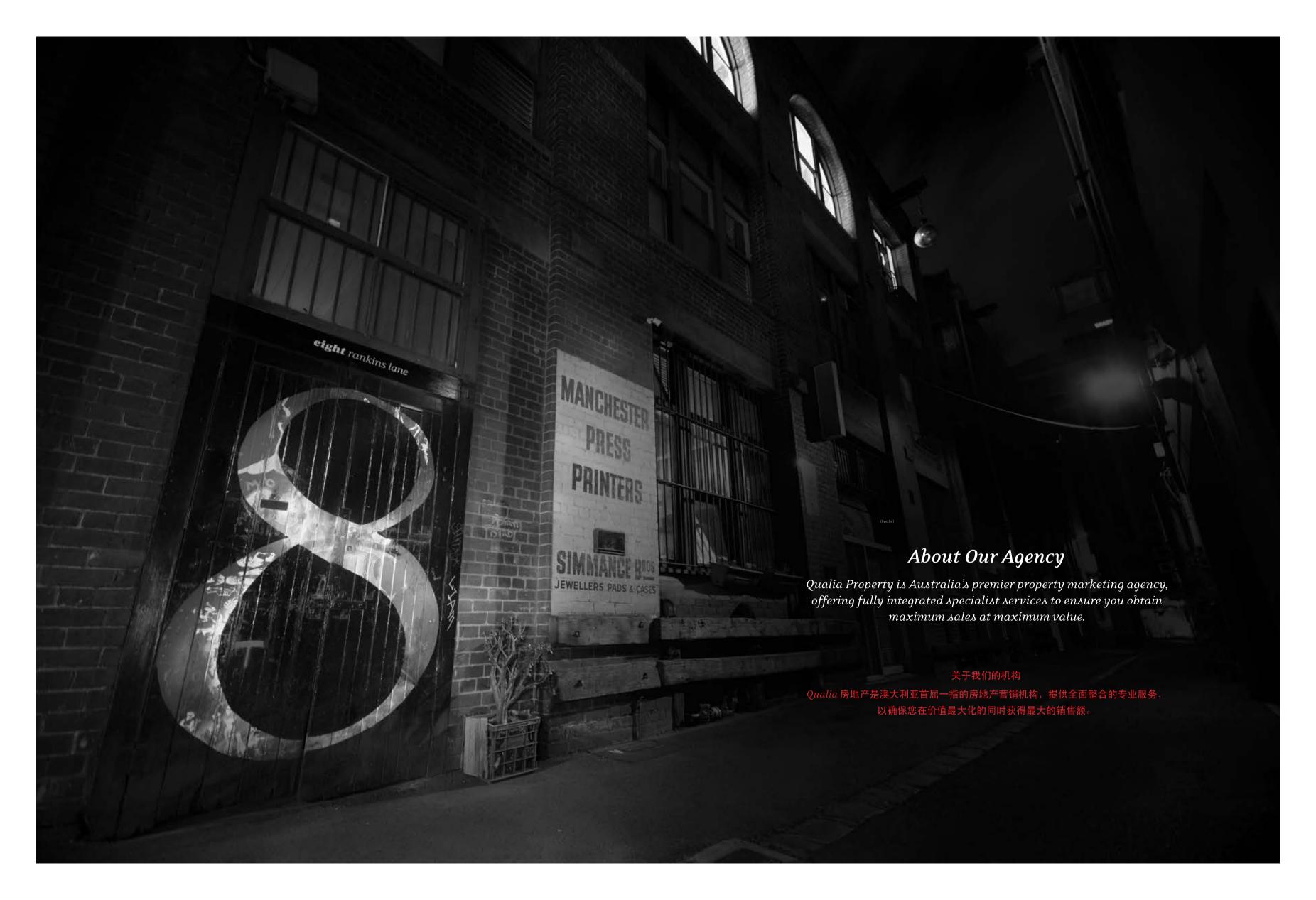
# Qualia

We bring imagination to life  $^{\scriptscriptstyle\mathsf{TM}}$ 



### Property Development Marketing



### Why Qualia?

- Qualia is Australia's premier property marketing agency, delivering distinct,
   memorable and effective marketing and branding strategies in budget and on time.
- We apply value adding techniques to ensure that your project obtains maximum sales at maximum value.
- We offer fully integrated specialist services to ensure that all touch-points are aligned to the marketing strategy.
- Our directors have 15+ years of experience and are involved first-hand in project leadership, client liaison, creative development, and project delivery.
- We recognise the demands of project stakeholders and work tirelessly to develop collaborative relationships across the broader project team to ensure seamless, timely delivery.
- We have a strong understanding of the marketing processes and communication complexities of the Australian property market.
- We have over 15+ years experience in creating marketing collateral for Chinese, Japanese and S.E. Asian markets.
- We conduct research into property location and history. We consider demographic priorities and trends to develop a unique selling proposition.
- Our work ethic, responsiveness and understanding see us well placed to lead and advise on the right marketing for your unique property offering
- An astute understanding of the development issues that allow us to mitigate risk, drive projects faster and quality control the deliverables.
- Our studio has extensive awareness in consumer purchasing patterns and psychology—across property, digital, fashion and FMCG.
- Our extensive 15+ year experience promise successful marketing campaigns for projects of all size and budget. We offer dedicated project planning, tested strategies and agile timelines.
- We have established and highly efficient subcontracting relationships with a
  dedicated suite of architects, builders, renderers, copy writers, photographers,
  and production houses to successfully execute a broad range of marketing solutions.

### 房产开发市场营销



### 为何选择 Qualia?

- Qualia 是澳洲顶级房地产营销代理公司,能够以合理价格按时提供与众不同的,显著和 有效的市场营销服务和品牌策略,
- 我们使用增值性技术,确保您的项目以最高价值得以销售。
- 我提供完全一体化的专家服务,确保与客户的各种互动都符合市场营销策略
- 本公司的董事有15年以上的经验,亲力亲为,领导项目、联络客户、创意发展和完成项目。
- 我们认识到项目利益相关者的要求,不懈地努力,在整个项目团队中发展合作关系,以 确保项目能够顺利及时地完成。
- 我们对澳洲房产市场的营销过程和传播沟通的复杂性有深刻了解。
- 在为中国、日本和东南亚市场制作市场营销宣传材料方面,我们拥有15年以上的经验。
- 我们会展开房产地点和历史的研究。考虑到人口优先事项和趋势,我们会制定出与众不同的销售建议书。
- 我们的职业道德标准、迅速反应和丰富知识使我们处于十分有利的地位,可以为您独特 房产的营销事务出谋划策。
- 我们目光敏锐,了解开发方面的问题,所以能够减少风险,加快项目的进展并可以保证 交付产品的质量。
- 我们的工作室对于顾客采购模式与对房产的心理、数字化、时尚和快速消费品等方面均 有广泛的知识。
- 15年以上的丰富经验可以保证各种规模和预算的营销活动的成功。我们可以提供专门的项目策划、成熟的策略和灵活的时间安排
- 我们已和一批敬业的建筑师、营造师、绘画师,文案策划师、摄影师和制作公司建立起 高效的分包关系,能够执行各种市场营销解决方案。





### Testimonials

### "The final product was instrumental in the success of our sales"

" We are extremely satisfied with the marketing service Qualia provided on our town house development project.

Qualia has helped us develop an exceptionally effective market positioning strategy, through their phenomenal concept designs and execution, they were able to help us capture the true essence of our original concept and cultivate it to something that is truly beautiful. The final product was both original and beautifully expressed, which was instrumental in the success of our sales.

David and his friendly colleagues have shown high level of professionalism and integrity in all aspects of their work, and have gone above and beyond to meet the customers' desires, often sacrificing their own time outside of work.

We look forward to the opportunity to collaborate with Qualia again in the future."

#### **EFFIE ZHAO**

Operations Director - Han. T Pty Ltd effiezhang@stanleyfield.com.au | 0421 046 788

### " Qualia Creative is indeed one of the best marketing companies in Victoria"

"We have been working with Qualia Creative for over three years and have always been a satisfied customer. In the past three years, Qualia Creative has been fully responsible for the marketing and branding of our property development projects including townhouses, apartments and mixed development, and they have done a fantastic job to assist us with the successful launch of those projects.

