824sqm* site
- + Long-standing 1,099sqm* medical and pathology clinic
- + Major past upgrades and extensions to entire centre
- + Secure on-site parking for 57 vehicles* via Seymour Street
- + Includes Dorevitch Pathology having 452 clinics nationwide
- + Net Income: \$417,620 pa* + GST

Traralgon VIC
39 Breed Street

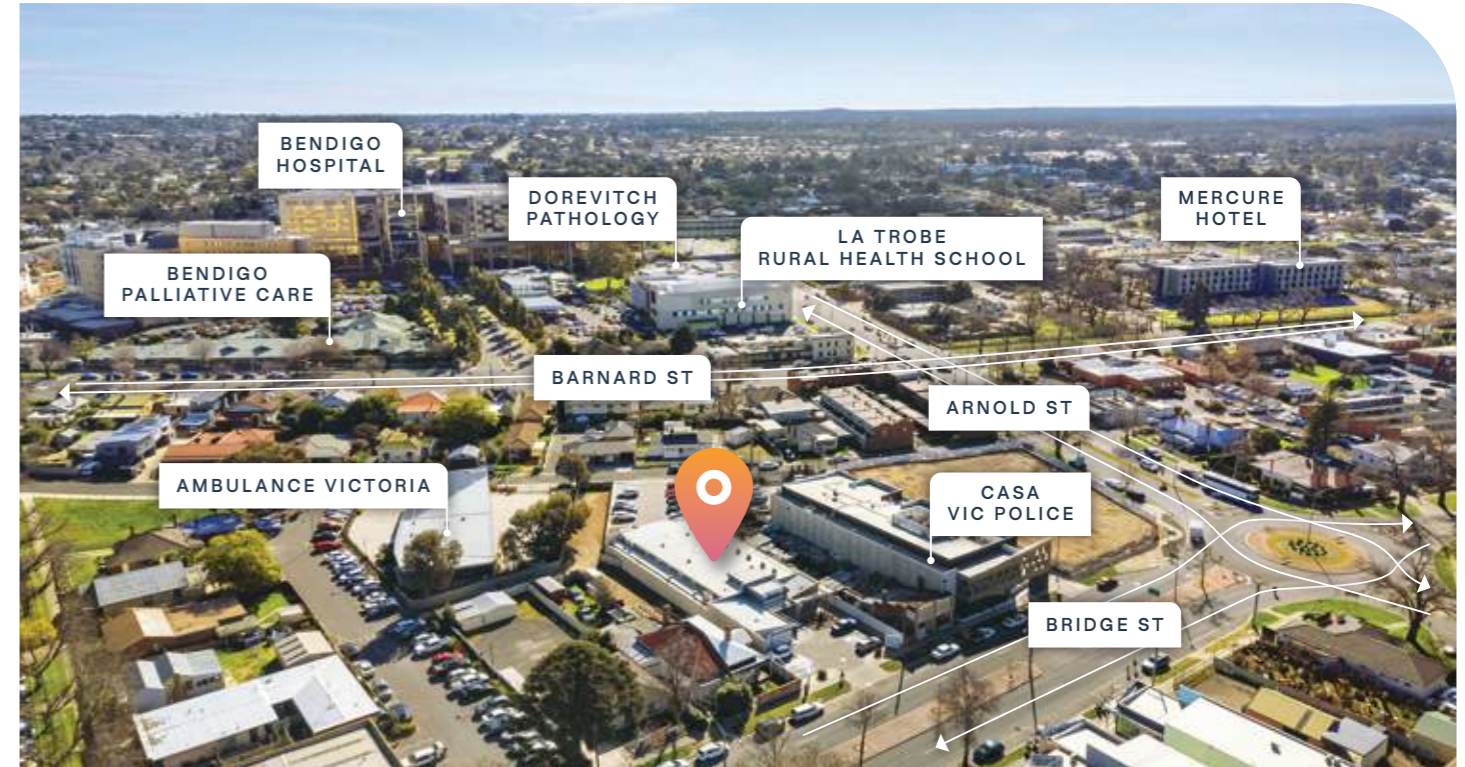
- + Strategic 729sqm* site
- + Modern 291sqm* medical and radiology clinic
- + Secure on-site parking for 4 vehicles*
- + Includes I-MED Radiology having over 50 imaging centres nationwide
- + Net Income: \$110,580 pa* + GST



