



**Teren Group.** Building successful property partnerships.

# » services



Teren Asset Management provides a range of project management services aimed at taking your project from the concept stage to the finished product.

Our aim is to consult with the client, establish their needs and fulfill those needs by assisting to make their project a reality.

Our services include:

- » Site analysis and feasibility studies to determine the best possible uses for the site.
- » Concept design.
- » Appointing and consulting with a range of industry professionals. These include architects, interior designers, engineers, land and building surveyors, town planners arborists, etc. Not all projects will require the input from a multitude of consultants. Teren will also liaise with a client's preferred or existing consultant if required.

# » services



Teren Asset Management provides a range of project management services aimed at taking your project from the concept stage to the finished product.

- » Negotiating with relevant consultants, authorities and adjacent property owners to obtain all necessary approvals, permits and consents required to undertake the development and / or construction of the building(s).
- » Appointing and consulting with real estate agents for the purposes of leasing and / or selling the project.
- » Consulting with financial planners and / or accountants for the purpose of marketing, selling or leasing the project.
- » Arranging for the preparation of depreciation schedules to assist in marketing and sales.
- » Appointing and liaising with media and marketing consultants, designers, printing, advertising and signwriting companies for the purpose of marketing the project.
- » Liaising with solicitors for the preparation of Contracts of Sale and/or lease preparation.
- » Liaising with authorities to further subdivide the land where appropriate.
- » Managing your current property portfolio to ensure your investments are being monitored to the highest possible standard.

The background of the top section is a blue-tinted architectural floor plan. It shows various rooms and corridors with labels such as 'STORAGE 2', 'CLASS RM', 'OFFICE', 'ELEC RM', 'VEHICLE', and 'BOB'. Room numbers like '14', '15', '16', '17', '18', '19', '20', '21', '22', '23', '24', '25', '26', '27', '28', '29', '30', '31', '32', '33', '34', '35', '36', '37', '38', '39', '40', '41', '42', '43', '44', '45', '46', '47', '48', '49', '50', '51', '52', '53', '54', '55', '56', '57', '58', '59', '60', '61', '62', '63', '64', '65', '66', '67', '68', '69', '70', '71', '72', '73', '74', '75', '76', '77', '78', '79', '80', '81', '82', '83', '84', '85', '86', '87', '88', '89', '90', '91', '92', '93', '94', '95', '96', '97', '98', '99', '100' are also visible. The text '» plans' is overlaid on the right side of the image.

# » plans



Design is crucial to a project.

Design will have a significant impact on the success of a project. It is important to have a design that defines a project as 'different' from its competition. It is equally important to appreciate the practicalities of construction, financial cost restraints and the importance of not overcapitalizing on a development.

# » peace of mind



Allowing us to do what we do best will allow you to do likewise -- or perhaps just relax!

The advantages to the owner are:

- » Professional service backed by years of experience in the Melbourne property market.
- » The benefit of having a project/asset manager who has an established relationship with a range of consultants and suppliers and the ability to draw upon the various skills and strengths of each.
- » A 'one-stop' service with one point of contact for the project, rather than having to negotiate with a multitude of consultants and authorities.
- » Reduced 'burden of time' on owners allowing them to continue to focus on their core business or other projects.
- » Efficient management and integration of the various consultants ensuring the project remains on budget and on time.
- » Regular project updates.
- » While we often need to liaise with consultants in the accounting and legal profession in respect to the property development project as outlined in the summary of 'services provided', we do not provide financial, taxation, accounting or legal advice. We would advise that any issues of such nature should be discussed with your relevant consultants.



# » asset management



## Platinum Asset Management. What it means for you.

'Investment' as described by the Oxford dictionary is "a thing worth buying because it may be profitable or useful in the future."

Your property investment decisions are funded by your hard earned money and should be *useful* by serving as a constant income stream to support your lifestyle but should also be *profitable* should you decide to dispose of this asset in the future.

Teren Asset Management's Platinum Service has been developed to help ensure your property investment(s) are maintained to the highest standard, ensuring you have the peace of mind that your assets are maintained by professionals.



# » asset management



Platinum Asset Management.  
The services we provide to our members.

Services include:

- » Our exclusive Platinum member card to keep on hand for easy access to your property information.
- » Access to 'members only' login area within the Teren website [www.terengroup.com](http://www.terengroup.com) for regular information, updates on the marketplace and on your investment(s).
- » Personalised director service for 24 hour assistance on your property status and values.
- » Quarterly reports updating you with the status of your investment(s).
- » Annual tax statements for end of financial year returns.
- » Representation at Body Corporate meetings, inspections and tenant meetings.
- » Competitive Insurance strategies.
- » Access to 24/7 property maintenance.



## » fees



We appreciate money doesn't grow on trees. That's why we aim to offer a quality service that delivers value for money to our clients.

Fees for the project management service will vary depending on what services are required and the complexity of the project. In general, it will only be possible to provide a fee proposal, after consultation with the client and the project outline is established. Project management fees are payable on a monthly basis or at specified stages of the project.

Fees for asset management of your investment portfolio will be assessed and provided upon analysis of your Residential, Commercial and/or Industrial property portfolio.



# » why project management



Why consider a project management service?  
Why not do it yourself? Why pay the fees?

We believe if you assess your needs and examine what is required to make a project a reality, you will then be in a position to make your decision.