Their patience and dedication to work have impressed us and guaranteed that all marketing materials accurately reflect our concepts and effectively engage our target clients.

Their professional and friendly services, the ability to accurately identify the requirements of the client and being able to deliver the product with exceptional quality within limited timeframe and budget have proven that Qualia Creative is indeed one of the best marketing companies in Victoria."

#### ORIN ZHU

Office Manager / IT Manager - Goldfield Management Group Pty Ltd orinz@goldfieldgroup.com.au | 0439 360 999

### "A great marketing and branding agency that not only meet expectations, but can also exceed them"

" One phone call and I met them the following day. Once they took on the job—no matter whether it is a last minute change of mind on the design provided or a short notice request for expo marketing collateral—they always delivered in an efficient yet very satisfying way.

What makes us most satisfied with them is the fact that they listen to us—which is missing from so many marketing and branding companies nowadays—and are able to provide the best solution to accommodate our requirements. All of their staff are very professional, patient and hard working.

With their professionalism, creativeness, patience and kindness, I'd highly recommend Qualia Creative to any company that are considering a great marketing and branding agency that can not only meet their expectations, but also exceed them."

#### DANDAN ZHAO

Marketing & Sales Director - Golden Age dandan@goldenagegroup.com.au | 0421 046 788

### "Qualia Creative have proven time and time again to be really cutting edge"

"We've worked with graphic design and marketing groups through out the property marketing industry. Qualia Creative have proven time and time again to be really cutting edge in this space.

Their style of genuine artistic input into creative production was a real draw to us and our clients. We have since engaged with them again on projects such as 41 Peel, Central Gardens, The 8 Ellingworth, The Parade, 39W and Queens Avenue. Qualia created full project marketing collateral in time for very successful campaigns. The output has been of the highest quality. For all commissions Qualia have proven to be nimble enough to appeal to the target audience and proposed the best strategies for successful cut-through into a heavily competitive youtharts based postcode and the Asian investor market alike."

#### **BART O'CALLAGHAN**

Director - Urban Pty. Ltd bart@urbandevelop.com.au | 0400 632 331

### "Working with the team from Qualia Creative has always been pleasant and great!"

"We couldn't be happier with the design of our brochure, which contains a hint of oriental style through the touch of gold and artistic watercolour illustration. We believe our product stands out from others in this competitive industry through Qualia's readiness to materialise our requirements. The hard working team behind the scene never failed us when we requested changes—big or small. All details were discussed professionally.

David and his team understand our brand as we do. This spirit of collaboration is visually represented in the creativity of their design. We would definitely like to continue working with Qualia for our upcoming projects."

### **CYNTHIA CHAU**

Project Manager | Asia One Pty Ltd cynthiachau@ao-property.com | +613 9909 0199 PARK AVE

MELBOURNE

Inspired by New York's Chelsea, Meatpacking and TriBeCa districts, Park Ave is a landmark development in South Melbourne comprising of 220 luxury residences over 19 levels. The flowing facade is designed by Elenberg Fraser, with interior design by CHT.

STRONG STATEMENT
ABOUT MODERN LIVING,
WITHOUT RAISING
THE VOLUME THIS IS
CONFIDENCE WITH A
CONFIDENCE WITH A
UNDERSTATED PRIDE.

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Bart O'Callaghan - Urban Pty. Ltd.







## SJLSTICE

Located on a beach front strip, Solstice is a high-quality residential development that enjoys bayside living on the Mornington Peninsula. A full suit of marketing collateral was produced to create a compelling narrative that appeals to the owner-occupier market.

## SULSTICE

FRANKSTON





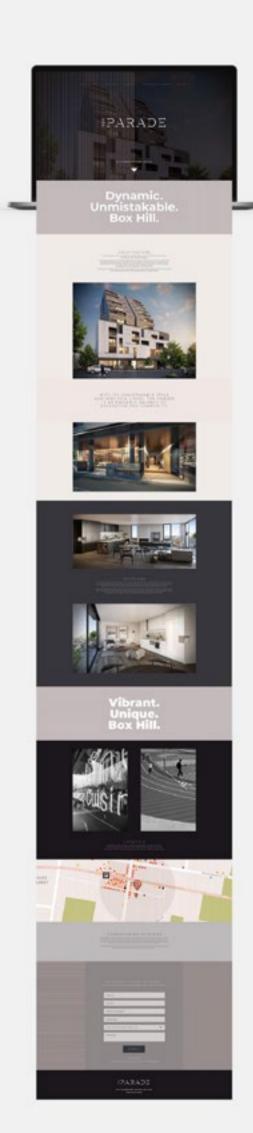




## PARADE

Designed by Hayball Architects, The Parade is a mid-rise apartment located in the heart of Box Hill. The campaign was designed to appeal to the local owner-occupier market and to reflect the industrial tones of the building's material finishes.







## WİWCO

This renowned Australian accessories label is responsible for some of Australia's most desired bags, scarves, jewellery and accessories.

Established by Amanda Briskin in 1996, Mimco is one Australia's most loved, leading accessories brands. Today, Mimco has a growing number of stand alone boutiques as well as selling to David Jones department stores across Australia and stores throughout United Kingdom.





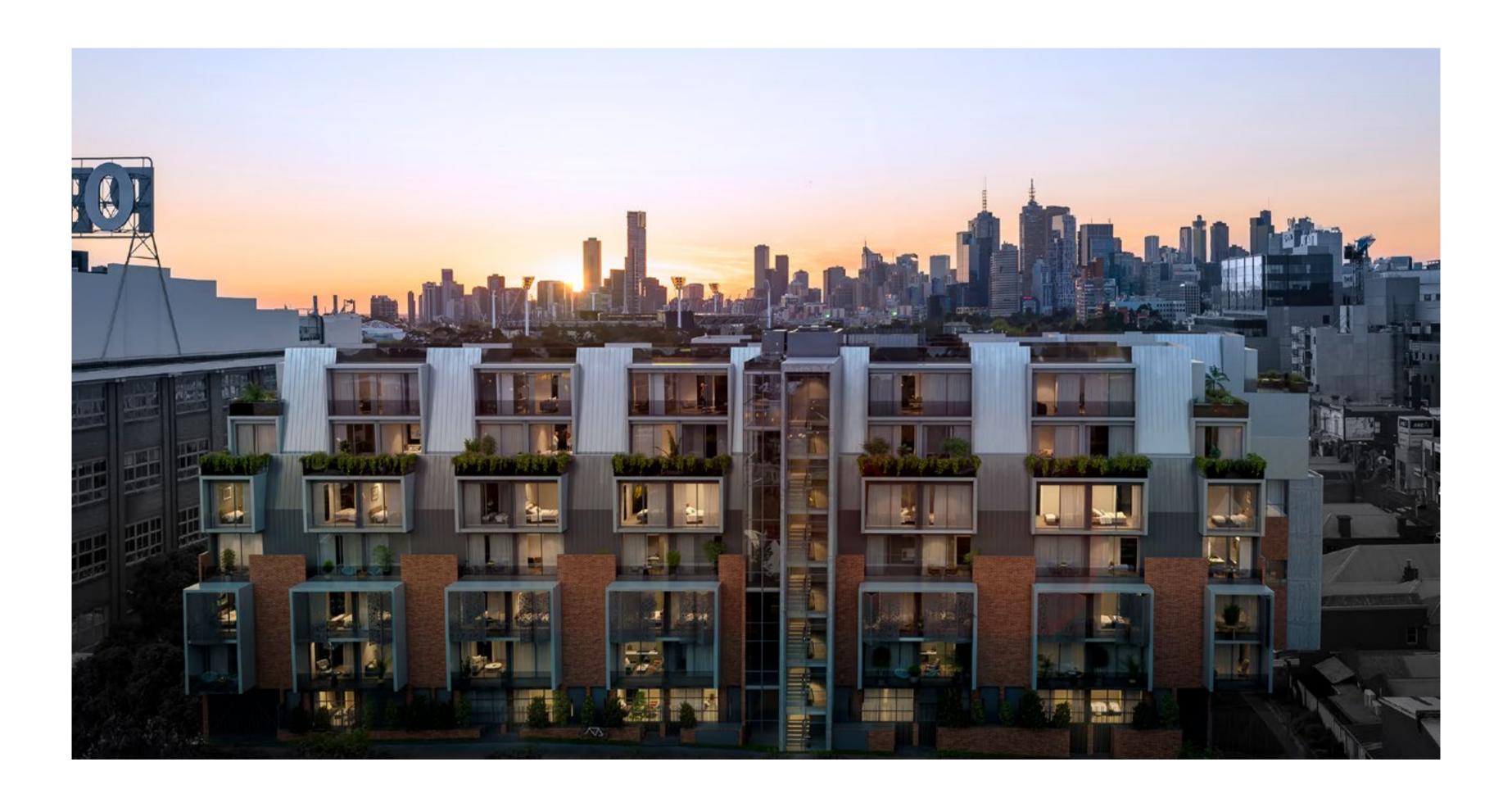
## Mayfair Garden

RICHMOND HILL

Mayfair Garden in Richmond Hill merges the areas cultural history with modern elegance. Set back on Bridge Road through a secluded garden an elevated living experience awaits.







