



Charter Keck Cramer

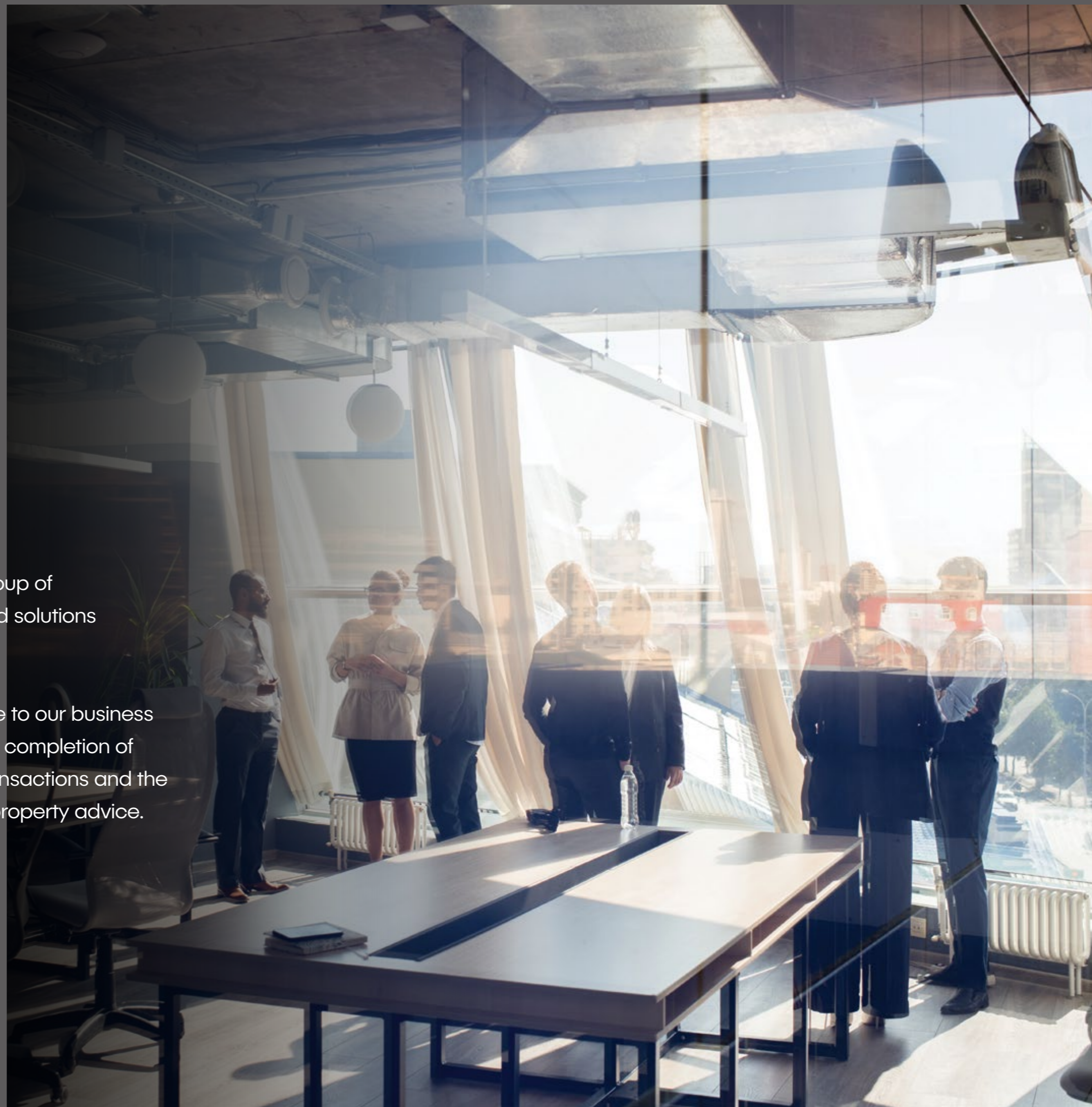
Advisory 2024



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Our Advisory team comprises a dynamic group of professionals, offering complete services and solutions throughout all stages of the property cycle.

Our Advisory expertise and discretion is core to our business and has been responsible for the successful completion of many complex engagements, significant transactions and the provision of a broad range of independent property advice.





Our Footprint

Our offices are located in Melbourne, Sydney, Brisbane, Gold Coast, and Singapore.

Leveraging our extensive network, we consistently excel in national engagements and understand all key primary and secondary markets to meet the diverse needs of our clients.

