

## NHFIC Professional Advisory Services (Panel Member) page 1

<b>Applicant's name:</b>	Dentons Australia Limited
<b>Postal address:</b>	L13, 77 Castlereagh St, Sydney, 2000
<b>Contact:</b>	Campbell Hudson, Partner, 0418 445 434, campbell.hudson@dentons.com
<b>Business status</b>	<input type="checkbox"/> Individual consultant <input type="checkbox"/> Consultancy firm <input checked="" type="checkbox"/> Association/group of individual consultants

**Summary** (*Application executive summary: why the applicant should be a Panel member, and be selected to assist CHOs apply for NHFIC a product*)

Dentons has an established track record in the financial services industry assisting all the big four banks as well as many second tier lenders across a range of loan products from residential to commercial. We have also advised on financing for various community housing providers and products. We understand what is important for a successful loan application.

Further, we have a deep understanding of CHOs' risk management considerations, both legal and operational, which is critical in obtaining approval for NHFIC loans. Dentons has partnered with Osborne Strategic Risk Services to deliver this service.

Relevantly to the community housing sector, Dentons' Not-for-Profit team also has a depth of understanding gained from personal and professional involvement in advising boards of Charities and Not-for-Profits.

### Sector knowledge

(*Demonstrate understanding of CHOs' operating environment. Evidence will include, but not be limited to, providing consultancy services to CHOs*)

The community housing and not-for-profit industries are characterised by complex political, legislative and operational frameworks which are constantly evolving as the demands of our society expand and develop. We have a long track record in supporting community housing projects which has given us an intimate knowledge of the regulatory landscape and legislative developments in this sector. Our most relevant recent experience includes:

- Advising Bridge Housing on a development and working capital facility provided by NAB.
- Advising Bankmecu on a development and working capital facility for the purchase and development of a community housing project for the Illawarra Community Housing Trust Ltd.
- Advising Sir Roden and Lady Cutler Foundation Inc on business resiliency and continuity modelling, to assist with future growth and funding plans to support residents of Community and Affordable housing.

We have developed solid working relationships with various statutory authorities including the NSW Department of Family and Community Services, the NSW Land & Housing Corporation, and the Indigenous Land and Sea Corporation to work through and resolve issues as they arise.

Skills	Offered?	Demonstrated qualifications, consultancy skills and consulting track record						
Finance	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No							
Business planning	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No							
Property development	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No							
Risk management	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<p>Dentons is the world's largest law firm. In Australia we have been advising clients on legal risks for more than 100 years. Steve Osborne is an Insurance Risk Consultant who has been consulting with Not-for-Profits to identify and mitigate insurable risks for eight years. Steve's expertise is informed by more than three decades in the Risk Management &amp; Finance industry, with clients and suppliers across four continents.</p> <p>Recently we have developed a Risk Management Framework for Registered Tier 2 and Tier 3 Community Housing Providers, which assists them to understand their risk landscape and where there may be gaps that need to be addressed not only in the context of the NHFIC loan application but for their successful operation going forward.</p> <p>Our consultancy offering for CHOs covers both legal and operational risk.</p>						
Geography	ACT	NSW	NT	Qld.	SA	Tas.	Vic.	WA
Office?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Worked in?	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Future work in?	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>