



Malcolm Collins

Director

Collins & Associates

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Self Storage Valuation & Consultancy Experience:

Malcolm has had ongoing experience in the valuation of self storage facilities and provision of consultancy advice to industry participants for 25 years throughout Australia and New Zealand. Clients include major national brands, corporate owners and institutions, banks and individual owners in locations as diverse as small, agent-operated stores in country towns and provincial centres to major inner city and CBD areas.

Malcolm undertakes valuations and property advice, participates in off-market property transactions and consults to benchmark, value, review and improve operators businesses, as well as providing feasibility and high-level catchment studies and property research in locations as diverse as:

Victoria – Suburban & Country

Multiple CBD, inner urban and outer metropolitan area and throughout provincial and country Victoria

New South Wales & ACT

Country and provincial NSW, suburban Newcastle, Wollongong and The Illawarra, Sydney-wide suburban and metropolitan locations; the Blue Mountains; the Hunter Valley, and the Central, North and South Coasts. Collins & Associates (C&A) valued most of the major facilities in **Canberra** between 2013 and 2015.

Queensland

The Greater Brisbane area, the South East and Ipswich Corridors, Toowoomba, country and provincial areas and the Gold, Sunshine and North Coasts from Airlie Beach, Cairns, Mackay, Rockhampton, Townsville through to Tweed Heads.

South Australia

Adelaide and its metropolitan and outer urban areas from Gawler in the north through to Victor Harbor on the south coast, the Mt Barker area and provincial locations including Whyalla and Port Augusta.

Western Australia & Northern Territory

Over the last 15 years Malcolm has worked throughout the Metropolitan areas of Greater Perth from Bunbury and Albany in the south up to Joondalup and beyond in the north, as well as in the North West.

C&A has valued several **Darwin** facilities, written about the local market for the SSAA, and valued the major storage properties in **Alice Springs**.

Property Consultancy | Valuations | Self Storage

Liability limited by a scheme approved under Professional Standards Legislation

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Tasmania

Major operators in Hobart including the CBD, plus Launceston, Devonport and the North Coast.

New Zealand

Malcolm undertook the first multiple sites valuation for the Abacus-Storage King portfolio purchase in 2006. C&A has maintained contact with and consulted to Association members since that time, most recently completing portfolio and single-property valuations in the North & South Islands through 2016.

Qualifications and Professional Affiliations:

Fellow of the Australian Property Institute (FAPI)

Certified Practising Valuer (CPV)

Registered Valuer Victoria No. 256

President's Panel of Determining Valuers - Victoria

Specialist Retail Valuer - Victoria

Member of the New Zealand Property Institute (MPINZ)

Member of the Royal Institution of Chartered Surveyors (MRICS)

Member of the Australian Institute of Management (AIMM)

SSAA: Board Member/Treasurer: 2012 - 2016

Member of the Self Storage Association of Asia

Registered Valuer **as required: within Australia & NZ**

- New South Wales VAL012926
- Queensland 3021
- Western Australia 44447
- Registered Valuer **New Zealand** 3573

Malcolm's ongoing industry involvement includes:

Service Member Representative on the SSAA Board from 2012 to 2016 and Treasurer from 2014.

Personal and Service Membership of the SSAA for more than 25 years, incorporating (most recently) the specialist Collins & Associates consultancy since July 2012. Southern Region Representative through the early 2000's.

Foundation Member of the Self Storage Association of Asia in 2014.

Attendance at the Fedessa/SSAUK Conference in Stockholm in October 2014. Participation in a four- valuer panel discussing property market issues and valuation methods.

The writing of articles for the industry including *An Overview of the Australasian Market* in 2013 for the SSAA Insider magazine, articles for the SSAsia In-Store magazine in 2015, occasional pieces for the StorMan Monthly Blog, for merchant banking and institutional clients regarding facility and industry operational and finance issues and the general economy, as well as for the firm's own website.

Regular presentations at industry seminars and continuing discussions with members regarding general and specific storage and wider valuation matters, referencing current economic and market conditions, at Association Quarterly Meetings in all States since the early 2000's and at Storage King State and National conferences.

Addressing enquiries from interested industry participants, and potential investors and developers on a regular basis, including consultancy work for owners and investors from local areas, interstate and overseas (eg South Africa, Asia, America, the UK and New Zealand).

Presenting at and hosting the "Valuation Round Table" panel discussions and Q & A sessions at SSAA National Conferences since the late 1990's, and being part of Expert Panels at various industry events as the valuer/property consultant member.

Liaising with and education of particular banks around the country for more than 25 years regarding self storage as an asset class, including provision of detailed reporting formats to major Bank representatives in New Zealand for valuer benchmarking purposes in early 2011.

Addressing Australian Property Institute (API) members regarding the correct valuation methodology of going concern self storage facilities.

Direct contributions to the API formulating the Guidance Note addressing going concern self storage valuation practice which has since become the Technical Information Paper (ANZVTIP) - 5: Valuation of Self Storage Facilities, effective 23 November 2016.