

# Panellist Profile

## Approved Professional Advisory Panel – Community Housing Futures

<b>Business Name</b>	ZSI Pty Ltd		
<b>Contact Name</b>	Gavin Zimmerle		
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<b>Postal Address</b>	223 Liverpool Street, Darlinghurst NSW 2010		
<b>Business Status</b>	<input checked="" type="checkbox"/> Individual consultant <input type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants		

### Introduction 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 almost 30 years' experience in real estate, strategy, consulting, transactions, financial modelling 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. In 2017, Gavin established a specialist real estate and strategy management consultancy, ZSI, through which he advises many public and private sector clients such as Lendlease and Landcom, specializing in the delivery of affordable housing.

### Sector Knowledge

ZSI has been specialising in the affordable housing space for over 5 years and worked with relevant stakeholders in the affordable and social housing space, including:

- NHFIC – Member of the CHIA Professional Advisory Panel for NHFIC Funding (assisting CHPs with accessing federal government grants and loans to deliver affordable housing).
- CHPs – We have done a significant amount of work for the CHP sector and assisted CHPs in a variety of capacities (including building financial models, developing business strategies, delivery models etc).
- Government – Significant experience acting for local and state government in various capacities, including Landcom and Parramatta Council.

Skills	Offered?	Summary of demonstrated qualifications, consultancy skills and consulting track record
<b>Finance</b>	Yes	Detailed financial modelling and analysis, including project feasibility models for over \$5 Billion in major residential development projects. Examples: <ul style="list-style-type: none"> <li>• Developing a bespoke affordable housing financial model with Landcom.</li> <li>• Financial modelling at project and portfolio level for many CHPs</li> </ul> Qualifications: Graduate Diploma in Applied Finance and Investment.
<b>Business Planning</b>	Yes	Development of business strategy, including SWOT analysis, business case preparation and execution. Examples: <ul style="list-style-type: none"> <li>• Developed business case and strategy for developer of \$1.5Bn</li> </ul>

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		<p>property portfolio with major global consultancy firm.</p> <ul style="list-style-type: none"> <li>Developed business plan and strategy for numerous CHPs.</li> </ul> <p>Qualifications: Master of Business Administration.</p>
<b>Property Development</b>	Yes	<p>15 years' experience in property acquisition &amp; development. Examples:</p> <ul style="list-style-type: none"> <li>Acquired over \$2 Billion worth of land for residential development.</li> <li>Conducted project reviews to improve performance, manage execution and optimize returns for developers and CHPs.</li> </ul> <p>Qualifications: Real Estate Licence (NSW).</p>
<b>Risk Management</b>	Yes	<p>Developed policy and advised on the management/mitigation of risk and probity, governance and risk management. Examples:</p> <ul style="list-style-type: none"> <li>Member of Advisory Committee for Parramatta Council providing assurance on commercial, financial, legal and business risk.</li> <li>8+ years as a real estate lawyer advising on legal and commercial risk.</li> </ul> <p>Qualifications: Bachelor of Law (First Class Honours).</p>