

cv://John_Christian

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Innovative technology leader with 25 years' experience delivering commercial, data-driven and product-focused outcomes across energy, utilities, commercial real-estate, finance and emerging technology sectors.

I have built and scaled platforms, products and technical deliverables for startups through to publicly listed companies both in Australia and abroad and operate best at the intersection of technology, commercialisation and operations.

I have a proven track record in leading multidisciplinary teams to achieve market traction, product fit and measurable impact in complex, often highly regulated environments.

Prospecta Utilities (ASX:GLF) | *Principal Consultant - Product*

Charged with defining the strategy and owning the hands-on delivery of an embedded utilities network product "Sandstone" for an ASX listed entity.

Operating at relative scale within retirement communities throughout eastern seaboard and compliant to complex local, state and federal regulatory frameworks, *Sandstone* solutions for smart and manual energy and water metering, customer billing and payments, compliance and dispute handling, customer support, content management, data and vendor integrations, document generation, telephony, comms, accounting and financial auditing.

Recent Case Study:

<https://www.prospectautilities.com/case-studies/supercharging-gemlifes-community-energy-embedded-networks-automation-with-sandstone-by-prospecta/>

Yellow Utes | *Founder*

Yellow Utes is a "self-serve" ute rental business with a completely reimagined customer experience allowing for an entirely autonomous pickup and return and without the need for dedicated rental depots and typical rental business overheads. In addition to architecting the go-to-market model, marketing and operational model, I developed all technical aspects including web and booking systems, unique payment-based remote vehicle mobilisation system, GPS route tracking and billing, ID verification and "check in/out" applications.

***Disclosure:** I hold equity. The day-to-day business is now operated by my wife.*

February 2024 - February 2026

Key Results

- 6,000 meters operating in 18 communities.
- GemLife Resorts, AVID Property Group and Keyton portfolios as customers.
- Operating Power, Water & Telco supply.
- Annualising \$5m in consumer bills.
- Numerous council municipalities inside VIC, NSW and QLD state jurisdictions live.

Founded July 2023

Key Results

- Organic fleet growth from 1 to 7 vehicles currently operating in Brisbane West.
- 1,100+ customers 1,800+ bookings.
- Lifetime revenue of \$240,000 (End of Y2)
- Net operating margins 50% higher than traditional rental businesses.
- www.yellow-utes.com.au

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Exergenics | Chief Technology Officer

Exergenics uses BMS telemetry to thermodynamically model Chilled Water Plants in commercial HVAC systems. HVAC control setpoints for predicted energy savings are delivered to asset owners and mechanical contractors for implementation. I spearheaded the development of cloud pipelines for data transformation, compute and presentation and was pivotal in commercialising a SaaS solution with 100+ deployments across CRE, Airports, Stadiums, Data Centers, Casinos and Universities in AUNZ, SEA & USA.

***Disclosure:** I hold equity and an ongoing advisory role.*

March 2021 - December 2024

Key Results

- \$1m budget, 3 direct reports, 8 indirect.
- From startup to globally deployed with blue-chip clientele and profitable.
- Green Building Council of Australia - FutureGreen Leader Innovation Award.
- Engineers Australia - Australia's Most Innovative Engineers Award.
- www.exergenics.com

CBRE (NYSE:CBRE) | Snr. Director, Global Head of Product & Engineering, CBRE Host

I built and commercialised what became a global SaaS platform for a new and corporately funded business line, CBRE Host. I bootstrapped early versions of a mobile B2B2C workplace experience platform designed to improve productivity in commercial environments which was ultimately adopted by the business and funded. I led all aspects of commercialisation from legal, compliance, vendor engagement, internal evangelising incremental funding exercises and managing the P&L while growing the development team from zero to 40+ in 18 months.

CBRE Host has been deployed in Europe, Asia, Australia and the United States across dozens of REIT portfolios and hundreds of A-Grade commercial office towers globally and supported in five languages.

January 2019 - February 2021

Key Results

- Managed \$5m budget with 8 direct reports, 35 indirect and reporting to Global VP, Product.
- CIO 2020 Future Edge 50 Award.
- Named inventor on an Australian Innovation patent. (#2018101365)
- "Game-changer of the Year" Innovation award, AREA Awards, 2018.
- Y3 digital revenue \$9m SaaS fees
- Y3 footprint 1000+ buildings (incl. CBRE offices) in 5 languages.

CBRE (NYSE:CBRE) | Director, Digital Platform Leader, APAC

Parlaying a successful consulting engagement with CBRE, I accepted a full-time opportunity to lead the direction of CBRE's digital platforms for the Property Management business across Asia Pacific during a disruptive period for this sector.

