



JOHNSTAFF



Commercial Sector Portfolio

**Getting the right results for social and
economic infrastructure investments**



Acknowledgement of Country

In the spirit of reconciliation Johnstaff acknowledges Traditional Custodians of Country throughout Australia and their connections to land, sea and community. We pay our respect to their Elders past and present and extend that respect to all Aboriginal and Torres Strait Islander peoples today.

Acknowledgement of gratitude to Māori

We acknowledge the indigenous tangata whenua of Aotearoa - New Zealand as the kaitiaki of the land, sea and skies. We're grateful to those who care for, nurture and protect Aotearoa for future generations, and we pay our respects to tīpuna, past, present and emerging.

E whakamānawa ana i te tangata whenua taketake o Aotearoa, ngā kaitiaki o te whenua, te moana me te rangi. Ka whakawhetaihia hoki rātou e manaaki, e tiaki nei i a Aotearoa mō ngā uri whakaheke. Ka whakarangatira hoki mātou i ngā tīpuna o nehe, o nāianeī, o āpōpō.



Johnstaff: a team you can trust

Johnstaff is an independent Australian and New Zealand-owned consulting practice that specialises in client-side Advisory and Project Management services for the planning and implementation of infrastructure investments.

Johnstaff combines technical expertise, commercial insight and a commitment to continuous improvement, giving clients confidence in our adaptability and scalability. We deliver value across the full project lifecycle, from investment strategy and business case development through to procurement, construction, commissioning and operations.

We don't rely on off-the-shelf solutions. Instead, we work closely with clients to understand their business imperatives and identify the best path forward before moving to technical delivery.

By aligning infrastructure investment with your broader business needs, we help maximise operational efficiency, productivity and enterprise value, often by optimising existing assets before committing to new ones.

Our team is professional, genuine and practical. We think differently, using data and insight to uncover smarter solutions, and we'll challenge the status quo if there's a better way to achieve your goals with greater efficiency across cost, time and quality.

A collaborative team of professionals, with an approach that:

- **Listens to your needs and objectives:** we analyse all relevant information and bring together team members to design and implement solutions
- **Is collaborative:** we will be part of your team, we'll care about the project like you do and we'll share what we know to get the right results
- **Is focused on the business issue:** rather than simply accepting capital investment as a solution, we look at the issues and options to work with you to meet your objectives best – then, and only then, do we work together to start developing the operational redesign, outsourcing or other technical solutions, and
- **Is genuine, professional and unpretentious:** we're easy to work with and we're also able to work as part of a team to challenge conventional thinking if we think there is a better way to meet your goals.



Johnstaff at a glance

32b+

projects
underway

\$160b+

project value
delivered

300+

professionals

1600+

infrastructure
projects delivered

35+

years of
expertise

A photograph of two men in an office hallway. The man on the left is wearing a blue and white checkered shirt and dark trousers, holding a black folder. The man on the right is wearing a white shirt and dark trousers, holding a glass of water. They are both smiling and looking at each other. The hallway has a modern design with wooden pillars and a glass wall in the background.

Our goal is simple: to help Australian and New Zealand clients achieve the best solution for their business or infrastructure needs.

As a privately owned, employee-operated organisation across Australia and New Zealand, our team brings over three decades of experience in strategising, planning and delivering infrastructure investments.

We combine high-quality advisory services with effective project management, working closely with clients to achieve successful project outcomes.

From specialised technical services to full lifecycle delivery, Johnstaff provides flexible support tailored to each project's needs.

Our integrated teams see the big picture across every stage of infrastructure projects.





Project management

Project and program management of infrastructure investments is at the core of our business, it's who we are and what we do best..

At Johnstaff, we prioritise teamwork and enable everyone to deliver on their role. We act with considered urgency, stay responsive to change, and have the confidence to recommend new directions when needed. Above all, we work efficiently and collaboratively to achieve results while building strong, lasting relationships.

Our client-side project management services combine proactive risk management with proven methodologies to protect time, cost and quality outcomes. Whether delivering entire projects or specific lifecycle stages, we focus on achieving outcomes, executing your vision on time, on brief and on budget across a range of industries.

