

MINT

RESIDENTIAL



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A Warm Welcome to MINT Residential

MINT Residential exists to deliver a smarter ownership experience.

As the specialist property services arm of Minor Hotels, owner-operators of OAKS and Avani, we are uniquely positioned to manage and transact strata-titled apartments within our hotel-managed buildings. This direct alignment between hotel operations and asset performance allows us to focus on what matters most to you: dependable returns, protected value, and a seamless, informed ownership journey.

MINT Residential understand these properties better than anyone. From building performance and guest demand drivers, to the operational detail that influences yield — our on-the-ground knowledge becomes your strategic advantage. Whether you're buying, selling or seeking stronger management outcomes, our role is to maximise the performance of your investment today, while safeguarding its potential for tomorrow.

Partnering with MINT Residential means access to:

- A dedicated team embedded within the Minor Hotels network
- Insights and data that only a manager-operator can provide
- A national footprint and established investor community
- Tailored service that treats your property as a true asset, not a listing

With more than 800 hotels, over 78,000 rooms across 63 countries, and 65 properties managed across Australia and New Zealand, Minor Hotels delivers proven capability and consistent returns for more than 7,000 investor owners.

This brochure introduces who we are, what we do, and how we elevate the performance of your property investment.

We look forward to welcoming you to a better way of owning with MINT Residential.

Yours sincerely
Minor Hotels Australasia Limited



Craig Hooley
Chief Operating Officer
Minor Hotels





YOUR INVESTMENT BACKED BY A GLOBAL NETWORK

SALES | MANAGEMENT | ADVISORY

MINT Residential is a specialised division of Minor Hotels, exclusively dedicated to the sales and long-term rentals within Oaks and Avani-managed buildings across Australia. Built on deep operational insight and an unwavering commitment to investor success, MINT Residential delivers a uniquely informed and strategic property service.

Where traditional real estate brokers operate across broad markets and high-volume listings, MINT Residential focuses exclusively on accommodation assets within the Minor Hotels network. This specialised approach gives our team unparalleled knowledge of each building's operational performance, its position within the hotel management scheme, and the drivers that influence both short- and long-term returns.

We empower owners and investors with expert guidance that deeply understands both the property and the true investment opportunity behind it.

The Milton
Residences

Avani Living
Queen's Wharf
Residences

Oaks
Casino

Oaks
River City

Oaks
Festival

Oaks
212 Margaret

Oaks
Charlotte

Oaks
Felix

Oaks
Lexicon

Oaks
Aurora

Oaks
Mews

BRISBANE PROPERTIES MANAGED BY MINT RESIDENTIAL

LEADING THE WAY

WE'RE DETERMINED TO DELIVER OUR OWNERS
THE BEST MANAGEMENT IN THE MARKET TODAY.

Managing your investment property does not have to be complicated or time consuming.

As experienced Property Managers, we can help you take care of your investment performing a range of duties that can be broken down into the following:

- Market evaluation of your investment property.
- Marketing your investment property.
- Screening your prospective tenants.
- Accounting for your investment property.
- Managing the tenancy and periodic inspections.
- Managing routine and emergency maintenance.
- Tenancy renewal and negotiation.
- Understanding and acting under legislation.
- Termination of a tenancy.



AVANI QUEEN'S WHARF RESIDENCES

GLOBAL REACH. LOCAL INSIGHT. EXCEPTIONAL RESULTS.

THE MINT RESIDENTIAL DIFFERENCE

Expert insight into managed hotel assets

Our team works directly within the Oaks and Avani property ecosystem, giving us real-time visibility of occupancy, market trends, and performance metrics that influence asset value.

A bespoke approach to investor transactions

We tailor each sales or purchase experience to the unique characteristics of the asset, the building, and the management scheme — ensuring informed decisions and optimised outcomes.

Strategic focus on investor returns

Established in response to the high volume of transactions within the portfolio, MINT Residential was created to protect and maximise owner value at every stage of the investment lifecycle.

Seamless alignment with Minor Hotels operations

Our direct connection to the management team allows us to optimise rental structures, future improvement plans, and the revenue opportunities that external agents simply cannot access.

