
CURRICULUM VITAE

John Graham Crawford Buchan

B.Sc. Land Economics

B.Sc. Environmental Forensics

Grad. Dip. Professional Marketing

MRICS, MAIPM, MAICD

May 2014

Personal details

Name: John Graham Crawford Buchan
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Email: peregryne@peregryne.com.au
Website: <http://peregryne.com.au/>
Date of Birth: 24 June 1960
Place of Birth: Cooma, New South Wales
Citizenship: Australian & British
Marital Status: Married 1991 to Associate Professor Jenny Buchan LLB, LLM, PhD

Education

- Kilbarchan Primary School, Scotland 1965 – 1969
- Hutchesons' Grammar School, Glasgow 1969 – 1977
- Faculty of Medicine, University of Glasgow 1977 – 1979
- Dept. of Land Economics, University of Paisley 1981 – 1985
- School of Marketing, University of NSW 2002 – 2003
- Australian Institute of Company Directors 2004 – 2004
- Faculty of Science, UTS, Sydney 2007 – 2009

Employment

Glasgow District Council Jun 1983 – Jun 1984

- 'Sandwich year' of experience
- Management, leasing, sale, Compulsory Purchase and acquisition of retail, office, industrial and residential property in Glasgow, Scotland

Healey & Baker, London Jun 1985 – Sep 1985

- Management of retail, industrial & office property in England and Scotland

Healey & Baker, Paris Sep 1985 – Sep 1988

- Valuation, sale, investment, development and financial appraisal of institutional property throughout France
- Norwich Union's Parly II shopping centre acquisition
- Sale of 50% of Rond-Point Champs Elysee
- Acquisition and joint-venture of Colline Nord, La Defense
- Valuation of the Abu Dhabi Investment Authority's French portfolio
- October 1986 – Associate of the Royal Institution of Chartered Surveyors

Burgess Rawson, Melbourne

Oct 1988 – Apr 1989

- Real estate agency and management advice
- Dale Carnegie Course

AMP Property, Melbourne

Project Administrator (Knox City II)

May 1989 – Jun 1991

- Development management of a \$140 million shopping centre
- Consultant management, cost monitoring and design

Project Leasing & Marketing Manager (Knox City II) **Sep 1989 – Jun 1991**

- Leasing over 220 specialty stores and 6 major tenancies
- Marketing of the project to retailers, customers and the general public

Leasing Manager Victoria *AMP Shopping Centres* **Jul 1991 – Dec 1993**

- Rent reviews and lease renewals Australia-wide of Victorian retail chains
- Victorian portfolio vacancies reduced from 22 to 6 (4.8% to 1%)
- Improved relationships with many clients
- BOMA's Centre Management I course completed in 1992

Development, Acquisition and Sales Manager

Jan 1994 – Jan 1995

- Development, sales and acquisition of property in Victoria and Tasmania
- 7 sales, 2 acquisitions, \$500 million Hammerson Australia portfolio
- Refurbishment of 140 William Street, Melbourne
- Future extension of Knox City
- Membership of the Australian Institute of Project Management – June 1994

Westpac, Sydney

Westpac Property Finance Group

Jan 1995 – Jun 1997

Asset Risk Manager

- Property risk assessment and critical analysis of over 250 valuations for property investment and property development credit proposals from \$100k to >\$1 billion
- Office, industrial, retail, residential and hotel sectors
- Major properties assessed:
 - Darling Park Stage II, Sydney (development)
 - The Horizon, Darlinghurst (development)
 - Pacific Power, Sydney (investment)
 - Broadway Shopping Centre, Sydney (development)
 - Melbourne Airport (as part of the successful APAC bid)
 - Brisbane Airport
- Preparation of Australia-wide market forecasts in all sectors

Associate Director

- Implementation of mandates from property and non-property corporates
- Collins Foods International (64 store sale & leaseback programme of KFC and Sizzler stores in Queensland)
- Becton (\$23 million mezzanine debt capital-raising)
- Winten Group (\$14m mezzanine debt capital-raising)
- Scotworks Negotiating Skills Course

