



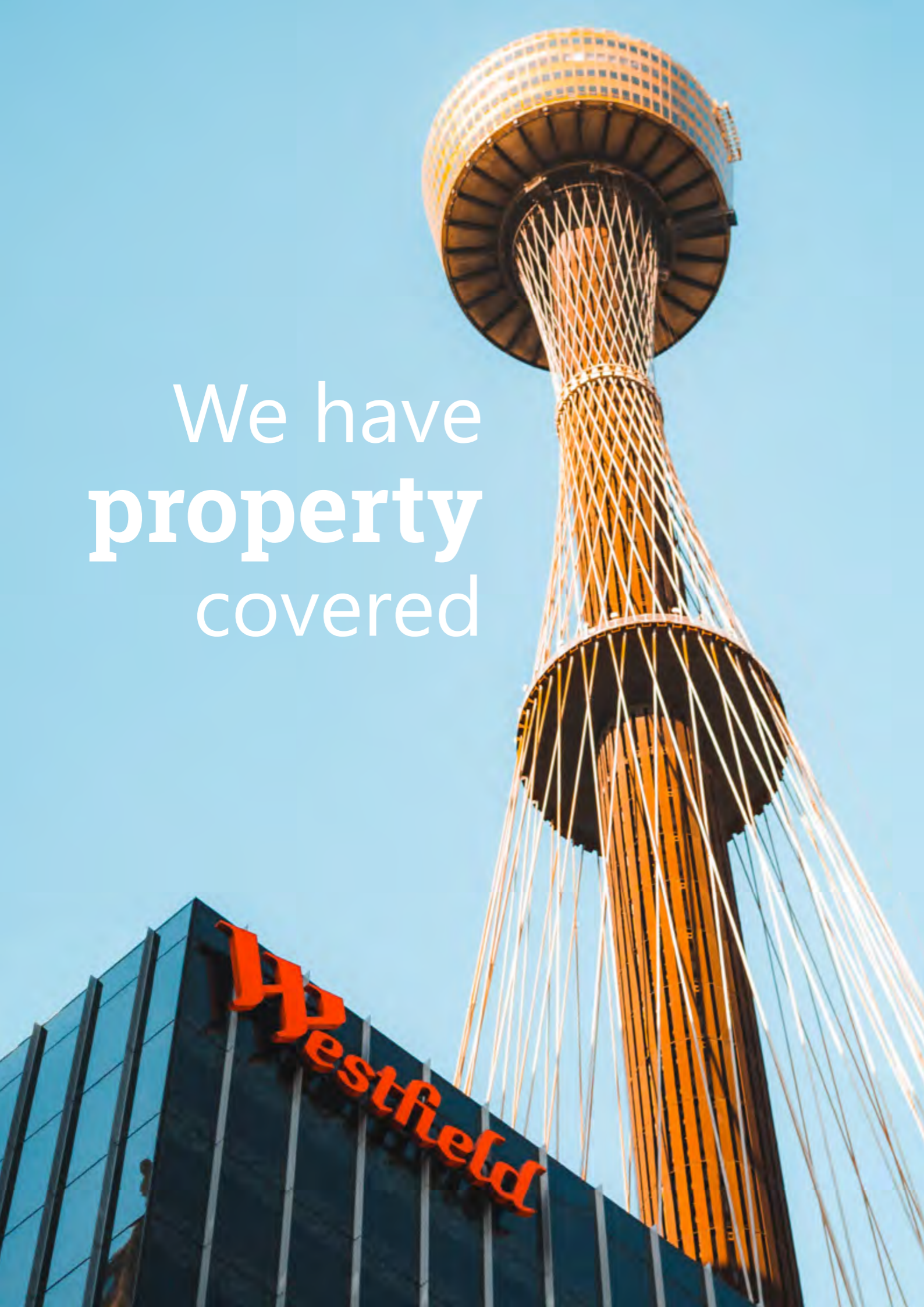
®

**Preston Rowe Paterson**

International Property Consultants and Valuers

# Our Corporate Journey





We have  
**property**  
covered

# CONTENTS

---



**Greg Preston**  
Managing Director

*Investment Valuation and Capital Market Advisory*

"Our strategic future plans to grow our Sydney presence in line with the Greater Sydney Commission's Three Cities Metropolis Vision, in conjunction with Preston Rowe Paterson's national five pillars growth strategy, is exciting."



