

10 June 2015

## **Australand secures major industrial deals in Melbourne**

- ***Australand has secured occupiers for around 200,000 sqm of industrial space in Melbourne in the last six months***
- ***The combined deals valued at approximately \$200 million***
- ***The company has secured CEVA Logistics for a 90,000 sqm new warehouse and office facility at West Park***
- ***Other deals involve high profile customers including DB Schenker, Godfreys, Miele, Austrans, MaxiPARTS and Ive Group Australia***

**Australand has secured CEVA Logistics at its West Park Industrial Estate, recently commencing construction of a new 90,000 sqm campus-style warehouse and office facility for the world leading supply chain company.**

**The Ceva Logistics deal – one of the largest in Australia in years – takes the total industrial space transacted by Australand in Melbourne over the last six months to around 200,000 sqm, equating to approximately \$200 million in value.**

The new facility will be the centrepiece of CEVA's growth plans in Australia and New Zealand once completed in mid 2016. It will have an end value of over \$80 million and CEVA has committed to an initial 10 year lease over the site.

Anthony Maugeri, Australand General Manager – Southern Region, said the CEVA deal caps a period of intense industrial activity in Australand's Melbourne estates.

"We have secured a number of significant deals with some of Australia's largest industrial occupiers in Melbourne recently, at a time when there's a relative shortage of good quality industrial space readily available," Mr Maugeri said.

"It is encouraging to see demand remain resilient given the current economic environment and the shortage of quality industrial facilities available at short notice, particularly in west Melbourne, has supported strong activity in our estates.

"The strategic location of West Park, our capacity to deliver and our longstanding strong relationship with CEVA were the core ingredients in converting this project."

As the largest CEVA facility in Australia, the new office and warehouse will enable CEVA customers to benefit from excellent access to Melbourne's road and rail network, the Port of Melbourne and Melbourne International Airport.



“I am very excited about this investment which will further boost our growth plans in Australia and New Zealand, and the competitive, multimodal advantage this will enable us to offer our customers,” Casey Fisher, Managing Director of CEVA in Australia and New Zealand, said.

CEVA’s commitment represents the culmination of an active few months for Australand and the West Park estate, where Australand has just converted a 14,330 sqm speculative facility for long term customer Schenker in a deal valued at \$14.3 million.

“We will continue to employ our speculative strategy where it makes sense to do so, as we have the unique benefit of an industrial land bank focused in Melbourne’s key industrial sub-markets,” Mr Maugeri said.

“However we have noticed the pre-lease market beginning to unlock again, which is positive news. There are signs that leasing activity is picking up and occupiers are willing and able to forecast their accommodation needs out a bit further.

“Evidence of this is securing major pre-leases to Miele, Austrans and MaxiPARTS in recent times.”

The 15,000 sqm Miele pre-lease at The Key was secured in a deal valued at \$17 million, based on the facility’s estimated end value. At West Park, the Austrans pre-lease was for 14,570 sqm (\$14.6 million) and the MaxiPARTS facility covers 12,505 sqm (\$12 million).

Other recent deals include the Ive Group Australia’s commitment to a 6,789 sqm facility developed speculatively at The Key. Australand has also recently completed the development of its Access Altona estate in Melbourne, having executed deals with Godfreys for 12,333 sqm and Cosmic for 9,077 sqm. The facilities for Godfreys and Cosmic, valued at \$12.4 million and \$8.5 million respectively, were further examples of Australand’s speculative development strategy paying dividends.

Sean McMahon, Australand’s Executive General Manager - Commercial & Industrial, said the Melbourne industrial market remains the most affordable market in Australia, 20-30% cheaper than the other capital cities.

“The relative affordability of quality industrial space in Melbourne continues to attract a broad array of international logistics and domestic industrial occupiers alike,” Mr McMahon said.

“Incentives do remain elevated, as is the case with most markets, however they should stabilise over time as economic and demand conditions gradually improve.

“We have a strong market position in Melbourne particularly focused in the west and south east, and we are well positioned with our land banks to convert new demand as it emerges. We are currently servicing a further 40 hectares in these key markets to ensure we provide speed to market for new transactions.

“We are very focused on our market leadership position in the sustainability space and we have committed to a 6 star Green Star rating for the new campus-style facility for CEVA.



“This will be a first in the Australian market and follows our announcement of a 6 star Green Star rating for The Ponds Shopping Centre in Sydney, which was the first in the Australian retail sector,” Mr McMahon said.

For further information please contact:

**Anthony Maugeri**

General Manager – Southern Region

Australand

Telephone: 03 9426 1000

or

**Stephen Naylor**

Wise McBaron Communication

Telephone: 02 9279 4770

**About Australand**

Australand is one of Australia's leading diversified property groups. Its activities across Australia cover development of residential land, housing and apartments, development of and investment in income producing commercial and industrial properties and property management. Driven by a highly experienced team of people who put their customers at the heart of everything, the core values of the business are passionate, authentic, dynamic and respectful. Acquired by Frasers Centrepoint Limited in 2014, Australand is poised for further growth.

For more information about Australand, visit [www.australand.com.au](http://www.australand.com.au)

**About Frasers Centrepoint Limited**

Frasers Centrepoint Limited (“FCL”) is a full-fledged international real estate company and one of Singapore's top property companies with total assets above S\$22 billion as at 31 March 2015. FCL has four core businesses focused on residential, commercial, hospitality and industrial properties spanning more than 50 cities across Asia, Australasia, Europe, and the Middle-East.

FCL is listed on the Main Board of the Singapore Exchange Securities Trading Limited (“SGX-ST”). The Company is also the sponsor of three real estate investment trusts listed on the Main Board of the SGX-ST. They are Frasers Centrepoint Trust, Frasers Commercial Trust, and Frasers Hospitality Trust, which are focused on retail properties, office and business space properties, and hospitality properties, respectively.

As a testament to its excellent service standards, best practices, and support of the environment, FCL is the proud recipient of numerous awards and accolades both locally and abroad.

For more information on FCL, please visit [www.fraserscentrepoint.com](http://www.fraserscentrepoint.com).