A successful project ideally should:

- » Be appropriate – by this we mean it should be the best development for the particular site in the particular street, in the particular suburb, in the particular city in question. This needs to take into account the demands for an area, the suitability of the site, the planned future for the locality, future expansion needs, and so on.  
Will poor or inappropriate design cost you time or money?
- » Be individual – what will give your building 'the edge' over another development? This may make all the difference between leasing or selling your project. Even if you intend to retain your development as a longer term investment there may be implications for funding, future sales, etc. If you intend to be an owner occupier, it may have an impact on your corporate image.



# » why project management



Why consider a project management service?  
Why not do it yourself? Why pay the fees?

- » Run efficiently – be on time and on budget. This requires the co-ordination of many specialised individuals and consultants. Most importantly it requires experience and awareness of costs.
  - Will suppliers be able to supply materials on time?
  - Will the consultant return your calls promptly?
  - Will your project be placed at the top of their 'to-do' list or at the bottom?
  - This may depend on the present and past relationship you have with the consultant or supplier, the volume of work you conduct with them, and your experience and level of expertise in your negotiations with them.
  - Will a project that runs over time cost you money or disrupt your plans?
- » Not interfere with your business- if this project becomes 'all consuming' and takes your time and energy away from your usual business, will that be detrimental?



Adrian LoGiudice,  
Managing Director

- » Registered building practitioner.
- » Member of the Master Builders Association of Victoria.
- » Licensed real estate agent.
- » Graduate Member of the Australian Institute of Company Directors.
- » Qualified Occupational Health and Safety representative.
- » Over 20 years industry experience.



Fabio LoGiudice MB, BS, GAICD,  
Director

- » Graduate of the Australian Institute of Company Directors.
- » Over 20 years experience in a variety of property development and construction projects.
- » Manages the administrative and finance functions of the group.

» project examples

# » industrial subdivision



## NCV Industrial Estate

Miller Street Epping

» This industrial estate comprises 28 lots and an expected 57 buildings when completed.

» Total constructed value of the estate is in excess of \$35 million.

» project examples

# » industrial subdivision



## Our involvement:

- » Negotiations with several authorities to ensure the estate was not compromised due to local area infrastructure upgrades whilst maintaining an affordable road construction budget.
- » A set of development guidelines was created, including restrictive covenants

and designing the whole estate to ensure a high standard of design is achieved within the estate.

- » Teren's building arm will be constructing all buildings within the estate. Various buildings will be leased or sold.

» project examples

# » factory development



## Teren Industrial Park Dromana



- » 14 office/factory warehouses plus café for sale or lease
- » 94 sq.m to 301 sq.m
- » High quality, modern design



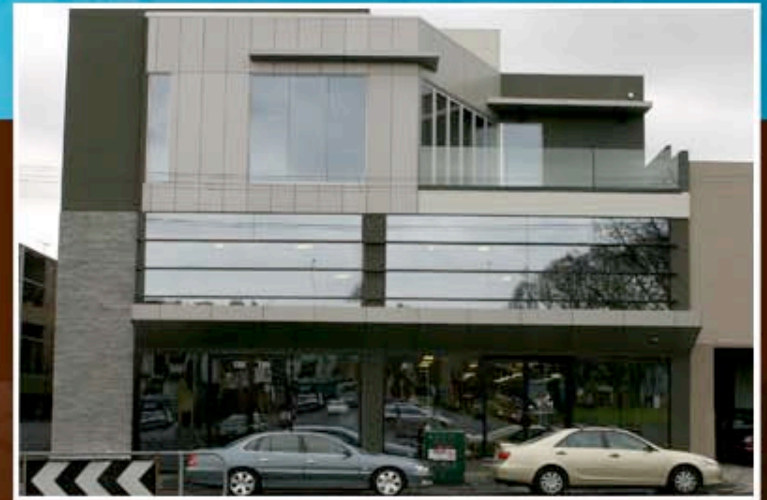
» project examples

# » penthouse & office



## 135-139 Cardigan Street

Carlton



- » Project management of 3 level building for conversion to state of the art 450 sq.m. 2 level office building & 40 sq.m. penthouse with parking.
- » Teren co-ordinated and liaised with several parties to deliver a successful project, including:
  - » Builder to ensure project delivery on time and within budget.

- » Interior designer to ensure client satisfaction.
- » Various trades to complete the building works outside of the builder's scope of work.
- » Architects, engineers and building inspectors to ensure a smooth process without delay.

» project examples

# » retail & showroom



83 - 87 Sydney Road  
Coburg



- » New showroom of 540 sq.m. with mezzanine office area.
- » Co-ordination of planning, design and construction.
- » Teren liaised with Client and relevant tenants to create a product that was acceptable to both parties.
- » The full construction process was overseen by the organisation.

# » special purpose



## 61 - 65 Sommerville Drive

Roxburgh Park

- » Purpose built 75 place child care centre.
- » Designed and constructed to meet the licensing requirements of the Department of Human Services.
- » Teren earmarked the land and negotiated the purchase, then committed a tenancy to the project prior to construction.
- » A feasibility study was conducted to assess the full costing and viability of the project.
- » Liaison with architects and consultants took place to obtain permits.
- » Relevant funding for the development was arranged.



Our aim is to consult with the client, establish their needs and fulfill those needs by assisting to make their project a reality.

**Address:**

Office address:

71 Drummond Street, Carlton  
Melbourne, Vic Australia 3053.

Mailing address:

P.O. Box 644 Carlton South,  
Melbourne, Vic Australia 3053.

**Phone:**

+61 3 9652 9666

**Fax:**

+61 3 9650 8687

**Email:**

[adrian@terengroup.com](mailto:adrian@terengroup.com)

[fabio@terengroup.com](mailto:fabio@terengroup.com)