



Boutique Property Investment Management

Investment Management. Funds Management.
Investment Analysis. Strategic Capital Transactions.
Asset Management. Development Management.



Harbour Rocks Hotel



Privately owned, InterGen Property Group is a boutique property investment management group based in Sydney.

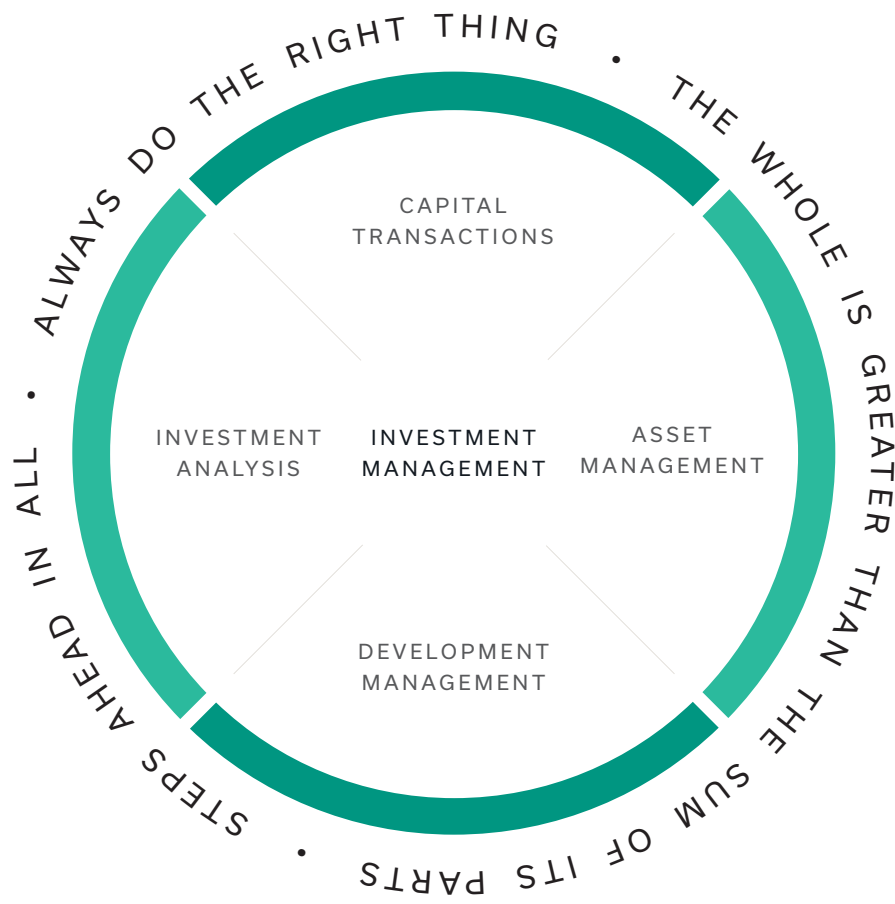


CityWalk Centre, Canberra

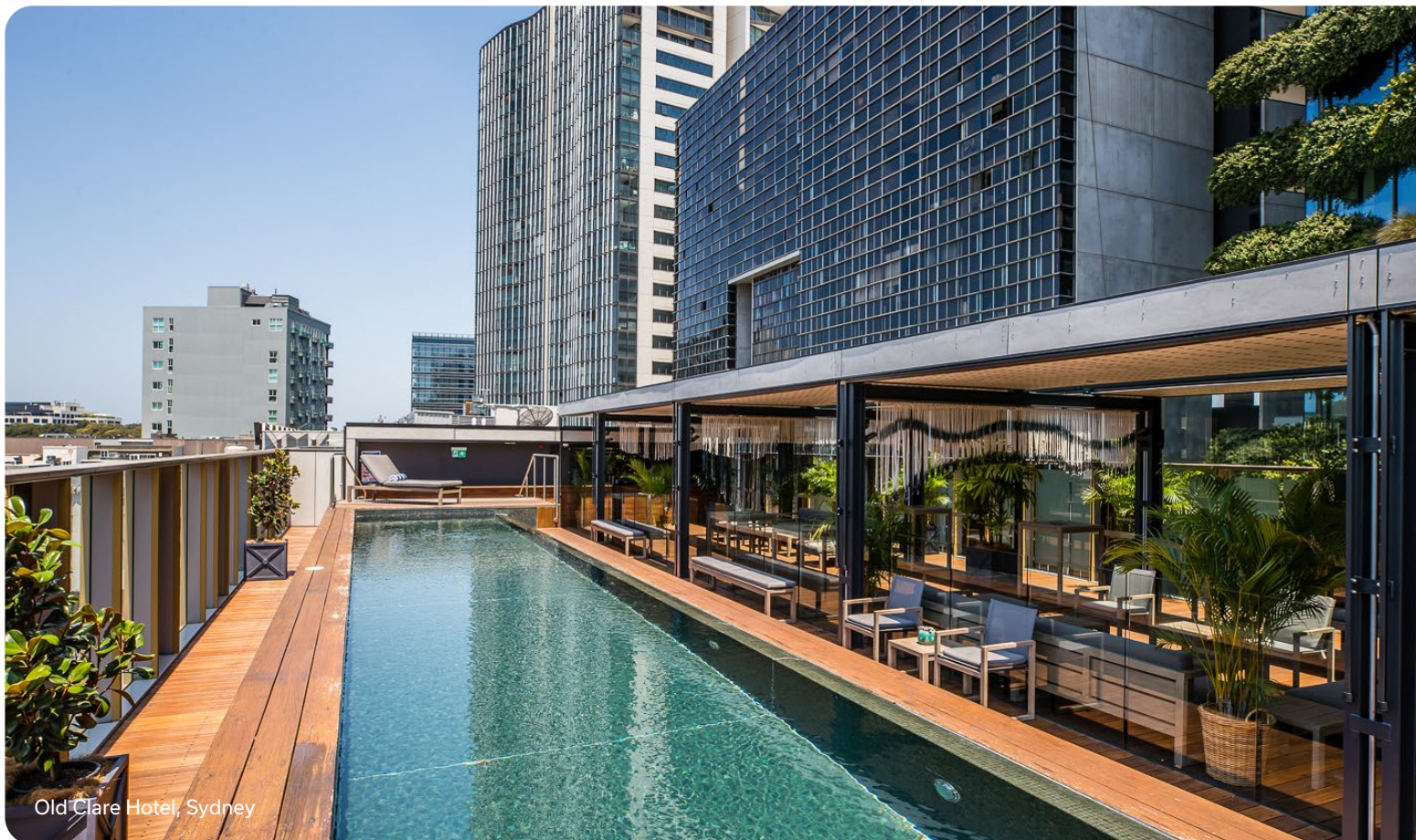
Our team of skilled property experts have extensive local and global experience in investment management, funds management, capital transactions, investment analysis, asset management and development management across all commercial property classes.

Specialists in all Asset Classes

Our expertise is retail, office, industrial, hotels, purpose built student accommodation and other alternative property sectors. Our services are based on adding value through the 'life cycle' of property to maximise returns for our valued clients. Engage one team or all to create a tailored solution for your investment.



AN INTEGRATED WHOLISTIC APPROACH



Intergen Funds Management

Investment Strategy

Intergen operates under an Australian Financial Services License (AFSL: 483109) through Intergen Funds Management Pty Ltd trading as I-Gen Funds Management. I-Gen's approach to investment management is to originate and manage real estate investment opportunities that will provide attractive and risk-adjusted returns for our investors.

We seek to align ourselves through long term transparent relationships with our investors driven by our desire to achieve superior investment performance and service. With the senior managers having experienced several property cycles there is a comprehensive understanding of property fundamentals and what drives value.

