

# Capability Statement



Ti Titanium Property Investment

[www.titaniumproperty.com.au](http://www.titaniumproperty.com.au)



# + About Us

“We provide insight, experience, and ideas. We thrive on resolving complicated problems and delivering performance enhancing solutions.”

## **Titanium is an extensive network of accomplished property executives.**

Our team brings decades of experience, passion and a unique capability for complex problem-solving. Our holistic perspective, collaborative approach and well-honed processes deliver consistent, long-term investment returns and considered environmental and social impacts.

Titanium provides investors and clients with multidisciplinary, and performance-driven property solutions. We are recognised for our hands-on application and our commitment to providing expert advice as a team or as individuals.

If we don't have the expertise, we know where to find it.

In addition to our executive team we have a wide network of professionals across the region, that we select and work with on a project-by-project basis, to ensure that your every need is resourced by proven experts in their field.

# + Our Philosophy

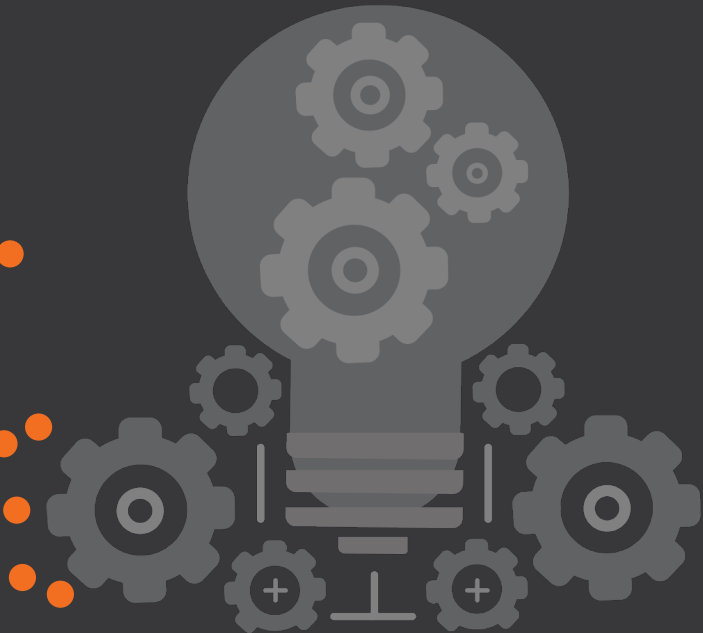
“Our team of experts specialise in conceiving planning, and delivering thriving places that allow people to connect, transact and prosper.”

## **We create thriving places in ingenious ways.**

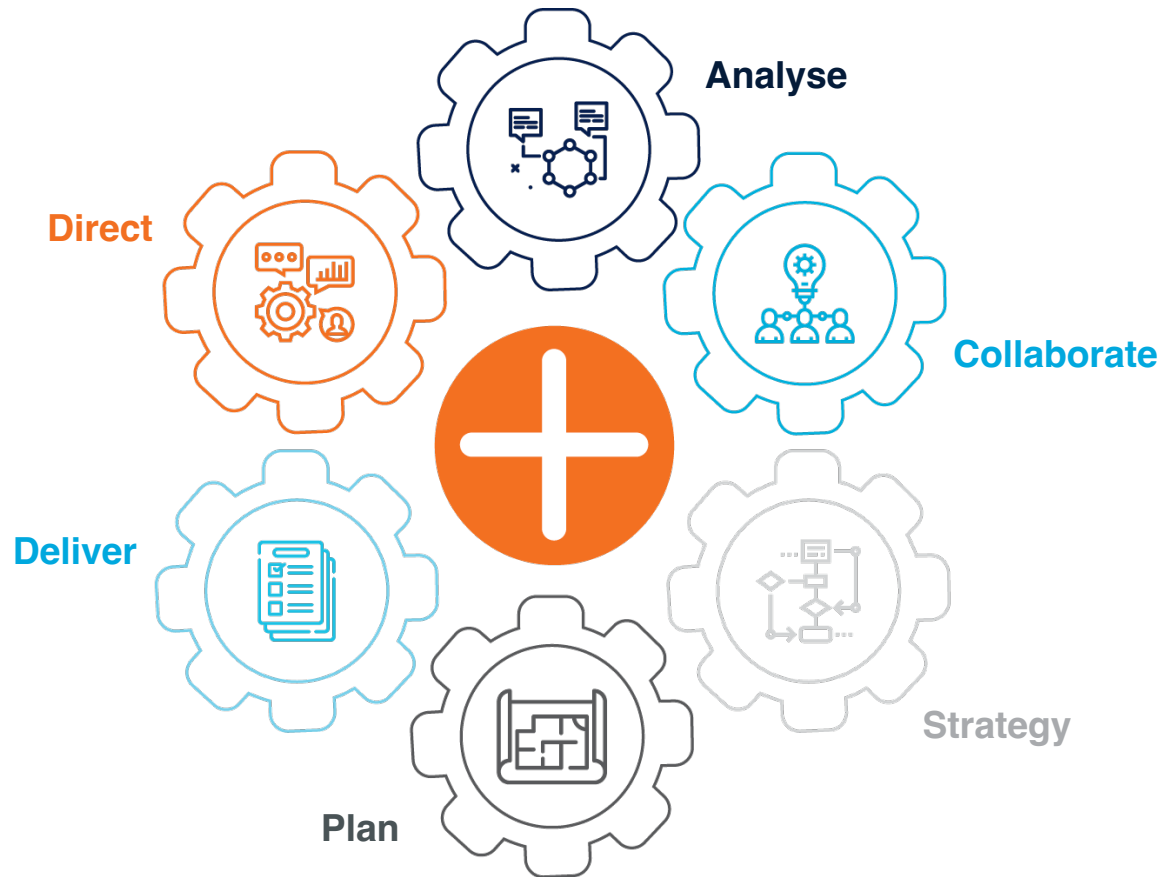
Our principals bring extensive individual industry experience, having worked on and delivered developments valued at over \$25 billion and managed assets of more than \$60 billion over their careers.

