

October 8th, 2010

### LJ HOOKER APPOINTS CHIEF OPERATING OFFICER

LJ Hooker executive chairman L. Janusz Hooker today announced the appointment of Georg Chmiel as Chief Operating Officer to further strengthen the executive team during the company's current rapid growth phase.

"LJ Hooker has been leading innovation in the industry for over 80 years and the four most recent appointments we have made, in as many months, builds on the most dynamic team in the industry who will continue our heritage of innovation," Mr Hooker said.

"We have teamed up the best talent from within the LJ Hooker network and combined them with leaders from some of the world's leading real estate companies to keep us at the forefront of best practices.

"It is very exciting to have such a high calibre of talent under the one roof."

Mr Chmiel will join LJ Hooker after almost six years as Chief Financial Officer and General Manager (international) at REA Group Ltd. Mr Chmiel was instrumental in building a solid platform for expansion which allowed the group to grow exponentially.

During his time at REA the business grew from a market capitalisation of \$100 million to \$1.5 billion and annual revenues of about \$35 million to almost \$200 million. Staff headcount also increased from 100 to over 500 people.

Mr Chmiel said: "LJ Hooker has a long history in the Australian real estate space and a solid foundation for growth. I am confident in the team and our ability to deliver quality services to our network of franchisees and customers. I am delighted to have this opportunity to drive a great company through its next phase of growth."

LJ Hooker has been building a robust management team since a consortium headed by Mr Hooker acquired the company from Suncorp in October 2009.

Other recent leadership appointments include:

**John Darrow, Head of Marketing.** John joined LJ Hooker from Ogilvy & Mather Sydney where he held the role of Global Director on the IBM account. Previously John was Head of Marketing at Tishman Speyer Properties in New York.

**Graeme Hyde, Head of Training.** Graeme joined LJ Hooker corporate after driving the company's auction rate at 30 per cent over the past 12 months which is twice the rate of the national average. Graeme owned one of LJ Hooker's top performing offices, Port Macquarie, and was individually ranked among the top ten salespeople for LJ Hooker worldwide and is on the board of the Real Estate Institute of New South Wales.

**Bill Russell, Head of Network Development.** Bill first joined LJ Hooker in 1981 when he purchased his first office, LJ Hooker Tamworth which he successfully built into a top ten performer within the LJ Hooker network. Bill joined LJ Hooker Corporate in 1987 before becoming General Manager of LJ Hooker, Double Bay in 2004. Most recently, Bill held the position of International Sales Manager with REA group.

"These leadership appointments support our trajectory for growth and will help to achieve the business goals we have established. Their combined breadth of experience and the depth of knowledge uniquely qualify them to successfully lead LJ Hooker in its next growth stage," Mr. Hooker added.

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**About LJ Hooker**

Over the past 82 years, LJ Hooker has become Australia's best known and most trusted real estate brand. With a franchise network 695 offices strong across Australasia, LJ Hooker sells more than 40,000 properties each year worth over AUD17 billion.

LJ Hooker features one of the largest residential sales teams in the industry comprising 3200 sales professionals backed up by over 2000 support team members. LJ Hooker is one of the largest property managers in the region, managing approximately 120,000 properties valued at over AUD40 billion generating AUD1.5 billion in rental income each year.

LJ Hooker provides a full suite of commercial services with national coverage in Australia and New Zealand including buying, selling, leasing properties for commercial or investment purposes. LJ Hooker has 23 commercial offices supported by 150 commercial experts across the office, retail and industrial sectors. This includes dedicated offices for project marketing and land marketing.

LJ Hooker also has 40 dedicated property finance offices comprising a national network of 150 Mortgage & Finance Association of Australia (MFAA) certified finance managers

For more information visit [LJHooker.com](http://LJHooker.com)

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