Our culture is one of "doing the right thing" and with our extensive investment analysis our decisions are underwritten by rigorous due diligence supported by our in-depth research and analysis.

We act strategically in our investment decisions taking advantage of our relationships to access property assets that then allows us to match these opportunities with our valued investors. By advising on the development of the strategic direction and then matching real estate to our client's investment criteria and understanding their risk appetite, we can drive the required outcomes.

Our Investment Process

Our investment process reflects the wealth of experience across the group and seeks to draw on this expertise in forming our investment views.

Our Gateway approval process is owned by the entire team and is designed to ensure that at every stage we have properly considered a potential investment opportunity (or divestment), and documented to proceed at each stage.

The Gateway approval process involves stakeholders from all parts of the business, including Funds Management, Capital Transactions, Investment Analysis, Asset Management and Development Management to ensure that all potential risks are considered, and the senior team all buy into an investment (or divestment decision).





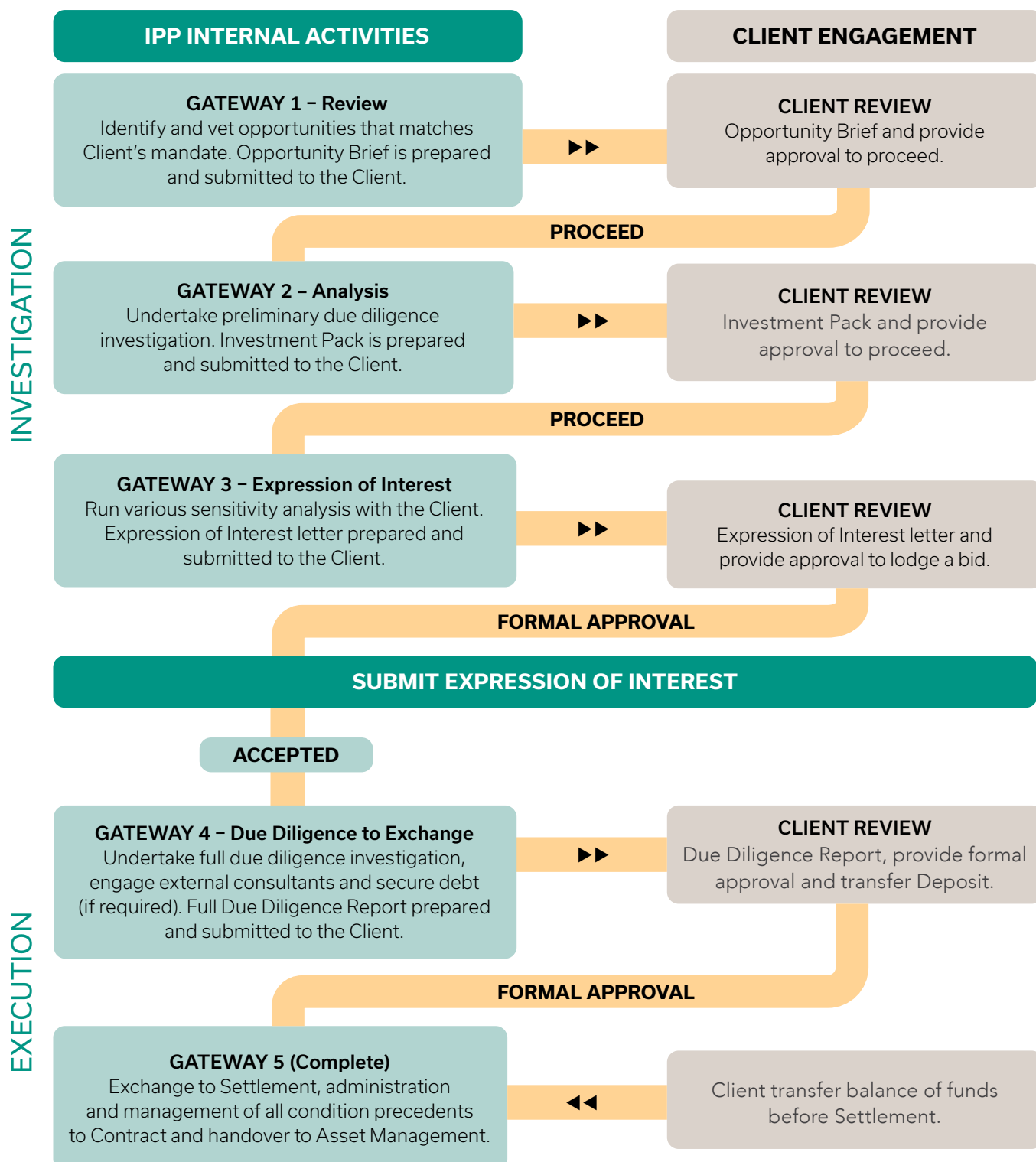
39 York Street, Sydney



22 King William Street, Adelaide

