



Capability **Statement**

Vision. Purpose. Delivery.

brownpropertygroup.com.au

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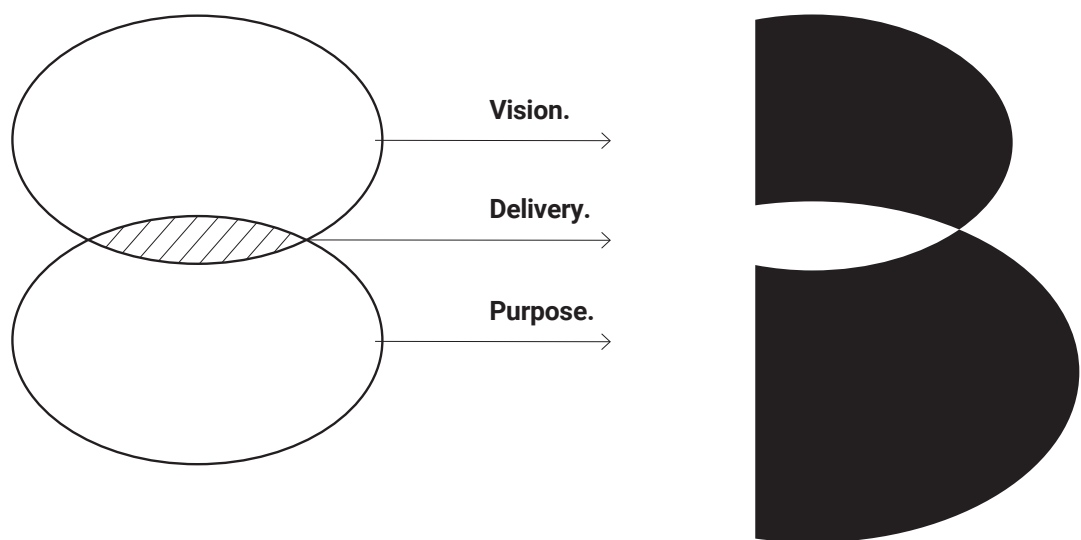
Brown Property Group

Brown Property Group is a private property development company that has operated across Melbourne's east and south eastern suburbs for over 40 years; partnering with Melbourne's building industry to successfully deliver major residential developments. Brown Property Group is a significant employer in the south-east region, with a staff and subcontractors in of 100 people.

As one of Victoria's most respected private residential developers, Brown Property Group has a proven track record of creating vibrant communities that our residents love to call home.

For Brown Property Group, residential development is about building strong communities, with a focus around providing amenity, connectivity and liveability for our residents. Creating a connection to nature, community and recreation establishes an environment that provides an opportunity for residents to live a healthy and fulfilling lifestyle. Tree-lined streets, parks and wetlands, woven together with cycling and pedestrian paths are key features of our communities, linking our residents to local amenity.

Brown Property Group control all aspects of property development in-house, from acquisition to development and project management, to delivery by our civil construction crew, Brown Civil. Our structure, and extensive delivery experience provides us with an intimate knowledge and understanding of Melbourne's dynamic housing market and ability to adapt, to meet the changing needs of our residents and to support our partners.



Brown Property Group have a well-established track record of delivering high quality master planned communities in the City of Casey. We work closely, in partnership with our builder partners to ensure that our product is appropriately designed from the outset. These relationships have been the catalyst to incremental sales and consistent volumes over the past years via highly successful Builder Display Villages. Major builders such as Metricon, Porter Davis, Henley, Simonds and Carlisle have worked with us from project inception to ensure that our businesses can grow together. The reliability of our delivery timing has been a major point of difference to our builder partners (and customers) in a marketplace where costly stage delays have plagued the industry. Having close builder relationships is essential to support sales during tougher market conditions and our track record as a market leader through the last downturn post GFC is evidence of this.

Our completed local communities include Golden Grove, Grandview, Melington, The Avenue at Casey and Highgrove. Meridian is currently under construction with over 1000 lots delivered of 2000, Canopy at Amstel has nearly sold out and Riverfield our newest 500+ lot masterplanned community, successfully launched in 2020. Our strong reputation in creating premium residential developments with their own identity is at the heart of our market success. Our masterplanning / visioning process, coupled with thoughtful urban design creates a unique "place", defined by its characteristics and shaped by our market knowledge. Never before has it been more important to differentiate projects from one another due to the homogenous nature of PSP planning and Local Government requirements.





