

# CAPABILITY STATEMENT



*Your Vision - Our Mission*



## Welcome to HPPM

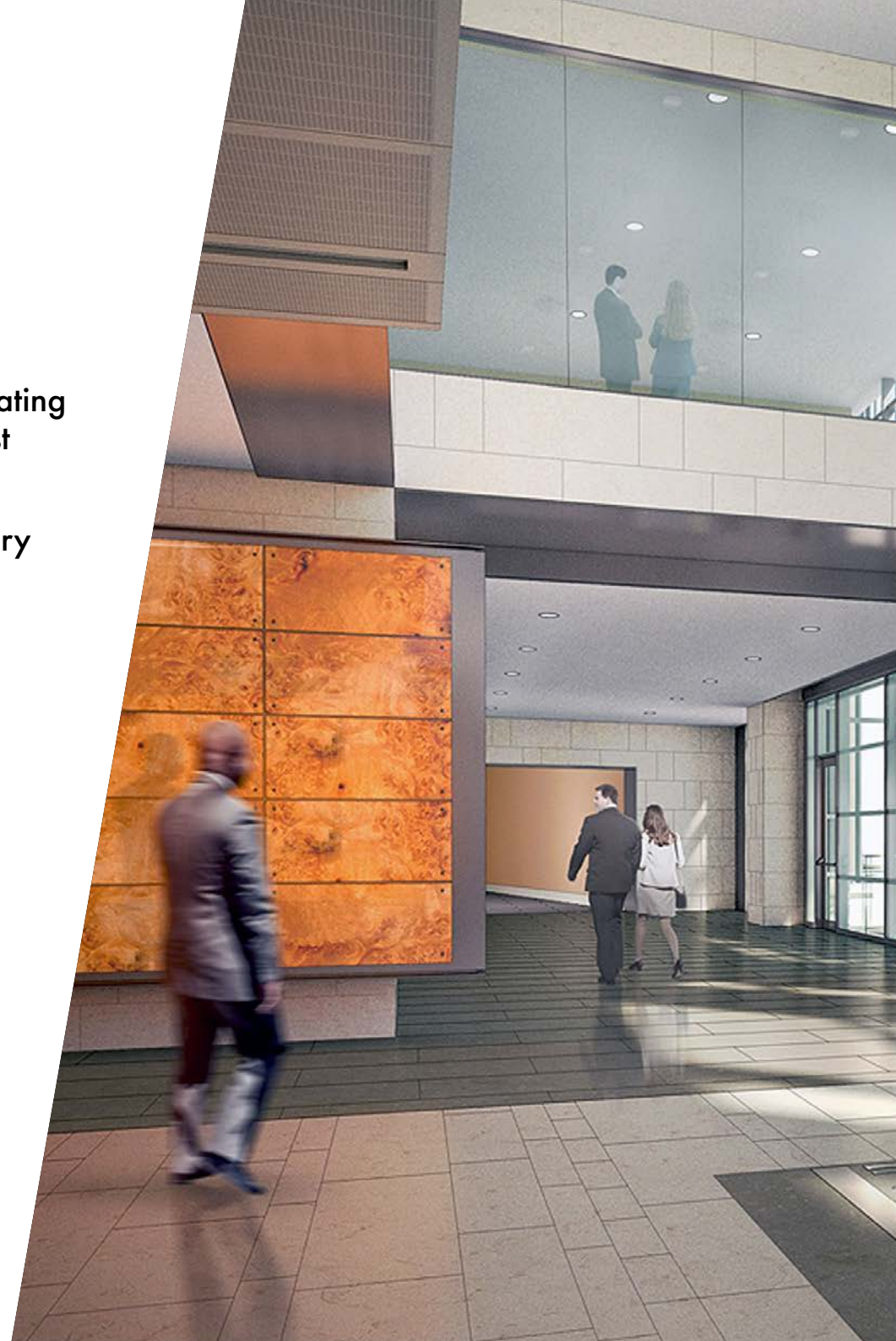
Health Properties Project Marketing (HPPM) has been operating in Australia for over 25 years and is regarded as a foremost facilitator of Health Projects and Specialist Services.

We are a multi-disciplinary business consultancy and advisory group, providing a diverse range of services which can see projects through from an initial concept to operational delivery.

HPPM has developed an extensive network of Health and Allied Health specialists and clinicians as well as key health facility operators.

Our unique skill sets are vital in enabling us to 'open doors', cutting through to decision makers, with a consultative, innovative and collaborative approach ..... we listen thoughtfully and with empathy and respond effectively and appropriately.

We work with our clients to help them realize their vision, delivering timely and optimum results.



