



CHILDCARE CONCEPTS

SALES AND ADVISORY

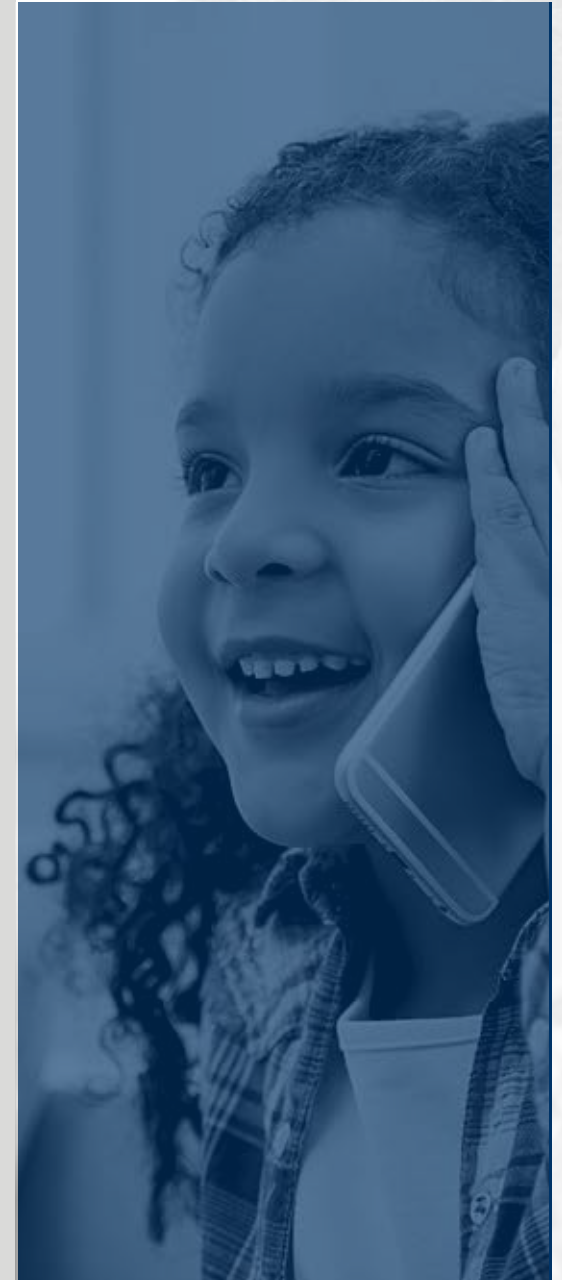
# CAPABILITY STATEMENT

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## UNPARALLELED CHILDCARE CENTRE BROKERAGE

Providing a full service agency to **appraise, sell, purchase, lease or develop** childcare property and business assets.

**SERVICING QUEENSLAND, NEW SOUTH WALES, AND VICTORIA**



# OUR CAPABILITIES TO SUPPORT YOU

Access over 50 years of combined childcare industry experience across our national team.

We ensure you experience complete confidentiality and high levels of professionalism throughout your journey with us. We are known for consistently exceeding sale prices and clients' expectations. *Plus* we offer commission free sales too as a preferred buyer for a number of corporate groups and approved providers!



## COMMISSION FREE SALES

Childcare Concepts is a preferred supplier/buyer's agent for a number of purchasers so we can provide a Commission Free sale for you – no agent's commission to pay!



## CENTRE BROKERAGE

We use our industry connections to ensure profitable and speedy centre sales across New South Wales, Victoria, and Queensland



## CENTRE DEVELOPMENT

We use our extensive industry experience and network of experts to assist and support owners and purchasers during their childcare development journey.



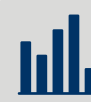
## CENTRE DESIGN

We work with architects and clients to create viable centres that exceed industry standards that are highly engaging for all stakeholders.



## CENTRE LEASING

We assist our clients to negotiate commercially advantageous lease agreements that are in line with industry standards.



## VIABILITY

Our business experience and commercial acumen is at the very core of our services ensuring all transactions are financially viable and achieve objectives.



## DISCRETION

We work discreetly with you to maintain complete commercial confidence during your entire journey to secure a smooth, successful transition and settlement.

# NATIONAL SALES TEAM



**Phillip Malek**

*Principal/Licensee*

**0423 754 855**

**[phillip@childcareconcepts.com.au](mailto:phillip@childcareconcepts.com.au)**

Founding Childcare Concepts in 2009 was a natural progression for Phillip as his family have been involved in the childcare industry for over 30 years. He is a successful owner/operator of twelve centres, board member of the Australian Childcare Alliance NSW and has a keen eye for business.

**Known as a group sales specialist, Phillip has successfully settled a number of large centre group transactions with outstanding results for all parties.**

This industry experience is what equips Phillip perfectly to advise his clients on all facets of the sector to ensure successful outcomes for clients across all states.



**Hilary Knights**

*QLD Director/Sales Representative*

**0407 572 725**

**[hilary@childcareconcepts.com.au](mailto:hilary@childcareconcepts.com.au)**

**Hilary Knights has had over 25 years of experience in the childcare sector as a marketing professional.** Hilary's experience has ranged from working with childcare entities such as the Queensland Professional Childcare Centres Association (now known as ACA Qld) and ABC Early Learning Centres, various independent centre groups through to holding Non-Executive Director board positions on both public and private childcare and education groups.

Specialising in education marketing Hilary is recognised as a leader in marketing in the early childcare sector. It is this unique blend of skillset and industry knowledge that makes Hilary a knowledgeable and customer centric commercial broker – specialising in childcare. Hilary is also an Approved Provider and is very familiar with childcare operations and successfully running an early childhood education service. This operational understanding and empathy provides an added facet to Hilary's ability to support each client closely throughout their divestment or acquisition journey.



