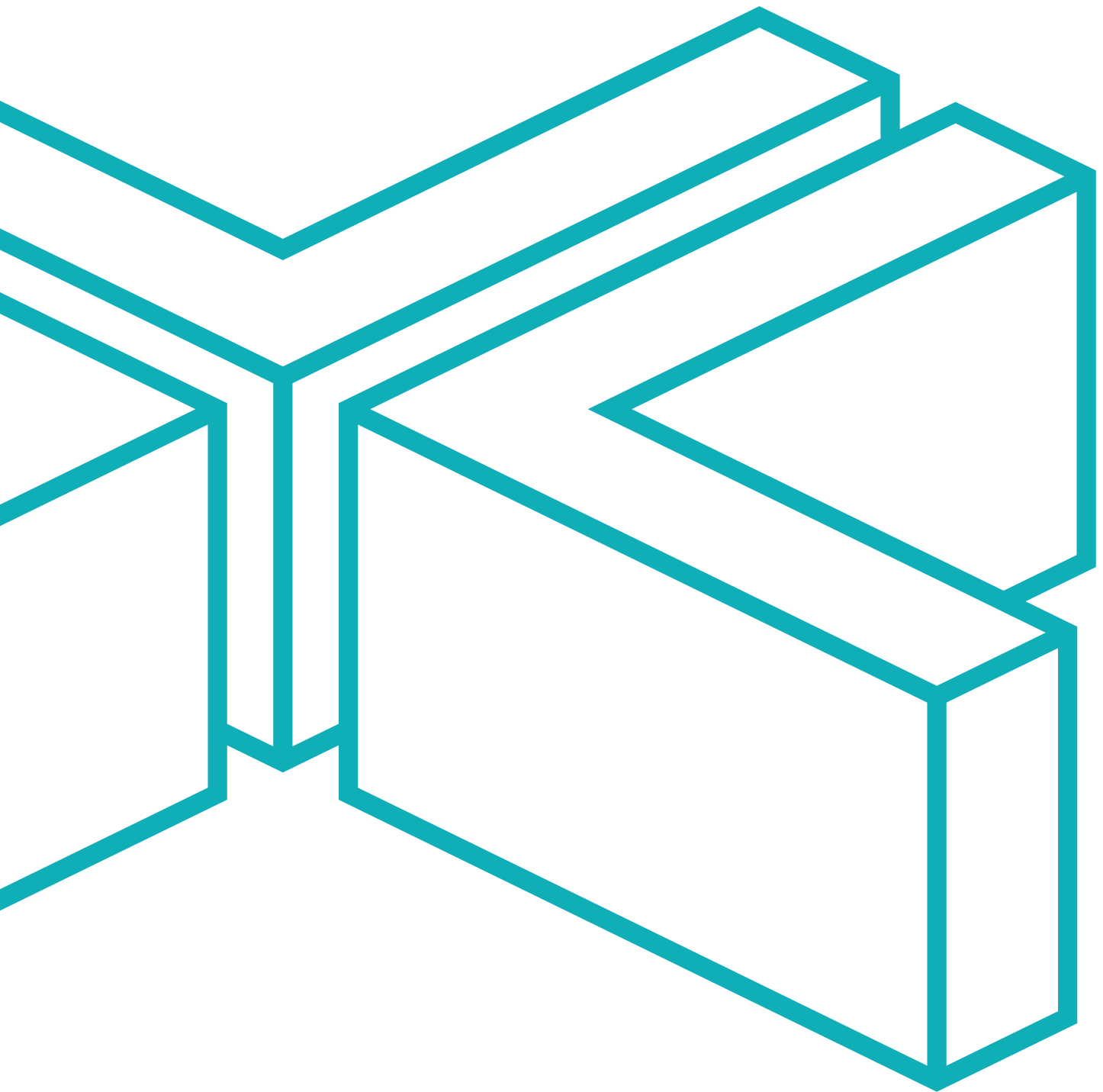




CAPABILITY STATEMENT



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MAKE YOUR MARK

You see the opportunity.

We create the solution, from start to finish.

WELCOME TO DIXONGROUP

KEY FACTS

Introducing a refreshing and effective way to invest in property development.

DixonGroup is a full service property development group, specialising in complete design and construction projects – you just have to turn the key. Our fully integrated property, construction and leasing divisions provide the expertise and resources expected from a top tier development firm, but with the agility and responsiveness of a boutique business.