## Our Vision

*Your Vision - Our Mission*

## Our Mission

Understand our client's expectations and deliver solutions by:

- Finding out what the client wants
- Providing advice, expertise and resources
- Partnering with people we know and trust
- Full focus on our target markets
- Identifying key partners for alignment of strategies



## Our Values

### GROWTH

We believe in encouraging, developing and lifting people up to see opportunities to grow individuals and businesses to achieve their full potential

### INTEGRITY

We always act honestly in all dealings with others

### RESPECT

We respect individuals and always treat people with dignity and understanding

### TRUST

We place our trust in others

### INFLUENCE

Capacity to engage with strategic partners to create opportunities and develop relationships



## Our Services

HPPM provide a wide range of holistic health services including:  
Consulting services for health, retirement and aged care

Due diligence, gap and demand analysis

Sourcing suitable specialist medical and health services

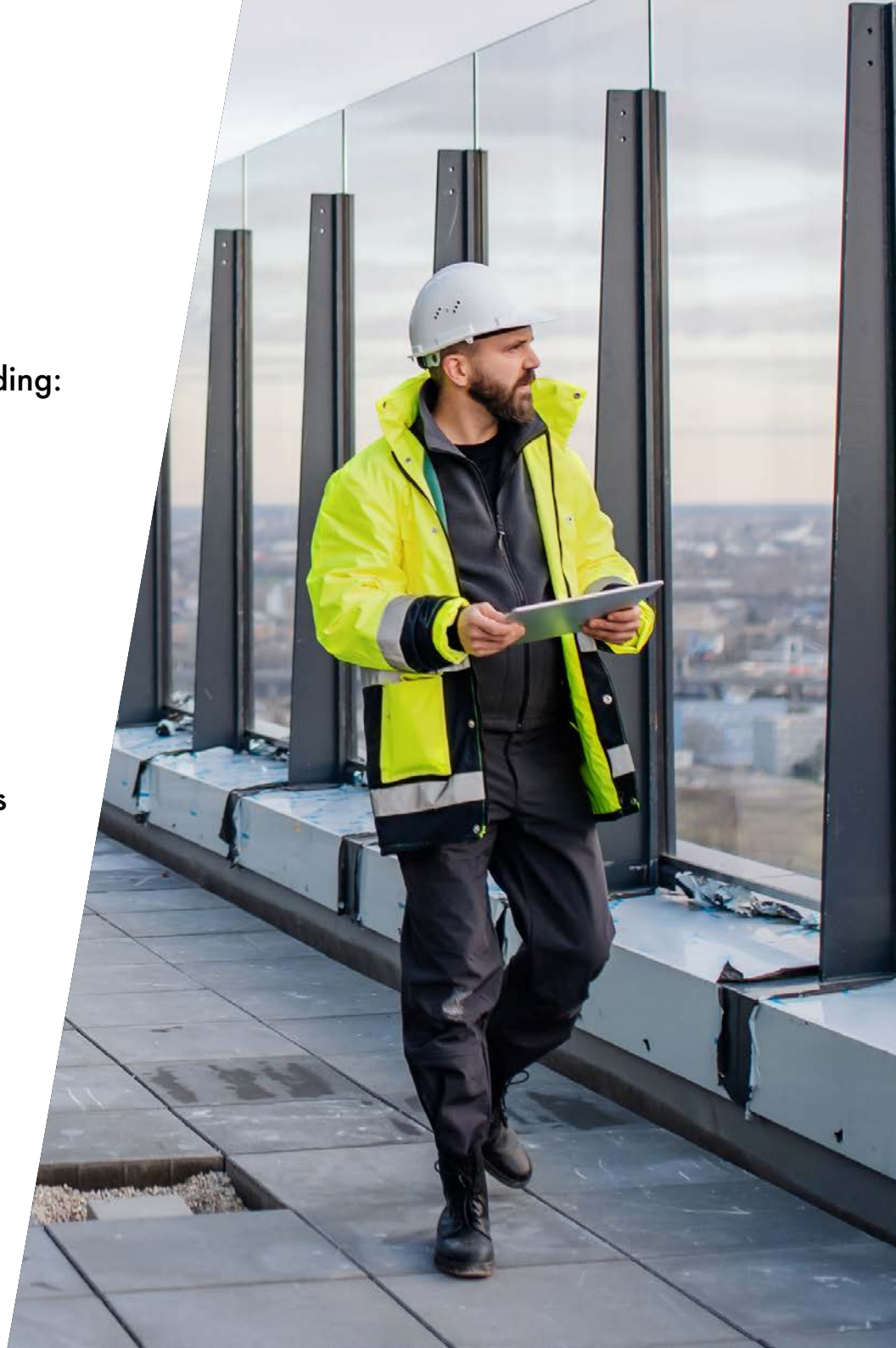
Identifying and negotiating deals with health operators

Regular systemized reporting and feedback

Developing project marketing strategies

Creating relationships between health operators, developers and community groups  
Comprehensive national database of health care professionals, clinicians and service providers

Provision of a large network of specialist development consultants including builders, town planners, specialist architects, project and development managers, financial advisors, capital funders, researchers and legal advisors.



