

MPG

funds
management

MPG Essential Services Property Trust

An opportunity to invest in a diversified portfolio of essential services properties in the government and social infrastructure sectors.



Specialists in Australian Property Investment

MPG

funds
management

®

Capability Statement

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Brett Gorman (Managing Director), Andrea Gorman (COO), Trevor Gorman (Chairman)



We are experts in property, respected by the industry, and trusted by investors.

As a boutique property funds manager, we provide our investors with quality property investment opportunities that aim to offer regular income returns, taxation benefits and the potential for capital growth.

Our experienced and innovative team, our ability to source high quality properties, and our outstanding track record in the business of property trusts and management, are some of our many other strengths.



Our Story



Our hometown of Camberwell

We do things a **little differently** here at MPG, and it works...

Located in the Melbourne suburb of Camberwell, MPG Funds Management was established by the McMullin Group and the Gorman family in 2002. Since then, and under the leadership of the Gorman family, MPG has become its own innovative and prosperous, Australian-owned company, with more than \$1.1 billion of property assets, over 195 individual tenancies under management, and 14 property trusts.

This is largely thanks to our dedicated and specialised team, an innovative investment strategy, and confidence in our collective expertise. Our efforts have been celebrated with awards from BRW Magazine, the Australian Financial Review, and the global IAIR Awards.

We pride ourselves on our ability to stay true to ourselves and our investors, while seeing incredible growth and success. But most importantly, we love what we do, and we have fun doing it!

Our Advantage

We have a distinct advantage when it comes to connecting the two areas of **property investment** and **property management**.

With both departments under one roof, we're able to look after everything in-house. From asset feasibility analysis, purchasing due diligence and creating new investment opportunities, to property management, leasing, project management of capital works and maintenance.

It's this unique combination that gives us our competitive edge, and helps us stand out from the crowd.



Our Values

These values are at the core of everything we do.



Care

Considerate approaches. Pays attention to the detail. Double checks to ensure positive results and measured outcomes. Overlays a diligent mindset to all interactions and tasks undertaken.



Display Grit

Undeniable determination. Passion to complete, overcome adversity, views setbacks as learning opportunities. Doesn't wait to be asked, takes affirmative action and displays constant desire to do better.



Consistency

Dependable and disciplined. Positive connection where shared learning and outcomes are felt by all. Known as 'trusted' and 'reliable'.



Authenticity

Communicated with honesty and truth. Transparent transactions and behaviour. No surprises. Stands up for what is right and just. Acts with conviction.



Be Bold

Being Bold is leading, not holding back and exploring places that others may not go. It's being courageous and confident. Identifying the trends, seizing the opportunities by exercising good judgement. Inspiring and energising in the pursuit of excellence.

Our People

Our dedicated and specialised team members are **experts** in their fields and collectively support one another to **achieve great things** every day.



Trevor Gorman
Executive Chairman

Trevor is the Executive Chairman at MPG and is responsible for overseeing value add property development opportunities for MPG Trusts. Trevor has 40 years of commercial experience, including partner of Deloitte Touche Tohmatsu. He is a Fellow of the Institute of Chartered Accountants.



Eddie Paulsen
Non-Executive Director

Eddie has held senior executive positions in the financial services and funds management industries for over 30 years. Much of this was with the National Mutual Group (now AXA Ltd), where he held a number of CEO/ Executive Director positions including a funds management company, a Public Trustee company, and Financial Planning Group.



Brett Gorman
Managing Director

Brett is a Chartered Accountant and Licensed Real Estate Agent, with significant experience in establishing and operating managed investment schemes. He holds a Graduate Diploma in Applied Finance and Investment, and a Bachelor of Commerce. He is a Fellow of the Financial Services Institute of Australia, Registered Tax Agent and holds a Public Practice Certificate.

Our People



Andrea Gorman
Chief Operations Officer

Andrea is responsible for overseeing the operations of the MPG group and has an impressive background in accounting within the retail fashion industry, and brings a passion and understanding of retail tenants and property investment to her role. She holds a Bachelor of Business, is a Real Estate Agents Representative, and is a full member of the Institute of Chartered Accountants, ANZ.



Daniel Miller
Head of Finance

As Head of Finance, Daniel is responsible for managing the finance team and integrating MPG's financial operations with the wider business. Daniel has over 15 years' experience within the finance arena, heading up finance teams both here and in the UK across the Banking, Retail, Sports Technology, Accommodation and Property sectors.



Kate Callil Roberts
Head of Legal and Compliance

Kate manages the legal side of MPG's property acquisitions and tenancy leases and renewals. She is an expert in leasing law, having been a member of the Leases Committee at the Law Institute of Victoria for over a decade. Her expertise in being at the forefront of leasing issues and developments is invaluable to MPG and our clients. Kate has a Bachelor of Arts and a Bachelor of Laws (Hons) from Monash University.



