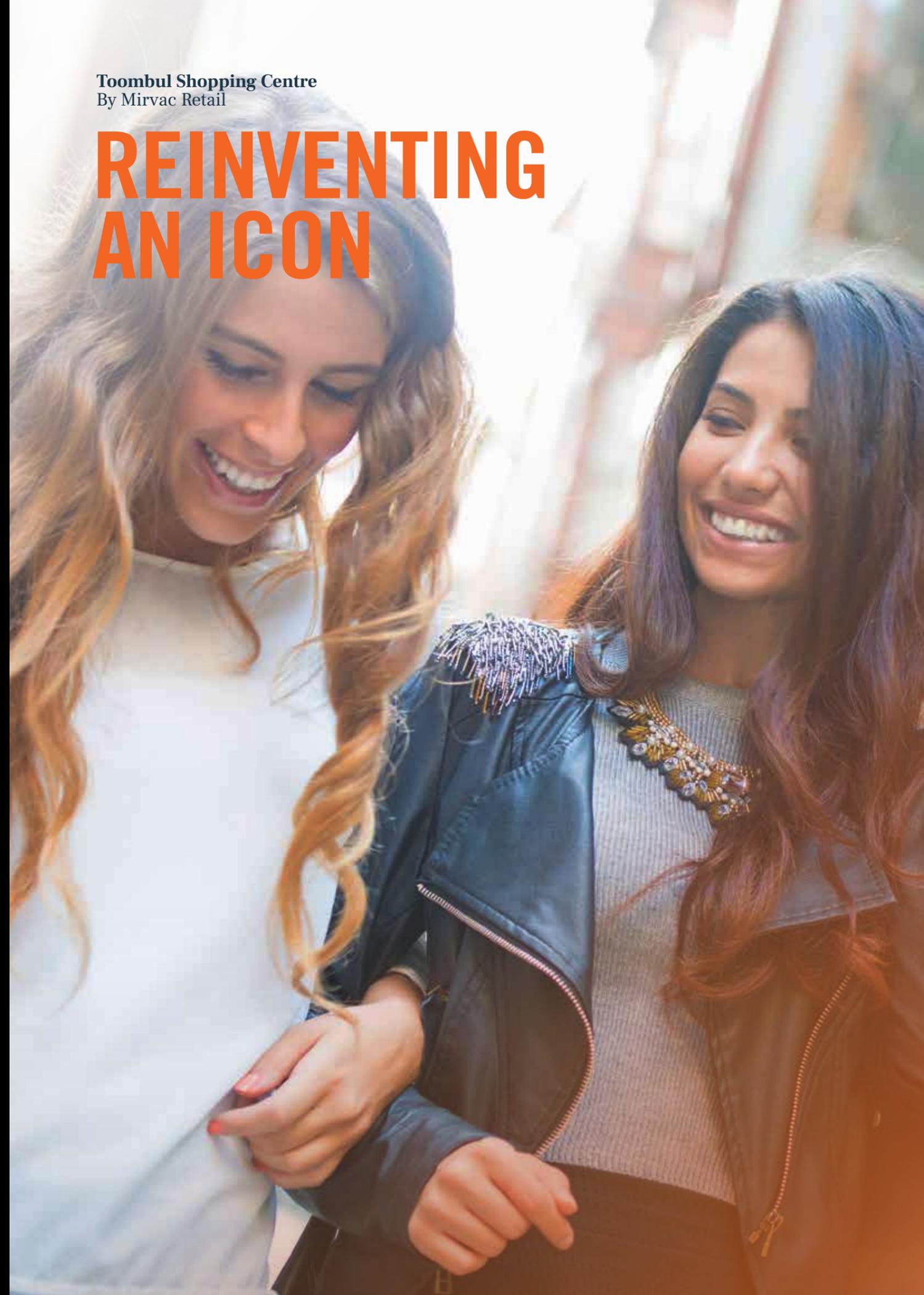


Toombul Shopping Centre
By Mirvac Retail

REINVENTING AN ICON


TOOMBUL





With its acquisition of Toombul in June 2016, Mirvac Retail is now repositioning the centre in line with its highly successful urban retail strategy.

