



SCARBOROUGH GROUP
Capability Statement

INTRODUCTION

Scarborough Group Limited is a boutique property advisory and management company that specialises in Commercial, Industrial and Retail Real Estate within the private sector.

Providing a quality of service and understanding of the client's requirements are the main priorities and focus for Scarborough Group Limited.

Directors Hayden Bryant and Ulrik Olsen have over 35 years, combined, commercial property experience within both New Zealand and Australia which brings a vast range of experience across both markets.

Scarborough Group Limited (SGL) can offer a wide range of experience across the commercial market with the key five areas of focus being:

◆ **ACQUISITION AND DISPOSALS OF PROPERTY.**

SGL are experienced in not only identifying but acquiring properties on behalf of clients. This brings expertise within negotiations, Due Diligence and Planning Requirements needed by our clients. We provide a service that facilitates an acquisition from the identification of property right through to the Settlement. On the flip side of this we also provide advice on the disposals of property. From the preparation of property, right agency for the right job, type of marketing required and to the best form of sales process to optimise the best price for your property.

◆ **ASSET AND FACILITIES MANAGEMENT.**

Asset and facilities management is an area that is underestimated within the value of your portfolio. SGL are experienced in adding that value to your property and/or portfolio through the right proactive management of your assets. SGL can advise on lease negotiations, reviews, renewals and 'make good' problems that the majority of landlords face. We also have the connections to provide facilities management and services required when maintaining your portfolio.

◆ **DEVELOPMENT AND PROJECT MANAGEMENT.**

SGL provide their clients with the experience in finding opportunities to add value to their properties and portfolio. We have the knowledge and contacts to offer expansive design and feasibility studies within the market. SGL can also provide Development & Project Management for both 'Green Field' developments and 'Brown Field' renovations and extensions.

◆ **STRATEGIC MODELLING AND GROWTH MANAGEMENT.**

SGL pride themselves on understanding their client's business and property or portfolio requirements. Whether it be future growth or maintaining their current portfolio we have the experience to provide our clients advice on these matters. Modelling for future growth helps to identify the areas that are required to achieve this. This not only helps future financial savings but it allows our clients to save time on property requirements giving them more time to focus on their core business.

◆ **REPORTING AND COMMUNICATION.**

Communication between SGL and a client is paramount and an area we consider to be one of the most important parts of not only business but a strong relationship. SGL will provide a reporting structure that suits our client's needs. We provide a service that is flexible to suit the 'man on the ground', accounts team, management and to Board Level. SGL have experience in all of these areas of communication.

OUR HISTORY

Scarborough Group Limited commenced operation in 2017 on the back of its two Directors Hayden Bryant and Ulrik Olsen. Hayden and Ulrik decided to combine their skills and create a boutique, professional property advisory and management company for the private sector.

Hayden Bryant has had over 17 years of experience within the commercial sector of Real Estate spreading across all main sectors of the market including agency, valuation, management and development.

In his most recent role Hayden managed a team that was responsible for over \$1.6billion worth of property for Augusta Funds Management Ltd.

However, prior to this and post property studies at Massey University, Hayden took up a position in Commercial and Industrial Agency leasing and selling property across the Auckland market. Many years later Hayden finished up at CBRE as a Managing Director in Melbourne, Australia before returning home and joining the team at Augusta Capital Ltd a publicly listed company on the NZX as their National Property Manager overseeing property within both the New Zealand and Australian market.

Ulrik Olsen, a specialist within the fuel industry of New Zealand and Australia, has played a key role in the transformation of Gull from 3 fledgling outlets owned by the Rae family in 1999 into New Zealand's largest independent fuel retailer with 80 sites at the end of 2017.

From his time at Gull, Ulrik brings over 18 years of experience within the commercial property sector where he recently held the role of Chief Operating Officer.

This role not only gave Ulrik the experience in running the day to day operations of New Zealand's largest privately-owned fuel company but also the knowledge of strategic retail growth, client and project management, marketing strategies, site development and asset management.

REMUNERATION

There are a number of ways Scarborough Group Ltd can structure fees. It is a belief within the company that we are remunerated upon our successful performance and workload required.

Although a high-level guideline is provided below, we propose most fees structures, albeit within the below guidelines, will be confirmed on a base by base scenario depending on the client's requirements.

FEE GUIDELINE:

- ◆ Acquisition and Disposal of Property. 2% of property value.
- ◆ Asset and Facilities Management. 5% of net contract income.
- ◆ Project Management. 12.5% of total project cost.
- ◆ Reporting and Communication. Included within guideline above unless specifically required.

CASE STUDIES

As all our current contracts and clients are treated on a confidential basis, please contact either Hayden or Ulrik for tailored examples towards your requirements.

CONTACT US

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