Trusted expertise and professional oversight

The division is led by a dedicated team of specialists whose sole focus is this asset class — ensuring accuracy, consistency and confidence in every transaction.

Oaks
Hyde Park

Oaks
Harmony

Oaks
Castlereagh

Oaks
Trafalgar

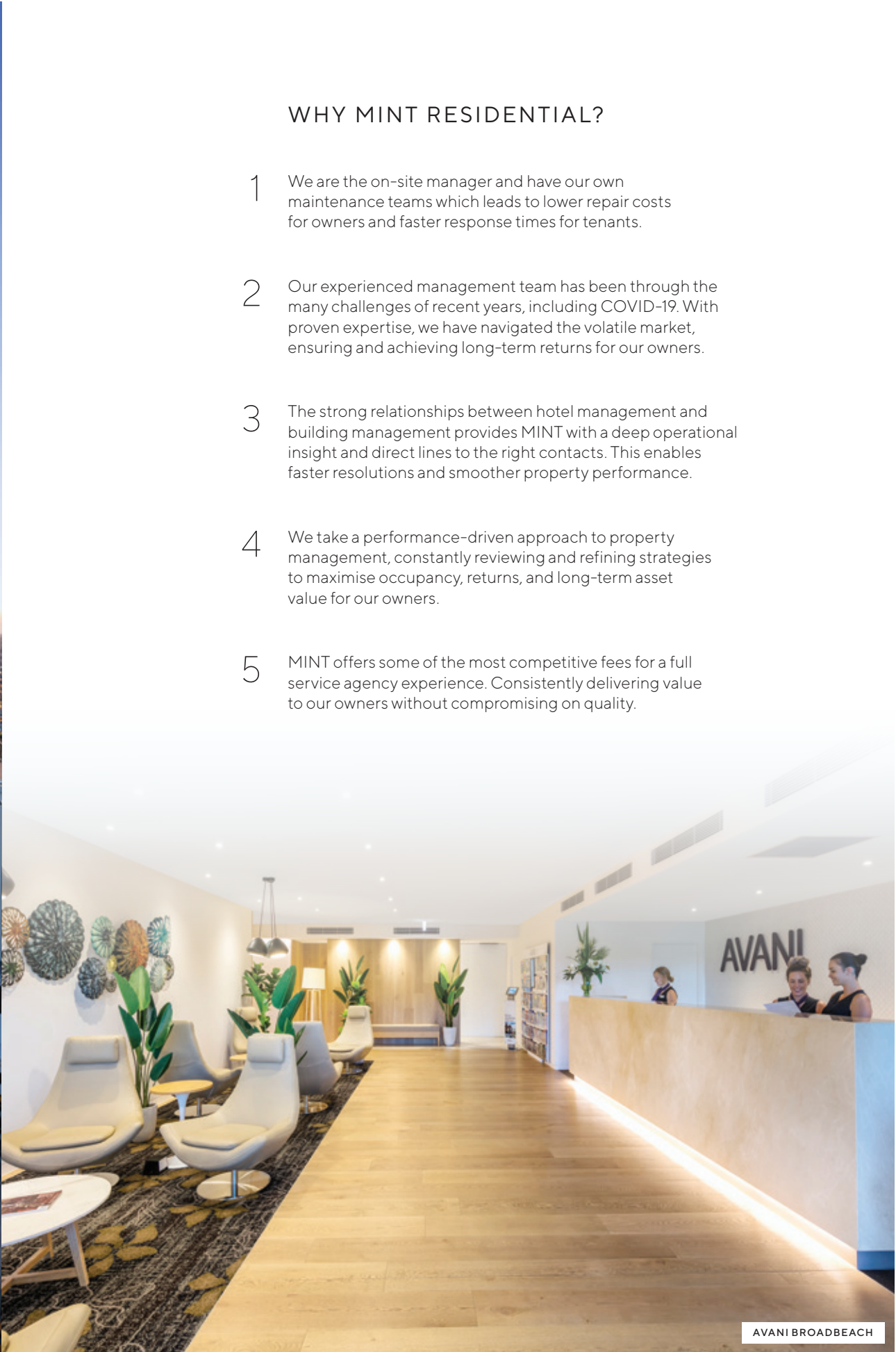
The
Grant

Oaks
Goldsbrough

SYDNEY PROPERTIES MANAGED BY MINT RESIDENTIAL



OAKS AURORA



AVANI BROADBEACH

WHY MINT RESIDENTIAL?

