

# AINSWORTH PROPERTY™

## WHO WE ARE



“First thing we do is understand our customers needs so that we can exceed their expectations.”

The A-P Philosophy

# WHO WE ARE



Ainsworth Property (A-P) have come together to create a specialist retail team with unrivalled experience and knowledge of the Australian retail landscape, particularly shopping centres, mixed use developments and CBD/metro retail.

Together with our customers, we are committed to transforming the retail experience at every touchpoint, focusing on driving high performance and long-term, sustainable growth.

We are the only group of our kind in Australia with the depth of experience and capability that has influenced and shaped Australia's retail landscape.



**WE ♥ RETAIL STORIES**







# TAN THACH



### WHO IS TAN

Tan brings a decade of experience in the commercial real estate sector, demonstrating unwavering loyalty to Zelman at CBRE and now Ainsworth Property throughout his entire career.

His commitment and diligent work ethic have granted him the privilege of cultivating remarkable relationships and consistently delivering exceptional outcomes within Melbourne's vibrant retail landscape.

Tan's approach to every opportunity is characterised by humility and a personable demeanor, earning him high regard from both his peers and customers. With a positive outlook, he embraces each day, aiming to add value in every situation and ensure the best service for his customers.

Tan is driven by the knowledge that achieving positive outcomes is the ultimate reward for his dedicated efforts.



### NOTABLE DEALS

- 100 Victoria Street, Carlton - Panda Hot Pot
- 65 Swan Street - Hochi Mama
- 279 La Trobe Street & 301 Swanston Street - David's Hot Pot
- 11 Heffernan Lane - Crystal Jade
- 222 Bourke Street - Milligram
- 181 William Street - Abacus
- 50 Bourke Street - O'Brien Group
- 299 Swanston Street - Master Lanzhou
- 206 Bourke Street - Fishpot
- 23 Tattersalls Lane - Shanghai Dumpling House

### NOTABLE DEALS

Tan has successfully executed numerous retail leasing campaigns, delivering strong outcomes for institutional and private clients. With a deep understanding of the market, strategic insights, and industry connections, Tan maximizes value by customizing leasing strategies to align with client objectives. His track record of success and commitment to exceeding expectations have established him as a trusted expert in retail leasing.





# JOSH LUFTIG



**KEY CUSTOMERS**



**Market insights from hands-on hospitality experience and tenant engagement**

**WHO IS JOSH**

Josh is a dynamic professional deeply passionate about retail and dedicated to enhancing the leasing experience for both retailers and landlords. With over 15 years of experience in the hospitality industry, Josh has honed his skills in establishing and running a range of small businesses.

Renowned for his hard work and unwavering dedication to customer satisfaction, Josh has earned a stellar reputation in the industry. His expertise in operations and project management equips him to excel in various ventures.

Driven by his love for retail, Josh leverages his knowledge and past experiences to deliver successful outcomes from both a landlord and retailer's perspective. With a keen understanding of the intricacies involved, he is committed to fostering strong relationships and driving exceptional results. Josh's unique blend of experience and passion makes him a valuable asset in the retail and property realm.

**SOME OF JOSH'S EXPERIENCES INCLUDE**

Roquette Catering and Consultancy - establishing and operating a premium Melbourne-based event catering and hospitality consulting business, servicing events for up to 1500 patrons. Notable customers include many of Australia's BRW top 20 families.

Sidewalk - a suburban cafe and event space.

Aussie Pesach, Marriott Surfers Paradise - Establishing and running an annual international 10-day retreat offering premium hospitality and entertainment for 350+ patrons.

Atlantic Group Docklands - Personally headhunted by the Managing Director, Josh joined the Atlantic Group to solidify their \$21million hospitality offering and to implement processes and procedure, delivering maximum revenue whilst maintaining excellent customer satisfaction.

Crown Events Melbourne - Josh was instrumental in reenergising Crown's banqueting division. Successfully increasing his market segment by 85% revenue whilst maintained a 98% customer.



# ZELMAN AINSWORTH



## KEY CLIENTS



## Retail & Marketing and Implementation, Reporting and Tenant Engagement

### WHO IS ZELMAN

Zelman is an experienced professional in commercial real estate who has dedicated his entire adult life to the industry. He established Ainsworth Property after specializing in retail leasing for 11 years in Victoria, where he managed CBRE's Retail Leasing business. Zelman's exceptional levels of energy, passion, and creative thinking have made him a respected leader and visionary in Melbourne's retail market.

### VALUE TO PROJECT

Zelman's extensive experience includes numerous retail leasing strategy and delivery projects across Australia, serving both institutional and private landlords. Furthermore, Zelman holds a position in the City of Melbourne council, where he contributes to their retail strategy and planning. This provides valuable market intelligence and access to the Melbourne retail market.

### NOTABLE DEALS

Throughout his career, Zelman has collaborated with a diverse range of retailers and landlords, enriching his knowledge, experience, and relationships in the broader Australian property market.