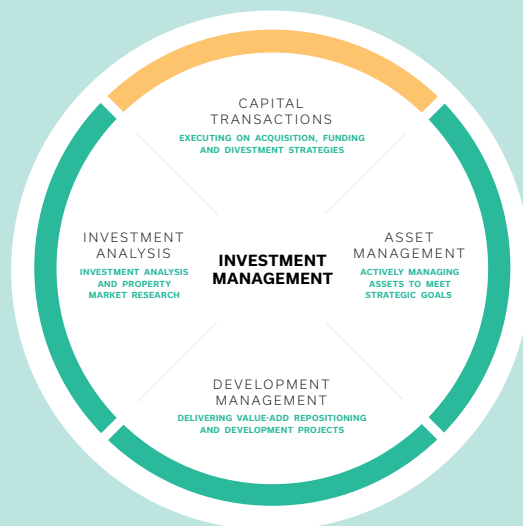
A Collaborative Process

Our investment process is a collaboration across the Capital Transactions, Investment Analysis and Asset Management disciplines. We believe in absolute transparency with our clients and have designed our processes to keep our clients informed at key milestones.



Capital Transactions

Our objective for Capital Transactions is to provide a long-term solution to our clients to assist them in making effective property investment decisions. We pride ourselves on providing transparent, in-depth advice, tailored to each client's individual requirements.



OUR AREAS OF EXPERTISE INCLUDE:

- Capital transactions across different asset classes
- Portfolio Review
- Debt Arrangement
- Corporate Structuring & Co-ordination
- Due Diligence

AUD\$1.6 billion PBSA transaction – April 2025

Intergen, as Wee Hur Investment Manager, acted as strategic advisor in the \$1.6 billion transaction for the sale of seven operational PBSA facilities to Greystar.

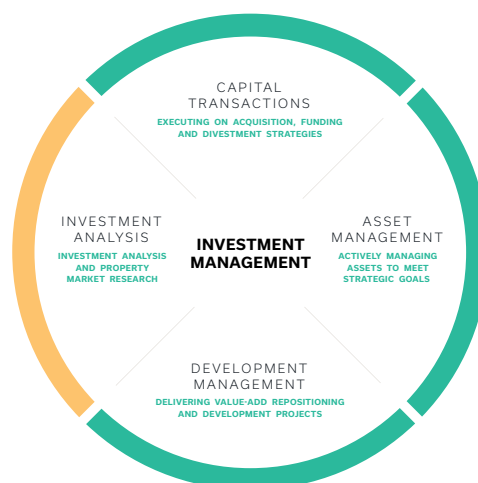


"Wee Hur extends its congratulations to Australian investment manager, Intergen Property Group, for their expertise in navigating the complexities of the transaction, ensuring a favourable outcome for all stakeholders... Intergen played an irreplaceably significant role in helping build up the portfolio from scratch since the inception of the fund."

