



### Debt Funding Approved And Construction Contracts Executed

There is no question that obtaining debt funding and commencing projects has become more challenging in the last 6 months. Pre-sales and a reputable builder are no longer enough to ensure your project will be funded in this market. As a result, many projects within the Australian development landscape are failing to satisfy bank requirements and their projects are languishing.

Despite these challenges, Pomeroy Pacific's experience in navigating challenging markets throughout our 48 year history has allowed us to work with our clients and provide workable and cost effective solutions to ensure their projects are funded and delivered.

As such, Pomeroy Pacific is thrilled to announce that in the last month more than \$85m in construction projects have achieved debt funding. By assisting Clients in accessing and securing funding solutions, projects which would otherwise be stalled are able to proceed and be built without delay. We are particularly excited that two of our Clients projects; 'Howard West' and 'Galleria' have both had their construction contracts executed and works will be commencing on site within several weeks.



Howard West offers 'timeless, distinguished inner city living' in apartments, lofts and town homes that reflect the character of West Melbourne and Galleria incorporates sleek and modern apartments over 15 storeys in the heart of Glen Waverley.



### Trend Towards Townhouses Is Growing Stronger

The trend towards townhouses is getting stronger as they continue to meet the requirements of first home buyers, families and downsizers. Town-houses offer an alternative housing product at costs below the median house price across most of Melbourne's suburbs and allow for more intense development in locations that apartments typically would not succeed in. Australian Property Monitors senior economist, Andrew Wilson recently stated that "demand has always been well ahead of supply and it looks like there will be a shortage coming through in the very popular areas". This is good news for current town-house owners and purchasers seeking strong capital growth.

In the last several months, Pomeroy Pacific has secured over \$150M in new townhouse projects.

## 2017 - ANOTHER SUCCESSFUL YEAR POMEROY PACIFIC

The following stories provide an outline of some of Pomeroy Pacific's outstanding achievements for 2017. We would also like to take this opportunity to acknowledge and thank all our loyal clients for their ongoing support and continued relationship. From the team at Pomeroy Pacific we wish everyone a Happy Festive Season and prosperous New Year!

### Australia's First. The World's Finest. Pomeroy Pacific To Deliver The Victoriana, 20 Queens Road, Melbourne.

It is with great pleasure we announce our appointment to deliver the Victoriana, 20 Queens Road, Melbourne for JD Group. Designed by renowned architects Rothelowman, this luxury development will take place on a landmark 4,598 sqm development site on Queens Road. The Victoriana will boast a huge 61m Queens Rd frontage and benefits from two additional street frontages. The development will feature breathtaking views that will never be built out and each residence will showcase finely appointed, luxurious interiors.

The Victoriana will reign over Albert Park Lake and the surrounding parklands with absolute poise and elegance. We wish JD Group every success with what will become one of Melbourne's finest developments.

### A New Breed Of Urban Royalty. Royal Ascot, 2 Mascoma Street, Ascot Vale.

Pomeroy Pacific's partnership with McLaren Developments continues to reinforce our belief that establishing and maintaining lasting relationships is the key to success. This is especially evident in our latest joint venture; Royal Ascot.

Appointed as Development and Project Managers, we are thrilled with the progress of the project. We obtained a permit via a mediated outcome at VCAT and Pomeroy Pacific is currently managing the sales and marketing of the site.

Now selling, Royal Ascot showcases a new breed of urban royalty. Designed by Plus architects, Royal Ascot is full of character and complements Ascot Vale's rich surroundings.





### Permit Granted For The Oros Oakleigh

We are pleased to announce that 'The Oros' in Oakleigh has recently achieved a 10 story permit through a full VCAT hearing process.

As the appointed Development Manager, we are thrilled with this outcome given the height achieved is 4 levels above the existing DDO, meaning 'The Oros' will be the new landmark project in the Oakleigh precinct.

Positioned between Warrigal Road and Princess Highway, this mixed use development consists of 260 apartments, 106 hotel / serviced apartment suites and a prominent retail component including a supermarket and complimentary retail uses.

The project has now launched for sales and we send our congratulations to our valued client, Viapac Group on an outstanding result.

### Construction Contract Executed And Groundwork's Underway

With the guidance of Pomeroy Pacific, CBD Development Group and Hickory Group have executed the construction contract which paves the way for the groundwork's and procurement activities for this exciting project, Arden Gardens.

Leveraging on the growth momentum of the Arden Macaulay precinct, this massive 8,200 m2 site will provide a yield of over 300 apartments with integrated basements across the whole site, supporting a full service Woolworths supermarket and 50 speciality retail stores.

Pomeroy's extensive experience in negotiating and collaborating with Woolworths and other large format retailers, is managing CBD's interests during further design development to achieve beneficial outcomes for all parties.

