



HEALTH, AGED CARE
& RETIREMENT

Services & Capability

Why appoint Knight Frank?

Knight Frank's National Health Aged Care & Retirement specialists ensure the best approach is applied so the best outcomes are achieved for the benefit of our valued clients.

Our detailed local knowledge combined with our national network experience ensures our team will provide clients with the best sales, valuation and consultancy results. Our team is further supported by the Knight Frank global network, ensuring no matter where, how big or small your business and property needs are, we can deliver the best result.

Our Transactions Team has been busy with recent sales of 15 Aged Care Facilities, Retirement Villages, Hospitals and Development Sites totalling in excess of \$100 million with several additional well advanced negotiations. Knight Frank is currently marketing eight retirement villages, three in Queensland, one in New South Wales and four in Victoria.

Our strong track record is driven from our excellent industry relationships, the quality of our service, our industry knowledge and our extensive national database of owners, operators, consultants and service providers which is unmatched by our competitors.

What our team offers

- Understanding and specialised knowledge derived from our industry experience and our constant contact with senior members of the Aged Care, Retirement, Hospital and Medical sectors.
- Proven track record in Transactions, Valuations and Consultancy for large and institutional portfolios through to small family based businesses.
- National and local marketing programmes specifically tailored for your needs and requirements. This may mean discrete direct contact with prospective buyers or a campaign incorporating targeted advertising.
- The benefits of our extensive databases of national and international buyers and sellers.
- A strong Asia Pacific presence.
- Knowledge of the differences in obligations and requirements in various state based legislation. For example, compulsory capital replacement fund contributions and cooling off periods for prospective residential agreements.
- Knowledge of recent directives raised by State Revenue offices impacting on the calculation of stamp duty.
- As national RVA and LASA members we are aware of the latest GST taxation rulings and developments and issues to do with the Aged Care Act and each state Retirement Village Act.
- We have closely followed the 2011 Productivity Commission Report into Caring for Older Australians and the subsequent aged care reforms including Living Longer Living Better and we monitor these developments.

Who is in the team



Russell Allison, Director Health, Aged Care & Retirement

Russell Allison specialises in Health Aged Care and Retirement with over 30 years property experience. He was the appointed agent for the sale of the following aged care facilities, retirement villages and hospitals:

- Keperra Sanctuary Retirement Village, Queensland; Abervale Retirement Village and Fiddlers Green Retirement Village, Victoria, (National Knight Frank team)
- The Pines Aged Care Resort, Wynnum West QLD,
- Jeta Gardens Retirement Village and Aged Care Facility, Bethania QLD,
- Redcliffe Aged Care, Redcliffe QLD,
- Peninsula AgedCare, Kippa-Ring QLD,
- Rothwell Care, Rothwell QLD,
- Mount Coolum Aged Care, Mount Coolum QLD,
- Villa La Salle Aged Care and Retirement Village, Southport QLD,
- St James Retirement Village, Townsville QLD,
- Lismore Private Hospital, Lismore QLD,
- Pioneer Valley Private Hospital, Mackay QLD,
- Domain Auckland Place; Gladstone QLD,
- Amarina Windsor, Windsor QLD,
- Lodges on George, Kippa-Ring QLD.

Russell is fully aware of current buyers including local groups expanding in Victoria, New South Wales and Queensland and groups aggressively pursuing national acquisitions. Russell's sales activities have resulted in constant ongoing contacts with sellers and buyers leading to well established relationships with senior players in the For Profit and Not for Profit sectors.



**Chris O'Driscoll, Sales Executive
Health Aged Care & Retirement**

Chris O'Driscoll's sole focus is to offer the highest professional service in the marketing of Retirement Villages, Residential Aged Care Facilities, associated green field sites and other health related assets.

Chris commenced his Real Estate career in 2007 with the family business under his father Pat, at Pat O'Driscoll Real Estate, Rockhampton which was established in 1986. Soon after, while working through a Bachelor of Property at CQU, Chris accepted a position with Knight Frank Australia assisting Receivers & Manager including Ernst & Young, KordaMentha and Grant Thornton as well as banks, negotiating the sale of properties throughout Queensland and New South Wales.

