

## Confidence. Trust. Vision.

### THEN

Interest rates were stratospheric. The predicted economic bust had occurred and the market was at the bottom of the cycle. 1989 was a watershed year in property.

It takes single-minded confidence to set up a construction firm in that kind of environment.

An inherent trust that hard work, imagination and professionalism would sustain your business through the bad times and the good.

And a long term vision of what could be achieved.

Fortunately, confidence, trust and vision are what Tim Casey had. He still does.

That's why St Hilliers has evolved into one of Australia's top 10 private contracting companies, with a \$3 billion track record in completed projects.

### NOW

Every day, St Hilliers Contracting is designing, constructing and refurbishing buildings across New South Wales, Victoria, Queensland and the Australian Capital Territory.

Our clients and business partners vary from major retailers and hotel chains to development corporations, institutional investors and Government departments. They work with us because...

...they have confidence in us. Our financial stability. Our experience and expertise. And our in-depth understanding of their commercial goals.

...they trust us. To take schedules and budgets seriously. To be honest and open. And to deliver what we promise.

...they like our vision. Of being in this industry for the long haul. Of creating buildings that last. And of being an established construction company with strong values.

Confidence. Trust. Vision. For ourselves, our clients and our projects.

### A WELL-RUN BUSINESS

As well as high level design, construction and project management skills, we offer our clients the security of knowing that St Hilliers Contracting has a strong record of financial and operational growth, a solid balance sheet and a well-defined, commercially-focused culture.

Despite being a private enterprise, we follow similar best practice management and governance principles to those of public companies. We have stringent, transparent reporting processes and promote accountable, ethical and responsible behaviour.

The St Hilliers Contracting Advisory Board oversees our business operations and strategic direction. With Tim Casey as Founder and Executive Chairman, the Advisory Board includes two non-executive members, John Faulkner and Stewart Wallis AO, both well-known, highly regarded figures in the construction industry.

The St Hilliers Contracting Management Team is made up of managers with a wealth of experience across all the disciplines of building and construction. To make sure clients continue to benefit from their valuable knowledge and experience, the team has a proprietorial ownership stake in St Hilliers Contracting that encourages career longevity as well as business success.

Both bodies provide a supportive framework for St Hilliers Contracting's culture, which flows from the top down. At every level of the company, we encourage collaboration, accountability, integrity and innovation within a commercial environment. These values play a large role in the success of St Hilliers Contracting and our clients' developments, and help to set us apart from our competitors.

### WHAT WE DO

St Hilliers Contracting has the right skills, experience and people to work with you on every phase of your project, from concept and design to construction and fitout.

Spanning everything from adapting heritage listed icons for new uses to devising state of the art 'green' offices, we have a substantial portfolio of completed projects across many sectors including: Commercial, Heritage buildings, Residential, Industrial, Retail, Public buildings and Hotels.



St Hilliers Contracting Advisory Board comprising  
Back from left: Ralph Gagliano, Joseph Cummings, Marc Longo, Jeff Jones  
Front from left: Stewart Wallis, Tim Casey and John Faulkner.

# St Hilliers

# St Hilliers Contracting Structure



**10**

Average number of years our managers have been with St Hilliers.

**46**

Number of architectural and construction awards won since 2000.

**480M**

Annual revenue in 2007.

**19**

Years in operation.

**56**

Percentage increase in our employees 2005 – 2007.

**600M**

Annual revenue we forecast for 2008.

**65**

Percentage of work we do for repeat clients.

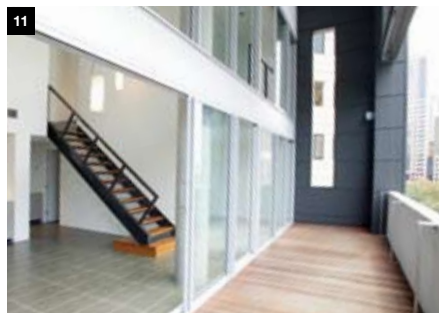
**91**

Our place in the 2006 BRW Top 500 of private companies.



## Images

- 01 ANZAC Park West, Parkes - ACT
- 02 Greater Union Cinemas, Parramatta - NSW
- 03 Talavera Corporate Centre, North Ryde - NSW
- 04 312 Burwood Road, Hawthorne - Vic
- 05 The G, Coles Supermarket, Gungahlin - ACT
- 06 GE Headquarters, Melbourne CBD - Vic
- 07 Mondrian Apartments, Waterloo - NSW
- 08 Melbourne GPO Development - Vic
- 09 Wake Up! Sydney Central - NSW
- 10 London Hotel, Melbourne CBD - Vic
- 11 Silkwood Apartments, Surry Hills - NSW
- 12 Ibis Hotel, Wollongong - NSW
- 13 Belvoir Theatre, Surry Hills - NSW
- 14 Sydney Opera House, Western Colonnade - NSW
- 15 Coates Warehouse, Moorebank - NSW