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Investment Portfolio Auction
To be sold individually
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Potential 50% Stamp Duty Saving

Strong-Trading Childcare Investment 10 + 10 + 10 Year Net Lease to 2051



Seaford (Melbourne) VIC
6-8 Govan Street

- + Sanctuary of Early Learning: 25+ years industry experience with 5 metro locations
- + Newly refurbished with significant depreciation benefits
- + Large 2,638sqm* site with 11 schools within a 3km* radius
- + Seaford: popular bayside suburb 36km* from Melbourne with ease of access to the CBD via both the Frankston Fwy and Frankston-Dandenong Road

Impressive 1,137sqm* dual facilities, lic for 108 places

Fixed 3% annual rent increases
Tenant pays all usual outgoings
Net Income: \$307,997 pa* + GST

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Bendigo Medical - Since 1940 'Essential Service' Includes Pharmacy



Bendigo VIC
63-65 Bridge St & Uley St

- + Includes on-site UFS Pharmacy and Melbourne Pathology
- + Dual frontage 1,647sqm* site with 21 car spaces
- + As new 715sqm* building built 2006, significant tax depreciation
- + Within health precinct close to ambulance, hospital and CASA
- + Bendigo: Victoria's largest inland city, population forecast to exceed 155,000 by 2036

Renewed 5 year lease plus options to 2046

Annual CPI reviews

Tenant pays all usual outgoings
Net Income: \$268,832 pa* + GST

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*Approx



Proven Metro Medical Centre New 15 Year Lease, Recent Upgrade



Narre Warren VIC
2-3 Malcolm Court

- + Positioned next to Terry White Chemist, amongst IGA, Australia Post and close to train station
- + Greater of CPI or 2.5% annual rent increases
- + Immaculate 409sqm* facility with on-site parking and disabled access
- + City of Casey: one of Melbourne's highest growth suburbs, forecast population of 514,800* by 2041

Rare 15 year lease to established medical plus options to 2052

Attractive net lease with tenant paying usual outgoings

Rent Income: \$210,000 pa* + GST

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10:30am AEST
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*Approx

Set-and-Forget Childcare Investment New 12+10+10+10 Year Lease to 2064



Templestowe Lower (Melb) VIC
271 Thompsons Road

- + Journey: leading early education provider with 37 centres across the eastern seaboard
- + Strong-trading business with 100% occupancy & long wait-list
- + Prominent corner site within significant educational precinct, with 6 schools within 1.5km*
- + Located 650 metres* from Manningham Road and only 13km* from the Melbourne CBD