Complementing our localised representation, our team boasts a dedicated Director based in Perth, strategically positioned to deliver specialised services and advice tailored to the Western Australian market.



Our Services

Client Objective

Value or Asset Optimisation

- Strategic property portfolio reviews and audits.
- Project feasibility options analysis to evaluate returns and viability of a strategy.
- Detailed options analysis to compare / test strategies.
- Highest and best use assessments.
- Local market intelligence and advice.
- Comprehensive financial modelling and feasibility studies.
- Landlord representation and negotiation including new leases, lease reviews, rental assessments and negotiation of market leading incentives.
- Valuation including market rental and financial reporting.

Divestment

- Transaction advisory and management.
- Participation or divestment options analysis.
- Divestment strategy.
- Sale and leaseback structuring.
- Pre-sale due diligence and preparation.
- Agent procurement process management.
- Strategic planning advancements to optimise planning status.
- Offer / deal validation.

Acquisition / Leasing

- Acquisition advisory including bidding and deal execution.
- Managing confidential briefs to the market.
- Market research and analysis.
- Accommodation option analysis.
- Pre-purchase advice.
- Pre-sale due diligence.
- Deal validation.
- Lease reviews, variations, negotiation of market incentives.
- Tenant representation and negotiation of make good clauses.
- Lease termination or exit negotiations; assignment, sub-letting and transfers.

Redevelopment

- Capital / development partner identification, structuring and negotiation.
- Participation options analysis.
- Feasibility studies to compare / test options or schemes.
- Market sounding to test a preliminary scheme or inform project design.
- Development advisory and management.
- Client representation.
- Programme preparation and monitoring.
- Consultant engagement and coordination.
- Design management.
- Contractor procurement.
- Project reporting.



Orica

Charter Keck Cramer has been engaged by Orica since late 2013 to provide ongoing property strategy advice, due diligence and transaction management services for its land in Deer Park (VIC).

Our Role: Transaction Management

Background: Management of the process to identify a suitable development partner or purchaser for circa 130 hectares of Commercial 2, Industrial 1 and 2 brownfield land.

Outcome: Sale of the Stage 1 land to UniSuper for \$260 million in 2023. We have now been engaged for the future stages of divestment, and are currently managing the due diligence consultants for their various site assessments.



Telstra

Charter Keck Cramer has been engaged to provide strategic advice and act as Transaction Manager for Telstra's National Divestment Program since April 2009.

Our Role: Transaction Management

Background: Unlocking hidden value from Telstra's vast property portfolio for the redeployment of capital to Telstra's core business functions. This ranges from straightforward vacant possession sales to national partial site sales, with Charter Keck Cramer managing several two-lot subdivisions. Recently, we facilitated whole site sales of active telephone exchanges with a leaseback. A highlight example is the sale of 76 Pitt Street, Sydney to Charter Hall including a long-term leaseback for \$281.5 million.

Outcome: 280+ national and international transactions representing over \$832 million in revenue.



