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A COMPANY YOU CAN COUNT ON

Over the last 30 years, Burbank has grown from a small building development company into one of Victoria's largest homebuilders.

With over 20 display centres throughout metropolitan Melbourne and Geelong, Burbank is a market leader in both greenfield development and medium-density housing, and is an influential property developer throughout the country. The company is pleased to offer a complete portfolio of property-associated services, including National Pacific Finance, Burbank Plumbing, Storage Box, and Dynamic Technology Solutions. Burbank Aviation also offers a chartered helicopter that specialises in corporate, media, government and associated services. This vertical integration makes the company completely autonomous, provides economic

resilience, and guarantees its clients a fully supported end-to-end solution.

Burbank has a history of innovation. In 1983, it developed Burbank Storage Box, catering for both commercial and domestic storage requirements. It began to construct its first display centres in 1985, and expanded its impressive portfolio to include Burbank Commercial and Industrial in the same year. These divisions specialise in building prime-location businesses and commercial properties across a range of industries. The addition of Burbank Plumbing and Burbank Resorts in 1998, then the development of Burbank Aviation in 2000, further extended the company's already impressive portfolio.

In 2001, the company added Dynamic Technology Solutions – experts in all areas of design, management and installation, with quality control a priority on all electrical projects. National Pacific Finance, developed in 2002, is an independent finance broker employing fully accredited and experienced consultants. These consultants are on call 24 hours per day, and are able to facilitate lending for all purposes, including building a home, buying a home, refinancing and investing. National Pacific Finance's access to over 30 different home-lending sources ensures that the company's clients are given the most competitive home loans. The development of National Pacific Properties ▶

Burbank is committed to building pleasing and affordable homes with a low environmental impact; its award-winning Future Collection of Homes continues to lead the industry with its continual improvement in energy and water consumption.

in 2005 represents the company's foray into development of high-quality residential planned communities.

All the companies within Burbank's impressive portfolio share a common interest in offering environmentally sustainable goods and services for home building. Burbank is committed to building pleasing and affordable homes with a low environmental impact; its award-winning Future Collection of Homes continues to lead the industry with its continual improvement in energy and water consumption. These homes also enjoy energy efficiency ratings that are well above the standard that is required by the industry.

The company has enjoyed a number of achievements within the realm of environmental sustainability, including its Edgewater Estate, Waterford Green, Herriots Glen Estate, Aurora, Burbank Corporate Offices, and Kensington Banks. Waterford Green was the winner of the UDIA Urban Renewal Award 2000, while Burbank Corporate Offices received the 2006 HIA Victorian Housing Awards for Large Commercial Projects under \$1 million. Kensington Banks was the 2006 winner of the prestigious FIABCI Prix d'Excellence Award for Master Planning, as well as the 'Creator of the World's Best Address'.

Recognition and acclaim for the company's dedication to excellence is not limited to its work in environmentally sustainable building; it also has awards for a considerable number of projects.



"We have recently invited all our subcontractors and suppliers to a function at Crown, to say thankyou for their involvement throughout last year."

- David Borg

The Blue Edge Apartments received the 2007 UDIA Judges' Awards; Edge Selection Studio was awarded the HIA-CSR Victorian Housing Awards for Small Commercial Projects under \$1 million; and Metro Village 3175 received the 2009 UDIA Award for Excellence in Affordable Development. Most recently, Burbank's Denton Mills project won the 2010 UDIA Award for Excellence in Urban Renewal.

The recognition that the company has received highlights the considerable growth that it has experienced. According to Project Manager David Borg, from Burbank's medium density team, this growth has been both organic and aided by external parties. ▶