Project Delivery Personnel

Fraser Brown

Director

30 years Civil construction and property development

For over 40 years the Brown family have been developing land and creating vibrant communities in Melbourne's South Eastern Suburbs.

Fraser has over 30 years' experience across a range of land development including landfill projects and residential subdivisions.

As Director of Brown Property group Fraser has delivered a number of residential communities including Golden Grove, Melington, Grandview, The Avenue at Casey, Highgrove and the Meridian subdivisions, Clyde North. These projects have included roads and infrastructure for residential allotments and retail assets, they are greenfield subdivisions constructed from the ground up with all aspects managed and completed under Fraser's guidance.

Ryan Pritchard

Chief Operating Officer

Valuer AAPI, Bachelor of Business (Property - Valuations)

Ryan has over 25 years' experience in residential development across a range of different projects in Greater Melbourne.

Having joined Brown Property Group in 2012 as Development Manager, Ryan has managed the construction and delivery of The Avenue at Casey, Highgrove as well as the new master planned community Meridian in the South East.

As Chief Operating Officer Ryan oversees all facets of the land development process from acquisition, planning, construction and delivery, as well as sales and marketing.

Prior to joining Brown Property Group Ryan has held various roles including Director CBRE in Residential Development Valuations, Acquisitions and Development Manager for Stockland as well as City of Casey and Mornington Peninsula Valuer.

Steve Maxwell

Senior Construction Manager

Steve has over 30 years of civil construction experience, working across a range of different projects, including residential, commercial and industrial development, major infrastructure projects, landfill and rehabilitation works.

Since joining Brown Property Group in 2012 Steve has managed the civil construction for The Avenue at Casey, Highgrove, Meridian, Meridian Central, Summit Business Park, Canopy and Riverfield residential communities. Steve has also project managed other civil contracts and construction of the shopping centre and wetlands within The Avenue at Casey community.

Chris Stanley

Foreman

Chris has over 20 years' experience in civil construction and has managed the development of a number of key developments within Melbourne's growth corridors. Since joining Brown Property Group in 2016, Chris has managed the construction of the Highgrove and Canopy communities.

Chris joined Brown Property Group in 2016, contributing greatly to the reputation of Highgrove being the fastest growing community in the south east.

Alex Dempsey

Senior Development Manager

Masters of Business (Property) and Bachelor of Arts (Classics)

Alex has over 20 years' industry experience working across a range of asset classes from acquisition, research and residential development and infrastructure projects.

Alex joined Brown Property Group in 2016 bringing a wealth of property development experience with over 15 years working for Stockland, including the UDIA award winning Selandra Rise demonstration project in Clyde North. Alex is responsible for the delivery of the Meridian and Meridian Central communities, the Summit Business Park as well as co-ordinating and delivering major infrastructure upgrades in the Clyde Corridor.

Lachlan Underwood

Senior Development Manager

Bachelor of Engineering (Honours)

Lachlan has over 10 years' experience working in property, civil construction and engineering. Lachlan joined Brown Property Group as a Development Manager in 2015, and prior to joining Brown Property Group, held the position of Development Manager with Evolve Development, delivering several large scale residential developments.

With a background in Civil Engineering Lachlan has worked as an engineer and project manager on civil infrastructure projects for both government and private clients. Lachlan launched Meridian and is responsible for Canopy at Amstel.

Graham Nolan

Marketing Manager

Bachelor of Business (Marketing)

Graham has over 12 years' property marketing experience developing and implementing marketing strategies and communication plans to support key business objectives.

Having joined Brown Property Group in July 2013 Graham has overseen the strategic development and delivery of all marketing activity for Brown Property Group's residential communities as well as all other retail and commercial assets.

Michelle Maher

Marketing Coordinator

Michelle joined Brown Property in 2018 and has moved into the marketing department as our Marketing Coordinator at the end of 2019. Since moving into the role, Michelle has been responsible for coordinating and overseeing a variety of different marketing activities, such as the execution of project stage releases, social media planning and delivery, as well as working closely with our builder partners to help launch their display homes as well as to bolster their presence through signage and across digital mediums.

Daniel Begley

Sales Manager

With 18 years of experience, Daniel has worked across many facets of the property industry including Finning First National Cranbourne, Preston Rowe Paterson, Stockland and Kaikura Land Sales.

