



Valuation Company Profile

SYDNEY Level 14, 309 Kent Street, Sydney, NSW 2000

MELBOURNE 106/486 Whitehorse Road, Surrey Hills, VIC 3127

tel: 1300 10 8000 email: admin@bmfvaluers.com.au

1.0 Introduction

Bertacco Ferrier Pty Ltd (BF) are a specialised property valuation practice established in 1999 through the merger of Bertacco Valuations Pty Ltd and MGV Property Consultants Pty Ltd.

Having offices in both Sydney and Melbourne enables us to cover the two largest real estate markets in Australia including peninsula and regional locations.

2.0 Company Details

Name: Bertacco Ferrier Property Consultants Pty Ltd

ACN: 21 544 124 024

Address: **Sydney** Level 14, 309 Kent Street, Sydney, New South Wales 2000
Melbourne 106 / 486 Whitehorse Road, Surrey Hills, Victoria 3127

Email: admin@bmfvaluers.com.au

Phone: 1300 10 8000

Website: www.bmfvaluers.com.au

3.0 Insurance

BF are fully insured carrying Professional Indemnity Insurance and Public Liability Insurance with copies of current *Certificates of Currency* available upon request.

4.0 Overview

BF comprises two directors being Alan Bertacco and Mark Ferrier. Other key Valuers include Peter Ferrier (Associate Director), David Hatch, Phillip Bogdanovski, Greg Madge, Kevin McEncroe and Brett Stielow. Each office is supported by an experienced administration team.

BF have been in practice since 1999 undertaking a range of instructions including Family Law, Litigation, Mortgage, Financial Reporting plus Rental Determinations and submissions as a Specialist Retail Valuer. In addition to appointments by solicitors we also receive instruction from the Small Business Commissioners, Valuer General plus other government agencies and instrumentalities. BF are presently upon the following bank commercial valuation panels:-

- Suncorp Ltd
- Westpac Banking Corporation
- Bank of Sydney
- Bank of Melbourne
- Arab Bank
- Liberty Finance

BF operate in all areas of metropolitan Sydney and Melbourne with valuation assignments also undertaken in provincial areas for larger valuation exercises.

BF has extensive expertise in the valuation of commercial, industrial and development projects and englobo subdivisional land together with specialised asset classes including Medical Centres, Childcare Centres, Cold Storage and Food Processing facilities.

A summary of individual Valuer CVs are as follows:

Name: Alan Bertacco
Position/Title: Director / Valuer



Formal Qualifications: Certified Practising Valuer
Associate Diploma of Valuation (RMIT)
Licensed Real Estate Agent (No 032906)
Advanced Certificate in Real Estate (RMIT)
Specialist Retail Valuer
Expert Evidence Certification (API)

Professional Institute Membership Fellow of the Australian Property Institute No. 62355
Associate of the Real Estate Institute

Demonstrated Areas of Expertise

- Alan has worked as a Valuer since 1981 and has been engaged to value all property types for all purposes including providing Expert Evidence valuations for family law matters and appearing as an expert in the Magistrates Court, Federal Circuit Court and Supreme Court.
 - A wide variety of property types have been valued for litigation purposes including portfolios up to \$50 million.
 - In addition to commercial, retail and industrial areas of specific expertise include cold storage complexes and childcare centres and development feasibilities.
 - Residential valuations have included property at either end of the spectrum, both in terms of value and quality. High end and prestige property have include clifftop peninsula holdings.
 - Rental appraisals have been undertaken for client due diligence and rental determinations under the Retail Leases Act 2003 and as appointed by the Small Business Commissioner to act as the Determining Valuer.
 - Asset valuations for financial reporting have been undertaken under the applicable Accounting Standard and for Capital Gains Tax and GST purposes. Various assignments have included the Hidden Valley estate, private colleges, and charitable organisations, Metropolitan Ambulance Service Victoria, SP Ausnet, Yarra Valley Water, Greyhound Racing Victoria, Harness Racing Victoria and the Department of Justice.
 - With in excess of 30 years' experience there clearly is a depth of knowledge across all areas of property.
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Name: Mark Ferrier

