

Education

Eastwood High School, Glasgow

Qualification

Fellow of the Royal Institution of Chartered Surveyors
Qualified in 1977

Career Path

1973-1978 **James Barr & Sons Surveyors**, Glasgow
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



Current Directorships

NR Nordic and Russian Properties (Senior Independent Non-executive Director) (listed on Euronext)
South African Property Opportunities (Chairman) (listed on Aim)
Yatra Capital (listed on Euronext)
TAL CPT Ltd
Hunter Advisers
Hunter Capital Partners
Grainard Residential
British Property Federation

Hunter Advisers

David 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 Treveria where he was instrumental in the stabilisation of the company and the internalisation of management following major corporate problems.

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.

Investment Performance

Although the specific numbers are confidential, Hunter's clients over his period as a leading fund manager were accustomed to above benchmark – and often top quartile – performance.

Representation

Hunter was President of the British Property Federation in 2003/04, during which time exceptional progress was made 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.

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

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.

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.

More recently, Hunter was 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.

Personal

David Hunter is 56 and lives in Glasgow. He is married with two daughters, 20 and 22. Away from business his interests include field sports, golf and music. He is Honorary Swedish Consul to Glasgow.

Contact

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