Westpac Global Property Solutions**May 2000 – Apr 2004****Head of Asset & Portfolio Risk**

- Property asset credit risk policy and management
- Risk delegation to local Property Risk and Construction Risk Managers
- Portfolio credit risk management
 - Spread of lending by industry, risk grade, size, geography and sector
 - Closely linked with capital management
- Management of assorted property issues
 - Liaison with the ABA on the Terrorism Reinsurance Bill (2004)
 - Developed a simplified under \$5m residential development loan
 - \$190m purchase of Moorebank Defence property (sold 2007 for \$301m)
 - Signed off \$617m development funding for Westpac Sydney headquarters
 - New Deposit Bond policy approved for residential development
 - Risk-reward based re-pricing of BLD/BAL business finance loans
 - Prise II notes (\$60m) sold September 2003, to mitigate exposure risk
- Grad. Dip. Professional Marketing (UNSW) completed 2003, with 3 Credits and 3 Distinctions
- 'Directors Essentials' Course and Membership of the Australian Institute of Company Directors in late 2004

Westpac Group Risk**Apr 2004 – Dec 2005****Head of Group Property Risk**

- Improved credit capacity management of the property loan portfolio
 - Risk-reward methodology
 - Focus on larger non-diversified exposures
- Compliance with Basel II Specialised Lending
 - Negotiating and implementing a Group-wide consistent approach
 - Creating detailed origination Credit risk grade models
 - Comprehensively revising property credit policy and procedures
 - Consulting and meeting with APRA representatives
 - Submitting frameworks and policies to APRA before other banks

Peregryne Consulting Pty Ltd

Feb 2006 – Present

Managing Director

- Valuation Quality Assurance >2,000 valuations for Savills (February 2010 to present)
- Property Credit Expert Opinions in 16 disputes (February 2010 to present)
- Dispute resolution in 12 disputes prior to Court (February 2010 to present), and 1 dispute settled during Court
- Property, finance and environmental risk training (Westpac Property Finance, Savills)
- Credit policy review (12 policies reviewed as part of Dispute resolution)
- Author of 'A Guide to Environmental and Contamination Risks for Land and Property Professionals' ISBN 9780646591759 (ebook) <http://peregryne.com.au/how-the-guide-works/>

B.Sc. Environmental Forensics UTS, Sydney

Feb 2007 – Nov 2009

Full-time Student

- Dean's Merit Award (weighted average High Distinction) – 2007 and 2008
- Carina Clarke Memorial Staff Prize for Environmental Science – 2007
- Stream and Lake Assessment - Best Overall Report – 2009
- John Pym Prize for Environmental Remediation - 2009

JBS Environmental Pty Ltd

Field Scientist

Jul – Aug 2008, Jun – Jul 2009, Mar – Jun 2010

- Assisted with a broad range of contaminated site projects across Sydney
- Remediation works and soil validation (for hydrocarbons and asbestos)
- Environmental site assessments
 - Field soil and groundwater sampling
 - Monitoring well installation and preparation of bore logs

Iris Pictures Pty Ltd

Oct 2008 – Present

Non-Executive Director

- Non-Executive Director and shareholder
- Iris Pictures is an independent factual (documentary, educational, fund-raising and promotional) production company based in Newtown, Sydney

Community work

Birchgrove Precinct Committee

Jan 2009 – Jan 2011

Secretary

- Taking of Minutes and assisting with Agendas
- Discussions with Leichhardt Municipal Council staff, Councillors and Mayor

Other information

- Written and spoken French
- Clean Driving Licence
- Scotworks Negotiating Skills Course
- Dale Carnegie Course
- 'Green Card' – OHS Construction Work in NSW Training Certificate
- Bonded Asbestos Sheet Removal – Construction

Personal Interests

- Bird-watching, bird photography and bird art
 - Reading, film, arts, architecture
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Professional Resume