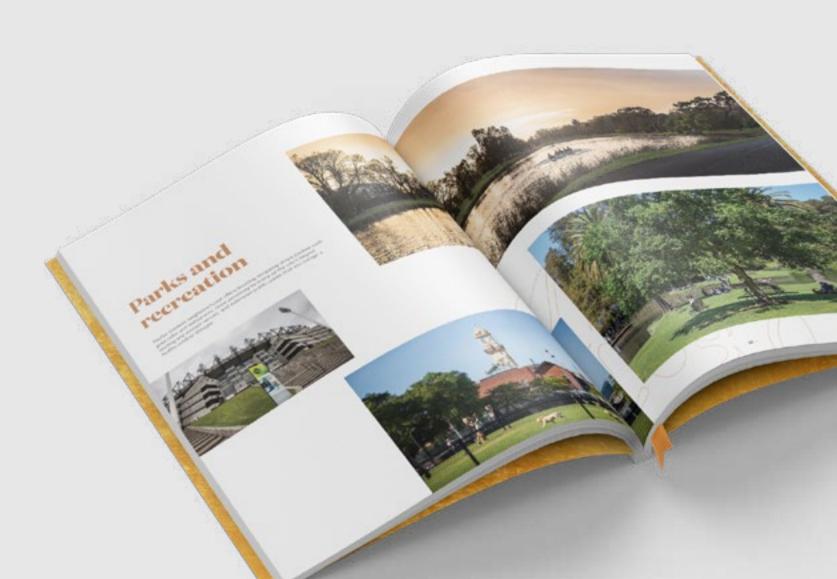














Located in the affluent suburb of Hawthorn, Queens Avenue combines the best of modern luxury living, with inner city vibrancy.











Art Direction: Closs Creative Event Production: Rizzer | Design. Qualia Creative | Finished Art: Kimberley Moore | Key Photography: Jenniter Hawkins photography of Gary Heery at Sun Studios in Sydney | Artwork Photography: Marcel, Aucari Event Photography: Gabriel Coffey, Rocker Martler | Denougraphy: Gabriel Poet | Photography: Gabriel Photog

A set design that exploded with colour and celebrated the sea shift in mood, palette and style. The focal point was Jennifer I the face of Myer—framing the catwalk entrance on a 23 x 9 x stage of colour and light.

Design Myer's Spring/Summer 09/10 launch

## MYER

Myer is Australia's largest department store group, and a market leader in Australian retailing.



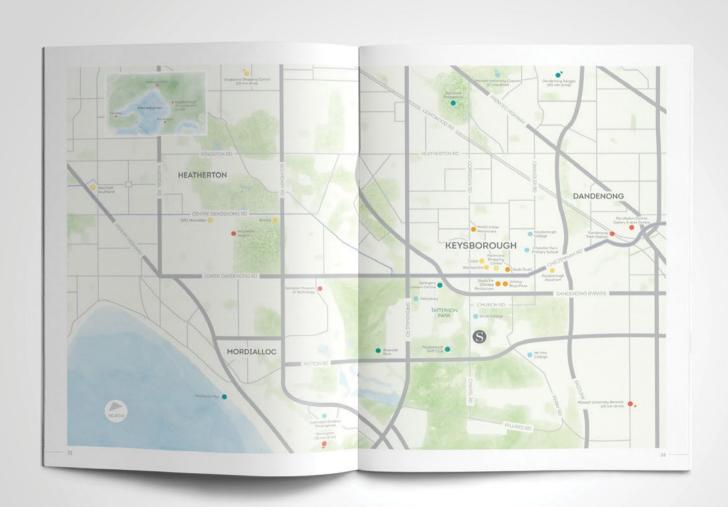


## seasons

Seasons is an exciting townhome development in Melbourne's booming South-East suburbs. Comprising of 72 dwellings, the estate is devided into four quarters that reflect the seasons in landscaping and material finishes.











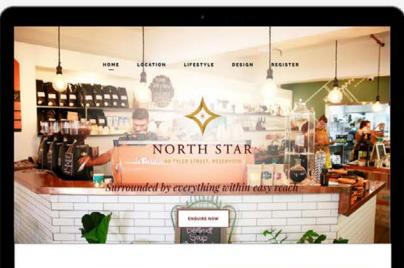




The secret jewel in Melbourne's crown. North Star is a townhouse development in Melbourne's North.







### LOCATION

The secret jewel in Melbourne's crown. Wide open space and modern style. It's all about a location where you can invest in your lifestyle.

Expension the harm Sar charm for yourself. They lond directs with timeconducted degance-with the survey of eventually you need any a wallousway. From schools and child care centres as twintiand Shooping Centre in Preston all within the new warm.

Enjoy a life you deserve, surrounded by some of Melbou What more could you ark for?









#### LIFESTYLE

icing at 80 Tyler Street is a life surrounded by everything

Figuring the filter things in title means living close enough to work that your commence is elipsychic and the remorph seem that allows you to relied at the seement. Fee placeder is Helibourus of the both those administrate is seed as this, feed title a non or a title role. Thomas is sent or of produced the explore only your case. Nor earning points more by sometimes are sent or produced to the produce of your case. Nor earning points more by sharing it is greatly possible to the produce of the produce of referral "rows goods for choice with the means you case just not in the Privation and learning sent more produced to the produced of the

SEE HOR

### DESIGN

Inviting and attractive are at the forefront of our design intent. Using varied complementary materials 80 Tiler Street will welcome you home after a hard day work and wrap it's arms around you when you want to stay home and relax.

extensive, privile open space as well as hors and ner years. To accompany to privile open spaces community garden have been incorporated to help provi













A leader in Australian property development and investments, VIMG has created a portfolio of stunning property developments across Sydney, Melbourne and Brisbane. Strategically located luxury residential developments offer intelligent investors an opportunity to enter the thriving Australian property market with landmark developments in three of the world's most liveable cities.



strol from the phisticated aesthetic development takes atment will be equipped

8 +

HARD FED FRIED . 民间联步行即写到25 近众多使胜生活依然。 ARRESTS OF STREET

PIER 99

THE PINNACLE OF WATERFRONT LIFESTYLE AT PYRHONT WITH STUNNING MILLION-DOLLAR VIEWS OVER BLACKWATTLE BAX.

Pier 99 has it all. Close to Sydney's University College, public transport network and shooping mall. Surpounded by storric locations like Ancas Bridge and Fish Market. Pier 99 offers a beautiful blend at marketine heritage and architectural innovation. Step inside the private countried on your way to expering the Newsy of light filled news shall are at the heart of drip harbour dates.

### 体验顶尖的海滨生活方式,享受悉尼海湾价值连城的美景。

PRYCHOLOGICA CONTROL OF STREET, STATE OF STATE MONRO (Servers by ENGOLY, MESSESSED-X.

Per synthing and the Parish and March States of States and States E. CENTERS. MANAGEMENTS. ETROLIBRETHLEGREEN. DARKTERSTONSCHRESSERRE DEFENSEVER.







## FAIRLIGHT

A Limited Edition of Crafted Coastal Livin

THE GIVE

Taking pride of place with stunning views over North Harbour, The Fairlight is a private oasis of style and sophistication in Sydney.











