



Capability Statement

National Offices

SYDNEY 50 Yeo St, Neutral Bay, NSW 2089

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

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

Liability limited by a scheme approved under Professional Standards Legislation.

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.

Please refer to our website for more details.

2.0 Company Details

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

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

4.0 Areas of Operation

Bertacco Ferrier Pty Ltd operate across metropolitan Sydney and Melbourne whilst major NSW and Vic. Regional centres are also serviceable.

We also have associates in Brisbane/Gold Coast, Adelaide and Perth should you have a needs in those markets.



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 for both mortgage and general purposes:

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

Specialized property valuations and areas of expertise include prestige residential, Childcare, 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 upon 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 receival platforms will have SLA's met. Clients operating independently are equally treated with punctuality through the various phases of instruction to delivery, irrespective of instruction volumes.

7.0 Key Personnel

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) Financial Reporting Certification (API)	
Professional Institute Membership	Fellow of the Australian Property Institute No. 62355 Associate of the Real Estate Institute	
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.

Name: Peter Ferrier
Position/Title: NSW Director / Valuer

Formal Qualifications:

- Certified Practising Valuer 4099
- Chartered Valuation Surveyor 5616337
- Bachelor of Applied Science (Property)
- Certificate IV in Property Services
- Expert Evidence Certification (API)
- Asset Valuation for Financial Reporting Certification (API)
- Specialist Retail Valuer Certification (API)



Professional Institute Membership

- Associate of the Australian Property Institute No. 4099
- Member of the Royal Institute of Chartered Surveyors 5616337

Demonstrated Areas of Expertise

- Peter has worked at Bertacco Ferrier since 2008 and has been engaged to value all property types for all purposes including the provision of Expert Evidence for commercial litigation matters.
- Valuations on behalf of the State Government for acquisitions and disposals.
- Mortgage valuations on behalf of an array of lenders including appointment by major bank Property Risk departments for high valued commercial portfolios.
- Development valuations with detailed reporting on all facets including absorption rates, gross realisable values, GST implications, project related site value calculations (including Estate Master modelling) and risk analysis including Settlement risk, flora & fauna, permit conditions/expiry and other pertinent factors.
- In addition to broader commercial, retail, industrial and prestige residential valuations, areas of specific expertise include Crown land rentals (such as seabed rentals for private jetties), development feasibility modelling and rental valuations being cognisant of the provisions of the Retail Leases Act.
- Prestige residential valuations throughout Victoria being regularly engaged by high net worth banking departments with properties including but not limited to clifftop dwellings within Portsea and Sorrento, 'Golden Mile' beachfront properties within Brighton and \$20 million+ dwellings within Toorak.
- Financial reporting for private and government departments.
- Compulsory Acquisition valuations.
- With more than 10 years' experience across a diverse and complex array of property types there is a deep depth of knowledge.

8.0 General Performance & Service Overview

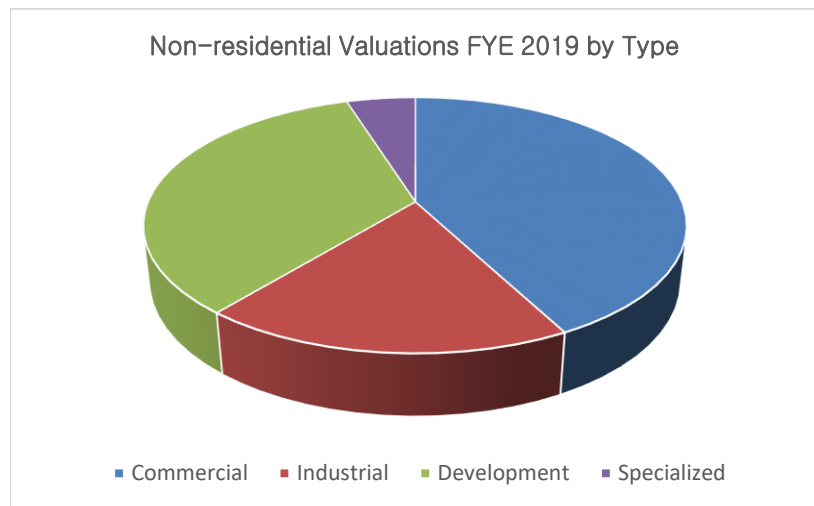
FYE 2019 Statistics

Valuations Completed: **\$5.407bn**

Highest Magnitude Valuation: **\$139.9m**

Valuation Instructions Fulfilled: **3,992**

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.

Information Security Management Systems

ISMS is an increasingly important element to protecting your business and clients with our progress towards ISO27001 Certification by April 2020.

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.

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.