NHFIC Professional Advisory Services (Panel Member) page 1	
Applicant's name:	ZSI
Postal address:	Level 3, 223 Liverpool Street, Darlinghurst NSW 2010
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Business status	√ Individual consultant ☐ Consultancy firm ☐ Association/group of individual consultants

Summary

ZSI is a specialist real estate advisory firm providing strategic, financial and property advisory services to government, private and NFP clients. The Principal is Gavin Zimmerle who is a senior real estate executive and qualified lawyer with over 25 years' experience in strategy, advisory, business development and law. Gavin was previously the National Manager of Business Development over a 10-year career at Stockland and has also worked as a real estate lawyer for major international law firms. He is currently a member of the Major Projects Advisory Committee for Parramatta Council. With a unique combination of property development, legal/risk, strategic business planning and financial skills, Gavin has extensive experience in preparing proposals to assist businesses achieve their objectives.

Sector knowledge

ZSI has extensive experience in providing consultancy services to CHOs and clients seeking to provide affordable housing. We are acutely aware of the constraints which impact the ability of CHOs to be competitive in acquiring and financing sites for development, despite the promotion of affordable housing through mechanisms such as SEPP70. Given the long waiting lists for affordable housing, it is critical that CHOs be afforded every assistance in meeting their housing targets to meet the demands of the community. Recent matters where ZSI has acted include:

- Preparing a proposal for a Tier 1 Sydney CHO to acquire and obtain funding for a site in Randwick.
- Carrying out a site assessment and due diligence for a CHO to acquire a site in Botany.
- Assisting a developer seeking finance for an affordable housing development in Miranda.

Skills	Offered?	Demonstrated qualifications, consultancy skills and consulting track record
Finance	√ Yes ☐ No	Detailed financial modelling and analysis, including preparing project feasibility models for over $5 Billion in major residential development projects. Examples: • Portfolio and project financial modelling for a Sydney portfolio review for a national Not-For-Profit organisation. • Financial risk modelling at project, portfolio and business level for a major listed property developer. Qualifications: Graduate Diploma in Applied Finance and Investment
Business planning	√ Yes ☐ No	Development of business strategy, including SWOT analysis, business case preparation and execution. Examples: • Developed business case and strategy for developer of $1.5Bn property portfolio with major global consultancy firm. • Developed residential business strategy for Stockland. Qualifications: Master of Business Administration
Property development	√ Yes ☐ No	10 years' experience in property acquisition & development at Stockland. Examples: • Acquired over $2 Billion worth of land for residential development. • Conducting strategic project reviews to improve performance, manage execution and optimize returns. Qualifications: Real Estate Licence (NSW)
Risk management	√ Yes ☐ No	Developed policy and advised on the management/mitigation of risk and probity, governance and risk management. Examples: • Member of Advisory Committee for Parramatta Council providing assurance on commercial, financial, legal and business risk. • 8+ years as a real estate lawyer advising on legal and commercial risk. Qualifications: Bachelor of Law (First Class Honours)

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