We've been developing in the Top End for 20 years and we are proud to have made our mark on the changing Darwin landscape.

Our significant portfolio of completed work speaks volumes about our capabilities, and the strong relationships we've developed speak even louder about our values. Our completely open and collaborative processes have helped us earn the trust of clients across the Northern Territory and Australia.

With a team of motivated professionals boasting decades of property industry experience you can be assured our expertise will guide your project to completion, on time, on budget and with an innovative response for every challenge.

DELIVERED
PROJECTS UP TO **\$85M**

ANNUAL
REVENUE **\$20M+**

AVERAGE PROJECT
VALUE OF **\$2M**

IN THE LAST 7 YEARS
DELIVERED PROJECTS **\$145M+**

FUTURE PIPELINE IN
COMMITTED PROJECTS **\$45M**

OUR HISTORY

The DixonGroup was born from its founding director's flare and entrepreneurial skill for 'connecting the dots', communicating his vision and bringing people together. The Group has proven to be a progressive, dynamic force in Darwin's development and construction industry. With a vibrant 20 year history it is a company defined by exceptional financial capacity and reliability, impeccable reputation for transparent communication, and a cooperative and flexible approach to contractual relations.

Over 30 years, long time Territorian and Managing Director, Brett Dixon, has amassed multiple, often related businesses spanning construction, commercial kerbing, real estate agency, oil and gas exploration and property development. His significant local knowledge and personable nature allow him to bridge divides between people and industries, creating exceptional relationships.

Now DixonGroup delivers key multimillion dollar commercial developments and is a leading Territory business and employer. We take pride in this legacy and the lessons it instills.

The company values are the same now as when Brett started out on his own in 1999. This is testament to the culture of respect and dedication you'll find with DixonGroup.

BRETT DIXON



OUR CAPABILITIES

FULL SERVICE
PROPERTY
DEVELOPMENT

Invest. Develop. Lease. We do it all, and work with everyone from private landowners to investors to real estate agents.

With a foothold in Darwin for 20 years our professional networks are tried and trusted, and put to work for you; introducing you to our thriving community of business leaders.

DixonGroup offers the benefit of a broad range of services with a specialist's eye for detail. We consult you at every step, maintain a consistent point of contact and always work with the end goal in mind – which is making your life, and your property solution, easy and stress free.

Our portfolio boasts a diverse range of projects ranging from \$500k to \$85 million across all sectors. DixonGroup have demonstrated experience in commercial and residential, high-rise, health, education, retail, and aged care and more.

We work with developers, owner/occupiers, investors and local and state Government departments to fill, create and manage spaces that enhance the Darwin community. With a proud Northern Territory heritage, DixonGroup have many years' experience delivering projects of ranging complexity for valued clients across Australia.

See what we can do for you:

AFTER A GOOD INVESTMENT?

DixonGroup creates spaces where people eat, play, live and work. With a local's understanding of Darwin's business environment and Northern Territory lifestyle, we have access to premium land and are ideally positioned to match investors with local property development opportunity.

We are always working to deliver reliable and increasing returns for our investors, with our return on investment rates matched to the investments risk profile. We also work closely with you to provide absolute transparency on risk, reward and progress throughout the entire project – from design to build to lease. Our investor reporting also ensures you're always in the know about your investment's performance.



DEVELOPMENT IN MIND?

We want you to have a seamless experience when working with us. From feasibility studies, concept design, capital raising, finding and subdividing land, rezoning, construction, leasing, sales, ongoing property management and investor reporting, DixonGroup can easily manage the entire project lifecycle, delivering all the tangible benefits of a cost effective, functional and attractive solution.

As a developer with the capital and expertise to bring your ideas to life, DixonGroup removes the burden of doing it all yourself and our all-inclusive approach makes your life easier and means you'll always be part of the process.

Our multi-skilled, in-house team are experienced, and more importantly, are cooperative and consultative. Our strong network of builders, designers and suppliers and our local market insights offers a diversity of choice for investors and developers.

LOOKING TO LEASE?

For tenants or for agents, we will proudly represent your needs like they're our own. With our unique understanding of the demands of the property industry we can help negotiate on price, space and timeframes.

Can't find exactly what you want on the market? Take advantage of our expertise, established networks, and access to capital to create your purpose built, ready-to-go premises for lease or purchase. As the only professional company in Darwin that offer purpose-built premises for lease we make it easy for you to have exactly what you want - and often on the same budget as a standard build!