Richard Rigby	Director Sydney
Academic Qualifications <ul style="list-style-type: none"> BSc (Hons) Quantity Surveying Professional Skills <ul style="list-style-type: none"> Feasibility Estimates Cost Planning Property and Construction Procurement Contract and Financial Strategic Advice Professional Memberships <ul style="list-style-type: none"> Associate, Royal Institution of Chartered Surveyors Major Projects <ul style="list-style-type: none"> Kirrawee Brickpit The Waterfront, Wentworth Point (multiple residential projects over 14 years) Riverwood North residential for Housing NSW and private developer Victoria Park (retail and residential projects for various developers) Green Square residential and commercial buildings 383 George Street, Sydney (residential and commercial) 1 Bligh Street, Sydney 1 Carrington Street, Sydney Eclipse, Parramatta Triniti, North Ryde The Quarry, Greystanes (multiple industrial projects) Erskine Park (multiple industrial projects) MLC Centre, Sydney (base build refurbishment) Channel 7 and Pacmags fitout Grosvenor Place lobby refurbishment Casuarina Shopping Centre, Darwin 	Key Skills & Experience <p>Richard has 20 years' experience in private practice in London, Hong Kong and Sydney, involving all aspects of the profession in connection with a broad range of projects. Consultancy expertise includes masterplanning and development appraisal advice for property developers and financiers. Key Management strengths are strong communication skills with clients and consultants, effective management of external resources and the achievement of targets.</p> Position <p>Richard was appointed as a Director of Rider Levett Bucknall in 2006 and manages a diverse property portfolio.</p> General Expertise <p>Significant experience at high level in all types of residential, commercial and industrial developments for property developers and joint venture partners. Richard has particular experience in the preparation of estimates for feasibility purposes and acquisitions, cost planning and post-contract administration.</p> Independent Certifier Experience <p>Significant experience for financial institutions including CBA, Westpac, NAB, St George, Bankwest, Investec and Ingwersen & Lansdown. Projects include commercial office and retail, residential apartments, industrial and fit-out works. Services provided include cost advice on property acquisitions, make good works, and arbitration.</p> <p>Richard also provides services for Joint Venture Partners and multiple party projects involving Practical Completion Dates, Extensions of Time, Variations, Lessor/Lessee issues, and Independent Consultant Services.</p>

Jude Knott

JCK CONSULTING PTY LTD

Level 5, Science House

159 - 161 Gloucester Road

THE ROCKS NSW 2106

Tel: 02 9227 8001 Mobile: 0410610830 Email: jude.knott@jckconsulting.com.au

PROFILE

During my 30 years in the industry I have gained experience across the board, working in both private practice and public sector employment and for a range of client types - and in both residential and commercial buildings. I have remained an active member of my professional association RICS, previously as the international representative for Building Surveying in Oceania for 8 years including being involved in the drafting of a number of published Best Practice Guides - including most recently the 'Greening Make Good' guide. I have also been a recent member of the RICS Sustainability Working Party and remain committed to ensuring sustainable practices and energy efficiency become mainstream in the industry. I am a passionate supporter of accessibility and inclusive environments.

EXPERIENCE

Director; Project Manager; Access Consultant & Green Building Professional.

JCK Consulting Pty Ltd; Sydney

2005 to present

Project Management of commercial office refurbishments including 39 Hunter Street (\$26 million project cost, Australia's first heritage 6 Star Green Star, commercial office refurbishment), 1 Kent Street (\$10 million project cost, refurbishment of heritage bond store) and 1 Eden Park Drive (tenancy sub-division and upgrade of existing tenanted five level office. Tenancy co-ordination and fit out project management; Accessibility Consulting for numerous Development Approvals and for 25 building portfolio as part of risk management strategy for building owner; Make Good works - preparation of schedules and subsequent negotiations based on lease terms for various building owners.

Associate Director; Project Manager; Building Consultant.