We think plan and execute. With our wealth of experience across multiple disciplines we provide a broad range of insights, vision and hands on experience; we love resolving complicated problems, and delivering performance-based solutions. Our commitment is to provide long-term and sustainable asset value, and to leave places better than we found them. As your strategic partner we will help you explore the potential of your property, show you what is possible, and how to make it happen.

We deliver what really matters to drive investment performance.



# **+** Working With Us



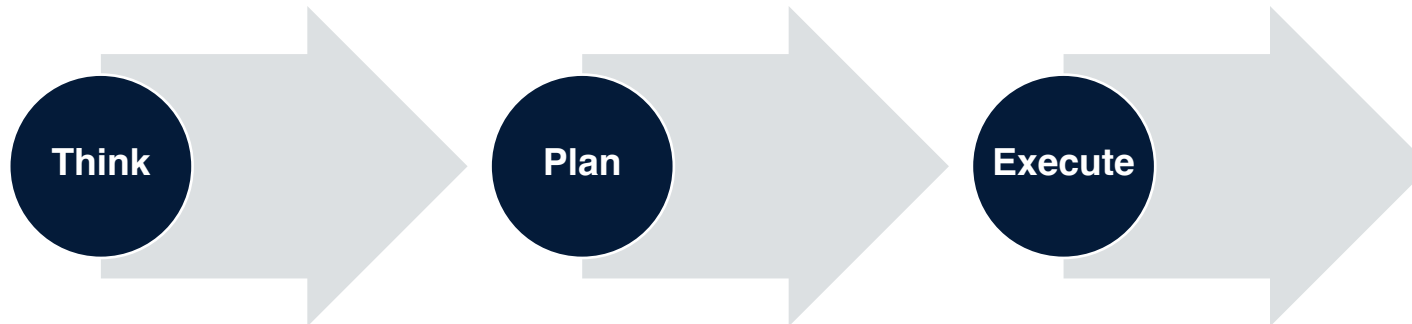
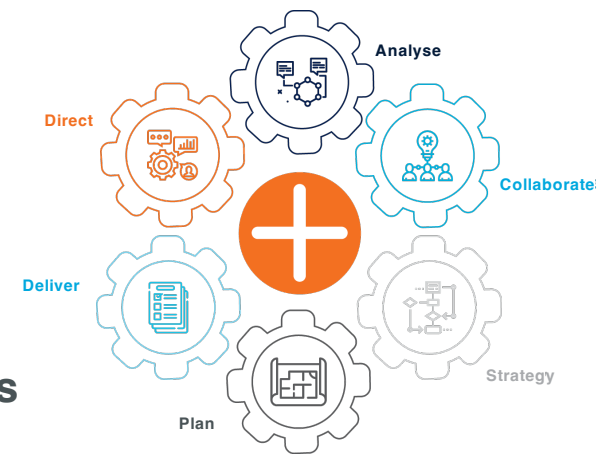


# + Working With Us

**We approach all projects with enthusiasm, flexibility and openness**

We are straightforward in our answers and foster long-term relationships with our clients through honesty. We focus on each project's specific objectives, with consideration to local and global trends, sustainability and managing the efficiency of the built form. We focus on understanding the stakeholder requirements and delivering the appropriate return on investment. It demands expertise in understanding our customer, and our customers' customer.

Our processes all follow the simple but powerful guiding principles of Think. Plan. Execute.



# + Working With Us



Our first step is to undertake analysis to help you refine your strategy. Our process efficiently identifies the alternatives, the revenues, the costs, the feasibility and the risks to enable you to make the right choices.

Our creative approach and decades of experience ensure our team maximise your asset's value while considering the cost, environment, long-term viability and long-term return on investment.

Our team has the practical experience and management tools to manage your internal resources and procure all the external resources to ensure project delivery, including design documentation, construction, sales and or leasing services.

# + Our Capabilities



## Property investment and capital advisory

**Identify and structure the optimum transaction for your needs.**

Our extensive experience in acquisition, including economic research, property search and negotiation, syndication, financing, settlement, management and disposal of investment properties in Australia, Asia and Europe across the retail, industrial, office, residential, education, hospitality and alternative sectors is unparalleled.

We can turn around problem assets or take advantage of market opportunities, taking a strategic approach to maximise your asset's realisation potential.



## Development and masterplanning

**Unlock the true, long-term value of your asset.**

With Titanium as your strategic partner, you have access to our expertise and wealth of accumulated knowledge. When formulating our masterplans, we consider future trends over 5, 10 and 20+ year horizons, including current and likely future habits of consumers, workers, residents and visitors that will influence how future built space is used.

Titanium has experience working with an extensive network of consultants globally to ensure that you have the best innovative thinking being applied to your project.

# + Our Capabilities



## Leasing

**Maximising your asset value with the right mix of tenants.**

Titanium's core capabilities include, commercial assessments, retail planning, development and operational leasing, customer research and value creation.

We have A and B grade commercial office experience and bulky good expertise. Together we provide extensive experience across a wide variety of markets. We think globally and act commercially.

Our executive team includes our Director of Leasing, Bruce Sedgwick, who has over 30 years' experience and a passion to create thriving places. His relationships with retail tenants are unmatched within the industry.



## Property Management

**Enhancing the value of your asset on a day to day basis.**

Tim, Tony, Richard, Bruce and Robert, work individually and in teams with a variety of clients on bespoke business plans.

We seek creative solutions, and when necessary, we break down systems to a granular level and rebuild them after careful analysis and planning.

Our strength is our diverse and experienced approach to the management and development of people, helping them on adding value.

Our life cycle and capital management approach includes accurate long-term modelling over a 10 year horizon.



# + Our Capabilities



## Food

**Smashing paradigms in F&B operations to expedite design and maximise ROI.**

Our Director of Food, Suzee Brain has specialised in the niche business of F&B planning, procurement and management for more than 20 years. Suzee and her team of hatted chefs and F&B analysts provide clients with rich, robust, data-led F&B strategies to create BIG Ideas on food.

Ti Food's reputation for success reaches across all property sectors including retail, commercial, mixed use, infrastructure, higher education, tourism and leisure.

Many of the F&B projects worked on by the team have received national awards and recognition for the progressive approach to developing food and place.

