

Hans Pearson (BBus, LLB) - Director

Overview

Hans conceived and implemented Gateway Project Partners in 2004. Gateway Project Partners has originated and executed successful property developments and has completed consultancy services for metropolitan and regional airports in Australia and internationally. Hans is a market leader in airport property, being a regular contributor to conferences and publications about the sector.

Through Gateway Project Partners, Hans is focussed on airport property as a specialist sector that requires specialist skills. Gateway Project delivers value to airport clients and partners through market-leading 'landside' masterplanning consultancy, transaction and development management, and project development services in a principal or advisory capacity.

Hans brings extensive experience in the acquisition, development, financing and management of property assets in various Australian markets across different property cycles, and has firm relationships with many of Australia's leading agency groups, developers, and consultants. Hans has acted variously as principal developer, investor, fund manager, project manager, and has completed land use and development planning work on airport and general commercial projects.

Experience

2009 -

Director, Gateway Project Partners (and Arrowfield Property Group)

- Provided masterplanning consultancy services to airports in Australia and Papua New Guinea.

2003 – 2009

Project Director and Director, Ray White Invest, Sydney and Brisbane

- RWI is an unlisted property funds management and investment business that has invested >\$500m of private equity since 2001.
- Progressed to become Executive Director and Member of the Investment Committee and Board of RWI. Managed the Queensland office from 2008 through to late 2009. Involved in all aspects of the property origination, capital raising, investment and development / delivery process. Undertook principal and joint venture investments in passive and development projects across the commercial, industrial, self storage, residential, and airport sectors in Queensland, Victoria and New South Wales.

2001 – 2003

Associate Director, Westpac Institutional Bank Structured Property Finance, Sydney

- Advisor on property portfolio strategies for major clients. Originated and implemented principal investments and structured unlisted property trusts that were offered to external investors.

1999 – 2001

Property Advisor and Development Manager, CRI Australia, Melbourne

- Advisor for the property portfolios of several of Australia's largest listed companies. Jointly managed the Melbourne office across advisory, development and project management services.

1993 – 1999

***Solicitor, Freehills Lawyers, Melbourne*
*Solicitor, Anderssen & Company Solicitors, Brisbane***

1992

Property Valuer, Wide Bay Property Valuations

Professional

- Bachelor of Laws, QUT (1996)
- Bachelor of Business (Valuation), University of Queensland (1991)