- 1 We are the on-site manager and have our own maintenance teams which leads to lower repair costs for owners and faster response times for tenants.
- 2 Our experienced management team has been through the many challenges of recent years, including COVID-19. With proven expertise, we have navigated the volatile market, ensuring and achieving long-term returns for our owners.
- 3 The strong relationships between hotel management and building management provides MINT with a deep operational insight and direct lines to the right contacts. This enables faster resolutions and smoother property performance.
- 4 We take a performance-driven approach to property management, constantly reviewing and refining strategies to maximise occupancy, returns, and long-term asset value for our owners.
- 5 MINT offers some of the most competitive fees for a full service agency experience. Consistently delivering value to our owners without compromising on quality.



NOT JUST ANOTHER REAL ESTATE AGENCY. WE ARE A PROPERTY NETWORK.

	Traditional Real Estate Agency	MINT
Expertise in hotel-managed assets	✗	✓
Access to operational performance data	✗	✓
Focus on investor outcomes	Limited	Priority
Tailored knowledge of each building	General	Highly Specific
Sales volume focus	High and Broad	Strategic and Niche
Seamless alignment with management team	✗	✓

MELBOURNE PROPERTIES MANAGED BY MINT RESIDENTIAL

MINT RESIDENTIAL TRUSTED EXPERTISE THAT PUTS YOUR PROPERTY FIRST

Professional Oversight

Selling property within a hotel building requires more than brokerage real estate knowledge. It demands insight into occupancy, operational performance, and the expectations of buyers within a hotel ecosystem. Our dedicated team of specialists focuses solely on this asset class, ensuring accuracy, consistency, and professionalism in every transaction. Every sale benefits from our knowledge, our connections, and our unwavering focus on achieving exceptional results for owners.

Alignment With Minor Hotels Operations

Because we work within the hotel ecosystem daily, we can explain rental structures, revenue opportunities, and future improvement plans that external agents simply cannot access. This gives buyers confidence and maximises your property's value.

Selling Locally and Remotely - Seamlessly

Distance is no barrier. Our network of offices across all major cities; Sydney, Melbourne, Brisbane, Perth, Adelaide, combined with our local hotel managers, allows MINT Residential to manage sales anywhere in the country. We are experts in remote sales, coordinating virtual inspections, professional photography, live walkthroughs, and online offers, all fully integrated with on-site hotel management. Buyers experience the property as if they were there in person, no matter where they are.

International Property Ownership Within Minor Hotels

MINT Residential provides direct access to new international hotel developments within the Minor Hotels portfolio. If your interests extend beyond Australia, you can invest abroad with confidence, supported by our network of experienced local agents.



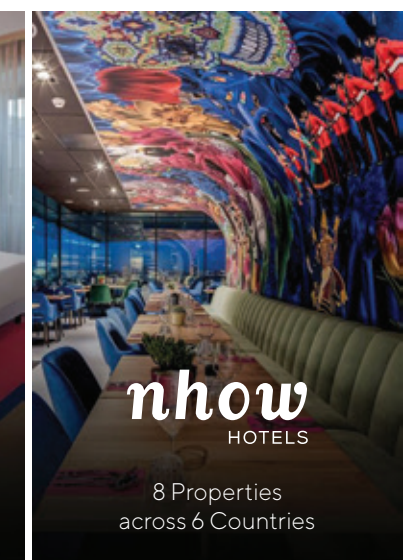
MINOR HOTELS

MORE THAN 800 HOTELS
WITH OVER 78,000 ROOMS
ACROSS 63 COUNTRIES
AND 26,000,000 LOYALTY MEMBERS

Minor International PLC (MINT Residential) is a performance-driven organisation with a reputation for careful management supported by a well-planned corporate infrastructure. In Australia and New Zealand, Minor Hotels Australasia is a leading service operator with more than 65 properties. Through our property management business line, Minor Hotels, with its proven organisational capability, in-market expertise, responsiveness and ability to adapt to technologies and operational changes faster than larger hotel management companies, we are the perfect partner for your property.

