

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

<b>Applicant's name:</b>	Andrew Mihno Trading as Mihno Group
<b>Postal address:</b>	24 Kinnard Way, Kellyville NSW 2155
<b>Contact:</b>	Andrew Mihno, Director, 0406 45 45 49, <a href="mailto:andrewmihno@mihnogroup.com">andrewmihno@mihnogroup.com</a> Website: <a href="http://www.mihnogroup.com">www.mihnogroup.com</a>
<b>Business status</b>	<input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants

### Summary

Mihno Group develops tailored “high touch” solutions for challenging issues that have a positive impact – We connect & partner clients here & overseas to markets they can’t access on their own, build their capacity to make the next step on business ventures or help them affect outcomes outside their current operational capacity. We’ve relevantly worked in Property, finance & debt markets & social infrastructure. Helping organisations build pathways to their next step is our bread and butter. We have relevant experience across NDIS, affordable housing & social infrastructure.

### Sector knowledge

The CHO challenge is that property is priced for its most profitable use, not its broadest community use. Experience working with CHO’s, Superfund investors and alternative banks has shown that there can be creative opportunities to design projects & operations to make it easier fund or attract partners.

Mihno Group has been involved with the Bond Aggregator from its public announcement, advising Government & the CHO industry on its implementation as well as analysing the tier 1 & 2 CHOs initial financial & organisation strengths & challenges for suitability under the Bond Aggregator.

Behind the Mihno Group is experience across finance, Government, property & infrastructure, including researching strategies to implement institutional Build to Rent and affordable housing investment, which gives us connections and expertise to help CHO’s find partners, identify viable projects, assess/mitigate risks & build capability to execute their projects.

Skills	Offered?	Demonstrated qualifications, consultancy skills and consulting track record
Finance	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<ul style="list-style-type: none"> <li>- Mihno Group has provided financial/market analysis as a part of business planning across property, social infrastructure (affordable housing &amp; NDIS) including suitability of 120+ CHO’s under the Bond Aggregator for CHO Industry &amp; Debt Fund Managers.</li> <li>- For in-depth financial risk analysis &amp; assessing key financial/bank ratios, Mihno Group uses our network of experts operating under our consultancy.</li> <li>- Mihno Group network of experts can be brought in as necessary and include Mark Ford chartered accountant, professional director, Director DEXUS, Chairman Kiwi Property Group, Director Prime Asia.</li> <li>-This would be done by Mihno Group at the existing tender hourly rate.</li> </ul>
Business planning	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<ul style="list-style-type: none"> <li>- Skills in business planning, preparation of business cases, establishing partnerships, monitoring results, assessing and resolving capability gaps.</li> <li>- double degree in Economics/Finance and Law from Macquarie University, practicing lawyer in NSW.</li> <li>– As noted above, as a part of business planning, provided financial/market analysis across property, social infrastructure (affordable housing &amp; NDIS) including initial operational viability of 120+ CHO’s under the Bond Aggregator for CHO Industry &amp; Debt Fund Managers.</li> <li>- Provided business case preparation for investment in Social infrastructure (Affordable Housing, Build to rent &amp; NDIS) through various roles including assessment of CHO capability, project viability and business sustainability of investment opportunities for top Superannuation Funds and designing affordable housing proposals for blue chip investment houses.</li> <li>- Worked closely with Government and CHO industry on the design, impact &amp;</li> </ul>

		potential uptake of the Bond Aggregator, assessed risk of projects (regulatory, market and economic) for investment across affordable housing and NDIS, brokered arrangements with Modular Housing providers, CHOs & blue chip developers for joint venture or partnering arrangements.						
Property development	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Skills & experience in sourcing/introducing partnerships for investment projects in Real Estate – As noted above, this includes brokering arrangements with Modular Housing providers develop new social & affordable housing as well as business case preparation for investment in affordable housing to drive new opportunities.						
Risk management	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Experience assessing and designing strategies to mitigate project & organisational risks across Government policy, regulation, business investment operations.  Andrew Mihno has over a decade of experience in Government relations advising Governments here and overseas, the Property Industry, the CHO industry & potential investors on implementing and mitigating risks for Government investment initiatives across Real Estate including Managed Investment, Institutional investment in build to rent and affordable housing, NDIS and the Bond Aggregator. This has included experience in analysing & mitigating risks to business investment & operations, regulation and policy in affordable housing & NDIS.						
<b>Geography</b>	ACT	NSW	NT	Qld.	SA	Tas.	Vic.	WA
Office?	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Worked in?	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input 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"/>