Attractive 3% pa rent increases

Tenant pays all usual outgoings

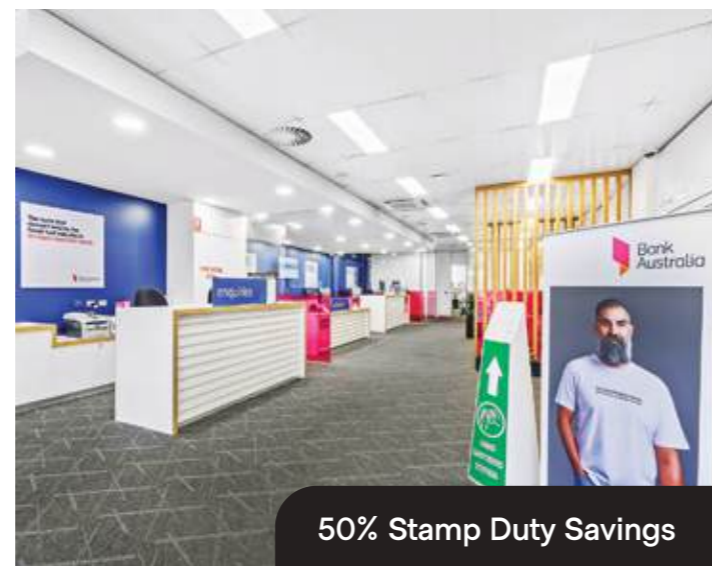
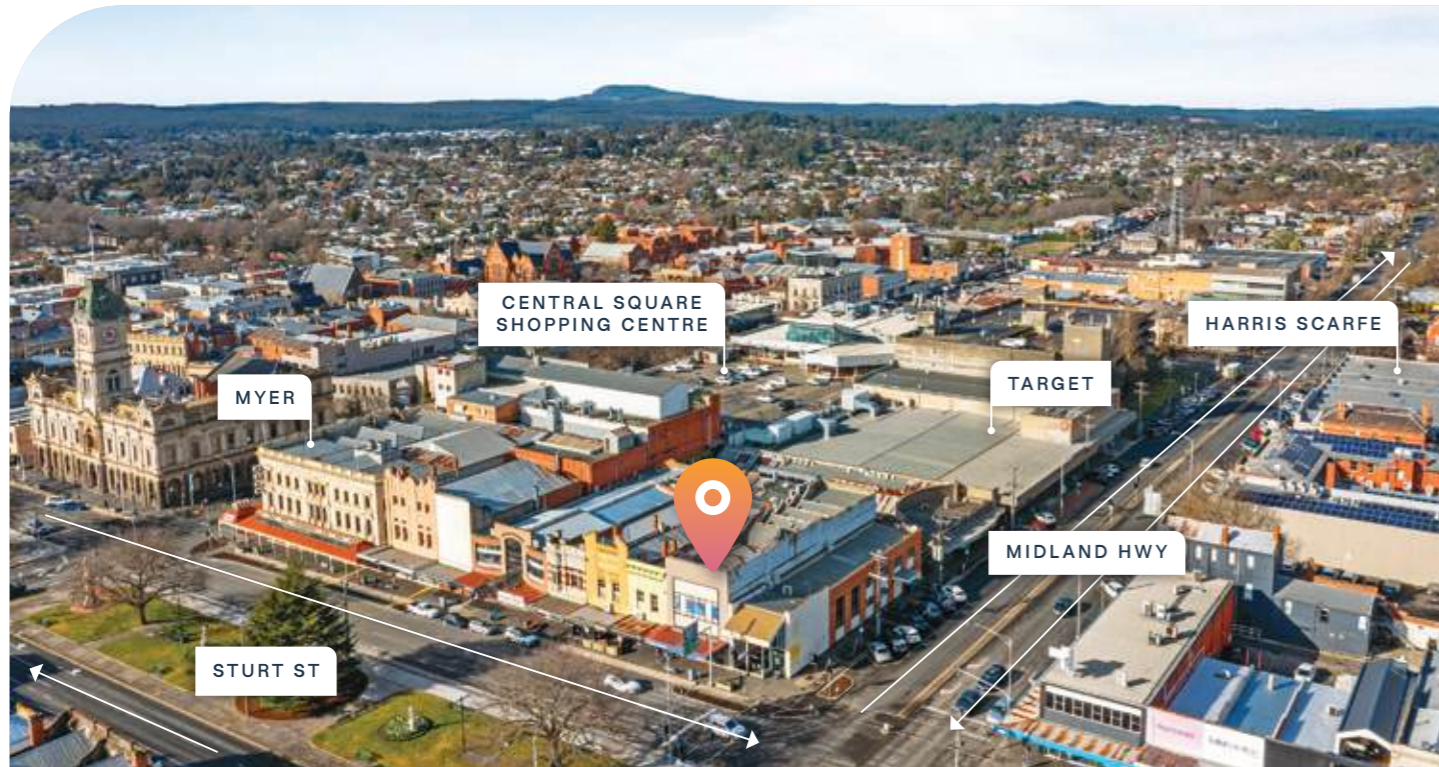
Extensively refurbished centre licensed for 45 LDC