INTEGRATED EXPERTISE



Established
1972

Integration and our in-house end-to-end capability offers significant opportunities to create, own and manage quality assets in urban markets.

TOP 50
ASX Listed Company

\$7.9BN
Current market capitalisation

40+
Years of property experience




RETAIL

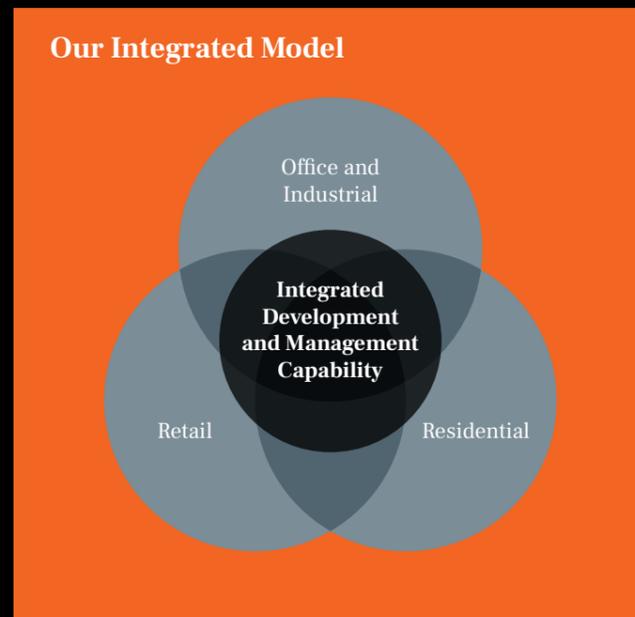
\$3.8 Billion Assets Under Management


OFFICE & INDUSTRIAL

\$9.1 Billion Assets Under Management


RESIDENTIAL

Over 34,000 Lots Under Control



Mirvac Group services span the lifecycle of our projects

- planning and design
- development and construction
- leasing / legal / marketing / operations
- sustainability
- centre and asset management
- long-term ownership

PERFECT PARTNERS



The Right Fit

As a long term investor, manager and experienced developer of property, Mirvac has gained a reputation for working collaboratively to deliver bold and innovative experiences across its retail portfolio. Identifying opportunities to maximise the value of these assets has become a hallmark of Mirvac's highly successful urban retail strategy.

Situated in the heart of a highly affluent and rapidly evolving trade area, Toombul Shopping Centre is ripe for repositioning by Mirvac Retail. With its clear focus on creating compelling retail experiences for local communities, Mirvac has commenced works to extensively remix, redevelop, redefine and expand key retail precincts within the centre.

A Flying Start

Since its acquisition of Toombul in June 2016, Mirvac Retail has hit the ground running. It immediately commenced work to improve the serviceability and convenience of the carpark with the installation of travelators in the Kmart Mall and the addition of 200 new undercover car spaces in December 2016.

Internal upgrade works were completed in the Fresh Food Mall, Target Mall and Target Mall Amenities, ALDI Mall and Services Mall in 2017.

The centre offers Mirvac a fantastic opportunity to create value by redefining and developing key retail precincts.

Our Customers

THE PERFECT PROSPECT

The core customer in the main trade area is predominantly affluent, educated and social.



HIGHER PER CAPITA INCOME THAN BRISBANE METRO AVERAGE

Primary Catchment

↑ **34%**
PER CAPITA

AVG HOUSEHOLD INCOME \$120,775
+13.7% ABOVE BNE BENCHMARK

Secondary Catchment

↑ **50%**
PER CAPITA

AVG HOUSEHOLD INCOME \$131,840
+24.2% ABOVE BNE BENCHMARK

Population Growth 1.8% P/A



Total Trade Area residents are primarily aged between

20-39

and they are also significantly

MORE AFFLUENT

than the Brisbane benchmark.