Veronica Galea
Operations and Compliance Manager

Veronica is responsible for the administration of MPG's relevant compliance plans and checklists to ensure compliance with relevant statutory laws and best practice procedures. Veronica has completed relevant training in various statutory laws and has been awarded a Certificate in Governance and Risk Management.

PROPERTY & FINANCE SPECIALISTS

Our People



Cindy Annese
Commercial Property Manager



Kathleen Agu
Commercial Property Manager



Mike Harper
Retail Property Specialist



Steve Giannitsadis
Project Manager



Garry Hinkley
National Facilities Manager



Paul O'Brien
Property Analyst



Helena Chua
Accountant



Prashneel Chandar
Accountant



Nathan Lee
Accountant



We believe investing in property should be simple, transparent, and above all, **rewarding.**

We apply a strategic approach to property acquisition, development, investment and management, so we can deliver results for all our industry partners, investors and tenants alike.



Our Footprint

\$1.1 billion

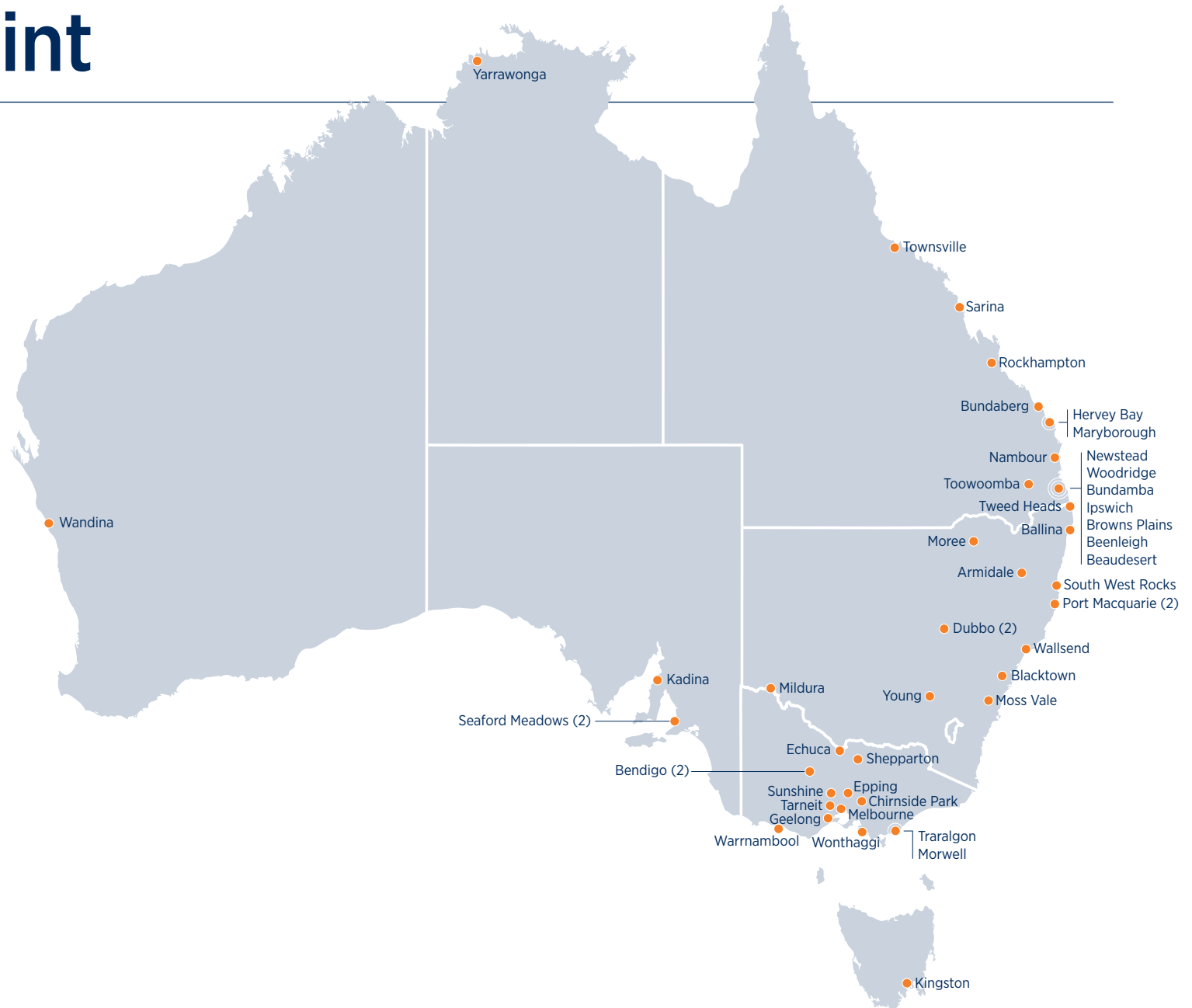
Worth of property

195

Individual tenancies

270,541sqm

Net lettable area



Our Portfolio

Our portfolio spans three niche property sectors, and features 49 assets located right across Australia.