- Being first to market to incorporate radical shifts to F&B operations are cornerstones of TI Food advice.



## Place and Design

**Delivering innovative people-centric environments that engage communities.**

With over 25 years of experience, our Director of Place and Design, Andrew Falson has gained a deep understanding of property development, design management, the retail, dining and entertainment industries, people, and the roles they each play in driving dynamic and sustainable business growth and profitability.

Andrew has worked successfully throughout Australia and New Zealand delivering public realm design ambience and retail tenancies in over eighteen major developments, including Melbourne Central, the urban regeneration projects at Barangaroo South, Darling Square and Quay Quarter.

Andrew is at the forefront of evidence-based ESD and cultural designs that create engaging retail tenancies and public realm experiences.

# + Our People



**Tim Atkins**

[tatkins@titaniumproperty.com.au](mailto:tatkins@titaniumproperty.com.au)

Key focus: Strategic Planning, Development and Investment Services



**Tony Gilchrist**

[tgilchrist@titaniumproperty.com.au](mailto:tgilchrist@titaniumproperty.com.au)

Key focus: Strategic Planning, Development and Investment Services



**Richard Hamilton**

[rahamilton@titaniumproperty.com.au](mailto:rahamilton@titaniumproperty.com.au)

Key focus: Strategic Planning, Development and Asset Management



**Bruce Sedgwick**

[bsedgwick@titaniumproperty.com.au](mailto:bsedgwick@titaniumproperty.com.au)

Key focus: Leasing, Development, Property Management Services



**Suzee Brain**

[sbrain@titaniumproperty.com.au](mailto:sbrain@titaniumproperty.com.au)

Key focus: Thought Leadership, Strategic Planning, Leasing and Property Management of F&B Developments



**Andrew Falson**

[afalson@titaniumproperty.com.au](mailto:afalson@titaniumproperty.com.au)

Key focus: Design Management, Place Creation, Development, Masterplanning



**Robert Caruana**

[rcaruana@titaniumproperty.com.au](mailto:rcaruana@titaniumproperty.com.au)

Key focus: Asset & Property Management, Leasing and Tenant Advocacy

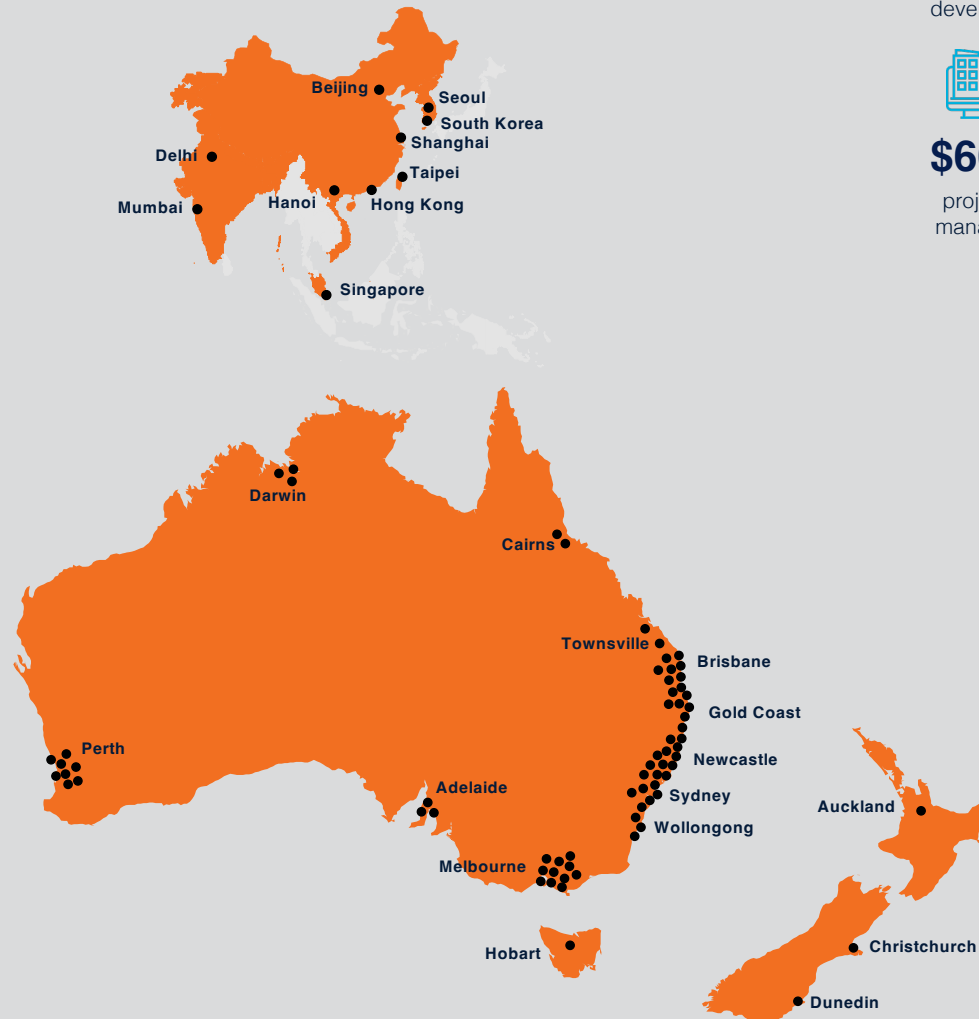


**Charles Raymond**

[craymond@titaniumproperty.com.au](mailto:craymond@titaniumproperty.com.au)