Position/Title: Director / Valuer

Formal Qualifications: Certified Practising Valuer
Associate Diploma of Valuation (RMIT)



Professional Institute Membership Associate of the Australian Property Institute No. 62380

Demonstrated Areas of Expertise

- A wide range of commercial, industrial and retail properties have been valued for mortgage purposes and private clients within the CAD and broader metropolitan region comprising major complexes to simple shopfront premises.
 - Residential valuation have covered the full spectrum from suburban dwellings and units to prestige properties.
 - Expert Evidence for litigation and Family Law purposes.
 - Feasibility analysis of development projects and investment properties are undertaken for private client due diligence and also the mortgage sector.
 - Rental valuations for submissions and determinations upon commercial, retail and industrial premises
 - Financial reporting for private, government and instrumentalities.
 - With well in excess of 25 years experience there clearly is a depth of knowledge across all areas of property.
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Name: Peter Ferrier

Position/Title: Associate Director / Valuer

Formal Qualifications

- Certified Practising Valuer
- Bachelor of Applied Science (Property)
- Certificate IV in Property Services
- Expert Evidence Certification (API)



Professional Institute Membership Associate of the Australian Property Institute No. 4099

Demonstrated Areas of Expertise

- Peter commenced with BF in 2008.
 - Peter has considerable experience in commercial valuations across office, retail and industrial including both established properties and development projects.
 - Expertise in the prestige residential market with an emphasis on the \$3 million plus market being regularly instructed by private bank departments for high net worth clients.
 - Development valuations are conducted for construction finance including *Estate Master* feasibility modelling.
 - Peter is regularly engaged to provide Expert Evidence valuations for family law and general litigation purposes.
 - More intricate valuations have included Sea Bed rental assessments for the Valuer General and the valuation of Common Property and laneways for acquisition/disposal purposes.
 - Peter has been involved in all facets of the valuation practice and maintains relationships with key clientele.
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Name: Greg Madge

Position/Title: Certified Practising Valuer

Formal Qualifications Certified Practising Valuer
Certificate in Real Estate Management
& Valuations (RMIT)

**Professional Institute
Membership** Associate of the Australian Property
Institute No. 62028



Demonstrated Areas of Expertise

- Over a long carrier in excess of 40 years there have been many commercial, retail and industrial properties valued for a range of purposes including mortgagee, financial reporting and due diligence.
 - Expert Witness valuations have been conducted for family law purposes
 - Rental valuations have been completed for client due diligence and submissions to determining Valuers.
 - Feasibility analysis of development medium scale infill residential projects.
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Name: Kevin McEncroe

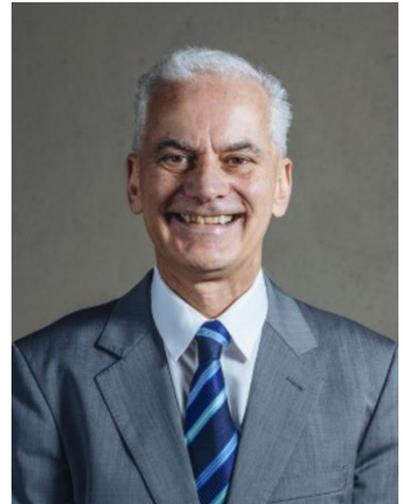
Position/Title: Certified Practising Valuer

Formal Qualifications Certified Practising Valuer

Associate Diploma Valuations (RMIT)