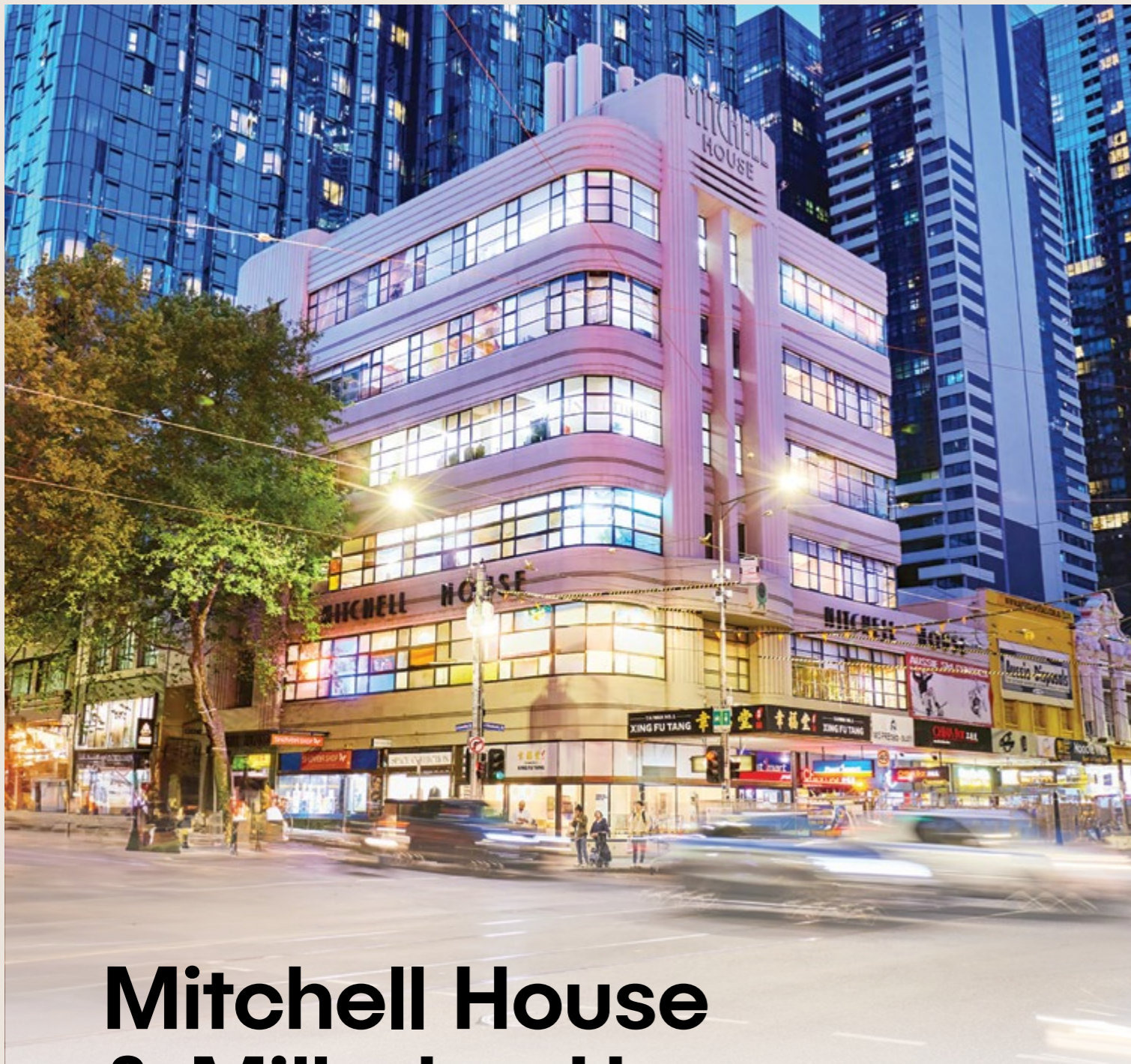
St Vincent's Health Australia

Charter Keck Cramer was engaged to procure an institutional joint venture partner on behalf of St Vincent's Health Australia.

Our Role: Joint Venture Structuring

Background: The project related to the Aikenhead Centre for Medical Development (ACMD) new 11 storey research building of 16,500 sqm and a second "on hospital campus" building of 13,000 sqm. Charter Keck Cramer was engaged to complete a range of financial modeling and analysis to inform participation and delivery options. We completed a targeted Request for Proposal process to identify, negotiate and conclude a joint venture between St Vincent's and an institutional capital and development partner.

Outcome: St Vincent's entered into a joint venture with ISPT and HESTA. St Vincent's pledged the land via a long-term ground lease of 50 years, with ISPT and HESTA delivering a significant life science building on the Fitzroy hospital campus (currently under construction). Upon expiry of the ground lease, ownership of the improvements revert to St Vincent's.



