



**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

## 190 & 192 Stirling Street, Perth WA

Originally an office and warehouse building, Scope undertook a major refurbishment and transformation of 190 Stirling Street that converted this building into a 2,800sqm A Grade office with extensive onsite parking.

Since acquiring the property in 2005, Scope has subdivided the landholding into two separate titles. 190 Stirling Street sits on 2,737sqm and 192 Stirling Street being 1,220sqm.

192 Stirling Street, is a short-term income generating car park providing the syndicate with the flexibility to either be sold or developed at a future date.

Like most properties in the Scope portfolio Stirling Street provides our investors with attractive returns and multiple future exit strategies.

**Purchase price:** \$4.4m

**Date acquired:** July 2005

**Current valuation:** \$15.40m



## 57 Palmerston Street, Mosman Park WA

Mosman Park Aged Care Home is located in the prestigious riverside locality of Mosman Park, at 57 Palmerston Street, Mosman Park.

With a total land area of 1,910 square metres and approximately 848 square metres of building, the property comprises a purpose-built, 35 licenced bed aged care facility, also operated by the Hall & Prior Aged Care Group.

**Purchase price:** \$4.5m

**Acquisition date:** April 2018

## 38 Oxford Close, West Leederville WA

38 Oxford Close was the first property acquired in the Scope portfolio. With 1,487sqm of land and 1,419sqm of office and warehouse improvements situated on the corner of Oxford Close and Harrogate Street, West Leederville. Within walking distance to Leederville, West Leederville and City West train stations, and on the door step of both the Mitchell and Graham Farmer Freeway, the property is located within one of the best strategic locations in Perth.

**Purchase price:** \$1.9m

**Acquisition date:** March 2004

**Current valuation:** \$5.3m



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

This property, situated on the corner of King Edward Road and Collingwood Streets, Osborne Park sits on 7,284sqm 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 three level building incorporating secure basement car parking, ground floor showrooms, warehouse accommodation and first floor offices, representing 2,530sqm of improvements.

4 Collingwood Street houses an older style 2 level office building with significant warehouse space having 2,718sqm of improvements.

With dual street frontage and multiple standalone buildings the property provides opportunity for future subdivision.

<b>Purchase price:</b>	\$9.9m
<b>Acquisition date:</b>	August 2011
<b>Current valuation:</b>	\$10.645m

### 29 Excellence Drive, Wangara WA

Located within the established industrial precinct of Wangara just 19km from the Perth CBD and 10km from Joondalup, this property represents a sound strategic industrial asset for Scope.

Sitting on a substantial landholding of 10,160sqm, the property comprises a modern concrete tilt panel office/warehouse building of 5,700sqm. Having multiple access points to Excellence Drive, this property will provide Scope with a large degree of flexibility on future exit.

<b>Purchase price:</b>	\$4.8m
<b>Acquisition date:</b>	April 2016



### Palmerston Street, Mosman Park WA

Freshwater Bay Aged Care Home is located in the prestigious riverside locality of Mosman Park, at 67 Palmerston Street, Mosman Park.

With a total land area of 1,912 square metres and approximately 1,054 square metres of building, the property comprises a purpose-built, 46 bed, 2 level, aged care facility, operated by the Hall & Prior Aged Care Group.

<b>Purchase price:</b>	\$5.0m
<b>Acquisition date:</b>	July 2017





### 4-6 Short Street, Fremantle WA

4-6 Short Street is an office building located in the historic and popular "West End" precinct of Fremantle sitting on a combined landholding of 3,067sqm fronting both Short Street and Leake Street. With improvements of 2,312sqm the property also boasts 48 secure car bays with uninterrupted access via Leake Street that will provide this syndicate with future potential development upside.

Since acquiring the property as a partially tenanted investment in 2013, Scope has leased up the property and undertaken extensive internal renovations, considerably improving the appeal of the property. Further internal upgrades and an external cosmetic facelift were completed during 2016.

<b>Purchase price:</b>	\$6.5m
<b>Acquisition date:</b>	November 2013
<b>Current valuation:</b>	\$9.1m

### 38 Crocker Drive, Malaga WA

38 Crocker Drive operates as bakery and is situated on the eastern side of Crocker Drive with additional frontages onto Arvida Street and Hunt Street, providing outstanding future development potential. With over 22,131sqm land and originally 10,855sqm of improvements the tenant, Quality Bakers, has continued to invest capital into the property, expanding buildings by a further 1,242sqm to 12,097sqm.

Crocker Drive represents another quality property in the Scope portfolio providing investors with solid returns and multiple future exit strategies.

<b>Purchase price:</b>	\$11.4m
<b>Date acquired:</b>	July 2009
<b>Current valuation:</b>	\$13.2m



### 282 South Terrace, South Fremantle WA – "The Local Hotel"

"The Local Hotel", formerly known as "The Seaview" is a magnificent historic hotel located in the heart of popular South Fremantle. Occupying a considerable 1,604sqm corner site landholding, the historic building comprises 1,534sqm with several bars, restaurant and 20 short stay accommodation rooms. An adjoining bituminized car parking area for approximately 22 vehicles further compliment the property.

<b>Purchase price:</b>	\$2.525m
<b>Acquisition date:</b>	April 2016



# Past Properties



## 231 Balcatta Road, Balcatta WA

This office/showroom property was acquired by Scope back in March 2012. Originally a strata property that was reverted to single title, Scope saw the opportunity to undertake a cosmetic refurbishment of the property, reinstate the strata, and have progressively sold the individual units to investors and owner occupiers.

Scope successfully refurbished, reinstated the strata and successfully marketed the 17 units in trying market conditions to achieve the attractive result for investors.

<b>Purchase price:</b>	\$6.4m
<b>Date acquired:</b>	March 2012
<b>Asset Sales Completed:</b>	July 2017
<b>Total Sales Value:</b>	\$11.126m
<b>Return % of Investment:</b>	43.42%
<b>Internal Rate of Return:</b>	13.25%

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## 343 Cambridge Street, Wembley

This Office & Medical building located in the heart of the Wembley village precinct sits on 988sqm property with 604 sqm of improvements.

From initial acquisition in 2011, Scope faced a number of challenges with the property, resulted in the need to restructure leases and secure new tenants. This was successfully achieved, resulting in a tenancy profile for the property which enhanced the overall value of the property.

As a result of the increase in value of the property 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 achieving a 49% increase in value in less than 3 years.

<b>Purchase price:</b>	\$2.5m
<b>Date acquired:</b>	March 2011
<b>Assets sold:</b>	January 2014
<b>Sale price:</b>	\$3.725m
<b>Capital growth:</b>	49%
<b>Average annual return:</b>	27%



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- SYNDICATION MANAGEMENT
- PROPERTY AND ASSET MANAGEMENT

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