Starting at Brown Property Group in 2016, Daniel started as the Estate Manager at our Meridian Community and transitioned to Sales Manager. Bringing passion and ambition to the team, Daniel continues to drive and deliver successful sales strategies.

Jason Bailes

Estate Manager

Dip Real Estate Management, Dip Business, Licenced Estate Agent

Jason started in land sales in 1994 working for Delfin Lend Lease in Qld before moving to South Australia and pivoting to sell larger inglobo parcels and mixed use sites. He joined Macquarie Bank in 2007 and was transferred to Melbourne to launch an exclusive golf course community. Prior to joining Brown Property Group Jason worked for Peet Ltd for more than 10 years, selling new communities in Cranbourne, Point Cook, Craigieburn, Tarneit and Botanic Ridge.

Jason joined Brown Property Group at the beginning of 2020 and since that time has worked across all three of our new communities.

Simon Walliker

Sales Associate

Certificate IV Property Services (Real Estate), Bachelor Business (Hospitality)

Since joining Brown Property Group in 2017 Simon has been closely involved in the final sales of Highgrove, right through the Canopy project to date, and now with Riverfield, helping customers through the journey of new build home ownership. Outside of his work with Brown Property Group Simon sits as President of Community Information Support Cranbourne, a local community service organisation who has in recent times gone through a strategic review and subsequent expansion during his time in the role.

Kylee Harman

Legal Counsel – In House

Bachelor of Law

Kylee has been working as in house Legal counsel for Brown Property Group since 2012. With over 18 years' experience across property, planning and commercial matters Kylee manages all legal matters that relate to Brown Property Groups residential and commercial businesses.

Perry Coyler

Conveyancing Clerk – management of settlements through PEXA platform & contract administration.

Bachelor of Commerce (Property & Commercial Law), Advanced Diploma of Conveyancing (currently undertaking)

Since join Brown Property Group in 2016 Perry has managed all the settlements of our residential communities.

Vicky Yang

Finance Manager

Masters of Professional Accounting and Institute of Chartered Accountants

Having joined Brown Property Group in September 2014 Vicky manages the finance team and is responsible for the reporting and management of all accounting functions across the Brown Group of companies.

Jill Sykes

Office / Administration Manager

Jill has worked across the Brown Group of companies for over 20 years. Managing a range of crucial business functions such personnel and payroll, conveyancing and office administration Jill provides essential support to all levels of the organisation.

Missie Preston

Humans Resources and Systems Manager

Bachelor of Arts (Behavioural Science), Graduate Diploma of Applied Sciences, Graduate Certificate in OHS, Diploma of Human Resource Management, Diploma of Auditing, Diploma of Government (Workplace Inspection) and Certificate IV in Workplace Training and Assessment.

Missie is responsible for the management of all Safety, Environmental and Quality systems for the Brown Group of companies, including auditing, training and compliance.

Missie brings a wealth of experience in this field having previously held the position of Worksafe Investigator and Field.



Communities
residents love
to call home



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Consultant Team

Survey / Engineering



Breese Pitt Dixon

Established in 1982 to provide civil engineering, land surveying and estate planning consulting services to the development industry, Breese Pitt Dixon has been recognised for its involvement in numerous award winning projects and has gained a reputation for providing consultancy services of the highest quality through the hands-on approach of its Directors, its client relationships, long term highly dedicated professional staff members, and a focus on project delivery.



Charlton Degg

Adam Charlton and Michael Degg together with a respected team of professionals bring an expertise that provide its clients with a unique land development experience. Outcome focused for their clients and the community, their engineering initiative and surveying precision ensures economical solutions, together with a project management service based on decades of experience and exceptional communication.



Beveridge Williams

Beveridge Williams plans, designs and manages the development of thriving communities. Whether you're a corporate client, private developer, local, state or national authority, we balance social, environmental and economic factors helping you reduce risk and optimise efficiencies for the most outstanding outcomes.

Urban Design



Roberts Day

With more than 20 years in the field, Roberts Day have developed their Great Places Process to create signature projects that are lived in, commercially viable, vibrant and loved. Built on the wisdom of industry greats, the Great Places Process is imbued with their experience, insights, ideas and passion for place. Fine-tuned through their award-winning projects, this simple six step process aligns with the value chain of development to add value and de-risk decision making.



