

# Capability Statement

CERNO  
MANAGEMENT

CERNO REAL  
ESTATE INVESTORS

CERNO  
CAPITAL

CERNO  
PROPERTY SERVICES

cerno

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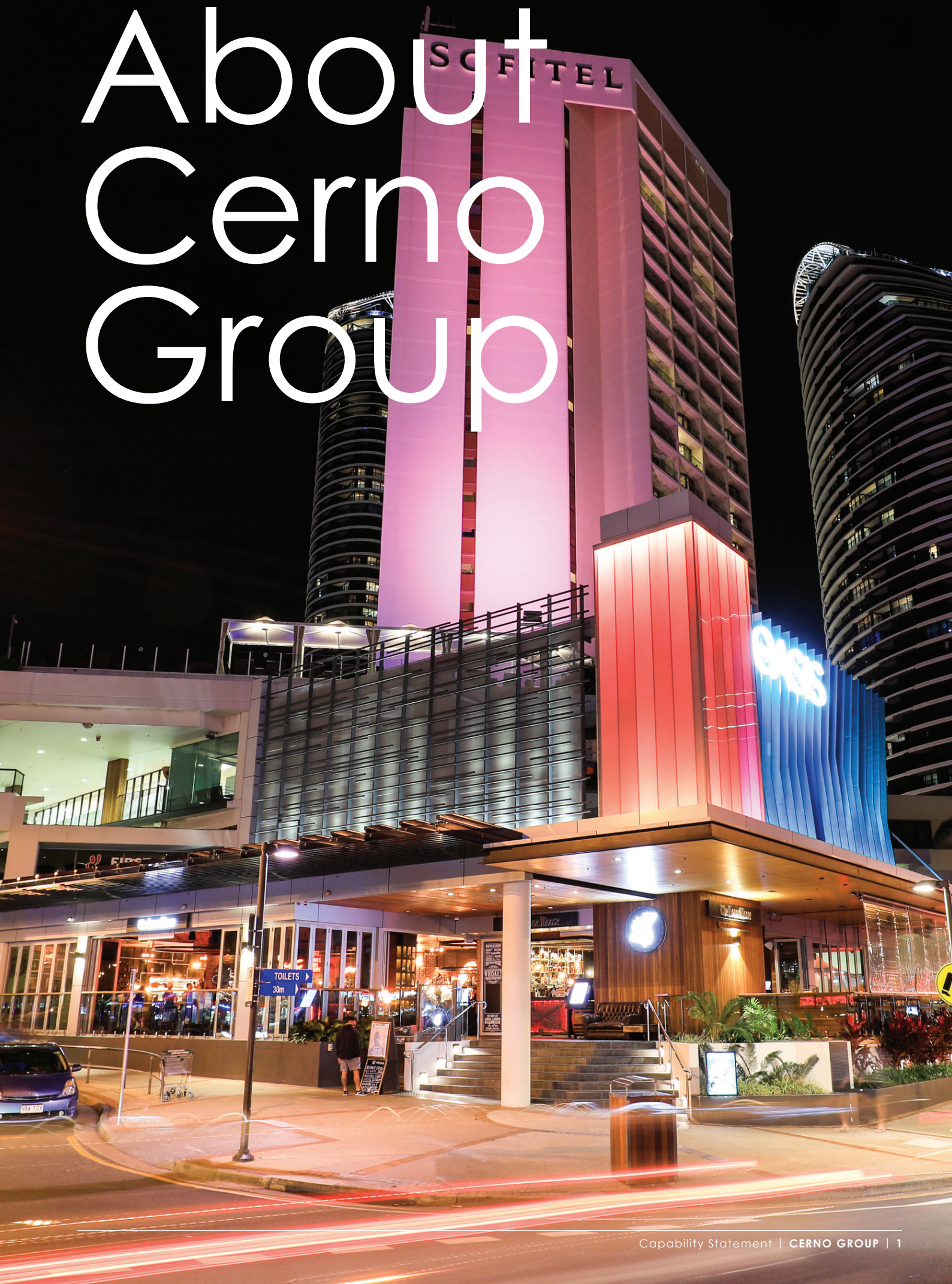
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# About Cerno Group



