

BIS Shrapnel Commercial Property *Consulting Capabilities*



COMMERCIAL PROPERTY

BIS Shrapnel is recognised as Australia's pre-eminent forecaster of commercial property markets. We provide rigorous market analysis and forecast turning points in property cycles.

As well as delivering regular off-the-shelf forecasting reports, we offer clients a wide range of solutions tailored to specific property requirements, including:

- ✓ Property evaluations and strategic portfolio reviews – quantify prospective returns/assess timing of buy-hold-sell decisions/trace the financial consequences of alternative courses of action;
- ✓ Detailed market analysis reports for individual development projects or prospective investments;
- ✓ Market outlook material for inclusion in capital raising documents;
- ✓ Accommodation strategy reviews – consider alternative "own" v "lease" decisions across building locations and grades/logic for re-positioning of buildings/lease structures to take advantage of forecast market movements;
- ✓ Review of returns from alternative land uses for major sites;
- ✓ Strategy workshops with clients:
 - consider the implications of our market forecasts for a client's business;
 - facilitate discussion of business strategy issues and
 - help formulate the development of a house view on future market prospects.

Property portfolios reviews help clients formulate buy-hold-sell strategies for individual properties

Based on our forecasts of property markets around Australia, our portfolio reviews:

- Establish benchmark returns over specific holding periods;
- Analyse the consequences of different leasing strategies;
- Assess market risk;
- Model the consequences of alternative scenarios;

Strategic property evaluations helps purchasers determine how much to pay for a property asset

Our property evaluations:

- Model cash flow based on our forecasts of market rents;
- Analyse financial outcomes of different leasing structures and strategies;
- Determine appropriate holding periods and the ideal time for property disposal.

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Preparation of material for inclusion in capital raising documents

BIS Shrapnel prepares market prospect reports for inclusion within Product Disclosure Statements and Offering Memoranda that provide clients with:

- A formal and independent view of markets relevant to specific properties;
- Unencumbered by conflicts of interest;
- Building on our expertise and regular analysis of property markets around Australia and across property classes.

Market outlook reports/Scoping studies

Our market outlook reports contain an in-depth analysis of markets relevant to a specific asset, site or project. We can:

- Place a project in the context of the relevant property cycle;
- Provide forecasts of space demand for the relevant grade/location;
- Analyse competition for individual development projects;
- For large sites offering redevelopment opportunity, assess market demand for a range of land uses;
- Provide growth assumptions for market rents, yields and values to be used in financial feasibilities;
- Estimate indicative investment returns;
- Prepare material for marketing documents or board submissions.

Accommodation strategies

We can assist clients to optimise decisions regarding future accommodation needs by:

- Modelling and ranking alternative own/lease strategies;
- Establishing the ideal timing for asset disposal to extract maximum value from owned property;
- Tracing the financial consequences of variations in the timing and structure of future lease commitments;
- Evaluating the choice of buying or developing another property, including the choice of alternative locations;
- Measuring the financial outcomes of different refurbishment strategies.

Extracts from BIS Shrapnel's property forecasting reports covering Australia's office, retail, industrial, residential and hotel markets can be downloaded at www.bis.com.au

STRATEGY WORKSHOPS

Strategy workshops provide clients with a forum to discuss their issues in a highly focused environment.

Using BIS Shrapnel forecasts as a starting point, we facilitate discussion and debate aimed at crystallising an 'in-house view' on property markets. From this, we can assist in clarifying a strategic approach to property investment, leasing and development.

Workshops can cover:

- ▶ The national and state economy and industry sector analysis;
- ▶ The outlook for financial markets;
- ▶ Future prospects for property markets by state and across property classes;
- ▶ Review of property portfolios;
- ▶ Acquisition, disposal and development strategies.

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