Investment Analysis

Our Investment Analysis Team are specialists in financial and investment analysis, property market research as well as development advice. InterGen Property Group offer a wide range of property analysis services to our clients, which are then seamlessly integrated with our Acquisitions, Development and Asset Management Services.

The foundation of success in property is determined by the strength of the research and analytical disciplines to gather, understand, form a view and provide informed advice to our clients. With this internal capability, firmly in place, our investment analysis is in a strong position to offer leading advice to both internal and external parties.



AREAS OF EXPERTISE INCLUDE:

- Investment Analysis
- Financial Analysis
- Property Market Research
- Development Advisory

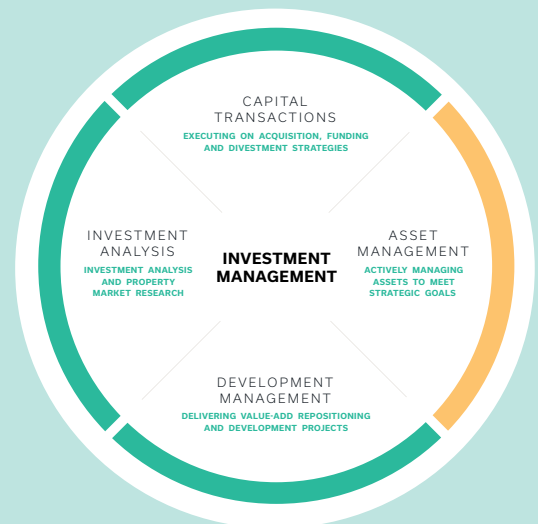


Harbour Rocks Hotel, Sydney



Asset Management

We deliver superior long term solutions over all stages of the asset lifecycle through the meticulous execution of an Asset Management plan, individually tailored for each commercial property under our management. This specialised service is developed by incorporating best practices in:



Development Value-Add

- Maximise asset value by identifying incremental revenue opportunities involving development capital expenditure.
- Stakeholder management through the development delivery process.

Leasing Transactions

- Minimising downtime by forecasting strategies to analyse market rents and establish potential vacancies so that listings are marketed and advertised.
- Retailer relationships are crucial for developments, expansions and value-add opportunities.
- Lease administration including all market, fixed and CPI rent reviews.

Property Management

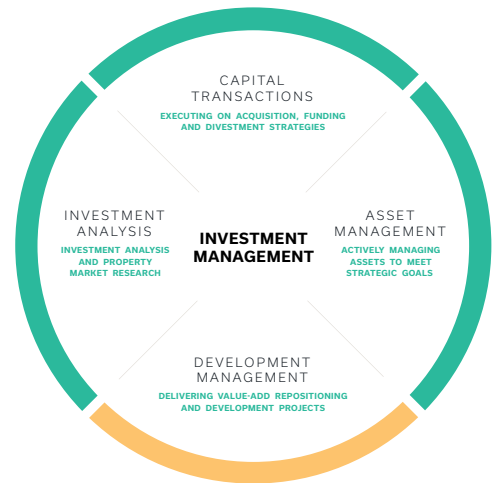
- Risk minimisation to ensure the health and safety of tenants, contractors and visitors.
- Sustainability initiatives providing innovative solutions to lower operational costs and improve carbon footprints.
- Operational planning including 10-year capex planning, service contract management and contractor relationships.
- Income and expenditure accountability, in accordance with annual budget strategies, quarterly forecasting and monthly reporting.
- Stakeholder relationships with a focus on tenant retention and arrears management.

AREAS OF EXPERTISE INCLUDE:

- Leasing and Lease Administration
- Marketing
- Property and Facilities Management
- Portfolio Review
- Management Agreements

Development Management

We can provide overall control of development projects on behalf of our clients.



