

CHILDCARE CONCEPTS

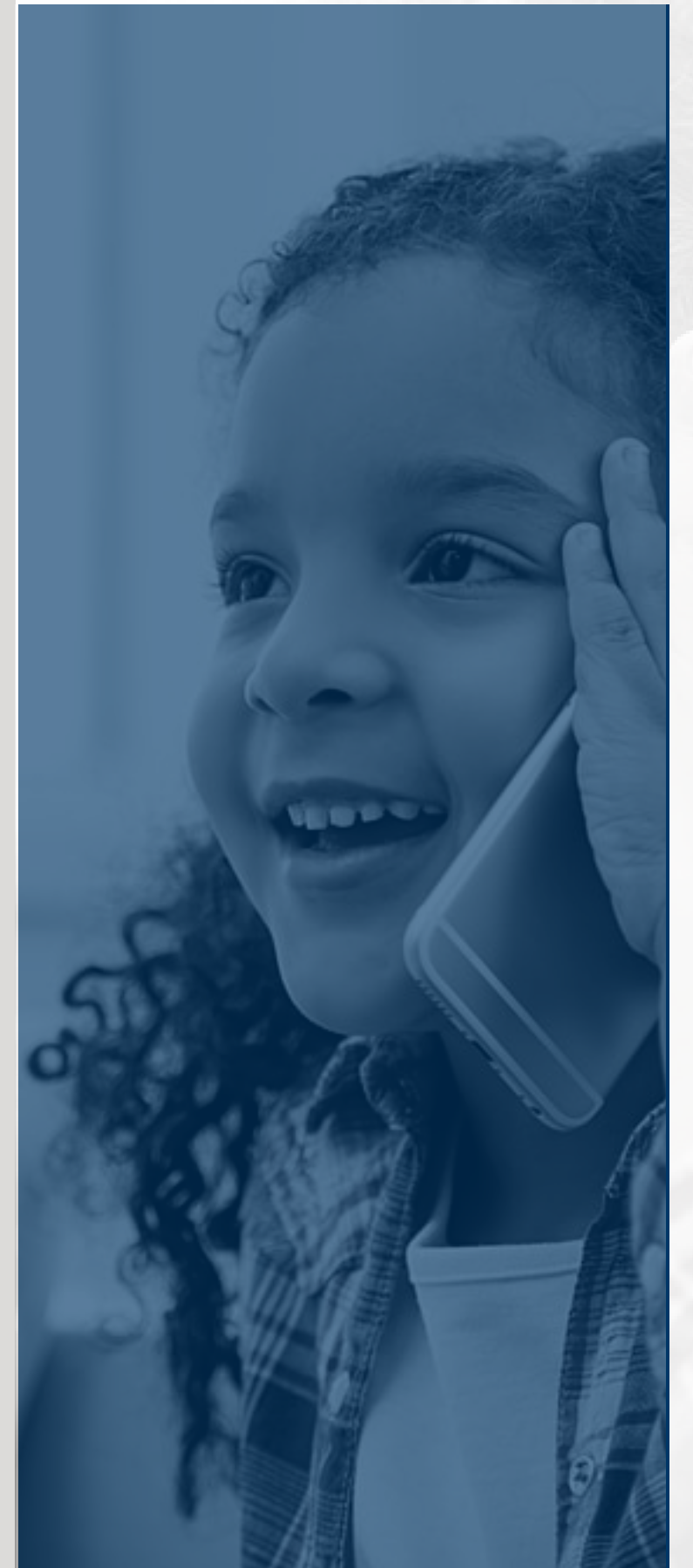
SALES AND ADVISORY

CAPABILITY STATEMENT

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.



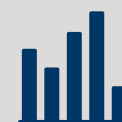
CENTRE DESIGN

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 are 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

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

Hilary Knights brings more than 25 years of experience across Australia's early childhood education and care sector, combining deep industry knowledge with expertise in childcare mergers and acquisitions, business valuations, market appraisals and strategic advisory.

Throughout her career, Hilary has held senior roles with organisations including the Queensland Professional Childcare Centres Association (now ACA Queensland) and ABC Early Learning Centres, while also serving as a Non-Executive Director across public and private education organisations. As an Approved Provider, she also brings firsthand operational experience, providing a practical understanding of the opportunities and challenges faced by childcare owners.

As Director of Childcare Concepts Queensland, Hilary leads the Queensland division of Australia's leading specialist childcare advisory and brokerage firm. She works closely with independent providers, corporate operators, investors and property owners, delivering strategic advice across acquisitions, divestments, succession planning and confidential transactions. Her extensive industry network and market intelligence enable clients to make informed decisions with confidence.

Recognised for her integrity, discretion and collaborative approach, Hilary has built a reputation as one of Queensland's leading childcare advisers. She is committed to helping clients maximise value while preserving the legacy they have built, ensuring every transaction is managed with professionalism, care and exceptional commercial insight.

NATIONAL SALES TEAM



Alexandria Knights

QLD Licensed Sales Representative

0413 516 229

alexandria@childcareconcepts.com.au

With over a decade of experience in residential property sales, Alexandria Knights brings a high level of expertise, strategic insight, and results driven negotiation to her role at Childcare Concepts Queensland. Her background across a wide range of residential transactions has given her a strong understanding of market dynamics, buyer behaviour, and the importance of guiding all parties through the process to achieve optimal outcomes.

Alexandria is highly adept at managing each stage of a sale or acquisition, from initial consultation and strategic positioning through to contract negotiation and settlement.

Her strong market awareness, client advocacy, and collaborative approach position her as a trusted advisor within Queensland's childcare property and business landscape.



Siobhan Delaney

QLD Relationship Manager

0467 336 750

siobhan@childcareconcepts.com.au

With over 20 years in client-facing and account management roles, Siobhan brings a commitment to delivering exceptional service and building strong partnerships across Queensland's childcare sector.

Siobhan is dedicated to supporting clients through every stage of their divestment or acquisition journey, from due diligence to settlement, ensuring each party's goals are achieved. Her background in the Child, Family, and Healthcare industries has honed her stakeholder engagement and strategic communication skills, delivering results-driven support for every transaction.

OUR SALES PROCESS

1

DISCOVERY MEETING

We meet in person or via phone/zoom to discuss your expectations, the centres' 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:



Australian Childcare Alliance
New South Wales



Australian Childcare Alliance
Queensland

CHILDCARECONCEPTS.COM.AU



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