

Bayleys International Team

BAYLEYS

Bayleys is New Zealand's Largest Full Service Real Estate Company

This market leading position has been achieved through developing an unmatched portfolio of property related services over four decades. These include our sales teams with sector specialists, our leasing experts, property management division and a wide range of consultancy services. Although we have grown in size and scope, we are still firmly rooted to the real family values of our founders. We have an unwavering commitment to service. We build strong relationships with our clients based on trust and strive to achieve results and outcomes that meet or go beyond their expectations.

We are proud of standing at the forefront of New Zealand real estate. Much of this pride comes from being 100% New Zealand owned and deeply committed to the country we serve. We are also proud we have achieved this in a quiet, unobtrusive 'New Zealand' way. We believe strongly in 'world class New Zealand', and that is what we aspire to deliver to every one of our clients.

The Bayleys Group

More than
800
salespeople

over
1,300
employees

8,151

sales and leasing
transactions completed

\$6,192,524,618
(NZ\$6.1 billion)

worth of property
sold or leased

Bayleys Commercial

160
salespeople

1,838
sales and leasing
transactions completed

\$1,581,692,847
(NZ\$1.58 billion)
worth of property
sold or leased

The Unique Capability of Bayleys' International Team

Bayleys has been actively involved in the acquisition, sale and management of property investments on behalf of international clients for more than 30 years, and is the leading New Zealand real estate company offering offshore investors a full suite of property services. We have a dedicated team of multilingual sales consultants, valuers and property and facilities managers focused on providing top quality service to global investors.

Bayleys established an International division in the late 1980s following a major downturn in the commercial property sector which meant there were virtually no local buyers. Multiple offshore marketing initiatives were instigated focused on selling New Zealand property in Japan, Singapore, Malaysia, Hong Kong and the Middle East. Since then Bayleys has sold billions of dollars worth of commercial property to offshore investors and more recently expanded its reach into mainland China following the opening up of that market.

A broadening of New Zealand's immigration criteria in recent years has resulted in substantial numbers of Chinese, Korean and Indian families securing permanent residency here. Many of these immigrants have been very active participants in the property market, particularly in the retail sector. In addition to managing offshore investment interest, an important role of the Bayleys' multilingual International team is promoting Bayleys' vendors' properties to their extensive networks of locally domiciled Asian investors. This is reflected in the clearance rates at Bayleys'

commercial and industrial portfolio auctions where local Chinese and Indian investors make up a significant portion of bidders and where on average over 70% of the property offerings are sold before, at, or after auction.

Bayleys Property Services (BPS) also provides property and facilities management and financial and project management and consultancy services for a substantial number of offshore based clients. Over 50 retail, office, industrial and mixed use properties, with a total value in excess of NZ\$220 million, are managed for a variety of South East Asian owners. BPS provides a highly personalised and individually-tailored service to clients based around reducing their exposure to property risk and maximising opportunities to increase asset values.

At a Glance

- 14 specialist sales and leasing agents
- Multiple languages and dialects spoken
- Hundreds of years of combined experience
- Comprehensive post sale property, facilities and project management services
- Working in partnership with agents based in 60 countries (Cushman & Wakefield global network)

Leadership Team



David Bayley
Executive Director

David Bayley has close to 40 years' experience in the real estate industry and was one of the founding directors of Bayleys Real Estate in the early 1970s. He and brother John Bayley are the principal shareholders in Bayleys, which is New Zealand's largest full service real estate company, and have been the key drivers in its growth from a one office family business into a nationwide property services operation with over 70 offices around the country.

David's primary focus has been in developing relationships and servicing the New Zealand wide property requirements of substantial clients. He has directed a number of significant corporate marketing programmes over the last decade and holds LINZ accreditation on behalf of the company for the marketing of Government owned property.

David has also led Bayleys' international property activities, liaising at a senior level with Bayleys' international partner, the Cushman & Wakefield Group. He was instrumental in establishing subsidiary Bayleys Asia in the 1980s, was a pioneer in the marketing of New Zealand property in South East Asia and has built up a wide ranging database of substantial investors and professional advisers throughout the region.



Chris Bayley
International Director

Chris has nearly 40 years' experience in commercial and industrial real estate with Bayleys New Zealand. During his time with Bayleys, Chris has held a number of senior positions, including National Sales Manager, Manager of the Wellington Region, National Auction Manager, Agency Director in Sydney and more recently General Manager Commercial and Industrial.

Chris now heads Bayleys' international operations and coordinates all Bayleys' offshore strategies.



James Chan
Asian Sales Director

James Chan has been specialising in the sale of commercial property for nearly 25 years and is the only salesperson among Bayleys Real Estate's nationwide commercial and industrial team to have achieved gross sales of more than \$800 million, placing him in an elite group of high achievers within the industry. James has been a top performing salesperson for many years, and has managed a large number of high profile retail property portfolio auction and tender campaigns.

