



Capability Statement

National Valuation Coverage

SYDNEY 50 Yeo St, Neutral Bay, NSW 2089
MELBOURNE 106/486 Whitehorse Rd, Surrey Hills, VIC 3127
BRISBANE Level 27, 32 Turbot St, Brisbane QLD 4000
ADELAIDE Level 30, 91 King William St, Adelaide SA 5000
PERTH Level 11, 125 St Georges Tce, Perth WA 6000

tel: 1300 10 8000

email: admin@bmfvaluers.com.au

web: bmfvaluers.com.au

1.0 Introduction

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

Since establishment the company has grown organically to become a National provider of valuation and advisory services to the corporate and private sectors including financial institutions, Government, legal firms, developers and private individuals. Underpinning the company's success is the experience and integrity of its professional staff, adhering to the Australian Property Institute Code of Conduct, Australian & New Zealand Valuation & Property Standards and International Valuation Standards Council. The depth of knowledge held by our Directors and team of Senior Valuers allow us to provide a complete solution for all property related advice across all pillars of the property sector.

2.0 Company Details

| | | |
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| Name: | Bertacco Ferrier Property Consultants Pty Ltd | |
| ACN: | 21 544 124 024 | |
| Offices: | Melbourne | 106 / 486 Whitehorse Road, Surrey Hills, Victoria 3127 |
| | Sydney | 50 Yeo Street, Neutral Bay, New South Wales 2089 |
| | Brisbane | Level 27, 32 Turbot Street, Brisbane QLD 4000 |
| | Adelaide | Level 30, 91 King William Street, Adelaide SA 5000 |
| | Perth | Level 11, 125 St Georges Terrace, Perth WA 6000 |
| Email: | admin@bmfvaluers.com.au | |
| Phone: | 1300 10 8000 | |
| Website: | www.bmfvaluers.com.au | |

3.0 Overview

Alan Bertacco and Mark Ferrier are the national directors of Bertacco Ferrier Pty Ltd with management and key personnel located in all State capital cities.

Since 1999 Bertacco Ferrier Pty Ltd have undertaken a range of instructions and appointments from key clients, institutions and bodies including:

- ❖ Suncorp
- ❖ Westpac
- ❖ Bank of Sydney
- ❖ Bank of Melbourne
- ❖ Liberty Financial
- ❖ Arab Bank
- ❖ Private equity funds
- ❖ Valuer General Victoria
- ❖ Victorian Small Business Commission
- ❖ Australian Property Institute Presidents Panel
- ❖ Assumption College
- ❖ Marist Brothers
- ❖ Moonah Links
- ❖ Solicitors & Accountants

4.0 Areas of Operation

Bertacco Ferrier Pty Ltd operate across metropolitan areas of Sydney, Melbourne, Brisbane/Gold Coast, Adelaide and Perth with valuation assignments also undertaken in provincial areas for larger valuation assignments.



5.0 Sectors of Operation & Purpose

Bertacco Ferrier Pty Ltd offers valuation services and advisory across the four main pillars of property for a range of purposes:

- ❖ Residential
 - ✓ Mortgage (insitu &/or 'as if complete')
 - ✓ Expert Evidence (family law & litigation)
- ❖ Commercial
 - ✓ Financial Reporting (SMSF, Balance Sheet, CGT, GST, Stamp Duty)
 - ✓ Current market value (purchase / sale)
- ❖ Retail
 - ✓ Due diligence
 - ✓ Project development feasibility analysis
- ❖ Industrial
 - ✓ Compensation (compulsory acquisitions, easements, rezoning)
 - ✓ Insurance replacement/reinstatement
- ❖ Specialized
 - ✓ Rental assessments, determinations & submissions

Specialized property valuations and areas of expertise include prestige residential, Child care centres, Cold store facilities, Medical centres, Rental determinations and hypothetical development modelling.

Bertacco Ferrier Pty Ltd has strong expertise forged through many years of undertaking valuations for the above property types and the various purposes noted.

6.0 Why Bertacco Ferrier?

1. Integrity.

Reputation is everything and that only comes with integrity. We have a commitment and willingness to providing industry leading professional and personalized service.

2. Experience

Our Directors and senior Valuers have valuation careers that have spanned greater than 25-years and continue to be exposed to and experience all property types and valuation purposes. With such longevity we have lived and valued through the various property cycles locally, nationally and globally. This provides a great understanding of property, risk and opportunity.

3. Accessibility

A point of difference our clients enjoy over alternative firms are that Directors and Valuers are accessible to provide a personalized service to discuss issues about the broader market, or the subject property specifically. We are available to discuss a proposal early in its formulation offering preliminary due diligence and clarity prior to committing to a detailed submission or negotiation, going some way to mitigating time and expense that can at times occur because of unsupported client expectations or misunderstood variables.

