

## PETER HUTCHINS.

Managing Director  
B.Bus (Prop), AAPI, CPP, F.Fin

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Peter Hutchins is the Managing Director of Charter Keck Cramer, a leading Australian independent property advisory firm.

With 25 years' property experience, Peter is a senior advisor to Corporates, Governments and the Private Sector on complex property and portfolio matters. Peter has extensive national experience and international engagements into Canada and the United Kingdom .

### Corporate Real Estate

Peter started Charter's CRE business in 2000 built around the following principals;

- Identifying hidden value
- Applying specialist skills to unlock value
- Manage transactional risk
- Deliver premium outcomes in all market conditions
- Adhere to strict governance via independence.

### Private Equity

In contrast to its global peers, the Australian property market offers sophisticated investors an extremely homogenous opportunity set. A "private equity" approach to Australian property has historically been the sole domain of direct property investors; Charter Private Equity offers five core attributes:

- Superior quality deal flow
- Rigorous research-driven analysis
- Proactive post-acquisition management
- Effective financial engineering
- Alignment of manager/investor interests.

This investment approach delivers higher portfolio returns whilst investors are safeguarded by the highest level of corporate governance.

### Professional Background.

Academic qualifications and relevant industry associations.

- Bachelor of Business (Property) - RMIT
- Associate of the Australian Property Institute - API Member No. 62486 (API)
- Certified Property Practitioner - Australian Property Institute (API)
- Member of the Property Council of Australia (PCA)
- Fellow of the Financial Services Institute of Australasia (FINSIA)
- Fellow of the Australian Institute of Management (AIM)
- Member of the Australian Institute of Company Directors (AICD)
- Member of the Royal Institute of Chartered Surveyors (RICS)
- Member of Facilities Management Australia (FMA)
- Member of CoreNet Global

### Specialisation.

- Investment.
- Development.
- Transaction Management.
- Accommodation Planning & Procurement.
- Private Equity Management.

### Industry Experience.

Peter has been engaged as a senior adviser across a range of major projects in both the private and public sectors, as well as for several not-for-profit organisations.

Leaders in  
Property  
Intelligence.

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## Private Sector.

- **Telstra** - Transaction Management Under Contract – National Divestments Program (\$150 million).
- **Telstra** – London Data Centre Sale and Lease Back (\$75 million).
- **Telstra** – Port Headland Master Plan and Divestment (\$15 million).
- **Telstra** – Hobart Lease Negotiation; 6,000 sq.m.
- **Telstra** – Perth Lease Negotiation; 25,000 sq.m.
- **Telstra** – Adelaide Lease Negotiation; 20,000 sq.m.
- **Orica** – Deer Park Highest and Best Use Assessment of Master Plan 150 Hectares.
- **Amcors** – Corporate Advisor Fairfield Paper Mill 16 Hectares (\$120 million).
- **Suncorp** – Capital Exit Strategy Pentridge, Coburg; 6 Hectares.
- **PGA** – Private Equity Allocation, Development Project Ivanhoe (\$25 million).
- **Ridley Corporation** – Cheetham Salt Fields Adelaide Feasibility and Development Advisory, 980 Hectares.
- **ING Office Fund** – Canadian Pension Fund Office Portfolio Review (\$1 billion).
- **Mutual Trust** – Project Review and Development Advisory Eynesbury.
- **Invest Tech** – Highest and Best Use Assessment, Accommodation Study, Relocation Project, Perkins Shipping Darwin.
- **Melbourne Cricket Club** – Melbourne Metropolitan Site Search Project.
- **Jagen** – Shell Portfolio Sale and Lease Back (\$20 million).
- **Lend Lease** – Research Highest and Best Use St Vincent's Hospital Campus Fitzroy.
- **Holmesglen Institute** – Investment Strategy; Victorian Portfolio (\$100 million).
- **Telstra** – Portfolio Review and Accommodation Strategy; Melbourne Portfolio.
- **Tru Energy** – Development Advisory, Feasibility Analysis, Options Analysis and Value Release Strategy; Tallawarra NSW 550 Hectares.
- **Australian Top 10 Company** – Research, Planning, Development Advisory and Transaction Management; 40,000 sq.m Office Campus (\$230 million).
- **Costa Logistics** – Research, Divestment Strategy and Implementation; National Industrial Portfolio (\$100 million).
- **Private Client** – Leasing Administration and New Office Building, Lygon Street, Carlton.
- **Origin Energy** – Transaction Management, Mornington (\$6 million).
- **Hostplus** – Equity Allocation Review, Queensland and NSW (\$50 million).
- **Telstra** – Site Search Melbourne Datacentre.
- **Holden Limited** – Master Planning, Feasibility Analysis and Development Advisory 45 Hectares, Port Melbourne.
- **AV Jennings** – Transaction Management: Lyndarum Activity Centre (\$5 million).
- **King David School** – Accommodation Planning, Valuation Advice, Highest and Best Use Assessments: Malvern Campuses.
- **Telstra** – Lease Negotiation: 125,000 sq.m , Sydney and Melbourne.
- **American International Assurance Company (Australia)** – Accommodation Needs Analysis: 6,000 sq.m , St Kilda Road, Melbourne.
- **Abacus** – Off Market Acquisition: Investment Grade Industrial Property (\$20 million).
- **Ventura Bus Lines** – Accommodation Needs Analysis and Off Market Acquisition on a Strategic Site: Clayton, Melbourne (\$5 million).
- **VOF Management** – Private Equity Capital Management: Richmond, Abbotsford and East Melbourne (\$20 million).
- **ANZ Bank Limited** – Feasibility and Valuation Advice: The Burnett Centre, Prahran (\$60 million).
- **The Five Mile Press** – Pre-commitment New Industrial Building 10,000 sq.m Melbourne's Eastern Suburbs.
- **Grocon** – Feasibility Analysis relating to Australia and New Zealand Banking Group Limited 80,000 sq.m Global Head Quarters (\$500 million).
- **Sarah Lee** – Transaction Management Corporate Head Quarters South East Melbourne (\$16 million).