## Typical Projects

Shop Smart Medical – Westfield Mt Druitt Miranda

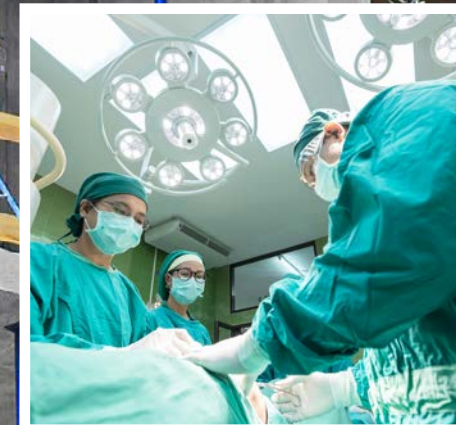
Dental Hospital and Medical Centre Kirk Place, Kogarah

Alec Rice Centre, Toronto

Campbelltown Private Hospital Norwest Private Hospital

Glenquarie Town Centre

The Salvation Army Aged Care Centres and Territorial Headquarters



## Development projects with The Salvation Army

\$350 million of Aged Care Plus developments over the past 8 years providing over 500 new beds and 150 independent living units (Peter Alward as Director Property for the Salvos)



*Chapel Hill*  
*Brisbane, 126 Bed*



*Elizabeth Jenkins Place*  
*Colloroy, 176 Beds*



**Macquarie Lodge Redevelopment**  
**54 Independent Living Units**  
**Arncliffe**



**The Salvation Army Headquarters**  
**Purchase and Redevelopment,**  
**Redfern, Sydney**





*Campbelltown Private Hospital*





*Gentle Dental Care Miranda*



*Kirk Place, Kogara*



*Norwest Private Hospital*



## Peter Alward

*Peter Alward – CEO and Director*

Peter has more than 30 years' experience in the health, retail, commercial, residential, and hospitality property arenas in Australia, south-east Asia and the Pacific. He has led diverse teams of professionals in the areas of strategy and visioning, social enterprise, engineering, construction, planning and development, due diligence, valuation, legal, financial, facilities and asset management.

Peter has extensive senior executive level experience at board level with a diverse range of property groups throughout Australia. Until recently he was a Senior Executive and Trustee at The Salvation Arm, and Aged Care Plus, he was also on commercial and government boards at The Sydney Harbour Foreshore Authority, having managed large and diverse property portfolios around Australia valued at up to \$5 billion. He is currently a Non- Executive Board Director of Pacific Link Housing a Community Housing Provider, and Key2 Realty a social enterprise.

### Qualifications:

Engineering Trades, Diploma in Business, Licensed Real Estate Agent, and a Member of the Australian Institute of Company Directors.

### Contact Peter

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0402 629 150  
[petera@hppm.com.au](mailto:petera@hppm.com.au)



## George Kijurina

*National Business Development Manger and Director*

George has an extensive career in senior executive roles in business development and customer facilities services over a period of more than 35 years.

George was a senior sales manager with AMP, and then developed a large international freight forwarding exporter that was sold to TNT. He then established a major and very successful master franchise commercial services group in NSW and ACT with over 195 franchisees, and several hundred clients. Most recently George was the national development manager for a national facilities service provider, developing a strong portfolio of new clients, and significantly exceeding budget expectations.

Through territorial and national development roles crossing different industries and service sectors including aged care, health, medical and retirement living, George has developed great relationship management skills across a large network of senior executives and leaders in the associated industries.

George has built a significant client network business based on his strong negotiation skills, an ability to build trust, respect and the delivery of outstanding customer service.

### Qualifications:

Business & Sales Development Professional and Licensed Real Estate Agent

### Contact George

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0413 903 682  
[georgek@hppm.com.au](mailto:georgek@hppm.com.au)



## Chantelle Kijurina

### *Marketing and Communications*

A marketing professional graduated with a bachelor of Media and Communications focused in Advertising from the University of Notre dame.

Chantelle is skilled in Media Relations, Visual Branding, Event management, Influencer Marketing, Corporate Communications, Professional and creative content.

Experienced salesperson with a demonstrated history of working in the marketing industry Chantelle is a strong sales professional identifying opportunities others miss to create relevant brand strategy for HPPM

#### **Qualifications:**

Bachelor of Media and Communications, University of Notre Dame, Sydney

### Contact Chantelle

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