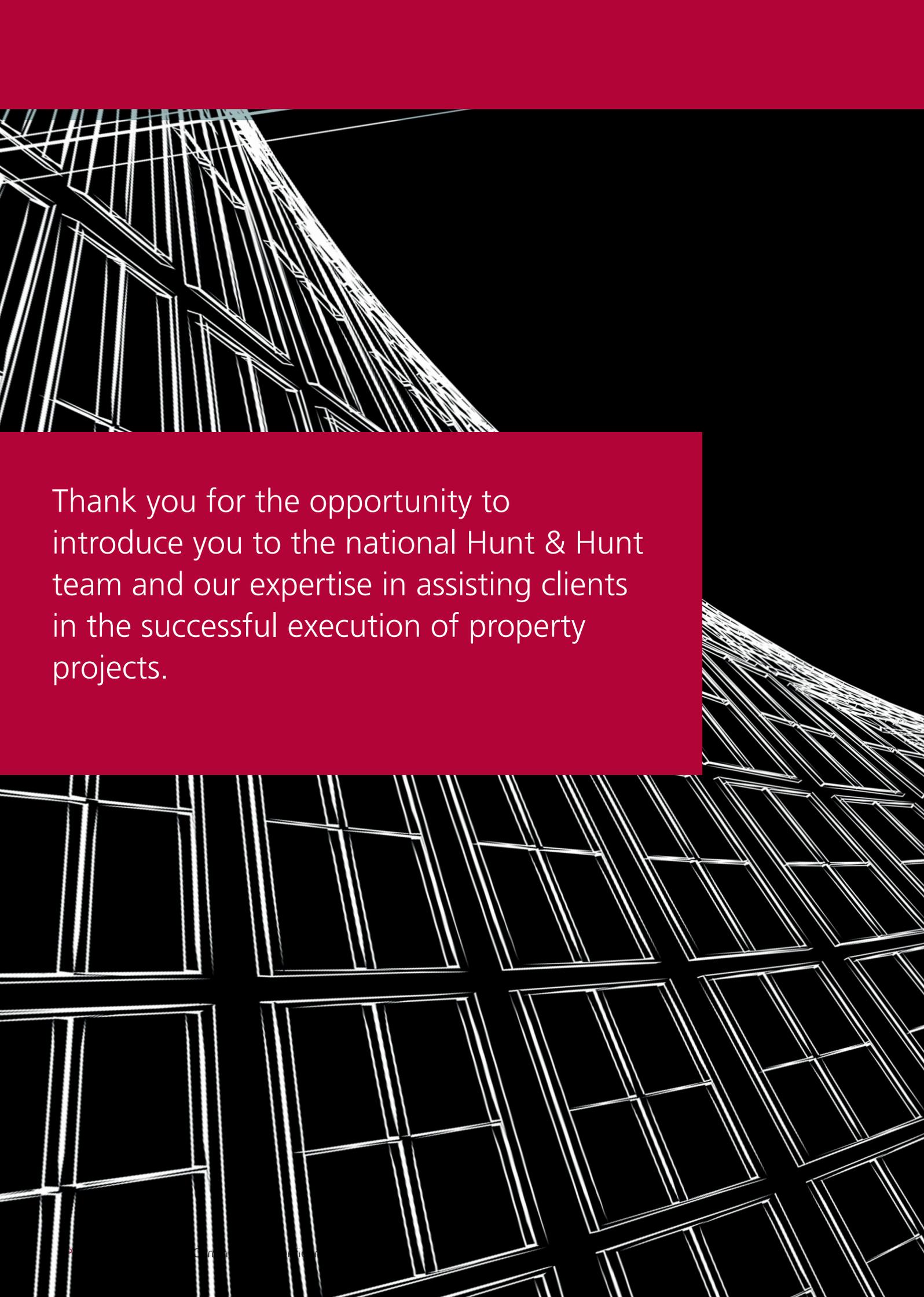


Property and Projects

Introducing Hunt & Hunt's national team

January 2016





Thank you for the opportunity to introduce you to the national Hunt & Hunt team and our expertise in assisting clients in the successful execution of property projects.

WHY HUNT & HUNT?

Specialist expertise in property projects

With experts in property acquisition and sale, environment & planning, project financing, building & construction and commercial leasing, we can offer clients an integrated service from project inception through to completion and ongoing management. Many of the property transactions and matters that we have been involved in are significant in terms of value, complexity and strategic importance or potential risk exposure – we are committed to ensuring the smooth execution of every project.

A strategic, commercial approach

We understand the importance of strategic and creative thinking, competent project management and timeliness in progressing and completing property projects. Our experience in advising all types of property sector stakeholders – including corporate and institutional owners, rural landholders, property developers, mortgage financiers, private client owners, resort/hotel owners and government agencies – provides us with real insights into the different perspectives and critical drivers of property projects, enabling us to assist in negotiating the optimal outcome for our clients.

Client outcome driven

We listen to our clients and take a personal interest in their business. Understanding their priorities and business objectives allows us to identify and deal with opportunities and risks specific to their business. Our focus is always on achieving our client's desired outcome and working with other advisers to deal with any obstacles that arise.

Local touch, national reach

Hunt & Hunt offers our clients a local presence with national expertise. With a team of approximately 60 partners and 400 professionals, our firm has offices across Australia in Sydney, Melbourne, Brisbane, Adelaide, Perth, Hobart, Darwin and an office in Shanghai. We have the ability to collaborate with our various teams nationally to deliver the resources needed to provide you an integrated and timely service.

Delivery of value

We are sensitive to clients' concerns about legal costs. We have carved out an enviable position in the Australian legal market by positioning our firm at the mid-point on price, and will proactively assist you in containing your legal costs without compromising results.

Collaborative approach

It is imperative that clients trust their advisers to work together effectively. We pride ourselves on our ability to build genuine collaborative relationships and take a team-based attitude to working with other professional advisers, like valuers, funders, financial advisers, accountants, engineering consultants, surveyors and planners.