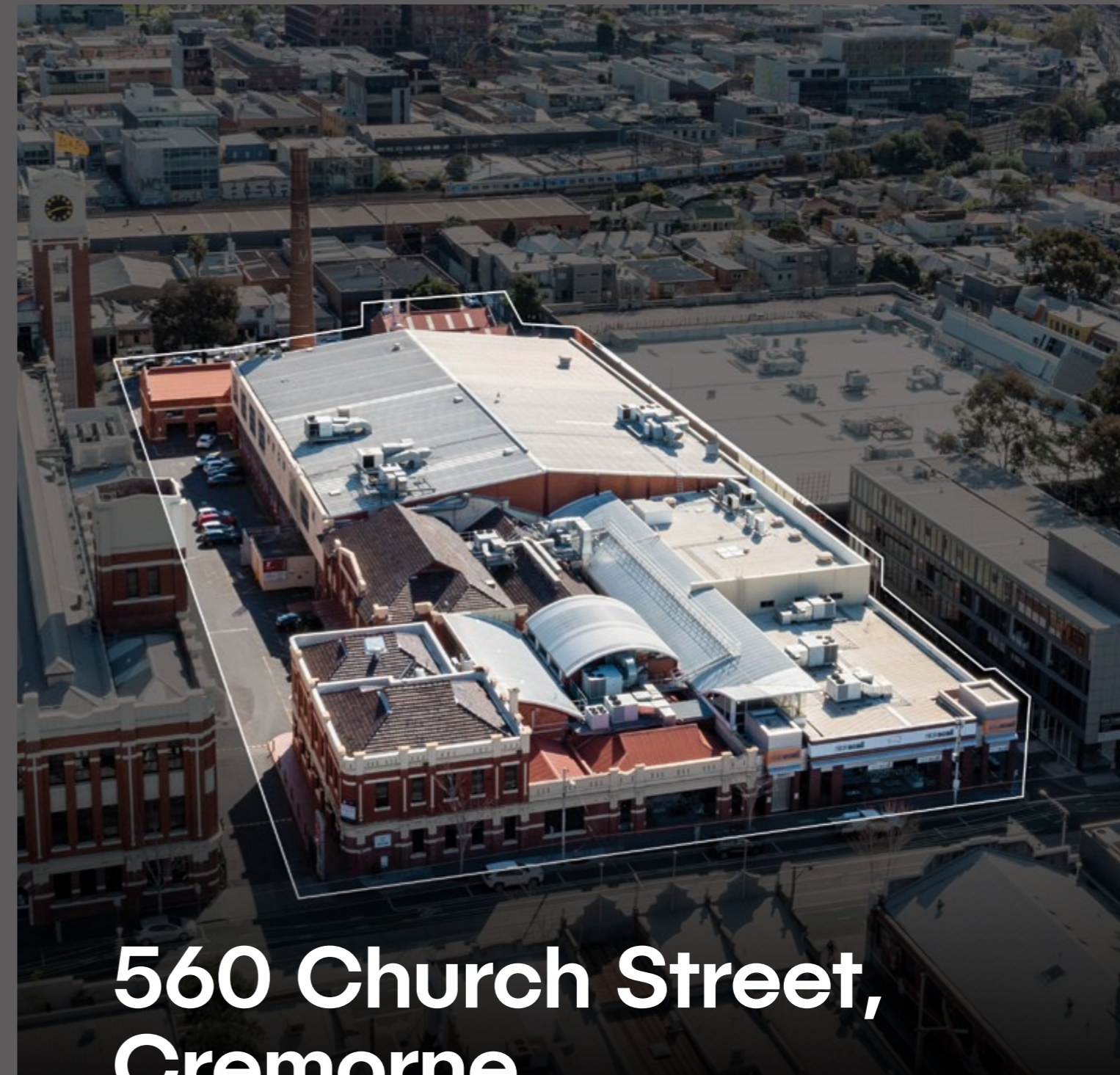
Mitchell House & Milledge House

Charter Keck Cramer was engaged to act as independent Transaction Manager for the divestment of a significant and prominent Melbourne CBD trophy asset known as Mitchell House & Milledge House.

Our Role: Transaction Management

Background: Charter Keck Cramer completed extensive pre-sale due diligence in addition to a detailed agent selection process and appointed Cushman & Wakefield to market the property via a public Expression of Interest (EOI) campaign. Following our strategic advice the properties were offered for sale either as one or individually, allowing a greater range of prospective purchasers to participate in the EOI campaign.

Outcome: The properties sold unconditionally to two purchasers with the collective outcome representing the largest deal in the Melbourne CBD for 2023 at \$56 million, representing a 4.17% yield.



560 Church Street, Cremorne

Charter Keck Cramer was engaged to complete a strategic consultancy and Transaction Management service for 560 Church Street, Cremorne, one of Cremorne's largest landholdings.

Our Role: Transaction Management

Background: Forming part of the historic Bryant & May complex, 560 Church Street presented as a highly attractive development opportunity which required detailed strategic oversight given the heritage sensitivities. Following extensive pre-sale due diligence completed by Charter Keck Cramer, the property was offered to market via selling agents Dawkins Occhiuto.

Outcome: We advised the Vendor throughout the process with the property successfully transacting in 2023 to highly regarded developer Alfasi, who will undertake a significant commercial redevelopment on the 9,715 sqm site.