## HORIZON

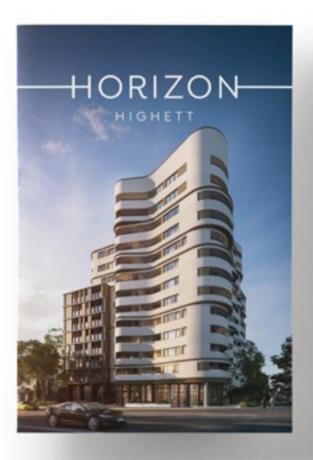
HIGHETT

New heights of world-class living where city convenience meets bayside living in Highett. Horizon Highett sits at the intersection of many things in life worth celebrating; stunning morning sunrises, sunsets over the bay and the beauty of shimmering lights from the city skyline.







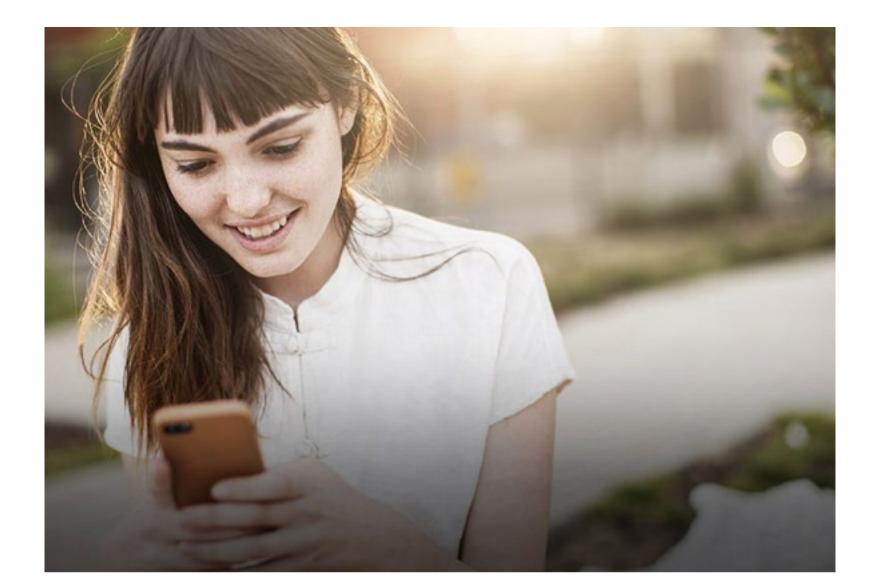


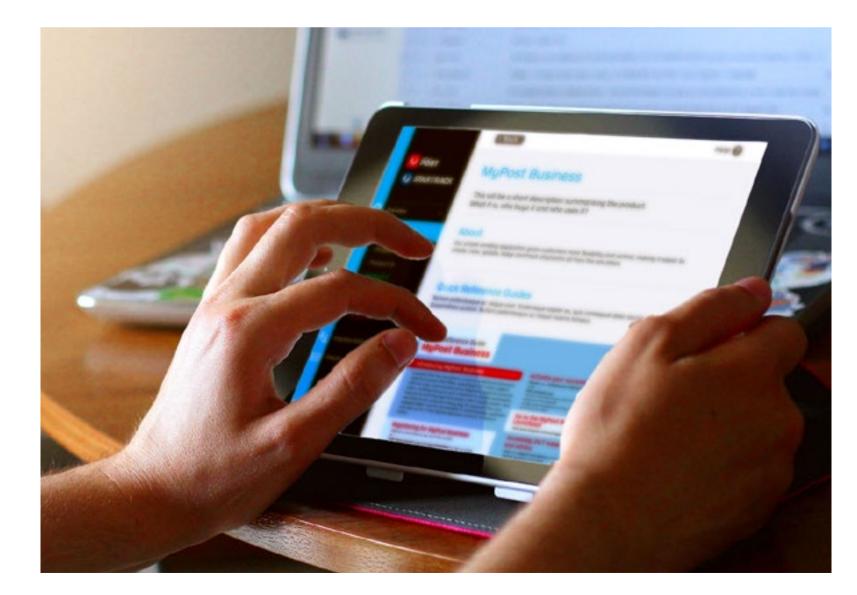




# POST

An initiative with Australia Post to better improve the user interface of their website and application.

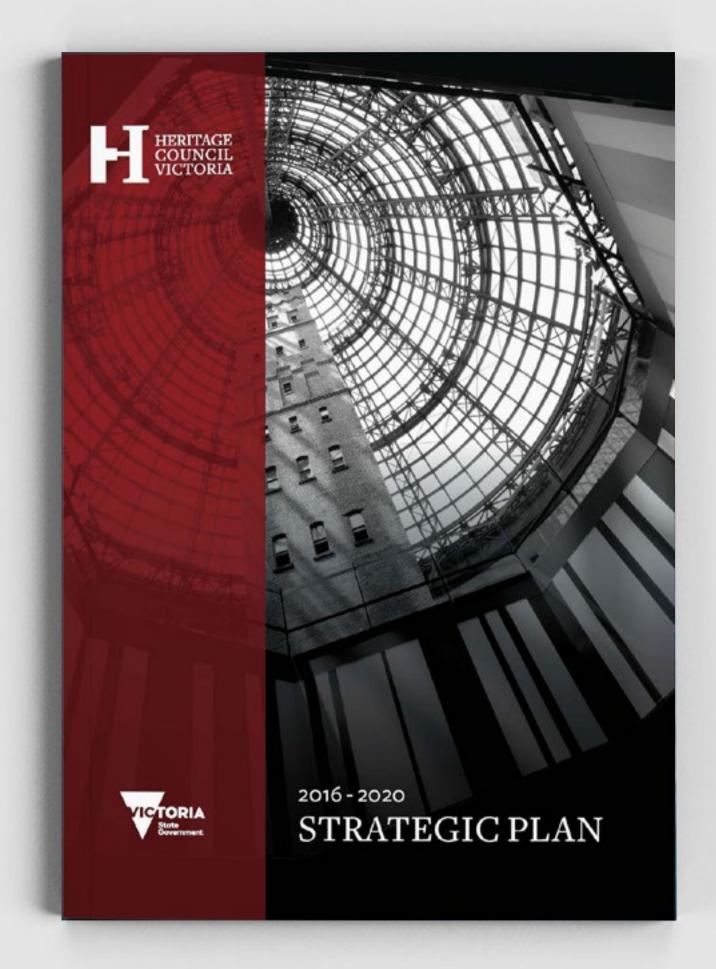




### HERITAGE COUNCIL VICTORIA

The Heritage Council of Victoria has trusted Qualia to design a new brandmark for the council with the idea of old and new. We explored the connection of the old and new typographically, as they continue to restore and preserve Victoria.













## 41PEEL

We marketed this as "a balance of authentic style, substance and convenience." Nestled strategically east of the gentrified Brunswick Street in one of Melbourne prime real-estate zones that still maintain its heritage of warehouse and factory Collingwood of yester-year. The area is now teeming with creative enterprises in fashion, music and the arts as well as esteemed and progressive eateries and bars.

The intimate development (fifteen apartments) backed onto a secluded park. The limited number of dwellings ensured a feeling of unrestricted freedom differentiating the development from the area's high-density competitors.





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Bart O'Callaghan - Urban Pty. Ltd.