4. Client Staff Development

Directors and Senior Valuers at Bertacco Ferrier are available for presentations to management and staff. This is a valuable resource for your in-house training programs where we can discuss the market, identify opportunities and risks in property sectors, make observations on emerging general trends and offer rudimentary training on basic valuation techniques and 'rules of thumb' that can assist operative staff when deal with proposals.


5. Relationships

We take pride being somewhat 'old school', subscribing to the view business is more open, honest and conducted with greater integrity when there are good professional relationships between the Valuers and clients.

6. Delivery

We are mindful time is of the essence and clients using valuation instruction and receiptal platforms will have SLA's met. Clients operating independently are equally treated with punctuality through the various phases of the instruction to delivery, irrespective of instruction volumes.

7.0 Key Personnel

| | | |
|--|--|---|
| Name: | Alan Bertacco |  |
| Position/Title: | Director / Valuer | |
| Formal Qualifications: | <p>Certified Practising Valuer</p> <p>Associate Diploma of Valuation (RMIT)</p> <p>Licensed Real Estate Agent (No 032906)</p> <p>Advanced Certificate in Real Estate (RMIT)</p> <p>Specialist Retail Valuer</p> <p>Expert Evidence Certification (API)</p> | |
| Professional Institute Membership | <p>Fellow of the Australian Property Institute No. 62355</p> <p>Associate of the Real Estate Institute</p> | |
| Committees/Interests | API Continuing Professional Development committee | |

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 provision of Expert Evidence for family law and commercial litigation matters, appearing as an expert before VCAT and the Magistrates, County, Federal Circuit and Supreme Courts.
- Valuations for the mortgage sector including englobo land and projects greater than \$100m.
- In addition to broader commercial, retail and industrial valuations, areas of specific expertise include cold store complexes, childcare centres, medical centres and development feasibilities.
- Residential valuations include property at either end of the value and complexity.
- Rental appraisals have been undertaken for client due diligence and as determining Valuer under the Retail Leases Act and as appointed by the Small Business Commissioner.
- Government sector instructions include highly technical and complex matters including compulsory acquisition and assessment of compensation.
- Valuations for financial reporting have been undertaken under the applicable Accounting Standards plus for Capital Gains Tax, Stamp Duty 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 Department of Justice.
- With more 30 years' experience there clearly is a depth of knowledge across all areas of property.

Name: Mark Ferrier

Position/Title: Director / Valuer

Formal Qualifications: Certified Practising Valuer
Associate Diploma of Valuation (RMIT)
Expert Evidence Certification (API)



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

Demonstrated Areas of Expertise

- A wide range of commercial, industrial and retail property have been valued for mortgage purposes and private clients within the CAD, broader metropolitan region and Provincial Centres including major multi tenanted complexes.
- Residential valuations undertaken, both insitu and 'as if complete', include specialised in prestige property, many exceeding \$5m. Furthermore, rural residential and rural broadhectare holdings have been assessed across metropolitan regions and rural regions.
- Expert Evidence for litigation and Family Law purposes for residential and commercial property.
- Feasibility analysis of development projects, investment property and residential subdivision are undertaken for the mortgage sector and private client due diligence.
- Rental valuations for submissions and determinations upon commercial, retail and industrial premises
- Financial reporting for private, government and instrumentalities.
- With more than 30 years' experience there clearly is a depth of knowledge across all areas of property.

| | | |
|--|--|---|
| Name: | Martin Bregozzo |  |
| Position/Title: | State Manager NSW Certified Practising Valuer | |
| Formal Qualifications | Bachelor of Property Economics (UTS) Certified Practising Valuer (CPV) Certified Development Practitioner (CDV) Certified Property Professional (CPP) | |
| Professional Institute Membership | Fellow of the Australian Property Institute Member of the Royal Institute of Chartered Surveyors | |
| Committees/Interests: | API Property Standards Committee API Property Journal Editorial Committee University of Technology, Sydney (part time lecturer) | |