71%

OF TOTAL TRADE AREA TRANSACT WITH TOOMBUL



Total per capita retail expenditure for MTA residents:

↑ 11%

above Brisbane benchmark

Retail expenditure projected annual growth of:

↑ 4.6%

4K-5K WORKERS WITHIN 1km

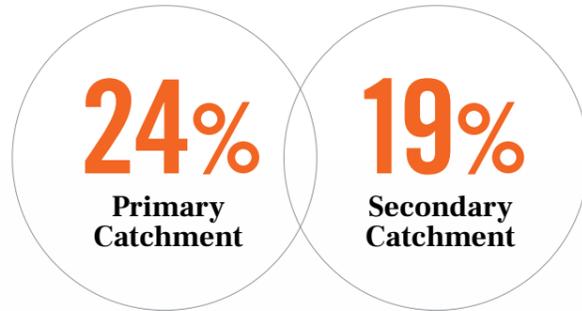
walkable distance from Toombul Shopping Centre

Our Customers

PROFILES OF THE TOOMBUL CUSTOMER

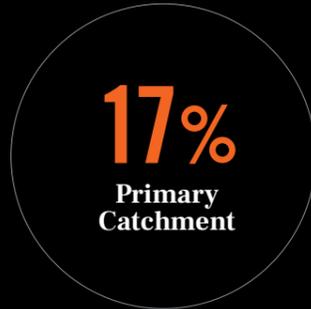
Cultural Pioneers are the predominant customer of the Primary and Secondary South catchments.

Well educated, tech savvy and very social, the Cultural Pioneer is connected, cultured and doesn't like to be boxed in by convention.



Successful Bureaucrats

Representing 17% of the primary market, the Successful Bureaucrat loves eating out, going to the cinema and dining with friends. With a household income of \$127k, they aren't driven by discounts and tend to equate higher price with higher quality.



Urban Entertainers

These well educated families make up 11% of the primary catchment. They're very much influenced by brands, and are prepared to pay extra for quality.



Healthy Wealthy and Wise

This is the most affluent sector of the trade area, with a household income that is 38% above the Brisbane average. Social and health conscience with a large discretionary spend, the Healthy, Wealthy and Wise like to live the high life - from art exhibitions, theatre and restaurants to dinner parties and shopping sprees.



Humanitarians

Representing 16% of the Secondary South Catchment, the Humanitarian is often younger than other segments and more likely to enjoy visiting restaurants, art festivals, design markets and night clubs.



RE INVENT ION



Toombul Shopping Centre will become a dynamic, urban retail destination that reinvents the retail experience.

Toombul Shopping Centre has a rich history in an established trade area. The goal of Mirvac Retail is to reclaim the centre's place as a premium retail destination of North Brisbane.

With this goal, Mirvac Retail will fundamentally 'reinvent' how the centre is both perceived and experienced by its local community.

A FRESH LOOK

A high quality refurbishment, offering a modern and immersive customer experience.

Toombul's newly refurbished fresh food mall combines the warmth of natural timbers, lustrous metal accents and generous respite areas. The quality of finishes and interiors have not only rejuvenated the Fresh Food Mall but created a modern experience with industrial accents which is truly immersive for the customer.

Supermarket
Category MAT Sales

\$96M+

MAT sales +6.3%

54% ↑

above the
Urbis average

Retail Food
Category MAT Sales

\$10.5M+

MAT sales +7.1%

24% ↑

above the
Urbis average

Fresh Food Precinct

The newly refurbished Fresh Food Mall features internal mall design and place making enhancements which incorporate highly textural materials like feature timber cladding and hanging bespoke planters.

Communal bench seating and comfortable pause points are integrated with built in planters and surrounding planter pots.