**David Shaw**

*NSW Sales Representative*

**0421 739 977**

**[david@childcareconcepts.com.au](mailto:david@childcareconcepts.com.au)**

David previously worked at Flight Centre's business travel group, during which time he turned a failing store into one of the most improved stores in the area. **David is no stranger to the early childhood sector** as his wife is a qualified Early Childhood Teacher who has also completed her Master's in Early Childhood Education. As a sales professional David brings a positive approach to the team, and providing value and servicing clients is his passion.



# OUR SALES PROCESS

1

## DISCOVERY MEETING

We meet in person or via phone/zoom to discuss your expectations, the centre's/s' operational attributes and our marketing program. This meeting can be held, after hours, on or off site but at all times we are discreet, so staff and the centre community are not aware of the potential sale.

2

## SOURCE DOCUMENTATION

In order to present our listing professionally, we source all relevant information from you and develop a comprehensive Information Memorandum (examples available upon request). This showcases your centre in the best position with all relevant and up to date information so that we can pre-qualify prospective purchasers and answer all initial questions prior to viewing your centre. During the sale period we do ask that you provide us with regular occupancy reports to ensure we are advising prospective purchasers of the latest occupancy figures for your centre.

3

## MARKETING CAMPAIGN

We work with all corporate groups through to small independent operators. We have discreet discussions with our extensive database of pre-qualified purchasers to match their acquisition profile with your offering. At times we will send a communications piece to our database to alert them of the new listing. However, this will have non-identifying descriptions – again to maintain discretion and confidentiality at all times. We undertake all marketing activities at our own cost so there is no additional cost for you, as the client.

4

## ENQUIRIES

We work through all buyer approaches and enquiries to pre-qualify interest, so we maximise everyone's time.

5

## CENTRE VIEWINGS

We organise centre viewings outside of the centre's operating hours to show prospective purchasers through the service.

6

## OFFER

We will negotiate and present all offers to you as our client and discuss the merits of each offer.

7

## DUE DILIGENCE PHASE

We will support you throughout this stage and will assist with any discussions with solicitors, where needed to ensure this stage is smooth for you. Given our careful prequalification of prospective purchasers and knowing their purchasing profiles we ensure that many due diligence areas are covered in a timely manner even before this stage to ensure a successful sale at the end of this process.

8

## SETTLEMENT AND HANDOVER

During the last few weeks, we will continue to work closely with you and your solicitor to ensure all is completed for handover and your centre is ready for settlement. We look forward to acknowledging and celebrating your sale and working with you again on any further sales or acquisitions in the future.

# THE CHILDCARE CONCEPTS DIFFERENCE

When selling or purchasing your childcare investment, we know you want to collaborate with an experienced agent to work hand in hand to get the results you want. Childcare Concepts offers that expertise, commitment, and peace of mind when working with you to meet your divestment or acquisition objectives.



## COMMISSION FREE SALE FOR YOU

Childcare Concepts is a preferred supplier/buyer's agent for a number of corporate groups and smaller groups of Approved Providers so we can provide a **Commission Free Sale** for you. This enables you to sell your centre without having to pay any agents commission and enjoy a high sale price only with Childcare Concepts.



## A DEDICATED AGENT FOR YOUR ENTIRE JOURNEY

Childcare Concepts provides you with a personal, dedicated and well-respected commercial agent specifically experienced in the childcare sector to assist you through every step of your purchasing or selling journey. We know the ins and outs of each step of the acquisition or divestment process and can prepare you for each stage to ensure a smooth experience for you and your team.

# THE CHILDCARE CONCEPTS DIFFERENCE



## **CONSTANT COMMUNICATION**

By working closely with a dedicated agent specifically for your project you know that confidentiality and the highest discretion is being maintained at all times. Your agent will ensure regular communication is key and you are kept up to date, in the manner and frequency you desire.



## **MARKETPLACE KNOWLEDGE**

Selling and purchasing for clients in the sector is what we do every day – this is our core business and our area of expertise. We appraise centres and work closely with valuers, banks, accountants, management consultants, and operators so we know the marketplace intimately and can secure the highest offer and best sale terms for you, if selling.



## **EXTENSIVE NETWORK OF PURCHASERS**

We can present to you, an established network of experienced Owners/Operators or passive investors ready to purchase childcare services now who we transact with regularly. These are Approved Providers whose experience and track record in the sector provides for smooth negotiations, due diligence, settlement and transition all to benefit you.

# THE CHILDCARE CONCEPTS DIFFERENCE



## THE HIGHEST LEVELS OF SUPPORT OFFERED BY ANY BROKER

We know that the Childcare Concepts team goes above and beyond for each of our clients – our clients tell us! Your dedicated agent will assist, guide and support you from your first point of contact, appraising and preparing your centre/s for sale or developing your purchasing profile, liaising with your solicitors and accountants during the due diligence stage through to assisting with the transition of the service's team, families and legislative obligations – that is every step of the way right up until settlement.



## AND FINALLY

The Childcare Concepts team gets results! We have sold numerous services, from large groups under one brand, independent stand-alone services through to centres of all sizes, locations, and ethos whether private, not for profit or community based – all have been sold discreetly, quickly, and efficiently with great results for all parties.

**Contact a Childcare Concepts team member and learn how we can support you and exceed your expectations!**

## MEMBERS OF:



**CHILDCARECONCEPTS.COM.AU**



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## CONTACT US



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