Hickory has committed to an aggressive timeline and is making solid progress in this landmark project.

We congratulate CBD Development Group on achieving this milestone.

### Capturing The Market In 48 Hours

Pomeroy Pacific would like to congratulate our client, Boya Holdings on the extremely successful launch of McKinley Residences at 171 Wattletree Road in Malvern.

Designed by distinguished architects, Ewert Leaf, McKinley Residences welcome their

## 2017年 - 又是成功的一年 POMEROY PACIFIC

以下故事概述了我们2017年的一些杰出成就。我们也想借此机会感谢我们所有忠实的客户，感谢他们一如既往的支持和长久的友谊。来自 Pomeroy Pacific 的团队祝大家节日快乐，新年快乐！

### 澳大利亚首位。世界最优。 Pomeroy Pacific推出墨尔本皇后大道 20号的Victoriana公寓。

我们欣喜地宣布，为JD集团推出墨尔本皇后大道20号的Victoriana。由著名建筑师Rothelowman设计，这座奢华的地产将在皇后大道的地标性4598平方米的地块上落成。Victoriana将拥有巨大的61米皇后大道临街面，同时还具有其他两个临街面。此处地产项目将打造出空前绝后的壮丽景色，每个住宅都将展示精新打造的豪华室内装修。

Victoriana将以绝对的平静和优雅君临阿尔伯特公园湖和周围的公园。我们祝愿JD集团捷报频传，成功铸造一处墨尔本最精品的开发项目。

### 城市贵族新血统。Royal Ascot, Mascoma街2号, Ascot Vale。

Pomeroy Pacific与McLaren开发公司的伙伴关系继续强化着我们的信念，即建立和保持持久的关系是成功的关键。

这在我们最新的合作项目中尤其明显：Royal Ascot。

我们被任命为开发和项目经理，能够参与项目的进展令我们倍感激动。我们通过VCAT的调解结果获得了许可，Pomeroy Pacific目前负责管理该地产的销售和营销。

目前已开始销售的Royal Ascot展示出一种全新的城市贵族气息。Royal Ascot的出色设计来自Plus architects，与Ascot Vale丰富的环境相得益彰。

### 债务融资获批,签订施工合同

在过去的6个月里，获得债务融资和启动项目变得越来越具有挑战性。预售和一个有信誉的建设商已经不足以确保您的项目能在市场上获得资助。结果是，澳大利亚地产开发的许多项目都无法满足银行的要求，他们的项目就此拖延。

尽管面临这些挑战，Pomeroy Pacific有着我们48年以来在挑战性市场中前进的经验，这使我们能够与客户合作，并提供可行且具成本效益的解决方案，以确保其项目得到资助和交付。

就此而言，Pomeroy Pacific欣喜地宣布，在上个月，超过8500万美元的建设项目已经完成了债务融资。通过协助客户获取和获得资金解决方案，本来可能会停滞的项目能够立即进行和建设。我们特别兴奋的是，两个客户项目"Howard West"和"Galleria"都签订了施工合同，工程将在几周内在现场开始。







residents with a contemporary design that incorporates quality fixtures and generous living space. The attention to detail is immaculate and has captured the attention of the market with its lush interiors and a warm natural palette.

The sales launch drew the attention of many local buyers creating healthy competition which resulted in a strong outcome as the project was almost sold out after only 48 hours of being released to the market.

As the Development and Project Manager, we are extremely proud of the outcome which underpins our confidence that this development was flawlessly positioned, accurately marketed and well-coordinated with the design, marketing and sales team. McKinley Residences have set the benchmark for luxury apartments within the Malvern domain.



#### Appreciation For A 40 Year Master Builder. Congratulations Dug Pomeroy.

On Wednesday 9 August, the Master Builders Association of Victoria presented Dug Pomeroy with an appreciation plaque to honour Pomeroy Pacific's 40-year membership.

This is truly an outstanding accomplishment and we are all extremely proud of Dug's achievement. As a qualified Master Builder with dual Unlimited Building Licenses both in commercial and domestic construction, Dug's wealth of knowledge and expertise in the property and construction industry has been invaluable in the continued growth of Pomeroy Pacific.

#### The Prince Of Udaipur Visits Pomeroy Pacific

It was with great pleasure that Pomeroy Pacific hosted the Prince of Udaipur, HRH Prince Lakshyaraj Singh Mewar.

Lakshyaraj Singh Mewar is a scion of the 1500 year-old House of Mewar in Udaipur. Educated at the Blue Mountains International Hotel Management in Australia, he obtained a Bachelor of Commerce before returning to Udaipur to join the family business, HRH Group of Hotels.