Key focus: Investment, Finance and Corporate Advisory

# + Our Experience and Projects



**\$44B**

projects  
developed



**\$60B**

projects  
managed



**\$1B+ sqm**

leased



**155+**

years executive  
experience

## OUR EXPERIENCE | PROJECTS

Centre	Type	Location	Organisation	Value	Who
1 Eden Park Drive	Office	NSW	Kador Group	\$33M	Suzee
1 William Street	Office	QLD	CBUS/ISPT	\$653M	Suzee
2 Market Street	Office	NSW	Charter Hall	\$23M	Suzee
10 Help St, Chatswood	Commercial	NSW	CKK Enterprises	\$80M	Robert
10 Valentine Street	Office	NSW	Australian Unity	\$138M	Suzee
11 Waymouth Street	Office	SA	Mapletree	\$18M	Suzee
50 Pitt Street	Office	NSW	Moyston Cooper Group	\$18M	Suzee
54 Neridah St, Chatswood	Commercial	NSW	Sisbro Pty Ltd	\$14M	Robert
60 King William Street	Office	SA	Charter Hall	\$450M	Suzee
79 Commonwealth Street Surry Hills	Commercial / Retail	NSW	Titanium	\$15M	Tim
80 Mount St, North Sydney	Commercial	NSW	CKK Enterprises	\$79M	Robert
101 Collins Street	Office	VIC	SFIT/Kern	\$4M	Suzee
357 Collins Street	Office	VIC	Frasers	\$20M	Suzee
500 Collins Street	Office	VIC	BPT	\$2M	Suzee
600 Bourke Street	Office	VIC	AMP	\$10M	Suzee
Albury/Wodonga	Sub-Regional	NSW	Federation Centres	\$40M	Robert
Armidale Plaza	Sub-Regional	NSW	Ticor	\$15M	Tim
Auckland International Airport	Airport	NZ	AIAL	\$180M	Suzee
Australia Square	Commercial / Retail	NSW	Lendlease	\$50M	Bruce, Tim, Suzee
Australian Catholic University	Higher Education	NSW	Australian Catholic University	\$85M	Suzee
Balgowlah	Residential / Retail	NSW	Stockland	\$95M	Tony, Tim, Bruce
Bankstown Square	Regional	NSW	Lendlease	\$90M	Tim, Bruce, Robert, Tony
Barangaroo South	Urban Regeneration / Retail	NSW	Lendlease	\$6B	Andrew
Barroul House	Retirement Living	NSW	Shoalhaven Council	\$2M	Suzee
Batemans Bay	Sub-Regional	NSW	Stockland	\$65M	Tony, Tim
Bathurst City Centre	Sub-Regional	NSW	Ticor	\$64M	Tim
Bathurst Homemaker	Bulky Goods	NSW	Stockland	\$32M	Tim
Bayfair	Regional	Tauranga	AMP Capital	\$100M	Andrew
Bayside	Sub-Regional	VIC	Colonial	\$35M	Tony, Suzee
Belmont Forum	Regional Shopping Centre	WA	Perron Group	\$150M	Suzee
Bendigo Marketplace	Sub-Regional	VIC	Schroders / Colonial	\$150M	Richard, Tony
Big Bear Neutral Bay	Neighbourhood	NSW	Nippon Credit	\$100M	Bruce
Bonnyrigg	Sub-Regional	NSW	Ticor	\$65M	Tim
Botany Town Centre	Regional	NZ	AMP / Kiwi	\$140M	Richard, Tony, Tim, Andrew, Suzee
Brimbank	Sub-Regional	VIC	Colonial	\$35M	Tony
Broadway	Sub-Regional	NSW	Mirvac	\$915M	Robert, Suzee
Broken Hill Federation Centres	Sub-Regional	NSW	Federation Centres	\$36M	Robert
Bulky Goods Centre in Cairns	Bulky Goods	QLD	APFG Funds Management	\$20M	Robert
Burleigh Central	Bulky Goods	QLD	Stockland	\$18M	Tony, Tim, Richard
Burleigh Homespace	Homemaker Centre	QLD	Stockland	\$48M	Tim
Burnside Village Adelaide	Specialty Centre	SA	Titanium	\$272M	Richard, Tim, Tony, Bruce, Suzee
Cairns Central	Regional	QLD	Lendlease	\$190M	Robert, Tim, Bruce
Calamvale Central	Sub-Regional	QLD	APFG Funds Management	\$63M	Robert
Carlingford Court	Sub-Regional	NSW	Lendlease, Federation Centres	\$100M	Bruce, Robert, Tim
Castle Hill – Dan Murphy's	Specialty Centre	NSW	Titanium	\$15M	Tim
Castle Hill Homemaker	Bulky Goods	NSW	Ticor	\$140M	Tim
Casuarina Square	Regional	NT	Lendlease	\$70M	Tim, Bruce, Suzee



