

capability statement



Aalto

company profile

capability
statement

Aalto Projects Pty Ltd. is a Development Management Service company that offers the unique background knowledge and skill of Property Law with hands on experience in Property Development.

Aalto's Director, Julian Counsel, assists developers or owners of real estate who seek to maximize the returns that property can provide. With 16 years experience as a Lawyer acting for a number of Melbourne's Property Developers, Julian left the Law and since 1995 has been engaged in Property Development.

Julian is currently providing Development Services to a number of Developers and Land Owners in Melbourne's residential market. Services include –

- Independent analysis of Feasibilities and Development Joint Ventures
- Site review and analysis to determine development potential
- Permit Applications
- Property Development Management

Julian was a Solicitor in his own Law Practice in Melbourne for 16 years specializing in Property and Commercial Law, having acted for a number of Melbourne's developers especially in the emerging market of inner city residential off plan apartments.

His early experience lead to Julian acting for a number of Melbourne's Developers and included numerous 'road show' exhibitions to Asia. Julian left the law in 1995 and joined one of his Developer Clients as a Director and Shareholder.

During the five years with the Development Company, Julian was a key player in the development of a number of residential & industrial projects around Melbourne including:

- A major crash repair centre for the RACV in Mitcham
- Brand Smart Factory Outlet at Nunawading, Victoria, which consists of 10,000 m2 of retail in 45 different stores
- Several inner city residential projects incl. Gallery Tower consisting of 22 levels comprising 130 serviced apartments operated by Pacific International and 48 Own Your Own units.

Julian was instrumental in establishing and managing in its formative years, Arc Funds Management Ltd, a public company with a Securities Dealers Licence. Arc was established to raise funds and invest in Listed Property Securities then changed its focus to property syndication - having since syndicated in excess of \$115m of property. Julian obtained the Securities Dealers Licence and was one of the key Responsible Persons on the Licence.

From 2001 Julian commenced developing projects in Queensland ranging from residential land subdivisions, off plan unit developments to house & land projects. Julian is currently providing development management services to several residential unit developments in Melbourne.



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project services

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Aalto works with the developer or land owner to identify appropriate strategies, milestones and reporting protocols to ensure a project's desired results are identified and able to be achieved.

Having set the parameters for the project we can then deliver the services required to undertake the project and these include -

- Development management advice
- Feasibilities
- Independent review of Projects / Development Joint Ventures
- Project Cash Flows
- Town Planning including VCAT hearings
- Project Consultant selection and fee tenders
- Architect selection and tenders
- Project design assistance
- Sales Agent selection and assistance
- Marketing selection and assistance
- Legal selection and assistance
- Finance selection and assistance
- Body Corporate selection and assistance
- Total development management



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residential projects

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GALLERY TOWER Southbank Melbourne

18 storey building designed by Hayball Leonard Stent consisting of 178 residential apartments being a mix of 48 Own Your Own and 130 serviced apartments sold with a 10 year lease to (the then) Pacific International Hotels. The building won an Australian Architectural award in 2002 for the innovative use of exterior finishes to the building. All 178 apartments were pre-sold prior to the commencement of construction in 2000.



gallery tower

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residential projects

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HAWKSBURN Hawksburn Village Melbourne

This “off the plan” development designed by Rothe Lowman Architects consists of 122 residential apartments over 4 levels with a commercial showroom leased to a prominent car retailer plus a ground floor café to Malvern Road. Aalto is providing management services to the developer.



hawksburn

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residential projects

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EUREKA SITE Southbank Melbourne

The amalgamation of freehold and government land with a development approval for commercial carpark, showroom, hotel and residential apartment tower for a public development company to be on sold. This site is now known as the home of Eureka Tower.



eureka



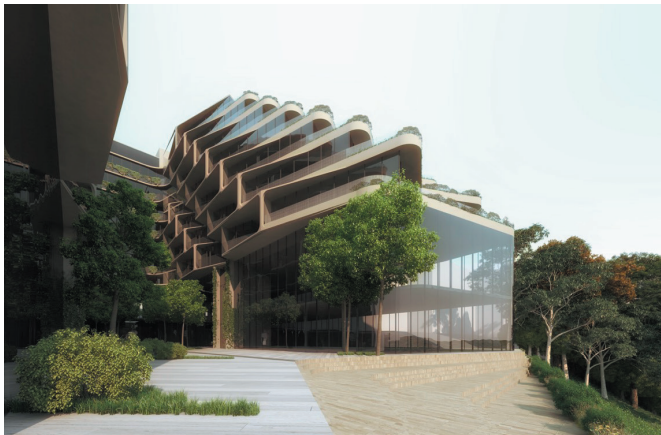
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residential projects