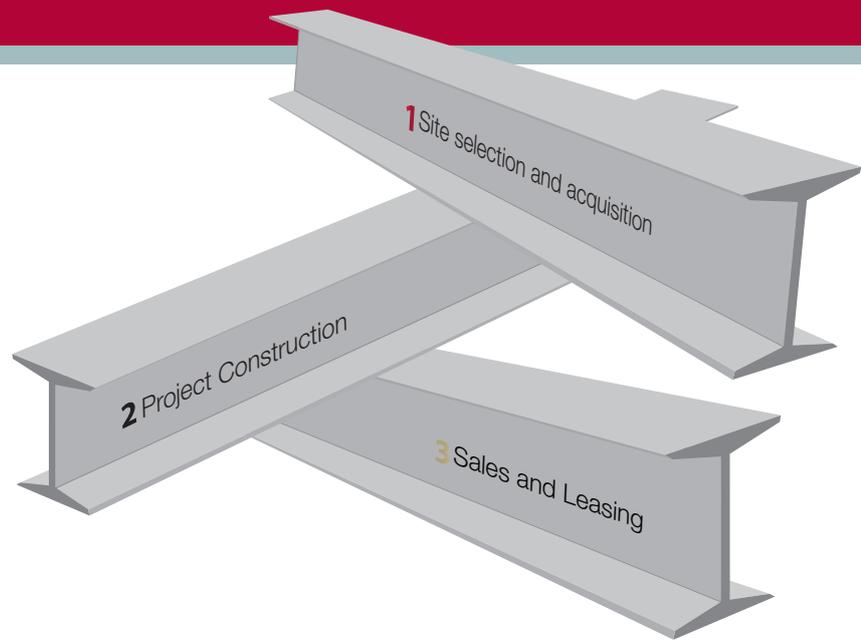
“Hunt & Hunt always has the capacity to undertake DHA's work. Sometimes within short timeframes. They have taken the time to understand our business and now employ staff in some regions that know our business almost as well as we do. This desire to understand our business has made them very efficient and able to provide valuable and thorough advice.

In addition, Hunt & Hunt are also willing to provide additional support by way of training for DHA staff.”

*Cherie Hughes,
Acquisition and Capital Programs Manager,
Defence Housing Australia*

ASSISTING YOU THROUGHOUT THE PROJECT LIFECYCLE

Our team has the expertise to advise clients throughout the three main phases of the property project lifecycle below. Our success in providing advice on the entire range of often complex property matters comes from our lawyers' in-depth industry insight and understanding of multi-jurisdiction property laws and regulations.



1. PROPERTY/SITE SELECTION AND ACQUISITION

At project inception, we advise on all aspects of property/site selection and acquisition. This includes due diligence through to drafting formal contracts .

Our due diligence work includes investigating, reviewing and advising on:

- Current leases and licences at the target property
- Planning issues and scope for redevelopment
- Maximising development yield under council planning controls
- Title issues including easements, restrictions and registered benefits
- State taxes, GST and capital gains tax
- Foreign Investment Review Board approvals
- Valuation issues
- Heritage matters and transferable heritage floor space
- Contamination issues
- Flora and fauna – offsets for ecologically endangered communities.

Once a suitable property or site has been selected, we will draft all necessary contracts for acquisition purposes. Contracts may be simple purchase agreements or more sophisticated option arrangements, whether funded off balance sheet or via external financiers.

Every property transaction carries different requirements. In addition to due diligence and contract advice, we also advise on:

- Compulsory acquisition
- Water law sales and purchases
- Syndicated property investments
- Property trusts and joint venture structures.

PROJECT FINANCING EXPERTISE

We understand the vital role project finance plays in infrastructure projects. Financing structures in major infrastructure transactions are complex and diverse, requiring a thorough understanding of both debt and equity techniques and the different financing structures employed, as well as a sound understanding of financial instruments, like consortium lending, debt and equity derivatives, treasury products and domestic and international capital markets.

Working in close collaboration with our clients, we ensure we have a detailed understanding of the project to tailor our financing and security arrangements to meet the strategic business objectives sought by our clients.

ENVIRONMENT AND PLANNING SPECIALISTS

Our property and projects team is supported by leading environment and planning lawyers who have many years' experience in advising and representing clients who manage large facilities and projects, dealing with government, community groups and industry players in the marketplace.

Clients benefit from our comprehensive understanding of risk assessment and management in environmental matters, and our sound appreciation for how environmental and planning risk can be negotiated and apportioned amongst parties to a commercial transaction.

Our environment and planning experts are also highly regarded for their thorough knowledge of the laws that apply to pollution, contamination and remediation of land. We frequently liaise with environmental contamination experts and accredited site auditors about developments and related reports. We are experienced in defending pollution prosecutions, appeal conditions on licences to pollute and negotiate a variety of contamination issues with the Environmental Protection Authorities (EPA).

2. DEVELOPMENT AND CONSTRUCTION

At the development and construction stage, we assist in all matters for the smooth execution of the property project, including:

- Working with our clients' consultants to procure development consent for site redevelopment
- Negotiating the terms of development consent with staff from the council or the department of planning and infrastructure (as the case may be)
- Pursuing tribunal or court proceedings to obtain development consent if council rejects the application, if that is deemed appropriate
- Preparing and reviewing tender documentation for builder engagement
- Preparing and amending special purpose and standard form construction and consultancy contracts
- Advising and representing parties on disputed claims, including fast track adjudication and expert determination, as well as traditional forums of litigation and arbitration
- Preparing off-the-plan sales contracts
- Reviewing and advising on the suitability of marketing material where needed.

3. SALES AND LEASING

Once development has been finalised, we provide sales and leasing advice to ensure maximised return on investment for our clients, including:

- Drafting put & call option deeds
- Drafting off-the-plan sales contract
- Administering ongoing sales contracts from exchange to completion
- Advising on strata title schemes and strata management issues
- Working with sales teams to meet targets
- Finalising settlement of exchanged contracts
- Helping with sales launches and exhibitions, both in Australia and overseas
- Drafting agreements for lease and leases for new residential and commercial tenants.

BUILDING AND CONSTRUCTION EXPERTISE

Our property and projects team includes building and construction specialists who advise clients on all aspects of the building and construction process, including contract negotiation and drafting, delivery, litigation and mediation. We are experienced in advising on residential, commercial and industrial projects across the country and have a thorough understanding of governance, contract and enforcement requirements affecting building and construction projects in all jurisdictions.

Our specialist knowledge includes:

- Preparing standard and bespoke contracts and special conditions, including domestic and commercial contracts
- Preparing and reviewing tender documentation for builder engagement
- Advising on risk management.

Doing business in China?

You can be confident that Hunt & Hunt has a clear understanding of the legal and cultural intricacies of doing business in and out of China. In 1988, we became one of the first foreign law firms to enter the Chinese market. Since then, our experience, government and community ties and relationships have continued to strengthen and grow. We are one of only six Australian firms licensed by China's Ministry of Justice to practice foreign law in China.

Importantly, Hunt & Hunt is the only mid-tier Australian law firm with a presence in China, offering you excellent value for money. From our offices in Shanghai and around Australia, we provide advice to clients pursuing commercial opportunities both in China and Australia.

Our specialised knowledge of doing business in China and the crucial practical experience and extensive business networks enable us to become a valued member of your business team. We cut through red-tape. We get projects across the line, ensuring the commercial success of your business.

Nothing is lost in translation.

Communicating easily and effectively in Chinese is a given. That's why we have Chinese-speaking staff in Australia, and also regularly service our Chinese clients through our staff in the Shanghai office.



OUR TRACK RECORD

Below is a snapshot of our recent property & projects work for clients around Australia.