Bioregional

Bioregional is an international environmental organisation, that incubates practical solutions to climate change using the inspiring One Planet Living framework and science based behaviour change. Bioregional aims to make a real difference, inspire others to do the same and work with its partners to make innovative projects and lasting change happen. Bioregional has twenty years of experience of delivering ambitious but practical products and services, which bring a commercial advantage for partners. Bioregional operates internationally with representatives in Canada, United States of America, Mexico, Europe and South Africa, with the head office in the United Kingdom, in addition to Australia.



Human Habits

Human Habitats design team specialises in master planning for greenfield and new town projects with experience across Australia, Asia, New Zealand and UAE.



Urbis

At Urbis, you'll find highly awarded urban designers and landscape architects, who are some of the country's leading creative thinkers influencing the shaping of cities. A collaborative approach sets their design advice apart. They listen to their clients' needs, they dedicate themselves to their vision, and they draw on their expertise – from economics to community engagement – to help clients in the public and private sectors design high performing, liveable urban landscapes.

Planning



Urbis

Urbis work on projects of all sizes, with a well-deserved reputation as experts in strategic planning and master planning for cities, communities, business parks, mixed-use developments and activity centres. This includes the 50,000 greenfield lots Urbis are presently working towards delivering for its clients across the State. Urbis enjoy excellent relationships with key decision makers within both the City of Casey and State Government, including DELWP and the new Victoria Planning Authority. These relationships enable them to have effective dialogue with key decision makers to identify key issues that assist in facilitating efficient processes.

Landscape



MDG

As landscape architects MDG strive for an appropriate balance between the environment (which is the fundamental underpinning of any site), and the ultimate user's needs. MDG seek to understand the requirements of those who will experience the spaces we create. They translate that insight into design outcomes which are imaginative, engaging and functional, as well as being environmentally responsible.



Tract

Tract is a recognised leader of landscape architecture in Australia. philosophy is to ensure the landscape architectural treatment for any site is of the highest design quality that respects environmental, social and economic concerns. To achieve this, thorough site analysis informs the design process, to ensure the ultimate design is respectful of the place and provides a site-specific solution.



Ground Control

Ground Control have successfully completed a wide range of projects in metropolitan Melbourne and regional Victoria, in Adelaide and rural South Australia and in the Northern Territory. Their ability in the landscape field to achieve consistent quality outcomes on budget is well known, with accurate cost planning one of their key strengths.



AECOM

From high-rise apartment buildings to small scale or extensive residential developments and new communities, AECOM's residential specialists deliver cost effective and sustainable projects to clients around the world. AECOM's cutting-edge work in this field reflects the changing demographics of communities and countries. They understand the concerns of major developers and through their extensive experience utilise proven solutions to achieve their clients' goals, applying sectorspecific best practices to ensure meticulous attention to quality and safety.

Stormwater Management



Incitus

With over 20 years' experience working in engineering related projects, focusing specifically on stormwater quantity and quality management, Incitus has extensive experience in the development industry in relation to surface water management having worked for both the private and public sectors, including 15 years' experience in strategic planning and design of stormwater management systems for greenfield and brownfield developments.

Retail Commercial Design



i2C

i2C stands as one of Australia's leading Architectural firms attracting a national and international client base drawn from both the public and private sectors. Drawing on extensive careers in retail architecture the i2C banner has flourished with professional and dedicated teams specialising in the core markets of Commercial, Urban Planning, Interiors and Retail.

Design IQ

Design IQ provides a range of urban design services to landowners, developers, private and government organisations and specialises in delivering highly responsive, innovative design outcomes that are market led. Working in collaboration with key stakeholders, they explore in detail all elements that will impact the development and its surrounding local and regional context.



Brown Civil

Owning and operating Brown Civil gives us the ability to construct and manage the projects we deliver, providing us with a unique competitive advantage over more traditionally structured development groups. Brown Civil has an unrivalled reputation for speed and quality of stage construction delivery being the envy of many developers and civil contractors.

Brown Civil has direct access to an existing skilled labour force and directly owns the plant and machinery required to complete the required civil works. Rather than contracting an external company or hiring equipment; Brown Civil is immediately able to resource construction, saving time and negotiation. Brown Civil provides civil construction services associated with residential and commercial development including;

- Road and drainage construction
- Intersections
- Wetland construction
- Bulk earth works and final trimming,
- Landfill operations
- Car parks
- Playground / recreational open space

Brown Civil has the following qualifications;

- AS / NZS 4801:2001 Safety Management System standard certified
- ISO 9001:2008 Quality Management System standard certified
- ISO 14001:2004 Environmental Management System standard certified
- VicRoads Accredited Road R1, Financial Category F10
- Victorian Electrical Distribution Network (VEDN) Approved Accredited Contractor

Brown Civil has the following resources;

- A plant register of over 170 machines and 35 commercial vehicles
- A workforce of 70 staff, including engineers, civil construction trade Qualified Supervisors and operators
- Over 100 trade contractors, including concreters, etc.