Chris works closely with Russell Allison and together in the past 12 months they have marketed such properties as:

- Keperra Sanctuary, Keperra (238 ILU's, 16 apartments and 49 bed Aged Care Facility),
- Aspen LV Plus Retirement Village, Ballina (DA for 335 ILU's with 35 completed dwellings – 29 resident contracts),
- Cairns Day Surgery, 156-160 Grafton Street, Cairns (investment property with tenants QML Pathology and Ramsay Health Care in place),

Who is in the team

Knight Frank Specialist Transactions Contacts



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Recent Experience



Keperra Sanctuary Retirement Village

998 Samford Road, Keperra, Queensland

- 238 Independent Living Units, 16 apartments, 49 bed Residential Aged Care Facility
- Lend Lease Core Plus Fund
- Sold



Fidlers Green Retirement Village

57 Gloucester Avenue, Berwick, Victoria

- 197 Independent Living Units, 32 serviced apartments
- Lend Lease Core Plus Fund
- Sold



Abervale Retirement Village

86 Church Street, Grovedale, Victoria

- 221 Independent Living Units, 25 serviced apartments.
- Lend Lease Core Plus Fund
- Sold



The Pines Aged Care Resort

261 Preston Road, Wynnum West, Qld

- 40 Beds Aged Care Facility plus approvals for another 54 beds
- Private Aged Care Provider
- Sold



Jeta Gardens Retirement Village and Aged Care

27 Clarendon Avenue, Bethania, Qld

- Partially developed with 55 ILU's and ILA's to be expanded. 108 Aged Care Places
- Private Operator & Provider
- Sold



Villa La Salle Retirement Village and Aged Care

32 Bauer Street, Southport, Gold Coast, Qld

- 106 ILU's and 51 Aged Care places
- De La Salle Brothers
- Sold



Aspen LV Plus Ballina

North Creek Road, Ballina NSW

- Approval for 335 ILU's, 35 new ILU's built
- Aspen Group
- Currently Available



Mount Coolum Aged Care Service

15 Suncoast Beach Road, Mount Coolum, Qld

- 120 Places Aged Care Facility
- Peninsula Care
- Sold



Domain Auckland Place Aged Care

18 Wicks Street, Gladstone, Qld

- 120 Beds Aged Care Facility
- AMP/Domain Principle
- Sold



St James Retirement Village

260 Fulham Road, Heatley, Townsville, Qld

- 133 residences including studio, one, two and three bedrooms.
- Anglican Church
- Sold



Pioneer Valley Private Hospital

57 Norris Road, North Mackay, Qld

- Unlicensed 39 beds private hospital
- McGrathNicol (Receiver)
- Sold



Lismore Private Hospital

45 McKenzie Street, Lismore, NSW

- 66 beds rehabilitation hospital. Potential aged care use.
- McGrathNicol (Receiver)
- Sold



Peninsula Aged Care Service

George Street, Kippa-Ring, Qld

- 80 Beds Aged Care Facility
- Peninsular Care
- Sold



Redcliffe Aged Care Service

39 Baringa Street, Clontarf, Qld

- 63 Places Aged Care Facility.
- Peninsula Care
- Sold



Rothwell Care

2 Springdale Street, Rothwell, Qld

- 60 Beds Aged Care Facility.
- Peninsula Care
- Sold



Lodges on George

George Street, Kippa-Ring Qld

- 93 Beds Aged Care Facility
- Buffalo Memorial Homes for the Aged
- Sold



Amarina Windsor Aged Care

26 Palmer Street, Windsor, Qld

- 61 Beds Aged Care Facility and 2 houses
- Private provider
- Sold

Client Testimonials



THE PINES

24 May 2012

TO WHOM IT MAY CONCERN

Dear Sir or Madam

Re: Russell Allison

This testimonial is written for Russell Allison, Health Aged Care & Retirement agent with Knight Frank Australia Pty Ltd.