As a building owner, we appreciate the importance of managing and maintaining building standards to maximise returns to ensure long and mutually beneficial relationships with the tenants, providing:

- Peace of mind that your building will be professionally managed for the long term by a highly experienced international building manager.
- A highly experienced property management company that understands the permanent rental market across Australia and New Zealand.
- Our experience in building management and residential tenancy management.
- An efficient and flexible service delivery model that meets all your needs through 'in-house' delivery; and a proven solution to deliver optimal returns.





WE NOW OFFER IN-HOUSE AIRBNB AND SHORT STAY MANAGEMENT FOR MINT RESIDENTIAL APARTMENT OWNERS.

As an on-site manager with over 3 decades of proven expertise in rental management across Australia and New Zealand, Minor Hotels and MINT Residential provides unparalleled advantages compared to off-site property managers and Airbnb operators.

Why Owners Choose MINT Residential Airbnb Management Services:

- Lower commission than competitors
- Efficient & affordable in-house cleaning with higher consistency and faster turnaround
- All linen, amenities, coffee, tea, bathroom products replenishment included
- General upkeep and light maintenance included in the cleaning fee
- Onsite maintenance covers pre-selected tasks
- No call-out fees for onsite repairs
- Professional guest relations managed by our 24/7 onsite team
- We manage all listings, pricing, reviews, and communication alongside our AVANI brand.

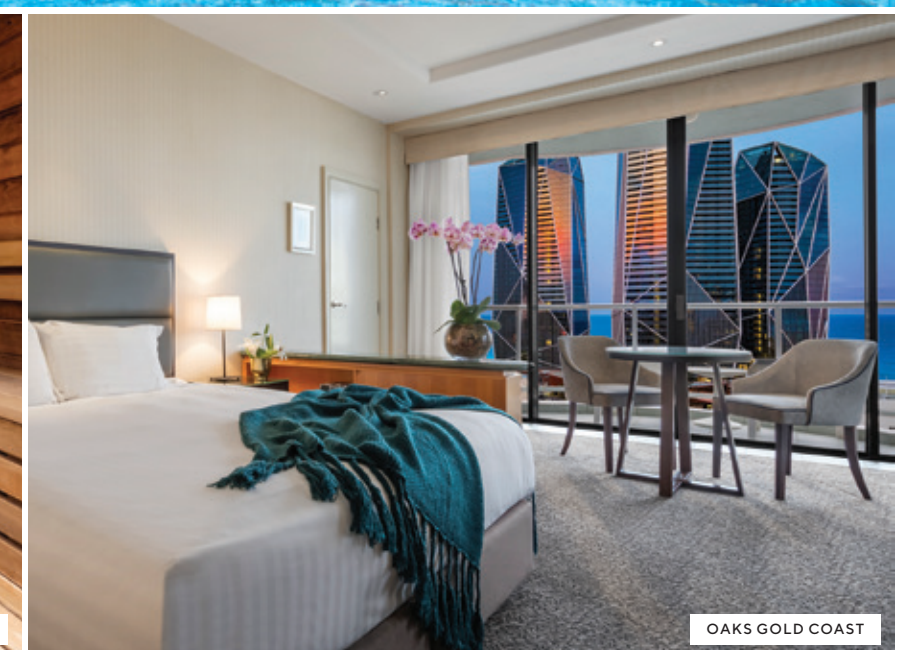
SCAN THE QR CODE
TO LEARN MORE ABOUT
MINT RESIDENTIAL
AIRBNB MANAGEMENT



OAKS CABLE BEACH RESORT



OAKS SYDNEY GOLDSBROUGH SUITES



OAKS GOLD COAST

INVESTMINT

STRATEGIC BENEFITS OFFERED FROM DAY ONE

Minor Hotel Group (MHG) is a hotel owner, operator and investor, currently with a portfolio of over 800 hotels, resorts, camps and serviced suites in operation under the Anantara, AVANI, Per AQUUM, Oaks, Tivoli, Elewana, Marriott, Four Seasons, St. Regis and Minor International brands. Today MHG operates in 63 countries across Asia Pacific, the Middle East, Africa, the Indian Ocean, Europe and South America. For more information, please visit www.minorinternational.com