## OUR EXPERIENCE | PROJECTS

Centre	Type	Location	Organisation	Value	Who
Centennial Parklands	Urban Regeneration	NSW	RBG Trust	\$6M	Suzee
Chadstone Stages	Super Regional	VIC	Colonial	\$530M	Tony, Suzee
Charlestown Square	Regional	NSW	Lendlease	\$95M	Tony, Bruce, Tim, Andrew, Suzee
Chartwell	Neighbourhood Shopping Centre	NZ	Stride Investment Management	\$100M	Suzee
Chatswood Chase 1997	Regional	NSW	Schroders Property	\$200M	Andrew
Chatswood Chase Redevelopment	Regional	NSW	Colonial	\$190M	Tony, Bruce, Andrew, Suzee
Cherrybrook Village	Neighbourhood	NSW	Mirvac	\$97M	Robert
Chester Square	Neighbourhood	NSW	Mirvac	\$32M	Robert
Chifley Plaza	CBD Specialty	NSW	Kumagai Gumi	\$150M	Bruce, Suzee
Chirnside Park	Sub-Regional	VIC	Lendlease	\$95M	Tim, Robert, Bruce, Suzee
Chullora Marketplace	Sub-Regional Shopping Centre	NSW	Henroth	\$40M	Suzee
City On Zhengzhou	Regional	China	Taubman	\$538M	Richard
City On, Xian	Regional	China	Taubman	\$585M	Richard
Cockburn Gateway	Regional Shopping Centre	WA	Perron Group	\$800M	Suzee
Cockle Bay	CBD Specialty	NSW	Lendlease	\$200M	Bruce, Robert, Tim, Suzee
Commercial Towers	Commercial	NZ	Vinta Group	\$180M	Robert
Curtin University	Higher Education	WA	Curtin University	\$300M	Suzee
Dandenong Plaza	Regional	Vic	Lendlease	\$174M	Tim, Tony
Darling Square	Urban Regeneration / Retail	NSW	Lendlease	\$3.5B	Andrew
Deakin University	Higher Education	VIC	Deakin University	\$55M	Suzee
DFO Auckland	Large Format / DFO	NZ	AIAL	\$200M	Suzee
DFO Homebush	Factory Outlet	NSW	Colonial	\$100M	Tony
DFO Perth	Large Format / DFO	WA	Vicinity	\$150M	Suzee
DFO South Wharf	Factory Outlet	VIC	Colonial	\$150M	Tony
Domain Central Townsville	Bulky Goods / Specialty	QLD	Ticor	\$112M	Tim
Eaglevale Marketplace	Sub-Regional	NSW	Woolworths	\$60M	Bruce
Edith Cowan University	Higher Education	WA	Edith Cowan University	\$695M	Suzee
Entertainment Quarter	Entertainment	NSW	Titanium	\$110M	Tony, Tim, Bruce
Erina Fair	Regional	NSW	Lendlease	\$442M	Tim, Bruce, Robert, Tony, Suzee, Andrew
Fashion Spree	Large Format / DFO	NSW	Gazcorp	\$40M	Suzee
Flinders Street Station	Urban Regeneration	VIC	PWC	\$100M	Suzee
Flinders University	Higher Education	SA	Flinders University	\$63M	Suzee
Floreat Forum	Sub-Regional	WA	Lendlease	\$112M	Tim, Bruce, Robert, Tony
Forest Hill Chase staged redevelopment	Sub-Regional	VIC	Colonial	\$52M	Tony
Forestway	Neighbourhood	NSW	Lendlease	\$35M	Tim, Tony, Robert, Bruce
Galleria	Regional Shopping Centre	WA	Vicinity/Perron	\$150M	Suzee
Goulburn Federation Centres	Sub-Regional	NSW	Federation Centres	\$52M	Robert
Greensborough Plaza	Regional / Sub-Regional	VIC	Lendlease	\$100M	Bruce, Tim, Tony
Gungahlin Marketplace	Sub-Regional	ACT	Vinta Group	\$50M	Robert, Suzee
Hanoi Plaza Vietnam	Mixed Use / Commercial / Retail / Hotel / Residential	Vietnam	Titanium	\$100M	Tim
Harbour Town Docklands Melbourne	Factory Outlet / Entertainment	VIC	Titanium	\$165M	Tim
Harbour Town Gold Coast	Factory Outlet / Entertainment	QLD	Titanium	\$400M	Tim, Tony, Suzee
Harvey Norman Homemaker Centres	Large Format / DFO	NSW	Harvey Norman	\$0.25M	Suzee
Highpoint	Super Regional	VIC	GPT	\$600M	Bruce, Andrew, Suzee
Hunter Mall – Maitland	Neighbourhood	NSW	Federation Centres	\$13M	Robert
IFC Seoul	Mixed Use / Commercial / Retail / Hotel	Korea	Taubman	\$2.3B	Richard
James Cook University	Higher Education	QLD	James Cook University	\$5M	Suzee

## OUR EXPERIENCE | PROJECTS

Centre	Type	Location	Organisation	Value	Who
Joondalup	Regional	NSW	Lendlease	\$300M	Andrew
Karrinyup Shopping Centre	Super Regional	WA	AMP Shopping Centres	\$800M	Suzee, Andrew
Kokoda Residences	Retirement Living	NSW	Vasey	\$90M	Suzee
La Trobe	Higher Education	VIC	La Trobe	\$35M	Suzee
Lincoln University	Higher Education	New Zealand	Lincoln University	\$17M	Suzee
Macarthur Square	Regional	NSW	Lendlease	\$400M	Bruce, Tony, Tim, Robert, Andrew, Suzee
Mackay	Regional	QLD	Lendlease	\$280M	Robert
Macquarie Centre	Regional	NSW	AMP	\$1.5B	Robert, Suzee
Macquarie Martin Place Station	CBD Specialty	NSW	Titanium	\$1.5B	Tim, Tony
Marina Mirage	Resort Specialty	QLD	Ticor	\$42M	Tim
Marrickville Metro	Sub-Regional	NSW	AMP Capital	\$150M	Andrew
Melbourne Central	CBD Specialty / Commercial	VIC	Lendlease	\$986M	Tim, Tony, Bruce, Robert, Andrew, Suzee
Met Centre Wynyard Sydney	Sub-Regional	NSW	Mirvac	\$85M	Bruce, Suzee
Midtown Centre	Office	QLD	Ashe Morgan	\$500M	Suzee
Millers Junction	Sub-Regional	VIC	Folkestone	\$10M	Suzee
MLC Centre	CBD Specialty / Commercial	NSW	Lendlease	\$150M	Bruce, Suzee
Mt Gravatt Plaza	Regional	QLD	AMP	\$300M	Robert
Mumbai International Airport	Airport	India	MIAL	\$1.3B	Suzee
Murdoch University	Higher Education	WA	Murdoch University	\$35M	Suzee
Myer Melbourne/Emporium	CBD Specialty	VIC	Colonial	\$1.7B	Tony
National Circuit Precinct	Office	ACT	ISPT	\$3M	Suzee
Nepean Village	Neighbourhood	NSW	Federation Centres	\$133M	Robert
Nerang	Sub-Regional	QLD	Ticor	\$120M	Tim
Newcastle City Centre	CBD Specialty / Hotel / Residential	NSW	Titanium	\$300M	Tim
Newmarket	Residential	NSW	Cbus Property	\$1B	Suzee
Nicholas Street Precinct	Urban Regeneration	QLD	Ipswich City Council	\$250M	Suzee
Northland Redevelopment	Regional	VIC	Colonial	\$188M	Tony
Norton Plaza Leichhardt	Neighbourhood	NSW	GPT	\$106M	Robert, Bruce
Ocean Reef Marina	Urban Regeneration	WA	Development WA	\$120M	Suzee
Orana Mall Marketplace	Sub-Regional	NSW	Woolworths	\$150M	Bruce
Pacific Fair	Super Regional	QLD	AMP Shopping Centres	\$670M	Suzee
Paradise Centre	CBD Shopping Centre	QLD	CIPAM	\$14M	Suzee
Parkmore	Sub-Regional	VIC	Lendlease	\$95M	Robert, Tim, Bruce, Suzee
Parkway Parade	Sub-Regional	Singapore	Lendlease	\$120M	Tim, Tony
Penrith Plaza	Regional	NSW	Lendlease	\$500M	Robert, Tim, Bruce, Andrew, Suzee
Plaza Parade	Neighbourhood	QLD	Lendlease	\$50M	Bruce, Tim, Tony
Post Office Square	CBD Shopping Centre	QLD	La Salle Investments	\$20M	Suzee
Powerhouse Precinct	Urban Regeneration	NSW	MAAS	\$500M	Suzee
Qantas Domestic Brisbane	Airport	QLD	Qantas	\$1M	Suzee
Qantas Domestic Perth	Airport	WA	Qantas	\$0.5M	Suzee
Qantas Domestic Sydney	Airport	NSW	Qantas	\$1M	Suzee
Quay Quarter – Loftus Lane	Urban Regeneration	NSW	AMP Capital	\$1B	Suzee, Andrew
Rhodes Centre	Sub-Regional	NSW	Mirvac	\$756M	Robert, Suzee
Richmond Marketplace	Sub-Regional	NSW	Woolworths	\$150M	Bruce, Suzee
Richmond Plaza/Richmond Traders	Neighbourhood Shopping Centre	VIC	Coles	\$20M	Suzee
Riverdale Shopping Centre – Dubbo	Sub-Regional	NSW	Woolworths	\$20M	Robert
RMIT	Higher Education	VIC	RMIT	\$44M	Suzee
Rockhampton Homemaker	Homemaker Centre	QLD	Stockland	\$42M	Tim