### LEGEND

- CAFES & FOOD
- PARKS & RECREATION TRANSPORT
- GROCERS & MARKETS
- EDUCATION
- = PARS
- ARTS & CULTURE

- ☐ Live Music
- W Peer Garden

# 18. Eick Gallery 19. Neifts Art Store 20. Off the Karls Gallery & Studies 20. Off the Karls Gallery 23. Urban Media 23. Workspace Gallery

- CAPÉS & FOOD
- 94 Alimentari 95 Arcadis 96 Atomics 87 See Paradiso 29 Belle's Dinar 30 Birdman Eating 31 Elnebird Espresso 31 Elnebird Espresso

### CAFÉS & FOOD

- 23. Cafe Rozamond
  23. Castino della Casa
  34. Cocario
  35. De Cliss
  26. Grob Food Van
  27. Huotaburger
  20. Johnston Street Foo
  29. Joddy Roller
  40. Le Callier
  41. Lemon, Middle & Or
  42. Maxio's
  42. Minn No le
  44. Monateur Truffle Ch
  45. Proced Mary
  46. South of Joshatson
  47. Tomboy Cafe
  48. Two Birds Cafe

- CAFES & FOO

  49. Vibe on Smith

  50. Where a Girl Goes

  51. Ladro Gentruda

  52. Rective ill and Sens

  53. Pledies

  54. Fatto a Mano

  55. Sonide

  56. Trippy Taco

  57. Cutter & Co

  58. Austia Mar's

  59. Affada

  60. Southpaw

  61. Hodson's Famous

  62. Charcool Lane

  64. Industry Reans

  65. Gorski & Joses

  66. Gorski & Joses

- TRANSPORT

### GROCERS & MARKETS

- 80. Pentrouran Core (200m)
  97. Horthere Pisaz
  Bp. Rose Straet Artista Market
  po. Woobserths
  91. Organic Wholefoods
  143. Prisods Of The Earth Co-op
  144. Abbotsford farmers' market

## F EDUCATION

- BARS
- 77 98. The 96 Bar

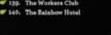
  99. Accounts Cafe
  100. Alta Bar

  101. Baden Powell Ho
  102. The Birmingham

### BARS

- Ji 134. The Lowers
  125. Mr Wow's Emport
  126. Naked in the Sky
  127. Napler Hotel
  17 128. The Night Cet
  17 129 The Old Bar
  130. Pansma Dining
  131. Perseverance

## BARS





# MALTHOUSE THEATRE

Qualia won the contract to redesign the renowned Malthouse Theatre's brand style and marketing collateral. Based in the historical grounds of CUB's Malthouse, the theatre is recognised as producing avant garde productions that push the boundaries of live performance. The solution involved creating a coherent brand style and tone of voice that has allowed the theatre company to effectively promote to audiences.

at happens next.

THEATRE













Mushan is an architecture firm, construction company and project management consultancy that operates throughout Australia, China and the Middle East.

Mushan translates into wood and mountain. Elements that are both natural and full of strength. The identity we created is a strong, balanced and contemporary approach but still maintains the companies original message and origin. The symmetry and structure was an important factor for a property and construction group.











Warm timber and vibrant green accents echo the nearby Merri Creek parkland, and prefigure Victory's centrepiece an internal garden courtyard.

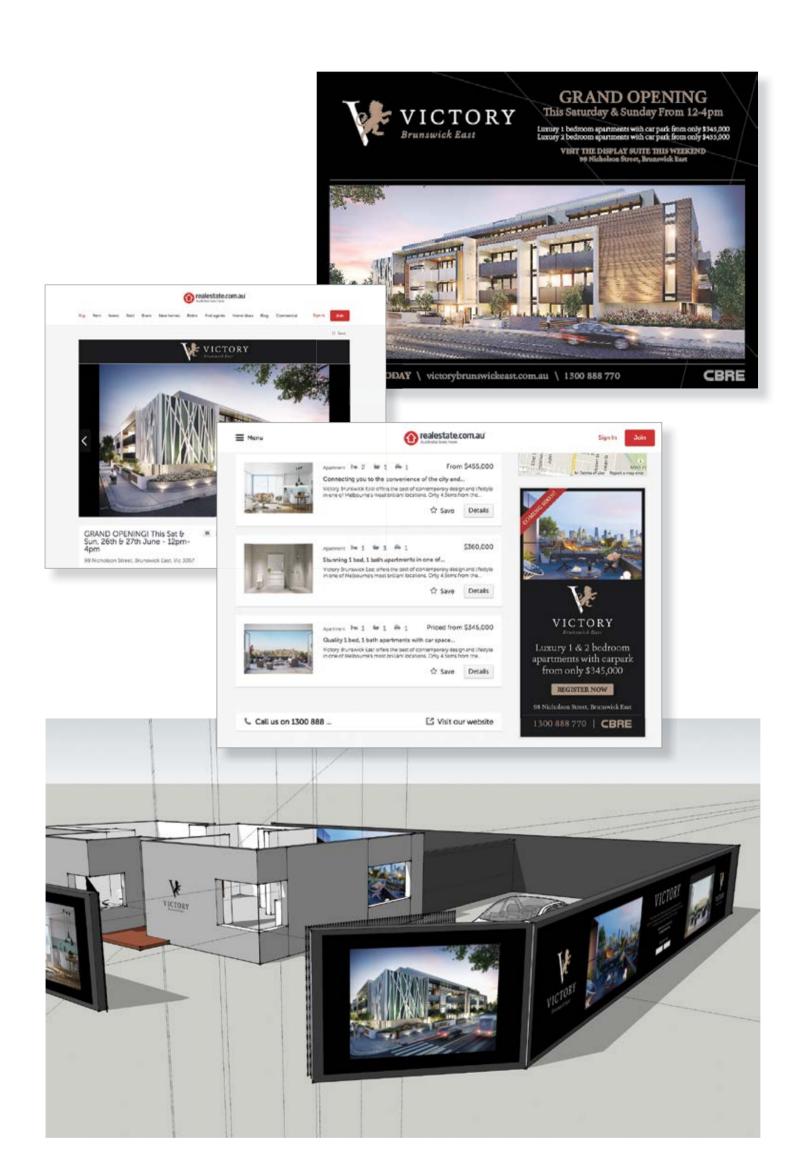
The name victory was a creative take on the the developments locational cornering of Nicholson and Victoria Streets, East Brunswick. The brand mark a pictorial V, and again picking up on the natural environment - incorporates a standing lion ready to strike; in the animal kingdom a symbol of pride, strength, and beauty, all attributes appealing to Chinese developers, home-owners and overseas investors.