**Greg Rowe**  
Managing Director

*Real Estate, Asset, Plant & Machinery Valuation*

"We have good reason to be proud of our achievements in the midst of the COVID19 economy in 2020 which include, the addition of three new offices, our IT technology development for valuation and our ISO 27001 Certification for Information Security Management."

**4** INTRODUCTION  
our vision  
our mission  
our culture

**12** OUR FIVE PILLARS  
our clients  
your property covered  
your needs covered  
our locations covered  
our people & culture

**24** OUR TEAM & SERVICES  
our team  
our core services  
sustainability in property  
research & development  
corporate social responsibility  
information & technology

**46** CONTACT

# OUR CORPORATE JOURNEY

Established in Sydney in 1988, Preston Rowe Paterson Sydney is a leading firm of property valuers, analysts, advisers and consultants who operate throughout capital cities and regional Australia as well as New Zealand. We also have links globally. Since start-up, it has been our philosophy to be recognised as an elite supplier of investment, development and asset property services.

Our fundamental business and service principles are knowledge, experience, professionalism and innovation.

Whether considered in the context of:-

- The clients we represent,
- The property classifications we deal with,
- The reasons clients use us, or
- The locations we cover

We have property covered.

## WE SEE OUR FUTURE JOURNEY AS ONE OF:

Working with our national group to grow our Australian and New Zealand capital city and regional footprint as well as expanding our Sydney vision to align with the Greater Sydney Global Metropolis plan.

In a few years, Sydney will transform into a global Metropolis of three productive, liveable and sustainable cities: the **Eastern Harbour City**, the **Central River City** and the **Western Parkland City**.

We are excited about aligning our services delivery strategy with the Three Cities growth strategy for Sydney.

We are also passionate about consistently modernising and refreshing our service offering to clients.





# OUR VISION

It is **Our Vision** to be recognised as a **forward thinking** supplier of investment, development and asset professional real estate and property services in the local, national and global markets.



John Korff  
Associate Director  
*Investment Valuation & Capital Markets Advisory*

# OUR MISSION

**Our Mission** is to provide the highest level of comprehensive professional **service and advice** to our clients in their real estate and property (including infrastructure, plant, machinery and equipment) pursuits and endeavours.

**We will achieve this through:-**

- People development
- 
- Process and delivery (Prop Tech and IT) improvement
- 
- Product evolution and development
- 
- Market making
- 
- Internal and external communication; and
- 
- Operating in a sustainable manner with corporate social responsibility front of mind at all times.



OUR  
CULTURE

Our Culture is founded upon the principles of hard work and dedication, acting with **professional and ethical** discipline, working collaboratively and supporting our colleagues and clients to achieve successes whilst enjoying a happy and social working environment.



Kylie Blackwood  
Associate Director  
*Finance and Operations*



# 1. OUR FIVE PILLARS

---

Whether in the context of the clients we represent, the property classifications we deal with, the reasons clients use us, the locations we cover, or our people and culture, through our five pillars, we have property covered.

## PILLAR 1



## We have **all client profiles** covered

We act for an array of clients with different property needs including:-

- Accountants;
- Auditors;
- Banks and lending institutions;
- Commercial and residential non-bank lenders;
- Co-operatives;
- Developers;
- Finance and mortgage brokers;
- Hotel owners & operators;
- Insolvency practitioners;
- Institutional investors;
- Insurance brokers and companies;
- Investment advisors;
- Lessors and lessees;
- Listed and private companies and corporations;
- Local, state & federal government departments and agencies;
- Mining companies;
- Mortgage trusts;
- Non-Bank lenders
- Overseas clients;
- Private investors;
- Property syndication managers (Unlisted REIT's);
- Real Estate Investment Trusts (Listed REITS);
- Rural landholders;
- Solicitors and barristers;
- Sovereign wealth funds;
- Stock brokers;
- Superannuation funds; and
- Trustee and custodial companies.