## OUR EXPERIENCE | PROJECTS

Centre	Type	Location	Organisation	Value	Who
Rockingham Centre	Sub-Regional	WA	Colonial	\$189M	Tony
Roselands	Regional	NSW	Federation Centres	\$280M	Robert
Rosemeadow Marketplace	Neighbourhood	NSW	Woolworths	\$60M	Bruce
Rouse Hill Town Centre	Town Centre	NSW	GPT	\$500M	Bruce, Robert, Andrew, Suzee
Royal Botanic Gardens	Urban Regeneration	NSW	RBG Trust	\$4M	Suzee
Roxburgh Park	Sub-Regional	VIC	Colonial	\$65M	Tony
Shell Cove	Retirement Living	NSW	Warrigal	\$70M	Suzee
Shellharbour Bulky Goods	Bulky Goods	NSW	Stockland	\$74M	Tony, Richard, Tim, Bruce
South Eveleigh	Urban Regeneration	NSW	Mirvac	\$180M	Suzee
Spring Place	Office	VIC	ISPT	\$0.1M	Suzee
St Marys Village	Neighbourhood	NSW	Mirvac	\$38M	Robert
Stanhope Village	Sub-Regional	NSW	Mirvac	\$149M	Robert
Starfield, Hanam	Super Regional / Luxury Retail	South Korea	Taubman	\$1.54B	Richard
Stockland Baldivis	Sub-Regional	WA	Stockland	\$42M	Tony
Stockland Bathurst	Sub-Regional	NSW	Stockland	\$80M	Tony, Richard, Tim, Robert
Stockland Baulkham Hills	Neighbourhood	NSW	Stockland	\$123M	Tony, Tim
Stockland Bay Village	Sub-Regional	NSW	Stockland	\$179M	Tony, Tim
Stockland Bull Creek	Sub-Regional	WA	Stockland	\$83M	Tony, Richard
Stockland Burleigh Heads	Sub-Regional	QLD	Stockland	\$152M	Tony, Richard, Tim, Suzee
Stockland Caloundra	Sub-Regional	QLD	Stockland	\$82M	Tony, Tim
Stockland Cleveland	Neighbourhood	QLD	Stockland	\$80M	Tony, Tim
Stockland Corrimall	Neighbourhood	NSW	Stockland	\$62M	Tony, Tim
Stockland Forster	Sub-Regional	NSW	Stockland	\$119M	Tony, Tim, Richard, Bruce
Stockland Gladstone	Sub-Regional	QLD	Stockland	\$99M	Tony, Tim
Stockland Glendale	Sub-Regional	NSW	Stockland	\$228M	Tony, Tim, Suzee
Stockland Glenrose	Neighbourhood	NSW	Stockland	\$12M	Tony, Tim
Stockland Greenhills	Regional	NSW	Stockland	\$677M	Tony, Tim, Suzee
Stockland Merrylands	Sub-Regional	NSW	Stockland	\$228M	Tony, Tim, Robert, Suzee
Stockland Nowra	Sub-Regional	NSW	Stockland	\$86M	Tony, Richard, Tim
Stockland Piccadilly	CBD Retail, Commercial	NSW	Stockland	\$54M	Tony, Bruce
Stockland Riverton	Neighbourhood	WA	Stockland	\$39M	Tony, Tim
Stockland Rockhampton	Regional	QLD	Stockland	\$200M	Tony, Richard, Tim, Bruce
Stockland Shellharbour	Regional	NSW	Stockland	\$380M	Tony, Richard, Tim, Robert, Bruce, Suzee
Stockland The Pines	Sub-Regional	VIC	Stockland	\$151M	Tony, Tim
Stockland Townsville	Regional	QLD	Stockland	\$245M	Tony, Tim, Suzee
Stockland Traralgon	Sub-Regional	VIC	Stockland	\$70M	Tony, Richard
Stockland Wendouree	Sub-Regional	VIC	Stockland	\$110M	Tony, Richard, Tim
Stockland Wetherill Park	Sub-Regional	NSW	Stockland	\$567M	Tony, Tim, Bruce, Suzee
Studio City Macau - The Boulevard	Integrated Resort, Casino, Hotel, Luxury Retail, Convention, Stadium	Macau	Taubman	\$2.3B	Richard
Sunshine Plaza	Regional	QLD	Lendlease	\$767M	Tony, Bruce, Tim, Andrew, Suzee
Supa Centre Darwin	Homemaker	NT	Ticor	\$70M	Tim
Supa Centre Moore Park	Homemaker	NSW	Ticor	\$44M	Tim
Supa Centre Penrith	Homemaker	NSW	Ticor	\$45M	Tim
Supa Centre Tuggerah	Homemaker	NSW	Ticor	\$18M	Tim, Bruce
Swinburne	Higher Education	VIC	Swinburne	\$1M	Suzee
Sydney Fish Market	Market / Restaurant / Entertainment	NSW	Sydney Harbour Foreshore Authority	\$840M	Tim, Suzee
Sydney Modern	Urban Regeneration	NSW	AGNSW	\$344M	Suzee
Sydney Olympic Park Precinct	Urban Regeneration	NSW	SOPA	\$2M	Suzee
Taipei 101, Taipei Financial Centre	CBD Retail / Commercial	Taiwan	Taipei 101 Pty Ltd	\$1B	Tim, Tony