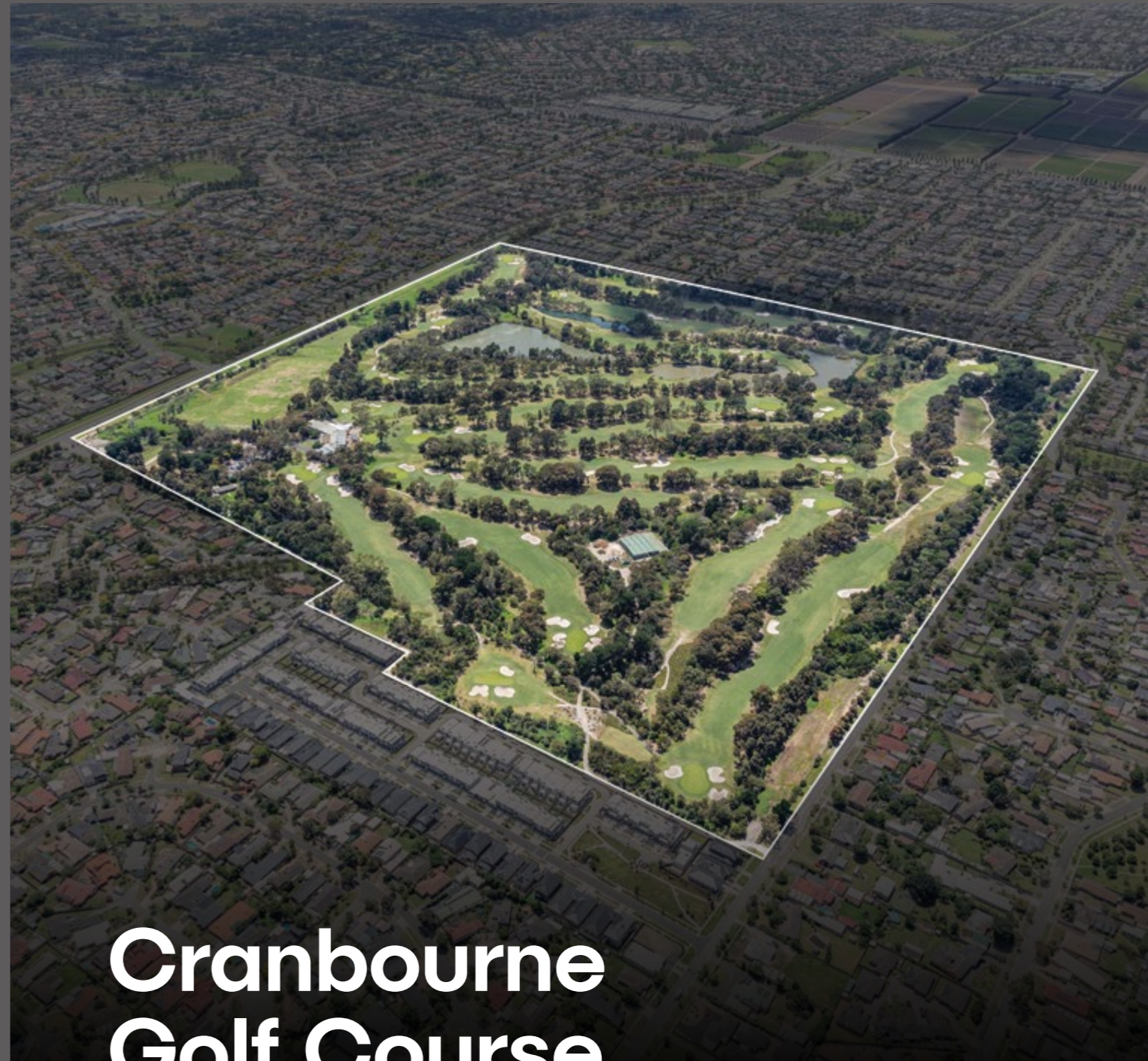
Kingswood Golf Course

Charter Keck Cramer was engaged by the vendor AustralianSuper as Transaction Manager in relation to the sale of the former Kingswood Golf Course.

Our Role: Transaction Management

Background: The Dingley Village site of 53.35ha, represented an unparalleled infill development site, given the location and scale for redevelopment. Charter Keck Cramer played a key governance role, with responsibilities including management of the extensive property data room and provision of a range of commercial advice to inform the sales strategy and Expression of Interest process.

Outcome: Rezoning was achieved during the sale campaign to enable redevelopment of the site into a significant housing estate. Confidential terms were agreed with the successful bidder, Satterley Property Group.



Cranbourne Golf Course

Charter Keck Cramer was engaged as Transaction Manager for the Cranbourne Golf Course, one of the largest infill development sites offered to market in recent years.

Our Role: Transaction Management

Background: The Cranbourne Golf Course comprises approximately 70.4ha of residential zoned land. It boasts over 1.7kms of dual road frontage, offering existing connectivity to all infrastructure and presenting itself as a 'ready-to-go' infill development site of significant scale. Charter Keck Cramer was engaged 12 months ahead of the sale campaign, acting on behalf of the vendor to de-risk the property via comprehensive pre-sale due diligence comprising over 10 sub-consultant inputs.