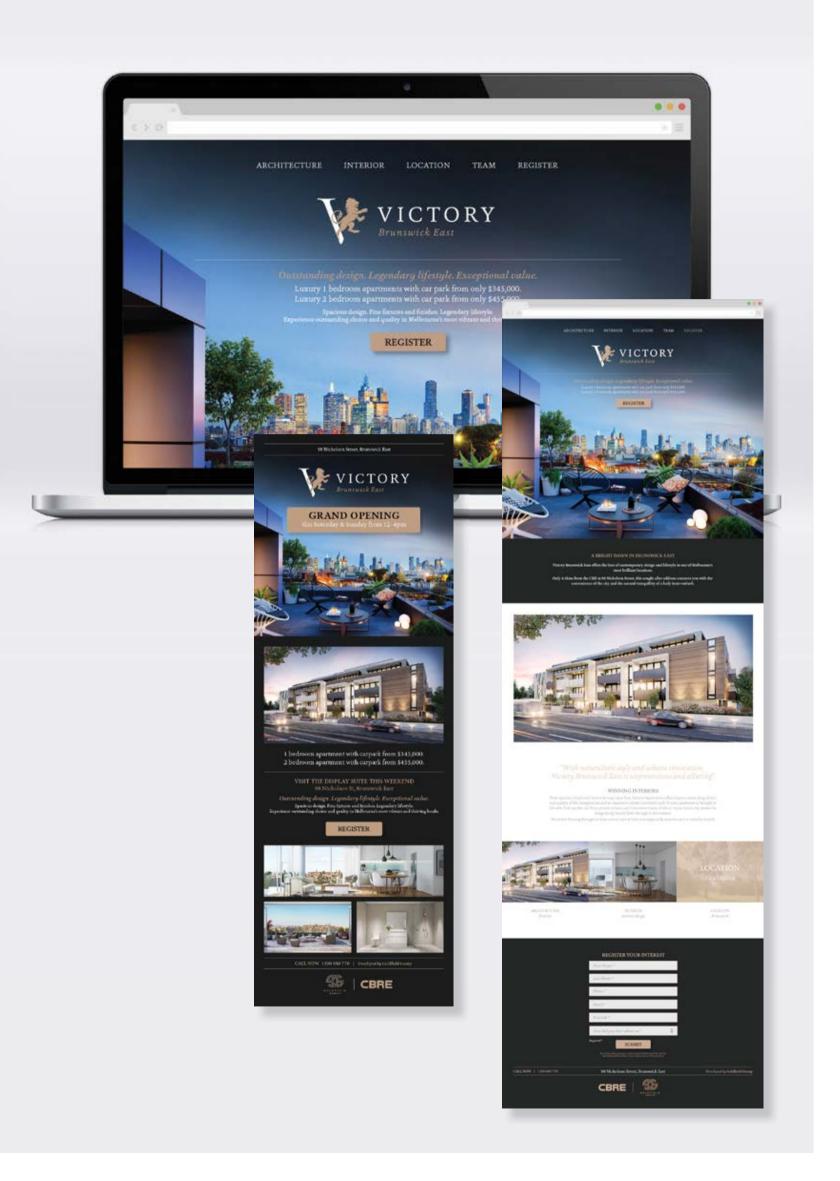












## EASTWOOD MONASH

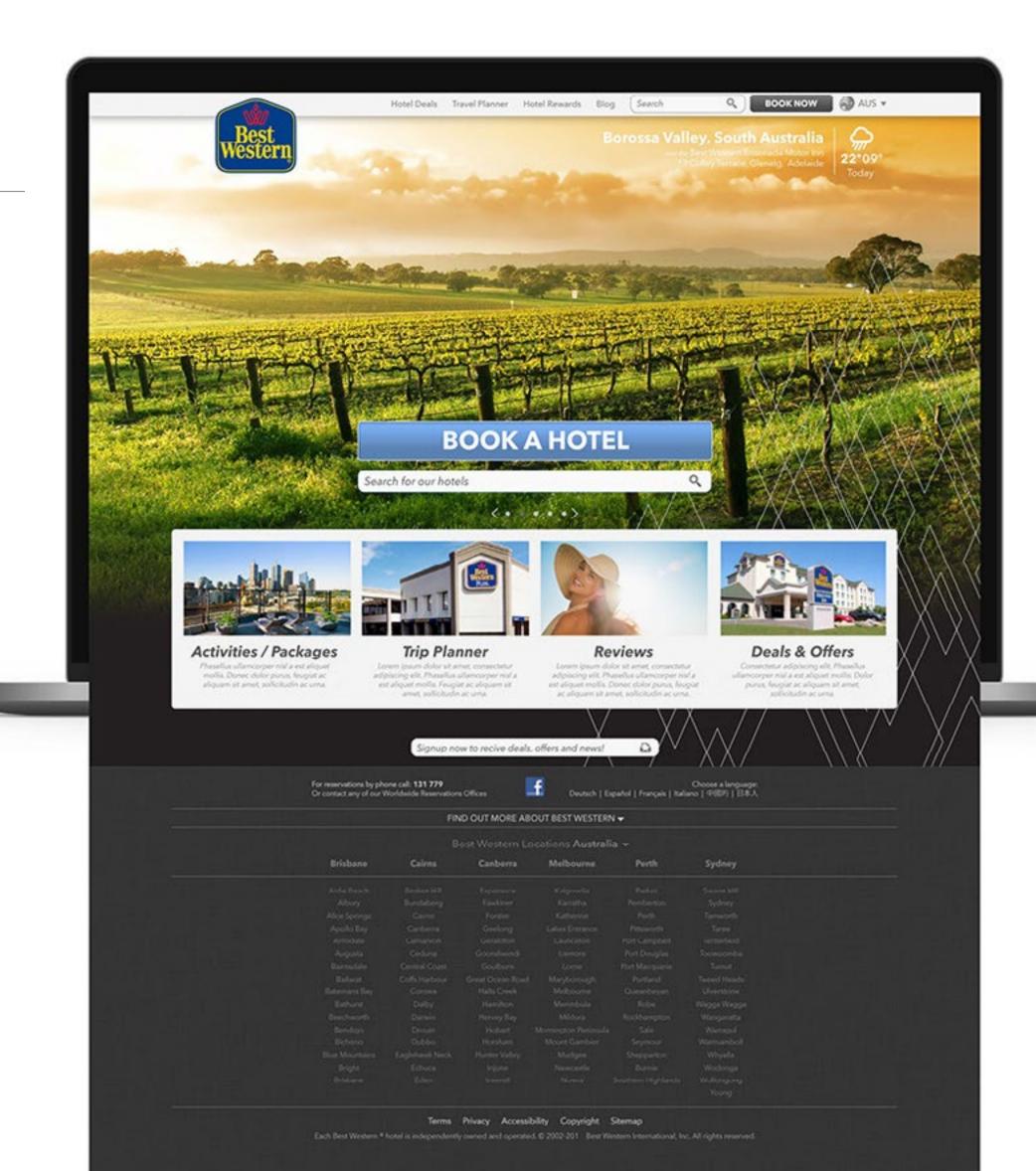
Eastwood is a townhouse and apartments development in Clayton, Monash. Developed on an old school grounds, Eastwood in positioned close to Monash University in the South-East growth corridor.

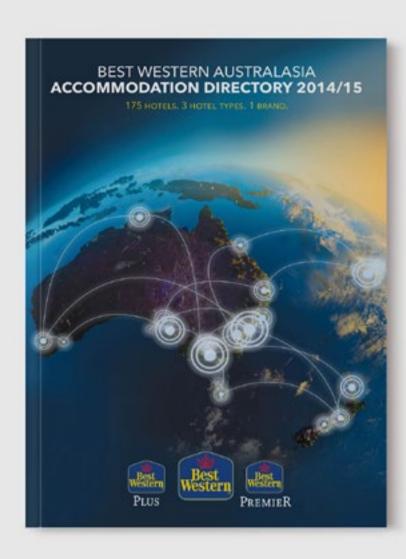




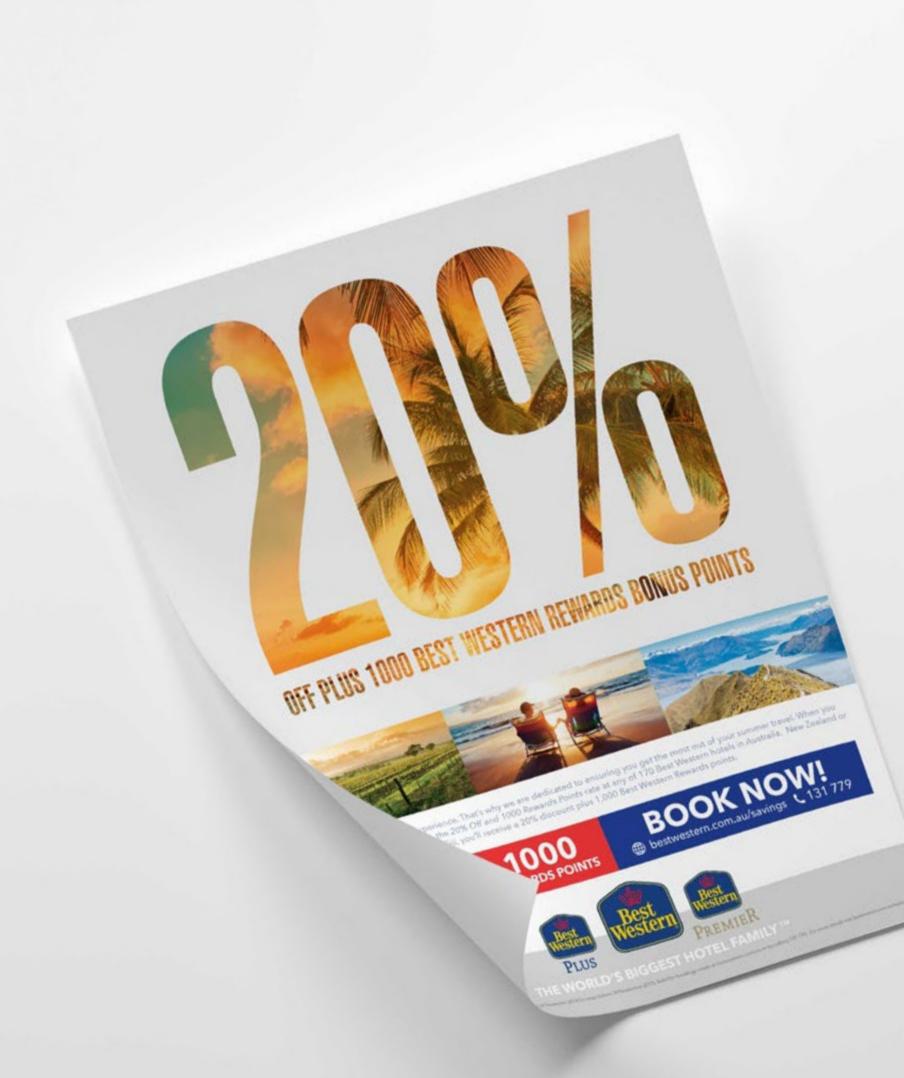
# BW Best Western. Hotels & Resorts

Best Western is a hotel and resorts brand that operates over 4,100 hotels and motels all over the world. Qualia has designed for them their website, advertisements, and an accommodation directory to enhance users' booking experience overall.