James is head of Bayleys' Auckland-based International sales and leasing division, a team of multilingual salespeople specialising in servicing the property requirements of both offshore and local South East Asian investors. Born in Hong Kong, James is fluent in Mandarin and Cantonese as well as English.

In the time he has worked for Bayleys, James has built up a vast network of contacts both within New Zealand and throughout South East Asia. These not only include investors but also banks and financiers, lawyers, immigration consultants and other professionals. Through word of mouth and as the result of numerous successful transactions over many years, James has built a level of trust and reputation which means clients personally seek out his advice.

Specialist Sales and Leasing Team

Bayleys' multilingual International sales and leasing team is unique in the New Zealand commercial and industrial property market. No other company can offer vendors the multifaceted exposure the team provides to Asian investors both within New Zealand and globally. The Bayleys International team, led by James Chan, provides a full range of property services to a substantial database of New Zealand and globally based clients.

Central Auckland Team



Manukau Team



Central Auckland Team

Millie Liang

Since joining Bayleys in 2010, Millie has each year won the Bayleys Group national award for “Most Commercial Sales & Leasing Deals Settled”. She completes three contracts per week on average covering all aspects of commercial real estate. Millie is fast becoming the “must-have lady” on many project teams to engage in securing development sites, concept design, pricing and project marketing through to sales and leasing campaigns.

Quinn Ngo

Quinn joined Bayleys in 2004 after eight successful years in residential property sales. Quinn focuses on providing sellers with effective marketing plans and on working in partnership with them to achieve the best possible result. Many buyers like to deal with Quinn because he provides knowledge and experience that gives them comfort and confidence to buy the right property.

Richard Yang

Richard joined Bayleys in 2003 and works predominantly with Korean investors based both in New Zealand and Korea. He specialises in commercial property, encompassing office buildings, retail investments and developments. Richard has built an excellent reputation and strong relationships throughout Korean society in his more than 20 years in real estate and is a key part of the International sales team.

Dickie Nam

Dickie has over 17 years' real estate experience in both residential and more latterly commercial property. He has been involved in a wide range of transactions with both local and overseas buyers including land, retail property, office buildings and motels. Clients benefit from Dickie's high standards of professionalism, knowledge and integrity.

Matt Lee

Born and educated in New Zealand, Matt graduated with a conjoint Bachelor of Property and Bachelor of Commerce degree from Auckland University and is easily able to bridge any cultural and language gaps between New Zealand vendors and Asian buyers. Matt has his finger on the pulse of real estate trends and developments and, utilising Bayleys' market-leading resources, ensures opportunities are maximised and clients' expectations are surpassed.

Robyn Ren

As Bayleys' International sales administration executive, Robyn supports all of the team's frontline salespeople, utilising her business acumen to ensure the smooth functioning of the entire sales process. As a fluent speaker in Mandarin and a Bachelor of Commerce graduate from Auckland University, Robyn is often the first point of contact for buyers enquiring about properties listed by her colleagues in the Bayleys International sales team.

Belle Zhang

A graduate of Auckland University with a Bachelor of Property Degree, Belle is fluent in written and spoken Mandarin and English. She provides invaluable support to the International team, ensuring the smooth running and coordination of major leasing projects.

William Li

William specialises in the management of commercial, retail, and industrial properties for a variety of both local and offshore based Asian clients. William joined Bayleys in 2007 after completing a property and accounting conjoint degree from the University of Auckland and is currently completing his Masters in Property. William has also worked in financial reporting, tax saving and advisory services and utilises these skills together with his extensive property knowledge to maximise the value of clients' real estate assets.

Manukau Team

Katie Wu

Katie specialises in leasing and selling commercial and industrial buildings with a focus on East Tamaki and Manukau. During her 10 years in real estate, she has been involved in many millions of dollars worth of property sales and leases. Katie is bilingual and speaks Mandarin and English, so she can assist both European and Asian clients. She takes great pride in achieving successful outcomes for all her clients.

Tony Chaudhary

Specialising in the South Auckland commercial property market, Tony efficiently services a growing national and international client base who value his diligent work, intelligent marketing strategies and proven negotiation skills. Tony is consistently among the company's top 5% of agents nationwide. Proficiency in Hindi, Punjabi and English, plus an understanding of Gujarati, allows him to gain clients' confidence and gives him the edge in negotiations.

Janak Darji

Janak's academic real estate foundation as a property graduate is complemented by his personal business skills and administrative experience. He works in a business support role alongside top achieving agent Tony Chaudhary. Committed to the real estate industry for the long term, Janak is investing time in building trusted working relationships with clients.

