

NOW LEASING



Meet you at

\$30 Million Redevelopment Complete | Strong Trade Area Growth | Outperforming Industry Benchmarks





One of Queensland's top three performing shopping centres by size¹

FIVE MILLION CUSTOMER VISITS AND COUNTING

Introducing The Pines Elanora. One of Queensland's top three performing shopping centres by size¹.

On track for five million customer visits this year following a \$30 million redevelopment, there's a lot to discover at this southern Gold Coast shopping destination:

- A significant centre redevelopment
- New national brands
- Three major supermarkets under one roof
- A new fresh food hub for south-east Queensland
- First-class customer amenities
- Australia's largest solar car park structure
- New undercover parking with direct access and upgraded directional car parking system.

Much has changed but the centre remains independently owned and proud of its nearly 30 year history at the heart of the community.

Limited leasing opportunities exist. Meet you at The Pines Elanora – the place to shop, meet, talk, laugh and connect.

CAPITALISING ON FUTURE GROWTH

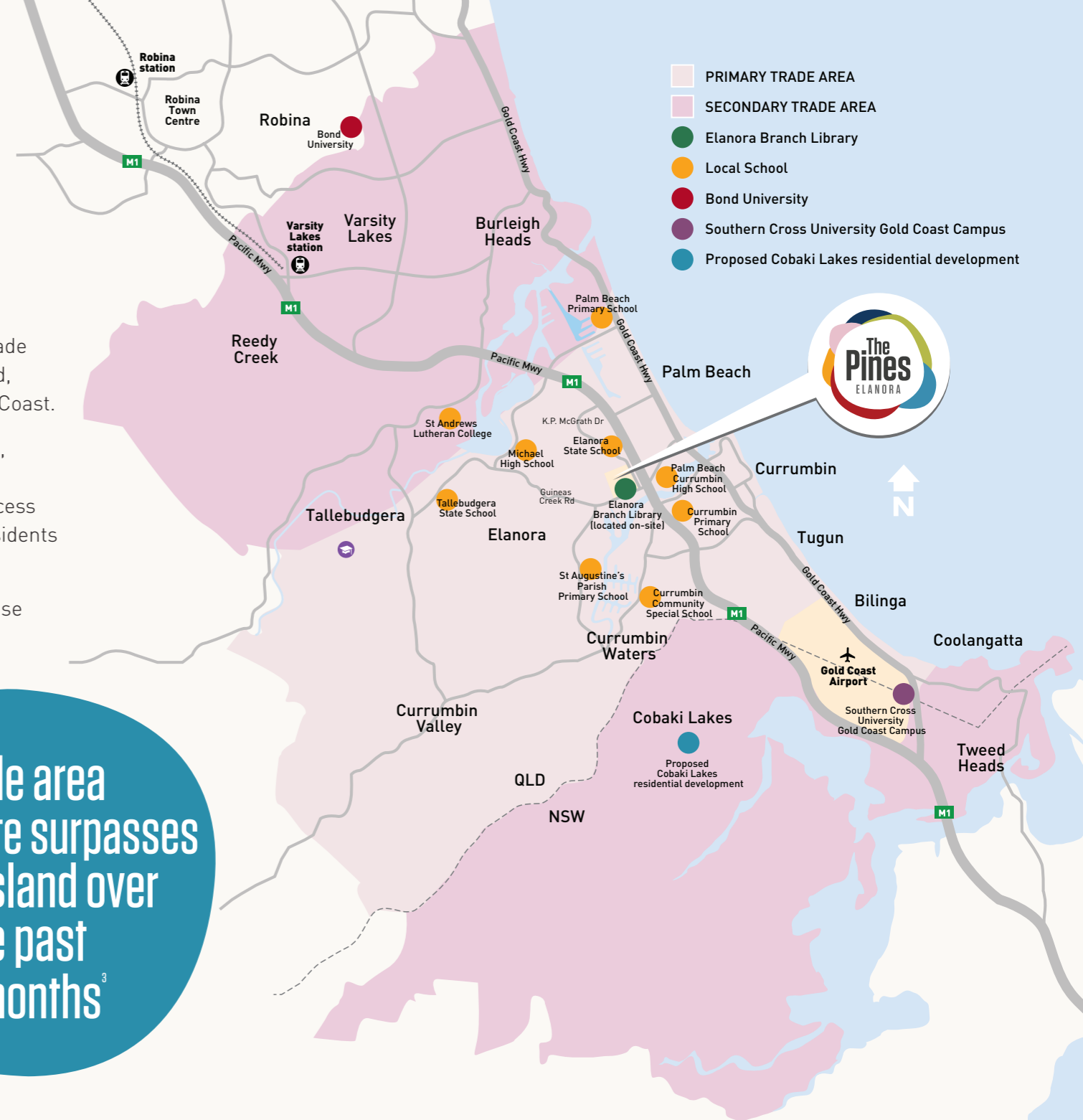
As the largest centre within the primary trade area, The Pines Elanora has an established, loyal customer base on the southern Gold Coast.