Defence Housing Australia (DHA): acquisitions, sales, leasing and property development, across Australia

Hunt & Hunt has worked with DHA since 2001 and since then has been re-appointed to the national property legal panel three times.

We have demonstrated a deep understanding of the regulatory frameworks in which DHA operates. In addition we are up to speed on the Department of Defence needs which vary by state and year to year, Commonwealth funding from year to year and local market conditions which affect our client's projects around the country.

Since 2001, we have acted in more than 10,000 transactions for DHA nationally, including the following major projects:

- In NSW: developments at AE2 in Ermington; Crimson Hill in Lindfield and Voyager Point in Thornton.
- In South Australia: projects at Largs Bay (land division of 8.8 ha); Mawson Lakes, Port Augusta (multi-level apartment building).

Boral Limited: property and commercial advice across Australia

Below is a snapshot of Boral matters members of our team have undertaken:

- We acted for the Boral Group in the redevelopment of its Greystanes site in NSW, a former quarry. Our work included:
 - The facilitation agreement between Boral and its development partners, including Perpetual Trustee Company
 - Community title subdivision
 - Provision of sale and financing advice to a purchaser.
- We acted for the Boral Group, who in conjunction with Urbex and Investa developed a subdivision of approximately 1,000 lots at Moorebank:
- We acted on the subdivision (including all easements and covenants) and sales of developed lots
- The subdivision involved an exhibition village which entailed sales and leases to approved home builders, with attendant management of contracts for house and land packages.

- Advising on the purchase of plant and licence from Grocon to operate a concrete plant in Preston, Victoria; the acquisition was complex and negotiations included reworking of subcontracts with Grocon drivers offered employment with Boral.
- Advising Boral on an agreement for lease and subsequent lease of vacant land on which Boral has constructed an asphalt plant at Moolap in Geelong, Victoria.
- Advised Boral Limited on its proposed transfer of the Lysterfield Quarry freehold title to the State and the liquidation of the two Boral companies that were the registered proprietors of the land. The matter involved discussions with the Victorian Government Solicitor's Office and considerations of the complications and risks in proceeding with a transfer and mortgage back.
- Representing Boral Bricks Pty Limited in relation to proposed action by Liverpool City Council arising as a result of the construction of a flood-free road at Georges Fair leading to loss of flood plain storage in the flood plain. The resolution to the issue proposed by Liverpool Council would result in a loss of yield for the development. A voluntary planning agreement was negotiated to maintain the yield in the development, for Boral to pay \$400,000 to Liverpool City Council to enable it to purchase a property in the flood plain storage area and return that property to open space with relevant depressions to permit flood plain storage.

Optus: legal panel firm, across Australia

Hunt & Hunt is currently on the national Optus legal panel and has carried out work with Optus since 2003, including:

- Working across a number of Optus's property portfolios including Optus Mobile, Optus Networks, Vivid Wireless and Unwired
- Advising on new leases, extensions, renewals and general advice in relation to a large network / portfolio of sites
- Providing Optus with detailed monthly reports in excel spreadsheet format advising of the status of the various matters and billing history.

Goodlife Health Clubs, across Australia.

We have advised the Goodlife Health Clubs chain in the sale of the Group to a national property trust and on the subsequent run out of new developments, leased and company owned stores around the country.

City of Sydney: legal panel firm.

Since our appointment to the City of Sydney legal panel in 2008, Hunt & Hunt has been retained on numerous matters, including most recently:

- Green Square – advising the City of Sydney on the acquisition of seven large parcels of urban land in NSW for future developments from seven different vendors for a total consideration in excess of \$80 million, including advising on environment and planning issues and green infrastructure objectives.
- Advising on the redevelopment of the South Sydney Hospital site.
- Acquisitions – advising on the purchase of 1-5 Flinders Street, Darlinghurst; 277-279 Bourke Street, Darlinghurst; 17-19 Amelia Street, Waterloo; 343 George Street, Sydney.
- Disposals – acting on the sale of 956-960 Bourke Street, Waterloo.

Roads & Maritime Services NSW (RMS): legal panel firm.

We act for RMS as one of its legal panel firms since 2005. Recent examples of work include:

- Overseas Passenger Terminal (OPT) redevelopment in Sydney. The transaction involved the urgent drafting of a licence for construction workers for the OPT wharf extension mooring dolphin at Campbells Cove. Sydney Ports Corporation (SPC) required RMS to make certain designated areas of RMS owned land available for licence in order to install a wharf extension mooring dolphin pursuant to a planning approval for the project under Part V of EPAA. We acted for RMS in relation to its ownership of land in and around the OPT. We demonstrated that we were able to obtain vacant possession of Sydney Overseas Passenger Terminal in a very short time period, thus meeting the needs of our clients.

- Our team has acted on almost 400 acquisitions of whole lots of land or part of a lot of land, including in 26 transactions connection with WestConnex and 5 in connection with NorthConnex. Our planning & environment team has recently begun acting for RMS in WestConnex matters. We have one Class 3 appeal in the Land & Environment Court and five matters being negotiated towards settlement.

A Chinese private property company: multi-storey office building acquisition, Sydney CBD.

We acted for a Chinese private property company in the acquisition of a multi-storey office tower in Castlereagh Street in the Sydney CBD, which involves extensive due diligence advice with respect to building structures, potential development opportunities, hurdles and risks in relation to development, existing tenants and occupations, easements and covenants affecting land ownership, and a range of heritage issues.

Sydney Anglican Schools Corporation (SASC): planning appeal in NSW.

We acted for SASC in an appeal to the Land & Environment Court of NSW against the refusal by Penrith City Council to grant consent to a development application for the demolition of existing facilities ancillary to a heritage church, and construction of new school buildings and associated road works and playing fields. The development included approval of a Masterplan and staged development. We successfully dealt with a multitude of environment and planning including:

- Environmental and planning controls
- Aboriginal archaeological heritage
- European cultural heritage
- Ecology (Cumberland Plain Woodland and Cumberland Plain Land Snail)
- Acoustics (impact of the school on residents in the adjacent semi-rural location)
- Hydrology
- Traffic.

Universal Property Group (UPG): large development projects in greater Sydney.

Over the last two and a half years, Hunt & Hunt has been providing legal and strategic advice to a large developer on its residential, commercial and retail development projects in the Blacktown Local Government Area, within the North West Growth Centre and The Hills Shire Council. These projects included a variety of development types, from 14 single storey dwellings to 20 storey mixed use development and range in value, from \$450,000 to \$30,000,000.