- o 181 Collins Street - Balenciaga
- o 67 Swanston Street - McDonalds
- o 45 James Street, Fortitude Valley QLD - Rodd & Gunn
- o 267 Lt Collins Street - Leica
- o 161 Collins Street - Loewe
- o 100 Exhibition Street - ANZ
- o 233 Collins Street - Suncorp
- o 356 Collins Street - Bendigo Bank
- o Rundle Place, Rundle Mall, Adelaide - Lululemon, Nude Lucy, Funlab, Kookai, R.M. Williams





# HEIDI PIALAGO



**PROJECT ROLE**

Office & Marketing Manager

**WHO IS HEIDI**

Heidi Pialago is a dynamic professional known for her exceptional skills as an admin and marketing manager. With a reputation as a “jack of all trades,” Heidi has successfully managed various responsibilities and tasks with ease. Her ability to wear multiple hats while maintaining a smile on her face sets her apart. Heidi approaches her work with a positive and enthusiastic

mindset, bringing a contagious energy to the team. She consistently demonstrates her creativity in devising innovative marketing strategies that captivate audiences and drive results. Whether it's coordinating schedules, managing projects, or brainstorming fresh ideas, Heidi's versatility and can-do attitude make her an invaluable asset.

# RAVI LATHWAL



**PROJECT ROLE**

Finance Manager

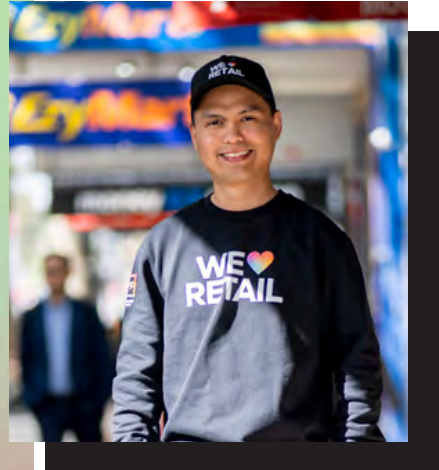
**WHO IS RAVI**

Ravi Lathwal is an experienced executive who has played a pivotal role in the success of Ainsworth Property (A-P) since its early beginnings. With a wealth of finance functions experience, Ravi brings a deep understanding of financial operations and strategies to the

team. His expertise and insights have been instrumental in shaping the financial growth and stability of A-P. Ravi's strong leadership skills and ability to navigate complex financial landscapes make him an invaluable asset to the organisation.



# JOMAR NUGUID



**PROJECT ROLE**

Data Analyst

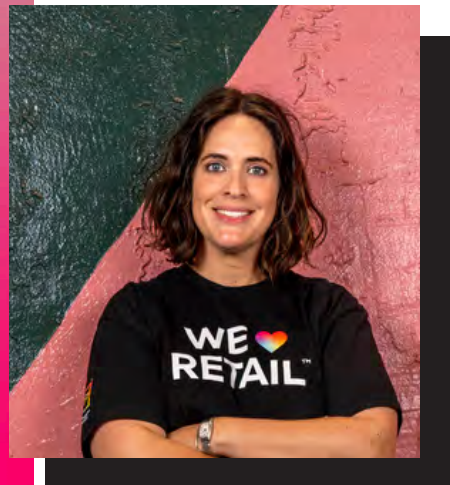
**WHO IS JOMAR**

Jomar is an IT specialist with 8 years of experience, currently pursuing postgraduate studies in Information Technology with a major in Artificial Intelligence. He has a strong background in project management, software development and IT operations, focusing on cloud solutions, data engineering and AI.

Working with A-P team, Jomar's responsibilities include data analysis for retail business insights, applying data science techniques driving initiatives to use IT as a strategic tool for business improvement. mindset, bringing a contagious energy to the team.

He has earned accreditations in emerging fields such as Google Cloud Engineering and ICT Developer Programmer from the Australian Computer Society.

# TALI AINSWORTH



**PROJECT ROLE**

Leasing Analyst

**WHO IS TALI**

Introducing Tali Ainsworth, an experienced Leasing Analyst renowned for her attention to detail and extensive background in commercial leasing. Juggling her career with the responsibilities of motherhood and marriage, Tali is celebrated for her meticulous analysis and negotiation prowess. Known for her expertise in evaluating lease terms, she brings a unique blend of professional excellence and personal dedication to every

interaction. Tali exemplifies the ideal balance between career success and family fulfillment, embodying excellence in both spheres of life.

