



23<sup>rd</sup> April 2012

To Whom It May Concern,

Testimonial-Gateway Project Partners (GPP)

I first met Rob Mactaggart from GPP in March 2011, shortly after he was recommended to me as a commercial development consultant that specialises in airports. Our project at that time was a full and comprehensive re-write of our Airport Master Plan and GPP was tasked with providing advice on achieving the optimal use of airport land with a focus on generating a greater balance between our aeronautical and non-aeronautical revenue streams.

GPP brought to the planning table years of hands on experience in Airports and a broad understanding of the commercial opportunities that are available to them. Several positive outcomes in our Master Plan are directly attributable to Rob Mactaggarts ability to think outside of the box and identifying a solution for our emerging road traffic issues was a significant contribution of his that led to a vital outcome of the planning exercise.

Based on the quality and relevance of GPP's advice during the creation of the Master Plan I continue to utilise them for a variety of tasks and would suggest their specialisation in the airport arena makes them excellent value for money. For example, using GPP dramatically reduced the amount of time and research that was required when we recently reviewed our current tenancy arrangements. GPP's experience means they already have established and justifiable views on what terms and returns an operator could reasonably expect for provision of airport land, terminal space and/or infrastructure & services.

Additionally and where appropriate, GPP were utilised to progress stalled discussions with tenants and in many instances their parent companies. I have also previously given GPP responsibility for completing tender processes for this airport, including writing the tender documentation, advertising of same, post tender negotiations and input into the final Lease documentation. Importantly, GPP's regional experience means that they are well versed in carrying out such processes in keeping with Local Council policies, under Local Laws.

Gladstone Airport is dynamic and took out the Australian Airports Association Regional Airport of the Year for 2011/12. Like many fellow regional airports in Queensland and Western Australian we are in a period of unprecedented growth that is being driven by the resources boom.

To make the most of the opportunities that present themselves during this period and maintain our current award winning standards we must continue to plan ahead and make the right decisions in a timely manner.

I have no hesitation in confirming that we have and will continue to do this in partnership with Gateway Project Partners.

If I can elaborate more on this testimonial I would be happy to do so.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Glenn Robinson', written in a cursive style.

Glenn Robinson  
Manager  
Gladstone Airport