



CORPORATE PROFILE

Celebrating 21 years of Independent Advice



The Practice

Rawlinsons commenced business in 1990 and comprises a team of multi disciplined, experienced and highly skilled property professionals primarily based in Sydney but with national coverage.

As independent experts, the practice delivers commercially focused solutions via lateral thinking and which adds value to our clients' commercial, industrial, retail and corporate real estate holdings.

Our mission is to establish long term business relationships by being:

- **Innovative**
- **Responsive**
- **Seamless**
- **Transparent**

Integral to our philosophy is a focus and determination to provide a tailored service to meet the specific requirements of our clients by combining our professional integrity and multi skilled capabilities.

Whatever the need, by tapping into the resources of Rawlinsons allows the client to focus on the big picture whilst the result is delivered in a cost effective manner

Experience

Rawlinsons has a reputation for creative lateral thinking in dealing with complex freehold and leasehold property interests.



We have extensive experience on assignments that required multiple tasks and skill sets that deal with competing interests and stakeholders. As a problem solver, we can isolate and remove complexity, establish a clear direction and formulate required paths for successful outcomes to any project, large or small.

As an independent advisor and adopting core values, we are able to assess and present options which deliver opportunities for optimal decision making to our clients.

Market Sectors

The team at Rawlinsons has in depth experience in:

- Commercial premises and buildings
- Industrial premises and estate developments
- Retail premises and facilities
- Residential site development
- Airports
- Ground leases
- Local, State and Statutory Authorities
- Education and Sporting establishments
- Community facilities

Services

Rawlinsons provides a range of consulting and advisory services specifically tailored for the client either offered individually or as a seamless service for an end to end property solution.

The business units deliver the following functions.



Property Advisory

Valuation

Rental Advice, Reviews and Determinations

Litigation and Expert Witness

Facilitation and Mediation

Commercial and Retail Leasing

Lease and Asset Management

Development Site Analysis, Project Marketing

Corporate Real Estate Strategy

Property Advisory

Whether evaluating sites for:



- investment
- development
- leasing
- alternative premises
- renegotiating a current lease or rent reviews

Our independent advice will maximize your position in the market place and provide the best advice and strategy options.

Rawlinsons has a reputation as a market leader providing innovative and street wise advice to individual clients, corporate and institutional sectors

Valuation

Our team has extensive experience and skills combined with qualifications in valuation, law, land economy, management and agency covering **commercial retail and industrial premises on a nationwide basis.**

Each valuer has in excess of 30 years experience and a wealth of knowledge across all asset classes. We provide independent, well researched and reasoned expert valuations for:



- accounting compliance to meet ASCI and AASB guidelines
- acquisition and disposals
- capital gains tax
- stamp duty
- compulsory acquisition and resumption
- statutory land value objections
- insurance
- highest and best use
- feasibilities
- merger and acquisition due diligence
- marketing and development strategies
- litigation
- rental assessments

Rental Advice, Reviews and Determinations



Rawlinsons has three leading rent review specialists providing independent advice at the cutting edge based on extensive experience and involvement for commercial retail and industrial premises on a national basis.

Determinations require accredited specialists with a high level of experience, market knowledge, mental thoroughness and application.

Our independent experts are well recognised within the profession and regularly receive appointments from the Australian Property Institute, the Law Society, the Real Estate Institute, the Administrative Disputes Tribunal, and jointly by the Lessor and Lessee to resolve property disputes.



Litigation and Expert Witness

Our valuers have a depth of knowledge, experience and expertise which is frequently recognized in the form of Expert Witness appointments to the Supreme Court and Family Court to resolve property related disputes.

Facilitation and Mediation



Court proceedings can be complex and drawn out over a long period of time. An alternative to formal court proceedings is via facilitation or mediation.

As a moderator or facilitator, potentially lengthy disputes causing anguish and extensive costs can be more focused on the core issues and streamlined with expert knowledge to arrive at a commercial and logical conclusion. By adopting the skills of senior legal and valuation facilitators either singularly or combined, the recommendations and conclusions drawn can significantly mitigate the costs of a property dispute.