Our clever design and build solutions can help maximise space, boost productivity and contribute to employee satisfaction. Made to fit is what we do, so talk to us to secure your business solution quickly, and easily.

IS YOUR TIME PRECIOUS?

Let us take the headache out of managing your property – you have better things to do with your time. DixonGroup are well positioned to find you your ideal tenant, take care of marketing, inspections, property maintenance and lease agreements.

Providing full transparency and responsive communication, we keep you completely in the loop with monthly or quarterly reports – it's your choice.

OUR EXPERTISE

We understand you're looking for a solution that delivers on quality, reliability and cost – and we work hard to find that tailored solution for every client.

We have a proven track record of delivering complex projects across a variety of industries, including within strict and specific government requirements.

FINANCIAL MANAGEMENT

With fully qualified Chartered Accountants on the team, the DixonGroup have the internal expertise to manage the preparation of comprehensive project financial statements and monthly reports for key stakeholders.

Whether you have a head for finance or not DixonGroup can take care of all project administrative matters. We will manage the important establishment of legal entities required for your development project, do all tax reporting, finance applications and provide insightful financial projections and cashflow forecasting. We want you to be confident in and proud of your investment and its financial success.

TRANSPARENT COMMUNICATION

The DixonGroup operate on an ethos of transparency and trust. All project stakeholders are given complete access to all project information and records and our dedicated team will gladly provide personal updates. Our great relationships are maintained through our regular communication, willingness to be frank and our sense of responsibility to provide factual, enriching information to our clients and our community.

NETWORK MAXIMISATION

The DixonGroup is built on a vast network of trades, consultants, professionals, investors and lobbyists. This productive collection of elements gives the DixonGroup the ability to fast track projects, reliably secure equity funding and find innovative solutions to any property development issue. We believe that people are our greatest asset and capitalise on our network to achieve superior results.

MANAGEMENT APPROACH

We want you to enjoy the process of working with us. We want to make it easy for you. To do this we have a key relationship manager personally managing each individual development project. They are the point of contact for stakeholders, investors and tenants. The relationship manager is with you and your project from start to finish. They control and regulate costs, timeframes and suppliers so you get one reliable feed of information to keep you abreast of the entire project at all times.

VERTICALLY INTEGRATED

We have your development solutions, whatever stage you are at. Our vertical integration allows us to provide more flexibility and use our competitive strengths to get the results you want. Better financial control over your project means that we will deliver within budget. More streamlined coordination of project requirements saves you both time and money. Our professional connections unlock innovation that assists us to circumvent common barriers.

The DixonGroup offer clients a key relationship manager who skilfully manages the entire property development process, or individual elements you desire. Integration allows us to minimise the administrative burden and readily access the people, capital and expertise to complete even the most complex project within budget and to tight timeframes.

A NETWORK OF EXPERTS

We can introduce you to a thriving network of investors, builders, and suppliers. Our resources at hand and acumen will find you an investment with a maximum return and a minimum amount of risk.

Our team includes town planners, designers, engineers, civil engineers, financial administrators, site supervisors, project officers, environmental officers, certified real estate agents and administration officers. With significant experience across a variety of industries our team has delivered some of the most significant and strategic developments for Darwin's future growth.

QUALITY TO THE CORE

Quality is what we've built our reputation on. And the reason you can count on the quality of our work is the quality of our people. Our team are more than just experienced and skilled, they are empowered to take responsibility for the quality and outcome of their work. They bring that something extra you need to create a truly successful project – genuine care about getting it right.

Our commitment to quality is backed by an ISO certified management system and our processes and procedures guide our performance across safety, environment and quality. On site, and in the office, our teams are charged with the responsibility of getting this right.

With regular training, support and a dedication to integrity, transparency and innovation that's led from the top down, our people uphold a culture that ensures people go home safe, the environment is respected, and the work is delivered on time, on budget.

Importantly, with DixonGroup, high quality doesn't have to mean high cost. We work with our clients to deliver the best possible value without any cut corners; ensuring buildability and fit without compromising quality or design. Our impressive relationships and solid commitment to the Top End means we source local suppliers and products whenever possible and use our inside knowledge to ensure you get the quality required to really make your mark.