Professional Institute Associate of the Australian Property

Membership Institute No. 62362



Demonstrated Areas of Expertise

- A range of commercial and retail properties have been valued for mortgage purposes and Family Law matters within the CAD and broader metropolitan region ranging from larger industrial holdings to small suburb strip shops.
 - Asset valuations for financial reporting are undertaken for various clients and accountants, principally involving Capital Gains and GST matters.
 - Rental valuations have been completed for client due diligence
 - Extensive experience has been gain with a large volume proforma residential valuation work.
 - Feasibility analysis of development projects for medium scale infill projects.
 - With in excess of 30 years experience there clearly is a depth of knowledge across all areas of property.
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Name: David Hatch

Position/Title: Certified Practising Valuer



Formal Qualifications Certified Practising Valuer

Associate Diploma Valuation (RMIT)

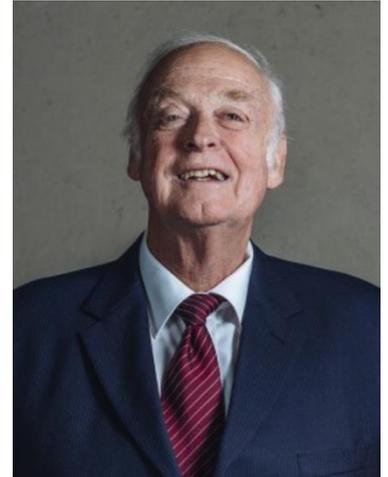
Professional Institute Membership Associate of the Australian Property Institute No. 62252

Demonstrated Areas of Expertise

- David has undertaken a broad range of residential, commercial and industrial valuations for major banks, and lenders as well as for family law, capital gains tax and asset valuation purposes. Valuations have included specialised property classes comprising Childcare Centres, Medical Centres and food processing and self-storage facilities.
 - David's career began as a cadet Valuer in Geelong in the early 1980's where he obtained his formal qualification. This experience was then followed by further direct property experience including property sales, acquisitions, development as well as general property management including high level rental reviews and complex lease negotiations.
 - His valuation experience of in excess of 34 years together with 'hands on' property experience gives David a unique insight into property valuation.
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Name: Brett Stielow

Position/Title: Certified Practising Valuer



Formal Qualifications Certified Practising Valuer

**Professional Institute
Membership** Associate of the Australian Property Institute No. 62998

Demonstrated Areas of Expertise

- Brett's has in excess of 40 years of experience which commenced with the Western Australian Valuer General's where a wide range of property was assessed for asset purposes, disposal and acquisition.
 - Brett focuses on the residential sector and since joining Bertacco Ferrier in 2000 he has valued thousands of residential properties over multiple cities.
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Name: Phillip Bogdanovski

Position/Title: Residential Property Valuer



Formal Qualifications Residential Property Valuer

Bachelor of Business (Swinburne)

Bachelor of Property and Real Estate (Deakin)

**Professional Institute
Membership** Provisional Member of the Australian Property Institute

Demonstrated Areas of Expertise

- Phillip joined BF as a cadet valuer in 2014 and has since attained his Residential Property Valuer qualification.
 - Phillip has completed work for a variety of purposes including mortgage and taxation.
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5.0 Management

Random Audits BF welcomes random audits

Quality Control Quality control commences from the appointment of fully qualified Certified Practising Valuers. Our valuation staff have an average of greater than 20 years experience. This issue should not be lost in the broader scope of our proposal as experienced Valuers are best equipped to identifying risk and assess the value for the litigation purposes.

BF has extensive property sale databases which include *PDOL, PIM, Land Data and RP Data*.

Note, the Expert Witness Code of Conduct is strictly adhered to with all valuation staff cognisant of the Code and understanding the importance to maintain independence, particularly with the ability of e-mails and other correspondence to be subpoenaed.

Qualifications Each Valuer is a member of the Australian Property Institute with Certified Practising Valuer accreditation whilst the Continued Professional Development Program is embraced and the Risk Management Module undertaken and maintained to current levels.

Client Service We do not compromise our very high professional standards. We understand valuations are at times conducted during a stressful period for clients and therefore we maintain utmost confidentiality and integrity and in doing so eliminate any suggestions of bias that could harm proceedings or the general purpose of the valuation.