Our valuers have experience in this form of property dispute resolution process.



Commercial and Retail Leasing

With extensive experience in **commercial and retail leasing** coupled with the skills of focussing on the optimum outcome for our clients, Rawlinsons can independently manage the leasing of CBD and metropolitan premises.

Our main points of difference are:

- senior hands on appointment and control
- full market coverage
- co ordination of all agents
- cost effective and focussed marketing campaign



Lease and Asset Management

Lease Management is an important and fundamental requirement for the performance of a single property lease or portfolio.



Extensive experience of the leasing and property market is required for the assessment and strategic planning of a lease/asset in order to monitor and position for minimizing expenditure, improving income and the flow on effect for capital returns.

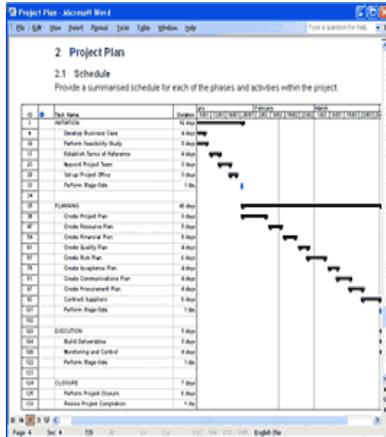
Professional management of leases utilizing appropriate systems will focus on the income/expenditure criteria, timely rent reviews, potential vacancies, strategy on lease expiries, and adopting a systematic discipline to tenant relationships.

Asset Management is a twofold discipline:

Firstly the governance of the expertise, systems, due diligence practices and resources involved in the day to day management and administration of the property or leases, and secondly, the 'value upfront' process of monitoring the performance of the asset or lease in its particular market and making judgments on potential market sensitivity or movement.

These two components of administration and monitoring are inextricably linked as they impact each other. Well managed systems with adequate forward planning derived from a business plan will ensure the asset is on target to meet its investment or corporate objectives.

Development Site Analysis, Project Marketing



Our experience encompasses residential, commercial, industrial and retail property assets.

Timing, quality, market focus and pricing are crucial elements in the successful delivery of a project.

From the initial search and identification through to the preliminary site analysis, purchase and sale upon completion, our combination of market knowledge, valuation skills and agency, provide the client the best strategy and position for maximising the timing in the market place with a focus on the end buyer.

Corporate Real Estate Strategy



Corporate Real Estate is an integral part of any business operation from real estate holdings to leasehold interests whether on a local or nationwide basis.

The timeliness in the market place and the management of real estate assets are key factors in minimizing corporate expenditure and enhancing the workplace for employees.

Working alongside the corporate real estate executive Rawlinsons can provide added value with skills, experience and street wise observations to develop appropriate strategies that can be focused on driving the bottom line in accommodation costs and efficient utilization of property assets.

Senior Personnel



Phillip Rawlinson
Managing Director

Qualifications

Diploma of Law (BAB)
Admitted as a Barrister at Law, Supreme Court of NSW (non-practicing) (1982)
Fellow of Australian Property Institute - FAPI
Certified Practising Valuer
Registered Valuer without limitation in NSW
Registered Valuer (Urban & Rural) in Queensland
Licensed Real Estate Agent (NSW)
Board Member of Society of Land Economists (1988-1990)
Divisional Councillor of Australian Institute of Valuers & Land Economists (NSW Division) (1990-1995)
Inaugural Chairman of Land Economy Professional Board NSW Division (1992-1994)
Member of Professional Development Committee (AIVLE) (1992-1994)
Past Examiner for Admissions to Associate and Fellow for the API.
Member of National Review Committee for API

Positions Held

With over 30 years experience in real estate Phil is well known in the Australian property industry extending from State Government to private industry and serving as Divisional Councillor and Chairman of the Land Economy at the Australian Property Institute.