Close proximity to the M1 Motorway exit 93, around 1km walk from the beach and on multiple local bus routes, ensures easy access to a trade population of around 126,000 residents expected to reach 146,000² by 2026.

The trade area spend is projected to increase 4.2% annually to \$2.41 billion² within the next decade.

This growth rate surpasses the rate of Queensland over the past 12 months³.

Trade area growth rate surpasses Queensland over the past 12 months³



\$230 MILLION PROJECTED ANNUAL SALES



CENTRE OVERVIEW

80+

RETAILERS



33,750m²

Gross lettable area



\$230 MILLION

Expected total annual sales 2016 (ex GST)



1,600

Car parking spaces, 700+ undercover, 200+ direct access



5 MILLION

Expected annual customer visits 2016

TRADE AREA²



126,000

Trade area population, expected to reach around 146,000 by 2026



\$1.47 BILLION

Trade area spend, expected to reach \$2.41 billion by 2026



4.2%

Trade area growth percentage

MAJORS



SUPERMARKETS

Coles, Woolworths, ALDI



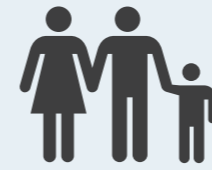
DISCOUNT
DEPARTMENT
STORE

Kmart

ALL THREE SUPERMARKETS UNDER ONE ROOF



DEMOGRAPHICS²



FAMILY

Strong family market

35-40
YEARS

HIGH PROPORTION

35-40s mums with school-aged children



2.4 PEOPLE

Average household size

TRADE AREA VISITATION⁴

70% VISIT AT LEAST ONCE A WEEK

65% BUY FOOD

43% USE CENTRE FOR MAIN FOOD SHOPPING

SITE FEATURES



REGIONAL
LIBRARY

Located on-site, with 30,000 visitors a month



NINE SCHOOLS

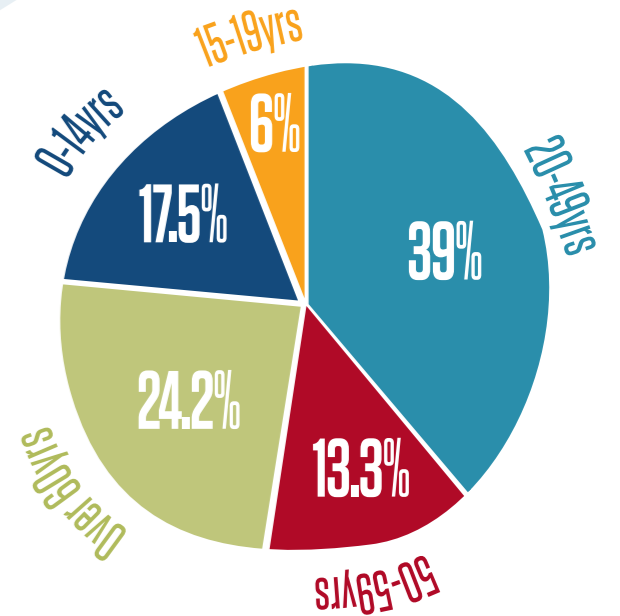
In primary trade area, with over 7,000 students



TWO UNIVERSITIES

In main trade area, with Southern Cross University's third campus building currently underway

AGE PROFILE



PERFORMING ABOVE INDUSTRY BENCHMARKS

The centre consistently maintains the largest share of food/grocery spend in the trade area² and outperforms peer centres by an estimated 48% in the food and beverage category².

As at May 2014, retail sales tracked 20% higher than the benchmark of other centres with a single discount department store².

With \$230 million Moving Annual Turnover (MAT) expected in 2016, the redeveloped centre's performance has exceeded all expectations.

This is set to increase, as the independently owned centre remains responsive to community needs and retains a highly localised marketing program.

The redeveloped centre's performance has exceeded all expectations



REDEVELOPMENT DRIVES STRONG SALES

THE URBAN DEVELOPER.COM

\$30 Million Upgrade Spurs Sales Surge At The Pines Elanora

7th April 2016 | Category: News, QLD, Retail | Staff Writer

The Pines Elanora Shopping Centre on the Gold Coast has posted a sales result that's almost five times the nation's current growth rate on the back of a major facelift completed recently.

While Australia's retail sales growth has slumped to a near three-year low of 3.3%, the newly expanded The Pines Elanora has recorded a 15.4% increase in retail sales, based on a square metre calculation.

"When you have a national retail economy that's heading south and driving confidence down, posting a result like this reinforces our community-centric business model," said Hilary Jacobs, Centre Manager for The Pines Elanora.

Gold Coast Bulletin

Loyal shoppers gift a happy Easter to Pines Elanora retailers

11th April 2016

Loyal shoppers have helped newly expanded retail centre The Pines Elanora to shrug off the doom and gloom of Australia's latest retail sales numbers.

Management at the centre, where national homewares retailer Bed Bath N' Table opened last week, has recorded a 15.4 per cent rise in retail sales, based on square metre calculation.

This compares with a slip in Australia's retail sales growth to a near three-year low of 3.3 per cent.



