

Leading the Industry



ST IVES CENTRO

Established in 1982, the St Ives Group is proud of its success in creating some of the most innovative and well regarded retirement estates in Australia.

St Ives' projects are home to over 1500 senior Western Australians enjoying lifestyles based on the group's philosophy of enhanced independence, dignity and respect, in quality accommodation backed by St Ives commitment to their long term care and well being.

Anticipating market demand for a more comprehensive approach to the provision of accommodation and care services, the Group has developed and now operates two high quality residential care facilities and has established a position as one of the major providers of community aged care services in metropolitan Perth.

This seamless approach to the housing and care needs of older Australians has ensured that St Ives is a respected organisation in all the communities it serves.



ST IVES MANDURAH

Integrated Focus



The St Ives Group operates a vertically integrated business, with a total focus on the current and future needs of its clients. St Ives sources and facilitates new retirement village, residential and community aged care opportunities and then manages their completion and long term operation.

The Group's various business units have over 20 years experience in design development, project conception, project management and coordination, marketing and facilities management.

The St Ives brand is now widely associated with providing a total integrated package of high quality products and services to meet the needs of individual clients for both housing and care. It also represents a comprehensive risk management strategy through the Group's understanding of its market's, social and demographic changes and the complex legislative and regulatory environment under which retirement housing and residential and community care are delivered and operated.

It is this continuum of services to clients, from independent lifestyle housing choices to advanced aged care needs, that sets the Group apart and ensures that the facilities that are created form a valuable and enduring asset for the communities they serve.

St Ives Retirement Villages

Since the early 1980's St Ives has been involved with the creation of over 1,100 retirement accommodation units, in a variety of locations in metropolitan Perth. A further 250 units together with at least one more residential care facility are planned for completion before the end of 2006.

The total capital value of owned and managed facilities will exceed \$350 million on completion of existing projects. In addition, two of the St Ives villages include residential care facilities.

The Group has a long history of responsive development, dealing with significant shifts in consumer expectations with contemporary architectural design, site selection, sophisticated marketing and professional management systems.

The Group's integrated approach has attracted a number of joint venture partnerships over the years, including a university, Local Governments, landowners, corporate and private investors.

ST IVES CENTRO

The exclusive St Ives Centro estate combines architectural innovation and lifestyle vision, in a development of 230 units, located in the heart of Perth's sophisticated urban renewal area of Subi Centro.

ST IVES MURDOCH

In a "first of its kind" partnership, the St Ives Murdoch Estate is being developed in a joint venture with Murdoch University, utilising land on the Murdoch University Campus. It offers 254 luxury villas and apartments, state



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of the art residential care and a unique opportunity for residents to access the University and its full range of facilities and academic opportunities.

ST IVES MANDURAH

Located in the natural bush on a lagoon of the Serpentine River, close to the commercial hub of Mandurah, the 120 home St Ives Mandurah village underlines the Group's foresight and ability in creating a total development solution - transforming original degraded rural riverfront land into a high quality estate that takes maximum advantage of its unique natural riverside environment.

OCEAN GARDENS

Established by the City of Perth in consultation with the St Ives Group in the late 1980's, Ocean Gardens Retirement

Estate remains one of the most sought after retirement estates in the Western suburbs.

FAULKNER PARK

Working with the City of Belmont, St Ives developed the Faulkner Park Retirement Estate in Belmont, with a focus of the needs of the local community.

ST IVES ELDERCARE

Located on lakefront parkland in the heart of the City of Melville, St Ives Eldercare is both a quality retirement village and a luxury extra service hostel.

St Ives Group's Community Care Division is also housed adjacent to the village on Rome Road.

ST IVES NORTHSHORE

Considered by many to be one of the best medium size retirement estates in Australia, St Ives Northshore's enduring classical styling and full range of resident facilities and services, is a focal point for retirees in the Northern suburbs.

ST IVES BRAND AWARENESS

Successful ongoing marketing ensures all village units remain in high demand. A respected and admired national identity Ita Buttrose is retained to promote the St Ives village lifestyle in major marketing campaigns.



ST IVES CENTRO



OCEAN GARDENS



ST IVES NORTHSHORE

Community Care

St Ives began providing personal care and domestic services to its village clients in the 1980's. This familiarity with service provision on an affordable user-pays basis and the understanding of seniors increasing care needs, provided a natural springboard for the Group into mainstream Commonwealth funded community care.

Under the banner of Aged Care Services Australia Pty Ltd, the St Ives Group, in conjunction with the Commonwealth and State Health Departments, the Department of Veterans Affairs and various Municipalities provides the following services:



- Over 300 **Community Aged Care Packages** in Perth and Alice Springs and also jointly with other village operators in Canberra, Melbourne and Brisbane.
- A wide range of private **Home Care Services** in Perth, both in retirement villages and the wider community.
- Two metropolitan Perth **Commonwealth Carelink Centres**.
- Two Veterans **Homecare Assessment and Co-ordination** programs in Perth for the Department of Veterans Affairs.
- The community service component of two innovative **Transitional Care Pilot Services** in Perth (50 packages and a range of HACC services).
- A **Retirement Villages Care Pilot** (40 'flexible' packages) to support village residents in their own homes.
- Services as part of the **Disability Services Commission Community Support Program**.

Residential Care



AVALON APARTMENTS - ST IVES MURDOCH

A commitment to the long-term retirement needs and the well being of its village residents led St Ives to develop the first **Extra Services Residential Care Facility** in Western Australia within its St Ives Eldercare retirement village complex in Myaree.

St Ives Eldercare is owned and operated by the Group. The lakefront estate accommodates 50 hostel residents in a supportive, homely and comfortable environment, together with a wide variety of independent units.

This was followed by a second, state of the art residential care facility as part of the St Ives Murdoch Retirement Estate.

Known as **Avalon Apartments**, this residential aged care facility provides high levels of accommodation and care in a luxurious, 34 bed setting.

Total Real Estate Services

REAL ESTATE SERVICES

Since its original formation as a real estate development and marketing services organisation the St Ives Group has understood the importance of a full professional and efficient real estate service to ensure both the success of its residential developments and the smooth trouble free sales of its client's residential properties.

ST IVES REALTY

Originally formed as Fitzgerald Realty in 1975 the agency continues to grow with over 20 full time staff providing professional and effective specialty sales services in retirement properties and general residential sales and rentals throughout metropolitan Perth and Mandurah.

REAL ESTATE SETTLEMENT SERVICES

To provide a total realty service "under the one roof", the Group majority owns and operates Wembley Settlements, a full service conveyancing agency that is experienced in ensuring both retiree purchasers and general residential sales are concluded in an efficient and timely manner.



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