PSP and Project Experience

Brown Property Group has been involved in the delivery of projects within the PSP environment for the past decade. Within Casey, we have worked closely with VPA and Council throughout the PSP processes for Cranbourne North, the C186 Service Business Precinct, the Thompsons Road PSP (1053) the Clyde Creek PSP (1054) and the Cardinia Creek South PSP (1055). We have delivered over 3800 residential lots, 130 Industrial lots in Summit Business Park and 8,000 m² retail floorspace. We have also redeveloped the former Amstel Golf Course, an infill site that required rezoning and approval via a Development Plan process with the City of Casey.

Throughout each PSP process and subsequent planning permit approval, these projects demanded the resolution of a wide range of complex engineering, land use and environmental issues. Despite this, BPG's partnership style approach to working with Council and authorities, enabled each obstacle to be dealt with in a more practical manner than would have been the case with an adversarial approach. For example, BPG successfully negotiated a reduction in the extent of employment land shown in the Thompson Road PSP with VPA and Council by presenting a series of strategic assessments highlighting the poor suitability of the land for purely industrial use

We were also able to negotiate the rezoning of part of the employment land as Active Mixed Use and Mixed Use, which seeks to sensitively manage the transition of industrial activities, through finer grain employment with residential permissible above ground level, through density residential until finally transitioning to traditional residential.

Our experience at resolving issues of conflict with authorities/stakeholders has provided important learnings for our team, which we believe positions Brown Property Group at the forefront of Development in the South East.

We have included in the following pages a brief description of the PSP outcomes of each project that BPG has delivered in Casey, as well as the key insights / learnings from the previous experiences.

Experience That Shows

As one of Victoria's leading private residential developers, Brown Property Group has a proven track record of creating vibrant communities that families love to call home.

- 1 Golden Ridge
Croydon
1999 - 2001 (20 ha)
 - 90 residential allotments
 - \$11m end development value
- 2 Madison Gardens
Mitcham
2001 - 2003 (6 ha)
 - 138 townhouses (integrated)
 - \$47 M end development value
- 3 Golden Grove
Narre Warren South
2002 - 2005 (20 ha)
 - 213 residential allotments
 - \$25m end development value
- 4 Melington
Lyndhurst
2004 - 2009 (60 ha)
 - 576 residential allotments
 - \$115m end development value
- 5 Grand View
Lysterfield
2005 - 2007 (20 ha)
 - 87 residential allotments
 - \$21m end development value
- 6 The Avenue at Casey
Cranbourne North
2008 - 2014 (75 ha)
 - 900 residential allotments
 - \$200m end development value
- 7 The Avenue Village Shopping Centre
Cranbourne North
2013
 - Woolworths, speciality shops and child care
 - \$25m end development value
- 8 Highgrove
Clyde North
2014 - 2018 (66 ha)
 - 1000 residential allotments
 - \$200m end development value
- 9 Meridian
Clyde North
2016 - 2024 (170 ha)
 - 2000 lots
 - Lifestyle Community (280 lots)
 - \$600m end development value
- 10 Summit Business Park
Clyde North
2017 - 2019 (18 ha)
 - 120 allotments and mixed use
- 11 Canopy
Cranbourne
2017 - 2022 (52 ha)
 - 600 lots
 - \$150m end development value
- 12 Riverfield
Clyde
2020 - 2024 (67 ha)
 - 500 plus residential allotments
 - RV site with 200 units
 - \$220m end development value





Highgrove - Clyde North

Located in the picturesque Clyde North, Highgrove provides the opportunity to enjoy a comfortable lifestyle, connected to nature and the community, with all the conveniences and amenities city living could provide.

Within the local surrounds you'll find everything you need for day-to-day living including a range of shopping options as well as a variety of education facilities. A carefully thought out urban design of four precincts, surrounding individual open spaces is linked via shared paths. Highgrove featured a successful Display Village of 27 homes surrounding our feature linear park that assisted in selling the project out ahead of schedule.

Highgrove has set the benchmark for stage delivery in the corridor with construction timelines being met or exceeded.