I helped define a roadmap on three key products around commercial property asset management, residential valuations and workplace experience. Success with the workplace experience product in particular led to a global, self-made position.

January 2016 - January 2019

Key Results

- \$1.1 million budget, 5 direct reports. Reporting to Vice President, Digital & Technology, APAC.
- Residential Valuation Model POC using Azure ML for the Pacific market.
- The first AI/ML production platform used for CBRE globally.
- Winner - CBRE Circle of Excellence, 2017.

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CBRE (NYSE:CBRE) | Consultant, Digital & Technology, APAC

In consulting to CBRE, I gained an appreciation for a sector poised for transformation from a wide variety of influences and market forces. The commercial property sector, which had been previously left uncontested by digital disruption, started seeing a threat to the status-quo by a hungry start-up environment fuelled by a rush into #PropTech. I was challenged to bolster D&T offerings and future-proof existing platforms with new solutions to old problems, some of which evolved into my accepting a full time position with CBRE.

January 2015 - January 2016

Key Results

- Introduced Agile frameworks for APAC engineering teams.
- Delivered widely adopted product prototypes which have since been implemented and in production today.

ABX | Consultant

I led the technical strategy for this fintech startup to reach competitiveness in a complex, heavily regulated and changing financial / commodities market.

As a consulting CTO, I secured board approval to develop a proprietary solution in-house and own the platform vision after the non-technical CEO was initially sold a solution that was ultimately not fit for purpose.

Within 10 months, the first transaction was placed through the exchange and ABX was able to get to market in a timely fashion, while at the same time saving the company millions of dollars on a sub-standard alternative.

January 2012 - February 2013

Key Results

- \$1.6 million budget, 7 reports. Reporting to the CEO.
- Expert articulation of the substandard offering proposed by a UK publicly listed vendor diffused further litigation in an intense London-based mediation session.
- Saved ~\$3m upfront, by building versus buying in addition to allowing the company to define its technical product with no 3rd party vendor reliance.

TopStocks | Founder

I founded and managed what became a heavily trafficked social network for the Australian stock and finance sector. I was responsible for defining the product vision, securing investment capital and built the first iteration of the website in 2005.

As the founder, my responsibilities covered all facets of the business from software development and engineering, investor and media relations, financial planning, road-mapping, strategic direction and identifying and executing on revenue opportunities.

February 2005 - January 2012

Key Results

- \$1.1 million budget, up to 5 direct reports. Reporting to shareholders.
- Successful trade-sale and exit in 2012.
- Membership base of 50,000 ASX investors at the time of exit.
- 6x capital return to original investors in 7 years.
- HitWise™ top 50 website in the 'Stock and Finance – Australia' category

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Recent Community & NFP Projects

Product Development - Australian Alliance for Energy Productivity (A2EP)

Online CAPEX planning tools for Energy R&D Not-For-Profit, A2EP. These tools are designed for planning and budgeting industrial heat pump and thermal battery projects.

heatpumpestimator.com (live) and heatbatteryestimator.com (currently under development)

Council Member and Mentor - **Proptech Brisbane**

proptechbne.com

Industry Mentor & Presenter - **Brisbane Economic Development Agency**

<https://beda.brisbane.qld.au/news-and-events/brisbane-entrepreneurs-primed-for-proptech-prominence>

Earlier Experience

- Software Engineer, Freelance (Brisbane, Zurich, Istanbul) 2002 - 2011
- Software Engineer, HotShed - Brisbane (2000 - 2002)
- Technical Sales Executive, Jumbo Corporation - San Jose, California (1999 - 2000)
- C/C++ Programmer, DPS Solutions, Gold Coast (1998)

Education / Certification

- Bachelor of Information Technology, Major - Software Engineering, QUT. (2000)
- Project Management Institute - Agile Certified Practitioner, PMI-ACP.
- AWS (Amazon Web Services) Solutions Architect.
- Certified Scrum Master (CSM)

References (details available on request)

- CEO, **Prospecta Utilities**.
- CEO, **Exergenics**.
- Managing Director, Head of Investor Leasing, **CBRE Inc.**
- Founder / Director, **Proptech Brisbane**

Patents

- WO2023193045A1 - A system for controlling chilled water plant
<https://patents.google.com/patent/WO2023193045A1/en>
- AU2018101365 - Improved Online Ordering
<https://patentscope.wipo.int/search/en/detail.jsf?docId=AU231339754>