## OUR EXPERIENCE | PROJECTS

Centre	Type	Location	Organisation	Value	Who
Taree Marketplace	Sub-Regional	NSW	Woolworths	\$100M	Bruce
Terminal 1 Sydney International	Airport	NSW	Macquarie Airports	\$500M	Suzee
Terrace Central	Neighbourhood	NSW	Panthera Property Group	\$1M	Suzee
The Canopy	Neighbourhood	NSW	Lane Cove Council	\$80M	Suzee
The Forum	Sub-Regional	NSW	Lederer Group	\$5M	Suzee
The Glen	Super Regional	VIC	Vicinity/Perron	\$430M	Suzee
The Grace	Retirement Living	VIC	Australian Unity	\$125M	Suzee
The Langston	Residential	NSW	Cbus Property	\$211M	Suzee
The Pines	Sub-regional	QLD	Fife Capital	\$30M	Suzee
The Rialto	Office	VIC	Grollo Pty Ltd	\$7M	Suzee
The Rocks Sydney	CBD Specialty	NSW	Sydney Harbour Foreshore Authority	\$120M	Tim, Suzee
The University of Adelaide	Higher Education	SA	The University of Adelaide	\$42M	Suzee
The University of Auckland	Higher Education	Auckland	The University of Auckland	\$45M	Suzee
The University of Canterbury	Higher Education	Christchurch	The University of Canterbury	\$35M	Suzee
The University of Melbourne	Higher Education	VIC	University of Melbourne	\$15M	Suzee
The University of Newcastle	Higher Education	NSW	The University of Newcastle	\$8M	Suzee
The University of Otago	Higher Education	Otago	The university of Otago	\$30M	Suzee
The University of Queensland	Higher Education	QLD	The University of Queensland	\$60M	Suzee
The University of Sydney	Higher Education	NSW	The University of Sydney	\$15M	Suzee
The University of The Sunshine Coast	Higher Education	QLD	The University of The Sunshine Coast	\$5M	Suzee
The University of Western Australia	Higher Education	WA	The University of Western Australia	\$5M	Suzee
Townsville Plaza	Sub-Regional	QLD	Ticor	\$6M	Tim
Tramsheds	Urban Regeneration	NSW	Mirvac	\$34M	Suzee
Tweed Mall	Sub-Regional	NSW	Elanor Retail Property Fund	\$6M	Suzee
UNSW	Higher Education	NSW	UNSW	\$4M	Suzee
UTS	Higher Education	NSW	UTS	\$368M	Suzee
Victoria Cross Station	Urban Regeneration	NSW	Lendlease	\$1.2B	Suzee
Victoria University	Higher Education	VIC	Victoria University	\$35M	Suzee
Vincentia Shopping Centre	Sub-Regional	NSW	Stockland	\$15M	Tony, Tim
Wagga Marketplace	Sub-Regional	NSW	Woolworths	\$150M	Bruce
Warriewood Plaza	Sub-Regional	NSW	Federation Centres	\$75M	Robert
Western Sydney University	Higher Education	NSW	Western Sydney University	\$220M	Suzee
Westfield Chatswood	Sub-Regional	NSW	Westfield	\$25M	Bruce
Westfield Kotara	Sub-Regional	NSW	Westfield	\$130M	Bruce
Westfield Miranda	Sub-Regional	NSW	Westfield	\$70M	Bruce
Westfield Penrith Plaza	Sub-Regional	NSW	Westfield	\$200M	Bruce
Westfield Tuggerah	Sub-Regional	NSW	Westfield	\$50M	Bruce
Winter Garden Sydney	Sub-Regional	NSW	Westfield	\$100M	Bruce
Woden Plaza	Sub-Regional	ACT	Lendlease	\$300M	Tim, Bruce, Suzee
Wollongong Central	Sub-Regional	NSW	GPT	\$120M	Bruce, Robert, Andrew, Suzee
Woolworths Raymond Terrace	Sub-Regional	NSW	Federation Centres	\$29M	Robert

# + Burnside Village Adelaide, SA

**Case study |** Development management including masterplanning feasibility, design, construction, leasing, and delivery.

Burnside Village has developed from a single store in the 1960s into South Australia's top-performing shopping centre. Titanium developed a masterplan that takes into account the client and community needs whilst providing flexibility for staging future developments. The authority approved 50,000 sqm masterplan provides the opportunity to integrate existing sections of the centre, expand the retail offer and activate passive space through a \$200M Stage 6, and \$150M Stage 7 redevelopment over the next 10 years.

Masterplanned retail redevelopment and expansion of a premier shopping destination



**\$200M**  
development



**100**  
new shops



**20,000 sqm**



**10-year**  
masterplan





# + IFC Seoul

## Yeouido, South Korea

**Case study I** Mixed-use projects, development services, Asia.

International Finance Centre (IFC) Seoul, a mixed-use US\$1.5B project featuring three office towers, a 5-star hotel, and a 40,000 sqm shopping centre that opened in 2012. Richard Hamilton headed an international team of executives including development services, leasing, tenancy delivery, centre operations and marketing. Key challenges included operating the retail precinct while construction continued in the towers overhead. Opening results were impressive with the centre fully leased and trading forecasts exceeded for occupancy, rent and traffic. Sold to Brookfield for US\$2.7B in 2016, delivering significant financial overperformance.