OUR POINTS OF DIFFERENCE

OUR PROCESS

1. CONSULTATION

Meet your Development Specialist. From this day forward they will be your primary contact and remain with you throughout the project to ensure you receive unwavering service and guidance.

At this meeting we take the time to explain the entire process in detail and provide you with information on timelines, land acquisition, finance and estimated budgets, the design process, planning approvals and the construction process. We look forward to answering any and all of your questions, remembering there is no such thing as a dumb question.

2. BRIEF

We want to completely understand your vision and bring it to life. We will work with you to prepare a detailed project brief for our designer who will draft your new purpose-built development to your perfection.

Details discussed in the brief include: land dimensions, general layout, staff offices, space optimization, utility requirements, height requirements, lighting, energy efficiency, car parking, storage, and other specific requirements.

Most clients attend these meetings with a notebook full of existing plans and considerations. Others seek inspiration from our Project Showcase Portfolio or leave us a blank canvas to unleash our creativity on.

3. PRELIMINARY PLAN

Based off the brief your Development Specialist will provide a preliminary site plan of your new premises with some indicative pricing to ensure we are tracking inside your budget and meeting your objectives. Changes in scope are all easily implemented at this stage.

4. DESIGN

The Client, Development Specialist and Designer collaborate, review and adjust the design so that it is flawless. Clients benefit from the expertise of our specialist team, who have researched the development and offer sound advice during this process.

Our designer will prepare an interactive, 3D computer generated image of your new premises that lets you explore every aspect of the build; review colours, finishes, styles, light.

5. COSTINGS

With the design finalised our Estimator will prepare the fixed price quote for your review. It includes a full schedule of lease rates, terms and conditions, allowances, schedule of finishes and provisional cost sum. For full transparency the quote is 100% itemised.

We know that sometimes your ideal is above your budget; and if necessary we will work with you to tweak the design to ensure we remain inside your budgets.

6. CONTRACTS AND PLANNING APPROVALS

An Agreement for Lease contract will be prepared to secure the fixed price for your new premises and allow you to finalise board approval and financing matters.

We will prepare all necessary paperwork and lodge your development application with the Development Consent Authority. Once building approval is received the construction process can commence.

7. PROVISIONAL ITEMS SELECTION

It's time to make the place your own. The fixed price contract includes the PC allowances, estimated and agreed in contract, to give you flexibility in fittings and finishes.

Your Development Specialist will guide you through the selection process to make sure it is simple and stress free. This should be an exciting and enjoyable time and we encourage you to take your time and shop around to really personalise your premise with the finishing touches.

8. CONSTRUCTION

Once the construction process has commenced we remain flexible so that you are able to alter and amend the building as you see it unfold. Any variations in price during this process (up or down) will be explained and documented in full.

The standard construction process in brief:

1. Civil works - Prepare the site (civil works)
2. Pour the slab
3. Block Work - Erect wall frames and roof trusses
4. Install roof sheeting
5. Rough in - Install internal plumbing, wiring etc
6. Install internal wall linings (insulation then plaster)
7. Waterproof and tile wet areas
8. Joinery and carpentry stage
9. Fit-out - From faucets and floor coverings to final fix of electrical, hydraulic and mechanical services
10. Practical completion - Inspection time! Walk through the near-finalised development and point out any items you feel still need attention

9. HANDOVER

You're completely satisfied with the build, sign the lease and get hold of the keys.

10. POST CONSTRUCTION SUPPORT

This is the part most builders forget. We stay with you for 52 weeks post construction to ensure everything is running smoothly and our craftsmanship lives up to our promise.

OUR PEOPLE

Our people know us as professional, honest and completely collaborative.

Our people are investors, business owners, franchisees, architects, designers, tradespeople, engineers and real-estate agents - motivated people who want to make their mark, are authorities in their field and value relationships.

Our staff are the reliable, trusted experts, friends and advisers that make DixonGroup the multi-skilled, versatile company that it is. We employ knowledgeable and friendly professionals. To make sure we have the best, each DixonGroup staff member is obligated to undertake 60 hours of professional development and training annually. At DixonGroup we value and invest in our staff, encouraging continuous improvement and innovation. We also engage local people, subcontractors and suppliers, as part of our commitment to enriching the local economy and our relationships across the Territory.

With extensive construction and project management experience our management team has many years' experience working within the local industry and unique Top End network. Our team brings a diverse and robust mix of skills to help you make your mark.