Electing to partake in one of our investment opportunities you can rest assured that your property is being managed and maintained to the highest standard, backed by Oaks Hotels and Resorts and MINOR International. Utilising our low cost structure ensures we continue to deliver

outstanding owner returns whilst providing an impeccable customer service experience to our valued guests.

By investing in one of managed buildings you will benefit from outstanding owner returns year on year. Minor International and Oaks Hotels & Resorts' management are also committed to ensuring apartments are presented at a very high standard consistent with the company brand, guests expectations and quality of the resort. Part of this commitment includes conducting regular inspections of the apartment and reports based on condition are generated for your benefit. At the time of reporting, any works or items identified as damaged or in need of repair or replacement will be advised and if possible, options offered for your convenience.





INVESTMINT

KEY OWNERS’ BENEFITS

Customer-Centric Approach

Enhance the experience of residents and guests alike by anticipating their needs and providing exceptional customer service, and a warm welcoming environment in which to live work and play.

Employee Engagement

Value and empower employees by fostering a collaborative, inclusive, and supportive work environment.

Operational Excellence

Delivering operational efficiency and excellence throughout the entire property management delivery, and the customer experience.

Innovation and Creativity

Leveraging technology solutions for property management, tenant communication, maintenance tracking, and data analytics to enhance operational efficiency, streamline processes, and improve decision-making.

Sustainability and Social Responsibility

Sustainability practices, and social responsibility at the heart of business operations to minimise environmental impact, promote social well-being, and build trust with stakeholders.

Continuous Improvement

Foster a culture of continuous improvement by encouraging feedback from tenants, owners, employees, and stakeholders, and implementing processes for ongoing evaluation and enhancement of operations, services, and amenities.

Performance Excellence

Maintaining a strong financial foundation by optimising rental income, managing operating expenses effectively, and implementing sound financial planning and budgeting practices. Monitor key financial metrics to ensure profitability and long-term sustainability with real-term measurement of key metrics.

Risk Management and Compliance

Prioritise risk management strategies and compliance with regulations related to property development, rental agreements, tenant rights, and data protection.

THE BEST INCOME SOLUTION FOR YOUR INVESTMENT:

PARTNER WITH MINT RESIDENTIAL

Owning an apartment in a landmark CBD building is a significant investment, and choosing the right rental strategy is key to maximising your returns while maintaining peace of mind. Minor Hotels offers two compelling options, short-stay options or permanent rentals, each designed to suit different ownership goals and deliver outstanding value.

MINT Residential has over 3 decades of proven expertise in rental management across Australia and New Zealand, Minor Hotels provides unparalleled advantages compared to off-site property managers and Airbnb operators. Here's how we ensure your property is managed to the highest standard, delivering stable and strong income through a tailored approach.

SHORT-TERM STAY OPTION: FLEXIBLE AND HIGH-VALUE RETURNS

Minor Hotels takes a comprehensive, hands-on approach to short-stay management, utilising our extensive network of distribution channels to attract high-quality tenants such as corporate and group business travellers. Our short-term stay strategy is enhanced by our building operations.

Key benefits include:

- **24/7 On-Site Presence:** Around-the-clock reception services and additional staffing to maintain high standards of security, behaviour, and guest experience.
- **Selective Tenant Profiles:** Fewer occupants per room, focused on corporate and professional groups.
- **Investment Flexibility:** Owners can use their apartment (subject to availability) while enjoying hassle-free management.
- **Market Responsiveness:** Ability to shift inventory seamlessly between short- and long-term rentals based on market conditions.
- **Loyalty Program Benefits:** Owners of Minor-managed apartments gain access to exclusive GHA Discovery benefits, enhancing your ownership experience.