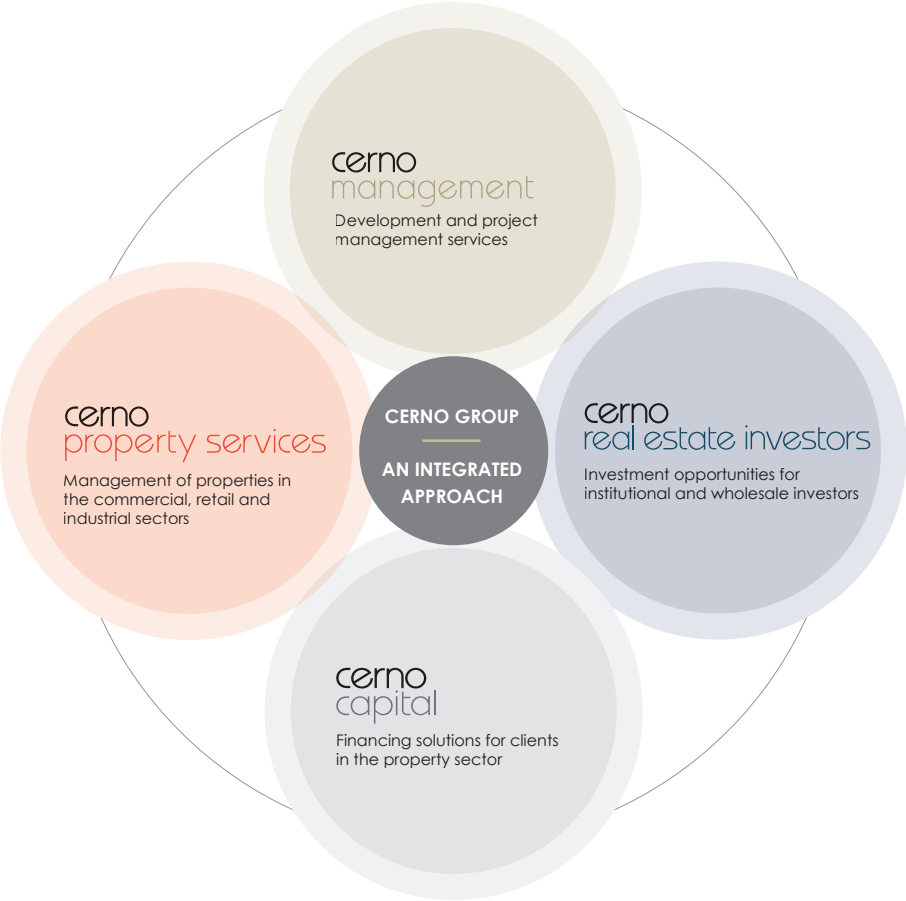


# Who we are

We are a diversified national property group providing project delivery, property investment, property management, facilities management and property finance services.

Cerno was formed in 2004 by founding directors, Michael Figg and Paul Di Cristo. Our company has expanded over the years and now offers a highly integrated approach to property with its four key entities: Cerno Management; Cerno Real Estate Investors; Cerno Property Services and Cerno Capital; working seamlessly together as Cerno Group (Cerno).

This integrated approach to property, combined with our consistent track record and breadth of experience in dealing with complex assets, ownership structures and projects, is what sets us apart from our competitors.

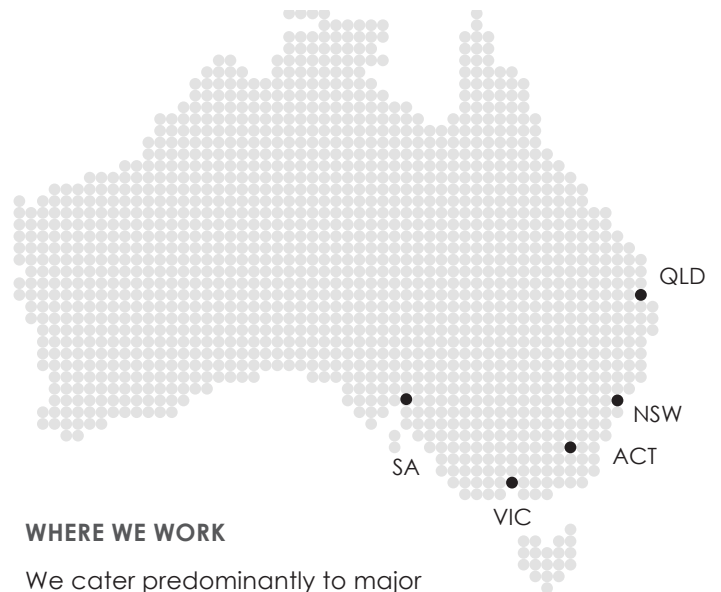


# Our approach

**At Cerno, we pride ourselves on consistently adhering to our core values of service, commitment and unquestionable honesty.**