Commencing with the Valuer General's Department, then in 1980 as the Valuation Manager at Raine & Horne, Phil became a partner and director of the specialised property firm of Gilbert & Kennedy in 1984. In 1987 Gilbert and Kennedy merged with the world wide Sallmanns International in which Phil was involved in all facets of real estate including valuation, sales, leasing and special projects for major corporate and institutional clients. In 1990 Phillip commenced his own independent firm specialising in commercial lease and rent reviews, lease management and advocacy, premises relocation and co-ordination.



Peter Kempthorne
Director

Qualifications:

Fellow of Australian Property Institute (FAPI)
Certified Practising Valuer (NSW)
Registered Valuer without limitation (NSW)
Licensed Real Estate Agent (NSW)
Licensed Stock and Station Agent (NSW)
Licensed Strata Manager (NSW)
Licensed Business Agent (NSW)
Past Member Property Council of Australia, NSW Division
Property Management Committee (1992 - 1996)
Past Member Australian Council of Shopping Centres NSW
Committee (1991 - 1992)
Property Council of Australia, NSW Division, Property
Management Award Judge (1994-2000)
Examiner for Admissions as Associate and Fellow to the
Australian Property Institute

Experience

Peter has over 30 years experience in all aspects of leasing, management and valuation of major commercial, industrial and retail property assets throughout Australia. During the past 14 years Peter has specialised in valuations, property advisory (including acquisitions and disposals) on behalf of major corporate property asset owners, local councils, national retailers and registered Clubs.

This recognised depth of experience and expertise results in appointments by the Australian Property Institute, the Real Estate Institute of NSW, the Administrative Decisions Tribunal of NSW and the Law Society of NSW to act as the determining valuer on property disputes as well as acting as an Expert Witness in Supreme Court and Family Court matters.

Positions Held

Peter held positions as Director, Investment Management with both Hooker Corporation Ltd and Colliers Jardine from 1982 to 1994. In 1995 merged his own independent consultancy practice with Rawlinsons.



Michael Goran
Director Valuation and Advisory Services

Qualifications

Fellow of the Australian Property Institute
Certified Practising Valuer (NSW)
Registered Valuer without limitations (NSW)
Fellow of the Real Estate Institute of Australia
Past President of the Mid City Senior Discussion Group
Examiner for Admissions as Associate and Fellow to the
Australian Property Institute (NSW)

Positions Held

Michael has held senior valuation roles with DTZ, and Hillier Parker with over ten years as Director of Valuation and Advisory Services with Burgess Rawson

Michael has recently joined Rawlinsons CRE bringing to the firm a wealth of years of experience on a national basis.

Experience

Michael has over 30 years experience in the property industry with over 25 years Australia wide valuation experience.

With a wealth of experience in all facets of the industry Michael is able to provide a high quality advisory service in valuation and consultancy coupled with commercial and lateral thinking for existing and potential projects.

Michael is also appointed as a determining valuer and rent review advocate for commercial industrial and retail rent reviews.

Clients

There are a diverse number of clients the most prominent are:

Alphapharm
AGL
AMP
ANZ Bank
Australia Japan Cable
Avis
BP Australia
Canada Bay Council
CEDA
Charter Hall
Commonwealth Bank
Corrs Westgarth
Credit Suisse
Dexus
Dibbs Barker
Grant Thornton
Grange Securities
George Group
GPT
HSBC Bank
Hunt & Hunt
Land and Property Management Authority of NSW
Leichhardt Council
L'Occitane
Macquarie
National Australia Bank
OPSM
Qatar Airlines
Rockdale City Council
Ryde Council
RBS
Sunland
Sparke Helmore
Telstra
State Property Authority
St George Bank
Sydney City Council
Sydney Ports
Sydney Harbour Federation Trust
United Group
Westpac



Rawlinsons Corporate Real Estate Pty Ltd
ABN 19 088 764 112
Level 5
210 George Street
Sydney NSW 2000

Telephone 1300 550 670
Fax 02 9290 3044