Hunt & Hunt has lodged approximately 80 appeals with the Land and Environment Court of NSW against the refusal or deemed refusal by Blacktown Council of NSW and The Hills Council to grant consent to the developments proposed. Results include:

- To date we have successfully obtained approval for more than 60 projects by mediation in the Land and Environment Court.
- We have been successful in obtaining approval of six development consents at hearing.
- We have only lost one hearing in court and on redesign of the project obtained consent through mediation.
- As part of each appeal we advise our client on strategy and in relation to all planning, traffic, heritage, ecological and hydraulic engineering aspects of the development, and if necessary we have advised on re-design. We successfully negotiated with Council the draft conditions in all planning consents.
- Due to the number of appeals and experts involved, Hunt & Hunt implemented a case management system to ensure all key dates including Court dates were met and all milestones set by our client were achieved.
- We reported monthly via a detailed table to our client and held regular meeting at our client's head office to brief the CEO.

Little Projects Pty Ltd: large developments in Melbourne.

We have advised our client, a property development company, on:

- The special conditions in the contract for the off the plan sale of 385 apartments in South Yarra, Melbourne. This included five owners' corporations and the development of special rules for owners' corporation, plus retail shops on ground floor level and sales when final planning permit was not obtained.
- The development, purchase and sale of a site in Hawthorn Melbourne involving development of a retail site for Bunnings. This involved a two level store with basement parking and sale to a Wesfarmers Property Trust.
- A joint venture arrangement with a Macquarie Property Trust. This involved the acquisition, development and sale of 135 apartment complexes in St Kilda Melbourne, the "Halo" development, where we developed the joint venture contracts and provided advice on all other legal matters regarding the arrangement.

VicRoads: sales and leases across Victoria.

Since 2010, we have acted for the VicRoads Property Service Team in the sale of surplus land holdings and preparation of leases for customer service centres throughout metropolitan Melbourne and regional Victoria. We have obtained a substantial tax refund for our client in respect of land tax wrongly paid in previous years and negotiated a new lease in Wodonga for purpose built premises incorporating the Victorian Government's new green lease policy.

Victorian local authorities: property and planning advice.

We have undertaken property and planning work for more than 20 Victorian councils including City of Melbourne, City of Ballarat, Melton City Council, Mitchell Shire Council, City of Glen Eira and many more. Our recent work includes:

- Advising City of Melbourne on numerous sales of land for significant developments in the Council district, lease holdings and road closures along with acting as Council's legal agents in obtaining stamp duty assessment and registration of dealings with Council land at the State Revenue and Land Titles offices.
- Advising on whether City of Melbourne is subject to the National Greenhouse Energy Reporting Act 2007. We have also advised on its obligations under the Act, how to measure and report greenhouse gas emissions, energy consumed and energy produced, and potential liabilities.
- Acted for City of Port Phillip on the redevelopment of former agricultural land at Phillip Island and on the land surrounding Western Port Bay, including subdivision, infrastructure, design and dwelling approvals.
- Acting for the City of Port Phillip in converting a car park into public parkland; redevelopment of football ground and installation of sustainable energy throughout the municipality.
- Drafted and gave advice on a Funding Agreement with a private developer which related to the completion of the Melton West Precinct Structure Plan.
- Advised on a Council's ability to install small wind turbines on sites zoned for Public Park and Recreation under the Port Phillip Planning Scheme identified as one of the 8 prioritised sites in the Strategic Assessment of Small Wind Opportunities in the City of Port Phillip – Alternative Technology Association report – June 2012.
- Advising on City of Ballarat's obligation in relation to a water licence for construction on a waterway.
- Advising City of Kingston on adverse possession claim over Council land, general law land and old law title/chain of title analysis, judicial interpretation of adverse possession claims, interpretation of operation of Limitation of Actions Act 1958.
- Advising City of Kingston on extinguishment of landowner's possessory rights in view of Council's exercise of statutory powers in relation to road discontinuance, Council's liability for compensation due to exercise of road discontinuance powers.
- We advised City of Kingston on its joint venture with Melbourne Water relating to the development of Namatjira Park, including complex planning permit issues, subdivision and sales, easements, disputed claim for compensation for compulsory acquisition of council parkland by a State Government department.
- Advised City of Ballarat regarding application of restrictive covenants in an industrial estate, as created by a memorandum of common provisions and the role of an advisory committee formed by the covenant conditions.
- Advising City of Banyule on all aspects of significant acquisition of infill land sites in City of Banyule from the State Government of Victoria for approximately \$20 million. We advised on due diligence aspects and contract negotiation and negotiated with the Vendor representatives to structure the transactions to achieve a preferable GDT outcome.

“HUNT & HUNT HAS ESTABLISHED THEMSELVES AS AN IMPORTANT SUPPLIER OF LEGAL SERVICES TO THE COUNCIL. MUCH OF THIS SUCCESS HAS BEEN DUE TO THEIR COMMITMENT TO UNDERSTANDING THEIR CLIENT AND ITS NEEDS AND THE EXCEPTIONALLY PERSONABLE WAY THEY SUPPLY THEIR SERVICES. IT IS A PLEASURE INSTRUCTING THE FIRM, NEVER A TASK.”

KIM WOOD, CHIEF LEGAL COUNSEL, CITY OF MELBOURNE

A major Chinese developer: the Rowland Apartments, Adelaide CBD.

We advised on all contractual and legal issues concerning the project, including:

- Advising on the head building contract and negotiating with top tier builder
- Advising on statutory compliance issues
- Drafting and preparing sale and purchase contracts for 93 lots, including Special Conditions, scheme description and by-laws
- Advising on finance issues and tri-partite agreements with builder and financier
- Attending on community division work and liaising with relevant authorities in relation to the community titling of the site
- Attending on conveyancing and settlements of the lots.

Signature Developments/Scott Salisbury: Bowden development, greater Adelaide.

This matter involved us acting for a builder/developer in relation to a multimillion redevelopment with the State Government of a large former industrial site on the outskirts of Adelaide

The client is involved in the first stage townhouse project of this high profile TOD (Transport Orientated Development) which fits in with the South Australian Government's 30 year plan. We have advised and drafted contract documentation in relation to the development, including:

- Advising the client on contract documentation
- Advising on statutory compliance issues
- Drafting and preparing contracts and deeds
- Conveyancing
- Community Division work.

We were required to ensure when drafting documentation that our contract took into account various State Government requirements in respect of the site.

Public Trustee, South Australia: legal panel.

We have recently been re-appointed to the Public Trustee in SA, to whom we have provided conveyancing and settlement services since 1994.

Investa Property Group: Muirhead, Northern Territory.

We assisted our client with the development and subdivision of suburb known as Muirhead in the Northern Territory. This matter demonstrated our ability to work under time pressure and with significant volumes of matters at one time problem solving: eg. introduction to alternative consultant for a smoother transaction. Specifically, our work included:

- Initial purchase of the land and subsequent development
- Drafting pro forma contracts (off the plan and post title) and covenants
- Advice in relation to subdivision matters including matter relating to plans and works in the construction phase
- Drafting special conditions for specific issues
- Preparation and conveyancing of individual contracts
- Comprehensive reporting to Investa Property Group.

Individual purchases for Marina Berths in Bayview, Northern Territory.