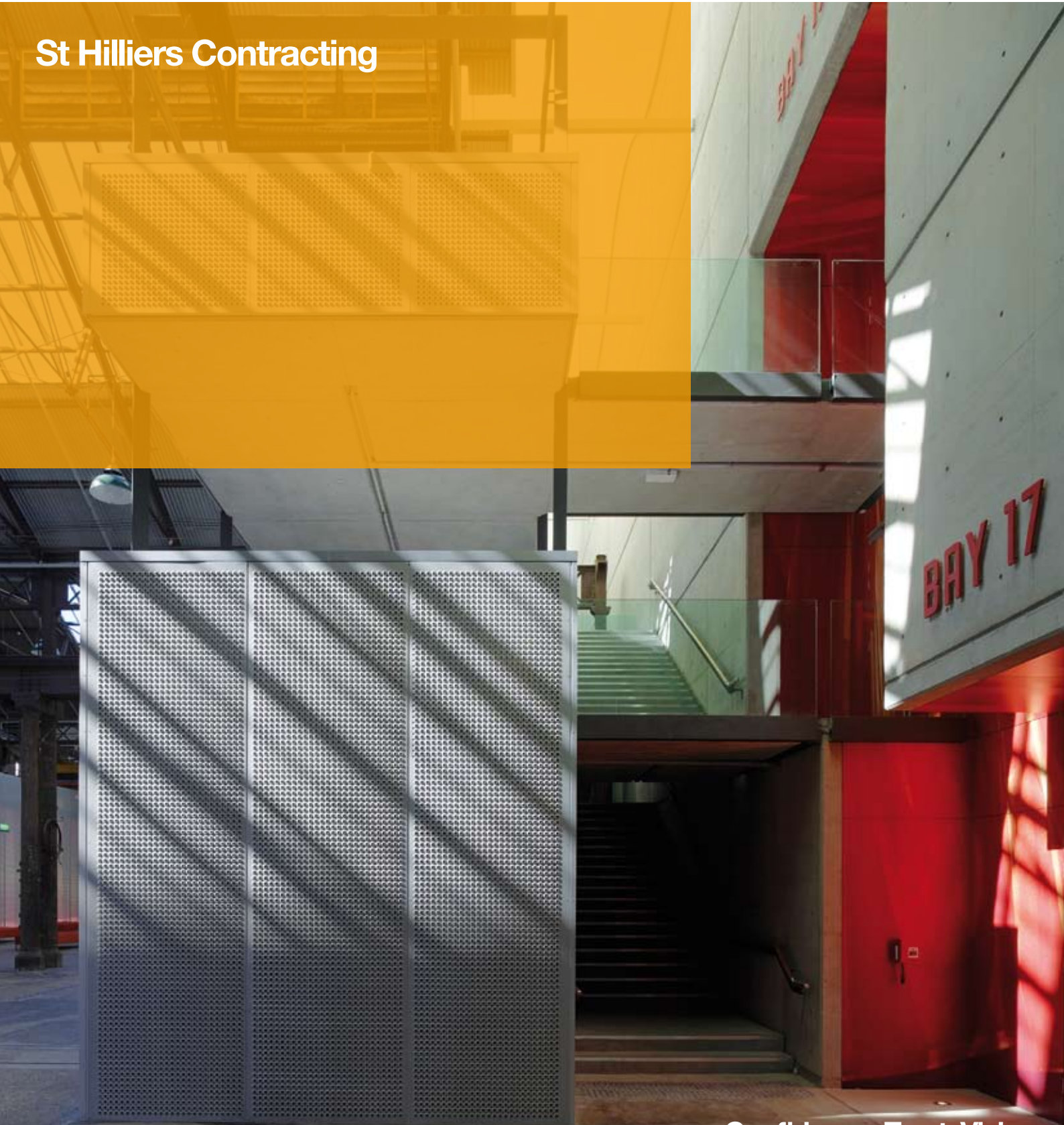


[www.sthilliers.com.au](http://www.sthilliers.com.au)





# St Hilliers Contracting



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## From Little Things, Big Things Grow.

When I started St Hilliers in 1989, it was a small contracting firm with a dozen staff. Since then, we have delivered over nine hundred projects and evolved into the St Hilliers Group, which encompasses two businesses: St Hilliers Property and St Hilliers Contracting.

When you partner with St Hilliers Contracting, you enjoy all the advantages of a well established company. We are financially stable, we have rigorous systems for quality control, we attract some of the industry's brightest, most experienced professionals and our size makes us competitive.

At the same time, we are accessible. When clients need advice or information, they know everyone in this company, at every level, is available to them – including me. Our flat management structure means our senior people stay close to day-to-day operations and always know what's happening.

We're also flexible. We don't stick to rigid ways of doing things. In fact, we love the challenge of something new. We've won awards for it.

Above all, we value long term client and staff relationships and nurture them. That's why a large percentage of our contracting revenues come from repeat clients and why we have a high employee retention rate.

An established company with a personal touch: that's St Hilliers Contracting. It's what our clients like about us, and it's how we will stay. Today and always.

**Tim Casey**  
Founder & Executive Chairman  
St Hilliers Group

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## Construction. It's in our blood.

It's a cliché but it's true: people are at the heart of St Hilliers Contracting.

Although we work in a fast-moving industry, a large number of our managers and employees have been here since the company's early days. They provide the stability and experience that are the backbone of our success.

But we don't stand still. We're always looking for innovative ideas and fresh approaches, and we regularly welcome new team members. Many of them will make a long term career with us too.

Why? Because working with clients to turn their business plans into reality is exciting. To see a building evolve from a drawing to a real place where people live, work or play and to know you were instrumental in making it happen – it's rewarding.

As you read this profile you'll see that St Hilliers Contracting has won many industry accolades. Our buildings win awards because we work hard at understanding what our clients want to achieve.

Our expertise goes beyond construction logistics. We also understand commercial imperatives. We appreciate the business impact of every delay and change. We know that projects are often affected by external forces and will work with you to overcome them.

The contracting industry can be complex and you want to partner with people you can rely on. Many of Australia's leading corporations, institutions and government agencies trust St Hilliers Contracting to work with project after project. We hope you do to.

**Marc Longo**  
Managing Director  
St Hilliers Contracting



Tim Casey and Marc Longo