DIRECTOR
BRETT DIXON

Experience
35 years

- Qualifications**
- Licensed builder
 - Entrepreneur

From laying concrete kerbing in Asia to establishing many of the Northern Territory's most successful businesses, Brett Dixon has always been driven to be his own boss. As someone who has thrived on the challenge of succeeding in a sometimes unrewarding economy, Brett truly understands the highs and pitfalls his clients face and works side by side with them to help them succeed.

His entrepreneurial interests extend past DixonGroup property developments to commercial kerbing, real estate, property management, motorcycle dealerships and race horses, spanning Australia, Asia and Canada. Happily based in Darwin for many years, Brett is a committed member of the local community and chairman of the Darwin Turf Club.

Brett's professionalism and integrity go back to the days when a handshake was as solid as a written contract. That's how Brett still does business - with transparency and respect. It's this 'open book' approach to leadership that has fostered a successful and supportive culture at the DixonGroup.



GENERAL MANAGER
MATTHEW MOSS

Experience
12 years business management

- Qualifications**
- Diploma in Property Services - REINT (current)
 - Masters of Property Development - University of Technology Sydney (current)
 - Post graduate degree - Institute of Chartered Accountants Australia
 - Commerce degree

Matthew Moss is a true professional with over a decade's experience in providing strategic and operational advice to large corporations and smaller enterprises. With a strong, commercially focused tax, finance and business background, he oversees the financial stability, risk, operating procedures, systems, and board reporting for Jaytex Constructions.

Energetic, motivated, professional, excited by challenge and solution-focused, Matthew's dedication and abilities have been recognized by numerous prestigious organisations. He holds a Merit Award from the Institute of Chartered Accountants Australia and in 2015 he was honoured to be awarded AIM Northern Territory's Young Manager of the Year. Matthew describes the delivery of the impressive \$85 million Darwin Corporate Park from concept to final stages, within timeframe and budget, as a career highlight and looks forward to helping more developers make such an impressive mark in the Territory.



**RELATIONSHIP MANAGER
(SALES AND LEASING)**
CECILIA QUEK

Experience
20+ years in sales and marketing

Cecilia Quek has not caught a barramundi (yet), nor wrestled a crocodile but with over 30 years of living, working and enjoying the Territory, she considers herself a local and has seen and experienced Darwin's dynamic growth and change.

An admirable 25 year career with NewsCorp Australia precedes Cecilia's successful move into Commercial Real Estate; where she has been a Sales Director for the past 10 years. Cecilia brings to the DixonGroup her broad market knowledge, significant marketing experience, strategic development and implementation, creativity, and a never give up attitude.

Like most Australians, Cecilia has a love of property and real estate. Cecilia joined the Dixon Group because of its strong local, national and international affiliations. Her personal and professional conduct also aligned with what the DixonGroup represent - honesty, transparency and genuine care. Cecilia believes that unity is strength and when there is teamwork and collaboration, great things can be achieved. She has a knack for breaking down barriers, being resourceful and calling it the way it is.

PROJECT SHOWCASE

Take a look at our landmark projects changing the shape of Darwin.

BERRIMAH

DARWIN CORPORATE PARK

Budget	\$45m Stage 1 / \$35m Stage 2
Client	Berrimah Holdings
Completion	2015
Size	10,000 sqm

Strategically located in what is now recognised as the centre of greater Darwin, Darwin Corporate Park is the new benchmark for mixed-use commercial office space and amenities.

With a 5.5 Star NABERS rating, over 500 secure basement car parks, nearly 200 ground level car parks, CCTV and secure access, prime End-of-Trip facilities including secure bicycle storage, and a quality onsite café, Darwin Corporate Park caters for all tenants and visitors any time of day.

