

Introduction

David Hunter is an International Property Consultant, specialising in supporting the creation, operation and liquidation of property funds and companies.

He is currently chairman of two public companies, and director of another, overseeing investments in India, the Nordic region, Russia and South Africa. He also has corporate advisory roles in the UK and France.

Hunter's background is as a leading fund manager, most significantly from 2001 till 2004 as Managing Director of Aberdeen Asset Management's £6.5bn UK and international property fund business.



He was President of the British Property Federation in 2004, and actively involved in the introduction of REITs to the UK. He was also inaugural Chairman of the Scottish Property Federation.

Hunter specialises in situations which require strategic direction, management realignment or corporate restructuring. He divides his time between Scotland and London, travelling internationally as required.

Contact

Telephone: +44 (0)141 204 4041
Mobile: +44 (0)7767 432 203
Email: david@hunteradvisers.co.uk

Personal

David Hunter is 58. He is married with two daughters, 21 and 24. Away from business his interests include field sports, golf and music. His family home is in Glasgow.

He is Honorary Swedish Consul to Glasgow and in 2011 was awarded the Royal Order of the Polar Star.

He also has been appointed Honorary Professor of Real Estate at Heriot-Watt University.

Representation

Hunter was President of the British Property Federation in 2003/04, during which time agreement was reached with Government on the introduction of UK REITs. Hunter remains at the front line of these discussions.

He is a property advisor to the National Association of Pension Funds and a member of the Bank of England Property Forum. He is also a frequent conference speaker and provider of articles to a wide range of journals, including the national press.

Hunter Advisers

Hunter created Hunter Advisers in 2005 as a company focused on offering advice to organisations launching or managing property funds. As a result, Hunter has been involved in a wide range of activities, covering property funds, listed companies and specific development projects encompassing the UK, Europe, India and Africa.

Most recently, Hunter has been actively involved either as an adviser or as a director in a number of public companies, including NR Nordic and Russia Properties where as Chairman he has been instrumental in the stabilisation of the company, the internalisation of management and in delivering a dramatic increase in share price.

These roles capitalise on Hunter's extensive real estate experience, management and communications skills and energy, to deliver solutions to the benefit of shareholders and investors.

Hunter also has current and past experience of chairing Investment Committees, where his background as an investor allows him to work closely with managers in assessing purchase and sale recommendations.

Growing and managing a business

Between 1990 – when the Scottish Amicable business won its first external mandate – and 2005 when he stepped down from Arlington Property Investors, Hunter built, managed and protected one of the UK's foremost property fund management businesses.

Ultimately reaching £6.5bn in the UK and Europe, assets under the control of the business grew substantially over that 15 year period despite fluctuating as a result of external corporate events. Hunter's achievements in retaining the loyalty of clients and key staff throughout potentially disruptive ownership changes in 1996, 2001 and 2004 are testament to his personal and communications skills.

The ultimate acquisition of the business, by Arlington Securities in May 2004, was driven by Hunter, who remained over a year with the post-merger business to ensure successful integration.

Background information

Education Eastwood High School, Glasgow

Qualifications Fellow of the Royal Institution of Chartered Surveyors.
Qualified in 1977

Career Path:

1973-1978	James Barr & Sons Surveyors Apprentice Surveyor
1978	Richard Ellis, Glasgow Valuation Surveyor
1978-1996	Scottish Amicable Investment Surveyor 1978-1985 Property Director 1985-1996
1996-2001	Argyll Property Asset Managers/RREEF Managing Director
2001-2004	Aberdeen Property Investors Managing Director
2004-2005	Arlington Property Investors Managing Director
Nov 2005-	Hunter Advisers Managing Director

Awards

- 1994 Pensions World Property Fund Manager of the Year - personal
- 1999 Property Fund Manager of the Year – Argyll
- 2002 Property Fund Manager of the Year – Aberdeen Property Investors
- 2004 Property Innovation of the Year – member of REIT negotiation team
Scottish Property Personality of the Year – personal
Shortlisted for UK Property Personality of the Year

Significant Transactions

Over the years Hunter has been involved in many of the UK's leading property transactions. These ranged from the acquisition and subsequent sale to Greycoat of Moor House, London Wall in 1987, generating a virtual 100% profit over 18 months, to the acquisition of an £80 million portfolio of pubs in 1995, representing the first serious property industry move into that sector.

Hunter led Scottish Amicable into the development of Central London offices at the low point of the cycle in 1994, generating a £50 million profit for the client with 2 developments at 33 Old Broad Street and Fox Court, Grays Inn Road.

Hunter was also instrumental in the creation and financing of Chiswick Park, an award winning West London office project.

Hunter is perceived as a contrarian thinker, able to identify opportunity in the less fashionable parts of the market and also willing to sell on properties which he sees as ex-growth.

Philosophies

Hunter has long argued the place of property as a mainstream asset class and had success in convincing most of his clients to maintain an overweight stance, a position vindicated by the medium and long term outperformance by property. The recent rerating of property yields is entirely in line with his forecasts.

As part of the weighting argument, he has also supported strongly the benefits of including an indirect element within a portfolio. He also supports including an international component in a portfolio through indirect investment.

His approach to asset and fund selection involves a balance of research and instinct and he expects fund managers to operate in the same way.

He believes that transparency and customer service are essential ingredients in a successful fund management business.