Tenancy fit outs build upon the mall aesthetic with high quality finishes that complement the urban Fresh Food precinct.

The wholesome tenancy mix includes such uses as a deli, fruiterer, gourmet butcher, health food shop, coffee roaster, bakery and more.



The Toombul Experience

FASHION FORWARD

A contemporary, stylish and aspirational destination.

\$145M
Apparel
Expenditure
(Main Trade Area 2017)

1.2x
More likely to spend
on premium fashion
than the average
Brisbane resident



Fashion Mall

The recently completed upgrade of the fashion mall at Toombul is one of the most exciting opportunities for the centre.

The new mall offers a contemporary suburban fashion retail environment, featuring plush respite areas and polished, articulated mall finishes.

Join current fashion retailers including successful national brands such as Witchery, Decjuba, Sportsgirl, Bras N Things, Sussan, Wittner, W Lane and Lovisa.



The Toombul Experience

AT YOUR SERVICE

A modern and comfortable retail environment dedicated to convenience.

General Retail Malls

Toombul retail is underpinned by a strong services base that includes the 4 major banks, all 3 major telcos, Australia Post and many medical and commercial services.

Recently completed mall upgrades include welcoming respite areas designed to encourage dwell time and further enhance the customer experience.

The undercover parking and travelators have improved customer connectivity through the Kmart Mall

to continue to enhance the customer experience and provide a fresh modern retail environment.

The recent ALDI Mall refurbishment introduced bold, industrial accents and generous mall respite design, with a streamlined focus on circulation zones.

Continuing with the contemporary direction of the Fashion Mall, the Kmart Mall will take a more utilitarian approach.