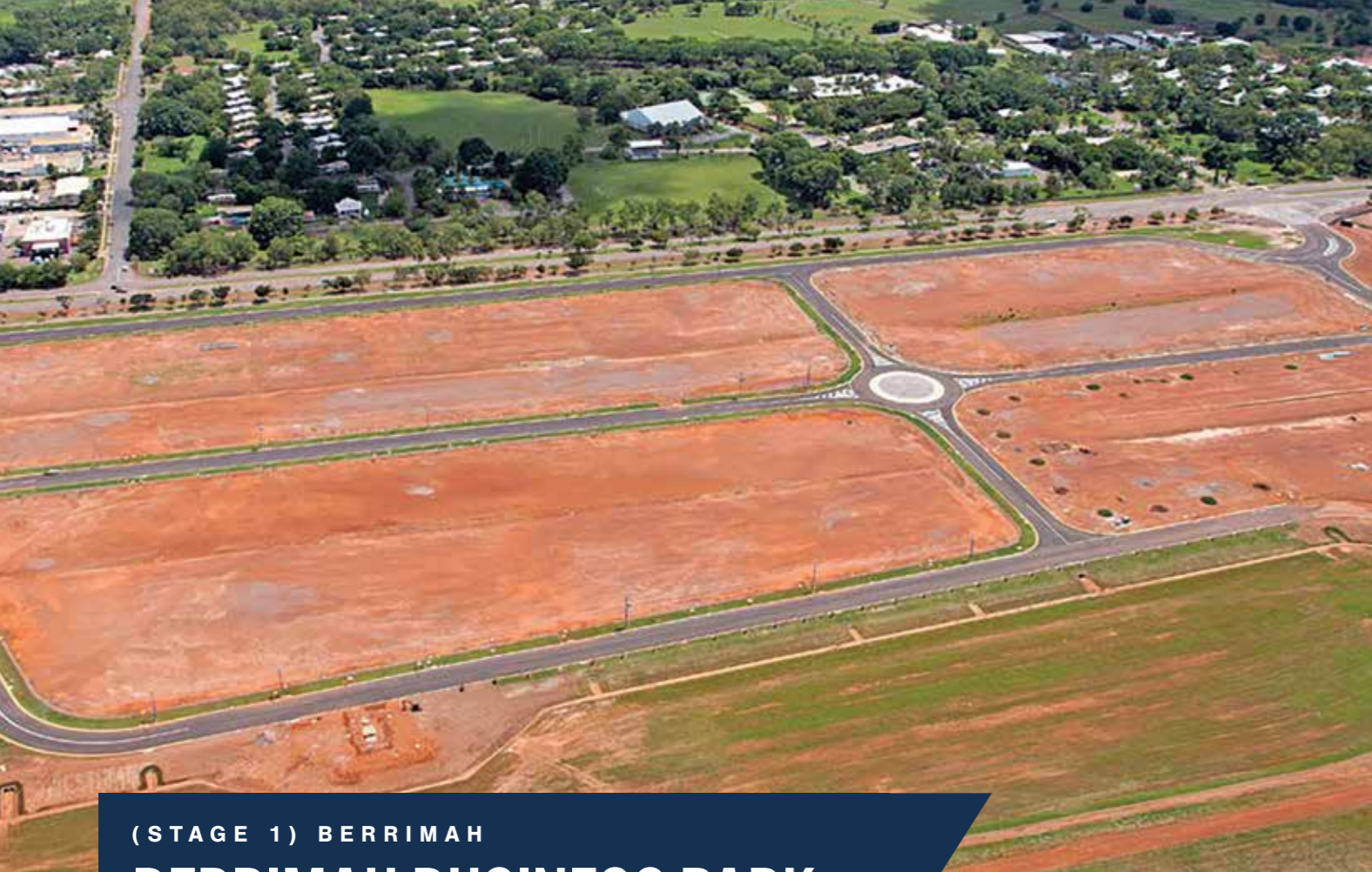
The DixonGroup was one of only very few local developers capable of controlling an entire project lifecycle – from site selection, negotiation and purchase, feasibility and debt financing, to design, construction, leasing and ongoing property management.

Early in the construction phase the global mining boom had come to a quick end, the local \$40b INPEX project was winding down and the Darwin economy was suffering. By the time construction of Darwin Corporate Park had finished vacancies in commercial office space locally had escalated to 20% and the majority of the park was still vacant.

By using their networks, and marketing expertise, the DixonGroup was able to promote the product, backed up by the construction quality, clever design and prime location, the building was 85% leased within 18 months.

Coordinating the successful development of this long-term asset for the client required the DixonGroup to leverage its professional reputation, prove its transparency even in difficult times, and draw on all its integrated services for competitive advantage. The DixonGroup successfully took the relationship further, taking a 25% stake in the exciting Darwin Corporate Park investment with their client.