- **Esanda** – Accommodation Review and Feasibility existing Premises and Potential New Accommodation (6,000 sq.m).
- **Grocon** – Pre Acquisition Advice and Feasibility: Mercy Private Hospital, East Melbourne (\$35 million).
- **Freemasons Victoria** – Feasibility Analysis and Value Assessment Freemasons Hospital Campus, East Melbourne (\$40 million).
- **Private Client** – Offer off Market Acquisition Commercial Office Building, Ringwood (\$200 million).
- **Private Client** – Off Market Acquisition, Camberwell Central, Camberwell (\$35 million).
- **Western Mining Corporation** – Accommodation Review and Options Analysis, Melbourne CBD (15,000 sq.m).
- **John Danks and Son** – Transaction Management Industrial Development Site, Ringwood (\$6 million).
- **Challenger International** – Off Market Acquisition Mobile House, St Kilda Road Melbourne (\$73 million).
- **British Petroleum (BP)** – National Portfolio Review (\$400 million).
- **CBus** – Strategic Review and Valuation Advice Prime Adelaide Office Building (\$40 million).
- **International Client** – Portfolio Review Woolworths Petrol and Petrol Plus Stations Nationally (\$300 million).
- **Private Client** – Lease Negotiation Woolworths Tenancy 20 Years.
- **Private Client** – Transaction Management Prestige Residential Development, South Yarra (\$12 million).
- **Mayall** – Divestment Residential Development Site River Street, Richmond (\$8 million).
- **Lend Lease** – Regional Site Search Aged Care Project.

## Public Sector.

- **Major Projects Victoria** – Feasibility Analysis E-Gate 20 Hectares.
- **VicTrack** – Strategic Portfolio Review; Victoria.
- **Major Projects Victoria** – Feasibility Analysis; E-Gate.
- **Major Projects Victoria** – Feasibility and Strategic Advice; Federation Square East.
- **Victoria Police** – Accommodation Procurement 5,500 sq.m; Melbourne CBD.
- **Borough of Queenscliff** – Highest and Best Use and Master Planning Residential Development Site (\$8 million).
- **Victoria Police** – Whole of Accommodation Review, Melbourne Portfolio; 35,000 sq.m.
- **State Government** – Accommodation Review and Business Case for Department of Infrastructure.
- **State Government** – Independent Financial Review in response to an Accommodation Relocation Proposal Department of Sustainability and Environment and Department of Primary Industry.
- **Commonwealth Games Planning Advisory Committee** – Independent Review of Commonwealth Games Village, M2006 Games.
- **Victorian Department of Infrastructure** – Independent Advisor Redevelopment Richmond Railway Station.
- **State Government of Victoria** – Department of Treasury and Finance Independent Review of the Supreme Court Precinct.
- **State Government of Victoria** – Whole of Government Melbourne CBD Commercial Office Portfolio Review (500,000 sq.m).
- **Department of Treasury and Finance** – Regional Accommodation Review

## Not-For-Profit Organisations.

- **Freemasons** – Dallas Brooks Hall Joint Venture Residential Development.
- **St Vincent's and Mercy Private Hospital** – Western Corridor Land Acquisition (\$10 million).
- **ARCBS** – Feasibility Analysis - Victorian Headquarters (\$120 million).
- **ARCBS** – Melbourne Head Quarters (\$150 million).
- **Baptcare** – Transaction management; Hawthorn (\$12.5 million).
- **ARCBS** – Research, Site Procurement, Development Agreement and Project Delivery; Sydney Headquarters (\$140 million).
- **Royal Australasian College of Surgeons** – National Portfolio Review, Brisbane, Sydney, Melbourne and Adelaide.
- **Amnesty International** – Head Office Divestment and Relocation, Melbourne.
- **Berry Street, Victoria** – Masterplan Highest and Best use and Transaction Management, East Melbourne site (\$5.5 million).
- **Berry Street, Victoria Head Office Relocation** – New Office Building Richmond.
- **MECWA** – Off Market Acquisition Aged Care Development site (\$9 million).
- **MECWA** – Transaction Management (\$10 million).
- **Scope (Vic)** – Transaction Management Surplus Land (\$4 million).
- **Scope (Vic)** - Project Management New Facility (\$3 million).
- **Salvation Army** – Due Diligence and Master Planning Inner East Melbourne Development Site.