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TRENERRY CRESCENT Abbottsford

This mixed use development designed by Elenberg Fraser is for an end user of the commercial office space and proposes 160 plus residential apartments above the office to achieve project viability. The development is currently in planning and design is in one of the much sort after Melbourne Riverfront locations. Aalto is again providing development management services to the owner of the land.



trenerry crescent

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residential projects

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WALSH STREET South Yarra

This development consists of four “high end luxury residences” each with their own lift and four car spaces ranging in size from 385m2 to 540m2 designed by Carr Architecture & Design – this bespoke development will be the home of the Developer with the sale ‘off plan’ of two of the apartments. Development services being provided to the Owner/Developer.



walsh street

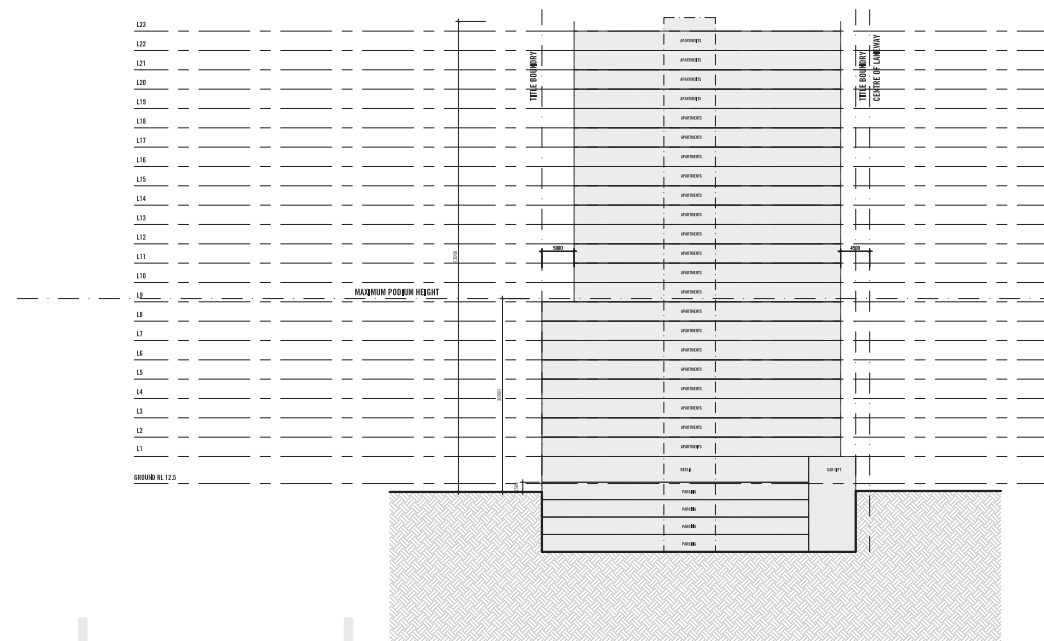
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COVENTRY STREET South Melbourne

Aalto was tasked by a Chinese Family to locate a development site in Melbourne for a multiunit residential development – to undertake feasibility work on the proposed development and source key consultants including architects. The client then purchased the site during an EOI Campaign for the development which had the bonus of rental income for two years whilst planning approvals can be obtained.



coventry street

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commercial projects

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BRANDSMART Nunawading

One of Australia's first premium factory outlet centres was a joint venture development designed by leading retail architects The Buchan Group. The Centre was 70% pre-leased prior to commencement of construction and opened in November 1999. The tenants consisted of 49 international and national retailers. With a passing net rent of \$3.57m, the centre was sold for \$38m in January 2003.



brandsmart

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land subdivision projects

PEREGIAN SPRINGS Sunshine Coast

45 Lot Land Subdivision - House and Land packages offered with unique house designs by local architect.



THE RIDGES Cooran

Rural land subdivision of 28 lots nestled in the Noosa Heads Hinterland. Lots ranging from 1 to 5 acres



SOUTH RIDGE Gympie

Subdivision of 144 lots in one of the Sunshine Coasts fastest growing towns. House/land packages provided.



land subdivisions

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site analysis and project feasibility

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In order to determine the potential development capacity of a site a Project Feasibility needs to be prepared to determine profitability and provide a guide to the purchase price. In order to do this Aalto Projects will undertake the following –

