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JASON TITMAN

Business Facilitator, Investor, Strategist and Company Director

B. Bus (Dist.), CA, MBA, MAICD, FAIM, J.P. (Qual)

JASON

HAS DEMONSTRATED HIS

STRATEGIC

THINKING

AND OPERATIONAL

CAPABILITIES

ACROSS MULTIPLE

INDUSTRIES

Jason Titman has a proven track record of being a consistent deliverer of results in whatever he takes on. After twenty plus years of being involved with buying and selling businesses and achieving significant growth in the EBIT and the multiples of these businesses, Jason has earned his place as a leader in the Australian business scene. He is a media savvy business operator who has an unusual combination of 'street smarts' and academic qualifications. Jason's multi-dimensional skill set has seen him working and partnering with some very wealthy entrepreneurial operators, international corporations, progressive SME's and online ventures.

Commentators describe Jason as very focused, with multiple levels of depth. He has the ability to consistently 'think outside the square', while at the same time following through with his ideas in a practical manner to ensure that optimising the bottom line is always his main focus. ROI is what drives Jason's business achievements.

He has also demonstrated the unusual ability to adapt from being an entrepreneurial and transformational leader for start ups and organisations undergoing major change to being a structured leader for mature businesses needing a strong consistent leader. Jason has demonstrated his strategic thinking skills and operational capabilities across multiple industries. Most importantly, he invests his own money in a range of hospitality, property, professional services and online businesses.

Jason is well connected through a range of business, political, sporting, media and entertainment circles, both within Queensland and throughout Australia. He is known as someone who "Gets the job done".

PRINCIPAL SKILL SET

- Business Strategist and Entrepreneur
- Lateral Thinker
- Start Up Specialist

- Dynamic Leader
- Networker
- Deal Maker

PRINCIPAL AREAS OF EXPERIENCE

- Development and implementation of Corporate and Business level strategies
- Working with multiple shareholders to agree on a common direction and take the organisation in the desired direction
- Working with management teams, ranging from very experienced business executives to more junior members requiring considerable direction
- Extensive experience with building and developing Brands and on-going management and divestiture of Brands and business units
- Achievement of operational efficiencies across multiple sites
- Implementation of innovative technology to control business KPI's
- Development and implementation of MIS and EIS reporting systems
- Major business turnarounds
- Financial engineering of deals
- Refinancing of significant debts through a number of different structures
- Commercial property re-zoning and redevelopments
- Growing online and digital Business models and taking traditional businesses into the online space

Jason's expertise is in working with shareholders to develop and implement corporate and business strategies and he has achieved considerable triumphs in the FMCG industries, specifically hospitality, online ecommerce, professional services and also the property development industry. Over the past twenty plus years his insights have been invaluable across a number of business segments including retail sales, building and construction, engineering and manufacturing, sports and recreation, finance and insurance, advertising and promotions, pharmacy and professional services.

Four years ago Jason was part of a project team that spent 18 months looking into a range of National "Industry Roll-ups". This project team was backed by Macquarie Bank and Terry Peabody through Transpacific Industries and a number of Mr Peabody's private entities. In depth meetings and research were undertaken, mainly in the liquor and bicycle industries.

Jason is also well known for his success with some major hotel renovations and business turnarounds. In one of his business partnerships over the past 12 years with business partner, Steve Hammond they have successfully renovated Hotel LA, Scarborough Hotel, the Regatta Hotel and the Chalk Hotel. Each renovation has exceeded \$6M and not only have they transformed the operations of these venues into some of Brisbane's most happening places but after each renovation and turnaround they have successfully sold their hotels to a range of purchasers, including Sydney syndicates, Woolworths and Coles/Westfarmers.

“Over the past twenty plus years his insights have been invaluable across a number of business segments”

OVER THE
PAST **TEN** YEARS
JASON
HAS WORKED
WITH **NUMEROUS**
CHARITIES AND
NOT FOR PROFIT ORGANISATIONS

All hotels have been multi-award winning hotels, with Chalk being the most awarded. Within six months of opening it transformed Brisbane's social scene and achieved National status winning a large number of awards, including:

- 2006 Master Builders (QLD) "Best Renovation \$10m+"
- ALIA 2008 "Best Hotel in Australia",
- 2010 Highly Commended "Best Sports Bar in Australia"
- 2011 ALIA "Best Sports Bar in Australia"
- Restaurant and Caterers 2008 "Best Restaurant in a Hotel, Pub or Tavern"
- QHA and AHA 2009/2010 "Best Marketed Hotel in Queensland and in Australia" "Best Entertainment Venue"
- Jason was a National Finalist in the 2010 ALIA "Best Hotel Manager in Australia".