OUR AREAS OF EXPERTISE INCLUDE:

- **Develop feasibility, budget, and monitoring of costs**
- **Complex stakeholder management**
- **Selecting consultants including planning, design, project manager and quantity surveying**
- **Establishing and implementing development, design, and construction programs**
- **Coordinate the selection of the main building contractor and construction delivery method**
- **Oversee marketing and leasing created by third party leasing agents**
- **Post construction management to close out the project**



Y-Suites Student Accommodation - Moore Street, Canberra

Intergen Advantages

DEEP PROPERTY EXPERIENCE

A dynamic, energetic boutique organisation with decades of combined expertise.

INSTITUTIONAL MINDSET

Diligence, experience and thorough detailed processes.

PRIVATELY OWNED

Australian licensed fund manager.

HIGH QUALITY DEAL FLOW

without conflict of interest.

Track Record

Intergen Property Group's management team has extensive experience in investment management, funds management, capital transactions, investment advisory, asset management and development management across all asset classes.

\$1.52 Billion
Assets Under Management

Directors



Dennis Kalofonos

Managing Director

Founder and Managing Director of Intergen Property Group.

Dennis founded buyers' agency, Sydney Property Finders in 1999 and tirelessly built this into Sydney's pre-eminent advocacy service for property buyers and lessees. Over the years, repeat client business has resulted in over \$3.28 billion worth of transactions.

Sydney Property Finders has evolved into Intergen Property Group and Dennis is now responsible for delivering quality assets to funds, syndicates and individual investors to protect wealth through property for future generations.

After the launch of a property syndication service in 2006, Dennis has been involved in identifying, researching and negotiating the purchase of retail, office, industrial properties, hotels and purpose-built student accommodation developments.

Dennis continues to develop and maintain close bonds with investors, selling agents, property owners, developers and bankers.

With over 35 years of experience in property services and a 'family first' ethos, Dennis will continue to inspire and mentor all our stakeholders to benefit the generations to come.

EXPERIENCE

1999-PRESENT

Sydney Property Finders /
Intergen Property Group

1994 - 1999

Colliers International
Sales Agent & Redevelopment

QUALIFICATIONS/

PROFESSIONAL AFFILIATIONS

Licensed Real Estate Agent - NSW
Property Council of Australia

Contact

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E dkalofonos@intergenproperty.com.au



Trevor Hardie
Director

Director of Intergen Property Group.

With over 40 years of industry experience, Trevor has extensive funds management expertise across all sectors and is responsible for strategy, financial and investment performance, transaction evaluation and execution and development management.

Trevor's experience includes 15 years at Challenger Limited where he managed listed AREIT Challenger Diversified Property Group (CDI) with a market

cap of \$600m, total assets under management of \$900m and total annual revenue of \$70m.

Previously, Trevor was Challenger Life Head of Property with total assets under management of \$3.4b in Australia, UK, US, France and NZ and also spent time as the National Development Manager at Centro Properties Limited

EXPERIENCE

2016-PRESENT

Intergen Property Group

1999 - 2014

Challenger Limited

Fund Manager, CDI

Portfolio Manager, CDI

Head of CLC Property

Head of Property

General Manager, Asset Management

General Manager, CGP

2008 - 2014 (Syd)

2006 - 2008 (Syd)

2006 (Syd)

2003 - 2006 (Syd)

2000 - 2003 (Melb)

1999 - 2000 (Melb)

1998 - 1999

Village Roadshow Limited

General Manager, VEP (listed ARIET)

1991 - 1998

Centro Properties Limited

National Development Manager

1985 - 1991

Jennings Group Limited

Development Manager

QUALIFICATIONS/ PROFESSIONAL AFFILIATIONS

MBA - *Monash University*

Bachelor of Business (Major in Valuation & Land Economy)
- *Curtin University*

Dip. in Real Estate Management - *Perth Technical College*

Fellow of the *Australian Property Institute (FAPI)*

Licensed Real Estate Agent - NSW and WA

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