Net Income: \$172,825 pa* + GST

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50% Stamp Duty Savings



Potential 50% Stamp Duty Savings

High Profile CBD Freehold Investment Booming Residential Growth Location



Ballarat VIC
327 Sturt Street

- + Bank Australia: proven operator, net profits up 107% on FY21¹
- + Adjoining Central Square SC, anchored by Myer and Target plus 40 specialty stores
- + Coles, Woolworths, ALDI, Big W, Bunnings, Officeworks, Rebel, JB Hi-Fi, Dan Murphy's, McDonald's, Hungry Jack's and KFC, all within 1.5km*
- + Ballarat: Population forecast to surge 24% to 144,108* by 2036²

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Investment Portfolio Auction
10:30am AEST
Wednesday 14 September
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*Approx ¹Bank Australia ²forecast.id

Annual CPI rent reviews
Tenant pays all usual outgoings
Potential 50% stamp duty savings
Net Income: \$156,883 pa* + GST

Secure Net Leases to National Tenants Prime CBD Corner Location



Wodonga VIC
15 Stanley St corner Hume St

- + Strategic 612sqm* site within business precinct amongst national retailers
- + Snap Wodonga: award winning franchise, in occupation circa 20 years
- + Immaculate 425sqm* building with capital intensive fit-outs
- + 5 on-title car parks plus abundant council parking
- + Albury/Wodonga: twin cities with booming 100,435 population

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Investment Portfolio Auction
10:30am AEST
Wednesday 14 September
Crown Casino, Melbourne

*Approx

Secure 3 and 5 year leases plus options
Tenants pay usual outgoings
Annual fixed 2.5% and CPI rent reviews
Rent: \$125,402 pa* + GST



Potential 50% Stamp Duty Savings



Renewed 10 Year Lease to 2031 + Options IGA Plus Liquor Supermarket Investment



Winchelsea VIC
29 Princes Highway

Renewed 10 year lease to 2031
plus options to 2051

Annual CPI rent reviews

Tenant pays all usual outgoings

Net Income: \$97,878 pa* + GST
(based on assumed 5.24% CPI increase)

- + Successful operator with 4 IGA's and 16+ years experience
- + Well presented IGA supermarket plus liquor capturing growing trade catchment
- + High profile 770sqm* freehold corner site with 9,400 vehicles passing daily*
- + Winchelsea: thriving surf coast shire municipality with forecast 34.6% population growth by 2036¹



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*Approx ¹GapMaps

Brand New 10 + 10 Year Net Lease Strategically Positioned Indian Grocer

Epping (Melbourne) VIC
5&6/335 Harvest Home Road

10 year lease to 2032 plus one
further 10 year option to 2042

Fixed 3% annual rent increases

Tenant pays all usual outgoings

Net Income: \$96,600 pa* + GST

- + Desi Point: Indian Grocer strategically positioned opposite Coles and ALDI supermarkets
- + Immaculate new premises with dual retail entry and high quality tenant fit-out
- + Epping: booming growth suburb, 18km* north from the CBD, with population forecast to grow by 47% by 2041*



Contact
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*Approx



*Outline/Boundaries Indicative Only



Potential 50% Stamp Duty Savings

Rare 10 Year Ground Lease to 2031 Significant Underlying Land Value



Sunshine VIC
45 McIntyre Road

- + Major 3,260sqm* site in metro Melbourne's booming western growth corridor
- + Landlord friendly lease - tenant owns all infrastructure including buildings, tanks and lines
- + Recent major tenant funded upgrade and refurbishment
- + Sunshine: 11km* from Melbourne CBD, population forecast to grow 71.5% by 2041²

United Petroleum: top-tier tenant, 465+ sites nationally
10 year ground lease to 2031 plus options to 2046

Attention \$2+ million buyers
Net Income: \$93,900 pa* + GST

Contact
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Investment Portfolio Auction
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*Approx

Impressive Retail Freehold Complex Includes New Subway on 7 Year Lease



Yea VIC
40-42 High Street

- + Central 1,345m* site with long term retail and industrial tenants
- + Retail tenants include Subway the worlds leading restaurant chain, 40,000+ locations, plus Charcoal Chicken and CBA ATM
- + Refurbished retail includes brand new Subway fit-out
- + Yea: bustling retail township supported by locals and weekend tourists, 1 hour from Melb CBD

