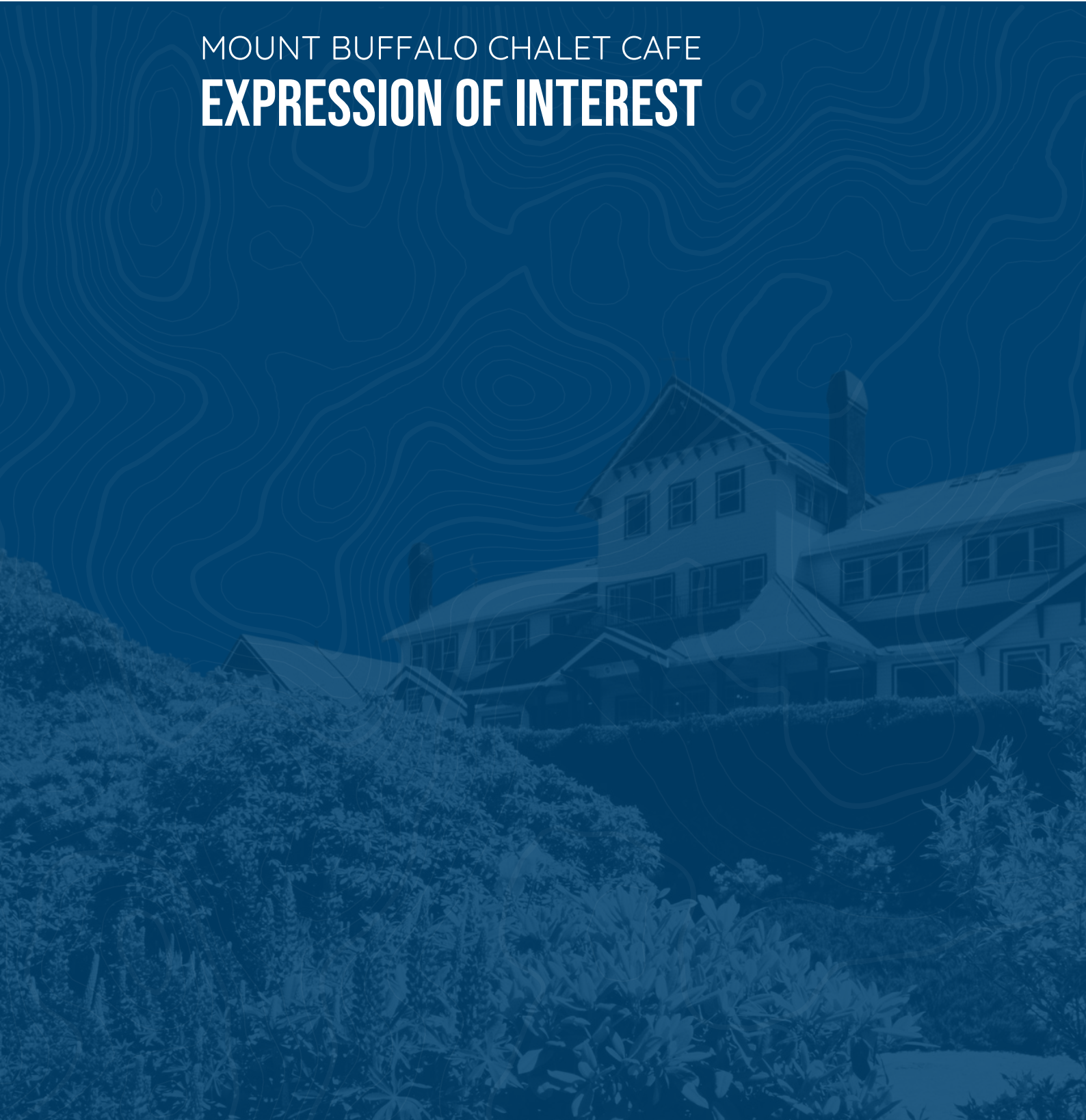




BELGRAVIA OUTDOOR EDUCATION

MOUNT BUFFALO CHALET CAFE

EXPRESSION OF INTEREST



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THE OPPORTUNITY

BACKGROUND

The Mount Buffalo Chalet is located within Mount Buffalo National Park. The Mount Buffalo Chalet is a landmark heritage building built in 1910 and uniquely positioned at 'the Gorge' at the top of Mount Buffalo in Victoria's High Country. It commands spectacular views across the Alps, Mount Hotham and surrounding valleys.