Extensive Track Record



Development Land

Address: 26 McQuids Road, Flat Bush, Auckland

Property Type: Development Land

Method of Sale: Tender

Sale Price: \$4,600,000

Sold to Chinese Investor



Development Land

Address: 20,24,36 Oceania Place, Mellons Bay, Auckland

Property Type: Residential Development Land

Method of Sale: Auction

Sale Price: \$5,100,000

Hong Kong Investor



Shopping Centre

Address: Lincoln North Shopping Centre

Property Type: Retail Shopping Complex

Method of Sale: Auction

Sale Price: \$30,000,000

90% Primary Asian Investors



Shopping Centre

Address: 113 Felton Matthew Avenue, St Johns, Auckland

Property Type: Retail Shopping Complex

Method of Sale: Auction

Sale Price: \$7,000,000

80% sold to Asian Investors

Extensive Track Record



Commercial Building

Address: 334 Broadway Newmarket, Auckland

Property Type: Commercial Building

Method of Sale: Tender

Sale Price: \$5,650,000

Sold to Malaysian Investor



Farm

Address: North Island, NZ

Property Type: Multiple Dairy Farms

Method of Sale: International Tender

Sale Price: Circa \$200,000,000

Sold to Chinese Investor



Commercial Building

Address: 13 St Heliers Bay Road, St Heliers, Auckland

Property Type: Commercial & Retail Building

Method of Sale: Auction

Sale Price: \$6,020,000

Sold to Chinese Investor



Farm

Address: 571 Ormiston Road, Flat Bush, Auckland

Property Type: Land Bank Rural Land

Method of Sale: International Tender

Sale Price: \$6,500,000

Sold to Chinese Investor

Extensive Track Record



Commercial Building

Address: 367-369 Remuera Road, Auckland

Property Type: Commercial Building

Method of Sale: Auction

Sale Price: \$4,300,000

Sold to Local Investor



Commercial Building

Address: 235-245 Onehunga Mall, Onehunga, Auckland

Property Type: Commercial Building

Method of Sale: Private Treaty

Sale Price: \$6,450,000

Sold to Chinese Investor



Shopping Centre

Address: 170 Wairau Road, Wairau Valley, Auckland

Property Type: Retail Shopping Complex

Method of Sale: Auction

Sale Price: \$13,106,000

80% sold to Asian Investors



Commercial Building

Address: 151-161 Mt Eden Road, Mt Eden, Auckland

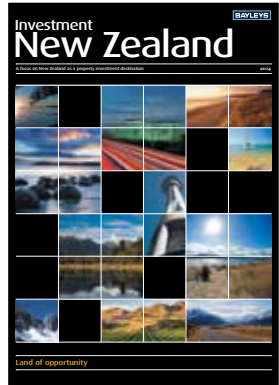
Property Type: Commercial Building

Method of Sale: Auction

Sale Price: \$5,060,000

Sold to Indian Investor

Our Suite of Bespoke Marketing Tools



Investment New Zealand

Investment New Zealand magazine – “a focus on New Zealand as a property investment destination” – is a proven and highly successful marketing initiative designed to capitalise on the current high level of demand for New Zealand property

from international investors.

Driven by Bayleys’ key senior executives, and supported by Bayleys International sales team and Bayleys’ global alliance partner Cushman & Wakefield, the magazine exclusively showcases a small, select range of some of the best property and business investment opportunities available in New Zealand which are likely to appeal to offshore investors. It also contains a comprehensive overview of the New Zealand investment and property environment compiled by Bayleys Research analysts.

The printed magazine and properties within the magazine are promoted by Bayleys’ senior executives on their regular overseas visits and at offshore functions and seminars. An e-book version of the magazine is also emailed to 25,000 offshore investors, potential migrants and expats as well as agent investor databases.



Total Property

Bayleys’ national collection of commercial properties and businesses for sale is released five times a year with the portfolio containing an average of 95 commercial and industrial opportunities. Globally, Total Property magazine is distributed to key Cushman & Wakefield offices in Asia and Australia. In addition,

an electronic version of the magazine is sent to a database of 115,000 offshore skilled migrants interested in investing in New Zealand.

Its international reach is further extended through the introduction of the Total Property iPad magazine application, allowing the newest properties on the market to be viewed from anywhere in the world.



Greater Auckland

Published three times a year, the Greater Auckland portfolio is released in between Total Property portfolios and contains a wide selection of Auckland commercial and industrial properties available for purchase. It is a proven tool for reaching the substantial local Chinese and Indian investment communities.

Our Reach

Bayleys markets and sells properties around the world, but with commercial and industrial property our primary focus is on China (including Hong Kong), Singapore and Malaysia because this is where most offshore buyers are currently coming from in this sector of the market. Our global commercial property affiliate Cushman & Wakefield has a strong presence in this region.

