

NHFIC Professional Advisory Services (Panel Member) page 1

Applicant's name:	Capetal Advisory
Postal address:	Level 1, 89 King William Street, Adelaide, SA, 5000.
Contact:	<i>Brad Green, Director, 0407 616 796, brad@capetal.com.au</i> <i>Matt Clemow, Senior Consultant and team lead, 0417 887 824</i>
Business status	<input type="checkbox"/> Consultancy firm This application is made with Capetal Advisory as a consultancy of four team members.

Summary

Capetal Advisory and its team has national experience working with State and Territory Governments, development companies and Community Housing Providers on projects and policy reforms. The team has significant policy experience in almost all Australian states and territories and have previously worked for tier-one housing providers as well as cohort-specific providers.

The team brings a unique blend of experience across internal Government consultancies and bid team project work in open tender processes. All members of the team have been successful in driving policy reform as well as winning competitive market tenders, and are currently in final negotiations with one State housing agency on a sector-leading new initiative to drive social housing renewal in a private equity-led, CHO joint venture worth more than \$100m.

As shown by the following examples of relevant experience, members of the team also bring decades of commercial learnings and strong networks in the private sector along with a strong history of assembling and managing multi-disciplinary project teams.

Sector knowledge

Each member of the team has specific experience working for CHOs and/or State or Territory Government agencies. Project member Matt Clemow also has significant Board experience as a Director of Common Ground Adelaide before it became a part of Housing Choices Australia.

The full team has worked for Tier One CHOs and, importantly, have all worked in Government policy reform across the relevant portfolio areas. There is also a significant history in providing policy and advocacy advice to industry groups, including an ongoing arrangement with the Community Housing Council of SA.

Skills	Offered?	Demonstrated qualifications, consultancy skills and consulting track record
Finance	<input checked="" type="checkbox"/> Yes	<p>Finance lead Ben Zivkovic has more than 17 years experience in the property sector, developing a specific skill set tailored toward the analysis and financial management of property development projects.</p> <p>Having spent 10 years as a Business Analyst with national property developer CIC Australia, then being a core member of the transition team upon merging with PEET Ltd, Ben worked directly on the successful delivery of nationally recognised projects such as Lightview (SA), Googong (NSW), Lyons (NT), and Crace (ACT).</p> <p>In the past three years, team members have managed to expand their service offering completing financial analysis and management to a range of clients including State Government agencies, local Councils, private and incorporated developers.</p> <p>We offer a specialist service in the analysis of projects from conceptual feasibility through to the detailed design phase. Furthermore, the project team excels in the management of project performance through the creation of financial systems and processes which assist in the delivery of optimum project results.</p>