We acted for the majority of the purchasers of marina berths in Bayview off the plan. Bayview is part of an estate development and we considered issues of rights of access to the berths, issues regarding residing on a boat docked in the berth and ascertaining property boundaries in the water.

Northern Territory Government.

We are on the panel for commercial matters which primarily includes leasing, licensing and commercial sales of property in the Northern Territory.

A private developer: joint venture to develop multi storey apartments in South Perth.

Our work included:

- Advising on the proposed structure and negotiating the terms of a joint venture agreement for development.
- Advising on and assisting with the termination of the existing strata scheme.
- Drafting off-the-plan' contracts of sale.
- Drafting the management statement and providing advice relevant to the Strata Titles Act 1985 (WA).
- Providing advice in relation to the construction finance facility.
- Attending to the registration of the strata plan and management statement.

A foreign government: purchase of consulate office and residences for consular officers in Perth.

Our work included:

- Advising on and negotiating the contract of sale and special conditions
- Undertaking due diligence enquiries and providing a report to the client
- Obtaining Ministerial approval for acquisition of land by foreign government
- Attending on conveyance and settlement of the transaction
- After completion of the settlement of the consulate offices we were engaged to act in relation to the purchase of the residences for two consular officers in Perth
- We assisted the client in gaining an understanding of the general contractual and settlement procedures in Western Australia.

A private developer: purchase and development of 55 residential apartments in East Perth.

Our work included:

- Advising on and negotiating the contract of sale and special conditions for the purchase of the development site
- Assisting the client to understand the various stages and timing of the development process
- Drafting 'off the plan' contracts of sale
- Drafting the management statement and providing advice relevant to the Strata Titles Act 1985 (WA).
- Providing advice in relation to the construction finance facility

- Attending to the registration of the strata plan and management statement
- Attending to the conveyance and settlement of the completed apartments
- Advising the client in relation to its rights and remedies following breach or default by purchasers.

A Dairy Farmer: legal adviser, Tasmania.

We act for the largest dairy farming operation in Tasmania on a range of legal issues, including:

- Share-farming agreements
- Land acquisition and sales contracts
- Corporate compliance and regulatory advice
- Advising in relation to long term supply contracts.

A management investment scheme: orchard acquisition, Tasmania.

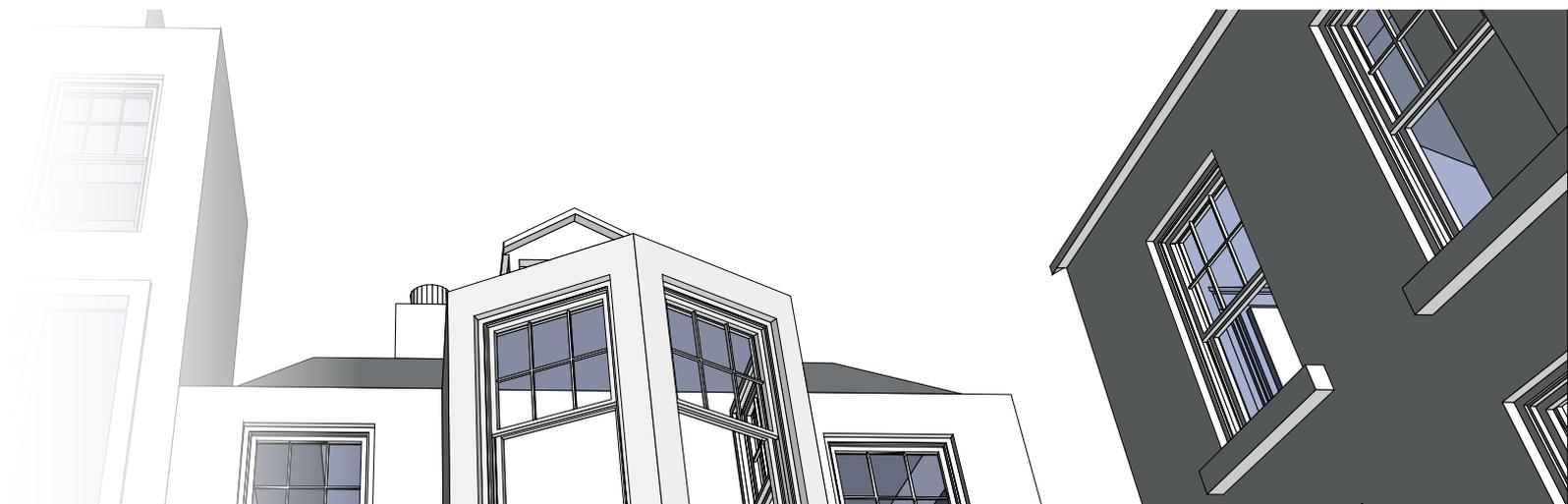
We have acted for a management investment scheme in relation to the acquisition of a substantial cherry orchard and related assets in the south of Tasmania. Advice included:

- Land acquisition
- Leasing agreements
- Managing delays with investment funding with contractual obligations over a 2-3 year period of progressive acquisitions.

A private land developer: subdivision, Tasmania.

We advised our property developer client in relation to a 400 lot subdivision north of Launceston, on:

- Site acquisition matters
- Planning and covenant issues
- Drafting covenants and easements for the project.



EXAMPLES OF PROPERTY PROJECTS IN CHINA

- Acting for a number of Australian architects, including Cox Richardson, who built the boating facilities for the 2008 Olympic Games in Beijing, and other projects in Shanghai and Zhuhai. This includes an Australian architectural firm, PTW, the designers of the iconic 'Water Cube', the Olympic Swimming Centre.
- Advising the Chinese Government on the acquisition and construction of the Sydney Consulate. This included due diligence on the purchase, the construction of the consulate and dealing with contamination issues on site. All work was successfully completed.
- Advising on the establishment of the first offshore school project for Caulfield Grammar in Nanjing.
- Acting for a major listed Chinese property company in relation to joint venture agreements in Australia.



Meet our Property & Projects Team

SYDNEY



PENNY CABLE,
PARTNER
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Property transactions are Penny's specialty. With thorough technical skills and a focus on reducing risk for her clients, Penny's

advice helps balance their legal, commercial and financial needs. Penny has a proven ability to identify issues quickly and apply the best strategy to address them in line with her clients' goals efficiently and cost-effectively. Her sensible, practical and collaborative approach has seen Penny develop successful, long-term relationships with many satisfied clients over the past 20 years. These clients range from Australian and international financiers across a range of industries and businesses of all sizes.



