



**SCOPE**  
PROPERTY GROUP

*Partnering YOU in wealth creation through commercial property*



Scope Property Group is a commercial property syndicator focused on providing wholesale investors with opportunities to invest in the commercial property market.

Scope selectively source, analyse and acquire, via syndication, quality commercial property assets that provide syndicate members with attractive ongoing rental incomes throughout the life of the syndicate and sound capital gains on disposal of the asset.



# Investing with Scope

By investing with Scope we provide you with the opportunity to access property investments and returns that are normally reserved for large business, property professionals or the extremely wealthy. The Directors of Scope invest in every syndicated property and directly manage all aspects of the property and investment throughout the entire life of each syndicate.

## Scope Investment Strategy

Scope's investment strategy focuses on acquiring quality commercial properties that provide our investors with multiple strands of value. We are selective about the properties we purchase and only syndicate properties where we can substantially de-risk the asset whilst also providing our investors with strong income returns coupled with future capital growth.

## We do our Homework

By applying our structured and disciplined approach to property investment, with thorough research and analysis of every acquisition, we aim to ensure that our investors are always provided with the most attractive investment opportunity. Our investors appreciate that we are conservative by nature yet are still able to achieve attractive returns by assuming "mitigated risk".

## We Limit the Risks

Our rigorous due diligence process and ability to mitigate risks, together with the fact that every acquisition made by Scope is contained in a stand-alone structure, ensures that our investors are protected against any unforeseeable events that impact on the performance of other investments within our portfolio of property investments.





### **Robert Engelhard**

B.Bus CA FFin GAICD

Robert is a qualified Chartered Accountant and has 25 years of experience in the accounting and commercial sector. Robert is one of the founding Directors of Scope and is directly involved in all property acquisitions and the debt and equity raising process.

Robert has a passion for property and enjoys the intricacies and challenges of negotiating property transactions and structuring successful syndicates.

Robert is a Fellow of the Financial Services Institute of Australasia (Finsia) and a Graduate member of the Australian Institute of Company Directors (AICD)



### **Shaun Quinlan**

B.Bus C.A Dip.Prop

Shaun is also a founding Director of Scope and is involved with all property acquisitions and being responsible for the asset management post acquisition.

With a strong analytical background, extensive technical financial skills, and years of commercial property experience, Shaun revels in transacting and managing commercial property assets.

Shaun is a Chartered Accountant, holds a Diploma of Property, is a licensed Real Estate Agent and is the Principal and Licensee of Scope Property Management,



### **Paul Mews**

B.Bus CPA GAICD

Paul is a member of CPA Australia and a Graduate member of the Australian Institute of Company Directors (AICD).

Paul is the Company Secretary and responsible for the company secretarial functions across the Group, along with marketing and public relations within Scope.

# Director Profiles

### **Peace of Mind**

Scope Property Group Pty Ltd is licensed through the Australian Securities & Investments Commission (ASIC) to raise wholesale equity funds. Our Australian Financial Services License No. is 299 352. Scope Property Management Pty Ltd is a licensed Real Estate Agent – Triennial Certificate No. 60743.

### **Building Strong Relationships**

Scope is constantly looking for ways to improve the value and income streams of our properties and always looks to add value to the transaction. We keep close to our tenants, minimise our vacancies, identify other opportunities and build strong relationships with all key stakeholders.

### **We are Partners in your success**

The commitment of the Scope Directors to the success of properties acquired is demonstrated through their co-investment into every syndicate, without exception. Unlike other Syndicators, we don't only invest other people's money, we also invest our own.

### **Doing it Right**

Transparency is one of Scope's fundamental principles. We provide clear, concise documentation, a simple fee structure, and each property is a standalone investment.

### **A Complete Approach**

We aim to provide our investors with hassle free commercial property investments, managing and growing your property investments into long term, sustainable financial investments. Our investors can take comfort knowing that our expert management team are looking after their investment as they would their own. This ensures that each of our investors receive the best possible return on each property they have invested into with Scope.

*We apply our expertise and knowledge to optimise your investment and returns.*

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

I have known the directors of Scope Property Group since 2005. Having personally invested in two of their projects and familiar with the success of some of their other projects, I have always been impressed with the way they source the properties they syndicate and research the potential future development of those properties. They are meticulous in their projections and if anything, conservative in their estimates. I was particularly impressed with the way they managed the cashflow in regard to the Stirling Street project so that investors did not have reduced or nil earnings during the period of construction. I would have no hesitation in recommending Scope Property Group to other investors.

