NHFIC Professional Advisory Services (Panel Member) page 1	
Applicant's name:	Sphere Company Pty. Ltd.
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Business status	☐ Individual consultant ✓ Consultancy firm ☐ Association/group of individual consultants

Summary

Sphere has extensive experience in developing financial models to assist community housing organisations meet the requirements of tenders and to approach banks to obtain finance. Sphere's models have been used successfully by many providers to win tenders, to obtain loans and to project the finances of organisations to estimate future leveraging potential. Sphere can assist providers to access finance form the NHFIC through the development of financial models which incorporate long-term cashflows, P&L, balance sheet, the calculation of financial ratios, sensitivity analysis, and planned future projects. Sphere is not only highly experienced in developing these financial models but also in dealing with financiers and understanding the requirements of housing providers.

Sector knowledge

Sphere has extensive experience working in the housing sector. Sphere's clients have included:

***NSW**: Bridge, BlueCHP, Compass, Hume, Argyle, St George, The Illawarra Housing Trust, Mission Australia Housing, Evolve, Link, HomesNorth, HousingPlus, UnitingCare, Marrickville Council, NSW Health (HASI Program), Department of Family and Community Services, Landcom, NSW Shelter, NSW Federation of Community Housing Associations.*

***Victoria**: HousingFirst.*

***Queensland**: Brisbane Housing Company.*

***South Australia**: Junction Australia, Community Housing Council, Department of Premier and Cabinet, Renewal SA.*

***Western Australia**: Foundation Housing.*

***National**: FaCSIA, National Shelter, National Regulatory System for Community Housing, Regional Development Australia, AHURI.*

Skills	Offered?	Demonstrated qualifications, consultancy skills and consulting track record
Finance	✓ Yes ☐ No	Over the past decade, Sphere has worked on many projects across Australia providing financial modelling and data analysis services to public and social housing providers. This has in most cases involved developing cashflow models to demonstrate that organisations can sustain debt and to estimate leveraging potential. Sphere has also developed financial models to help community housing organisations develop financial plans which incorporate the effect of future projects.
Business planning	☐ Yes ✓ No	N/A
Property development	✓ Yes ☐ No	Sphere can also help in the provision of financial feasibilities for development projects. Sphere clients in this area have included community housing organisations, local councils, universities and private sector organisations.
Risk management	☐ Yes ✓ No	N/A

Geography	ACT	NSW	NT	Qld.	SA	Tas.	Vic.	WA
Office?	☐	✓	☐	☐	☐	☐	☐	☐
Worked in?	☐	✓	☐	✓	✓	☐	✓	✓
Future work in?	✓	✓	✓	✓	✓	✓	✓	✓