



**Veritas Partners**

# Capability Statement


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## Contact Details:

 James Woodburn

 [james@veritaspartners.com.au](mailto:james@veritaspartners.com.au)

 [www.veritaspartners.com.au](http://www.veritaspartners.com.au)

 0425 22 33 11

# ABOUT US

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James Woodburn founded Veritas Partners and brings a lived experience from the tenant's perspective, together with 3 decades of experience working domestically and internationally, as tenant representative, asset manager and leasing agent. James' in-depth knowledge of all players in the property industry, together with well-honed negotiation skills ensure corporate occupiers of workplaces can create competition and strategies to be leveraged to your advantage.

With our expertise, we help reduce your property costs and optimise lease flexibility, ensuring you make the right property decisions, which in turn support the businesses strategic imperatives.



**30+**

Years Experience



**2M+**

sqm Negotiated



**APAC & Australia**

Expertise

# HOW OUR APPROACH SUPPORTS YOUR BUSINESS

We navigate you through a strategic procurement process, designed to optimise competitive tension and leverage market knowledge to achieve the best outcome for you. Our focus is on leveling the playing field and guiding you to the right deal to meet your business imperatives.



## Cost Reduction

Reduce property occupancy costs



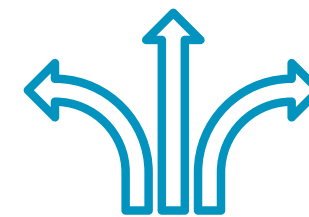
## Sustainable

Contribute to net zero and sustainability targets



## Advocacy

Advocate & protect clients against onerous lease clauses



## Flexibility

Increased flexibility to enable better responsiveness to future change



## Footprint Optimisation

Optimise real estate and future proof premises



## Attract & Retain Talent

Deliver property solutions to enhance talent attraction & retention

# THE VALUE A TENANT ADVISOR BRINGS...

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Owners engage leasing experts to assist them in lease negotiations and this is their core business. It stands to reason that, tenants deserve leasing expertise specifically delivered to serve their best interests on transactions they infrequently encounter.



## Core Skills

This is our core business we advocate for you to protect against hidden & onerous clauses.



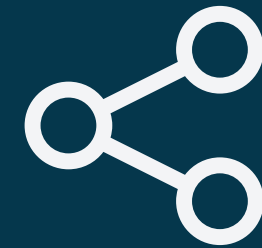
## Time Saving

We manage dealings with agents and owners, so you can redirect focus to your business.



## Tactical Buffer

We act as a buffer between tenant and landlord – maximising competitive tension while preserving your relationship.



## Network & “Intel”

We have deep connections, & property market intelligence to leverage negotiations to your benefit.

We level the  
**playing field**  
of corporate  
occupiers

## OUR CORE SERVICES

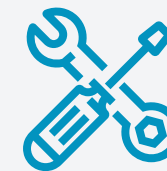
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Tenant Representation



Lease Portfolio Strategy



Make Good/Reinstatement  
Mitigation



Lease Audits/Due Diligence



Corporate Real Estate  
Outsourcing/Project Direction



Cost Out Strategies

# TENANT REPRESENTATION IN 4 STAGES

## Stay Versus Go Strategy

1



### Strategy & Needs

Deliver property solutions to enhance talent attraction & retention

2



### Market Research

Conduct a wide and exhaustive market search, engaging with all agents and owners, to evaluate the available options both "on and off" market.

3



### Negotiation & Analysis

Leverage Veritas Partners experience and tactics to maximise the competitive tension between owners and agents. Curate a competitive pursuit for your business and ensure multiple viable options are created and financially benchmarked to enable the best outcome.

4



### Documentation & Approvals

Negotiate a detailed heads of agreement and support the client and legal team through the lease negotiation process to ensure commercial terms agreed are preserved.

# YOUR JOURNEY FROM “START TO FINISH”

Our experience, and disciplined approach ensures the process is both smooth and successful. We believe in supporting you throughout the project, and in the advantage of assembling a "best of class" team of independent, trusted advisors.

1

## Project Initiation

Setting up for success

- Aims & Objectives
- Governance
- Reporting
- Timetable

2

## Team Assembly

Best in class - trusted & experienced teams

- Identify consultants required, define deliverables
- Tender, interview and evaluate
- Onboard key consultants
- Assemble internal stakeholders (IT/HR/Legal)

3

## Needs Analysis

Achieve clarity around space needs & priorities

- Engage with key stakeholders
- Review and define workplace needs
- Test & confirm findings with stakeholders

4

## Market Search & Negotiations

EOI process - creating market competition

- Create awareness and competition
- Identify and exhaust all opportunities
- Leverage and compare options

5

## Due Diligence & Final Negotiations Heads of Agreement

Managing risks & closing

- Financial due diligence and analysis
- Risk identification and mitigation
- Detailed technical & test fit due diligence

# YOUR JOURNEY FROM “START TO FINISH” - CONT'D

6

## Documentation & Approvals

Securing approvals and a formal agreement

- Negotiate lease documentation
- Protect commercial terms
- Secure approvals to process
- Execute lease documents mobilise delivery teams

7

## Design finalisation tender & build

Delivering the physical project - PM, Designer, Builders

- Finalise design concepts
- Client reviews and sign-offs
- Document design
- Tender design
- Construction delivery

8

## Relocation

The big move - relocation & project managers

- Move management planning
- Communications
- Pack up
- Day 1

9

## Reinstatement

Varies subject to scope & complexity

- Scope clarification
- Tendering
- Negotiation
- Cash settle/Complete works

10

## Dilapidation

Management, project closeout & review

- Manage fitout defects
- Stakeholder reviews
- Lesson learnt
- Documentation library handover



# OUR EXPERIENCE

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Across a diverse range of industries & sectors, we have provided extensive assistance to numerous clients in the areas of tenant representation, portfolio strategy, property cost mitigation and due diligence. This experience includes the negotiation of workplace lease transactions totaling over 2 million sqm in existing and new buildings. Experience has been accumulated from over 30 years in the industry, with a unique expertise in, portfolio strategy and complex Campus and pre-construction leases.



**2M+**  
SQM NEGOTIATED  
IN EXISTING AND  
NEW BUILDINGS

# CLIENT EXPERIENCE

Our clients include major global, APAC and Australian companies across numerous sectors. Our projects have spanned all states and classes of property. Examples of clients James has serviced over his 3 decades of experience include:



# WHY VERITAS PARTNERS - (Latin – Truth; Trust)

## Our Objectivity

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We take pride in acting as your “trusted advisor”. We offer a distinctly unique proposition, providing our clients assurance in the probity of the process, a critical alignment of interests in respect of fees, comfort in our objectivity and independence, together with deep technical excellence, and experience.



### INDEPENDENCE

We act solely for tenants  
advocating your interests without  
conflict



### TRUST

We build long-term relationships  
based on integrity, transparency  
and accountability



### EXPERIENCE

30+ years of expertise and 2M+  
sqm negotiated across APAC &  
Australia