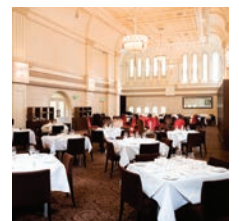
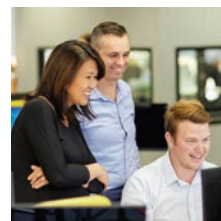
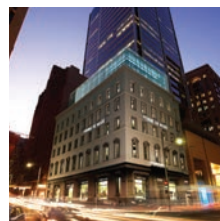
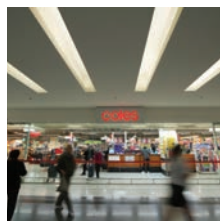
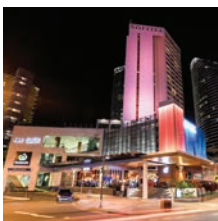
There's one way of doing business, and there's the Cerno way – with integrity, class and transparency. This is inherent in our corporate culture. Our clients respect these values and the ethical manner in which we conduct business. We will continue to develop partnerships with like-minded organisations and clients who share our commitment to these values.

We strive to be authentic. We genuinely care and have built a professional team of people that go the extra mile to meet our clients' needs. This is how we do business.



## WHERE WE WORK

We cater predominantly to major cities and metropolitan areas as pictured on the map. Because we know these markets exceedingly well, this keeps us highly focused and specialised.



# Our clients

Our clients are at the core of our business. Our transparent corporate culture fosters long-term client relationships that are built on mutual trust, integrity and honesty. This has been instrumental to our success.

## WHAT WE OFFER OUR CLIENTS

We offer a hands-on approach to our clients, guiding and supporting them every step of the way. It is our ability to listen, understand objectives, and offer innovative solutions that ensures our clients' success.

Our dedication and genuine approach has enabled us to maintain an exceedingly high rate of repeat business, and our organisation continues to grow through the very best type of advertising – 'word-of-mouth'. This is testament to the high-quality services we consistently deliver to our clients.



# Our leadership team

**At the heart of our company is a diverse and dedicated team of professionals possessing broad-based property and finance experience, led by our two founding directors.**

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## Paul Di Cristo Director

Paul founded the Cerno Group with Co-Director Michael Figg in 2004 and has been instrumental in building a team of skilled development and project managers to assist in delivering Cerno's successful projects to date. Paul has a Bachelor of Building (Construction Management) degree and over 17 years of experience in the construction industry, covering a range of property-related disciplines including project and development management, property investment, and facility and asset management. Paul's hands-on approach ensures clients' objectives are realised through the successful delivery of each project.



## Michael Figg Director

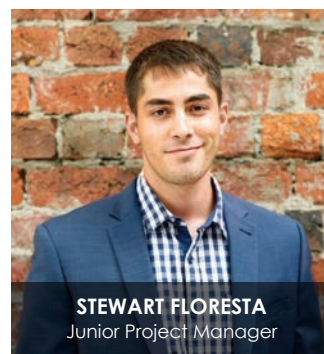
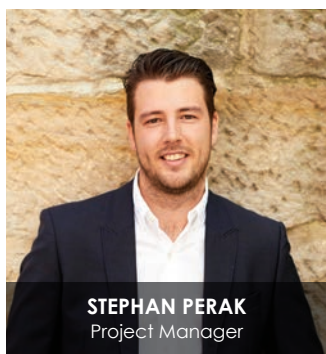
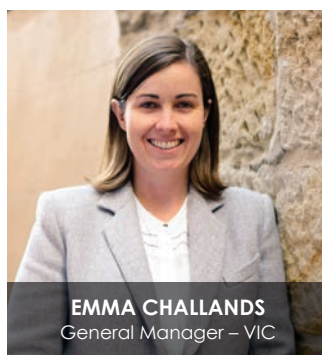
Michael Figg started the Cerno Group with Co-Director Paul Di Cristo in 2004. Michael has over 30 years' experience in the property sector, with broad exposure across finance and accounting, airfreight, heavy engineering, construction, property investment and development, and property funds management. This experience covers investments and developments in a variety of ownership structures including simple partnerships, complex structured joint ventures and listed property entities. Michael is a qualified chartered accountant.





