

Clint Jellis

National Executive Director – Advisory

B.Bus (Prop), AAPI, CPP

CHARTER.
KECK CRAMER



Clint Jellis joined Charter Keck Cramer in February 1998 and has since gained extensive experience across a broad range of property sectors. Clint's technical background is in valuations, having previously been a member of the firm's Industrial Practice Group before joining Charter's Advisory business unit in 2002 and then being made a Director of the firm in 2007.

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**Leaders in
Property
Intelligence.**

At Charter, our multi-disciplinary capability draws on the skill and expertise of industry leading specialists across Advisory, Research, Valuation and Project services. This unique approach lets us deliver our clients the ultimate in property intelligence.

Charter Advisory hold a unique understanding of how to find the true value of any property within what can be a dynamic landscape.

Charter utilise and impart this knowledge, ensuring informed investment decisions, and allowing clients to strategically position themselves in any property cycle.

The quality of Charter's Advisory services is based on our:

- » Seasoned, highly skilled professionals.
- » Unique market knowledge.
- » Extensive resource network.
- » High degree of independence.

PROFESSIONAL BACKGROUND

Academic qualifications and relevant industry associations.

- » Bachelor of Business (Property) - RMIT
- » Associate of the Australian Property Institute - Member No. 62871
- » Certified Property Practitioner of the Australian Property Institute
- » Member of the Chartered Institute of Logistics and Transport (CILTA)

RECENT INDUSTRY EXPERIENCE

Now as a National Executive Director, Clint co-runs the Advisory Business Unit, providing property solutions to a diverse range of clients, specialising in the areas of divestments, acquisitions, lease negotiations, development and strategic planning. A selection of Clint's clients is provided over page and further information on the project is available on request.

Transaction Management

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| » Allied Pinnacle, National | \$388m |
| » Village Roadshow, Gold Coast | \$101.5m |
| » Harry the Hirer, Buckingham Street | \$25m+ |
| » Peter's Ice Cream, Clayton, Vic | \$62m |
| » Melbourne University, Sturt Street, Southbank, Vic | \$52.1m |
| » Digital Harbour, Docklands, Vic | \$37m |
| » JGL, Leichardt NSW | \$47m |
| » King David School, Vic | \$15m |
| » John Swire and Sons + Alex Fraser, 3 x Locations, Vic | \$50m |
| » Dulux, O'Connor, WA | \$9.8m |
| » Kent, Wacol, QLD | \$13.7m |
| » Costa, National | \$100m |
| » Swire, Marsden Park, NSW | \$28m |
| » Swire, Clayton, Vic | \$12m |
| » Swinburne University of Technology, Lilydale, Vic | \$30m |
| » Central West Shopping Centre and Business Park | \$140m |
| » Secon/Rosen, Corner Blackshaws and Kyle Roads (Precinct 15), Altona North | \$48m |

Acquisitions / Accommodation Solutions

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| » BAM Wines, Prestons, Sydney |
| » Kent Relocation Group, National Accommodation Strategy |
| » Alex Fraser, Archerfield, QLD |
| » Dulux, Merrifield Business Park, Vic |
| » Hickory Group, Laverton, Vic |
| » McDonalds, Cranbourne East, Vic |
| » Specsavers HQ, Vic |
| » TIC Group, Tottenham, Vic |
| » Swire, Prestons, NSW |
| » NHP Engineering, Murrarie, QLD |
| » Mainfreight, SA/VIC/QLD |
| » Wattyl (Valspar) National Portfolio |
| » Kent Relocation Group, Sydney, NSW |
| » Swinburne University, The Hawthorn, Vic |
| » CFMEU, Melbourne Warehouse Requirement |
| » Royce Hotel, Vic |