Building Consultancy Pty Ltd; Sydney

1997 to 2005

Project Manager/Building Surveyor working on variety of commercial projects, including project management of a variety of new build, refurbishment and fit out projects, pre-purchase technical due diligence, make good preparation and negotiation and building defect diagnosis

(Travel for 12 months through Central & South America

1996 to 1997)

Clientside Project Manager/Surveyor

Westminster City Council Housing Department

1995 to 1996

One year contract of employment to cover maternity leave of Estate Project Manager/Surveyor with a portfolio of 2000 council owned properties (low income and shared ownership housing) in central London responsible for repairs and maintenance and capital works of existing residences, managing a team responsible for entire process from writing brief, obtaining planning approvals, community consultation and execution of works.

Associate Director; Project Manager; Building & Accessibility Consultant.

Richard Hartley Partnership; London UK

1988 - 1995

Worked as Building Surveyor Project Manager in small private practice with focus on new build and refurbishment projects largely for Housing Associations, Health Trusts and local authority clients. Also dealt with Make Good issues on behalf of both tenants or landlords. Dealt with design and implementation of accessibility issues in residential and commercial buildings.

Project Manager/Surveyor

Hyde Housing Association, Bromley, Kent UK

1986 - 1998

Employed as a Building Surveyor/Project Manager in the Development Department of the Housing Association responsible for all works in the development process from inception to completion and through defects liability period, dealing with both refurbishment of existing premises and new build to provide special needs and low income or shared ownership housing. Responsible for client liaison, agreeing brief, developing design, obtaining statutory approvals, preparation of tender documents, managing the tender process, managing specialist consultants, managing the budget through to final account, contractor and

consultant payments, administering the contract, monitoring the quality of work on site, assessing defects and sign off of practical completion/defects liability periods.

Technical Trainee/Building Surveyor

Greater London Council/Inner London Education Authority

1981 - 1986

Worked in various roles while studying on day release degree course ranging from Technical Trainee to Senior Surveyor dealing with the repairs and maintenance and capital works for a portfolio of schools, libraries and other public buildings and grounds throughout south east London.

EDUCATION

- Maidstone Grammar School for Girls, Maidstone, Kent
 - Advanced Level French, History, English;
 - Ordinary Level: French, History, English Literature, English Language, Chemistry, Physics, Mathematics and Art.
- Southbank Polytechnic, London
 - BSc degree in Building Surveying (5 year day release while working) 1986

PROFESSIONAL ASSOCIATIONS AND ADDITIONAL TRAINING

- Member of Royal Institution of Chartered Surveyors since 1987;
- Green Building Professional (Green Building Council of Australia) since 2004;
- Certificate IV in Access Consulting June 2013.

Robert (Rob) Green

Mobile: 0418 453 871 Email: RobG@rcps.com.au
LinkedIn: <http://www.linkedin.com/in/robertghgreen>

Skill Profile

Development Manager with a proven track record in multiple complex projects from conception, financial modelling and appraisals, statutory and owner approvals, leasing, project management and investment disposals.

Strong background in Stakeholder Engagement including:-

- Appointing consultants for the preparation of Development Applications, combined project values in South Australia \$800m, and in July 2013 for Westfield Tuggerah \$50m. All applications approved.
- Responsibility for the relationships with statutory stakeholders including State Governments, Local Council, highway departments, power distribution networks, public transport providers and liquor licensing authorities.
- Westfield's representative on the Federal Government's Tax Breaks for Green Buildings working group.

Qualifications

- Associate of the Australian Property Institute
- Associate Member of the Royal Institution of Chartered Surveyors
- Justice of the Peace
- Bachelor of Science Honours Degree – Land Management specialising in Planning and Development

Career Roles

- Retail & Commercial Property Solutions – Managing Director
 - Royal Institution of Chartered Surveyors – Tutor Consultancy
 - Westpac – Senior Leasing Manager - Consultancy
 - 7-Eleven – Lease Audit - Consultancy
- Retail & Commercial Property Solutions – Managing Director
- Coles – Retail Leasing Manager
- Westfield – Development Executive
- Gloria Jeans – Regional Co-General Manager and Development Manager
- Burger King Australia – Company Secretary & Board Director, Senior Development Manager
- OPSM – National Property Manager

Key Achievements

- Heading the internal and external consultants and the relationships with State and Local Planning Authorities to secure development consents for three major retail projects, total value \$800m in South Australia plus one major redevelopment in NSW with a value of \$50m.
- Securing a Government Environmental Grant of \$500k.
- Development and Asset Manager for a mixed use CBD project that secured two Office Design v2 6 Star Ratings (World Leadership) and Retail Design 5 Star Rating (Australian Excellence).