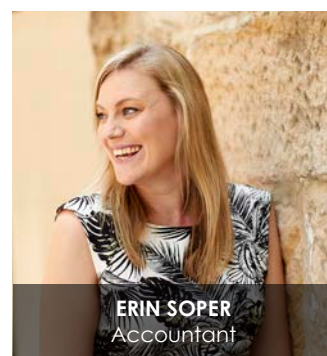
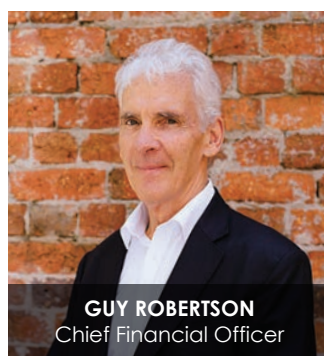
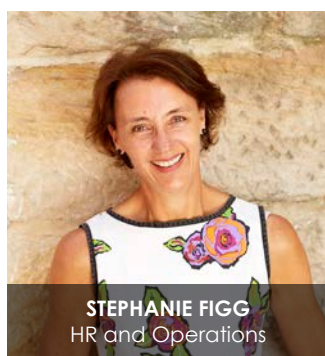
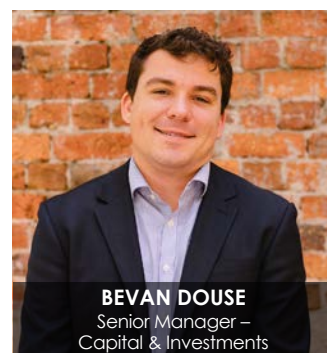
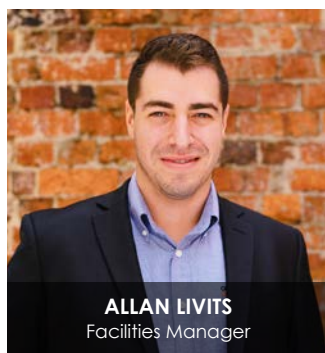
# Our people

Central to the success of our business is our dedicated team of professionals who are passionate about what they do, honest in their approach, innovative, creative and client-focused above all else.





Our high staff tenure stems from the in-house development of our team members, both as a group, and individually. This has allowed us to develop a communicative, collaborative and cohesive team that works towards unified goals.





# Services





# cerno management

## Expert project delivery services including project management and development management

Our project delivery division, Cerno Management, takes total responsibility for the management and control of a project from inception to completion, allowing clients to stay focused on their core business activities.

Our commitment to excellence means we are constantly working on behalf of our clients to realise their project vision, while ensuring successful project delivery within time and budgetary constraints.

With expertise across a broad range of property asset classes including commercial, registered clubs, hospitality, industrial, residential, retail and seniors living, we can manage all types of projects from major multi-million dollar developments to those on a smaller scale.



The Palace Tearoom, Sydney ↑

Harbord Diggers RSL Club, Sydney ↓





# cerno real estate investors

## Sophisticated real estate investment products for institutional and wholesale investors

Our property investment division, Cerno Real Estate Investors, offers high-quality property investment products for institutional and wholesale investors in retail, commercial and industrial assets.

As partners and co-investors with our clients, we work closely with them to develop structured and transparent investment vehicles which meet their risk-return profile.

Thanks to our deep property knowledge we are hands-on fund managers, currently managing a number of closed-end real estate investment funds worth over \$150 million. Our diligent and proactive approach means we are constantly seeking opportunities to maximise asset value, while ensuring our clients' capital is preserved and their risk-adjusted returns are consistent.



55 Swanston Street, Melbourne

45 Munibung Road, Cardiff, NSW





# cerno property services

## Tailored, quality and reliable property, facilities and leasing management

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As a licensed real estate company, Cerno Property Services specialises in managing property assets in the commercial, industrial, retail and mixed-use sectors. Our experienced team understands the importance of well-managed, income producing assets for our clients, going over and above to ensure each property is expertly and cost-effectively managed.

Our clients, who include superannuation funds, independent property trusts, joint venture partners, trusts, family offices and private investors, benefit from our full spectrum of property management services. This includes lease and tenancy administration; financial management, budgeting and reporting; estate and risk management, and capital expenditure management.

Where required, we can also provide dedicated on-site facilities staff to manage engineering requirements, soft services, tenant support and estate management. All backed by our cloud-based management and reporting systems and 24-hour help desk.

We recognise that for commercial property owners, vacant space is highly perishable, and leased premises translate to asset value. To assist, we can manage all aspects of the leasing process including advertising, marketing and reporting.



Hurstville Central, Sydney ↑



## Multi-level financing solutions for commercial property investors and developers

Cerno Capital, the financing arm of Cerno Group, offers financing solutions for clients looking to invest in commercial property construction or investment activities.

Thanks to strong and transparent relationships with major and second tier banks, non-bank lenders and off-shore capital, we are able to secure competitive rates for our clients.

This allows us to offer mezzanine finance and first mortgage finance origination, short-term bridging loans and secured loans for sound opportunistic transactions. In addition, we can also facilitate co-investment in selected construction and investment projects.



Paul Di Cristo, Michael Figg and MJ Figg ↓









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MANAGEMENT

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ESTATE INVESTORS

CERNO  
CAPITAL

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PROPERTY SERVICES

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child • baby