Jason currently has a number of other hotel and property projects, including Due East, a Restaurant and Bar in Brisbane. He is the founder and Managing Director of integr8 Group, a boutique specialist in the SME market in terms of providing professional services and online solutions. The group also undertakes Direct Investments in a range of businesses and property projects. Jason is also a major shareholder Neto E-Commerce Solutions and is working on a number of other web based businesses.

He is a keen sportsman across a number of team and individual sports. He was most competitive in Swimming, Surf Lifesaving, Cross Country running and Triathlons and has competed at the National level for a number of his sports. Over the past 10 years Jason has worked with numerous charities and not for profit organisations and has been part fund raising teams which have raised in excess of \$10m across these organisations.

PRESENT/PAST BOARD POSITIONS

Mater Hospital Foundation Brisbane
Board Member | 2011–Current

Mater Hospital Foundation Brisbane
Founding Chair of Mater Future Fund | 2011–Current

Chairman integr8 Business Services Group

Managing Director | 2009–Current

Chairman Hypercentre Body Corporate

Five level commercial building with 35 strata titled units | 2008–Current

Chairman Main Beach Tower Body Corporate

30 level Residential dwelling with 50 strata titled units | 2011–Current

Cycling Queensland

Consultant to the Board | 2009–Current

Vice President – Special Projects Coorparoo State

School P&C | 2012–Current

Cycling Queensland

Non-Executive Director (2006-2009).

Queensland Tourism Industry Council

Board Member “Skills Shortage Taskforce” | 2005-2009

Mater Mothers Hospital Capital Fundraising

Committee Member | 2006-2008

Brisbane Junior Chamber of Commerce

President | 1995–1997

Brisbane Junior Chamber of Commerce

Special Projects Director | 1994

WRITING AND SPEAKING

Jason is also a key note and panel speaker at various platforms and writes for a number of publications. Some of his major engagements include:

“Australian Hotelier” and “The Shout” | 2011 & 2012

Monthly editorial contributor to both of these national publications

Queensland University of Technology | 2011

“John Heine Entrepreneurial Challenge Judging Committee”

Retail Expo Keynote Speaker at National | 2011

Conference – “Taking Traditional Businesses into the online Space”

UIDA Panellist | 2011

“How to maximise the Return on Investment from your Social Media Campaigns”

Hospitality & Gaming National Conference | 2010

Panellist – “Legislative Regulation and its Effects on the Industry”

Fosters National Sales Conference | 2009

Discussion panel on “What is the Liquor Industry looking for?”

Australian Hotels Association National | 2008

Conference – “Fore ever Young” workshop facilitator and panellist

Current University of Queensland | 2007–2011

Guest presenter and project team leader working with the University of Queensland Hospitality faculty and providing resident case studies for students

CPA Australia Queensland | 2009

Small Business Conference Panellist.

Queensland Tourism Industry | 2009

Corporation Annual Awards Panellist.

QUALIFICATIONS

Jason has demonstrated his consistency as a high achiever by winning the “Caltex All-Rounder Medal” in year 12 and graduating in the top 2% nationally, winning a Scholarship at University with Comalco (now Rio Tinto),

“ actively growing his professional services business interests and online business investments ”

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IS WELL CONNECTED
THROUGH A
RANGE OF
POLITICAL, SPORTING,
MEDIA AND
ENTERTAINMENT CIRCLES

achieving a Business Degree with distinction, completing his Chartered Accounting with KPMG and then an MBA through the University of Queensland. In both degrees his GPA exceeded 6.3.

While at KPMG in the early and mid 1990's he specialised in computer and corporate audits before joining another firm to concentrate on tax and management consulting. During this time Jason gained very broad experience with Multinational clients (Public and Private Entities) and SME's in industries such as banking and finance, property and construction, motor vehicles, manufacturing, mining and hospitality and tourism.

Jason then moved into the motor industry and started to develop his entrepreneurial activities by directly investing into a number of businesses and property transactions.

Bachelor of Business (Distinction)

Central Queensland University | 1988–1990

Masters of Business Administration

University of Queensland | 1998–2004

Institute of Chartered Accountants

Member | Current.

Institute of Company Directors

Member | Current.

Australian Institute of Management

Fellow | Current.

Registered Tax Agent

Reg. No. TA68919 | 1994

Registered Company Auditor

Reg. No. 161848 | 1995

CONTACT JASON

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