Outcome: Selling agents LAWD were appointed with the sale campaign generating significant interest from local, national and international developers who were all attracted to the property's significant development potential. Over 20 groups submitted offers, with the ultimate purchaser acquiring the property on an unconditional basis, highlighting the importance of our significant pre-sale due diligence.



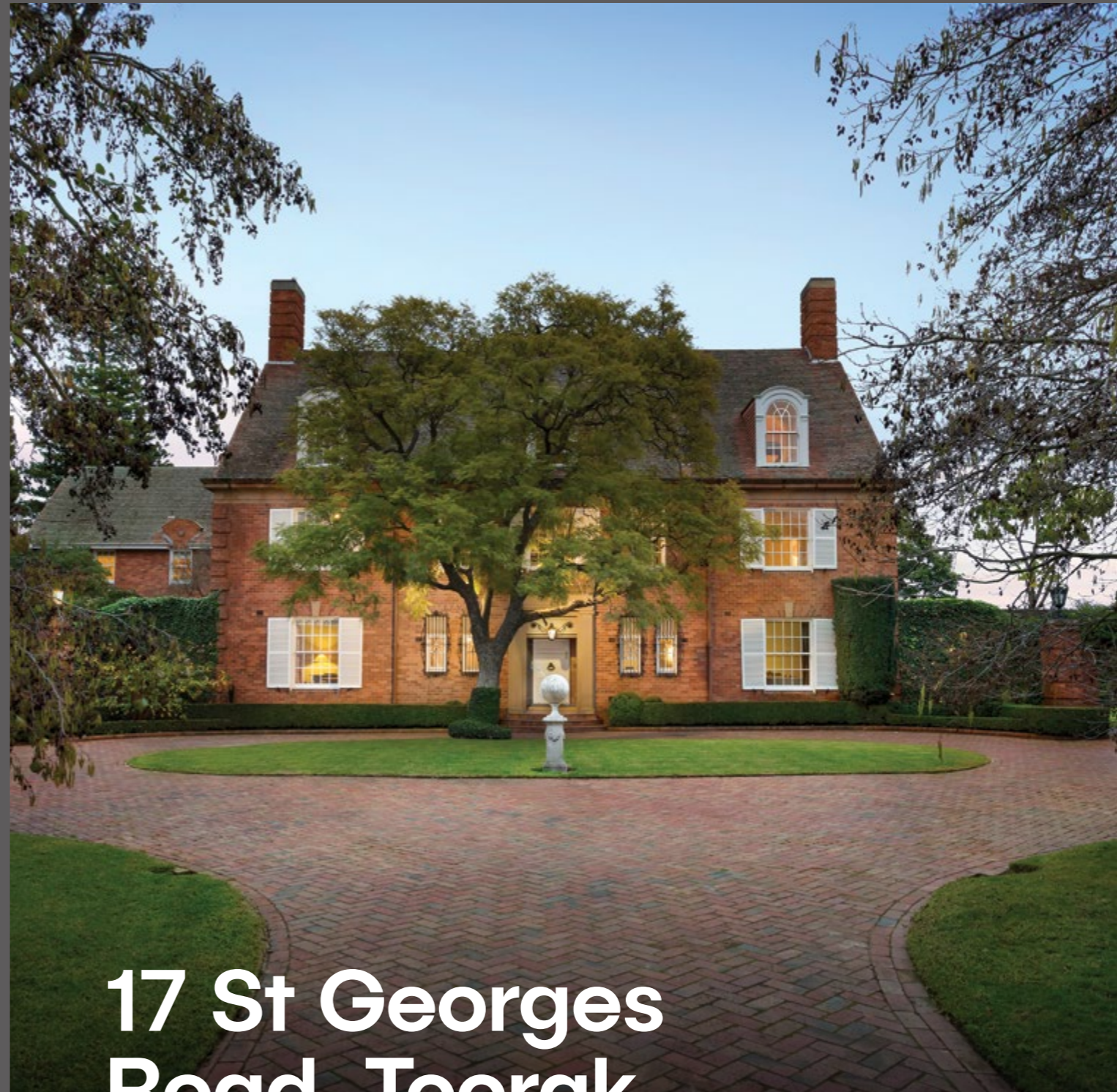
Ports Victoria

Charter Keck Cramer was engaged to undertake a review of the Ports Victoria accommodation footprint and future needs.

