

# Ivan Lam

Executive Manager ASEAN REGION and CHINA

B.Eng (Adelaide), M.AppFin (Macquarie)

**CHARTER.**  
KECK CRAMER



Ivan Lam is the Executive Manager - ASEAN Region and China, based in the Melbourne Head Office. The need for a dedicated resource grew from the substantial increase of Asian clients based in Australia and overseas through the ASEAN Region, and China. Accordingly, and to provide the strongest possible liaison and professional focus and respect for the relationship between Charter and its Asian clients, Ivan has been appointed to this Executive role.

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Property  
Intelligence.**

Ivan is of Chinese heritage, born in Hong Kong, and raised and educated in Australia. He spent eight years in Hong Kong, Taiwan, Shanghai and Beijing before returning to Australia. Ivan has worked at two major Australian financial institutions before joining Charter Keck Cramer. He holds an Electrical & Electronic Engineering Degree from The University of Adelaide and a Masters Degree in Applied Finance from Macquarie University.

Reporting to Peter Hutchins as Managing Director and Scott Keck as Chairman, Ivan is responsible for being accessible and available for opportunities between the firm and its clients. Ivan will facilitate the clearest understanding and best advice about the full range of professional services available through the firm.

Ivan's main focus is to ensure that Australia bound investment into the property markets from the entire Asian region is offered the opportunity of convenient engagement with highly skilled, objective, experienced and cost effective professional resources to assist in their investment process and strongly guard their ultimate investment.

As with lawyers and accountants, we at Charter are also the provider of professional services around property related matters and are increasingly engaged in providing objective, independent (non-Agency) advice to arriving clients, whether their need be in relation to direct property acquisition, project development, equity investment, or providers of finance. Through our multi-divisional professional services, we provide a range of very relevant pre-purchase services, including financial analysis and projections, reports as to current value and for mortgage purposes, Project Management, and Quantity and Land Survey Services extending to Civil Engineering. We have a vast nationwide data base and can very quickly obtain full and reliable information to assist with an accurate, speedy due diligence.

We have noted that there can be a degree of inexperience, misunderstanding of market protocols or lack of crucial information by investors new to Australia and as a non-Agency, objective consultant, we can be engaged by clients' associated accountants or solicitors, to be their "guardian" and to ensure that their ultimate decision is soundly based. Sadly, there simply have been too many instances, of overseas

Fluent in Mandarin and Cantonese, and with a cross cultural understanding, Ivan is in a position on behalf of Charter to assist clients with their real estate needs and to reassure them as to the appropriateness and common sense of engaging an independent specialist to assist their decisions. We adhere to high levels of compliance, audit, and review, and are able to move quickly to provide clients with full information to enable them to have a competitive negotiating position rather than being either ill informed, or delayed in processing due diligence too slowly.

My role is to be available at all times, to pursue and to facilitate the introduction of our firm and its range of services to local and incoming Asian clients. I operate both from our Melbourne and Sydney Offices, and depending on circumstances I am happy to travel internationally as may be required. So far as I am aware, there is not another organisation in Australia with the range of services that Charter has to offer in conjunction with somebody appointed to a role such as mine and accordingly we consider ourselves to be in a unique position to attend to the needs of Asian clients better than any other independent property consultant.

#### PROFESSIONAL BACKGROUND

Academic qualifications and relevant industry associations.

- » Bachelor of Electrical and Electronic Engineering (Adelaide)
- » Masters in Applied Finance (Macquarie)
- » President of the Hong Kong Australia Business Association Victoria Chapter
- » Member of the Australian Chamber of Commerce Shanghai and Singapore

#### INDUSTRY EXPERIENCE

Ivan has extensive client relationship management experience and deep understanding in the Asian market. He also has strong banking background working for two major financial institutions in the area of Retail and Business banking and involvements with assisting clients in financing property development projects.