

*fidinam*1960  
2020

# Capability Statement

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PROPERTY INVESTMENT AND  
MANAGEMENT SPECIALISTS

FIDINAM  
(AUSTRALASIA)  
REAL  
ESTATE



# About Us

Fidinam Australasia Real Estate (FARE) is an experienced investment management firm that provides commercial property investment and asset management services to both Australian and international clients. Part of the Fidinam Group, our foundations were laid over 60 years ago in Switzerland, where we matured a widespread experience in development, promotion and administration of real estate. As of today, we're now supported by 16 offices throughout Europe, Asia and the Middle East. We focus on maximising your returns from Australian real estate investments, driving capital value, identifying value-add opportunities, and mitigating your investment risk.

What's more, through our extensive networks we can connect you to the right opportunities (both on and off market) with the right investment strategy.

Most importantly, we deliver investor representative services tailored to your exact needs, both now and in the future.

FARE was established in Sydney in 2011 to provide specialised property investment and asset management services to clients seeking to take advantage of real estate investment opportunities in Australian markets. Today FARE oversees a portfolio of commercial real estate assets valued at around AUD\$500 million. Over the past decade, our management has been developing an experience in acquiring, managing and disposing of more than AUD\$1 billion worth of property across all major Australian markets on behalf of high net worth individuals, institutions and retail investors.

## **Quality relationships. Strong governance.**

At FARE, we work hard to foster meaningful, long-term relationships with trusted consultants and industry experts.

These partners provide us with the very latest market research and astute real estate investment opportunities to help us deliver optimum results for our clients.

We're also committed to strong governance frameworks, transparent reporting and accounting standards, and rigorous financial approaches to ensure the ongoing success of your investment.

# Our Services

## INVESTMENT MANAGEMENT

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- Advising on and implementing the optimum investment structure;
- Establishing appropriate tax structures;
- Management and property accounting and reporting;
- Development of mandates and asset strategy;
- Investment acquisition and disposal;
- Due diligence – legal, technical and financial;
- Financial modelling of potential investment opportunities;
- Structuring, securing and managing debt.

## ASSET MANAGEMENT

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- Lease and tenant management;
- Lease negotiation and service provider contracts;
- Arrears management;
- Operating costs control
- Proactive management of current and future vacancy
- Facility and operational management
- Building compliance
- Capital works management and strategy
- Project management
- Asset strategy, asset life cycle, capital needs, forward looking cashflows
- Asset budgeting and forecasting income and expenditure
- Industry benchmarking
- Keeping ahead of the latest property trends to identify investment opportunities
- Monitoring regulatory changes affecting the real estate sector



# Why Choose Fidinam?



## GLOBAL EXPERTISE

Backed by 16 offices across the globe, plus a strong Swiss heritage of over 60 years, our global expertise means we have the support and know-how to maximise your investment outcomes.

## GOVERNANCE

We're committed to strong governance and compliance frameworks, transparent reporting and accounting standards, and rigorous financial approaches to ensure your investment meets all the necessary requirements.

## PROVEN RESULTS

Not only have we achieved year-on-year growth of asset values, occupancy levels and income since 2011, our total returns have consistently been in the double digits.

## CUSTOM SERVICE

We don't believe in a 'one size fits all' approach. Rather, we tailor our services and solutions to suit your needs, both now and in the future.

## EXPERIENCE

We have decades of experience in buying, managing and selling commercial real estate on behalf of investors. Our extensive knowledge of all major Australian property markets means you have ultimate peace of mind knowing your investment is in safe hands.

## FULLY INDEPENDENT

As a privately owned firm and backed by an international group, our focus is solely on you, acting in your best interests every step of the way.

# Current Portfolio

Fidnam's current portfolio has recently surpassed \$500m AUD in capital value, over 44,000 square metre of accommodation and over 120 tenants.

## 223 LIVERPOOL STREET, SYDNEY

5,000 square metre office building acquired in 2016 for \$33 million. Following a major refurbishment and additional floor space, the property was leased by a single tenant in April 2018. The property was re-valued in 2019 at \$66 million, which represents 31% capital growth after refurbishment cost.



## 64 CLEARANCE STREET, SYDNEY

1,575 square metre boutique building acquired for \$11.055m in 2014 and current valued at \$22.4m. Development approval recently received to add an additional 5 levels, with work to commence in 2022. On completion the building has an end value in excess of \$55m.



## 10 BRIDGE STREET, SYDNEY

8,400 square metre, multi-tenant commercial office building in the heart of Sydney's CBD. Acquired in 2011 for \$57.5 million and re-valued in 2019 at \$130 million, providing capital growth of 136% over the past 8 years.



## 50 QUEEN STREET, MELBOURNE

9,000 square metre multi-tenant office building acquired in 2015 for \$40.7 million. Following capital works upgrades to common areas and a strong leasing campaign, the property was re-valued in 2019 at \$66.7 million.



# Current Portoflio



## 4 5 6 L O N S D A L E S T R E E T , M E L B O U R N E

8,000 square metre multi-tenant office building acquired in 2013 for \$37.55 million. Following a substantial building upgrade and re-letting of the property, it was re-valued in 2019 at \$68 million.



## 5 3 3 L I T T L E L O N S D A L E S T R E E T , M E L B O U R N E

6,500 square metre multi-tenant office building acquired in 2016 for \$35.25 million. Re-valued in 2019 at \$49.7 million.



## 2 2 W I L L I A M S T R E E T , M E L B O U R N E

Comprises a 5,700 square metre commercial office building, acquired for \$52m in 2019. An extensive refurbishment of the building will be undertaken in 2020.



## 6 0 1 ' B O U R K E S T R E E T , M E L B O U R N E ( R E C E N T E X I T )

Comprises a 8,000 square metre commercial office building, acquired for in 2012 and sold in 2016 representing at IRR of over 18%, following an active leasing and refurbishment program

# Our Team



**MATTHEW BURROWS –**  
**Managing Director FARE**

Matthew is an experienced director, with over 25 years of experience in real estate investment, asset and funds management and consulting.

Matthew holds a Master in Management from Macquarie Graduate School of Management and diplomas spanning financial markets, property valuation and real estate.

Outside of Fidinam Matthew is an advisor to the University of Western Sydney's infrastructure committee.

Previous roles have included:

- Head of Property- GARDAD Capital
- CEO Denison Funds Management



**ALESSANDRO PEDRINONI –**  
**CEO Asia Pacific**

Alessandro is Fidinam Group Worldwide CEO for the Asia Pacific region.

Alessandro, formerly CFO of Fidinam Group Worldwide is an executive with a standout experience in positioning companies for growth and profitability. Proficient in P&L management, strategic planning and business development. His academic credentials include an Executive MBA at IE Business School.

Previous roles have included:

- Managing Director 3V Tech (Shanghai)
- Senior Consultant in Accenture

# Our Offices



Switzerland  
/ Europe

Lugano  
Bellinzona  
Mendrisio  
Geneve  
Zurich

Milano  
Luxembourg  
Montecarlo

Overseas

Sydney  
Hong Kong  
Dubai  
Singapore  
Ho Chi Minh City  
Mauritius



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