PERMANENT RENTAL OPTION: STABILITY

For owners seeking consistent long-term income, Minor Hotels offers a robust permanent rental management model supported by decades of experience. As the on-site manager, we ensure faster response times and provide competitive advantages over off-site operators.

Key benefits include:

- **Immediate Assistance:** On-site management means faster responses to issues, ensuring tenant satisfaction and safeguarding your property.
- **Ultra-Competitive Fees:** Transparent, cost-effective fee structures for property owners.
- **Loyalty Program Benefits:** Owners of Minor-managed apartments gain access to exclusive GHA Disco benefits, enhancing your ownership experience.



MINOR HOTELS IS BUILT ON A PASSION FOR PERFECTION.



MORE THAN 40 YEARS OF HOTEL OWNERSHIP, BUILDING MANAGEMENT, DEVELOPMENT AND OPERATIONAL EXPERIENCE.

- We think like an owner and execute as a management company.
- One of the top 20 largest hospitality companies in the world.
- ‘Right-sized’ company: nimble yet with scale, responsive and able to adapt to technological and operational changes faster than larger hotel management companies.
- We are an owner of luxury hotels managed by third-party operators such as Four Seasons and St.Regis, aligning us with our owners and their financial interests.
- Minor achieved a compounded annual net profit growth rate of 20 per cent over the last decade.
- Accountability and performance are cornerstones of our corporate culture – we hold rigorous quarterly financial reviews for both owned and managed hotels.
- We are hotel owner-operators with a profit by design philosophy.
- Practical and flexible market-driven brand standards.
- A team of more than 100 in-house technical support professionals.
- An established global sales and marketing network.
- We have successfully re-positioned and re-branded over 30 existing hospitality assets.
- Extensive range of corporate support services and in-house expertise.
- Branded residential services to help developers unlock the value of their real estate and enhance potential sales velocity.
- Anantara Vacation Club (over 18,000 members) enables developers to maximise guest offerings, monetise real estate and leverage operational synergies with the hotel.
- Member of the Global Hotel Alliance (GHA) with access to over 26 million existing GHA members.
- Represented on the Dow Jones Sustainability Emerging Markets Index.
- Consistent system charges apply to all of our properties, including owned hotels.

MINOR | DISCOVERY

GLOBAL BENEFITS

BE PART OF THE MINOR HOTEL GROUP LOYALTY PROGRAMME THAT LETS YOU INDULGE IN GENEROUS REWARDS, EXCLUSIVE PRIVILEGES, SPECIAL RATES AND MORE AT 800+ HOTELS, RESORTS AND PALACES FROM 40 HOTEL BRANDS IN 100+ COUNTRIES.

Minor Discovery Platinum

When your apartment is professionally managed by Minor International, a complimentary Minor Discovery Platinum Status membership is offered to you. This Platinum Status membership remains active for your enjoyment for the duration of your apartment ownership.

