



Veritas Partners

Capability Statement

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ABOUT US

James Woodburn founded Veritas Partners and brings first-hand experience from the tenant's perspective, together with three decades of experience working domestically and internationally across corporate occupier advisory, asset management and leasing. James' in-depth knowledge of the property industry, together with extensive commercial experience, enables corporate occupiers to develop informed property strategies, assess market opportunities and establish strong commercial positions.

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

**30+**

Years of Experience

**2M+**sqm transaction
experience**APAC & Australia**

Expertise

HOW OUR APPROACH SUPPORTS YOUR BUSINESS

We guide clients through a structured property strategy and decision-making process, combining market intelligence, commercial analysis and independent advice. Our focus is on providing corporate occupiers with the information, analysis and strategic support required to make well-informed property decisions aligned with their business objectives.



Cost Reduction

Reduce property occupancy costs



Sustainability

Contribute to net zero and sustainability targets



Commercial Risk

Identify and advise clients on commercial risks and potentially onerous lease provisions.



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 OF INDEPENDENT CORPORATE OCCUPIER ADVICE

Property owners and their agents have extensive property market and transaction experience. Corporate occupiers benefit from having independent commercial expertise on their side to analyse opportunities, identify risks, benchmark proposals and support informed property decisions.



Core Skills

Corporate real estate is our core expertise. We identify commercial risks, benchmark proposals and provide independent advice throughout the decision-making process.



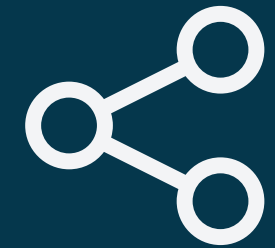
Time Saving

We coordinate the client's property advisory process, analysis and reporting, allowing management to remain focused on its core business.



Commercial Strategy

We develop commercial strategies, analyse alternatives and provide clients with the information and recommendations required to make informed decisions.



Network & Market Intelligence

We combine extensive industry connections with property market intelligence to inform commercial strategy, benchmarking and decision-making.

We level the **playing field** for corporate occupiers.

OUR ROLE

Veritas Partners provides strategic corporate real estate and commercial property advisory services. Where a property transaction requires services to be undertaken by a licensed real estate agent, those activities are undertaken by appropriately licensed agents appointed by or working with the client. Veritas continues to provide independent strategy, commercial analysis and advisory support to the client throughout the process.

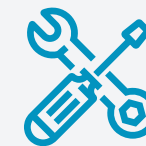
OUR CORE SERVICES



Corporate Occupier Advisory



Property Market Intelligence & Benchmarking



Commercial & Financial Analysis



Lease Audits & Due Diligence



Make Good/Reinstatement Mitigation



Corporate Real Estate Project Direction



Cost Out Strategies



Lease Portfolio Strategy

CORPORATE OCCUPIER ADVISORY IN 4 STAGES

Stay Versus Go Strategy

1



Strategy & Needs

Define business requirements, workplace needs, financial parameters, timing, operational priorities and property objectives.

2



Market Intelligence & Analysis

Research and analyse relevant market opportunities, rental evidence, incentives, occupancy benchmarks and property alternatives to inform client decision-making.

3



Commercial Analysis & Strategy

Financially benchmark property alternatives, analyse commercial proposals, identify risks and opportunities and develop recommended commercial positions and negotiation strategies for the client.

4



Documentation & Approvals

Support the client, its legal advisers and appointed licensed property agents by reviewing proposed commercial terms against approved objectives and providing commercial analysis throughout the documentation and approval process.

YOUR JOURNEY FROM “START TO FINISH”

Our experience and disciplined approach ensure 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 advisers.

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 and confirm findings with stakeholders

4

Market Analysis & Commercial Evaluation

Market intelligence, benchmarking & option assessment

- Assess relevant market opportunities
- Analyse market and rental evidence
- Benchmark and compare property alternatives

5

Due Diligence & Commercial Recommendations

Managing risks & closing

- Financial due diligence and analysis
- Risk identification and mitigation
- Detailed technical and test-fit due diligence
- Commercial recommendations and approval support

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

6

Documentation & Approvals

Securing approvals and a formal agreement

- Review documentation against approved commercial terms
- Monitor alignment with agreed commercial objectives
- Support internal approval processes
- Support client approval and mobilisation of delivery teams

7

Design Finalisation, Tendering & Construction

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 planning and coordination
- Communications
- Pack up
- Day 1

9

Reinstatement

Varies subject to scope & complexity

- Scope clarification
- Tendering
- Commercial evaluation & strategy
- Evaluate settlement versus works alternatives

10

Dilapidation

Management, project closeout & review

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



OUR EXPERIENCE

Across a diverse range of industries & sectors, we have provided extensive assistance to corporate occupiers in the areas of property strategy, portfolio advisory, property cost optimisation and due diligence. James' broader industry experience spans more than 30 years and includes involvement in workplace lease transactions totalling more than 2 million sqm across existing and new buildings. His specialist expertise includes portfolio strategy, complex campus requirements and pre-construction lease arrangements.



2M+ SQM

TRANSACTION EXPERIENCE

ACROSS 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 organisations James has advised or serviced during his 30+ year property career include:



WHY VERITAS PARTNERS - (Latin – Truth; Trust)

Our Objectivity

We take pride in acting as your “trusted advisor”. We offer a distinctly unique proposition, providing our clients with 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 provide independent advice exclusively to corporate occupiers, providing objective property and commercial advice without landlord-side conflicts.



TRUST

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



EXPERIENCE

30+ years of property expertise and experience across 2M+ sqm of workplace transactions throughout APAC and Australia.