(STAGE 1) BERRIMAH

BERRIMAH BUSINESS PARK

Budget	\$35m
Client	Goldenmile Developments Pty Ltd

Vision and follow-through are key to turning an old turf farm into a vibrant commercial precinct. This development required a talented and financially strong developer to see the possibilities, future value and deliver effective project management. The DixonGroup went above and beyond these capabilities providing the full suite of property development and management services in one streamlined package.

From concept to continuing property management DixonGroup have been there every step of the way, succeeding even in the difficult economic climate of the Global Financial Crisis. Due to the DixonGroup's sound reputation and constructive relationships with financial institutions project support was still secured with the DixonGroup also achieving \$12m in capital and \$15m in pre-sales, to offset a substantial proportion of the project budget for the client.

The DixonGroup realised this land in the most profitable way possible creating thousands of jobs for local contractors, enhancing the Berrimah landscape and comfortably supporting the client's retirement, who also remained an equity investor.

BERRIMAH

NT MOTORCYCLE CENTRE

Budget	\$8m
Completion	2013
Size	2,500 sqm

Daily inefficiencies were part of the motorcycle centre in their previous Pineland premises as they moved display stock in and out of their workshop each morning to start servicing the bikes.

The DixonGroup were approached for their unique offer of purpose builds for lease. This way the NT Motorcycle Centre could have the perfect building for their needs, funded by an interested investor for mutual, maximised reward (including for the Darwin economy and local customers).

The DixonGroup understand how to deliver quality and efficiency at leasing rates businesses can afford. In 15 months the DixonGroup acquired land and equity funding, managed building design and construction, and deliver a space that was customised to meet all of the NT Motorcycle centre specialised needs, such as a state-of-the-art, air conditioned service workshop with exhaust extractors.

The new space saw the business experience a significant increase in staff retention, quality and productivity in their service department, proving a very sounds investment for both the tenant and investor.



BERRIMAH

CSG

Budget	\$2.8m
Completion	2016
Size	1,600 sqm

As a warehouse based business with a need to fluently check in and out products, the disjointed office and warehouse set up they were operating in was hampering business efficiency.

Completed in 2016 this bright new purpose built office-warehouse facility was designed and optimised for CSG's business and has considerably profited both lessee (business) and property investor.

DixonGroup found a fantastic location to enhance and maintaining CSG's powerful corporate image, used key networks to secure investment in the project and prepared and managed the lease agreement, development application process and the rest. All of this was artfully aligned with a construction schedule that ensured CSG were able to move in by the expiration of their existing lease.

BERRIMAH

RSEA

Budget	\$5.2m
Completion	2014
Size	800 sqm

RSEA knew what they wanted - and they couldn't find it in Darwin. So the DixonGroup were contacted.

The continuity of service DixonGroup offer, where clients can deal with a single person, allows for real relationships to form, a deeper understanding of client wants and needs and an overall easier and enjoyable process for everyone.

Our experienced and professional team worked closely with RSEA to create a custom built showroom, warehouse and office building to their exact specifications. DixonGroup's strategic insight, local knowledge and established relationships were drawn on to provide maximum return, while the Stuart Highway frontage procured for RSEA ensured maximum impact.

UPCOMING PROJECTS



655 STUART HIGHWAY

Budget	\$7.5m
Client	Sol No.4 Pty Ltd
Completion	December 2017 Deadline
Size	2,600 sqm

The quality of DixonGroup developments are unmatched in the Northern Territory, and Darwin is starting to pay attention. Our new 4 strata title showroom/warehouse development has been fully financed and was completely leased off the plan – all before construction has even started.

DixonGroup are proud to have created such a versatile development in the growing Berrimah area, suitable to support any number of great local businesses. The strategic position in the established Berrimah Business Park means that this prime real estate will only increase in value.

BERRIMAH INDUSTRIAL ESTATE

Budget	\$35m
Client	Berrimah North Developments
Completion	December 2017 Deadline
Size	250,000 sqm

This 86 Lot subdivision is the closest industrial land release to Darwin's popular Northern Suburbs. Centrally located between Darwin CBD and Palmerston Berrimah Industrial Estate has been perceptively subdivided into lots to suit a broad range of businesses.

DixonGroup regularly find and seize opportunities for prospective investors and lessees. We see an array of possibilities for the Berrimah Industrial Estate considering we offer custom, purpose-built buildings for lease. Our reliable, streamlined, first-class development services promote and contribute to Darwin's economic growth, and make it easy for businesses to have exactly what they need to achieve superior results.

MAKE YOUR MARK

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