

NHFIC Professional Advisory Services (Panel Member) page 1

Applicant's name:	Leadenhall Valuation Services Pty Limited
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Contact:	Andrew Steere Director 0415 248 376 Andrew.Steere@Leadenhall.com.au
Business status	<input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants

Summary

Leadenhall is a consultancy firm of approximately 12 staff specialising in financial analysis and valuation. Our team was responsible for the development of NHFIC's CHP financial model.

In addition to the financial model, Leadenhall staff have significant experience consulting to government including in respect of the CHO and to other sectors, as well as providing financial modelling, analysis and valuation of debt and other financial assets.

Sector knowledge

Andrew Steere has the following experience in respect of the CHO sector:

- Financial analysis and development of financial modelling supporting the scoping study for the transfer of approximately 14,000 properties from public to community housing organisations under the NSW Government management transfers program.
- Supported NSW FACS in providing data and financial analysis in the bid process in respect of the NSW Government management transfers program.
- Led the development of the financial modelling supporting a financial assessment for the Aboriginal Housing Office following the announcement of the NSW Government's management transfer program.
- Financial analysis to determine the potential impact on social and affordable housing supply associated with the establishment of the National Housing Finance and Investment Corporation and its proposed affordable housing bond aggregator.
- Developed the NHFIC CHP financial model to support CHO finance applications.

Skills	Offered?	Demonstrated qualifications, consultancy skills and consulting track record
Finance	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<p>Leadenhall commenced corporate advisory operations in 1982 and is the holder of Australian Financial Services Licence 293586. During this period we have consulted to a wide range of private and public organisations on financial matters including Australian Rail Track Corporation, Snowy Hydro, the Australian Taxation Office, the Departments of Housing and a number of water authorities and utilities in Australia. Our particular expertise has been in financial modelling and analysis and has also included advice on technical finance areas such as Weighted Average Cost of Capital ("WACC"), and equity and debt structuring.</p> <p>Andrew Steere (key consultant) has been responsible for numerous valuation, financial model audit, and financial analysis and modelling engagements in a range of industries to support decision making; including social and affordable housing, retirement living, student accommodation, schools, port and road infrastructure, correctional facilities, disaster recovery, communications infrastructure, health infrastructure, energy generation and resources.</p>
Business planning	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<p>Business planning has been a core activity of the Leadenhall Group since its inception almost forty years ago. The expertise we have developed in corporate valuations has been based on the identification of the value drivers of businesses. It is a forward-looking process which, combined with project evaluation using Discounted Cash Flow</p>