Retail & Commercial Property Solutions – 2013 Onwards
Managing Director

Bespoke retail and commercial property consultancy providing solutions for all property needs, focusing on assisting end occupiers.

Responsibilities & Major Clients

- Founder and Managing Director.
- Westpac
- 7-Eleven
- Royal Institution of Chartered Surveyors
- MGJV - Te Anau Airport New Zealand

Key Services Provided

- Development Consultancy including statutory approvals, viability and feasibility studies.
- Tenant Representation
- Asset Management
- Network Planning
- Design and Construction Management
- Capital Transactions
- Continual Professional Development Training

Coles – 2014
Retail Leasing Manager

During a two month period I finalised terms for a new supermarket and secured internal capital approval for the project.

Westfield – 2005 - 2013
Development Executive

The Westfield Group is the largest shopping centre owner with \$65.8bn of assets under management. The Group has 38 centres in Australia and also has centres and projects in USA, UK, Spain and New Zealand.

Responsibilities

- Acting as the Owner's Representative on behalf of the Westfield Group for the allocated assets.
- Submission of Development Applications.
- Relationship Manager with key tenants and joint venture partners.
- Development Manager for 85 Castlereagh Street office tower.

- Preparing and submitting Board recommendations regarding development and acquisition projects, including demand analysis, feasibility, cost estimation and program.
- Representing Westfield on Federal Government Working Groups.
- Negotiating and documenting major tenancy agreements and joint venture agreements.

Key Achievements

- Securing development consents for three major redevelopments in South Australia, combined development value in excess of \$800m plus a NSW development with a value of \$50m.
- Completion of 85 Castlereagh Street ahead of program and under budget, completed development value \$465m.
- Negotiation and exchange of agreement for leases and/or leases with 13 major tenants since 2010, with a combined rent roll in excess of \$65m per annum.
- Securing a Federal Government Grant for \$500k.
- Submission and winning multiple awards to raise the profile of Westfield Sydney.

Gloria Jeans Coffees – 2004 – 2005

Regional Co-General Manager and Regional Development Manager

Coffee importer, roaster and retailer primarily through a franchise system based in Castle Hill, Sydney. In 2004 the Australian business purchased the international rights to the brand, which now has more than 400 stores in Australia and operates from 39 countries worldwide.

Responsibilities

- Leadership of Regional Development Teams in NSW and a short term secondment to VIC, evolving to joint leadership of development and operations in NSW.
- Preparation of opening targets and forward planning.
- Accountability for all regional development functions including; leasing franchising, store design, construction and branch openings.

Key Achievements

- Achieving the highest store opening numbers of all the regions in Australia, with half the national openings being in NSW.
- Turning round the VIC development activities including a campaign to source new franchisees and repair relationships with land owners. For the first time VIC exceeded their budget targets.
- Evolution of store design targeting a 30% reduction in franchisee capital required to open a store.

Burger King Australia (BKA) – 2000 – 2004

Senior Development Manager, Company Secretary and Director

BKA was a wholly owned subsidiary of the Burger King Corporation based in Miami. It was established to accelerate the growth of the Burger King brand in Australia, and was the franchisor for the Australian and New Zealand market. As the Hungry Jacks brand is also part of the Burger King franchise system, BKA acted as franchisor for Hungry Jacks as well.

Responsibilities

- Company Secretary and Board Director of BKA
- Head of Development for Australia and New Zealand, with responsibilities including; network planning, new location approvals, store design and construction, franchising and brand integrity (Burger King & Hungry Jacks).

Key Achievements

- Opening 56 new Burger King stores in Australia
- Evolution of standalone restaurant design to steel frame construction with resultant time and capital savings.
- Transition of the company operated restaurants to the New Zealand master Franchisee.
- Successful rebranding of the Australian Burger King restaurants to Hungry Jacks to allow for consolidated marketing and remove brand confusion.