Development & Valuation Advisory

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| » ACG Portfolio, NZ |
| » Essendon Football Club, Vic |
| » Orica, Deer Park Victoria |
| » Precinct 15, Altona North, Victoria |
| » Ceva, Victoria and WA |
| » Anglicare, Victoria |
| » Swire, Homebush, NSW |
| » Swire, Cherwell (National) |
| » Pacific Dunlop, Somerton, Vic |
| » Goodyear, National. |
| » Cobs Fine Foods, Vic |
| » TIC Group, Vic |
| » Sigma, Sydney, NSW |
| » Harry the Hirer, Burnley Street, Vic |
| » One Steel, Sunshine, Vic |

Transaction Management

- » Allied Pinnacle engaged Charter as advisor for the sale and long term leaseback of 10 industrial properties. The primary activity at each of the properties is broadly either flour milling; flour mixing or production and distribution of frozen bakery products. The ten properties across Victoria, New South Wales, Queensland, Western Australia and South Australia form a portfolio of almost 130 Hectares of land in inner city, suburban and regional locations and were sold to Qualitas for \$388m.
- » Village Roadshow Limited engaged Charter as Property and Transaction Advisor for the Sale and Leaseback of its 154 hectare site in Queensland. The site comprises six land parcels incorporating Warner Bros Movie World, Wet'n'Wild, Australian Outback Spectacular, Paradise Country and soon to open Top Golf. Charter worked with Urbis to identify potential future residential developable land opportunities, assisted Baker McKenzie in the drafting of the Lease, and then worked alongside Colliers International in the sale and negotiations. Ultimately the property was sold to Altis Property Partners for circa \$101.5 million.
- » Harry the Hirer engaged Charter as Transaction Manager to assist in the sale of their property which comprises a substantial allotment of some 4,871 sq.m., having frontages to Buckingham and Burnley Street. Charter assisted the client in obtaining a planning permit for a mixed use building comprising 176 apartments, 3 townhouses and a café. The property was successfully sold in early 2018 via expressions of interest for a price over \$25m.
- » The University of Melbourne engaged Charter as Transaction Advisor for the 268 Sturt Street, Southbank site, which was deemed surplus to requirements. The EOI campaign included Land Subdivision and Consolidation, Management of various sub-consultants, Master Planning. The international campaign attracted "Tier 1" domestic and international development and investment capital and sold for a premium price of \$52.1m with a development scheme for 349 apartments.

- » JGL appointed Charter to manage the Transaction of their Kolotex, Leichhardt (NSW) site. Charter's role as Adviser and Transaction Manager was to manage the final stages of the rezoning of the property from Industrial to Mixed Use and Medium Density Residential. Charter, on behalf of the client, then managed all aspects of the sale process and acted as the primary point of contact with the appointed agent. Charter negotiated the successful sale of the property to Greenland via Expressions of Interest in May 2014 for \$47,100,000 + GST.
- » Appointed to provide Advisory and Transaction Management Services to assist Australasian Food Group Pty Ltd - Trading as Peters Ice Cream to complete the successful sale and lease back of its strategic Mulgrave premises. More specifically, our involvement included: reviewing and assembling all relevant technical due diligence information for the sale process; confirming an in-house view as to value based on an acceptable commencing rental; appointing the most appropriate selling agent; signing off on the divestment strategy; finalising the draft lease, development agreement and Contact documentation; and managing the divestment process including the post-sale negotiation and settlement phase.

Following a competitive public Expressions of Interest campaign, the property was sold to Charter Hall for \$62,000,000 - with exchange of documents and simultaneous settlement occurring in line with timing expectations in January 2014.

Acquisitions / Accommodation Solutions

- » Bam Wines engaged Charter to represent their interests as tenant to secure a new temperature controlled warehouse facility of circa 10,000sq.m. Charter along with the appointed agent LJ Hooker prepared an accommodation brief which was issued to the market to identify leasing options in Western Sydney. Charter analysed a number of existing and purpose built options and shortlisted accordingly. Ultimately the balance of a building which was in the early stages of construction at Kurrajong Road, Prestons was identified as the preferred option with Charter Hall the developer. Charter lead commercial negotiations and the subsequent Agreement for Lease and Lease documentation, the new facility was delivered successfully for BAM in May 2017.