Secure investment with multiple income streams

Generous fixed annual rent increases to all tenancies

Tenants pay usual outgoings
Net Income: \$85,305 pa* + GST

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*Approx



Outline/Boundaries Indicative Only

Desirable Port Melbourne Industrial Investment



Prized Inner City Office Warehouse Longstanding Tenant 14+ Years



Port Melbourne VIC
4/42 Sabre Drive

Secure 7.9 year lease to April
2026 plus option to 2031

Fixed 4% annual rent increases

Tenant pays all usual outgoings

Net Income: \$84,814 pa* + GST

+ Biotech Engineering: specialists in engineering design and project management services to pharmaceutical biotech, food and general process industries

+ Immaculately presented 336sqm* building including offices, mezzanine, high RSD and 4 car spaces on-title

+ Port Melbourne: booming industrial suburb only 1.5km* from CBD with easy access to West Gate Freeway

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Suits \$800k+ Buyers

Prized Liquor Investment - 10 Yr Lease High Exposure Corner Position



Pakenham VIC
9/1 Hunt Way (Racecourse Rd)

New 10 year lease to March 2032 plus options to 2042

Fixed 3% annual rent increases
Tenant pays all usual outgoings
Net Income: \$58,800 pa* + GST

- + Bottlemart: leading liquor chain with over 700 retail locations across Australia
- + Prominent corner premises with dual frontage and exposure
- + New 2022 construction with excellent tax saving depreciation benefits
- + Pakenham: Melbourne's major eastern growth corridor, population estimated to increase 59.9% by 2041

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10 Year Lease to 2031 with Fixed 3% Increases Proven Complex Anchored by IGA Supermarket

Cranbourne North VIC
5/2-10 William Thwaites Blvd

Secure 10 year lease to Nov 2031 plus options to 2041

Fixed 3% annual rent increases
Net Income: \$47,740 pa* + GST (as at November 2022)

- + Eve's Pizzeria: experienced operators in hospitality 10+ years
- + Tenant pays all usual outgoings including management fees
- + Immaculate 103sqm* pizzeria and gelato bar in 100% occupied Neighbourhood Centre
- + Cranbourne North: in City of Casey, 8th fastest growing municipality in Australia

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Global Education Giant in one of Australia's Fastest-Growing Municipalities



Epping North VIC
7/335 Harvest Home Road

5 year lease to May 2027 plus options to 2037

Fixed 3% annual rent increases

Tenant pays all usual outgoings

Net Income: \$47,600 pa* + GST

- + Kumon: leader in supplementary education services supporting 2.67 million students globally
- + Immaculately presented premises with new tenant fit-out
- + Unrivalled position central to shopping centre, swim school and 3 childcare centres
- + City of Whittlesea: one of Australia's fastest-growing municipalities - 63 babies born each week



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10:30am AEST
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Delivering a Supreme Pizza Hut Investment 7 Year Lease - World's Largest Pizza Chain



Pakenham VIC
6/1 Hunt Way

New 7 year lease to Feb 2029 plus options to 2042

Fixed 3% annual rent increases

Tenant pays all usual outgoings

Net Income: \$41,710 pa* + GST

- + Pizza Hut: worlds largest pizza chain with 270 stores across Aus and over 12,000 worldwide
- + New shop with dual retail exposure and high quality tenant fit-out
- + Rapidly expanding residential precinct amongst supporting retailers inc liquor and fast food
- + Pakenham: Melbourne's major eastern growth corridor, population estimated to increase 59.9% by 2041

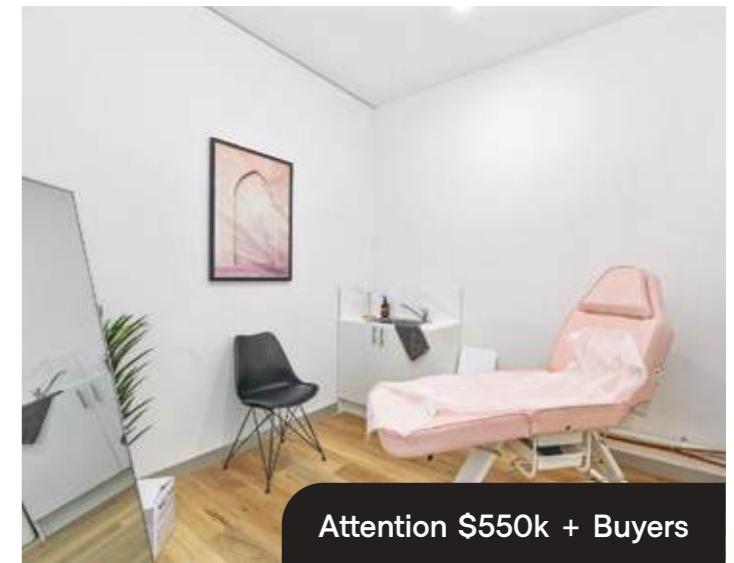
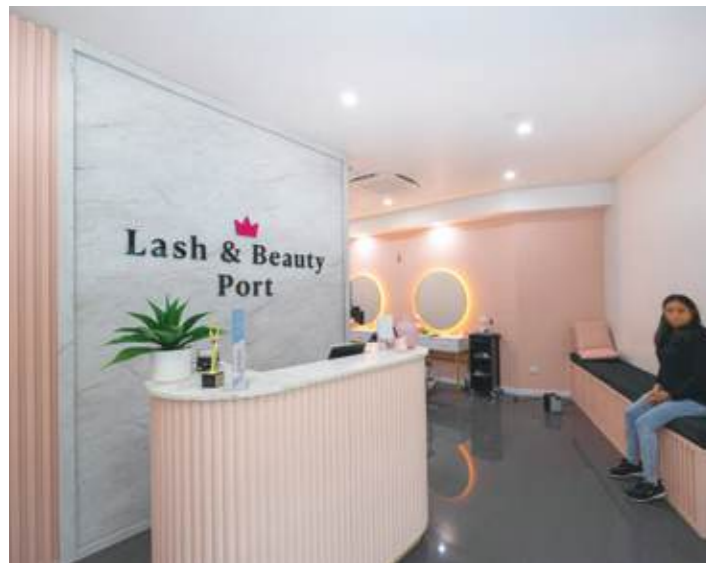


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10:30am AEST
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Attention \$550k + Buyers

A Beautiful New 7 + 7 Year Net Lease Melbourne's Fast-Growing Northern Suburbs

Epping (Melbourne) VIC
Shop 3/335 Harvest Home Road

New 7 year lease to 2029 plus
one 7 year option to 2036
Fixed 4% annual rent increases
Tenant pays all usual outgoings
Net Income: \$34,000 pa* + GST

- + Lash and Beauty Port: experienced and successful operator in 2 locations
- + New premises with impressive new tenant fit-out
- + Strategic position amongst destination tenants including Coles, ALDI and Hungry Jack's
- + Epping: strategic Melbourne growth suburb, 47% forecast population growth by 2041*

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Crown Casino, Melbourne

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Reshape Your Investment Portfolio New 7 Year Net Lease to 2029

Epping North VIC
2/335 Harvest Home Road

Secure 7 year lease to March
2029 plus option to 2036
Fixed 3% annual rent increases
Tenant pays all usual outgoings
Net Income: \$31,000 pa* + GST

- + Body Refine: modern clinic providing advanced procedures within a booming industry
- + High traffic position with impressive new tenant fit-out
- + Exclusive position metres from Aurora Village Shopping Centre, anchored by Coles and ALDI
- + Whittlesea City Council: population forecast to surge 56% to over 388,000 residents by 2041*

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Body
REFINE



Entry-Level Childcare Investment Renewed 5 + 5 Year Net Lease to 2031



Gingin WA
18 Fraser Street

Annual CPI rent reviews

Well-maintained centre,
licensed for 53 LDC places

The only childcare centre in Gingin

Net Income: \$55,000 pa* + GST

- + Gingin Early Learning: long established business of 17+ years
- + Strategically located opposite Gingin District School educating 261 students (P-12)
- + Essential service asset with government funding in excess of \$10.3 billion for 21-22 financial year
- + Gingin: northern fringe location, only 67km* from the Perth CBD



Contact

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Investment Portfolio Auction

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Crown Casino, Melbourne

*Approx

Spirit of Tasmania Seeks Café Operator



LEASING FEATURE

Spirit of Tasmania's \$135 million passenger facility in Geelong is set to be a "warm welcome" for 450,000 travellers every year when it opens on 23 October 2022.

Burgess Rawson has been engaged by Spirit of Tasmania to appoint an experienced café operator for this exciting brand-new facility - and exceptional coffee is a fundamental requisite.

Leasing Executive Ben Luu has been appointed to find the perfect operator to meet the needs of the passengers passing through the terminal.

"The café has been designed to form an integral part of the Spirit of Tasmania experience for passengers," Mr Luu said.

"The venue will be the first 'warm welcome' for passengers preparing to embark on their voyage across the Bass Strait."

"It will also service friends and family of passengers visiting the Terminal to greet or farewell passengers, and Spirit of Tasmania staff."

Spirit of Tasmania will sail approximately 800 times each year between Devonport and Geelong.

Each voyage can carry up to 1,400 passengers and 500 vehicles.

The two ships, Spirit of Tasmania I and II, each weigh 28,000 tonnes and measure in at 194.3 metres – 20 metres longer than the inside of the Melbourne Cricket Ground.

Mr Luu said an exceptional standard of service coupled with high-quality, food and beverages, will be essential to the new café's success.

"The future café partner can celebrate the connection between Tasmania and the Geelong region by incorporating produce from both regions in it dining options," he said.

In addition to the café, the new 2,131sqm terminal building will feature a children's play area, waiting areas, customer service centre, guest amenities and a relaxed lounge.

The new facility features a dedicated drop off/ pick up zone, a marshalling area for 600 passenger vehicles and additional public parking for visitors.

The leasing opportunity is being presented by Burgess Rawson via an Expression of Interest campaign which closes on 25 August 2022.

**For more information speak
with our leasing team**



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Q&A

with Neville Smith

PARTNER

Q. Townsville is the capital of northern Australia and is currently seeing a surge. In your opinion, what other sectors do you believe are on the rise?

A. "We're seeing rapid residential growth in Townsville, which in turn means there are education, medical and allied health facilities also being delivered. The market for new essential service assets in Townsville is huge."

Q. How has Townsville's market been affected during Covid?

A. "Fortunately, Townsville wasn't impacted by COVID-19 as many other regions were. We live in a tropical environment and humidity became one of our biggest defence mechanisms. Don't get me wrong we have seen many businesses down for a short period and like the rest of the country, tourism and hospitality struggled immensely but thankfully the city wasn't grounded for the best part of 2 years like others. Now we just have to focus on how we get these two important pieces of the economy back up and going, so plenty of eating out and holidays to come... what a conundrum!"

Q. What makes regional commercial real estate a safe investment?

A. "It's the diversity in our economy underpinned with the major government backing why many look at Townsville as their next investment area outside of South East Queensland."

Q. How many of your investors are from Townsville, or Far North Queensland?

A. "There is a significant portion of investors within a 2.5 hour radius of Townsville as there is many established farming families that believed in the city. Over time this has changed slightly with major national investment groups getting in on the action and owner occupiers securing their facilities."

Q. What attracts metro-focused buyers to make the change to a regional asset?

A. "It was always yield-driven but as the city has grown yields have tightened to get closer to metro areas."

Q. What's the most interesting regional asset you've sold or come across?

A. "There have been several interesting assets but a standout to me would be the Holiday Inn aka 'The Sugar Shaker'.

Known for its unique cylindrical shape, The Sugar Shaker is the largest CBD hotel in Townsville. It was an asset class that broadened my career's exposure internationally."

Q. What makes regional real estate unique?

A. "Regional real estate is unique because of a combination of the local environment and the people. The catchments provide a loyal customer base, which in turn underpins land value and investor certainty."

“It's the diversity in our economy, underpinned by high government investment that our clients look at in Townsville.”





Burgess Rawson

With offices across Australia,
Burgess Rawson has a truly
national understanding and
unparalleled collective expertise.

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