MARK BYERS,
PARTNER
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Providing easy to understand, detailed advice that takes into account key issues and timing sensitivities is the driving force behind Mark's

success in commercial property law. Being responsive and practical, Mark's assistance is regularly sought for a variety of matters including the sale and purchase of commercial and industrial land and associated due diligence, as well as retail, commercial and industrial leasing, acting for lessors and lessees. Mark currently provides his specialist skills in property acquisition, purchases, conveyancing and leasing services work on the Roads and Maritime Services Conveyancing Panel and Defence Housing Australia Property Panel. General commercial and contractual issues are another specialty of Mark's, drafting and reviewing a wide range of general commercial contracts, such as supply agreements.



HAROLD O'BRIEN,
PARTNER
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Harold advises a range of clients across commercial and property law matters including clients involved in property development, residential and

commercial conveyancing, major data centre services and facilities and telecommunications.

Harold has advised, drafted and negotiated a number of put & call option deeds for a number of residential development sites, off-the-plan sales contracts, major data centre leases and facilities management agreements involving one of Australia's main hubs for internet traffic, two of the world's major information technology companies and a major Australian telecommunications company.

Property developers, vendors selling to property developers, and landlords and tenants such as Optus benefit from Harold's unique experience and expertise, particularly in the area of property and conveyancing, commercial and retail leasing, where he drafts and advises on put & call option deeds, sales contracts, telecommunications licences and leases, retail leases, agreements to lease, disclosure documents, surrenders and assignments. Harold's experience in the area of property development, covers all manner of projects, providing relevant advice on structuring, financing, site acquisition, sub-division, options and sales including off-the-plan contracts.

"They are very good... Hunt & Hunt are a solid safe pair of hands. We have faith in their advice – in that they know our requirements.

We get value for money from Hunt & Hunt. We are confident with their advice and they focus on the real issues."

Transport for NSW (Client Survey Aug 2013)



**EDWARD BOYCE,
SENIOR CONSULTANT**

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Ned has more than 35 years' experience in property and finance law and general commercial advice. He is the head of Hunt & Hunt's

Commercial and Property Group in Sydney and handles complex transactions, and commercial contracts, including the purchase, sale and leasing of commercial, residential and strata title real estate, and agribusiness. Ned is regularly retained as an expert witness in property related litigation. Other areas of expertise include Stamp Duty and GST issues relating to land and commercial transactions, retail leasing, contracts for vendors 'off the plan', joint venture/partnership agreements and acquisitions of business.



**JIM HARROWELL
AM, PARTNER**

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Jim is the head of our Litigation and Dispute Resolution Group in Sydney and the chief legal representation of our Shanghai office. With over 25

years' experience practising in the area of commercial law, he provides advice to Australian and overseas clients on legal, strategic, commercial, governance and reputation issues. With clients spanning Australia and the globe, Jim's commercial law expertise is widespread, covering legal, strategic, commercial, governance and reputation issues.

China is undoubtedly his stronghold. His first visit to China was in 1987. In 2006, Jim was appointed a Member of the Order of Australia for service to international relations, particularly the development of legal and business links with China. He is one of seven Australians appointed to the China International Economic and Trade Arbitration Commission (CIETAC) panel of arbitrators, and was the first Australian appointed to the Shanghai Arbitration Commission. Jim regularly presents seminars on China and assists Austrade programs in Beijing and Shanghai and was recently appointed to the Shanghai International Economic and Trade Arbitration Commission (SHIAC). He is a member of the Law Council of Australia China Expert Panel and he is very well known to the Chinese Embassy and Consulates in Australia, working with them regularly.



**MAUREEN
PEATMAN, PARTNER**

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Maureen is the national practice group leader of our environment and planning practice, acting and advising in relation to development,

planning appeals, compulsory acquisitions, compliance and contamination matters. Maureen has a large planning and environmental law practice, acting and advising in relation to development, planning appeals, compulsory acquisitions, compliance and contamination matters. With more than 30 years' experience, her recent work includes:

- Acting for TfNSW in compulsory acquisitions for the North West Rail Link.
- Acting for a developer in the North West Growth Centre area over the past 2.5 years successfully obtaining more than 60 development consents via mediation.
- Acting in matters concerning contamination including Environment Protection Licences, investigation and remediation, defending prosecutions.
- Acting in the High Court of Australia, Federal Court of Australia, Land and Environment Court, and Supreme Court of NSW.

MELBOURNE



TONY RAUNIC,
PARTNER
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traunic@hunthunt.com.au

Tony's property expertise is extensive, as both a legal practitioner and former elected Councillor and Mayor of the Shire of Nillumbik. Tony's

experience includes:

- Supervising the preparation of direct leases of properties from Defence Housing Australia to Australian Defence Force personnel and their families.
- Acting for VicRoads in the leasing and sale of surplus industrial and commercial sites throughout metropolitan and regional Victoria since 2000.
- Acting for Optus in the negotiation and preparation of leasehold arrangements for broadcasting equipment for 4G mobile network rollout and in connection with Yes Optus retail premises throughout Victoria.
- Obtaining liquor licences for local government and private entities and representing parties in relation to alleged contraventions of licences. Tony has good familiarity and a solid reputation at the Victorian Commission for Gambling and Liquor Regulation.
- Acting for Cities of Melbourne, Yarra, Ballarat, Wyndham, Port Phillip, Banyule, Kingston and several other local governments regarding interpretation and application of the Local Government Act and related legislation.



BILL HAZLETT,
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A well-developed appreciation of pertinent issues in property and business law are the invaluable skills that Bill brings to all matters. Handling

complex, large-scale commercial property transactions is a regular task at which he is a master.

Bill is only one of 14 accredited specialists in commercial tenancy law in Victoria. With knowledge covering every state, he regularly provides expert evidence in leasing disputes, and has acted for a national retailer with 130 stores in Australia.

For 25 years, Bill has assisted the largest ASX listed national transport company in Australia on a wide variety of issues including property acquisitions, contracts with customers, subcontractor arrangements, risk management and compliance.



ANTON DUNHILL,
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Anton Dunhill leads Victoria's property disputes and compulsory acquisitions team.

He has many years of experience in compulsory acquisition, handling hundreds of matters (from individuals to large corporate clients). He assesses the likely impacts of the acquisition through balanced analysis of claim scenarios, including those less obvious. He is an experienced negotiator, attending mediations (including Valuers' conferences) and running complex trials. His expertise is equally valuable for small easement acquisitions or large scale property acquisitions.

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CUSTOMER FOCUSED...”

ASX LISTED COMPANY

ADELAIDE



RICK HARLEY,
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Rick is renowned for providing solutions-orientated advice on a wide range of commercial and property matters to

corporate and government businesses, as well as small to medium sized enterprises and not-for-profit clients. Highly responsive to his clients' needs, Rick has advised metropolitan and regional councils and a range of property developers on major projects involving detailed land division, including community titles, easements for infrastructure purposes and encumbrances regulating use of land. Rick also supports banking and finance clients on many matters, including mortgage processing. As partner in charge of our conveyancing group, his knowledge and experience have been highlighted in his role as South Australia lead partner to SewPac and Defence Housing Australia.