OPSM – 1997 – 2000

National Property Manager

OPSM are the largest optical retailer in Australia. I worked for OPSM prior to their purchase by Luxottica, when they were an Australian owned organisation, with just over 300 company operated stores.

Responsibilities

- Leadership of the national property team.
- Authoring and implementing the National Network Plan.
- Preparation of store demographic profiles.
- Portfolio relationship management with major shopping centre owners.

Key Achievements

- Authoring, submission to the Board and approval of the Network Development Plan, incorporating; target population profiling, demographic and market share analysis by post code and target network action list.
- Writing the projected turnover computer model for new stores.
- Overseeing the opening of more than 50 new stores.

Colliers International – 1996 – 1997

Retail Asset Manager

Responsible for all aspects of asset management including leasing, marketing, tenant and owner relationships for a portfolio of 11 neighbourhood shopping centres.

UK Career Roles

- Hamilton Consultants – Managing Director – Retail Development Consultancy
- Lidl UK GmbH – Regional Development Manager – Set Up Lidl's UK development procedures and opened the majority of the first wave of supermarkets.
- Chesterton International – Property and Investment Consultant
- J Sainsbury plc – Acquisitions and Development Manager

Other Interests

- Bush Fire Fighter Volunteer, Treasurer of Hornsby Rural Fire Brigade and heavy goods vehicle licence holder/truck driver. Long Service Medal Recipient.
- Motor cycling – Triumph Speed Triple
- Sailing – Sydney Summer Twilights
- Ballooning
- Rugby – Beecroft Rugby Club, NSW Division 1.
- Mountain biking

Tim Gavan - Resume

Tim is a Principal of HillPDA Advisory and Valuation Practice.

Prior to joining HillPDA Tim's affordable Housing experience is as follows.

Director of a property services firm IPA Partners which aimed at assisting the not-for-profit sector, in particular the Affordable Housing/Community Housing sector.

Strong understanding of the NFP sector, in particular Affordable Housing development and the risk/reward balance.

IPA partners aims to bridge the gap between the commercial world and the growing needs of the NFP sector in become more self-reliant through the need to unlock the value in property assets in a risk adverse but 'profitable' manner.

Independent property advice to general and NFP sector Property Portfolio analysis and value realisation Board advice on property/development governance and risk Affordable - Community Housing Valuations Winning General Property Tender applications Property pre-purchase due diligence (focus on NRAS and Stimulus property opportunities).

Facilitation of joint ventures and consortiums including property finance debt and equity.

At IPA Partners Tim ran a bid for an affordable housing development project in Newcastle - The Empire Hotel site. The consortium Tim formed (NewcastleFirst) was successful in its bid and is now in the preliminary stages of planning what will be one of the most innovative affordable housing projects in Australia and a forerunner of one of the main strategies to create more affordable rental housing in the future - the effective leverage of Government-owned land.

June 2009 – May 2011 BlueCHP Limited

Chief Executive Officer and Company Secretary

Start-up of a not-for-profit community housing provider and affordable housing development company. I took over as inaugural CEO and Company Secretary.

- Established operational structures, policies and procedures.
- Produced initial strategic plan.
- Enabled the company to become registered as Community Housing provider Class 1 (highest)
- Increased property portfolio of social and affordable housing from less than 20 to a current pipeline of 1,200.
- Increased balance sheet to a projected \$200million by FY 2011.
- Took \$900k loss to \$1.1m surplus (before abnormals) within the first 12 months.
- Structured company along divisional lines and employed key staff to take on rapid growth.
- Won two Stimulus property tenders providing for the transfer of 376 properties (est \$115million).
- Built other revenue streams for provision of services for 5 shareholding member organisations.
- Facilitated debt raising of over \$35million – the largest for a community housing organisation in NSW.
- Decreased homelessness and increased social and affordable housing for more than 1,120 people in less than 24 months.
- www.bluechp.com.au