Russell was engaged by me in October 2010 to sell our aged care facility known at the time as "The Pines Aged Care Resort" situated at 260 Preston Road, Wynnnum West. The Pines Aged Care Resort was a 40 bed low care hostel with a Development Application for a further 54 beds.

The Pines Aged Care Resort had been on the market for over two years with interest from only a few buyers. After the second of two contracts collapsed it was decided to go with another agent. Russell was the obvious choice.

Russell had made contact earlier in 2010 and impressed me with his enthusiasm and professionalism. On signing an exclusivity agreement with Knights Frank, Russell quickly put together a professional Information Memorandum and sent it off to his contacts. Russell already had an idea of potential buyers and quickly had an inspection organised within two weeks of the agreement being signed. What impressed me was that Russell kept me up-to-date at all times providing a list of who had been contacted and their comments.

Closure date for offers was 9 December and we were fortunate to have three offers to choose from. An Exclusivity Deed was signed prior to Christmas with settlement taking place in May 2011. Russell had managed to attract new prospective purchasers and the process of due diligence was conducted smoothly and professionally.

I have no hesitation in recommending Russell Allison as an agent in the health aged care and retirement field.

Yours faithfully

Julie Marsden
Director
Quality Aged Care Pty Ltd/
Marsden Management Services Pty Ltd

The Pines Aged Care Resort

Previously operated by Quality Aged Care Pty Ltd (ACN 080 086 522) And
Marsden Management Services Pty Limited (ACN 010 454 038)

Telephone 0407 930 757

Email:- themarsdens@westnet.com.au



Focus Financial Group

31 May 2012

TO WHOM IT MAY CONCERN

I am a director of a company that owned 5 aged care centres on the Sunshine Coast and Redcliffe Peninsula.

Over a 3 year period I worked closely with Russ Allison from Knight Frank in the marketing and successful sale of the facilities.

On behalf of other clients I have worked with a number of agents looking to sell aged care facilities and also businesses associated with other industries and Russ's enthusiasm and professionalism in what was a difficult market was outstanding.

His approach included the following:

- Sourcing leads from his database.
- Putting together a marketing program and advertising the facilities.
- Initial meetings with prospects in order to qualify them.
- Travel to Singapore, Melbourne and Sydney to meet prospects.
- Regular updates by email of responses to marketing campaign.
- Assisting purchases with the content for the offer document.
- Introduction of buyers to financiers.
- Continuous liaison with buyers to bring about timely settlements.
- Continuous phone, email and meetings with me.

His industry knowledge has been gained over many years and I have no hesitation in recommending him to prospective clients.

Yours faithfully

A handwritten signature in black ink, appearing to read "Neville Walker".

Neville Walker

Director

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Client Testimonials



24 May 2012

Testimonial

Russ Allison took on the job as our agent to sell our aged care facility and retirement village on the Gold Coast. We were selling the land and business of a 52 bed care facility and 106 independent living units. We engaged Russ in mid 2010.

In a nutshell, Russ was tireless in his efforts. The project was problematic in several respects and required ongoing and determined effort on the agent's part. From Day One, Russ was highly active and all through the process he chased and followed up dozens of leads – I think he contacted some 50 potential purchasers. He always kept us informed and always delivered what he promised.

In the end, he suggested he follow up with two parties with whom we had initial discussions before engaging Russ. He managed to reignite the enthusiasm of one of the parties and then we embarked on a long and complex negotiation. The result was a sale on terms with which we were satisfied and completion some 18 months after we engaged Russ' services.

We would commend Russ Allison to anyone who expects exceptional service and expertise from an agent operating in the retirement and aged care industry. He was thorough, open, honest and direct in all his dealings with us and, as said above, he was tireless in his efforts to find a buyer. A true professional and a pleasure to work with the man.

Peter Cartwright
Director of Finance
Trustees of the De La Salle Brothers

"Let your light shine before others that they may see your good works and give glory to your Father...in heaven" Mt 5:14

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