

From: [Malcolm Gunning](mailto:Malcolm.Gunning@newgrcapital.com)
To: "liu@newgrcapital.com"; "vbadalati@newgrcapital.com"
Subject: Hurstville Business Park
Date: Monday, 14 July 2014 4:06:56 PM

Liu & Vince,

I have questioned Rob Anderson – CBRE further today about the sale of the subject property.

Mr Anderson doesn't know exactly who the purchaser is, but was advised it was an unconditional sale at circa \$50m.

Apparently GE were dismayed at being advised they would not be able to recover or achieve concessions for the lost floor space, resulting from NSW Road's & Maritime's decision to decrease the density for the subject property. The decision to sell off market was made at senior management level, without the Assets Managers knowledge; Rob Anderson's communication was through the Asset Manager. It would seem to me, that Rob Anderson didn't have the same level of contact with GE's senior management as did Daniel O'Brien, whom, unfortunately left CBRE earlier this year.

I'm advised GR Capital's interest in purchasing the subject property was registered with GE senior management. The offer was on the basis of a purchase price of circa \$50m provided a development approval could be achieved for approximately 500 apartments and 7,000m² of ground level commercial/retail space. Subsequent communications with CBRE, when learning of a decrease in floor space, was that GR Capital were still very interested, but reserve the right to vary their offer depending on the number of apartments that may be approved. On this basis, I was awaiting GE to come back to us through CBRE, with a sale price and sale conditions.

My summation of the matter is, GE may have considered GR Capital's offer was variable depending on development yield, and were attracted, to what seems to be an aggressive sale price not dependent on development yield.

I have registered with CBRE's management and requested same be passed on to GE, GR Capital's dismay at not being given the opportunity to negotiate to purchase the subject property on an open market basis.

Rob Anderson, said when he has more information on the identity of the purchaser would advise me accordingly.

Regards,

Malcolm Gunning



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From: Malcolm Gunning
Sent: Thursday, 10 July 2014 5:00 PM
To: 'liu@newgrcapital.com'; 'vbadalati@[REDACTED]'
Subject: Hurstville Business Park

Liu & Vince,

I had a call earlier today from Rob Anderson – CBRE (who took over the management of Hurstville Business Park from Daniel O’Brien) who saw the attached article in today’s Financial Review.

Apparently Rob Anderson had no idea that some else from his office was dealing on the property, and called to apologise. Apparently the GE Asset Manager that Mr. Anderson was speaks to, led him to believe that a decision to sell had not been reached, and our offer to purchase was being considered .

It would seem since Daniel O’Brien left CBRE the strong connection with GE was lost.

Regards,

Malcolm Gunning



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