- 66 ha / 1000 residential lots
- Precinct approach to urban design
- Second and subsequent home buyers
- Walkability, traditional neighbourhoods
- Cranbourne meteorite inspired sculptures





Meridian - Clyde North

Meridian is an established community that has been created with genuine community in mind.

Meridian offers a blend of stylish homes, tree lined streets, parks and wetlands all woven together with cycling and pedestrian paths that aim to connect an active and engaged community. Meridian features a 21 home Display Village fronting Thompsons Road that will be opened in 2018.

Meridian is a demonstration of the 20 minute neighbourhood having the Summit Business Park, commercial, mixed use and residential allotments. The vision for the Summit Business Park is to deliver flexible, contemporary sites that offer mixed use and commercial opportunities. Summit is strategically located in the booming South East corridor on Thompsons Road and will play a significant role via the delivery of a critical road link to the future Major Activity Centre of Clyde North.

- 228 ha / 2000 residential lots
- Transition of land use from industrial to commercial & residential
- Residential precincts of varying character
- Extensive parklands and wetlands
- Excavated site material utilised as clean fill
- Construction of Tuckers Road and Hardy's Road amongst nearly \$30 M of Council works
- Summit Business Park is sold out with commercial space now open and a range of businesses fully operational
- Over 55's Lifestyle Community with 280 dwellings
- Second Display Village planned for 2022





The Avenue at Casey - Cranbourne North

With construction being completed in 2014, Brown Property Group were proud to deliver The Avenue at Casey, a fully master planned community located in Cranbourne North in Melbourne's South East.

The Avenue at Casey is now home to over 900 households who enjoy picturesque parklands, reserves and over 13 hectares of wetlands. The Avenue Village Shopping Centre was also completed in 2013 and provides a range of shopping options to all of the local residents. The Avenue at Casey featured two Display Villages over the life of the project.

- 67 ha / 900 residential lots
- 13 ha of wetlands
- 3 km of shared trails
- Planning across 3 PSP's
- The Avenue Village Shopping Centre - 8000 sqm of retail space including a Woolworths, 7 specialty shops and a childcare facility
- 2 Display Villages





Canopy at Amstel

Canopy is the redevelopment of the former Amstel Golf Course and enjoys a spectacular landscape setting. It presents a rare opportunity to create a residential environment that offers a truly superior lifestyle experience unlike anything else on offer in the City of Casey.