## PILLAR 2



## We have **property** covered

We provide valuation, advisory, research, acquisition due diligence managements, asset, property and facility management services for all types of real estate including:-

- Metropolitan & CBD commercial office buildings;
- Retail shopping centres and shops;
- Industrial, office/warehouses and factories;
- Business parks;
- Hotels, accommodation and resorts;
- Hotels (pubs), motels and caravan parks;
- Residential development projects;
- Residential dwellings (house/townhouse/apartment/unit);
- Rural properties;
- Special purpose properties;
- Extractive industries and resource based enterprises;
- Infrastructure including rail, road, airport and port facilities.



Neal Smith  
Associate Director

*Commercial Valuation and advisory services*

## PILLAR 2 (CONTINUED)



### We have **asset, plant and machinery** covered

Our asset, plant and machinery valuation, appraisal and advisory division undertake valuations for all forms of plant, machinery, furniture, fittings and equipment including:-

- Mining and earth moving equipment/road plant;
- Resort, accommodation and hotel furniture;
- Fittings and equipment;
- Office fit outs and equipment;
- Farming equipment;
- Transport equipment;
- Industrial/factory equipment; and
- Licensed club furniture, fittings and equipment.



**Dragan Lukic**  
**Associate Director**

*Residential Valuation and advisory services*

## PILLAR 3

## We have **all your needs** covered

Our clients seek our property (real estate, infrastructure, plant and machinery) services for a multitude of reasons including:-

- Acquisitions & disposals;
- Alternative use & highest and best use analysis;
- Asset management;
- Asset valuations for financial reporting to meet API, RICS, ASIC, AASB, IFRS, IVSC and state treasury corporation guidelines;
- Compulsory acquisition & resumption;
- Corporate merger & acquisition real estate
- Due diligence management for acquisitions and sales;
- Facilities management;
- Feasibility studies;
- Funds management advice & portfolio analysis;
- Income and outgoings projections and analysis;
- Insurance valuations (replacement & reinstatement costs);
- Leasing vacant space within managed properties;
- Listed property trust & investment fund valuations & revaluations;
- Litigation support;
- Marketing & development strategies;
- Mortgage valuations;
- Property management;
- Real Estate Investment Trust (Listed and Unlisted REIT) valuations and re-valuations;
- Rating and taxing objections;
- Receivership, Insolvency and liquidation valuations and support/advice;
- Relocation advice, strategies and consultancy;
- Rental assessments and determinations; and
- Sensitivity analysis.



## PILLAR 4

## We have capital city office locations covered

- Adelaide
- Canberra
- Brisbane
- Hobart
- Melbourne
- Perth
- Sydney

## We have regional office locations covered

- Albury
- Wodonga
- Ballarat
- Bendigo
- Central Coast
- Gosford
- Dubbo
- Geelong
- Gippsland
- Griffith
- Horsham
- Launceston
- Moreton
- Sunshine Coast
- Mornington
- Mount Gambier
- Newcastle
- Shepparton
- Southport
- Gold Coast
- Swan Hill
- Tamworth
- Wagga Wagga
- Warnambool

## We have New Zealand covered

- Auckland
- Greymouth
- Tauranga



## We have **all locations** covered

From our capital city and regional office locations we serve our client's needs throughout Australia. Globally, we operate directly or via our relationship offices for special purpose real estate asset classes, infrastructure and plant & machinery.

For specialised and complex real property, plant and machinery and infrastructure work as well as infrastructure assets, we service this work from our Sydney office.

## We have China, Japan, Thailand, Philippines & UAE covered

Our relationship partners in China, Japan, Thailand, Philippines and UAE are:-

- China - [appraisalchina.com](http://appraisalchina.com)
- Japan - [daiwakantei.co.jp](http://daiwakantei.co.jp)
- Thailand - [cpmcapital.co](http://cpmcapital.co)
- Philippines - [cuervoappraisers.com](http://cuervoappraisers.com)
- UAE - [windmillsgroup.com](http://windmillsgroup.com)

## PILLAR 5



## We have **people & culture** covered

---

Our culture is founded upon hard work and dedication, acting with a professional discipline, working collaboratively and supporting our colleagues and clients to achieve successes whilst enjoying a happy and social working environment.