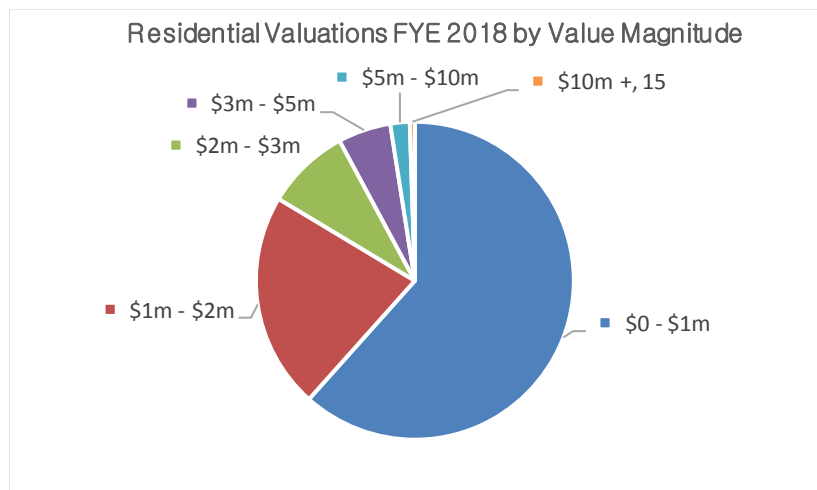
Demonstrated Areas of Expertise

- Martin has been practicing as a Valuer and Property Economist since 1998, commencing his career with the Australian Valuation Office (Commonwealth Government).
- Extensive private & public experience across all asset classes for all purposes.
- Residential and non-Residential valuations for mortgage securitisation purposes, including prestige Sydney property
- Specialised valuations and advice for easements, company title properties, academic institutions, heritage properties, leasehold interests, golf courses, retirement, power generation, roads and infrastructure, distribution centres
- Expert Evidence for Family Law and commercial litigation matters.
- Valuations for Compulsory Acquisition purposes as well as acting as Determining Valuer for the NSW Valuer General
- Rental valuations for lease negotiations and determinations for commercial, retail and industrial property.
- Fair Value valuations for financial reporting and for Capital Gains Tax and GST purposes
- Valuation and property advice to the Housing NSW, NSW Department of Planning, NSW Treasury, local councils, and various Commonwealth Government departments
- Property advice includes project management, research & analysis, highest & best use studies, feasibility studies, economic modelling and asset strategies.

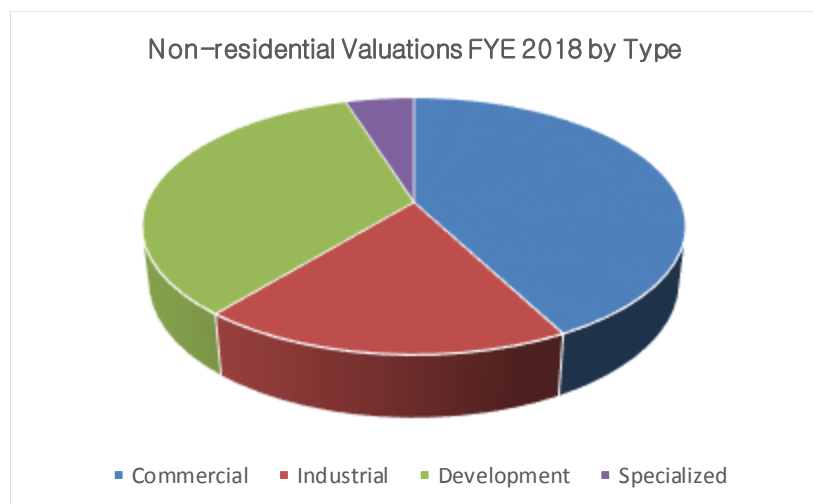
8.0 General Performance & Service Overview

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|--|------------------|
| Certified Practicing Valuers: | 18 |
| Valuations Completed FYE 2018: | \$6.019bn |
| Highest Magnitude Valuation: | \$139.9m |
| Valuation Instructions Fulfilled: | 3,981 |

Residential Focus:



Commercial Focus:



9.0 Key Points

Quality Control

Quality control commences from the appointment of fully qualified CPV's that collectively have careers averaging greater than 20 years. Such should not be lost in the broader scope of our presentation as experienced Valuers are best equipped to identifying risk, highest & best use and assess value.

Prior to dispatch as a final measure of quality control, Bertacco Ferrier directors peer review all valuation reports prior to release to our client.

Note, in respect of Expert Evidence, the Expert Witness Code of Conduct is strictly adhered to.

Qualifications

Each Valuer is a member of the Australian Property Institute with Certified Practising Valuer accreditation and current Continuing Professional Development and Risk Management Module certificates.

Client Service

We do not compromise on high professional standards. We understand valuations are conducted for a range of reasons, often in an environment of anxiety and expectation on the part of borrowers, and for expert evidence valuations, during a stressful period for parties to the matter. Cognisant of such we maintain utmost confidentiality and integrity and in doing so eliminate suggestion of bias or conflict of interest that could compromise a valuation or harm proceedings in respect of a matter.

Databases

Sale and leasing databases include *PDOL*, *PIM*, *Landata*, *RP Data* and internal sales and leasing harvesting.

Technology

Use of modelling tools including Estate Master and inhouse Excel programs, plus access to industry research through our Property Council of Australia membership, enables us to provide quality valuations that meet client needs in a fully reasoned manner, conditioned upon embracing use of such technology and research but having the Valuer drive that technology rather than allowing such to establish outcomes without knowledgeable reconciliation.

Insurance

We carry Professional Indemnity Insurance and Public Liability Insurance with Certificates of Currency available upon request.