The Chalet has been closed since bushfires impacted parts of Mount Buffalo National Park (but not the Chalet itself) in 2006-07. Since the closure of the Chalet, the food and beverage offering at Mount Buffalo has been limited to the seasonal operation of a small kiosk at Dingo Dell and a coffee cart in the Gorge carpark.

In late 2024 Belgravia Group and its operator Belgravia Outdoor Education signed a 40 year lease to reopen the Chalet as an outdoor education centre, accommodation provider and to operate a café. Works have now commenced to take the existing café to full modern compliance and provide a 100 seat café within the Mount Buffalo Chalet building.

FOOD AND BEVERAGE IN MOUNT BUFFALO CHALET

Belgravia Outdoor Education is seeking an engaging, year-round food and beverage proposal which provides a destination for visitors to Mount Buffalo National Park and showcases Victoria's magnificent produce. This is a rare opportunity to see your food and beverage vision realised within a Victorian state icon – the Mount Buffalo Chalet.

Positioned at the top of the Gorge, the Chalet is a focal point of Mount Buffalo National Park representing the grand history of Australian alpine tourism. With the surrounding Alpine Shire experiencing growth in both the tourism and property markets throughout recent years, and record-breaking visitation to Mount Buffalo National Park during the summer of 2020-21, this unique opportunity to secure a café site in a National Park presents a chance to position your proposed food and beverage venture to service burgeoning visitation to the area.

With the Chalet preparing to open fully as an outdoor education hub, the successful operator of the café will also be expected to provide wholesome food and beverages for up to 200 young people when courses are running.

We expect there to be opportunities for the successful operator of the café to provide event and wedding catering in partnership with the Chalet operators. In winter, and when Dingo Dell is operating for snow play, the café operator will switch operations from the Chalet to Dingo Dell café.

Belgravia Outdoor Education is also looking at partnering with other large events at the Chalet. Where any such event is to be held and conducted by a third party that party would have the right to provide or engage a third party for its catering needs. However, any event held by Belgravia or under its auspices will ensure that the café operator shall provide food and beverage at the Chalet for these events.

KEY DETAILS

LENGTH OF SUB LEASE

Proposals for sub - lease terms of up to 10 years will be considered.

Any proposal concerning sub-lease duration should account for the application of the Retail Leases Act 2003 and indicate whether the minimum term set out in the Act will be met or if a waiver certificate will be sought by the Sub-tenant.

FIT OUT AND COMPLIANCE

Belgravia Group will complete the refurbishment of the current Chalet café site. These works are expected to be completed by late 2025. The successful operator will be handed a large cafe site with space to seat at least 100 people with additional outside space.

The operator will be required to provide the necessary equipment to operate a café at the Chalet. By negotiation, Belgravia may fit out the kitchen to the operators requirements.

RENT AMOUNT

Belgravia Group will consider all market rental structures put forward by Applicants, including:

- Base Rent plus Turnover Rent;
- Turnover Rent only;
- Stepped rental to the first Review Date; or
- Other structures as proposed by Applicants.

ZONING AND TYPES OF ACTIVITIES

The Mount Buffalo Chalet is zoned as Public Conservation and Resource Zone under the Victorian Planning Scheme. It is affected by a Bushfire Management Overlay and Heritage Overlay, as well as being listed on the Victorian Heritage Register.

Alpine Shire has confirmed that the existing use rights of the Chalet negate the need for further planning approvals provided future uses are consistent with its previous use as an alpine resort. Alpine Shire liquor licensing process will apply.

The café at Mount Buffalo Chalet will be required to be open:

- All days during the summer period (1st October – 31st April).
- All other weekends, public holidays and school holidays
- The café at Dingo Dell will be required to be open any days that tobogganing or snow play is open to the public at Dingo Dell.

SERVICES AND UTILITIES AVAILABLE

The Chalet operates using an entirely off-grid system, and all services and utilities are provided by Parks Victoria. As such, Applicants should consider environmentally sustainable practices, where possible, in the development of their proposals.

- Electricity: Installed capacity is 45kWh three phase solar system with 100 kWh of battery storage and diesel generator backup.
- Gas: Available on site through bulk storage and at market rates.
- Potable water: will be available upon commencement.
- Wastewater: available on commencement.

ON-SITE STAFF ACCOMMODATION

On-site staff accommodation may be available to Applicants, with rooms, terms, and fees to be negotiated with the successful Applicant.

