

Capability Statement

Design and construct mechanical services for commercial builders and developers — hotels and co-living, student accommodation, residential towers, aged care and retail.

TENDERS & NEW PROJECTS

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Skilful Star Air Conditioning Pty Ltd

Campsie NSW · Sydney metropolitan · ABN 76 070 342 979

WHO WE ARE

Fifty years of trade, in a modern D&C contractor

Skilful Star takes full responsibility for the mechanical package — design, compliance, supply, installation, commissioning and certification — so a project team deals with one contractor and one point of accountability.

Kevin Cheung began his air conditioning apprenticeship in Hong Kong in 1972. He brought the trade to Sydney and in 1983 founded his first company here with his partner Joseph — **J & K Action Air**, trading in Chinese as 北極冷氣, North Pole Air Conditioning. Kevin's brother Kenneth joined them a year or two later, and by 1992 the business had four partners and a shopfront.

Around 2000 the partners went their separate ways and Kevin founded **Skilful Star Air Conditioning**, carrying 北極冷氣 across with him — the same Chinese trading name the business still uses today, unbroken since 1983. Kinson Cheung joined in December 2016 and leads the business as Operations Director.

Today Skilful Star delivers mechanical packages from **\$1M to \$8M+** for commercial builders across Sydney — and takes on the distressed and remediation work few contractors will touch.



LEADERSHIP

Kinson Cheung — Operations Director

Every project runs under a dedicated project manager, backed by senior technical leadership. When a decision is needed, you get it fast — no call centres, no layers of account management.

CONTINUITY

The same Chinese trading name — 北極冷氣 — has run continuously across two companies since 1983. Forty-three years of the same people, the same trade, and the same name over the door.

26

YEARS AS SKILFUL STAR

\$8M

LARGEST PACKAGE DELIVERED

682

LARGEST DEVELOPMENT

25+

DEVELOPMENTS DELIVERED

Core capabilities



Design & compliance

Full D&C design developed with our established consulting engineers to current NCC 2022 requirements, including Section J energy efficiency provisions, and managed through to sign-off.



VRF & VRV air conditioning

VRF/VRV heat pump and 3-pipe heat recovery systems, cassette and wall-mounted units. Brand agnostic — authorised across Daikin, Hitachi, Toshiba, Carrier and LG, and specified to suit the building.



Split & ducted systems

Split ducted and multi-head systems for apartments, townhouses and ground-floor tenancies — coordinated with the builder's program and unit fit-out sequence.



Mechanical ventilation

Carpark ventilation including multi-level basements, wet area exhaust and common area ventilation — designed, installed, balanced and commissioned as part of the package.

CARRIED WITHIN THE PACKAGE

NCC 2022 compliance

Section J provisions coordinated and managed through to certification, so the compliance risk sits with us rather than the builder.

Value engineering

Constructability and equipment options reviewed early, while there is still program and budget to be saved.

Commissioning & handover

Testing, balancing and full handover documentation — as-builts, manuals, compliance certificates and warranties.

Maintenance & service

Ongoing maintenance of the systems we install, for hotel, student accommodation and commercial operators.

RECENT DELIVERY

Project snapshot

Mechanical packages valued to **\$8M+** and developments exceeding **680 apartments**, delivered to program for Tier 1 and mid-tier builders across Sydney.



lyf Bondi Junction

Bondi Junction, NSW · Icon

197-key co-living hotel. Full D&C mechanical services — VRF 3-pipe heat recovery and ventilation. Opened April 2025.

\$2.2M



Iglu Mascot

Mascot, NSW · Icon

Purpose-built student accommodation. Full design and construct VRF systems and building-wide mechanical ventilation.

\$2.7M



PRIME Macquarie Park

Macquarie Park, NSW · JQZ

682 apartments across four towers. Supply and installation of split ducted and VRV heat pump systems.

\$5.5M



The Woollahra Collection

Woollahra, NSW · Icon

Luxury apartment and townhouse complex for developer Fortis. Full mechanical services package.

\$1.2M

BUILDERS WE WORK WITH

Icon · JQZ Group · Hacer Group · T1 Construction · Grand Metro Constructions

Distressed projects & remediation



Zoe Place, Mount Druitt

Mount Druitt, NSW · currently on site

Mixed-use development of approximately 362 apartments. Engaged to take over and remediate a distressed mechanical package — review of existing works, rectification of defective and non-compliant installations, make-good, consultant coordination and completion support.

\$4.7M package

Beyond new-build D&C, Skilful Star steps into projects that are already in trouble — inherited works, defects, or a mechanical package that has stalled short of completion.

We assess inherited site conditions, identify compliance and workmanship issues, develop practical rectification pathways, and coordinate with builders, consultants and other trades to recover program and close out outstanding works.

- ✓ **Assessment** of inherited works and site conditions.
- ✓ **Identification** of compliance and workmanship issues.
- ✓ **Practical rectification** and make-good pathways.
- ✓ **Coordination** with builders, consultants and trades.
- ✓ **Program recovery** and close-out of outstanding works.

This is work most contractors decline. Taking it on means walking onto a site with someone else's problems already built into it — and finishing them properly.

WHERE WE TAKE ON RECOVERY WORK

Hotels & co-living · Student accommodation · Residential towers · Mixed-use developments

Proven commercial project experience

Hotels and co-living, student accommodation, residential towers, aged care, retail and ground-floor commercial tenancies — across the Sydney metropolitan area.



Waterloo Emblem

345 apartments · \$8M package



Grand Central Homebush

430 apartments · mixed-use



The Reserve Zetland

340 apartments



Genesis Turrella

280 apartments



Tower Residences Waterloo

172 apartments



The Gallery Liverpool

123 apartments



Callista Rosebay

Luxury residential · Hacer Group



Maintenance & service

Ongoing care of systems we install

Our delivery approach

1

Design & coordination

The mechanical design is developed and reviewed with our established consulting engineers, value engineered, and coordinated with other trades before work starts on site.

2

Procurement

Equipment selections locked in early, with lead times managed against the construction program.

3

Installation

A core team of direct technicians oversees quality on every project, supported by an established subcontractor network that gives us scale — so we can run multiple concurrent packages and sequence our work to the builder's program.

4

Commissioning

Testing, balancing and commissioning to specification, with consultants engaged throughout.

5

Handover & close-out

Full documentation: as-builts, manuals, compliance certificates and warranties.



ONE POINT OF ACCOUNTABILITY

Every project is assigned a dedicated project manager. Design and NCC 2022 compliance are managed through our established consulting engineers, and the package is delivered under a single contract — so the builder is not left coordinating between a designer, an installer and a commissioning agent.

WHAT THE BUILDER RECEIVES AT HANDOVER

As-built drawings

Marked up to reflect what was installed.

O&M manuals

Operation and maintenance documentation for every system.

Compliance certificates

Including commissioning and balancing records.

Warranties & DLP support

Backed through the defects liability period.

QUALITY, SAFETY & COMPLIANCE

Compliant, insured, and easy to work with

All works are delivered in accordance with Australian Standards and current NCC requirements. Skilful Star maintains full licensing, accreditation and insurance, and integrates into principal contractor WHS systems.



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Kinson Cheung — Operations Director

GENERAL ENQUIRIES

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Contractor licence

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Fully insured

Public liability & workers compensation

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Skilful Star Air Conditioning Pty Ltd