EGILS OLEKALNS,
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It is Egils's practical, commercial understanding of property and resource law that enables him to support major corporate clients

and commercial developers on joint ventures, the sale, leasing and acquisition of commercial premises and local government clients on leasing matters.

Drawing on more than 25 years' experience in property, resources and commercial law, Egils offers his clients a comprehensive legal solution that brings together all aspects of their matters, whether they involve mixed-use apartments, or commercial and retail redevelopments.

Egils's prompt, business-focused advice for mining and petroleum clients means he is highly regarded for his documentation, including solicitors' reports for prospectuses, due diligence, native title agreements and joint venture documentation.

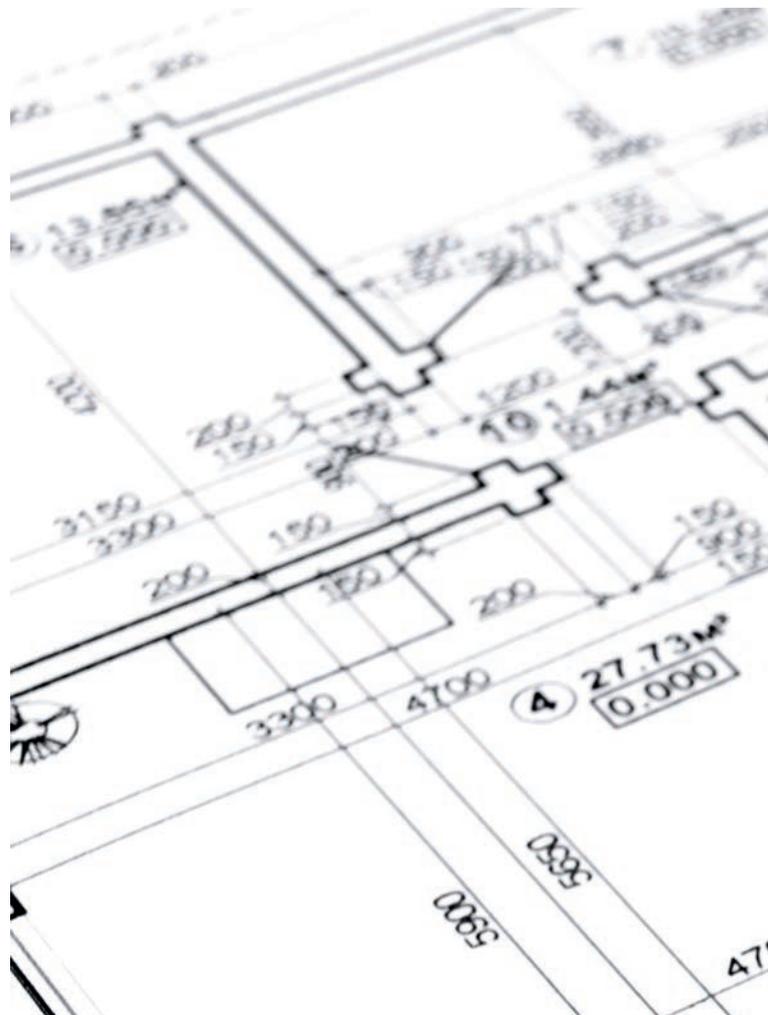


ANDREW FISHER,
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Andrew Fisher is an experienced lawyer advising in commercial transactions, property, business structuring and regulatory

compliance. He specialises in:

- Commercial property – Andrew has experience in the sale and purchase of significant commercial and industrial properties, from multi-story CBD office buildings to caravan parks and golf-courses. He assists with all other property matters, such as subdivisions, community and strata title schemes, easements, encumbrances, encroachments, caveats and mortgages.
- Leasing (commercial, retail and industrial) – Andrew acts for both landlords and tenants in relation to commercial leases, including the owner of a large multi-tenanted shopping precinct in Adelaide's CBD. He has extensive experience in preparing, and advising on, the full range of leases and lease-related documents.



BRISBANE



PAUL MORRIS,
PARTNER
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Paul Morris is the Managing Partner of Nicholsons Solicitors, the Brisbane member of the Hunt and Hunt Legal Group. With more than

20 years' experience in advising property and commercial clients, his expertise includes:

- Property services including negotiating and documenting contracts for the sale and acquisition of high rise office buildings, shopping centres, green-acre land for development, complex easement arrangements.
- Commercial, industrial and retail leases.
- Development agreements and option to purchase agreements.
- General business services including negotiating and documenting joint ventures, shareholders agreements, buy/sell agreements, unit and discretionary trusts, business sales and acquisitions.