EOI INFORMATION & ASSESSMENT CRITERIA

EOI INFORMATION

EOI PROCESS

This is a two stage Expression of Interest (EOI) process.

In stage one of the EOI, Applicants will submit their vision for a year-round food and beverage offering, addressing the Evaluation Criteria found in this document.

Short listed Applicants from stage one will be invited to participate in EOI stage two, where they will be required to submit a full proposal, including a full business case. Stage two Applicants may be asked to present their proposal to an assessment panel. More detailed information will be available to stage two Applicants to inform their submission.

FORM OF SUBMISSION

All Applicants must complete the application form as below. Applicants may also submit additional attachments to support their proposal.

SITE INSPECTIONS

Site inspections are mandatory for all Applicants. Interested parties must register for a site inspection via email to info@belgraviaoutdoorededucation.com.au marking the subject line as 'Mount Buffalo Café EOI Site Inspection'. Site inspections will be take place on 28th and 29th May 2025.

All EOI proposals are to be submitted Info@belgraviaoutdoorededucation.com.au by 4:00pm on 11 June 2025, together with the signed Expression of Interest Form. The subject line must be clearly marked as 'Mount Buffalo Chalet Café EOI Proposal'.

A notification email will be sent upon receipt of the proposal. Late proposals will not be accepted.

ASSESSMENT CRITERIA

1. PROPOSAL CONCEPT (25%)

- 1.1. Define your brand – how will it be incorporated into the Chalet, Belgravia Outdoor Education and the National Park. Include signage, menu offer and internal fit out? In doing so please elaborate on the brand identity, who it is aimed at and what its ambitions are.
- 1.2. How will you showcase local products and suppliers?
- 1.3. How will your proposal support local employment?
- 1.4. State your proposed sub-lease term and starting rent, providing reasons to justify why you are requesting these terms.

2. BUSINESS MANAGEMENT & VIABILITY (50%)

- 2.1. What is the total value of investment required for development and fit-out of your proposed concept, including:
 - 2.1.1. Value of your financial contribution to the development and fit-out?
- 2.2. Demonstrate your experience and credentials in setting up and managing a similar business.
- 2.3. Identify any relationships or partnerships you will create to implement your vision.
- 2.4. Will / how will the business grow over the lease term?
- 2.5. What type of business entity will you set up to operate the business? (e.g. sole trader, partnership, company)
- 2.6. How do you see your proposal working alongside outdoor education and accommodation operations?
- 2.7. How do you see your proposal working with other Belgravia Group Companies?

3. VISITOR EXPERIENCE (25%)

- 3.1. Clearly define the proposed visitor experience(s) you will create.
- 3.2. Outline how the proposed experience(s) will attract and engage visitors and add to their experience of visiting Mount Buffalo Chalet and the National Park.

ASSESSMENT CRITERIA

3. VISITOR EXPERIENCE (25%)

3.3. What non-food retail might you offer?

3.3. What are your target markets?

3.4. How will your proposal cater for visitors of all abilities?



FINANCIAL INFORMATION CHECKLIST

Applicants are required to demonstrate that they have the financial capacity to provide over the term of the contract all requirements specified in this EOI. Accordingly, Applicants are required to provide the following information. If the answer to any of the following questions is “yes”, provide an explanation.

- a) Is the Applicant solvent and able to meet its debts as and when they fall due in the normal course of business? [Yes/ No] If No, please provide further details:
- b) Are there any significant events, matters or circumstances which have arisen since the end of the last financial year which may significantly affect the operations of the Applicant? [Yes/ No]
- c) Are there any payments, disputes, court actions, collection, commercial defaults either recent (within the past 24 months) or which are imminent regarding the Applicant? [Yes/ No]
- d) Are there any proceedings, either actual or threatened against the Applicant, its parent or associated entities or any director of the Applicant, its parent or associated entities or have there been any such proceedings within the past five years? If so, what (if any) remedial action has been taken in respect of such proceedings? [Yes/ No]
- e) Are there any bankruptcy actions against a director of the Applicant, its apparent or associated entities, or has there been within the past five years? [Yes/ No]
- f) Are there any de-registration actions against the Applicant, its parent, or associated entities on foot, or have there been any within the past five years? [Yes/ No]
- g) Are there any insolvency proceedings, actual or threatened (including voluntary administration, application to wind up, or other like action) against the Applicant, its parent or associated entities on foot, or have there been any within the past five years? [Yes/ No]
- h) Is the Applicant, its parent, or associated entities currently in default of any agreement, contract, order or award that would or would be likely to adversely affect the financial capacity of the Applicant to provide the Services contemplated by this EOI? [Yes/ No]
- i) Are there any other factors which could adversely impact on the financial ability of the Applicant to successfully perform the obligations contemplated by this EOI? [Yes/ No]
- j) Are there any significant events, matters or circumstances which have arisen since the end of the last financial year which may significantly affect the operations of the Applicant? [Yes/ No]