CAPTURING A STRONG FAMILY MARKET

The Pines Elanora is an ideal family shopping destination. Over half the trade area has dependent kids at home² and the centre has nine schools in its primary trade area, including two high schools and seven primary schools.

The community focused centre caters to this younger demographic through a comprehensive range of kids activities, dedicated family cafes, restaurants and enclosed play areas, the popular Pines Kids Club and first-class family amenities.

A regional library is located on-site, attracting some 27,500 visitors each month. Southern Cross University and Bond University also sit within the main trade area of the centre.

Over half the trade area has dependent kids at home²

MEET YOU UNDER AUSTRALIA'S LARGEST SOLAR CAR PARK

As part of the recently completed \$30 million redevelopment, the centre installed Australia's largest solar car park structure.

The system is one of the largest generators of solar power in the country, enabling The Pines Elanora to run up to 20% of its air conditioning from solar power.

As an early adopter of solar power in shopping centres, it demonstrates the centre's commitment to sustainable operations and innovative design. The CO² offset is equivalent to taking more than 185 cars off the road each year.

The Pines Elanora is committed to sustainable operations



MEET YOU AT OUR CENTRE

The place to shop, meet, talk, laugh and connect at the heart of the community on the southern Gold Coast.

With all three major supermarkets, Coles, Woolworths and ALDI under one roof, plus Kmart and over 80 specialty stores, there is everything you need from fresh food and conveniences to fashion, gifts and homewares, with plenty of rooftop and undercover parking, disability access and a great range of services available.



DISCLAIMER

This document has been prepared by The Pines Shopping Centre (Qld) Pty Ltd solely for the purpose of providing information to potential tenants. It is provided on a confidential basis and is not to be distributed or reproduced in whole or in part without the prior written consent of The Pines Shopping Centre (Qld) Pty Ltd.

This document does not purport to contain all of the information that a potential tenant or any other interested party may require. It does not take into account the circumstances, financial situation, investment objectives or requirements of a potential tenant or any other person. It is intended to be used as a guide only and does not constitute advice, including without limitation, investment or any other type of advice. The information contained in this document does not constitute any offer by The Pines Shopping Centre (Qld) Pty Ltd.

Any potential tenant or any other interested party should obtain independent financial, taxation, accounting, legal and other advice to assist them in making their own decisions and assessment appropriate to their circumstances.

The Pines Shopping Centre (Qld) Pty Ltd assumes that any person who reads or uses this document is capable of evaluating the merits and risks of any investment or other decision with respect to a leasing transaction, its suitability and its financial, taxation, accounting and legal implications without any reliance on this document.

This document contains information prepared by third parties. Figures, calculations and other information contained in this document provided by third parties has not been independently verified by The Pines Shopping Centre (Qld) Pty Ltd. Any projections or forecasts represent estimates only and may be based on assumptions, which, while reasonable, may not be correct. Past performance is not a reliable indication of future performance. Any implied representation as to future performance based on historical performance is expressly disclaimed.

Users should not rely on any information contained in this document as a statement or representation of fact and must make their own enquiries to verify and satisfy themselves of all aspects of such information, including without limitation, any income, rentals, dimensions, areas, zoning and permits. While the information in this document has been prepared in good faith and with due care, no representations or warranties are made (express or implied) as to the accuracy, currency, completeness, suitability or otherwise of such information. The Pines Shopping Centre (Qld) Pty Ltd its officers, employees, subcontractors and agents shall not be liable (except to the extent that liability under statute or by operation of law cannot be excluded) to any person for any loss, liability, damage or expense arising directly or indirectly from or connected in any way with any use of or reliance on such information.

The estimated pedestrian traffic figures are for the main centre only and do not include visitation to the Elanora Branch Library or PAD sites.

SOURCING AND FOOTNOTES

- The Pines has recorded MAT m² (inc. GST) on par with the top three shopping centres by size in Queensland (i.e. 20,000 to 50,000 of GLA), based on prorated turnover post development when compared to Little Guns December 2015 publication
- The Pines Elanora Centre & Market Assessment, October 2014, MacroPlan Dimasi
- According to MacroPlan Dimasi, retail expenditure by The Pines Elanora trade area was forecast to increase by an average annual rate of 4.2% over the period between 2014 to 2024
Queensland's annual retail trade growth over the year to February 2016 was 2.9%
- Pines Shopping Centre Research Report, 2014 V3, Colmar Brunton

MEET YOU AT THE PINES ELANORA

Leasing Enquiries

Stuart Breen – Retail Manager

M 0438 000 454 **P** 07 5534 6722

E stuartb@thepineselanora.com.au

Hilary Jacobs – Centre Manager

M 0400 429 430 **P** 07 5534 6722

E hilaryj@thepineselanora.com.au

The Pines Elanora

Cnr Guineas Creek Road and KP McGrath Drive
Elanora QLD 4221

thepineselanora.com.au

 [ThePinesElanora](https://www.facebook.com/ThePinesElanora)

 [@thepineselanora](https://www.instagram.com/thepineselanora) [#thepineselanora](https://www.instagram.com/thepineselanora)



The
Pines
ELANORA