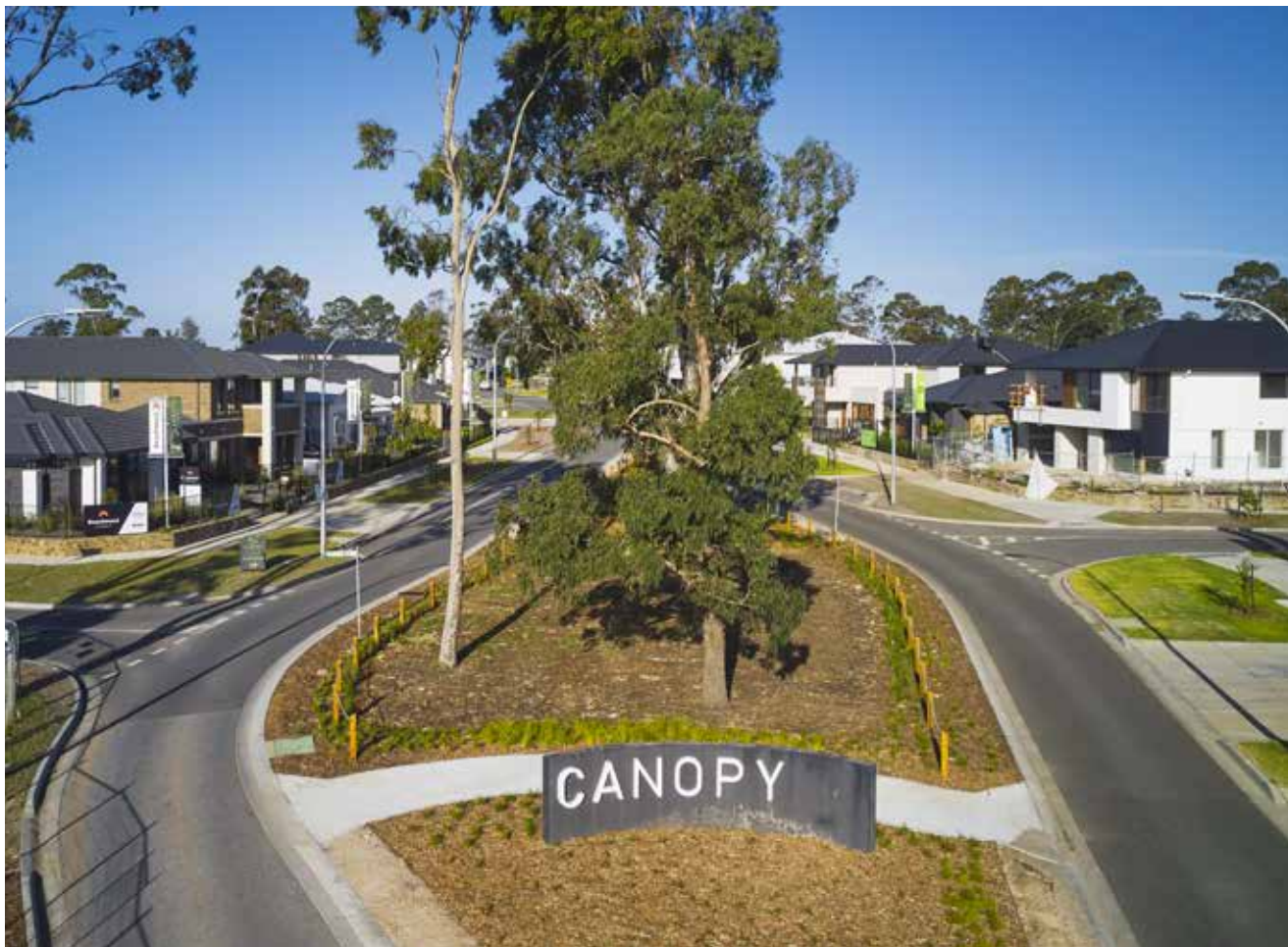
Thoughtful design celebrates the established canopy trees and gentle slopes of the land, respectfully integrating existing trees into the streetscape and public realm. The site requires the creation of two wetlands and two separate parks linked via linear tree reserves to create 500 residential lots plus a 200 lot retirement village. Canopy features a 30 home Display Village from Cranbourne-Frankston Road, nestled amongst the mature trees retained on site.

Environmentally sustainable design principles and practices are a key pillar of the Canopy development and in 2017 the project was awarded the Urban Development Institute of Australia's, EnviroDevelopment certification.

Brown Property Group achieved widespread tree retention through innovative urban design solutions and provided open space beyond Council requirements all while minimising the resource needs and waste production within the Canopy community. This saw the project achieve the EnviroDevelopment certification in all six leaves including, ecosystems, waste, energy, materials, water and community development.

- 52 ha / 500+ residential lots and 200 lot retirement village
- Complex planning issues ; infill rezoning, Development Plan approval, community engagement and Council partnership
- Tree retention, unique streetscapes and water bodies
- A new benchmark for golf course redevelopment and Cranbourne
- Partnership with the Amstel Golf Club
- Clubhouse incorporated into design
- 200 lot Retirement Village with RCA







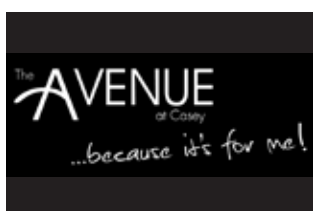
Riverfield

Riverfield is Brown Property Group's newest residential community. Situated in Clyde, within the prospering City of Casey, Riverfield offers natural beauty here, local amenities there and space all around.

Ideally positioned the area's best schools, cafes and shopping centres are all close by, and there's more to come. Future residents will enjoy the convenience of a future primary school and community facility on-site, and are perfectly positioned to take advantage of the proposed Clyde Park Sports Precinct and Clyde Regional Park (located across the road from community).

In the future, Riverfield residents will also be well serviced by public transport, with access to local trains and bus services, as well as major road networks providing a convenient gateway to metropolitan Melbourne, the southeast and beyond. Located only 40 kilometres to the picturesque Mornington Peninsula, you can make each day a new adventure at Riverfield.

- 67 ha / 500+ residential lots
- Future over 55's community by Lifestyle Communities Australia
- Future Government Primary School
- Over 16 ha of landscaped open space, parks and reserves
- Clyde Creek conservation area
- BPG negotiated a relocation of an intersection from the PSP which considerably improved the urban design and community outcome





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