k) If you responded “yes” to any of the items from b) to j), please provide further details:

l) The Applicant agrees to provide to Belgravia Outdoor Education upon request all such information as Belgravia Outdoor Education reasonably requires (which may include audited financial statements for the last three financial years and certified copies of cashflow and profit and loss statements) to satisfy itself that Applicants are financially viable and have the financial capacity to deliver on their proposal. [Yes/ No] If No, please provide further details:



TERMS AND CONDITIONS OF EOI SUBMISSION

GENERAL

1. The purpose of this Expression of Interest (“EOI”) is to identify a shortlist of applicants (“Respondents”) with whom Belgravia may negotiate a contract to provide the food and beverage offering at the Mount Buffalo Chalet as described more fully above (“the F&B offering”).
2. Belgravia reserves the right in its sole discretion to allow Respondents to participate and enter an Expression of Interest (“EOI”).
3. This EOI is governed by the laws of Victoria, Australia. The Respondent submits to the exclusive jurisdiction of the courts in the jurisdiction named above in relation to any dispute arising from this EOI.
4. All information relating to this EOI provided by Belgravia, whether in the EOI or not, is provided in good faith to assist the Respondent to assess and respond to the EOI. Belgravia makes no representations or warranties regarding the accuracy or completeness of the information.
5. The Respondent acknowledges that Belgravia is not liable for any loss, damage or expense suffered by the Respondent as a result of any inaccuracy or inadequacy in any information it provides to the Respondent or any reliance on such information by the Respondent.
6. Belgravia is not bound to accept any EOI and reserves the right in its absolute discretion to extend, vary, suspend, terminate or abandon this EOI.
7. Submission of a response to the EOI (“Proposal”) does not create any obligation on Belgravia to buy any goods from the Respondent or create a contract for the provision of Services by the Respondent until the later of the acceptance of the Proposal by Belgravia and execution of a formal written contract between Belgravia and the successful Respondent.
8. Belgravia in its sole discretion reserves the right to select the successful Proposal(s).

ENTRY

1. In order to submit a Proposal, Respondents must submit the required material as outlined in the stage one description in the “Expression of Interest information” document.
2. Only Respondents who are successful will be notified of their selection to be included on the shortlist.
3. Belgravia will not be obliged to consider any Proposal submitted later than the Closing Date or otherwise not in accordance with the EOI Terms and Conditions (in whole or part).
4. Belgravia may in its sole discretion extend the timeframe for submission of Proposals at any time prior to the Closing Date by giving written notice of the extension to all Respondents.
5. Belgravia may, in its sole and absolute discretion, permit any Proposal lodged after the Closing Date to be admitted for evaluation.

COSTS & EXPENSES

1. All costs and expenses associated with the preparation and submission of a Proposal will be the responsibility of the Respondent.

TERMS AND CONDITIONS OF EOI SUBMISSION

CONFIDENTIALITY

1. All Respondents will be required to enter into a Confidentiality Agreement prior to receipt of a Brief containing further information on the opportunities. The EOI, all related documents and emails, information disclosed during any EOI related discussions, meetings, presentations and communications are “Confidential Information”. The Respondent must treat all Confidential Information as confidential. The Respondent must not disclose any Confidential Information without the express written approval of Belgravia.

IMPORTANT DATES

1. Expressions of Interest are to be submitted through the nominated portal by 5.00pm (AEST) on 11 June 2025 (“Closing Date”).
2. A shortlist of successful Respondents will be selected by Belgravia by no later than 20 June 2025 (or such longer period as reasonably determined by Belgravia) by notification to successful Respondents.
3. Shortlisted Respondents will be provided with a Brief containing further information on the F&B Opportunity no later than 24 June 2025 (or such longer period as reasonably determined by Belgravia) and provided further information on important dates in stage 2 of the selection process.