**Linda C** – *Financial Planner*

I have been fortunate enough to have invested in several projects with Scope Property Group. The results have exceeded my expectations, I now benefit from investments which pay for themselves via positive cash flow as well as long term capital growth. I found their level of detail allowed me to make informed decisions and the Group's financial projections were extremely accurate. There was a time when I thought only the 'big end' of town could invest in commercial property. The syndicated approach of Scope has made it possible for smaller, sophisticated investors to get a share of the property wealth pie. I look forward to continuing a successful partnership with Scope and highly recommend that other investors do the same.

**Lee S** – *Plumbing Contractor*

I had been considering commercial property investment as a form of wealth creation when I was introduced to Scope Property Group. As a Chartered Accountant myself I was impressed about the way they went about things. My first investment with Scope was a property in West Leederville which proved to be very successful, so much so I have invested in two other projects at Stirling Street, Perth and Crocker Drive, Malaga. What I appreciated most about Scope is the way they research and source the right property opportunities, they do not pay over the odds when selecting properties and all their properties deliver a good yield and capital growth.

**Mark D** – *Chartered Accountant*

# What people say



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# Property Portfolio



## 38 Oxford Close, West Leederville WA

The property is well located on the CBD fringe with a 1,403 sqm building comprising office/showroom on 1,487 sqm corner site.

**Purchase price:** \$1.9M

**Date acquired:** March 2004

**Current valuation:** \$5.1M



## 190 & 192 Stirling Street, Perth WA

Originally an office and warehouse building. Scope undertook a major refurbishment and converted the building into a 2,800 sqm A Grade office space with refurbishment completed in August 2009. The original car park has been subdivided with the total landholding now sitting on two separate titles. This subdivision provided the syndicate with a prime 1,220 sqm development site, located at 192 Stirling Street. The site is presently being used for casual parking and will either be sold or developed at a future date.

**Purchase price:** \$4.4M

**Date acquired:** July 2005

**Current valuation:** \$16.95M



## 38 Crocker Drive, Malaga WA

Located in the heart of Malaga on 22,131 sqm of land 38 Crocker Drive comprises 10,855 sqm of improvements and houses Goodman Fielders Western Australia bakery operations where 40% of the States bread is baked each day.

**Purchase price:** \$11.4M

**Date acquired:** July 2009

**Current valuation:** \$12.5M



- ACQUISITION AND SYNDICATION OF COMMERCIAL PROPERTY
- SYNDICATION MANAGEMENT
- PROPERTY AND ASSET MANAGEMENT

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# Property Portfolio



## 46 King Edward Rd & 4 Collingwood St, Osborne Park WA

This property sits on 7,284 sqm of land with two buildings, one situated at 46 King Edward Road and the other at 4 Collingwood Street.

46 King Edward Road is a modern 3 level building incorporating secure basement car parking, ground floor showrooms, warehouse accommodation and first floor offices representing 2,530 sqm of improvements.

4 Collingwood Street houses an older style 2 level office building boasting significant warehouse space with 2,718 sqm of improvements. Having dual street frontage and multiple standalone buildings the property provides opportunity for future subdivision.

**Purchase price:** \$9.9M

**Date acquired:** August 2011



## 231 Balcatta Road, Balcatta WA

231 Balcatta Road is a strata titled property situated on Balcatta Road with a total net lettable space of 3,067 sqm. The property comprises 8 ground floor office/showroom units and 8 first floor office units. Since acquiring the property Scope has undertaken a refurbishment of the property and enhanced its general appeal, reverted the property back into 17 strata title units and has been systematically selling these units.

**Purchase price:** \$6.4M

**Date acquired:** March 2012

**Current valuation:** \$11.715M



## 4-6 Short Street, Fremantle WA

4-6 Short Street is located in the historic and popular 'West End' precinct of Fremantle, sitting on a combined landholding of 3,067 sqm fronting both Short Street and Leake Street. With improvements of 2,312 sqm the property also boasts 48 secure car bays with uninterrupted access via Leake Street.

**Purchase price:** \$6.5M

**Date acquired:** November 2013

## Past Properties: 343 Cambridge Street, Wembley

This office and retail building located in the heart of the Wembley village precinct sits on 988 sqm of property with 604 sqm of improvements. Since acquisition, Scope has secured a stronger tenancy profile for the property which enhanced its overall value. Given the increase in value the syndicate decided to seek expressions of interest to sell the asset, and in January 2014, 343 Cambridge Street became the first property within the Scope portfolio to be sold.

**Purchase price:** \$2.5M      **Date acquired:** March 2011

**Asset Sold:** January 2014      **Sale Price:** \$3.725M

**Capital Growth:** 49%      **Average Annual Return:** 27%

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