NHFIC Professional Advisory Services (Panel Member) page 1	
Applicant's name:	Paxon Consulting Group Pty Ltd
Postal address:	Level 44, Australia Square, 264 George Street, Sydney NSW 2000
Contact:	**Michael Palassis**, Executive Director M: +61 (0) 407 286 227 | E: mpalassis@paxongroup.com.au
Business status	☐ Individual consultant ■ Consultancy firm ☐ Association/group of individual consultants

Summary

Paxon is an Australian specialist financial and commercial adviser in social and affordable housing with over 50 financing consultants across the country. The firm provides strategic, financial, commercial and transaction advice to support the delivery of optimum outcomes to the sector.

We are at the forefront of the development and management of new models and strategies that seek to maximise social and affordable housing objectives. We work with Community Housing Providers (**CHPs**), Community Housing Organisations (**CHOs**), Community Service Providers (**CSPs**), government, National Housing Finance and Investment Corporation (NHFIC), the private sector and financiers to develop collaborative approaches for social housing delivery and operation.

Over the past 5 years we have advised on over $10 billion of new projects, including the development of over 50 outcomes-based models across the housing continuum. Paxon is currently working with 6 of the 8 State and Territory Governments across Australia to increase social and affordable housing outcomes for the community. We have an unparalleled understanding of the way CHPs can fund, finance and deliver social housing projects and programs.

Sector knowledge

Paxon has an excellent working relationship with the NHFIC, advising them since their inception in 2018. We have also worked with various CHPs in their application to NHFIC for funding. We use our insights from both sides of the transaction to assist our clients in achieving optimum project outcomes.

We have extensive experience working on both sides of transactions, supporting NHFIC in its role of providing financing to Community Housing Providers and assisting CHPs in their applications to NHFIC for funding.

We also have extensive experience advising CHPs, including Community Housing Industry Association (**CHIA NSW**), Bridge Housing, BHC, City West, Cedar Woods, CHC, Housing Plus, Housing First, Link Wentworth, Mission Australia, SGHC, PowerHousing Australia and Unison

Paxon's expertise includes working with our client and the sector to find models, methods and frameworks that can lead to a greater housing outcome from the resources available. Part of this work includes Paxon's thought leadership and development work with the sector and with investment markets.

Paxon prepared the PowerHousing Australia paper "**Creation of a Global Asset Class for Affordable Housing**". This was prepared on behalf of the International Housing Partnership, the global representative body of Community Housing Providers across the world. Paxon presented this paper in the USA in October 2019. This work has led to a deployment of over $1 billion of capital into the sector. We released an update to this paper in November 2022.

Skills	Offered?	Demonstrated qualifications, consultancy skills and consulting track record
Finance	☒ **Yes** ☐ No	Paxon is a specialist financial and commercial adviser in social and affordable housing with over 50 financing consultants across the country. The firm provides strategic, financial, commercial and transaction advice to support the delivery of optimum outcomes to the sector.
Business planning	☒ Yes ☐ No	
Property development	☒ **Yes** ☐ No	
Risk management	☒ Yes ☐ No	

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