4 Major Banks

3 Major Telcos

2 Pharmacies

2 Medical Centres

PLUS

AUSTRALIA POST THE REJECT SHOP

ANYTIME FITNESS PETBARN

Toombul Trade Area

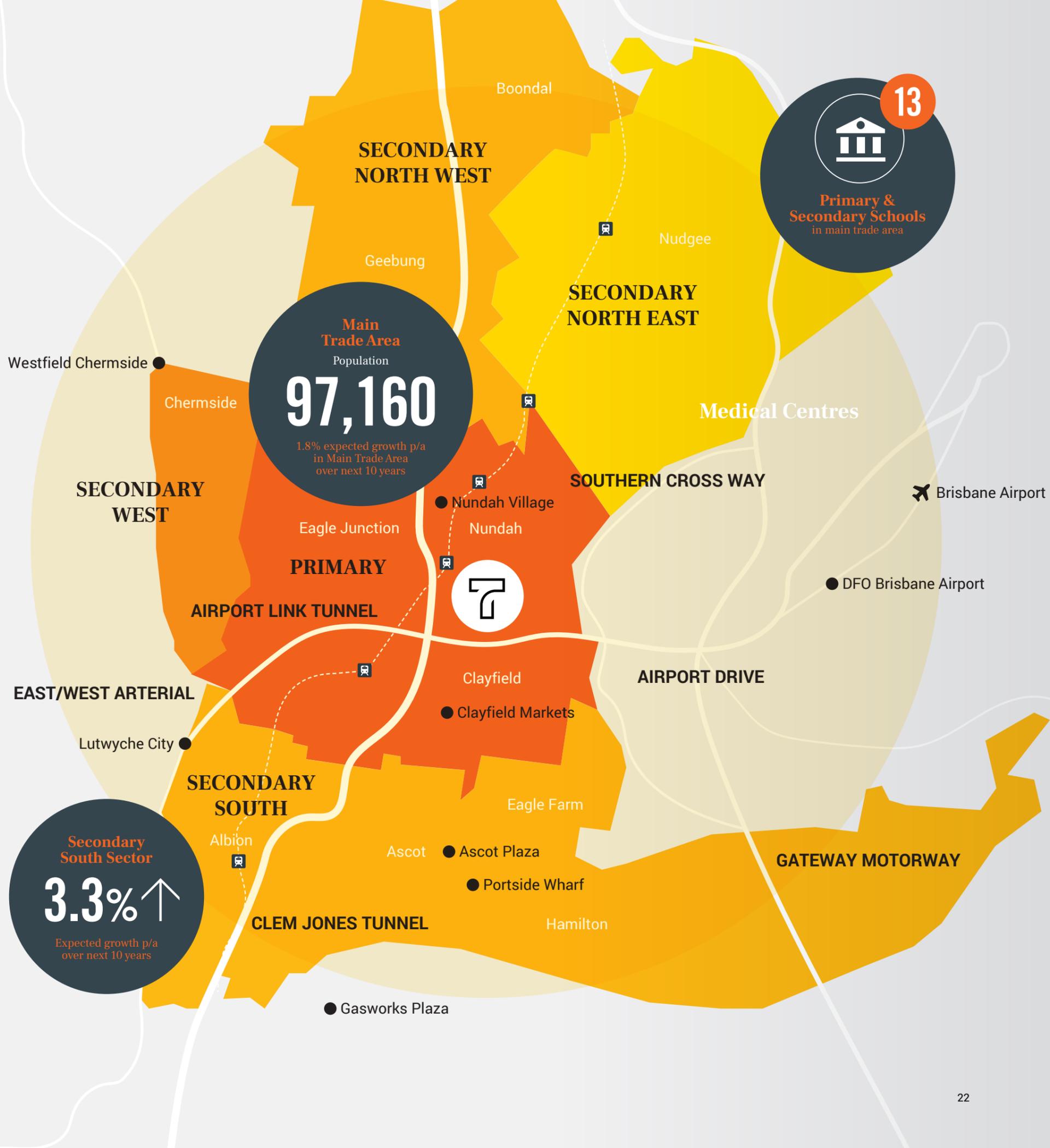
CENTRE OF ATTENTION

Situated at a transport hub in the heart of a highly affluent and rapidly evolving trade area.

Toombul is located in Nundah, an established inner suburb of Brisbane approximately 7km north of the Brisbane CBD.

The centre occupies a high profile site situated at the north-eastern intersection of Airport Link and Sandgate Road, bounded by Grace Street to the north and Widdop Street to the east.

Current trade area market penetration in the primary market is 80%, with a penetration rate of 63% in the secondary south.



BY THE NUMBERS

Toombul's strength as a large urban retail centre is highlighted by its performance in categories such as:

FOOD CATERING	30% above average*
GENERAL RETAIL	23% above average*
RETAIL SERVICES	10% above average*

Centre Stats

43,893m²

GLA

1,941

Parking Spaces

147

Specialty Stores

6 MAJORS

Total per capita retail expenditure for main trade area residents is around 10% above the Brisbane benchmark, with food expenditure around 7% above average, and non-food expenditure at 14% above average.