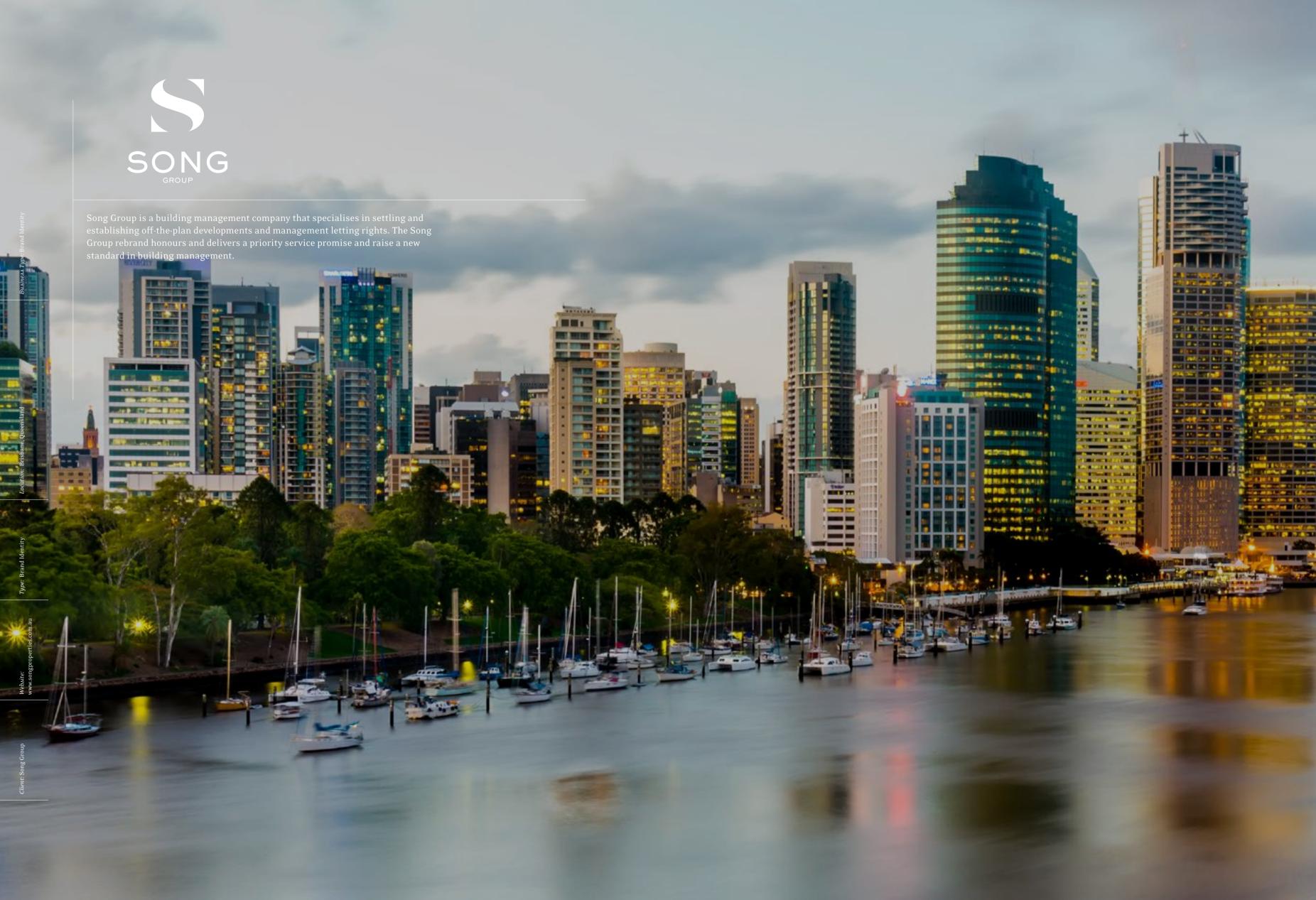
# weploy

Weploy is a minimal online platform, designed to directly and easily connect businesses looking to hire with a community of pre-screened staff.











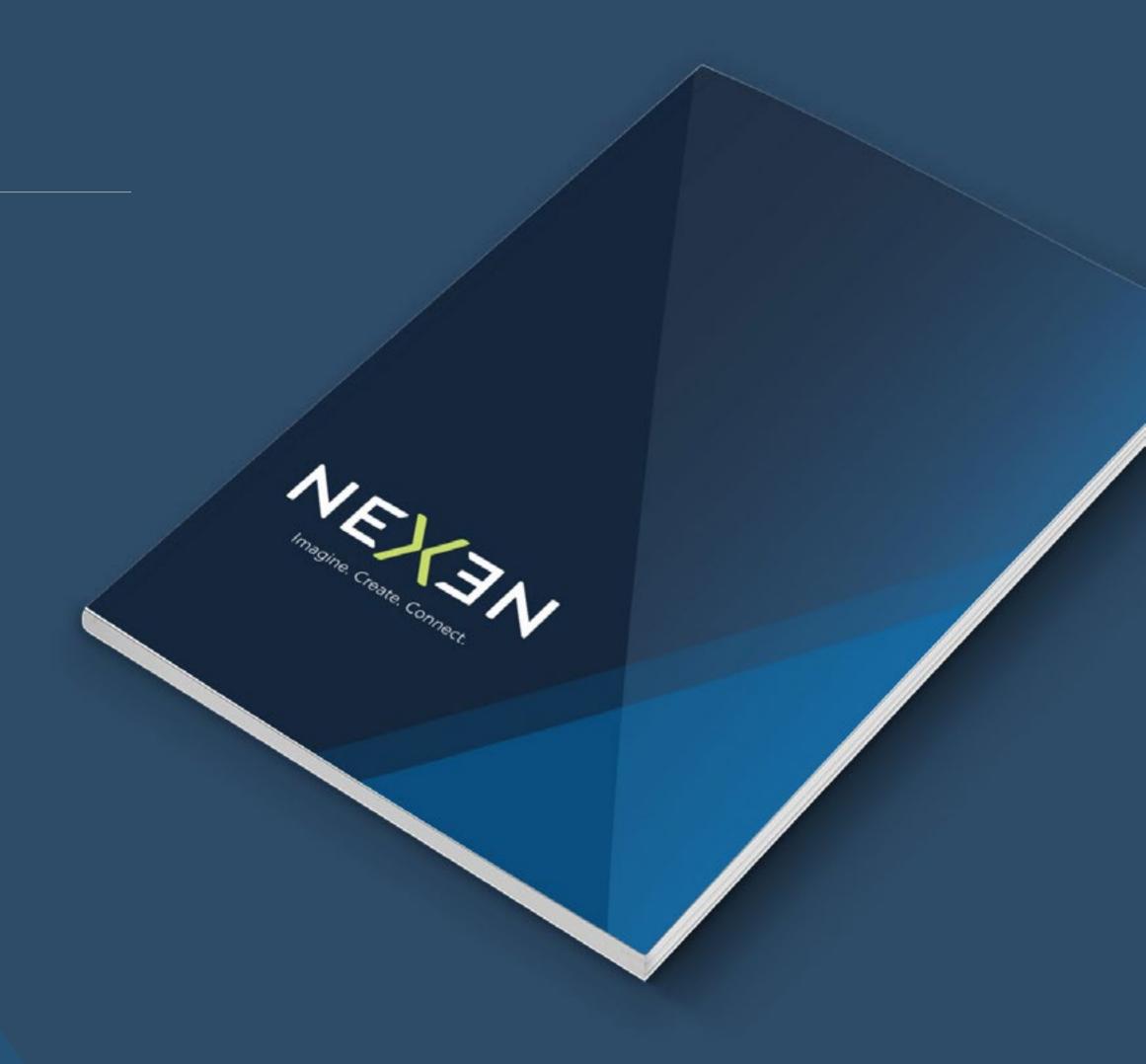




# NE)(3N

Nexen provides the opportunity to integrate print, direct mail and digital media; email, personalised websites, social media and SMS communications.