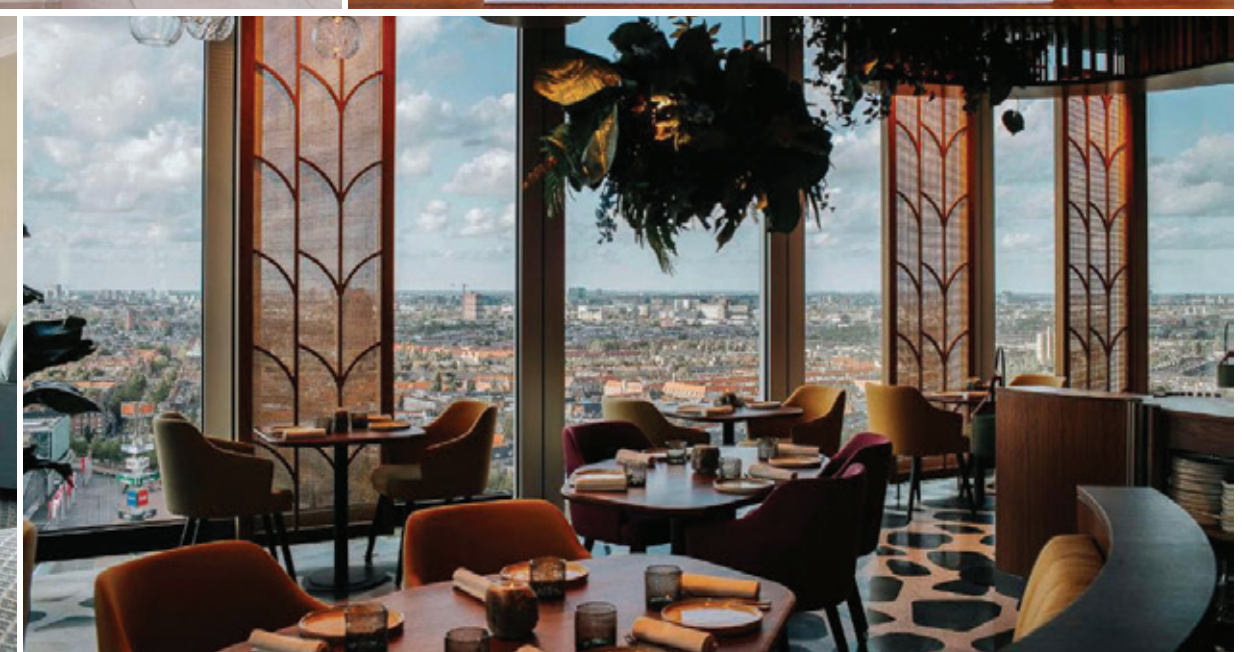
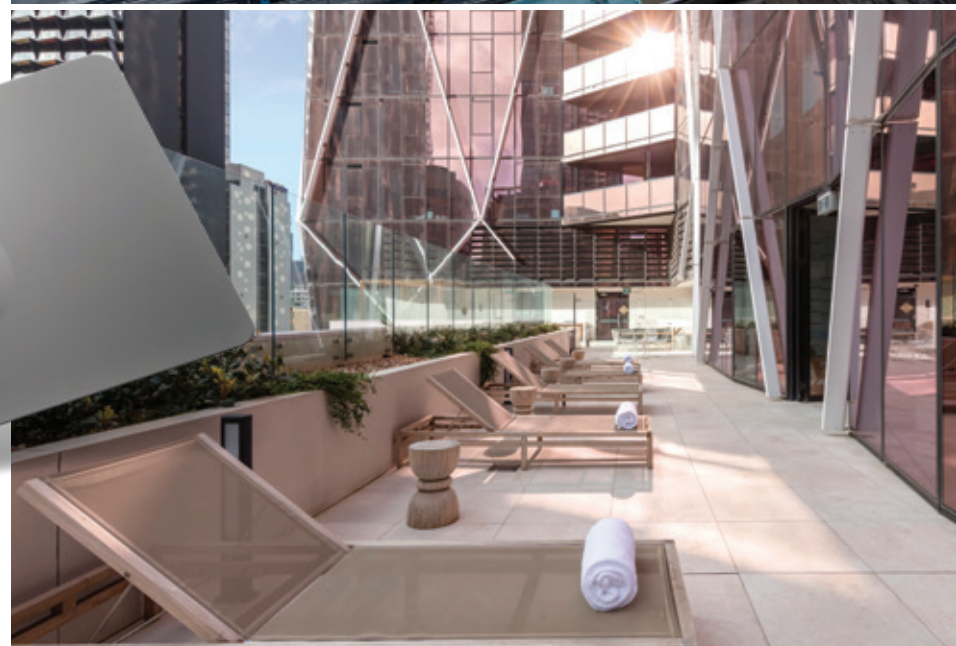
The Minor Discovery loyalty program allows you to access exclusive rates and offers, as well as earn rewards, at over 800 hotels worldwide.

As a Platinum Member, you will receive:

- 6% back in DISCOVERY Dollars (D\$) on eligible spending during your stays. D\$ is DISCOVERY's rewards currency that can be used across any participating Minor brand
- Exclusive member rates and offers at participating hotels, saving 10% or more
- Room Upgrades*
- Late Check-out until 3pm*
- Welcome Amenity*

**Subject to availability*

MINTRESIDENTIAL.COM.AU/MINOR-DISCOVERY



MINT

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