

Panellist Profile

Approved Professional Advisory Panel – Community Housing Futures

Business Name	JLL (Jones Lang LaSalle)		
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Business Status	<input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants		

Introduction Summary

JLL is a leading global provider of property advisory services with over 60 years of experience in Australia. Our firm has extensive experience conducting real estate advisory services for government, institutional and non-for-profit organisations through Australia. Our capability and experience spans a range of JLL Divisions, including:

1. Strategic Consulting (which includes Strategic Business Cases, Development Advisory & Analytics, Risk Analysis & Mitigation, JV and Partner Procurement Processes).
2. Valuations & Advisory (providing valuation and financial analysis of all asset classes including residential, build to rent and affordable & social housing).
3. Research (incorporating the largest and longest series of research data across all asset classes, including a dedicated residential team, with bespoke research capabilities).
4. Project Delivery Services (Development and Project Management Services, including managing consultants and contractors such as design, urban planning and place making).
5. Environmental Sustainability Services (advising clients on optimal sustainability outcomes across the whole lifecycle of assets).
6. Capital Markets (transaction services incorporating sales and leasing across all asset classes including residential development sites, build to rent, and debt & equity advisory).

Sector Knowledge

Community housing organizations are non-profit organizations that provide affordable housing options to low-income families, individuals, and vulnerable populations. These organizations operate within a specific community or geographic region and are typically governed by a board of directors. The operating environment of community housing organizations can vary based on the location and needs of the community they serve. These organizations may work closely with local government agencies, housing authorities, and

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<p>social service providers to identify and address the housing needs of the community. Additionally, community housing organizations may collaborate with developers, lenders, and other stakeholders to acquire, develop, and manage affordable housing properties. Community housing organizations typically operate under a social enterprise model, meaning that they aim to generate revenue while also achieving social and environmental goals. In order to sustain their operations, these organizations may receive funding from a variety of sources, including government grants and subsidies, private donations, and income generated from the rental or sale of affordable housing properties. A JLL capability statement that outlines some of our recent projects in the housing sector is available upon request.</p>		
Skills	Offered?	Summary of demonstrated qualifications, consultancy skills and consulting track record
Finance	Yes	A diverse team of professionals proficient in property financial models (across both our valuations business and strategic consulting teams), we are able to undertake detailed financial analysis for a range of development and operational assets. Tasks such as; development feasibility models, operational cash flows (including DCF), debt and equity modelling, including Joint Ventures and waterfall return structures, financial risk analysis (considering project risks and party allocation), benchmarking of returns and hurdles to determine project viability and values.
Business Planning	Yes	JLL's Strategic Consulting team has led and supported a number of business cases for high profile infrastructure and property development projects. We have a strong understanding of the reporting frameworks of high governance organisations, experienced in providing periodic reviews and updates for board reporting. JLL has run partner procurement processes for a number of government and not-for-profit organisations, to find suitable private and institutional development and investment partners. The team also has experience in forming and chairing Project Control Groups, working with a diverse range of stakeholders.
Property Development	Yes	Both the JLL Project Delivery Services and Strategic Consulting teams comprise professionals with backgrounds in Development and Project Management. Regularly a part of consortiums with urban design consultants to advise on master planning projects, the team is currently involved with a number of mixed use precincts that incorporate social and affordable housing alongside build to rent and build to sell residential, commercial and retail uses. The Project Delivery Services team is proficient in procuring and managing consultants and contractors to deliver buildings across a range of asset classes.
Risk Management	Yes	Risk management is at the forefront of everything JLL does, whether it's in the context of; health & safety, business operations, transactions, time, policy or financial. The Project Delivery Services and Strategic



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		Consulting teams at JLL are experienced in creating risk management plans and also risk registers that include ongoing monitoring processes, mitigation strategies and severity scoring analysis.
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