Qualia assisted in transforming IDM into Nexen. A brand refinement to reestablish imagination, creativity and connections.





### About Us

For over 20 years we have been supporting some of Australia's biggest brands. Trusted to provide personalised, custom-designed solutions we have helped deliver on-going growth for our customers.

Based in Melbourne we serve help businesses throughout Australia. We will help you design your campaign, hold your marketing collateral stock in house and execute delivery at the best time for your campaign.

If you already have a campaign that's working but is spread through different channels, we can bring it all under one roof. This alone strengthens your brand and makes managing your budget easier.







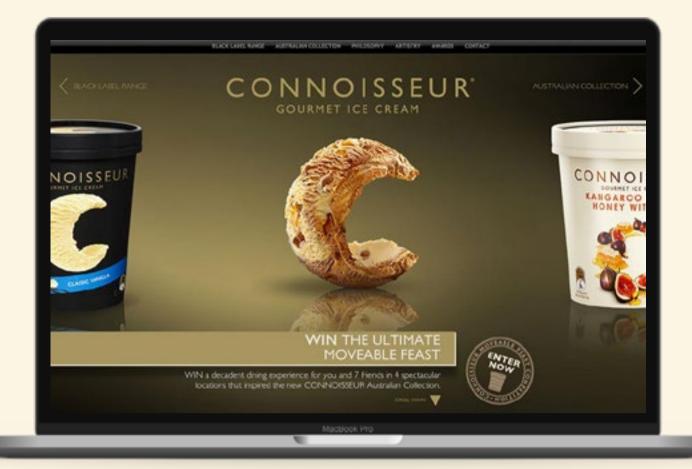


# CONNOISSEUR®

CSS WINNER
Site Of The Day

Connoisseur is Australia's leading premium ice cream brand, Qualia has had the opportunity to design their website to launch the Australian Range. The site has been awarded Site of The Day on CSS.

















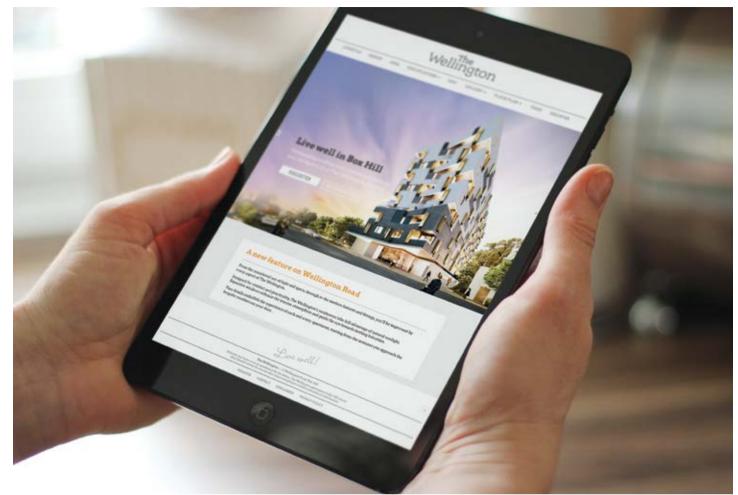
Arise is a new serviced apartment chain, looked over by the Song Group, they will be launching early 2019 with exciting hotels and apartments across Australia.



# Wellington

The tagline for this project "Live well in Box Hill" was not only a direct word play on the Well(ington) name but an extension on the developers desire and architects vision; private balconies provide uninterrupted views, while a host of design and lifestyle features inside and out enhance an already enticing investment.

















Nestlé is a world leading Nutrition, Health and Wellness company. With the initiative of supporting their consumers' love for confectionery, and better understanding of their products, Bakers' Corner introduces baking ideas and healthy recipes to home bakers, made with quality products from Nestlé, of course.

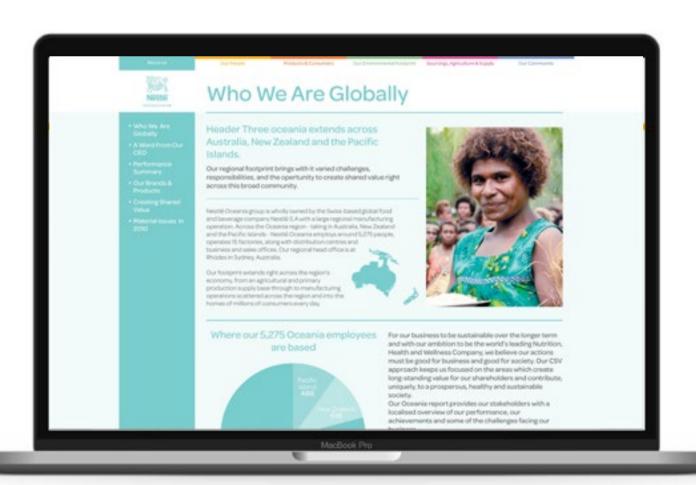
Similarly, Qualia has also designed the Professional Beverages website. The website supports businesses with corporate updates and Nestlé product updates and offerings.

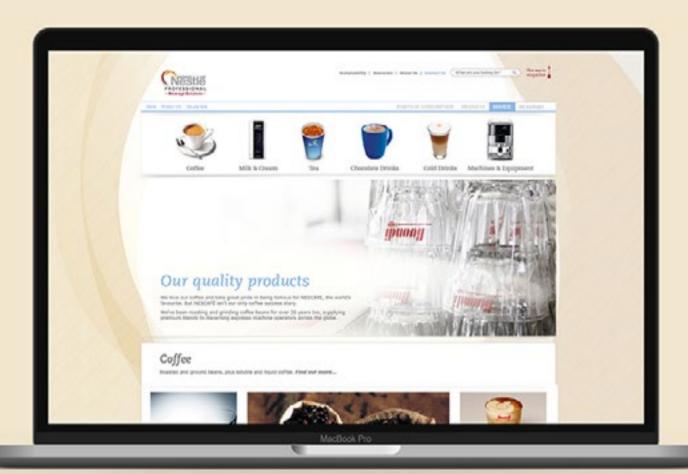


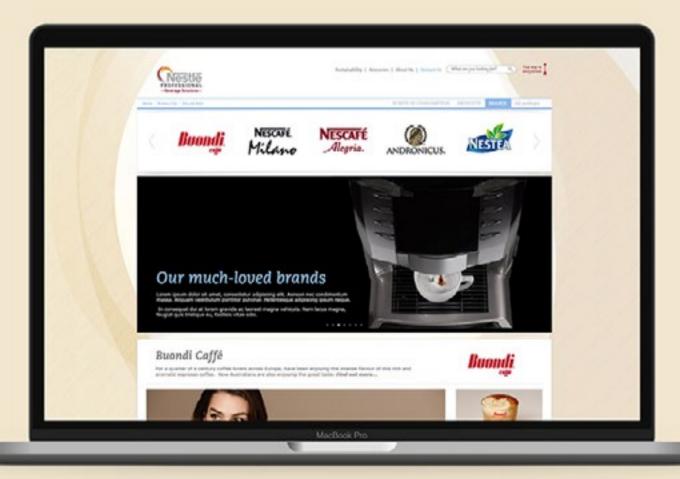






















Everyone dreams of a place by the ocean. The marketing of Casa ran with that dream; from the colour palette derived directly from sunset photography and ocean views to the brochure chapter breaks with inverted telescope imaging (a nod to early nautical navigation.) Sun drenched sky views, and the all day light-play of ocean views featured prominently throughout the marketing collateral.



## Let us bring your imgination to life.

Contact David Gill at Qualia Creative to discuss your next development 61 3 9029 9090 or davidgill@qualiacreative.com.au



www.qualiacreative.com.au