Our Role: Strategic Advisory

Background: Charter Keck Cramer completed a strategic property portfolio review of all Ports Victoria freehold and leasehold assets including Station Pier, Corporate Head Office in Melbourne and Geelong, Ports Operations Control Centre and various other properties. Our services also included securing a high-end retailer for Station Pier International Terminal.

Outcome: New high-end jeweller leasehold secured 'off market' for the Station Pier International Terminal. We continue to provide ongoing consultancy in relation to the portfolio.



17 St Georges Road, Toorak

Charter Keck Cramer was engaged to complete Valuation Advice and were appointed as Transaction Manager for the divestment of the estate.

Our Role: Valuation Advice and Transaction Management

Background: Situated on a 7,800 sqm allotment on St Georges Road, "Blair House" represents one of Melbourne's most significant residential estates. Following careful consideration with due diligence preparation addressing restrictive covenants and specific Heritage Overlay constraints, the property was offered to the public via an international Expression of Interest campaign with selling agent Marshall White.

Outcome: Charter Keck Cramer with selling agent Marshall White secured an unconditional contract on behalf of our client, achieving a sale price of \$74.5 million. The property gained enquiries from across the globe.



Australian Red Cross

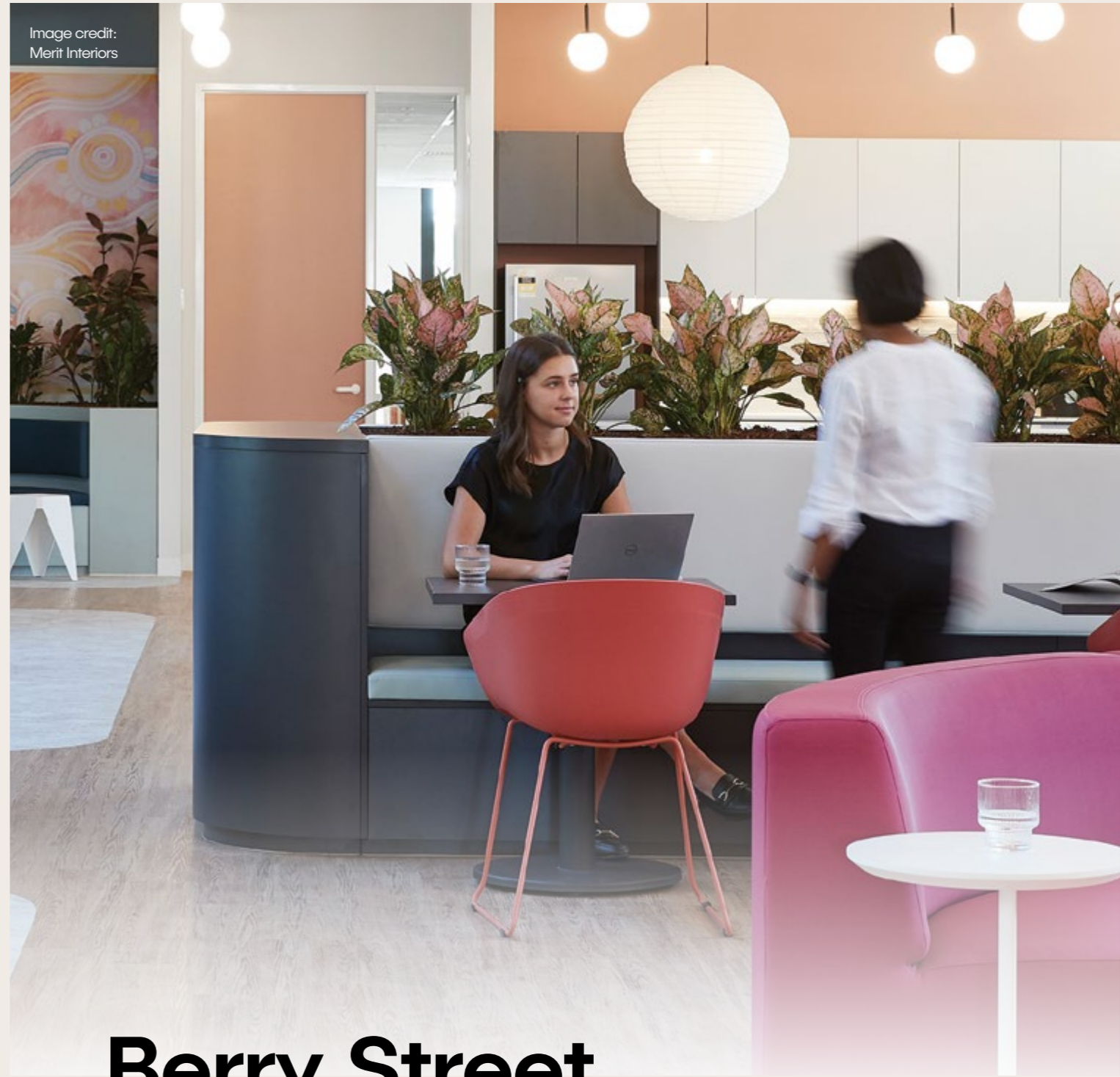
Charter Keck Cramer was engaged in 2022 on an exclusive basis as the Australian Red Cross National Property Advisor.