\$121,511

Average household income P/A

\$237M

Total Sales
Including GST as at
October 2017

+14.4%

above Brisbane metro average

COMBINED SUPERMARKET TRADING

\$96M+

Estimated Sales
as at December 2017

+6.3%

MAT Sales
as at December 2017

54%

Above benchmark*

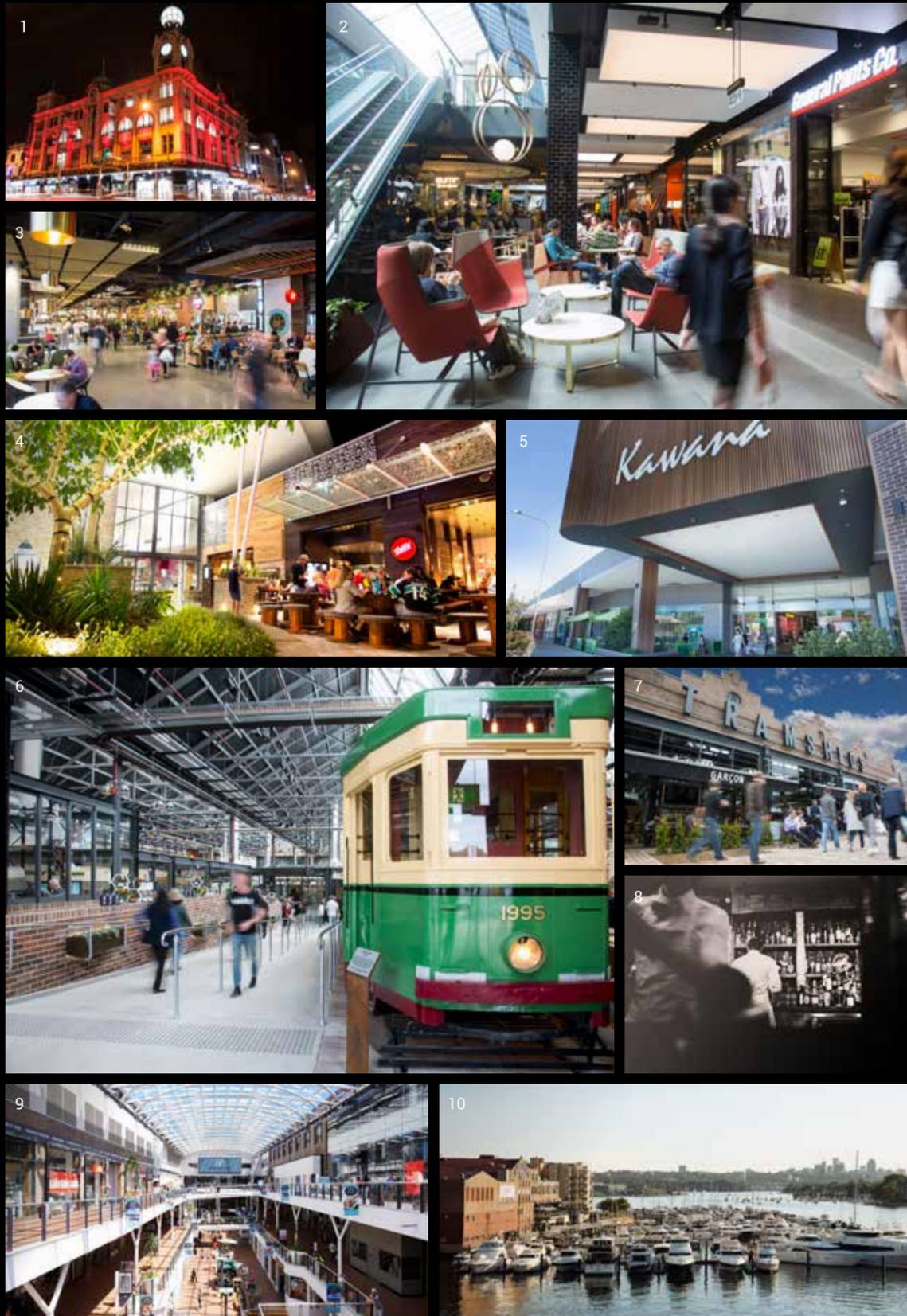
4.6%

Expected annual average
growth in retail expenditure
across main trade area

97,160

Trade Area Population

Mirvac Retail
Experience Is Everything



Images: 1-3 Broadway Sydney, 4-5 Kawana Shoppingworld, 6-8 Tramsheds Harold Park, 9-10 Birkenhead Point Outlet Centre



**EXPERIENCE
RETAIL**



Mirvac Retail has an impressive record of creating value for its retailers by tailoring each of its urban retail assets to the unique needs of its customers.

Now it is boldly reinventing the Toombul shopping experience.

For more information about Mirvac Retail visit
www.mirvacretail.com.au



**This is your opportunity
to become part of Toombul
Shopping Centre.**

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January 2018