The evening commenced with a private cocktail function hosted at the Pomeroy office and concluded with a private dinner at Dug Pomeroy's home with high-profile Australian and Indian dignitaries including the Prince, Former Premier of Victoria Ted Baillieu, Rashi Kapoor President of Australian Indian Business Council, Former Ministerial Advisor Nitin Gupta and AFL Advisor Darpan Mittal.

Howard West提供"永恒、杰出的内城生活"公寓、阁楼和联排别墅,展现西墨尔本的特色;Galleria则在Glen Waverley的中心地带融入了15层以上的时尚和现代化的公寓。

#### 对联排别墅的趋势正在增强

随着联排别墅继续满足首次购房者、家庭和换房者的要求,其趋势正日益强劲。联排别墅作为一种住房产品选择,在墨尔本大部分郊区都有着低于房价中位数的成本,并可能在公寓房产通常不会成功的地段有更密集的开发空间。澳大利亚房地产监测高级经济学家Andrew Wilson最近指出,"需求总是远远领先供应,看起来在非常受欢迎的地区将会出现短缺"。对现在的房屋所有者和追求强劲资本增长的购买者来说,这是个好消息。

在过去的几个月里,Pomeroy Pacific已经敲定了超过1.5亿澳元的新建联排别墅项目。

#### Oakleigh The Oros项目获得许可

我们欣喜地宣布,Oakleigh的"The Oros"最近通过VCAT的全面听证程序,获得了10层建筑许可。

作为指定的开发经理,我们对这个成果感到高兴,因为拿到的高度许可比现有DDO高出4层,这意味着"The Oros"将成为Oakleigh地区的新标志性项目。

位于Warrigal Road和Princess Highway之间,这个多用途开发项目包括260套公寓,106间酒店/服务式公寓套间,以及一个显眼的零售区块,包括超市和免费零售店使用等。

该项目已经开始销售,我们祝贺尊贵的客户Viapac集团取得的出色业绩。

#### 签订施工合同,基础工作进行中

在Pomeroy Pacific的指导下,CBD开发集团和Hickory集团签署了施工合同,为这个令人兴奋的项目-雅顿花园的基础和采购活动铺平了道路。

凭借Arden Macaulay地区的发展势头,这座面积达8200平方米的大型地块将盖起超过300套公寓,全区配备地下室,支持一家综合Woolworths超市和50家零售专卖店。

Pomeroy在与Woolworths和其他大型零售商进行谈判和合作方面拥有丰富的经验,在进一步的设计开发过程中管理CBD的利益,从而为各方取得有益的成果。

Hickory制定了积极的时间表,正在这个地标性项目上稳步推进进展。

我们祝贺CBD开发集团实现这一里程碑。

#### 48小时内抢占市场

Pomeroy Pacific谨此祝贺我们的客户Boya Holdings成功推出位于Malvern的Wattlefree路171号的McKinley Residences项目。

由杰出的建筑师Ewert Leaf设计,McKinley Residences用融合了高品质装置和宽敞生活空间的当代设计来迎接住户。细节方面完美无暇,以其丰盛的内饰和温暖的自然色彩抓住了市场的目光。

该项目的推出引起了众多本土买家的关注,创造了良好的竞争格局,成效显著,该项目在上市仅48小时后几乎售罄。

作为开发经理和项目经理,我们对这一结果感到非常自豪,这巩固了我们的信心,确信这次开发的完美定位、准确销售以及与设计,营销和销售团队的良好协调。McKinley Residences已经在Malvern房产领域设定了豪华公寓的基准。

#### 欣赏40年经验的建筑大师。祝贺Dug Pomeroy。

8月9日星期三,维多利亚州建筑大师协会向Dug Pomeroy赠送了一枚赞赏Pomeroy Pacific 40年会员资格的奖牌。

这的确是一项杰出的成就,我们都为Dug的成就感到非常自豪。作为拥有双重无限制建筑执照的商业和住宅建筑的合格建筑师,Dug在房地产和建筑行业的丰富知识和专业观点对于Pomeroy Pacific的持续增长是无价的。

#### 乌代浦王子访问Pomeroy Pacific

Pomeroy Pacific荣幸地接待了乌代浦王子Lakshyaraj Singh Mewar王子殿下。

Lakshyaraj Singh Mewar是在乌代浦拥有1500年历史的梅瓦家族的后裔。在澳大利亚蓝山国际酒店管理学院学习后,他获得了商业学士学位,之后回到乌代浦加入家族企业HRH酒店集团。

晚上首先在Pomeroy办公室举行了私人鸡尾酒会,最后在Dug Pomeroy的家中举行私人晚宴,参加的澳大利亚和印度高级官员包括王子、维多利亚州前总理Ted Baillieu、澳大利亚印度商业理事会主席Rashi Kapoor、前部长级顾问Nitin Gupta和AFL顾问Darpan Mittal。