Our Role: Corporate Advisory and Transaction Management

Background: Charter Keck Cramer has completed or is in the process of completing a National Portfolio Review, Highest and Best Use Analysis (Perth, WA), Office Lease Renewal (Milton, QLD), Office Accommodation Procurement (Melbourne, VIC) and Transaction Advisory services relating to the divestment of their head office (North Melbourne, VIC).

Outcome: The Australian Red Cross head office at 23-47 Villiers Street, North Melbourne (VIC) was divested following an international Expression of Interest campaign with US based Sentinel acquiring the site for a Build to Rent development. We are currently negotiating a new head office lease on the Melbourne CBD fringe, with occupation anticipated in early 2025.

Image credit:
Merit Interiors



Berry Street

Charter Keck Cramer has been Berry Street's trusted property advisor since the early 2000's. During this time, our services have included managing lease negotiations, rental reviews, providing tenant representation and fit out coordination services across the portfolio of Berry Street's assets. Since 2019, we have also provided Development Advisory services.

Our Role: Property and Development Advisory

Background: Completion of various engagements for a not for profit, independent community services organisation, providing important services to the wider community.

Outcome: Charter Keck Cramer has managed the fit out of Berry Street's head office in Richmond (VIC), northern regional office in Shepparton (VIC), additional buildings to its school in Sebastopol (VIC) and most recently its new Northern Management Office fit out in Preston (VIC).



Corporate Profile

Charter Keck Cramer was first established as a Valuations firm in the early 1970s by Scott Keck and Philip Cramer in Melbourne.

We are well resourced with 160 staff operating nationally and internationally on behalf of clients, with specialists in each of our business units covering all major and niche property segments.

We provide complete property services and solutions to help you during all stages of the property cycle. Our experts are supported by our Business Services team encompassing Legal, Risk & Compliance, People & Culture, Technology & Information Security, Marketing, Finance and Operations.

Our services include:

- Advisory
- Research
- Valuations
- Projects
- Capital

This multidisciplinary approach to property solutions allows us to make informed decisions that look at the whole picture. We have proven experience with a diverse range of clients, including tenants, investors, businesses, banks, lawyers, vendors, Government & institutions, town planners, developers, accountants, architects, high net worth individuals and more.

Charter Keck Cramer

Australia's leading, independent property advisory firm.

Advisory

Our Advisory experts offer guidance and advice on various aspects of real estate and project lifecycle with a goal to provide clients with strategic insights and recommendations that align with their specific real estate goals and objectives.

Research

Our Research division provides forward-looking, evidence-based analysis and insights to inform strategic property development decisions, including experts in land use planning and strategic assessments.

Valuations

Our Valuation experts specialise in delivering independent valuation assessments, catering to a diverse range of real estate sectors including commercial properties, high-end residential properties, residential projects and specialised segments.

Projects

Our Projects division comprises Quantity Surveying and Land Surveying, seamlessly integrated to ensure a unified and cohesive strategy throughout the project lifecycle.

Capital

Our Capital experts specialise in facilitating strategic partnerships between property owners and tier 1 developers, offering end-to-end solutions from project identification to project execution.



Advisory Experts



Peter Hutchins
Chief Executive



Scott Keck
Chairman



Steve Kingston
National Director



Nick Ashton
Managing Director
VIC



Peter Kirkpatrick
National Director



Patrick McNulty
National Director



Shaun Golden
Managing Director
QLD



Ivan Lam
Executive Director
International Business



Mark Willers
National Director



Robert McEvoy
National Director



Jessica Crossland
Director



Chris Valcanas
Director



Brendan Woolley
Director



Tom Byrnes
Director



Mei Sim Tam
Project Manager



Declan Mitchell
Associate Director



Tze Chiang Goh
Associate Director



Lachlan Devine
Associate Director



Samantha McGrail
Associate Director



Aaron Stortenbeker
Valuer



Oliver Daniel
Executive



Joshua Tang
Analyst



Harrison Grice
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