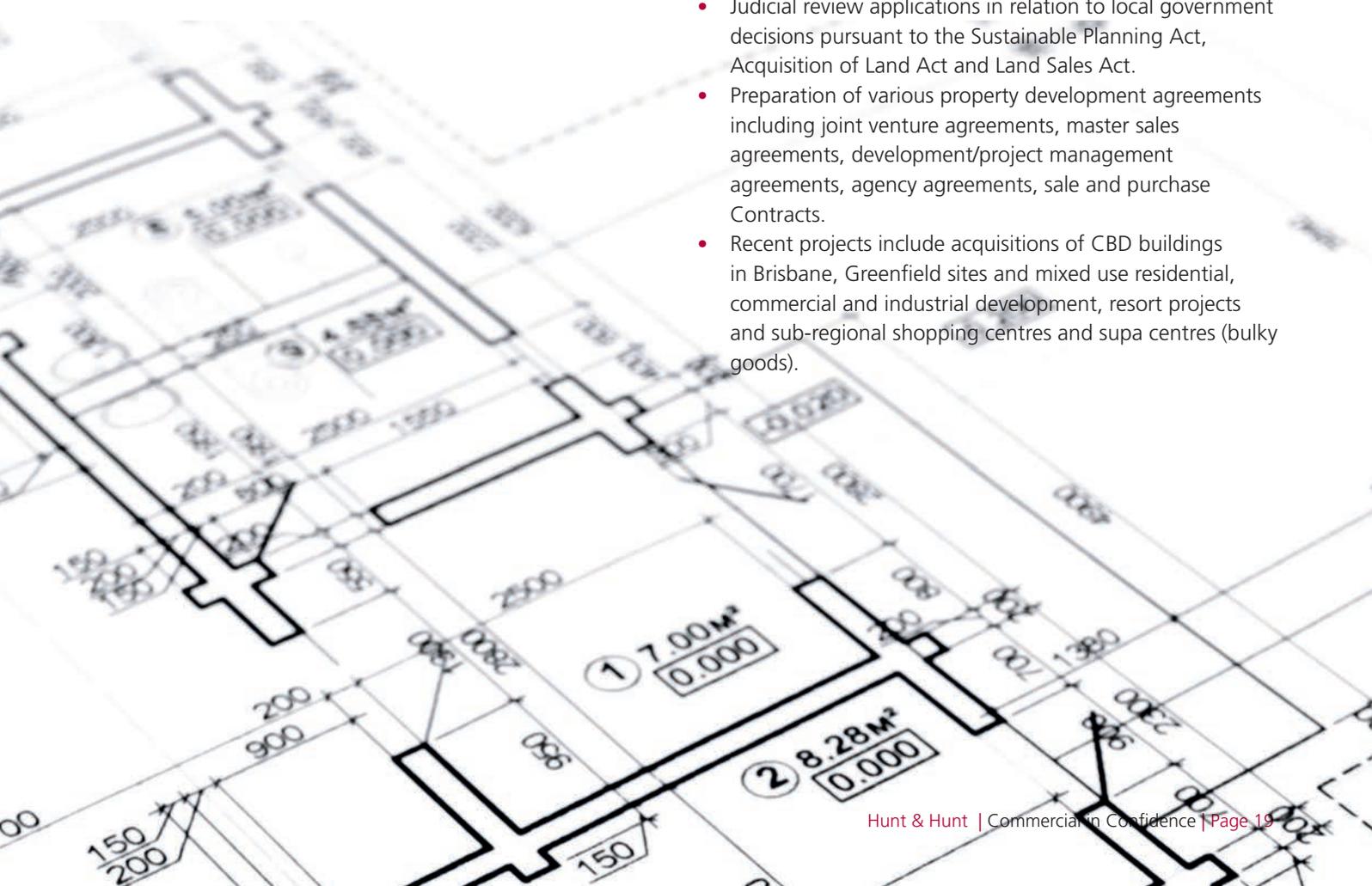


PAUL BAYNES,
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Paul has extensive experience in joint ventures, property syndicates and private company acquisitions and development of real property

in Queensland. An important part of his practice includes Town Planning and providing front end advice to clients particularly those Greenfield projects. This area of practice also extends to appeals in the Planning and Environment Court and resumptions in the Land Court. His experience includes:

- Acting on behalf of major developers on a range of applicant appeals and submitter appeals to the Planning and Environment Court and the Court of Appeal of the Supreme Court of Queensland.
- The preparation of specialised leases and including ones for Marina, Airspace and National Retail Tenants in plain English.
- Judicial review applications in relation to local government decisions pursuant to the Sustainable Planning Act, Acquisition of Land Act and Land Sales Act.
- Preparation of various property development agreements including joint venture agreements, master sales agreements, development/project management agreements, agency agreements, sale and purchase Contracts.
- Recent projects include acquisitions of CBD buildings in Brisbane, Greenfield sites and mixed use residential, commercial and industrial development, resort projects and sub-regional shopping centres and supa centres (bulky goods).



DARWIN



CHRIS OSBORNE,
PARTNER

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Chris has been acting for purchasers and sellers of residential and commercial property for many years. Her recent property work

includes:

- Overseeing and supervising the development and subdivision of the suburb in Darwin known as Muirhead for the Defence Housing Australia and Investa Property Group joint venture.
- Various leasing disputes between landlords and tenants, in particular responsibilities of the parties for matter not covered in the lease agreement, disagreements regarding make good provisions and removal of items at the end of the term of lease, defamation issues.
- Supervision of all commercial work for the Northern Territory Government, including leasing and commercial sales of property.
- Involved in various leasing disputes between landlords and tenants, in particular responsibilities of the parties for matter not covered in the lease agreement, disagreements regarding make good provisions and removal of items at the end of the term of lease, defamation issues
- Matter involving issues regarding ownership of land and damage (erosion) to property caused by matters occurring on adjoining land (owned by Council)
- Complex leasing arrangements with deemed subdivision in accordance with requirements under the Planning Act (NT).

HOBART



ANTONY LOGAN,
PARTNER

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Antony has been practicing as a barrister and solicitor for eighteen years. His experience in property law includes commercial and

residential property acquisitions and sales, property due diligence and advice on securitisation.

He also assists a number of clients with property developments, including residential and light industrial subdivisions, development of strata title complexes and body corporate set up and management. Antony has extensive experience in commercial and retail leasing, including the preparation and negotiation of leases for a large number of clients, preparing precedent documents for multiple use and advising clients in relation to the Code of Practice for Retail Tenancies in Tasmania.

PERTH



DARREN MILLER, PARTNER

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Darren currently heads our Perth Commercial and Estate Planning teams. A property and commercial lawyer with a broad range of clients both within Australia and overseas, his practice includes advising on:

- Commercial and retail leasing.
- The sale and purchase of commercial and residential property.
- The sale and purchase of businesses, encompassing leasing and licensing issues.
- Commercial agreements.
- Finance related issues for commercial and private lenders.
- Dispute resolution and litigation.



MARCUS EASTHOPE, DIRECTOR

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Marcus has over 10 years' experience with a strong focus on property law. Marcus' property law practice includes providing advice in relation to the acquisition and subdivision of land, the

strata titling of residential and commercial property, the preparation of off the plan sales contracts, providing advice on contractual documentation and undertaking due diligence enquiries.

Marcus has an in-depth knowledge of the practices and procedures of Landgate and has the supervision of our Perth office's conveyancers. He also has extensive experience in the preparation and negotiation of security documentation for both lenders and borrowers and has the supervision of the mortgage practice of the firm.

His recent experience includes:

- Property development advice – acquisition, subdivision, strata titles and joint venture agreements.
- Sale and purchase of rural, residential and commercial property.
- Commercial, retail and rural leasing, including managing leasing work for clients such as Australia Post, Optus, and Harvey Norman.
- Supervision and management of all Defence Housing Australia leasing and conveyancing files.
- Mortgage funding, security documentation, enforcement and recovery.

ABOUT HUNT & HUNT

With offices across Australia, an office in Shanghai and a client base of major corporations, government departments, small to medium enterprise and individuals, we have the experience, resources and reputation to support your needs wherever you need us. Our team provides you with local knowledge spanning many decades, underpinned by the collaboration of national expertise.

Across our legal group, we employ approximately 60 partners and more than 400 professionals who have an unwavering commitment to client service. Confident in our technical abilities, we build relationships founded on a genuine interest in our clients, characterised by understanding and trust.

Our people

It's our people who make Hunt & Hunt an invigorating and positive workplace. There is a strong focus on the professional development and mentoring of our legal and internal support professionals, promoting long-term career opportunities and a healthy and happy work/life balance.

Giving back

Our people want to make a difference – not only in law and business but in the wider community. We believe it's our responsibility to minimise our environmental impact, and to give our time and skills to benefit the communities in which we work and live.

Interlaw

Hunt & Hunt is the only Australian member of Interlaw – an international network of quality-monitored, corporate, commercial and independent law firms – which enables us to provide our clients with access to a range of specialities, expertise in local jurisdictions and a roadmap through the legal, cultural and linguistic difficulties which cross-border commercial transactions can involve.

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