- » The Hickory Group appointed Charter to locate and secure an appropriate 20,000 sq.m. warehouse facility in Melbourne's Western Suburbs to accommodate the current and future requirements of the business. Charter initially investigated, Land Purchase, Turnkey solution, Prelease and Existing improved properties, before administering a more detailed Phase 2 - Tender process for a purpose built leased premises with a target date of February 2017 for the completed facility in Laverton, Victoria.
- » Charter was engaged by Kent Relocation Services to provide strategic property advice, incorporating analysis of the local market and options available, in relation to its future accommodation requirement in Sydney NSW. Specifically, Charter was engaged in the identification of a suitable land holding and investment partner in relation to a Joint Venture development for the purpose built facility. Charter's role includes development of an accommodation brief, communication of this brief to the marketplace, shortlisting of properties/developers, negotiation and due diligence, deal execution and joint venture. In October 2015 a joint venture deal was finalised with Fife Capital in Yennora, NSW.
- » Charter was engaged by Swinburne University to provide pre-purchase valuation advice, bid strategy and negotiation services for the successful acquisition of The Hawthorn Hotel in Burwood Road, Hawthorn for the sum of \$7,500,000 in August 2015.

- » Swire Cold Storage engaged Charter to assist in a site identification and procurement exercise for 7 ha. in Western Sydney, NSW. Our scope of works comprised four key phases being: project inception, site identification, negotiation & due diligence and site procurement. This required detailed consideration so as to achieve the desired outcome, being the identification and procurement of the most appropriate site for the possible construction of a new storage and distribution Premises. Contracts were exchanged in July 2014 for a site solution in the Sydney Business Park, Marsden Park, NSW.

Charter represented Swire again in 2016 in successful acquiring a further 4 hectare site in Prestons, NSW in what was a strategic landbanking opportunity adjacent to their existing Prestons facility.

- » Dulux engaged Charter to locate and secure an appropriate land holding in metropolitan Melbourne for the construction of a new state of the art paint manufacturing facility. A thorough search was undertaken within 60km of Melbourne, and after extensive due diligence and negotiation phases, Charter administered a Contract of sale for the purchase of 17 ha. at MAB's Merrifield Business Park in Melbourne's northern suburbs.
- » Charter identified an opportunity for Kent Relocation Services to purchase a facility off-market that Kent part occupied as sitting tenant in Wacol QLD. Charter undertook a value assessment of the property then negotiated a successful re-acquisition of the property from 360 Capital Group at below market value.
- » Charter represents two private landowners of a 67 ha. site within a significant urban renewal precinct in Altona North that is to be converted from Industrial to *Residential/ Mixed Use*. Our role includes the representation on the Project Control Group (PCG) to work through the various issues that arise with a project of this scale. Charter will continue to represent the landowners in understanding the value and risk implications of participating in various end development and divestment models.

Development & Valuation Advisory

- » Charter was engaged by Harry the Hirer in January 2016 to represent their interests in achieving a rezoning for their main site in Burnley Street, Richmond. Authorisation to proceed to public exhibition was achieved in December 2017. The proposal contemplates a major residential, commercial and community development outcome on a 1.3 Hectare Mixed Use Zoned site.
- » Charter was engaged by Orica in relation to a highly strategic 146 ha. site in Deer Park VIC, the vast majority of which was surplus to Orica's needs. Orica engaged a project team to understand the issues related to the site and ensure it extracted maximum value from the asset. Charter's role was to understand the impact of the issues, identify the highest and best uses under a potential rezoning and help shape the masterplan. Based upon the masterplan, Charter undertook a market assessment/feasibility analysis to demonstrate to Orica's Board the potential value uplift of pursuing a rezoning.
- » Ceva engaged Charter to undertake an independent review of three proposals in VIC, NSW and WA, for a new facility. Charter are ensuring that Ceva is securing the most competitive deals possible to reflect the nature of the scale of requirement; strength of covenant and current favourable market conditions. Following Charter's validation, deals have occurred in VIC and WA.

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ADVISORY.
RESEARCH.
VALUATIONS.
PROJECTS.