Mixed use US\$1.5B Asian  
CBD development



**\$2.7B**

sold in 2016



**40,000 sqm**

retail



**3**

office towers, 5\* hotel



**\$350M**

MAT est.

# + Rouse Hill Town Centre

## Rouse Hill, NSW

**Case study I** Full service from land acquisition to masterplan, development, leasing and tenant delivery.

Bruce Sedgwick was central to the vision, creation and delivery of the now thriving Rouse Hill Town Centre. Outperforming commercial targets by offering new-to-market concepts including an outdoor piazza, cinema and 220 specialty stores, Other Titanium Directors also collaborated in areas of retail, F&B, design, delivery and leasing, ensuring tenancies opened with excellence. The site overcame significant challenges, including maintaining a 24/7 access corridor for the Northwest Rail Link, a major road bisecting the site.

New built town centre vision and masterplan  
through to delivery



**\$453.7M**

MAT



**11M**

traffic



**220**

new stores



**\$635M**

asset value (2207  
development cost: \$520M)




# + Charlestown Square Lake Macquarie, NSW

**Case study I** Full service including land acquisition, redevelopment, project leasing and centre expansion.

Several Titanium team members collaborated in the long-term planning and execution of this major redevelopment including land acquisition, commercial assessments, board approvals, project leasing and precinct planning. Responsibilities covered securing major anchor tenant leases, the introduction of first-to-market brands, including the first Apple store to a non-metro region, operation of a revitalized dining and entertainment street precinct and overall development management, retail design, leasing and tenancy delivery.



The project was successfully launched and stabilised and is regarded as one of Australia's premium regional assets

  
**\$584.2M**  
MAT

  
**13.9M**  
traffic

  
**100+**  
new brands

  
**\$977.3M**  
asset value



# + Melbourne Central Melbourne CBD, VIC

## Case study | Centre masterplanning and remix.

When flagship store Daimaru departed Australia, it left a hole in the centre's retail positioning creating a challenge to retain its destination status. Titanium's multi-disciplinary team members (with Lendlease and GPT) were involved in the development and execution of the redevelopment and leasing strategy, design, and delivery. Titanium's collaborative team capitalised on the property's location, proximity to the university, improved access to the subway station and its CBD car spaces. With a strong focus on shopper desires and needs, the result was a specialty centre with a carefully curated mix of over 300 retailers.

Significant customer research underpinned a successful transformation strategy for Melbourne Central to now be the highest retail turnover per sqm Centre in the country



**\$15,430**

turnover / sqm



**61.5M**

traffic



**\$1.618B**

asset value



# + 79 Commonwealth St Surry Hills, NSW

**Case study I** Investment management, development management and property management.

In 2009 Tim Atkins identified Surry Hills as a location for redevelopment and 79 Commonwealth Street as a ripe opportunity. The goal was to reposition the Surry Hills asset as a modern creative office for SME's. The rent in the area was \$380/m<sup>2</sup>, well below neighbouring CBD averages. The building was leased at \$650/m<sup>2</sup> by targeting businesses that had grown out of the grunge market and were seeking new levels of amenity in Surry Hills. The redevelopment was completed in 12 months and an additional floor added to the building. Initial equity has been returned to the partners and the building continues to deliver a 25% yield on initial investment. Purchased for \$7.5M in 2010, it was recently valued at circa \$33M.



Repositioned the Surry Hills  
rental market



**25% yield**  
on initial equity



**\$3,750/m<sup>2</sup>**  
acquisition price



**\$15,000/m<sup>2</sup>**  
current valuation



**\$500-\$900/m<sup>2</sup>**  
rental growth



# + Martin Place Station Sydney CBD, NSW

## Case study | Masterplanning, vision and feasibility

Macquarie Bank, appointed Titanium to review multiple design solutions and help develop a cohesive masterplan and vision for the site. There were several competing objectives for the development including Transport, Commercial and Retail uses. A project team was established to determine project strategy and feasibility with a holistic approach. This team became integral in balancing the competing interests of the community, SCC, historical, planning, commercial, transport, and retail interests. The key challenge lay in masterplanning of the public realm for the functional delivery of all the stakeholders needs and developing an overall project vision.

Titanium provided the retail expertise, feasibility and strategic analysis to support the successful Macquarie Bank Unsolicited Proposal for the Martin Place Metro Station



**\$1.5B**

total development



**Master-plan**

development



**Feasibility**

and financial modelling



**Expert Report**

for the USP



# + Harbour Town Gold Coast, QLD

**Case study |** Masterplanning, financial modelling, strategic recommendations.

A staged masterplan was produced to allow the asset to be developed in phases, avoiding disruption to revenue and traffic flow. Titanium prepared a 10-year plan including development brief, masterplan, scopes and feasibilities for new precinct options. The final masterplan detailed recommendations for the authority strategy, land acquisitions, anchor tenant and staging. Lendlease and Lewis Land are currently implementing the masterplan, initially through a new \$30M dining and entertainment precinct, Harbour Town Eats. Titanium planned for an additional 100,000 sqm of retail, commercial, tourist and hotel usages over the next decade.



Mixed use masterplan and feasibility study that identified mixed-use development for over 100,000 sqm of future development



**\$1B**

Circa valuation on completion



**100,000 sqm**

masterplan



**\$800M**

MAT est



**\$30M**

dining precinct



# + Karrinyup Shopping Centre Perth, WA

## Case study | Design and delivery management.

Opened in 1973, Karrinyup Shopping Centre is located 12 kilometres north west of the Perth CBD and has grown in size and sophistication along with its surrounding community. Over their career's Titanium team members were instrumental in the long-term planning and execution of the tenancy design and delivery, place creation and precinct planning during both the \$95M 1996 development and the \$800M 2021 development which nearly doubled the size of the centre to 109,000 sqm. Responsible for securing the design and delivery project team and ensuring the successful opening of 230 new development tenancies including the major international retailers Zara, Uniqlo, H&M and Sephora and 20 new casual dining retailers in the external West Deck restaurant precinct.

The project was successfully launched and is regarded as one of Australia's premium regional assets



**\$460M**

MAT



**7.53M**

traffic



**230+**

new brands



# + Contact Us

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