

NHFIC Professional Advisory Services (Panel Member) page 1

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| Applicant's name: | Solute Pty Ltd T/A Solute Consulting |
| Postal address: | PO Box 15900, City East, Qld 4002 |
| Contact: | Carl Griffin, Director, 0420 921 237, carl.griffin@solute.com.au |
| Business status | <input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants |

Summary

Solute Consulting was established in Brisbane in 1996 as a provider of financial advisory services. Since 2003, Solute's focus has been to provide financial, economic, commercial and technical advice to assist clients make investment decisions. The Solute team consists of highly experienced management consultants – tasks are not delegated to inexperienced, junior staff. All consultants have strong capability across a number of disciplines including financial, benefits, risk, business processes, project implementation, procurement, strategy and policy. These capabilities allow Solute consultants to unpack, analyse, present and communicate the right investment decisions for our clients.

Sector knowledge

Solute has been working with Community Housing providers and Government housing departments for over 10 years. During this time, Solute has completed numerous assignments ranging from stock transfers of 5,000 plus properties or planning for growth of providers by over 2,000 properties to development of single dwelling allotments to right size and right type properties to changing demands. Solute has a deep understanding of Community Housing industry including rental models, operating models, structures, risks and governance.

| Skills | Offered? | Demonstrated qualifications, consultancy skills and consulting track record |
|----------------------|--|--|
| Finance | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | Solute has prepared a number of financial models for Community Housing providers in relation to: densification of existing stock, indigenous housing, stock transfers, growth of portfolio's and development of new types of stock (e.g. energy/cost efficient). These models include calculation of internal rate of return, total cost of ownership, payback periods, lending ratios, rent modelling, operating model modelling and effect on the financials of an organisation. Solute has also modelled economic effects such as direct and indirect regional employment and gross domestic product. |
| Business planning | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | As a specialist provider business cases, Solute undertakes between 10-30 business cases/feasibility studies each year. The types of business cases span a variety of fields including property, ICT, road, rail, utilities, resources and education. From a Community Housing perspective, Solute has prepared feasibilities on the expansions of Tier 1 providers. |
| Property development | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | |
| Risk management | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | Solute has a thorough understanding of best practice risk and issue management and has drafted numerous Risk and Issues Management Strategies for large programs of work. Solute's engagements have included leading workshop to identify risks, rate risks, formulate mitigations and document risks in risk registers. Solute has undertaken risk assessments for Tier 1 providers in relation to large stock transfers. |

| Geography | ACT | NSW | NT | Qld. | SA | Tas. | Vic. | WA |
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| Office? | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Worked in? | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| Future work in? | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |