

Portfolio

MAGAZINE

- + PEOPLE
- + LEADERSHIP
- + NEW PROPERTIES

in
Success

Pouring profits, sipping returns
with pubs and liquor.



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

Sydney Sydney Opera House	Melbourne Crown Casino	Brisbane Hilton Hotel
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17 September 2024 29 October 2024 10 December 2024	18 September 2024 30 October 2024 11 December 2024	19 September 2024 31 October 2024 12 December 2024
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Bidding is available by phone, online or in person at our auction rooms.

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Welcome



Shaun Venables
Partner

[SHAUN.VENABLES](https://www.linkedin.com/in/shaun.venables)

Welcome to Portfolio Magazine 171.

The 2025 financial year has roared to life with extraordinary achievements at Burgess Rawson's last Portfolio Auction event. Records were shattered as we secured over \$131 million for our vendors, further solidifying our reputation as market leaders.

The event was nothing short of spectacular, headlined by one of the most significant fast food portfolio offerings Australia has witnessed in years. McDonald's at Warrawong NSW made headlines, fetching a staggering \$12.85m — the highest price ever achieved for the brand. Meanwhile, the Hungry Jack's in the same development set a new benchmark with a yield of just 4.01%, the sharpest on record for this treasured icon. And Goodstart Early Learning in Linden Park, SA, fetched the sharpest yield for a childcare centre in South Australia - 3.11% - transacting for \$2.23m.

Our next event is set to offer even more exceptional opportunities for those who missed out. On the auction block are premium fast food assets, including a Guzman y Gomez,

another high-demand Hungry Jack's, and a portfolio leased to automotive giant, Bridgestone.

And for those with an eye on top performing pub assets, we're thrilled to announce our exclusive listing of Newport Social Club in Melbourne's growing inner west.

We're also launching our latest Pubs and Liquor Industry Insights Report, where we delve into why these assets continue to top investors' must-have lists. This edition also features an exclusive interview with Francis Venues' Managing Director, Tom Francis, one of the hospitality industry's trailblazers, as he shares his vision for the future of hotels and hospitality.

Our journey doesn't stop here. We're taking you on a road trip to Western Australia, the Golden State, where we shine a spotlight on some of the premium investment opportunities this resource-rich region has to offer.

Get ready for another edition filled with opportunities and insights that will keep you at the forefront of the market.



Portfolio Team

EDITOR Olwyn Conrau
PRODUCTION MANAGER Chelsea Goodall
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

All areas and figures displayed in this magazine are approx only. All precaution has been taken to establish the accuracy of the above information but does not constitute any representation by the Vendor or Agents. The Retail Leases Act 2003 may apply.

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.



Invest in Success

Pouring profits, sipping returns with pubs and liquor.

Pubs and liquor outlets, deeply embedded in Australia's cultural fabric, are emerging as highly desirable investment assets. Their consistent profitability plus the ability to evolve with consumer trends make them attractive opportunities for investors seeking stable returns.





The evolving roles of these establishments are noteworthy as operators transform from local fixtures into multifaceted venues. Hotels are blending luxury with practicality, integrating modern amenities and technology to enhance guest experiences.

Pubs are transforming into dynamic hubs combining dining, entertainment, and retail elements, while liquor outlets are expanding their offerings to include premium beverages and diverse retail platforms.

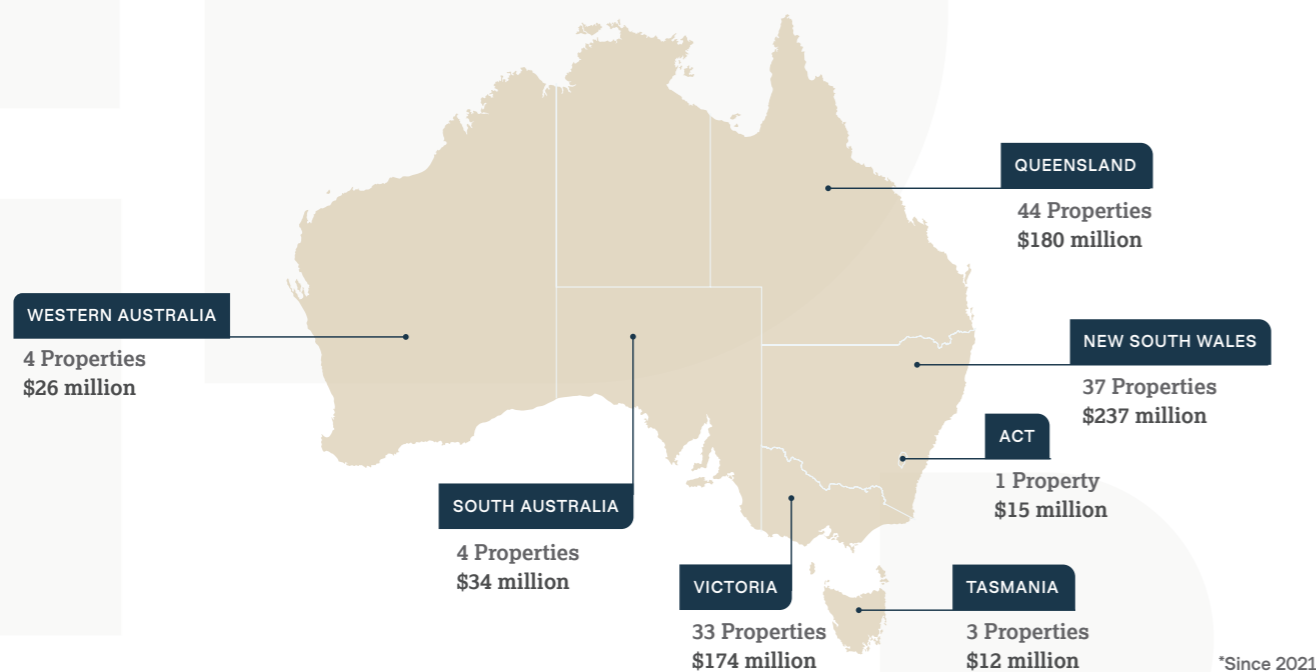
This trend toward premiumisation reflects a growing consumer preference for high-quality experiences, significantly boosting the investment potential of these assets.

Prominent tenants like Endeavour Group and Dan Murphy's, known for their commitment to quality and innovation, add to the sector's appeal. Their established presence provides stability, reinforcing the value of these investments.

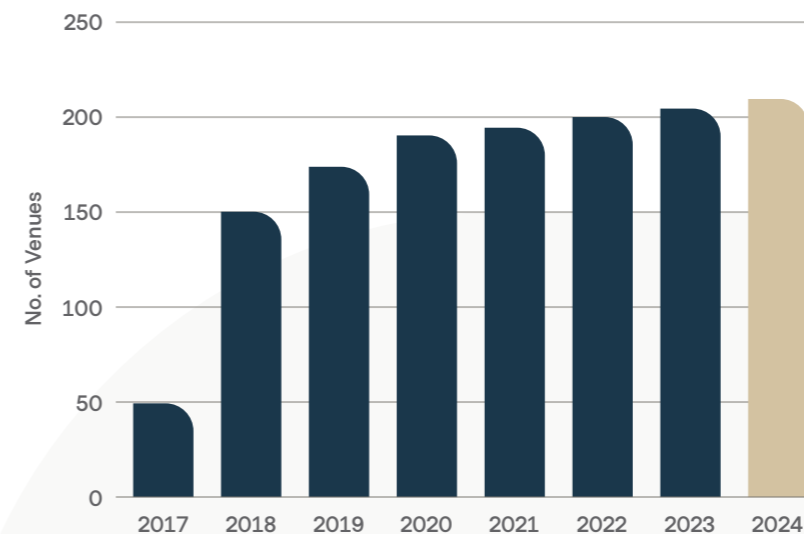
Burgess Rawson's latest Pubs & Liquor Industry Insights Report highlights the robust performance of the sector in recent years.

This growth is particularly evident when examining the expansion of key industry players, such as Australian Venue Company (AVC). In 2017, following KKR's investment, AVC managed around 50 venues across Australia. By 2018, their portfolio had tripled. Their rapid ascent continued, and by 2022, they

National Large Format Pubs & Liquor Freehold Sales*



AVC Venue Growth

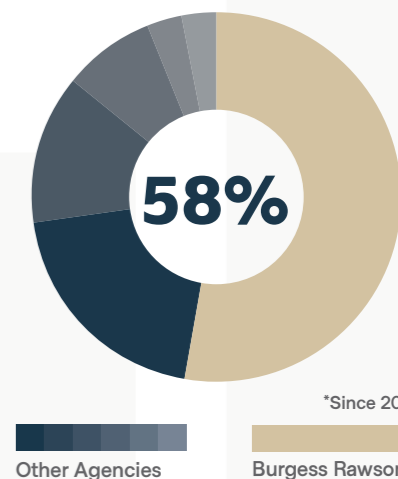


had surpassed 200 venues. Today, AVC boasts an impressive 212 venues, demonstrating the sector's phenomenal growth. This meteoric rise exemplifies the industry's vibrancy and the reliability of major players within it, reflecting a strong desire for continued expansion and success.

The future for pubs and liquor assets is promising, underpinned by strong market fundamentals and a loyal consumer base. The sector is poised for growth, driven by innovation, strategic investments, and a focus on customer experience. Modern pubs are embracing technological advancements like digital ordering systems and state-of-the-art entertainment facilities, transforming into hubs of innovation and engagement.

Consumer tastes may be changing, but this has not diminished the demand for pubs and liquor stores. These operators are dynamic, innovative and continue to meet new preferences. This has been demonstrated by the industry's ability to adapt to the rising demand for non-alcoholic options.

Leased Transactions Market Share*

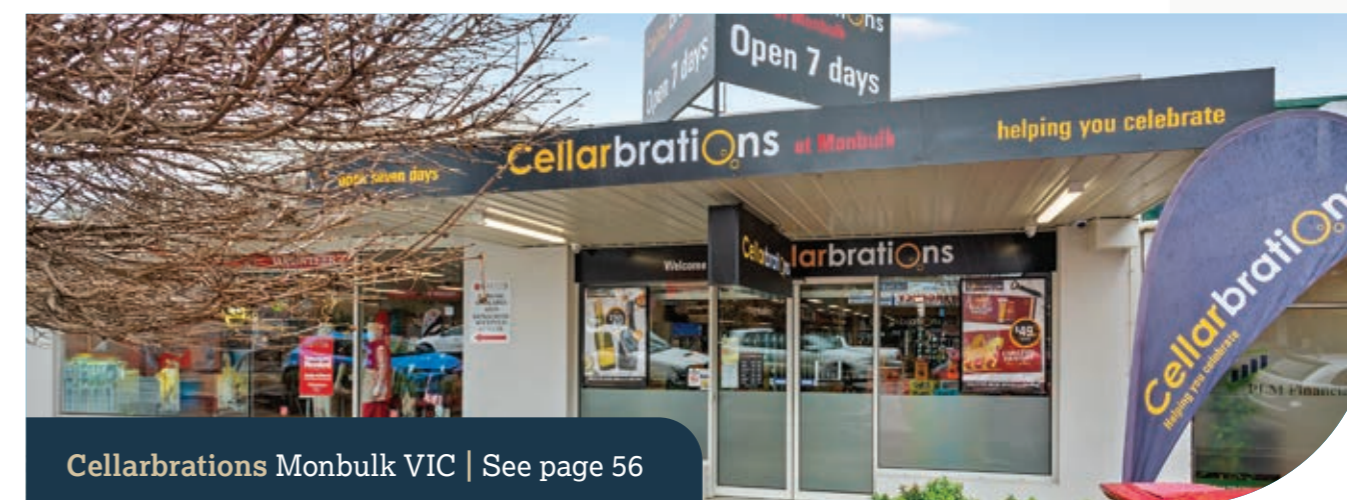


Pubs and liquor outlets have been quick to expand their offerings to include a wider range of beverages to meet consumer demand. This flexibility mirrors the appeal of other sectors, such as fast food, where innovation and the ability to pivot are key to success.

According to recent data, Australians spend an average of \$1,400 per person annually on alcohol related products and experiences, highlighting the industry's lucrative nature. Transaction volumes in the pub sector have shown steady growth, with Burgess Rawson playing a pivotal role in this trend.

Pubs and liquor stores are thriving, continuously adapting and expanding in ways that promise strong returns for those looking to establish or bolster their existing portfolio.

Ongoing refurbishments and upgrades, coupled with technological advancements to enhance customer experience and operational efficiency, make these assets exceptionally compelling for both current and prospective investors.



Key Players



Australian Venue Company

The closest rival of Endeavour’s hotel business is AVC, with 212 pubs and bars across Australia and New Zealand. AVC’s portfolio includes a number of iconic establishments such as the iconic Esplanade in St Kilda and Bungalow8 in Sydney. In August 2023, PAG Asia, owner of Craveable Brands (Red Rooster, Oporto, Cheesecake Shop) reached an agreement to purchase the controlling stake of AVC from global buyout titan KKR for close to \$1.4 billion.



Queensland Venue Company

One of Australia’s newest pub entities, QVC was the result of a joint venture established in 2019 by Coles Group and Australian Venue Company. The merger included AVC’s acquisition of Coles’ network of 87 Spirit Hotels, 253 retail liquor stores in Queensland, South Australia and Western Australia.



Endeavour Group

Born from a merger involving Woolworths’ drinks and hospitality arms in 1998, the Endeavour Group has a vast presence in the Australian market. As of 2021 it is a standalone ASX-listed company, with assets including 1435 BWS stores, 266 Dan Murphy’s stores, and 354 hotels. Endeavour’s Hotels segment, operated by ALH Group, achieved record sales of \$2 billion in FY23, representing a growth of 31%.



Liquorland

One of Australia’s leading liquor retailers, has built a strong reputation since its inception in 1937. Operating under the Coles Group, the brand enjoys the backing of one of Australia’s largest retail companies and boasts a network of 400 stores.



ALE Property Group

Listed on the ASX, ALE focuses on investing in freehold pub properties. With a diverse portfolio of 78 venues leased to Endeavour Group, they’ve secured their spot as a prominent figure in the Australian pub real estate sector. In 2021, ALE was acquired in a \$1.7 billion deal by industry super fund Hostplus and property investment giant Charter Hall. Flagship pubs include Sydney’s Crow’s Nest Hotel and Brisbane’s Breakfast Creek Hotel.



Dan Murphy’s

Underpinned by Woolworths, Dan Murphy’s boasts a vast network of 266 stores across Australia, over 90% of which are in ‘big box’ formats. A preferred choice for many due to its comprehensive offerings and competitive pricing, the popular retailer has had to consistently adapt its offering since the first store opened in Melbourne in 1952.



First Choice Liquor Market

An essential arm of the Coles Group, First Choice Liquor Market offers an expansive range of products across their network of 96 stores. The first Liquor Market store opened in Ringwood VIC in 2016, and in 2018 Coles decided to combine the best of the Liquor Market offering with First Choice to create First Choice Liquor Market.

Unbiased market research at your fingertips

Subscribe to Industry Insights Reports

With the largest, most frequent and most successful commercial property portfolio auction program in Australia, Burgess Rawson has always been renowned as the litmus test of the commercial property industry.

Using current market research and unbiased industry data, we’re able to assist clients along every step of their property journey.

Our Industry Insights Reports are an important and informative publication that focus on key sectors including pubs & liquor, convenience retail, early education, fast food, healthcare, large format retail and more.

Subscribe for free today to access and receive superior, current and unbiased information to help you make the right property decisions.



A conversation with Tom Francis

Managing Director of Francis Venues

Francis Venues, one of Victoria’s leading hospitality groups, has showcased remarkable expansion over nearly 30 years. Spanning three generations, the group now operates eight major hotels, employs over 600 staff, and generates more than \$179 million in annual income. Tom Francis shares his valuable insights into the industry’s transformation and future prospects.

As prominent investors/operators in the pub industry, how has it evolved over the past 10, 20, and 30 years?

“Since the 1990s, the hotel industry in Victoria has undergone a remarkable transformation, evolving from traditional pubs into premium experiences. The pivotal moment came when the Victorian Government legalised gaming machines (‘pokies’).

This move provided hotels and clubs with a new revenue stream, enabling them to construct larger premises that now feature live music venues, premium sports bars, function and conference spaces, accommodation precincts, and spacious family dining areas.

Over the past two decades, the industry’s valuation has surged due to acquisitions driven by the restricted availability of gaming venues. Publicly listed companies have actively participated in this competitive market, further fueling growth.”

What have been the most significant changes/outcomes?

“Since the 1990s, the legalisation of gaming machines (‘pokies’) has significantly shaped the landscape of entertainment venues in Victoria.

Gaming machines have become a staple, the state government has imposed caps on their total number.

Currently, Victoria boasts around 27,000 licensed gaming machines - a figure that won’t increase due to reforms and public sentiment. This deliberate limitation sets Victoria apart from neighbouring states like Queensland (QLD) and New South Wales (NSW), where the ratio of adults per machine is approximately 100. In contrast, Victoria maintains a ratio of 200 adults per machine. This strategic approach benefits Victoria’s gaming industry, especially considering the projected population growth for the state.”

How do you envision the future of the hotel/pub industry, and what strategies are you implementing or recommend implementing to stay ahead of emerging trends and maintain a competitive edge?

“The gaming industry is on an exciting trajectory of modernisation. Gaming machines are constantly being upgraded with cutting-edge technology, promising players the thrill of next-generation games and innovation. Soon, we’ll see the integration of cashless technology in pubs and clubs, making it convenient for younger generations to play using digital wallets. Meanwhile, the hotel industry continues to innovate, enhancing facilities to host large-scale audiovisual experiences, live entertainment, and other modern amenities.”

How important is the ‘brand’ of a hotel in its success as an investment?

“Hotels need to reflect the local community it is involved with, relating to its regular customers but also understanding the different demographics in the surrounding suburb.

Francis Venues ensures its local community Hotel, branding and experience is unique to each of its venues.”

How important is location?

“Hotels and clubs thrive when strategically located near transportation hubs, bustling shopping precincts, and busy foot and vehicle traffic. However, if a venue remains hidden away, lacking visibility near popular residential areas or highways, it can pose challenges for attracting customers.”

What role do technological advancements play in the success of the hotel industry?

“Over the past two decades, hotels have witnessed a tech revolution. Point-of-sale systems, audiovisual setups, and betting facilities have evolved significantly. Offering technology that patrons can’t replicate at home. Upgraded POS programs now feature membership rewards via digital wallets, ensuring the venue’s offers and amenities are readily available. It’s a game-changer for customer relationship management, encouraging return visits and rewarding each transaction.”

Can you discuss any significant challenges, if any, and how you have overcome them?

“Certain customer demographics pose challenges when introducing technology upgrades. However, the post-pandemic landscape has facilitated a significant shift toward smartphone usage. Leveraging this trend, venues can enhance customer engagement by promoting offers and digital programs through mobile devices. Additionally, customers readily interact with products displayed on digital screens.”



Western Australia: A Goldmine of Investment Opportunities



Western Australia is flourishing as a tourism and economic powerhouse, making it an enticing destination for commercial property investors. The state's vibrant economy, propelled by a burgeoning tourism sector and abundant natural resources, offers a wealth of lucrative investment opportunities.

This substantial economic growth is further bolstered by extensive mineral and petroleum resources which presents a stable and promising environment for investment.

Western Australia plays a crucial role in the national economy, accounting for nearly half of the nation's goods exports and significantly contributing to the state's economic output. This strong economic growth provides substantial security for property investors, ensuring a stable and promising environment for investment opportunities.

Over the past five years, Western Australia has contributed over 20% of national economic growth, nearly double its population share. Goods exports have been particularly significant, accounting for almost half of national exports as of March 2024, generating nearly \$260 billion for the nation.

Tourism in Western Australia is also thriving. The latest statistics show a record \$17.9 billion spent by visitors in the year ending March 2024, up from \$13.5 billion pre-COVID. China has reclaimed its position as WA's largest market for visitor spend, and the state outperforms others in visitor expenditure compared to 2019.

This robust expansion is supported by strong business confidence, with an anticipated 13.25% increase in business investment, the highest in over a decade, alongside a record \$10.6 billion infrastructure investment by the State Government.

The 2024-25 State Budget revealed a dynamic economic performance, with Western Australia's domestic economy expanding by 4.7% in 2023, the highest growth rate among states and more than twice the national average.

Looking forward, Western Australia's domestic economy is projected to grow around 3% annually over the next four years. The Gross State Product is expected to remain steady at approximately 2.25%, with export volumes stabilising as producers operate near full capacity.

The Western Australian Government is committed to securing the state's long-term economic success, with the 2024-25 State Budget allocating \$1.8 billion to diversify the economy and establish WA as a clean energy powerhouse. This includes a \$500 million Strategic Industries Fund to unlock industrial land and attract major projects.

Additional investments include enhancing economic infrastructure, such as WA's ports, boosting tourism infrastructure funding, reducing business red tape, and reforming the approvals system.

Western Australia's economic strength is evident in its record employment figures, with over 1.6 million people employed and an unemployment rate of just 3.4% in March, the lowest among states. Since the Labor Government took office, more than 300,000 jobs have been created, including 210,000 since 2021, surpassing its election pledge of 125,000 jobs by 2025.

Western Australia's impressive resurgence has drawn significant capital to the state, with the commercial real estate market thriving due to increased business confidence and significant economic growth.



Portfolio 171 Western Australia Opportunities



**Baldvis WA
G8 Education**

Income: \$632,570 pa
See page 59



**Australind WA
Supercheap Auto**

Income: \$176,940 pa
See page 60



**Australind WA
Salvation Army**

Income: \$166,900 pa
See page 61

Boost Rent and Retention with Strategic Property Upgrades

Investing in upgrading a property - be it retail, industrial, office or another commercial asset - is a strategic move for landlords aiming to maximise their returns. Obsolete buildings, often plagued by issues such as malfunctioning roller shutter doors, outdated air conditioning systems, or damaged windows, can be near impossible to lease or garner a reasonable rental.

Obsolescence also includes properties with outdated uses, such as office spaces originally designed for call centres that are no longer compliant due to offshoring trends, or buildings with dated facades, inefficient power sources, low-clearance warehouses, and multi-level floors without safe access.

These properties often fail to meet current safety standards or building regulations. Ensuring that basic elements are maintained is crucial, but addressing these broader obsolescence issues is equally important.



Attracting Premium Tenants

Upgraded properties stand out in the market, drawing premium tenants who are willing to pay more for well-maintained, modern spaces that meet their operational needs. For retail properties, this could involve enhanced storefronts, improved customer facilities, or advanced security features.

In industrial settings, upgrades might include enhanced loading docks, better insulation, or state-of-the-art fire safety systems. Such improvements not only increase functionality but also demonstrate to potential tenants that the landlord is dedicated to maintaining high standards.



Reducing Vacancy Rates

Regularly upgraded and well-maintained properties are less likely to experience prolonged vacancy periods.

Quality tenants are more inclined to renew their leases when they see that the property continues to meet their needs and standards.

Furthermore, when vacancies do arise, a modern, upgraded property is likely to attract new tenants more swiftly, minimising downtime and ensuring a steady rental income.



Increasing Property Value

Upgrades not only enhance the immediate income potential of a property but also contribute to its long-term value.

A well-maintained property with modern amenities and infrastructure is likely to appreciate over time, making it a valuable asset in the landlord's portfolio.

This increased value can be realised through a future sale or leveraged in refinancing opportunities.



Commanding Higher Rent

An upgraded property becomes more desirable, allowing landlords to command higher rents. Tenants often perceive modern, well-equipped spaces as worth the premium, especially if the upgrades contribute to a more efficient or appealing work environment.

A retail space with a well-designed layout and energy-efficient lighting can create a more inviting atmosphere, potentially boosting the tenant's business. Similarly, improvements in showroom and industrial properties - such as better truck access or enhanced storage facilities - can significantly increase operational efficiency, making tenants more willing to pay higher rents.



Future-Proofing the Investment

In a rapidly evolving market, staying ahead of trends is essential. Upgrading a property can help future-proof the investment by incorporating modern technologies, sustainability features, and design trends that appeal to current and future tenants. Whether it's installing electric vehicle charging stations, upgrading to energy-efficient systems, or creating flexible spaces adaptable to different tenant needs, these improvements ensure the property remains competitive.

Investing in property upgrades is a strategic decision that can lead to higher rents, improved tenant retention, reduced vacancy rates, and increased property value. For landlords aiming to maximise returns, these benefits make upgrading an essential consideration.

Turning an investment into gold: how an office transformation paid off

In the heart of Mildura, a 1,156sqm property, once anchored by Repco, faced an uncertain future when the tenant moved to a new location. Left with just a quarter of the space leased to a local tech firm for a modest \$20,000 per year, the building seemed destined for obsolescence. But where others saw a challenge, one investor saw an opportunity.

Acquired for \$1.2 million, the property underwent a remarkable \$2 million transformation. The upgrade focused on modern lighting, inviting indoor and outdoor spaces, premium fitouts, sustainability, and enhancing employee satisfaction. The vision was to create an irresistible environment for the occupants.

The strategy paid off. Even before the refurbishment was complete, the space was fully leased to high-profile tenants, including the Victorian Academy of Teaching and Leadership and QBE Insurance. Today, the property generates over \$360,000 annually in long-term leases and has been valued at nearly twice the original investment.





September Portfolio Campaign

SYDNEY
10:30AM AEST
TUESDAY
17 SEPTEMBER

MELBOURNE
10:30AM AEST
WEDNESDAY
18 SEPTEMBER

BRISBANE
10:30AM AEST
THURSDAY
19 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



Pubs & Liquor

Tenant	Location	State	Income pa	Page
Newport Social Club	Newport (Melbourne)	VIC	\$850,000	20
Cellarbrations	Monbulk (Melbourne)	VIC	\$63,995	56



Large Format Retail

Tenant	Location	State	Income pa	Page
BCF	Sale (Gippsland)	VIC	\$224,888	51
Best & Less	Devonport	TAS	\$222,456	44
Supercheap Auto	Australind (Bunbury)	WA	\$176,940	60
Salvos Stores	Australind (Bunbury)	WA	\$166,900	61
Original Mattress Factory	Warrawong (Wollongong)	NSW	\$129,771	39
Pets Domain	Mount Isa	QLD	\$120,000	42



Automotive

Tenant	Location	State	Income pa	Page
Bridgestone	Garbutt (Townsville)	QLD	\$205,500	32
Bridgestone	Rosslea (Brisbane)	QLD	\$167,814	32
Bridgestone	Kilsyth (Melbourne)	VIC	\$138,315	32
Bridgestone	Condon (Townsville)	QLD	\$110,400	32

New Properties For Sale



Fast Food

Tenant	Location	State	Income pa	Page
Guzman y Gomez	Warrawong (Wollongong)	NSW	\$330,000	28
Banjo's & Subway	Bundamba (Ipswich)	QLD	\$297,000	41
Hungry Jack's	Tighes Hill (Newcastle)	NSW	\$293,035	30
Starbucks	Kedron (Brisbane)	QLD	\$235,646	26
Guzman y Gomez	Tighes Hill (Newcastle)	NSW	\$230,000	30
Ludhiana Junction	Epping (Melbourne)	VIC	\$61,800	57



Early Education

Tenant	Location	State	Income pa	Page
Little Leo's Early Learning	Killara (Sydney)	NSW	\$629,411	22
Eden Academy	Pakenham (Melbourne)	VIC	\$460,375	49
Edge Early Learning	Cannon Hill (Brisbane)	QLD	\$472,432	24
Goodstart ELC & Retail	Heatley (Townsville)	QLD	\$385,000	40
G8 Education	Baldivis (Perth)	WA	\$362,570	59
Journey Early Learning	Thomastown (Melbourne)	VIC	\$355,000	50
Insight Early Learning	Dubbo	NSW	\$313,729	36
Nido Early School	Woodend (Macedon Ranges)	VIC	\$201,550	54



Convenience Retail

Tenant	Location	State	Income pa	Page
7-Eleven	Sunbury (Melbourne)	VIC	\$480,000	48
7-Eleven	Kedron (Brisbane)	QLD	\$391,838	26
Ultra Petroleum	Canowindra (Central West)	NSW	\$208,858	38



Retail & Office

Tenant	Location	State	Income pa	Page
Foodworks	Aspendale (Melbourne)	VIC	\$111,713	52
Retail Complex	Whyalla	SA	\$93,673	43
Ozmosis	Warrnambool	VIC	\$67,009	55
Tyler Tipping & Woods Lawyers	Traralgon (Gippsland)	VIC	\$55,430	58



Development Site

Tenant	Location	State	Income pa	Page
Development Site	North Parramatta (Sydney)	NSW	\$290,865	37
Former Uniting Church	Shepparton	VIC		46



Medical & Health

Tenant	Location	State	Income pa	Page
Sonic Healthcare	North Gosford (Central Coast)	NSW	\$444,450	35

Melbourne's Inner Metro Gem Trophy Investment Opportunity



Historic 1800s Newport Institution Planned \$1 Million+ Capital Fit-Out

Newport (Melbourne) VIC
1 Mason Street

5 year lease to 2027 plus three further 5 year options to 2042

Prominent corner freehold with strong Commercial 1 Zoning

Net Income: \$850,000 pa* + GST

- + Leased to VFL powerhouse Williamstown FC, managed/operated by Francis Venues Group, national leading hospitality group
- + Underpinned by valuable 66 licensed gaming entitlements, gaming & liquor revenue of \$7m+*
- + Generational freehold, 6km* from Melbourne CBD, opposite Newport station 500k* annual passengers
- + Newport: \$189m* household spending on liquor and gaming



Contact
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 Matthew Wright 0458 290 588
 David Napoleone 0417 308 067

For Sale by EOI
 Closing 3pm AEST
 Thursday 3 October 2024

 Watch Property Video



Blue Ribbon Sydney Childcare In Prestigious North Shore

12 Year Net Lease to 2033 | Proven High Performer

Significant Multi-Building Facility On High Valued 2,015sqm* Landholding



Killara (Sydney) NSW
5 Manning Road

12 year net lease to 2033 plus three 10 year options to 2063
Fixed 3% annual rent increases
Tenant pays 100% of outgoings
Net Income: \$629,411 pa* + GST

- + Little Leo's ELC: premium boutique operator with over 15 years of childcare operational excellence
- + Purpose-built 96 place centre with generous depreciation benefits
- + Ideal childcare location - 300m* from closest primary school with 18 schools in a 3km* radius
- + Killara: affluent family dominant suburb experiencing massive growth - median household income 60% above national average

Contact
Michael Vanstone 0403 580 528
Rhys Parker 0451 101 042
Yosh Mendis 0434 413 188

Investment Portfolio Auction
10:30am AEST
Tuesday 17 September
Sydney Opera House

*Approx



Trophy Brisbane Childcare Investment 6km* from the CBD

15 + 10 + 10 Year Net Lease to 2055
Leading National Childcare Operator



Cannon Hill (Brisbane) QLD
18 Andrews Street

Annual 3% rent increases with
ratchet provisions at market
review, guaranteeing growth

Providing depreciation benefits

Net Income: \$472,432 pa*¹ + GST

- + Edge Early Learning: premium operator with 64 centres across ACT, QLD and SA
- + Tenant pays all outgoings inc. land tax and management fees
- + Stunning 115 LDC place centre across two levels with parking for 23 vehicles
- + Large 1,518sqm* site opposite Cannon Hill Train Station and with sought-after 'Medium Density Residential' zoning

Contact
Adam Thomas 0418 998 971
Josh Scapolan 0484 229 829

Investment Portfolio Auction
10:30am AEST
Thursday 19 September
The Hilton, Brisbane

*Approx ¹As at 30 November 2024



Brand New Freestanding Inner City Convenience Retail Investment



Kedron (Brisbane) QLD
485 Gympie Road

Brand new 12 year lease to 2036 plus options to 2056
Fixed 3% annual rent increases
Tenants responsible for all usual outgoings as per lease
Net Income: \$391,838 pa* + GST

- + 7-Eleven: Australia's #1 convenience retailer with 760+ stores, recently purchased for \$1.71B by 7-Eleven International LLC with 46,000 sites globally
- + High profile 1,832sqm* cnr site
- + Built 2024 - Max depreciation
- + Exceptional inner city retail corridor with Westfield, Coles, ALDI, Bunnings, JB Hi-Fi, KFC, Toyota & Hungry Jack's in 2km*
- + Highly desirable inner city location, 8km* to Brisbane CBD

Contact
Yosh Mendis 0434 413 188
Jamie Perlinger 0413 860 315
Andrew Havig 0478 010 990

Investment Portfolio Auction
To be sold individually
10:30am AEST
Tuesday 17 September
Sydney Opera House

*Approx

Ultra Rare Inner City Fast Food High Underlying Land Value



Kedron (Brisbane) QLD
493 Gympie Road

Brand new 12 year lease to 2036 plus options to 2056
Fixed 3% annual rent increases
Tenants responsible for all usual outgoings as per lease
Net Income: \$235,646 pa* + GST

- + Starbucks: the world's largest and most recognisable coffee chain with 32,000 stores across 80 countries
- + Prime 1,259sqm* main road landholding with integral drive-thru facilities
- + Built 2024 - Max depreciation
- + Gympie Rd, major 6 lane arterial linking the CBD, Northern Suburbs, Sunshine Coast and East Coast of QLD, 455,000+ vehicles passing weekly¹

Contact
Yosh Mendis 0434 413 188
Jamie Perlinger 0413 860 315
Andrew Havig 0478 010 990

Investment Portfolio Auction
To be sold individually
10:30am AEST
Tuesday 17 September
Sydney Opera House

*Approx ¹GapMaps



*Outline/Boundaries Indicative Only



Brand New Freestanding Fast Food Investment

Long 20 Year Net Lease to 2044

Immaculate Fast Food Investment ASX Listed & Global Fast Food Tenant



Warrawong (Wollongong) NSW
27 King Street

Brand new 20 year lease to 2044 plus 2 further 10 year opts to 2064
Compounding fixed 3% annual rent increases ensuring growth
Tenant pays outgoing as per lease
Net Income: \$330,000 pa* + GST

- + Guzman y Gomez: rapidly growing ASX listed fast food chain, over 200 restaurants internationally and employing over 15,000 people
- + State-of-the-art facility constructed 2024, max depreciation benefits
- + Important dual lane drive-thru plus valuable 14 on-site car spaces
- + Surrounded by McDonald's, ALDI 7-Eleven, Coles & Woolworths
- + Warrawong: population forecast to grow by 31.7% to 291,797 by 2046

Contact
Kieran Bourke 0417 418 007
Geoff Sinclair 0451 462 759
Flynn McFall 0481 187 191

Investment Portfolio Auction
10:30am AEST
Tuesday 17 September
Sydney Opera House

*Approx

Brand New Fast Food 20 & 12 Year Net Leases



Brand New Latest Specification Design Fast Food ASX Listed & National Fast Food Giants

Tighes Hill (Newcastle) NSW
350 Industrial Dr (Elizabeth St)

Brand new 20 and 12 year
leases to ASX & national
fast food giants

Tenants pays outgoings incl
rates, taxes & insurances

To be sold individually

- + Brand new, purpose-built state-of-the-art facilities, offering maximum depreciation benefits
- + Impressive main road landholding with frontage & direct access to Industrial Dr amongst larger upcoming Stevens Group trade retail & logistics development incl. national tenants ARB, TKD & Subway
- + Strategically positioned on major roundabout adjacent to BP and in close proximity to Newcastle's bustling CBD
- + Rare opportunity to secure fast food pad sites amongst nationally tenanted retail/commercial precinct providing tenant security
- + City of Newcastle: key growth region supporting a population of 174,294 and producing over \$21 billion annually¹



- + Brand new 12 year net lease to 2035 plus options through to 2055
- + Hungry Jack's: national fast food giant operating over 450 stores with 19,000+ employees
- + State-of-the-art purpose built facility with pivotal dual lane drive-thru facility
- + Fixed 3% annual rent increases
- + **Net Income: \$293,035 pa* + GST²**

- + Brand new 20 year net lease to 2044 plus options through to 2064
- + Guzman y Gomez: rapidly growing ASX listed fast food chain, over 200 restaurants internationally and employing over 15,000 people
- + Purpose-built facility with important dual lane drive-thru
- + Fixed 3% annual rent increases
- + **Net Income: \$230,000 pa* + GST**

Contact
Yosh Mendis 0434 413 188
Rhys Parker 0451 101 042

Investment Portfolio Auction
To be sold individually
10:30am AEST
Tuesday 17 September
Sydney Opera House

¹Approx ²As at 9 September 1 profile.id

4 x Premium Tyre & Auto Investments



Condon (Townsville) QLD



Rocklea QLD



Kilsyth South VIC



Garbutt QLD

**Investment Grade Tenant
Bridgestone Australia**

Est. centres with long-term leases to Bridgestone Australia, the country's largest tyre retailer with 340+ stores, nationally

Bridgestone Australia: wholly-owned subsidiary of Tokyo-listed Bridgestone Corporation and a market cap of AUD 42.6 billion*

To be sold individually

Condon (Townsville) QLD
196 North Vickers Road

- + 10 year lease to Sep 2033 plus 3 x 5 year options through to 2048
- + Fixed 3% annual rent reviews
- + Tenant pays outgoing as per lease
- + Expansive 1,597sqm* industrial site with 725sqm* NLA
- + Zoning - Major Centre
- + Net Income: \$110,400 pa* + GST

Rocklea (Brisbane) QLD
37 Dunn Road

- + 5 year lease to Dec 2027 plus option through to 2032
- + Favourable CPI annual rent reviews
- + Tenant pays outgoing as per lease including R & M and land tax
- + Expansive 5,166sqm* industrial site with 1,450sqm* NLA plus 750sqm* undercover loading area
- + Net Income: \$167,814 pa* + GST (Increasing in December to \$173,687* pa + GST)

Kilsyth South (Melbourne) VIC
98-100 Canterbury Road

- + 5 year lease to Dec 2027 plus 5 year option through to 2032
- + Favourable CPI annual rent reviews
- + Tenant pays outgoing as per lease including R & M and land tax
- + Expansive 3,142sqm* industrial site with 659sqm* NLA
- + Net Income: \$138,315 pa* + GST (Increasing in December to \$143,156* pa + GST)

Garbutt (Townsville) QLD
38-40 Mackley Street

- + 5 year lease to Dec 2027 plus 5 year option through to 2032
- + Favourable CPI annual rent reviews
- + Tenant pays outgoing as per lease including R & M and land tax
- + Expansive 4,100sqm* industrial site with 1,562sqm* NLA plus 200sqm* undercover loading area
- + Net Income: \$205,500 pa* + GST



Contact
Neville Smith 0400 068 205
Justin Kramersh 0460 349 605
Josh Scapolan 0484 229 829
Craig Chapman 0427 110 132
Michael Hooper 0488 332 682

Investment Portfolio Auction
10:30am AEST Wed 18 Sep
Crown Casino, Melbourne
Garbutt For Sale by EOI
Closing 4pm AEST Tue 24 Sep
*Approx

7-Eleven Lismore NSW

Sale Price: \$5,500,000
Yield: 6.09%

Sold At Burgess Rawson
August Portfolio Auction



I've sold many assets with Burgess Rawson, and I can't recall an agent ever playing a better hand of cards with a property, one that had its challenges. I'm amazed at how Yosh Mendis pivoted the asset on the day, and it was the first time I've experienced the direct benefit of being in the Burgess Rawson auction room. This property needed that support, and it certainly benefited from it.

Michael Hynes
Stamford Capital



Brand New 10 Year Net Lease + Options ASX Medical Giant Sonic Healthcare



North Gosford NSW
Suites 1 & 2, 12 Jarrett Street

10 yr net lease to Sonic Healthcare to 2034 plus options to 2044

Rare 4% annual rent reviews guaranteeing strong rental growth

Net Income: \$444,450 pa* + GST

- + Sonic Healthcare (ASX:SHL): world leading healthcare provider, 30,000+ staff & market cap \$15.62B¹
- + Strategic medical and healthcare precinct next to Gosford Private Hospital & near Gosford Hospital
- + Net lease with tenant responsible for all usual outgoings
- + Gosford: population of 178,000+, 75km* to Sydney. Healthcare is the largest industry in the Central Coast generating \$2.1B in 2023²

Contact
Yosh Mendis 0434 413 188
Flynn McFall 0481 187 191
Luke Easton 0472 546 001

Investment Portfolio Auction
10:30am AEST
Tuesday 17 September
Sydney Opera House

¹Approx ²sonichealthcare.com.au profile.id



State-of-the-Art Childcare Centre 12 Year Net Lease to National Tenant



Dubbo NSW
36 Azure Ave cnr Freshwater Dr

12 year net lease to 2033 plus options to 2048

High occupancy with wait-list

Net Income: \$325,851 pa* + GST

- + Licensed for 108 LDC places, with capacity for 126, offering potential rental upside for no additional capital outlay
- + Fixed 3% annual rent reviews
- + 3,211sqm* cnr site surrounded by sold out residential land releases
- + High demand location, 8 schools within a 5-minute drive
- + Southlakes Estate, Dubbo's largest master-planned residential community with over 2,600 lots

Contact
Michael Vanstone 0403 580 528
Rhys Parker 0451 101 042

Investment Portfolio Auction
10:30am AEST
Tuesday 17 September
Sydney Opera House

*Approx



Generational Development Site Opportunity Sydney's Fast Growing 2nd CBD

North Parramatta (Sydney) NSW
614A Church St / 2 & 4 Daking St

Rare 3 property offering sold in one line

Ideal short term income / WALE

Passing Net Income: \$290,865 pa* + GST¹

- + Substantial 2,067sqm* Syd metro landholding with three street frontages totaling 83 metres*
- + Attractive E3 Zoning – allowing fast food, retail, childcare, medical, fuel station, hotel, large format retail & more (STCA)
- + Church St: main arterial serving large volumes of traffic daily & set for significant future development
- + Parramatta: Greater Sydney 2nd CBD set for significant population growth of 67% to 446,000 by 2041

Contact
Kieran Bourke 0417 418 007
Flynn McFall 0481 187 191

Investment Portfolio Auction
10:30am AEST
Tuesday 17 September
Sydney Opera House

Approx ¹Potential Fully Leased Net Income: \$456,163 pa + GST



Brand New High Yielding Convenience Retail Investment - 25 Year Net Lease



Canowindra (Central West) NSW
19-23 Gaskill Street

New 25 year net lease to 2048 plus options through to 2078

Tenant pays all outgoings inc land tax, rates, management, repairs & maintenance

Net Income: \$208,858 pa* + GST

- + Ultra Petroleum: premium, strong performing independent fuel & convenience retailer operating 11 locations across NSW
- + State-of-the-art 2023 built facility offering significant depreciation benefits
- + Significant 2,462sqm* landholding on entrance to town
- + The greater of CPI or 3% annual rent reviews, guaranteeing strong rental growth over the term



Contact

Yosh Mendis 0434 413 188
Kieran Bourke 0417 418 007
Sam Mulcahy 0499 558 968



Investment Portfolio Auction

10:30am AEST
Tuesday 17 September
Sydney Opera House

*Approx



Large Format Retail Freehold Investment High Profile 'Golden Mile' Location



Warrawong (Wollongong) NSW
87-89 King Street

Renewed lease plus opts to 2031, tenant in occupation 20+ years

Significant 1,271sqm* freehold, 36m* of frontage to King St with 40,000* vehicles passing daily

Net Income: \$129,771 pa* + GST

- + OMF: Australia's largest sleep specialist with 50 retail stores & 2 distribution centres¹
- + CPI annual rental reviews capped at 4%
- + Key large format retail precinct, near McDonald's, Hungry Jack's, BCF, The Good Guys and Warrawong Plaza
- + Warrawong: population forecast set to grow by over 31.7% to 291,797 by 2046²



Contact

Geoff Sinclair 0451 462 759
Yosh Mendis 0434 413 188
Luke Easton 0472 546 001



Investment Portfolio Auction

10:30am AEST
Tuesday 17 September
Sydney Opera House

*Approx ¹omf.net.au ²profile.id



Childcare & Convenience Retail Investment 15 Year Net Lease to National Provider



Heatley (Townsville) QLD
328 Fulham Road

Expansive 5,033sqm* landholding

Established centre licenced for 82 LDC places

Attractive CPI, fixed 4% & 3% annual rent reviews

Net Income: \$385,000 pa* + GST

- + Goodstart EL: Australia's largest childcare provider with a network of 650+ centres nationally
- + Diverse income streams supported by fast food and non-discretionary retailers
- + Directly opposite Heatley Secondary School with a further 6 schools within 1.5km*
- + Strategically located site with favourable 'Neighbourhood Centre' zoning & dev. upside (STCA)

Contact
Neville Smith 0400 068 205
Michael Hooper 0488 332 682

Investment Portfolio Auction
10:30am AEST
Thursday 19 September
The Hilton, Brisbane

*Approx

Brand New Dual Income Fast Food Investment 15 & 10 Year Net Leases to National Retailers



Bundamba (Ipswich) QLD
18 Ashburn Road

Banjo's: 15 year net lease to 2039 plus options to 2059

Subway: 10 year net lease to 2034 plus options to 2049

Net Income: \$297,000 pa* + GST

- + Tenant's responsible for all outgoings with fixed 3% annual rent increases
- + Large 2,606sqm* freehold site with 31 on-site car parks
- + Brand new, max depreciation
- + Located in the 350ha* Citiswiv Business Park & opposite Costco, KFC, chemist & car wash
- + Ipswich: 8th fastest growing LGA in Australia¹

Contact
Andrew Havig 0478 010 990
Tom Lawrence 0428 626 117

Investment Portfolio Auction
10:30am AEST
Thursday 19 September
The Hilton, Brisbane

*Approx ¹ABS



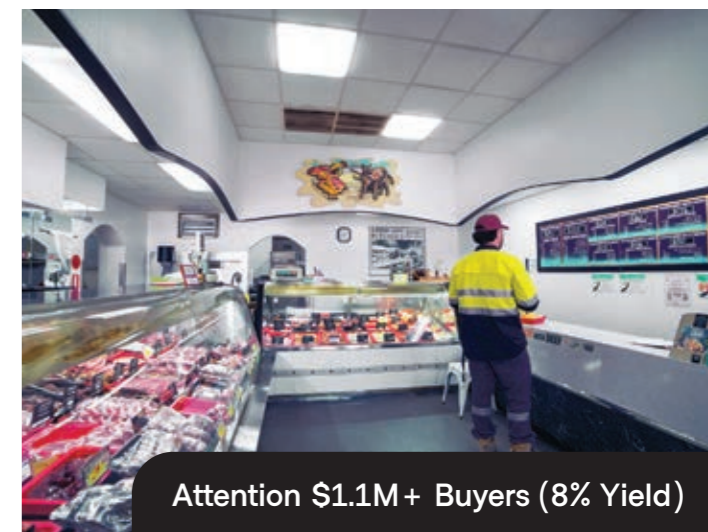
*Outline/Boundaries Indicative Only



*Outline/Boundaries Indicative Only



8% Yield Anticipated



Attention \$1.1M+ Buyers (8% Yield)

New 10 Year Lease to Pets Domain Building Refurbished in 2024



Mount Isa (Morningson) QLD
23 East Street (Cnr Enid Street)

New 7 year lease to June 2031
to plus options to 2051

Fixed 3% annual rent increases
Tenant pays usual outgoings
Rent: \$120,000 pa* + GST

- + Pets Domain: a wholly owned subsidiary of Pet Solutions, 70 store locations across Australia
- + Prominent 913sqm* freehold corner landholding serviced by 90 council car spaces
- + Mount Isa: major administrative, commercial & industrial centre for Queensland's North West, population over 22,000

Contact
Shaun Venables 0411 860 865
Tom Lawrence 0428 626 117

Investment Portfolio Auction
10:30am AEST
Thursday 19 September
The Hilton, Brisbane

*Approx

Stamp Duty Free Investment Opportunity Booming Industrial City and Iron Ore Export Hub

Whyalla SA
87-89 Essington Lewis Ave

Diverse income streams across
5 fully leased tenancies

Annual CPI reviews

Tenants pay all usual outgoings
Net Income: \$93,673 pa* + GST

- + Well-maintained freehold building in the heart of Whyalla's thriving commercial centre
- + Prominent 1,623sqm* Local Activity Centre zoned landholding with 40 metre* street frontage
- + Coles, Woolworths ALDI & Foodland all within 3.5km*
- + Whyalla: SA's 3rd most populous city with over 21,200 residents & 1.95B+ in development pipeline¹

Contact
Zomart He 何梓轩 0488 220 830
Sam Mercuri 0413 830 709
RLA 327401

Investment Portfolio Auction
10:30am AEST
Wednesday 18 September
Crown Casino, Melbourne

*Approx ¹Whyalla City Council



Thriving Rooke Street Mall Freehold Best & Less On-site Since 1994

Best&Less

Devonport TAS
44 Rooke Street

Renewed seven (7) year lease to 2031 plus a further five (5) year option through to 2036

Minimal management & investor preferred annual CPI rent reviews (5% Cap)

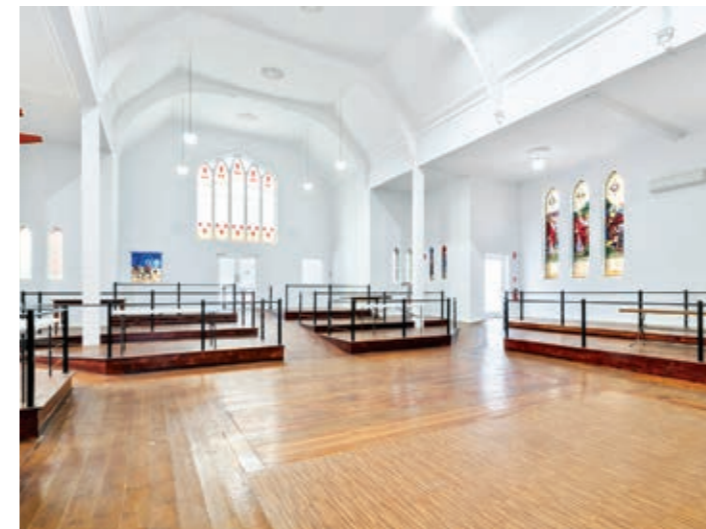
Net Income: \$222,456 pa* + GST

- + Best & Less: est. 1965, with 245+ stores across Aus & NZ, owned by private equity giant, BBRC
- + Irreplaceable 1,075sqm* landholding within the Devonport CBD & metres from the \$57 million 'living city' waterfront precinct
- + Approx \$436k* to be spent on internal store upgrades in 2024
- + Devonport: largest North-West Coast city, Tasmania's busiest shipping port & tourism link

Contact
Matthew Wright 0458 290 588
Sam Mercuri 0413 830 709

For Sale by Expressions of Interest
Closing 3pm AEST
Wednesday 2 October 2024

*Approx



Historic Charm Meets Spectacular CBD Position

Buy One or Both with Significant Repurposing Potential

Two Historical Trophies of Regional Victoria Combined Total Buildings of 568sqm*

Shepparton VIC
152 & 160 Maude Street

Prominent landholding of 1,827sqm* across two titles with 39 metre* frontage

Approved for building extensions
Offered with vacant possession

- + Impressive 381sqm* church & 187sqm* hall buildings built c.1908
- + Valuable Activity Centre Zone 1 providing significant opportunity for retail, hospitality, office, childcare, commercial use, mixed use, community centre, place of worship/place of assembly (STCA)
- + Large on-site parking at rear
- + Shepparton: Commercial hub of Greater Shepparton City Council with a 160,000+ trade catchment*

Contact
David Napoleone 0417 308 067

For Sale by Expressions of Interest
Closing 3pm AEST
Wednesday 25 September 2024
Unless sold prior

*Approx



Brand New Convenience Retail, 4,330sqm Site 15 Year Lease - Booming Metro Location



Sunbury (Melbourne) VIC
720 Sunbury Road

New 15 year net lease through to 2038 plus options to 2058
Fixed 3% annual rent increases
Tenant pays all usual outgoings
Fully Leased Income: \$480,000 pa* + GST¹

- + 7-Eleven: recently purchased for \$1.71B* by 7-Eleven International LLC with 46,000 sites globally
- + Prime position within fast food, retail and childcare precinct plus over 6,000 new homes to be built within 2km* radius
- + Built 2023 offering significant depreciation benefits
- + Booming residential growth location, 34km* north of Melbourne CBD

Contact
Raoul Holderhead 0413 860 304
Jamie Perlinger 0413 860 315

For Sale by
Expressions of Interest
Closing 3pm AEST
Tuesday 24 September 2024

*Approx ¹Subject to rental guarantee

Stunning Childcare Investment New 20 Year Net Lease to 2044



Pakenham (Melbourne) VIC
56 Army Road

Two 10 year options to 2064
Fixed 3% annual rent increases
Brand new construction offering significant depreciation benefits
Net Income: \$460,375 pa* + GST

- + Eden Academy: premium early education provider with a network of 45 centres nationally
- + Tenant pays all usual outgoings including management fees
- + State-of-the-art 743sqm* centre, approved for 110 places
- + Strategically positioned only 200m* from Pakenham Hills Primary School plus a further seven schools within 3km*

Contact
Adam Thomas 0418 998 971
Natalie Couper 0413 856 983
Josh Scapolan 0484 229 829

For Sale by
Expressions of Interest
Closing 3pm AEST
Thursday 3 October 2024

*Approx



*Outline/Boundaries Indicative Only



*Outline/Boundaries Indicative Only



Potential 50% Stamp Duty Savings

New 15 Year Net Lease to 2039 + Opts 100% Occupancy with Wait List



Thomastown (Melbourne) VIC
32 Heyington Avenue

- + Journey: premium early education provider with a network of 38 centres across the eastern seaboard
- + Dominant schooling catchment 20 schools within a 3km* radius servicing 8,237* students
- + 80 LDC place double-storey centre with extensive wait list
- + Located 1.7km* from Thomastown's main retail precinct and only 14km* from the Melbourne CBD

Contact
Adam Thomas 0418 998 971
Natalie Couper 0413 856 983
Josh Scapolan 0484 229 829

Investment Portfolio Auction
10:30am AEST
Wednesday 18 September
Crown Casino, Melbourne

*Approx

Three 15-year options to 2084

Fixed 3% annual rent increases

Tenant pays all outgoings including land tax

Net Income: \$355,000 pa* + GST

Reel In This BCFing Fun Investment! 7 Year Lease to ASX Top 200 Giant



Sale (Gippsland) VIC
82 MacArthur Street

- + BCF: Australia's #1 boating, camping & fishing retailer, 150+ stores & part of Super Retail Group, market cap \$3.6 billion*
- + Trophy 1,320sqm* building with rear-loading and abundant on-street car parking
- + Strategic retail location, amongst Coles, ALDI & Harvey Norman
- + Sale: commercial hub for Victoria's offshore gas and oil industry, trade catchment of 32,000+

Contact
Romanor Falconer 0413 830 808
Shaun Venables 0411 860 865

Investment Portfolio Auction
10:30am AEST
Wednesday 18 September
Crown Casino, Melbourne

*Approx

Long 7 year lease to 2029 plus options to 2039

Annual CPI reviews

Tenant pays usual outgoings

Net Income: \$224,888 pa* + GST

Longstanding & Successful Supermarket + Liquor, Over 40+ Years On-site



Prized Bayside Foodworks Supermarket Beach Side Location | Future Upside



Aspendale (Bayside Melb) VIC
130-131 Station Street

5 year lease to June 2027 plus options to 2037

Tenant pays all usual outgoings excluding land tax

Net Income: \$111,713 pa* + GST

- + Foodworks: Australia's second largest independent supermarket with \$1.35 billion* in annual sales
- + Freehold 399sqm* supermarket plus liquor with both shop front and council parking
- + A-grade location, opposite Aspendale Station and exposure to 17,000 VPD* via Nepean Hwy
- + Aspendale: affluent beach-side suburb, median house price \$1.35M

Contact
Shaun Venables 0411 860 865
Justin Kramersh 0460 349 605
Romanor Falconer 0413 830 808

Investment Portfolio Auction
10:30am AEST
Wednesday 18 September
Crown Casino, Melbourne

*Approx



High Performing Childcare Investment in Sought-After Macedon Ranges



Woodend VIC
72 East Street

10 year net lease + opts to 2059
Fixed 3% annual rent increases with market reviews every 5 yrs
Tenant pays usual outgoings including management fees
Net Income: \$201,550 pa* + GST

- + Nido Early School: A leading national operator with over 104 centres across Australia
- + High-performing 82-place LDC facility, operational since 1998, pending \$450,000 tenant funded playscape upgrades
- + Positioned within metres of both Woodend & Macedon Ranges St Ambrose Parish Primary School
- + 3,162sqm* site within close proximity to the town centre featuring Coles, BP, IGA & K-Mart

Contact
Natalie Couper 0413 856 983
Justin Kramersh 0460 349 605

Investment Portfolio Auction
10:30am AEST
Wednesday 18 September
Crown Casino, Melbourne

*Approx



*Outline/Boundaries Indicative Only



Australia's Leading Surf Retailer ASX Listed KMD Brands (Kathmandu/Rip Curl)



Warrnambool VIC
136 Koroit Street

5 year lease to February 2028 plus options to 2038
Fixed 5% annual rent increases
Tenant pays usual outgoings
Net Income: \$67,009 pa* + GST

- + Ozmosis (Rip Curl Group): wholly owned by ASX listed KMD Brands (Kathmandu) - market cap \$293 million*
- + Longstanding and successful surf shop in operation in Warrnambool since 1999
- + Prime 306sqm* freehold title
- + Warrnambool: Victoria's largest coastal city (excl Port Phillip Bay) with population over 100,000

Contact
Shaun Venables 0411 860 865
Beau Coulter 0413 839 898
Romanor Falconer 0413 830 808

Investment Portfolio Auction
10:30am AEST
Wednesday 18 September
Crown Casino, Melbourne

*Approx



*Outline/Boundaries Indicative Only



Cellarbrations Liquor Freehold 10 Year Lease, Fixed 3% Increases



Monbulk (Melbourne) VIC
51A Main Road

10 year lease to 2029 plus
options to 2039

Fixed annual 3% rent increases

Tenant pays usual outgoings

Rent: \$63,995 pa* + GST

- + Cellarbrations: successful independent liquor chain, 700+ stores across the nation
- + Modern 248sqm* building constructed 2017 with capital intensive fit-out
- + Strategic 384sqm* freehold site close to Woolworths, ALDI and Bendigo Bank
- + Monbulk: established Yarra Ranges township 42km* east Melb CBD

Contact
Justin Kramerish 0460 349 605
Raoul Holderhead 0413 860 304

Investment Portfolio Auction
10:30am AEST
Wednesday 18 September
Crown Casino, Melbourne

*Approx

Brand New Indian Restaurant Investment Long 7 Year Lease to 2031 Plus Options



Epping (Melbourne) VIC
4/145 Gateway Boulevard

New 7 year lease to 2031 + opts

Fixed 3% annual rent increases

Tenant pays usual outgoings

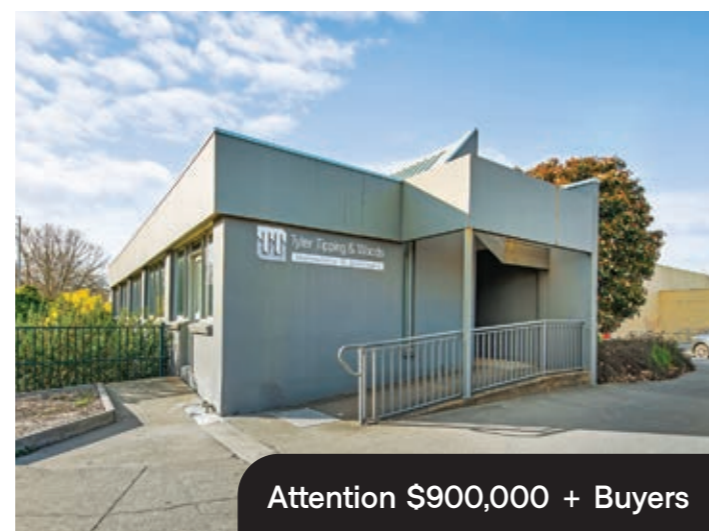
Net Income: \$61,800 pa* + GST

- + Ludhiana Junction: licensed Indian restaurant with dine in, takeaway and delivery options
- + Immaculate 103sqm* premises with high quality tenant fit-out
- + Supported by complementary national retailers KFC, Ampol, Superior Healthcare & more
- + Whittlesea Council: population forecast to surge 56% to 388,000+ residents by 2041

Contact
Shaun Venables 0411 860 865
Romanor Falconer 0413 830 808
David Napoleone 0417 308 067

Investment Portfolio Auction
10:30am AEST
Wednesday 18 September
Crown Casino, Melbourne

*Approx



Attention \$900,000 + Buyers



‘Tip Of The Iceberg’ Freehold Investment Longstanding Legal Practice Over 50+ Years



Traralgon (Gippsland) VIC
190/190a Franklin Street

3 year lease to October 2026
plus option to 2029

Fixed 3% annual rent increases

Tenant pays usual outgoings

Net Income: \$55,430 pa* + GST

- + Tyler Tipping & Woods: legal firm operating for 50+ years in Gippsland & regional Victoria
- + 256sqm* corner landholding with 36-metre frontage to Grey & Franklin Street
- + Enveloped by the Coles and Kmart anchored Traralgon Centre Plaza Shopping Centre
- + Traralgon: retail & commercial capital of the Latrobe Valley, trade catchment of 126,800+

Contact
Shaun Venables 0411 860 865
Romanor Falconer 0413 830 808
Sam Mercuri 0413 830 709

Investment Portfolio Auction
10:30am AEST
Wednesday 18 September
Crown Casino, Melbourne

*Approx

Impressive Childcare Investment 30 Year Lease to G8 Education to 2052



Baldvis (Perth) WA
2 Chilvers Street

Annual 2.5% rent increases

Tenant pays all outgoings inc
land tax and management fees

Significant depreciation benefits

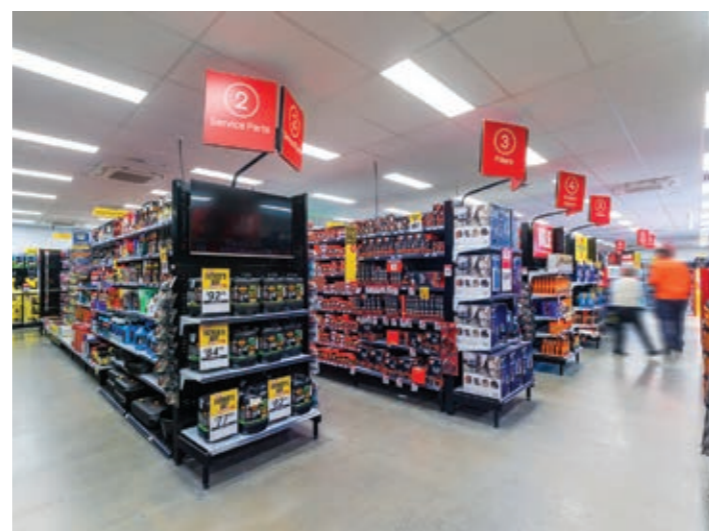
Net Income: \$362,570 pa* + GST¹

- + G8 Education (ASX:GEM): largest listed early education provider with 430+ locations nationally
- + As new 119 LDC place double-storey centre
- + Large 2,310sqm* dual-street frontage site opposite retail precinct and 300m* from Baldvis Gardens Primary School
- + Baldvis: high growth location 11km* from Rockingham and 46km* from the Perth CBD

Contact
Adam Thomas 0418 998 971
Chris Carcione 0415 393 082
Josh Scapolan 0484 229 829

Investment Portfolio Auction
10:30am AEST
Thursday 19 September
The Hilton, Brisbane

*Approx ¹As at November 2024



New Supercheap Auto Investment Leased to ASX Listed Super Retail Group



Australind (Bunbury) WA
19 Antlia Way

8 year lease to June 2032 plus options to 2042

Fixed 3.5% annual rent increases
Tenant pays usual outgoings including land tax

Net Income: \$176,940 pa* + GST

- + Super Retail Group (ASX: SUL) includes brands BCF, Rebel Sport - market cap \$3.60 billion*
- + New 786sqm* premises with extensive 44m frontage & excellent tax saving depreciation benefits
- + Greater Bunbury: forecast population of 150,000 by 2041 & 'economic hub' of the south-west WA, GRP \$11.7B & \$1.7B of projects planned to deliver a 'Digital City'



Contact
Shaun Venables 0411 860 865
Jamie Perlinger 0413 860 315
Romanor Falconer 0413 830 808
Rob Selid 0412 198 294



Investment Portfolio Auction
10:30am AEST
Wednesday 18 September
Crown Casino, Melbourne

*Approx

Modern Salvos Store Neighbouring Bunnings Booming Western Australian Growth Corridor



Australind (Bunbury) WA
1/13 Antlia Way

7 year lease to June 2028 plus options to 2038

Fixed 3.5% annual rent increases
Tenant pays usual outgoings including land tax

Net Income: \$166,900 pa* + GST

- + Salvo's: 125 year old 'government-funded' retailer with over 350 stores nationally and an aggressive growth strategy
- + Modern 587sqm* premises neighbouring Bunnings and within 100m* of McDonald's, KFC, HJs, & Supercheap Auto
- + Australind WA: median house prices surged over 20% in the last 12 months



Contact
Shaun Venables 0411 860 865
Jamie Perlinger 0413 860 315
Romanor Falconer 0413 830 808
Rob Selid 0412 198 294



Investment Portfolio Auction
10:30am AEST
Wednesday 18 September
Crown Casino, Melbourne

*Approx

Q&A

with Michael Vanstone

DIRECTOR | EARLY EDUCATION

A seasoned expert with over two decades in commercial real estate, Michael Vanstone has revolutionised early education asset sales. His unique blend of strategic acumen and hands-on experience managing a childcare centre provides him with unparalleled insights into the sector.

Here, Michael shares his perspectives on current market dynamics and key investment opportunities in the childcare property sector.

Can you tell us about your experience and how you got into the early education sector?

My venture into the sector began when I ran and operated a childcare centre for three years in the Southern Highlands. This experience emphasised my belief that childcare centres possess the right ingredients to provide a stable and robust income for freehold owners, making them highly attractive investments.

The early education sector has seen phenomenal growth over the past decade. Can you walk us through the changes?

Over the past decade, the childcare sector in Australia has undergone a remarkable transformation, evolving from a niche cottage industry into a pivotal investment opportunity. This shift has been driven by changing socio-economic trends, government policies supporting early childhood education, and increased demand for quality childcare services.

Investors are increasingly recognising the sector's stability and growth potential, buoyed by consistent demand regardless of economic cycles.

This evolution highlights childcare as not just a service but a strategic investment, essential to families and communities alike.

What are the factors contributing to the strength and maturity of this investment sector?

Several key factors contribute to the sector's strength. Bipartisan support from Federal and State Governments ensures stability, as the economic return of workforce participation far outweighs the cost of childcare funding.

The significant changes to the Child Care Subsidy introduced in 2018 has increased funding for lower to middle-income families, with further potential increases on the horizon. Early education investments are less affected by economic cycles, making them an excellent defensive option. Strong underlying land values, given the large and well-located sites within growing residential communities, further support this sector.

Robust landlord-friendly long lease terms, substantial barriers to entry due to capital-intensive fit-outs, and increased female workforce participation have all contributed to strengthening demand for childcare services. The sector also consists of strong, profitable, and high-value businesses.

Can you share how early education has grown as an investment?

According to the Burgess Rawson Early Education Industry Insights report, rents per place have risen by almost 15% since early 2022, now averaging \$3,518 per place, per annum.

“Our unique strength lies in our national auction platform, which offers unparalleled exposure and consistently delivers outstanding results for our vendors.”

Over the past decade, rents have grown by 87%, and by 27% since 2020 alone. In NSW, rents increased by 46% over the same period, now averaging \$3,696 per place. Sale prices have also climbed exponentially; in 2012, you could buy an early education centre for \$1 million, but today they trade at an average of almost \$6 million.

Can you highlight some of the standout deals you've handled?

One of the most notable transactions I've been involved in was the sale of 4 Nowack Avenue, Umina Beach, NSW, which closed at \$7,500,000 with a 2.99% rate in September 2021. More recently, the sale of the Killara centre saw similar competitive bidding at auction, exceeding the reserve price by almost 10%. Although we anticipated strong interest, the level of enthusiasm far surpassed our expectations, culminating in an extraordinary auction and thrilled vendors.

What makes Burgess Rawson unique in this market?

Our unique strength lies in our national auction platform, which offers unparalleled exposure and consistently delivers outstanding results for our vendors.

This platform has proven time and time again, ensuring maximum visibility and competitive bidding for each listing.





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

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