Neighbourhood Shopping Centres

This type of property is primarily comprised of a group of speciality retailers and services, and anchored by a national supermarket tenant (such as Coles or Woolworths), providing secure, long-term leasing potential.



Large Format Retail

This is one of Australia's fastest growing retail sectors. We typically purchase Bunnings Warehouse Properties or Homemaker Centres, and lease the space to national large format retail tenants who provide secure, long-term leasing potential.



Essential Services & Social Infrastructure

Properties in the essential services and social infrastructure sector, provide our investors with secure, long-term leases to Government and corporate tenants.

Our Tenants



We value each and every one of our tenants, not just because they help provide secure investment opportunities for our investors, but because they bring important goods and services to their local communities.

MPG Property Management look after more than 195 individual tenancies including some of Australia's biggest retail brands, health and banking services, government organisations, education centres, large format retailers, supermarket chains, specialty retail and food service businesses.

Our Investors

We serve a wide variety of investors, all with unique investment goals.

Our wholesale funds are available to larger super funds, companies and charities as well as professional and sophisticated investors. These groups often benefit from the tax deferred income portion that certain trusts can offer.

Our retail funds have typically attracted retirees, “mum and dad” investors, and many more individuals with self-managed super funds that fit within the Target Market Determination for each fund. These investors are attracted to the regular income and the potential for capital growth generated from our trusts.

We offer investors with a range of benefits including:



Regular income stream supported by quality tenants



Regular **tax advantaged income**



Potential for **capital growth** during the life of the investment



Strong **risk management processes** for property management



A number of **well located properties** across Australia



Low volatility: properties perform strongly in uncertain times

Our Trusts



Our Property Trusts are set up to benefit our investors.

Each of the 14 MPG Property Trusts listed below, include their own unique set of features and benefits, giving our investors the variety to choose something that ticks all the boxes.

- ✓ **MPG Bulky Goods Retail Trust** (4 Homemaker centres)
- ✓ **MPG Essential Services Property Trust** (22 Government and social infrastructure properties)
- ✓ **MPG Retail Brands Property Trust** (9 properties consisting of 6 Woolworths and Coles anchored neighbourhood shopping centres, 2 large format retail centres and a standalone K hub)
- ✓ **MPG BW Newstead Trust** (Standalone Bunnings warehouse and attached large format tenancies)
- ✓ **MPG BW Port Macquarie Trust** (Standalone Bunnings warehouse and attached large format tenancies)
- ✓ **MPG Tweed Hub Trust** (Large format retail centre)
- ✓ **MPG KM Trust** (Standalone Kmart and specialty tenants)
- ✓ **MPG BW Trust** (3 Standalone Bunnings warehouse properties and an Aldi supermarket)
- ✓ **MPG BW Trust 2** (Standalone Bunnings warehouse)
- ✓ **MPG Hardware Trust** (Large format retail centre)
- ✓ **MPG Hardware Trust 2** (Standalone Bunnings warehouse)
- ✓ **MPG Seaford Meadows Property Trust** (Standalone neighbourhood shopping centre)
- ✓ **MPG BW Rockhampton Trust** (Standalone Bunnings warehouse and attached large format tenancies)
- ✓ **MPG Property Income Trust (For Wholesale Investors)** Provides an opportunity to invest in a diversified portfolio of MPG Property Trusts and ASX-listed property securities that targets regular monthly tax-advantaged income.

Our Investment Strategy

Our investment strategy is built on **four key investment principles** outlined below, and detailed on the following pages.



Buy Well

Buying well is the first principle we base any investment on.



Use leverage to maximise returns

The second principle is to leverage with conservative debt.



Mitigate Risks

Thirdly, we aim to mitigate all major risks of ownership.



Find Quality Tenants

Lastly, we aim to secure blue chip or Government tenants on long term leases.