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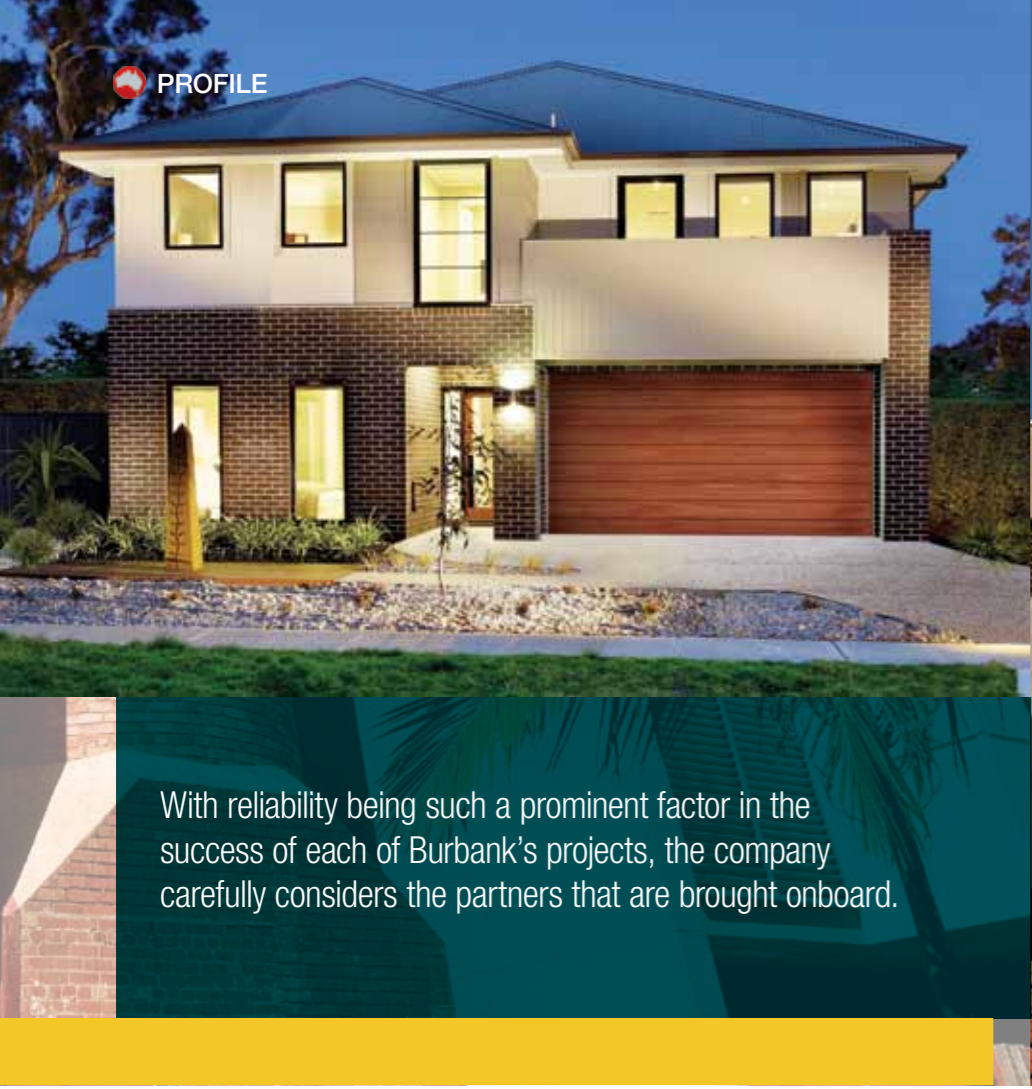
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With reliability being such a prominent factor in the success of each of Burbank's projects, the company carefully considers the partners that are brought onboard.



"While Burbank is known for being one of the top five volume builders in Victoria, we have always been involved in medium-density type projects. We've also been introduced to a number of joint venture proposals with developers, whereby they've bought the sites and in turn we've brought in our expertise and developed those sites in accordance with the market trends at the time," he states. "Through that, we've basically grown a reputation with the industry as being a company that can come up with solutions and clearly market the product to keep projects moving forward."

In addition to these development partners, the company's reliable and experienced suppliers and subcontractors are essential to Burbank's ongoing growth and success. "We try to find large enough teams that can support the big quantity of work that we undertake, and they really help us," explains David. "We basically try to get reliability and timing on big projects, because multiple buildings are involved. We need to work with contractors and suppliers that can start and finish according to the building schedule. Obviously, in some cases, we get paid towards the end of the project, so we need to expedite the construction process as quickly as possible."

With reliability being such a prominent factor in the success of each of Burbank's projects, the company carefully considers the partners that are brought onboard. "We look at making sure that suppliers meet all our requirements for occupational health and safety, and that they're registered and licensed. Once this is ascertained, they go through an integral qualification process with our company. They are approved on that basis," David notes. "We would then trial them on a smaller project and work out how efficient they are and how they'd work with us, based on that particular process. It's like an introduction to the business and, depending on their performance, we would then give them more work and bigger projects to deal with." ▶



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PROFILE

Due to the nature of the market, it's integral for Burbank also to carefully consider the cost and value for money of the product or service required. "We pre-sell everything up front off the plan, so it is important that we lock in our prices for a period of time," says David. "A lot of the time, we have supplier agreements that are in place for a two-year period. Such an agreement is reviewed after this time frame expires. This type of arrangement gives us the confidence that we can pre-sell products and settle property based on a reliable supplier."

Having this confidence in a supplier's ability certainly goes a long way in promoting strong and healthy working relationships. "We constantly try to make sure that suppliers are definitely paid on time, which I think is integral to keeping them happy. They want reliability from us, so they can be confident they can then pay their staff – just like we expect reliability from them."

Looking into the near future, Burbank is expanding business to Queensland – giving the company a national title. "We are also looking to grow our projects division further because we're finding that there are a lot more opportunities in that area in the industry at the moment. This is largely due to the current shortage of land supply in the outer suburbs of Melbourne. We are a team here at Burbank, and rely heavily on both staff and suppliers who are integral to the growth of the company. We will look after those who are part of our business because growth only occurs on the basis that you have strong foundations. As we grow, we would like to hope that our suppliers, too, will move forward within the industry." 🍷

For more information on Burbank and the company's wide range of services, please visit burbank.com.au

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- Troy Jones, General Manager Victoria and Tasmania, CSR Bricks and Roofing



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