- We have a positive “can do” attitude;
- We are respectful of one another;
- We are client focussed prioritising and servicing our client’s needs;
- We are dedicated and make an effort to continually improve;
- We communicate in ways that make us approachable so we can develop positive relationships with each other and our clients.



## OUR TEAM & 2.SERVICES

---

We aim to provide superior property advisory services specialising in consulting, valuation, property and asset management, facilities management, transaction management, as well as property market and economic research.



## We have **the team** to cover **your needs**

At Preston Rowe Paterson, we employ highly educated professionals who are committed to delivering an unforgettable service.

Our team includes valuers, analysts, property asset and facilities managers, trust accountants and advisers.

Our fundamental business and service principles are knowledge, experience, professionalism and innovation which is demonstrated in all of our daily operations.



**Dimity Marshall**  
**Associate Director**

*Investment Valuation & Capital Markets Advisory*

## Our Core Services - further explained

Preston Rowe Paterson Sydney's comprehensive service offering is centered on the provision of valuation, advisory, property, asset and facilities management services.

Our core services also fall into the following more detailed property categories:-

- Investment;
- Development;
- Asset, plant and machinery;
- Corporate real estate;
- Mortgage;
- Government;
- Insurance;
- Occupancy;
- Sustainability; and
- Research.







### Investment Property

Our investment property services generally include valuation for annual reporting, mortgage, acquisition and disposal, property management and leasing. They also include transaction advisory.

### Development Property

Our development property services include general valuations and advisory, funding valuation and feasibility studies along with highest and best use options. Our development consultancy services include site amalgamation, property acquisition and disposal, unit entitlement assessment, feasibility and sensitivity studies and marketing analysis. Our development services also include GST and margin scheme advisory for residential redevelopment, valuations subject to rezoning and DA or Voluntary Planning Agreement (VPA) advisory.

### Corporate Real Estate

Our corporate real estate solutions include strategic property and portfolio planning, asset management, space planning and facilities management.



**Andrew Bates**  
**Director**

*Commercial Valuation and Advisory services*



### Property Asset & Facilities Management

Our property asset and facilities management services include tenancy management, building services, contract management and trust accounting using the Yardi IT platform.

### Mortgage Valuation

Our mortgage valuation services include valuation for all property classifications.

### Government Valuation & Advisory Services

Commonwealth, state and local government services include asset valuation for rental, financial reporting, compulsory acquisition/resumptions and local government Voluntary Planning Agreement (VPA) offset valuations.

### Occupancy Management

Our occupancy services generally include facilities management for owned and leased portfolio including rental advisory.

## Insurance Valuation

Our insurance valuation services include insurance valuations of all building types and all types of plant and equipment, heritage buildings and special purpose asset classes.

## Financial Reporting Valuation

Our asset, plant and machinery valuation, appraisal and advisory division undertake valuation of all forms of real estate, plant, machinery, furniture, fittings and equipment for financial reporting purposes. We undertake valuations of all forms of real estate infrastructure, plant, machinery, furniture, fittings and equipment to meet with the requirements of various legislation and accounting guidelines as they effect corporate and government assets.

The standards which are applied to the valuation of real property, plant, machinery and equipment assets for financial reporting are summarised as follows:-

- API – Valuation Standards
- RICS – Valuation Standards
- IVSC – Valuation Standards
- AASB 5 – Non Current Assets Held for Sale and Discounted Operation
- AASB 13 – Fair Value Measurement
- AASB 16 – Leases
- AASB 116 – Property Plant and Equipment
- AASB 136 – Impairment of Assets; and
- AASB 140 – Investment Property

We also have a comprehensive understanding of state based treasury corporation guidelines.



