

Dear Valued Client,

The Directors of **Brothers & Newton - Opteon** wish to advise of a change to our trading name to **Opteon (Tasmania)**.



We have for a few years now been affiliated with Opteon and we believe it important to further strengthen our relationship going forward so that we can be part of a team of valuers that deliver valuation and other expert property services right across Australia. We understand many of our clients don't just own, lease, manage or finance properties in Tasmania, and that we also need to be at the leading edge of the valuation profession in Australia.

Please note we will remain locally owned and operated and you will continue to have full access to our local staff here in Tasmania who are happy to be of service to you when the need next arises.

Our promise to you

- You will deal with the same people - the structure, operations and staff of our offices will remain the same. 'Business as usual' but better;
- There will be no sudden changes to processes but a gradual introduction of improved technologies and services, but immediate access to exceptional market intelligence across the group;
- Our valuers will be more accessible;
- Take confidence in knowing you are in partnership with one of the most chosen supplier of valuation services for Australian banks, their intermediaries and scores of investors and property owners;
- You can access the expertise and market knowledge of a group that comprises only firms with a mutual and shared reputation for professionalism and accuracy;
- You continue to have reduced risk through Opteon's Professional Indemnity Policy that protects our clients and customers better than any other policy in the market today;
- You have the ability to obtain expert advice and information on any property, in any location in Australia.
- Opteon is committed to continuous innovation and improvement;
- Our communication with clients will be clear, meaningful and relevant.

As our customers and partners in business, you will notice the difference.

Why we are re-branding

The world's leading professional services firms today provide comprehensive, consistent services through sophisticated, centrally-developed IT platforms. They have in place quality assured processes to support experienced professionals

operating in the field which in turn provide customers with real-time management information to enhance their businesses decision making.

In the valuation and property markets, as in most fields of business, customers require faster and better services that can evolve within the fast-paced information technology environment.

Opteon's corporate and financial services clients require centralised, risk based solutions that are consistent and complementary to their operational structures and goals. They need a single point of communication and accountability.

All consumers are now better informed than ever and demand more from their local property advisor. By joining the Opteon Group, we are evolving our business to meet the expectations of our customers - lenders, owners and buyers of all types of property - by providing added value through size, coverage and market knowledge, and a partnership solution to deliver the best outcomes.

Opteon has the 'raw materials' to lead in this new market environment, and our re-brand is a further critical step in the journey towards our vision to be '*Australia's* Property Advisors' who stand for innovation, change and progress.

Opteon today

Opteon now works for lenders, owners and buyers of all types of property through what has become the largest network of valuers in Australia. Our valuers and advisors work as consultants to government, corporations and businesses and as individuals, they each enjoy a strong local profile and relevance to consumers, home buyers and investors.

The local firms that have come together to form Opteon are all successful in their own markets. Many are high profile leading professionals in their fields, locally and nationally and as such are recognised for their professionalism, expertise and capability.

Opteon's ultimate aim is to be a 'next generation' valuation and property advisory firm.

Feel free to visit the Opteon website at www.opteonproperty.com.au for more details on Opteon. The website also allows you to contact other members of the Opteon group across Australia for particular postcodes, and request quotes. You also have the opportunity to win an Ipad2!

Changes ahead

In the weeks ahead you may notice some changes:

- New email addresses (firstname.surname@opteonproperty.com.au) (we will continue to receive emails to @bnopteon.com.au for a period of time);
- New office signage;
- New, easier to read and better looking reports;
- New business cards with direct phone numbers to our valuers so you have easier access to our professional staff;

There are a few new email accounts that you may wish to take notice of:

tasmania.quotes@opteonproperty.com.au	For clients wishing to obtain a quote
tasmania.instructions@opteonproperty.com.au	For new instructions/jobs
tasmania.accounts@opteonproperty.com.au	Accounts
tasmania.info@opteonproperty.com.au	General enquiries
tasmania.depreciation@opteonproperty.com.au	Depreciation schedule enquiries

There are no changes to our accounts and invoicing systems, nor mailing addresses or banking details for payments. We continue to hold our professional indemnity insurance policy under the same ownership company Integrated Property Services Tas Pty Ltd.

Our main phone numbers for our offices have changed (but we do have call diversion on previous phone numbers). Details are as follows:

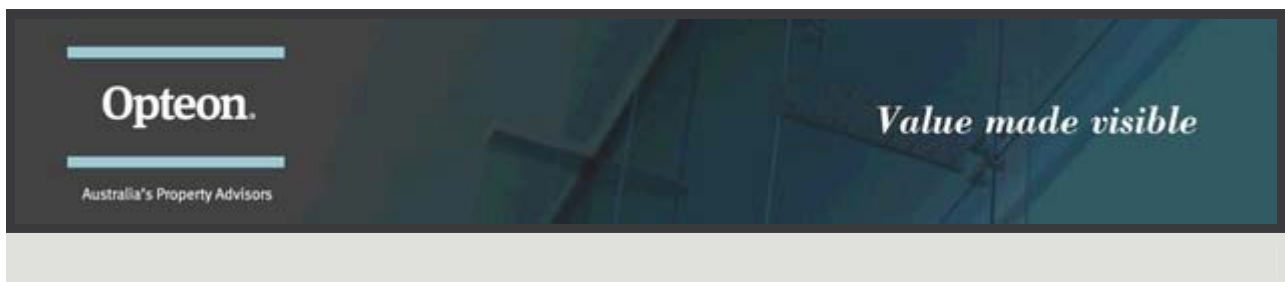
Hobart: 7 Castray Esplanade
Hobart
TAS 7000
Ph 03 6220 7555

Launceston: 15 George Street
Launceston
TAS 7250
Ph 03 6335 1444

Devonport: 49 Best St
PO Box 950
Devonport
TAS 7310
Ph 03 6421 1666

Our client web portals are unaffected by this change.

Brothers & Newton - Opteon is now **Opteon (Tasmania)**, but our local valuers will continue to provide the same quality of service that you have come to expect.



Opteon.

Australia's Property Advisors

Value made visible

Data
+ *Analysis*
– *Risk*
+ *Innovation*
× *Network*
+ *Local*
× *Technology*
× *Experience*
+ *Relationship*

Opteon.

Australia's Property Advisors

Value made visible

Opteon (Tasmania) formerly Brothers & Newton - has joined the largest national network of property valuations firms and will now operate under the name Opteon Property Group.

Today, Opteon Property Group (Opteon) comprises 25 of the most respected and established valuation firms in Australia, is wholly Australian owned and, uniquely, services all populated areas across all states.

Within Opteon there are approximately 350 qualified valuers and property experts covering most valuation disciplines and property specialisations.

Over 60 offices
Over 350 Valuers
Over 600 staff
700,000+ valuations a year

To find out more visit www.opteonproperty.com.au