- Advise on appropriate Architect and Project Team
- Obtain Town Planners Report on planning controls
- Provide Architect's Yield Study with apartment numbers, Commercial spaces where applicable, Carpark configuration, indicative area schedules
- Estimate Project Costs
- Provide Quantity Surveyors Initial Cost Plan in draft (or simply apply construction rates should time not allow)
- Prepare a Construction Drawdown Schedule
- Produce a Project Timeline
- Prepare Indicative sales revenues
- Feasibility Inputs identifying all Project Costs and Revenues
- Prepare a Feasibility Summary showing estimated Profit and Percentage Return on Costs
- Produce a draft projected Cash Flow
- Assist in Purchase Negotiations if required – using skills as former Lawyer



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post purchase - town planning / sales

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Once the site has been purchased there are 6 main stages of development to be undertaken and managed by Aalto Projects -

1. Schematic Design and Town Planning

- Identify the key markets & Price Points and provide brief to Architect for Design Development
- Confirm Potential Project Consultants team
- Seek tender for Professional Fees with Scope of Works
- Manage Design Development Process and integrate with Town Planners, Sales & Marketing and QS to ensure Project remains relevant and on Budget
- Manage Town Planning Process and any VCAT Appeals

2. Design Development and Marketing

- Manage integrated Design Development process with Project Manager, Architect and all Project Team to ensure efficient Project design
- Ensure QS is abreast of Design Development to ensure cost control
- Manage process of preparation of sales collateral and marketing materials appropriate to achieve project sales.
- Appoint appropriate Lawyer for the Project Sales and manage Contract of Sale inclusions
- Manage development of Marketing Strategy with Marketing Consultant, Sales Agent and Architect to ensure relevant design and Sales Revenue / Price Points are maintained
- Appoint Owners Corporation Manager for Budgets and Levies
- Oversee Project Launch

3. Sales

- Generally manage and report on sales
- Handle sales negotiations with Sales Agents / Owner
- Manage Project Lawyer with all sales contracts
- Continuous review of marketing and sales strategy and investigate alternatives where required
- For Commercial Spaces engage Agent to commence Pre-Leasing/Sale process where appropriate
- Organise Commercial Pre- Lease/Sale marketing collateral



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post purchase - finance / construction

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4. Builder and Finance

- Once sales are progressing commence documentation process to ensure sufficient detail to undertake meaningful construction tender
- With the Project Manager and proposed Financiers identify appropriate Builders
- Engage Specialist Construction Lawyer for Building and Consultants Agreements for tender
- Manage Builder Tender Process and negotiations
- Continuous refinement of Project Feasibility and Cash Flow in preparation of Finance Application
- Manage Valuer and QS in Finance Application Process
- Either prepare or assist in Finance Application to Financier - with Broker where appropriate
- Manage process and coordinate Building Contract, Finance Documentation, Pre-Sale Requirements and Banks Pre-Conditions - with all Lawyers and relevant consultants

5. Construction

- Project Manager to generally act as Owner's Representative under the Building Contract
- Attend Project Control Group Meetings with the Project Manager and assist on any issues arising during construction.

6. Settlement

- As settlement approaches ensure Lawyer and Surveyor are in a position to obtain title
- Put in place Purchaser Inspection Program and manage issues arising in relation to defects
- Ensure Lawyer has settlement program organised
- Anticipate and manage any issues arising from defaulting purchasers
- Project Manager to undertake defect rectifications
- Final Reporting to Owner after completion of settlements



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general management

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During the development process the general responsibilities to manage and report on the project include –

- Prepare Project milestones
- Establish the Project Feasibility and resultant Project Budgets and develop with the project management team cost control procedures to monitor, control and report on compliance by all parties with the Owner's approved budget. Team may include Project Manager, Owner and Owner's Accountant.
- Update the Project Feasibility as costs and revenues become known
- Represent the Owner's interests on Project committees or negotiations with Authorities.
- Establish the Project Sales and Marketing Budget and develop cost control procedures as a tool for the development management team to monitor, control and report on compliance by all parties with the approved budget.
- Attend design co-ordination, town planning, sales, marketing, Project Control Group, construction and other meetings, as may be required.
- Establish presale requirements and selling periods
- Reporting to Owner and providing all necessary information for the Owner to make decisions on critical aspects of the Project.
- Set up procedures for clearly defining responsibilities of the Project team in respect of administration, accounting, purchasing, approvals, reports and meetings and indicate documentation circulation.
- Hold such progress meetings as are necessary.
- Generally manage the project including any specific issues that arise such as site contamination
- Provide all reasonable assistance to the Owner and Project consultants employed directly by the Owner including Lawyers and Accountants



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contact details

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