## We have **sustainability** **in property** covered

---

Energy and sustainability management are a key focus for all organisations. At Preston Rowe Paterson we work with specialist partners to master in NABERS building ratings as well as strategies and recommendations on improving energy savings.

In addition to striving for excellence in sustainability principles, we coordinate a range of sustainability services with the relationship firms including:-

- Reporting on the cost consumption or emissions;
- Ratings and certifications;
- Green Star building valuations;
- New building transitions;
- Cost/benefit analysis of green development;
- Energy audits;
- Green leases;
- Strategy and planning;
- Base-lining and assessment;
- Energy management plans;
- Water management plans;
- Indoor air quality assessment;
- Greenhouse gas emission management plan;
- NABERS assessments;
- Sustainability monitoring; and
- Chemical environmental impact assessment.





## We have **research** covered

---

Research services are an integral part of all of our professional services. We research all assignments in detail and also prepare market analysis reports on behalf of clients, which are uploaded to our website and emailed to clients regularly.

We cover **national, local** and **economic** research reports.



**Michael Goran**  
**Associate Director**

*Commercial Valuation and Advisory services*



## We have **corporate social responsibility** covered

---

Preston Rowe Paterson defines corporate social responsibility in three main categories namely economic, social and environmental.

In an economic setting, we give our support to our clients in a post-COVID-19 return to the office to help to boost the economy and businesses affected by the COVID-19 circumstances.

On a different note, we also believe our sustainable practices help to ensure we act responsibly towards our shareholders, stakeholders, clients, staff members, community and the environment.



Daniel Saliba  
Associate Director

*Investment Valuation and Capital Markets Advisory*

## We have **information & technology** covered

---

In our quest for innovation, Preston Rowe Paterson have adopted three key software platforms.

- **PRPOnline**; Built in-house and maintained by Australia's best code writers, PRPOnline is an IT platform that links our valuers and clients globally via the internet.
- **Yardi**; Preston Rowe Paterson have been using Yardi property asset and facilities management and trust accounting software for a number of years now as we believe it is the best available software in the marketplace; and
- **Forbury and Argus Estate Master**; In addition to using our own property valuation software for DCF valuation, we also use Forbury multitenant investment valuation software and Argus Estate Master development valuation software.



## Our record of **accomplishment**

---

Preston Rowe Paterson Sydney has a comprehensive track record of accomplishment in the services it provides.

Case studies may be found on our webpage which showcase the diversity of work we have undertaken across the four pillars that underscore our service offering.

Our case studies include major multi-tenant office and retail investments, significant business park and industrial properties, infrastructure, hotel and leisure, residential development and residential properties as well as special purpose asset classes, airports, shipping ports and all types of plant and machinery.

Please see our case studies on our website for the further details on individual projects and portfolios we have been proud to have been associated with.

Get a quote for our services at  
[www.prpsydney.com.au](http://www.prpsydney.com.au)





## CAPITAL CITIES

Adelaide | Canberra | Brisbane | Hobart | Melbourne | Perth | Sydney

## REGIONAL AREAS

Albury | Wodonga | Ballarat | Bendigo | Central Coast | Gosford | Dubbo | Geelong | Gippsland | Griffith | Horsham | Launceston  
| Moreton | Sunshine Coast | Mornington | Mount Gambier | Newcastle | Shepparton | Southport | Gold Coast | Swan Hill |  
Tamworth | Wagga Wagga | Warnambool

## NEW ZEALAND

Auckland | Greymouth | Tauranga

## INTERNATIONAL ASSOCIATES

China | Japan | Thailand | Philippines | UAE



**Preston Rowe Paterson**

International Property Consultants and Valuers

Preston Rowe Paterson Sydney Pty Limited

ABN 61 003 139 188

Level 7, 1 Market Street,  
Sydney NSW 2000 Australia

Telephone +61 02 9292 7400

Facsimile +61 02 9292 7404

Follow us on Social Media



[mailroom.sydney@prp.com.au](mailto:mailroom.sydney@prp.com.au)

[www.prpsydney.com.au](http://www.prpsydney.com.au)

