

MEDIA STATEMENT

LJ Hooker announces new Board of Directors

11th November 2009

Mr. Leslie Janusz Hooker, Executive Chairman of LJ Hooker, today announced the appointment of a new Board of Directors for Australia's leading real-estate brand.

The new Board includes some of Australia's most experienced individuals in real estate, franchising and mortgage finance.

The new LJ Hooker Board comprises:

- **Greg Paramor:** founding partner of Equity Real Estate Partners, former Managing Director of Mirvac, and past President of the Property Council of Australia;
- **John Kinghorn:** Founder of RAMS Home Loans, RentWorks and Allco Finance Group;
- **Syd Fischer O.B.E.:** Has had a long-established involvement in the property industry including residential, commercial, industrial and retail;
- **Robert McLean:** former Chairman of Elders Rural Services, and former Managing Director, McKinsey & Co, Inc for Australia. Now a Senior Advisor;
- **Grahame Cooke:** highly awarded 35 year career with LJ Hooker culminating in leading the firm from 1992-2004, and also Founder and former Chairman of National Real Estate Franchise Association;
- **Alan Lambert:** 35 year career with LJ Hooker, currently Managing Director of the firm and a past Chairman of the Franchise Council of Australia

Mr Hooker said: "Each director offers a unique set of skills and brings a wealth of experience and knowledge to the LJ Hooker management team and 700 franchises. We have one of the strongest brands in the world's best performing industrialised country (Australia), and now we have a board to take advantage of these exciting times for LJ Hooker."

Investor director Mr Paramor said: "The LJ Hooker brand coupled with the new ownership and board will enable the company to grow to its potential. The recent financial crisis has provided many opportunities in the real-estate market for nimble, well capitalized companies like LJ Hooker."

Investor director Mr Kinghorn said: "I look forward to helping LJ Hooker develop the best suite of products available for the franchise network to sell more homes. It is exciting to be part of the renaissance of LJ Hooker."

Mr Hooker led a group of investors – some of whom are now directors – to acquire LJ Hooker from Suncorp on 15 October, 2009.

Mr Hooker is the grandson of the founder of the company, Sir Leslie Joseph Hooker. Sir Leslie Hooker was born in Sydney in 1903 and opened the first LJ Hooker real estate agency in Maroubra, New South Wales, in 1928.

About LJ Hooker

Founded 80 years ago, LJ Hooker is the most recognised real estate brand in Australia.

Its founder was Leslie Joseph (L.J.) Tingyou, who was born in Sydney in 1903. In 1925, he changed his surname to Hooker to conceal his Chinese heritage due to the White Australia policy. He opened his first real estate agency in the beachside Sydney suburb of Maroubra in 1928.

Today, headquartered in Sydney, LJ Hooker has over 700 real estate franchisees in Australia and New Zealand, with a growing international platform in the Asia Pacific region, including China, Japan, India and Indonesia.

In the past financial year, the network sold over \$15 billion worth of Australian real estate. These sales generated more than \$500 million in commissions by its 6,000 employees.

LJ Hooker is also one of the largest independent mortgage broking businesses with over 140 brokers in Australia.

About L Janusz Hooker

Until recently, Mr. Hooker was Managing Director of Asia for W. P. Carey & Co. (NYSE:WPC), a New York-based real estate investment firm with a global portfolio of more than US\$10 billion. W. P. Carey Group is one of the largest providers of net lease financing for corporations worldwide. The Group owns more than 700 commercial and industrial properties in 15 countries, representing over 100 million square feet of gross floor area.

Prior to joining W. P. Carey, Mr. Hooker was the founder and CEO of Tinshed Corporation, a venture capital firm based in Sydney. Previously, he was an investment officer with the Asian Infrastructure Fund based in Hong Kong. He started his professional career at PriceWaterhouse in Sydney as an analyst on the firm's China desk.

Mr. Hooker graduated with a BSc degree in Economics from the Wharton School of Business. He also studied Mandarin and martial arts at Beijing University. He was a Bronze Medalist for Australia in rowing at the 1996 Atlanta Olympic Games. He is the co-founder of Foundation for Kids, a U.S. not-for-profit organisation that supports educational programs for underprivileged children in Asia.

Media inquiries

John Hurst, Cannings Corporate Communications: 0418 708 663
Luis Garcia, Cannings Corporate Communications: 0419 239 552