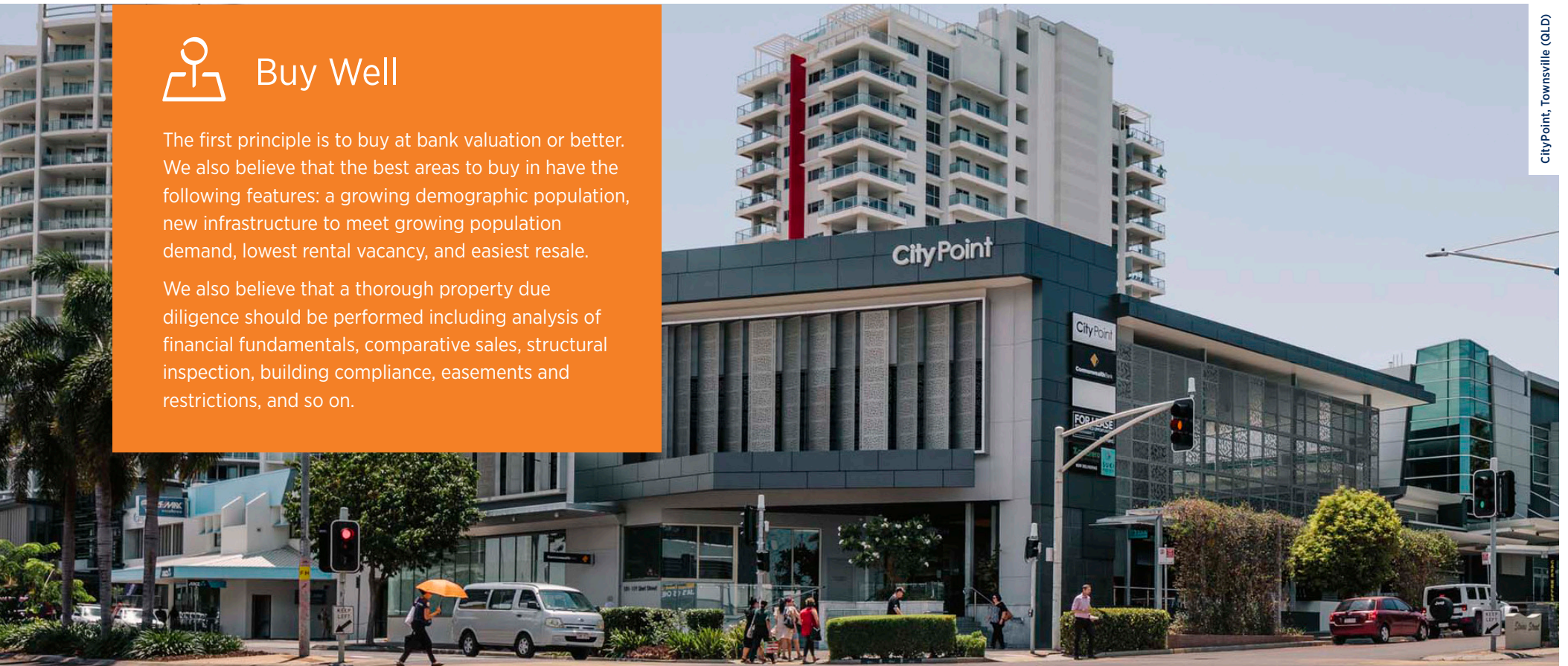
Our Investment Strategy



Buy Well

The first principle is to buy at bank valuation or better. We also believe that the best areas to buy in have the following features: a growing demographic population, new infrastructure to meet growing population demand, lowest rental vacancy, and easiest resale.

We also believe that a thorough property due diligence should be performed including analysis of financial fundamentals, comparative sales, structural inspection, building compliance, easements and restrictions, and so on.



CityPoint, Townsville (QLD)

Our Investment Strategy



Use appropriate leverage to maximise returns

The second principle is to leverage with conservative debt. By using debt sensibly to buy property, the performance and the return on equity of the Trust can be enhanced. By using limited recourse debt, the banks' security is limited to the property and there is no personal exposure beyond a Trust member's initial cash contribution.



Bunnings Warehouse, Bundamba (QLD)

Our Investment Strategy



Mitigate major risks

We aim to mitigate all major risks of ownership including the following risk categories: interest rate increase, structural, delinquent tenants, vacancy, downturn and development.



Our Investment Strategy



Find quality tenants

We aim to secure national or Government operators as the anchor tenants and endeavor to sign them to long-term leases.



Centrelink, Hervey Bay (QLD)

Our Accolades

Our effort, growth, success and excellence has earned us national and international recognition throughout the years.

- ✓ **BWR Fast 100 Awards 2008**
Top 100 of Australia's fastest growing companies
- ✓ **IAIR Awards 2013**
For Excellence in Property Investment Management/Boutique, Australia
- ✓ **LFRA Awards 2019-2020**
For Outstanding support for the Large Format Retail Association
- ✓ **AFR Fast 100 Awards 2020**
Top 100 of Australia's fastest growing companies
- ✓ **LFRA Awards 2021-2022**
For Outstanding support for the Large Format Retail Association



Our Community

MPG has earned a sterling reputation within the industry, because of our ability to deliver quality products to suit investor needs. As part of our ongoing commitment to our investment community, we continue to offer:

- ✓ Partner programs for dealers and advisers wishing to tailor offers to meet their clients' needs
- ✓ Professional development and seminar support

We're also proud partners of:



FINANCIAL PLANNING
ASSOCIATION of AUSTRALIA





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