This is complemented by the proactive, hands-on approach Bayleys takes to marketing property in the region. Our senior executives make regular trips throughout the year to these destinations for face-to-face meetings with substantial existing clients and prospective new investors as well as professional advisers such as bankers, accountants and lawyers. We also participate in a variety of international seminars and expos.

In China, we vary our visits, encompassing those parts of the country where investors are most interested in opportunities in New Zealand. At the moment the majority of offshore purchasers of New Zealand property are



coming from either the Shanghai region or the Pearl River Delta area. The latter encompasses Hong Kong, which is still a major hub for international investment out of China, and Guangzhou, a massive city of 14 million people from which China Southern Airlines is running daily direct flights to and from New Zealand.

Bayleys' executives also make regular trips to Singapore and Kuala Lumpur, Malaysia. We are a joint participant with PwC, ANZ Bank and Malcolm Immigration Consultants in regular EuroAsia seminars in these two cities. These seminars provide information on emigrating to and investing in New Zealand, targetted at high net worth individuals and investment companies.

We undertake visits to other international destinations depending on market demand. There are currently signs of renewed interest out of Japan in New Zealand property and if this gathers momentum more attention will also be focused on this country in future.



Bayleys International Alliances

Cushman & Wakefield

Cushman & Wakefield is the world's largest privately owned commercial real estate services firm with over 250 offices in 60 countries. The company advises and represents clients on all aspects of property occupancy and investment, including leasing, sales and acquisitions; equity, debt and corporate finance, and investment banking; property, facilities and project management; corporate services, consulting and appraisal.

Cushman & Wakefield partners with Bayleys to provide insight and expertise in the New Zealand market for its global clients. As a result, major multinationals like Nokia, Revlon, and Omnicom use us to handle their property needs in New Zealand. Going the other way, our close relationship with Cushman & Wakefield means that Bayleys clients looking for advice on overseas real estate markets have access to the expertise of the best global real estate network.

Christie's International Real Estate

Christie's International Real Estate is one of the world's premium luxury brands and a global leader in high-end residential marketing and sales. With a network of 36,000 sales associates operating from 900 offices in more than 40 countries, Christie's boasts annual sales topping US\$128 billion.

Through Bayleys' exclusive alliance with Christie's, we offer unique marketing options for exceptional properties by accessing high-net-worth individuals otherwise unreachable from New Zealand shores.

Cushman & Wakefield Key Personnel

Angus Harvey Ross

Cushman & Wakefield, Australia

As Managing Director in charge of Corporate Occupier Services, Angus' main focus is providing independent strategic advice and services to tenants and owner occupiers. He has advised a number of significant top 500 companies, professional services firms and government agencies on corporate real estate planning and has undertaken some of the largest tenant representation roles throughout Australia over the last 12 years.

He is past president of the Property Council in Queensland, and a Fellow of both the Australian Property Institute and Royal Institute of Chartered Surveyors.

Kent Fong

Cushman & Wakefield, Hong Kong

As Executive Director Investment Services, Kent leads a team providing investment agency and advisory services including acquisition, disposal and portfolio advice.

He started his investment advisory and agency career in 1994 and joined Cushman & Wakefield in 2009 to set up the Investment Services department. He has a proven track record in every property sector including commercial, residential, industrial & logistics, redevelopment sites, hotels and serviced apartments and retail.

John Stinson

Cushman & Wakefield, Singapore

John Stinson is Executive Managing Director of the Cushman & Wakefield Capital Markets group for the Asia Pacific region and is based in Singapore. John has over 25 years of experience representing investors and occupiers in Asia Pacific and globally.

John works with teams across all 15 countries in which Cushman & Wakefield operates through owned and alliance partners, a group of 86 professionals who form part of the Capital Markets platform.

In association with
CUSHMAN & WAKEFIELD®

Contact

David Bayley

Executive Director

Mobile: +64 21 920 440

Phone: +64 9 309 6020

david.bayley@bayleys.co.nz

Chris Bayley

International Director

Mobile: +64 21 899 863

Phone: +64 9 273 6688

chris.bayley@bayleys.co.nz

James Chan

Asian Sales Director

Mobile: +64 21 934 054

Phone: +64 9 375 8458

james.chan@bayleys.co.nz

An Approach that Works

We are immensely proud to have been awarded New Zealand's Commercial and Industrial Agency of the Year (for the second year in a row) at the 2013 Real Estate Institute of New Zealand Awards.



#1 Commercial Real Estate Agency
in New Zealand 2013

#1 Commercial Real Estate Agency
in New Zealand 2012

We look forward to exceeding your expectations. Find out more about our results focused team at www.bayleys.co.nz/commercial.