RETAIL WE  
WE ♥ RETAIL  
TAIL™ WE ♥ RE  
RETAIL™ WE  
WE ♥ RET  
WE ♥ DETAIL



# NOTABLE PROPERTIES LEASED HOSPITALITY



ROBATA

L-I-M-I-N-A-L



GARDENSTATE HOTEL

NIÜBI BINARY

LUNE

DESSOUS

HAZEL

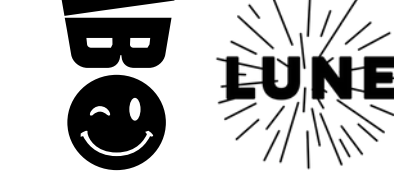




# NOTABLE PROPERTIES LEASED HOSPITALITY



**ST. ALI**  
**CODE BLACK**  
**COFFEE ROASTERS**



GARDEN STATE HOTEL

INFINITY WORLD  
AUSTRALIA

**Australian**  
**Venue Co.**



# NOTABLE PROPERTIES LEASED LUXURY



- BREITLING
- GUCCI
- KERING
- COACH
- TAG HEUER
- VERSACE
- JIMMY CHOO
- FAURÉ LE PAGE
- PARIS 1717
- Leica
- YVES SAINT LAURENT
- Paul Smith
- BALENCIAGA
- R.M. Williams
- Van Cleef & Arpels
- swatch
- PANDORA
- LOEWE
- LONGINES
- Christian Louboutin
- Mulberry
- L'OCCITANE EN PROVENCE
- FENDI
- BOTTEGA VENETA
- RICHEMONT
- LVMH
- Cartier



# NOTABLE PROPERTIES LEASED FASHION & RETAIL



Aēsop®

RODD & GUNN  
NEW ZEALAND

SCANLAN THEODORE

OPSM

KOOKAI

HENDERSON

SKINCEUTICALS  
ADVANCED PROFESSIONAL SKINCARE



# NOTABLE PROPERTIES LEASED FASHION & RETAIL



MIMCO

SILK  
LASER CLINICS



NUDELUCY

M.J. BALE



lululemon



[AQUILA]



PLATYPUS



TRENER

POLITIX



Timberland



# NOTABLE PROPERTIES LEASED SERVICES





# NOTABLE PROPERTIES LEASED SERVICES





# NOTABLE RETAIL PROJECTS LEASED & CURRENTLY LEASING

Some of these campaigns are currently on-going but over the past 24 months, A-P have successfully secured tenants for both institutional, private and shopping centre owners.



investa



THE STRAND  
MELBOURNE



MOUNTAIN HIGH  
MELBOURNE CENTRAL



GPT  
The GPT Group



UBS



COLLINS PLACE



SOUTHERN CROSS LANE



Cadence



RUNDLE PLACE



K CENTRE



235 BOURKE



PEMBROKE



midtown.



206 BOURKE STREET



Y  
Younghusband



GPT  
The GPT Group





260 COLLINS ST  
MELBOURNE CBD



379 COLLINS ST  
MELBOURNE CBD



500 COLLINS ST  
MELBOURNE CBD



GOLDSBROUGH VILLAGE  
MELBOURNE CBD



265 LITTLE BOURKE ST  
MELBOURNE CBD



401 COLLINS ST  
MELBOURNE CBD



530 COLLINS ST  
MELBOURNE CBD



61 LITTLE COLLINS ST  
MELBOURNE CBD



222 BOURKE ST  
MELBOURNE CBD



161 COLLINS ST  
MELBOURNE CBD



SOUTHERN CROSS LN  
MELBOURNE CBD



120 COLLINS ST  
MELBOURNE CBD



235 LITTLE BOURKE ST  
MELBOURNE CBD



55 COLLINS ST  
MELBOURNE CBD



DEGRAVES ST  
MELBOURNE CBD



483 - 485 ELIZABETH ST  
MELBOURNE CBD



356 COLLINS ST  
MELBOURNE CBD



67 FLINDERS LN  
(c/nr EXHIBITION ST)  
MELBOURNE CBD



YOUNGHUSBAND  
KENSINGTON



628 BOURKE ST  
MELBOURNE CBD





357 COLLINS ST  
MELBOURNE CBD



CENTREWAY ARCADE  
MELBOURNE CBD



189 QUEEN ST  
MELBOURNE CBD



MANCHESTER LANE  
MELBOURNE CBD



130 LT COLLINS ST  
MELBOURNE CBD



90 ELIZABETH ST  
MELBOURNE CBD



RIVERSIDE QUAY  
SOUTHBANK



ARMSTRONG ST  
MIDDLE PARK



717 BOURKE ST  
DOCKLANDS



321 EXHIBITION ST  
MELBOURNE CBD



40 MARKET ST  
MELBOURNE CBD



477 ELIZABETH ST  
MELBOURNE CBD



190 BOURKE ST  
MELBOURNE CBD



HIGH ST  
BAYSWATER



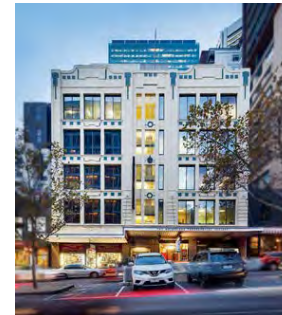
SCAPE AURORA  
LA TROBE  
MELBOURNE CBD



206 BOURKE ST  
MELBOURNE CBD



91 KOORNANG RD  
CARNEGIE



130 RUSSELL ST  
MELBOURNE CBD



THE STRAND  
MELBOURNE CBD



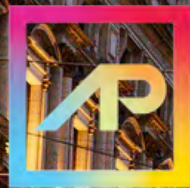
MIDTOWN - GPO  
MELBOURNE CBD



# UNLOCK THE VALUE

Where business objectives meet collaborative solutions, market trends lead innovation, and results are swiftly delivered.





# AINSWORTH PROPERTY™

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**OPTUS**

Yes