Our services include:

- Masterplan and Feasibility Study Management
- Management of Authority Approvals
- Board and Governance Reporting
- Procurement (Consultants and Building Contractors)
- Contract, Tendering, Assessment and Award
- Project Brief Development
- Design Management
- Business Continuity Risk Assessment and Mitigation
- Project Controls and Reporting
- Project Planning/Scheduling
- Quality Assurance & Risk Management
- Contract Administration
- Superintendent / Principals Engineer Services
- Independent Certification & Verification
- Project Commissioning & Handover
- Tenancy Coordination
- Asset renewal and maintenance works
- Program / Project Management Offices
- Embedded project resourcing (Owners representatives / PMO resourcing)
- Project Recovery



Advisory

Our advisory team provides strategic and transaction services across the full infrastructure project lifecycle.

Our advice is grounded in real delivery experience. Having established, procured and delivered some of Australia and New Zealand's largest infrastructure projects, we tailor our advisory services to help clients set their investments up for success.

Johnstaff's advisory specialists offer timely, targeted support at critical stages of an asset's development or investment lifecycle. Through our integrated services, we partner with clients on portfolios, programs and complex or distressed projects, delivering specialised expertise that strengthens internal capability and outcomes.

Our services include:

- Specialist Programming and Time Management;
- Procurement Options Analysis and Market Sounding / Intel;
- Business and Investment Cases (including financial and economic analysis);
- PPP Transaction Leadership, Advisory and Project Directorship;
- Strategic Infrastructure Planning and Review;
- Technical Solutions Reviews and Value Engineering Reviews;
- Operational Readiness and Commissioning;
- Quality Assurance and Risk Management;
- Gateway Assurance, Project Governance and Specialist Reviews; and
- Project Recovery Strategy and Contractor Claims Analysis.



Our commercial expertise

Our team has delivered **over one million sqm of prime-grade office space** across major cities. We work with diverse clients to achieve optimal project outcomes and tenant experiences.

We understand the intricacies of commercial developments and have a proven track record in delivering workplace projects, including new fit-outs, refurbishments, and reconfigurations.

Our specialist commercial services:

- Development and lease agreement negotiations
- Project brief and program development
- Risk and procurement strategy development
- Consultant engagement and design process oversight
- Strategic value engineering advice
- Tendering, contract negotiation, and construction management
- Time, cost, quality, and safety monitoring
- Tenant integration and fit-out strategies
- Early access and staging strategies for phased completions
- Lease agreement alignment and future-proofing considerations

With a deep understanding of commercial asset development and tenant requirements, Johnstaff is committed to delivering successful outcomes through every project stage - from inception to final handover.

Our values



Professional



Collaborative



Accountable



Genuine



Unpretentious



St Vincent's Hospital Melbourne, Druids Site Development, St Vincent's | \$130m, Fitzroy, VIC

St Vincent's Hospital Melbourne (SVHM) is developing vacant land (Druids and Brennan Hall site) to provide 12,000m² contemporary, non-clinical accommodation on the SVHM Fitzroy campus that integrates with the new Aikenhead Centre for Medical Discovery (ACMD). Johnstaff was engaged to provide Project Management services for the planning, development and implementation including acting as owner's representative for SVHM under the development agreement and tenant representative under the Agreement for Lease. Our team is also managing the design and delivery of the 5,000m² workplace fit-out in the same building for Australian Catholic University.



NDIA Office, Techne Development | \$120m, Geelong, VIC

Johnstaff provided Project and Cost Management services to the 13,800m² development to be occupied by the National Disability Insurance Agency and the Department of Human Services in Geelong. The A-Grade office accommodation is spread across six levels and exceeds building accessibility standards.

Located on the site of the former Carlton Hotel, this exemplary building was designed to meet a 6 Star NABERS Energy Rating and a 5 Star Green Star Interiors Rating.



500 Bourke Street, ISPT | \$180m, Melbourne, VIC

Johnstaff was appointed Owner's Representative for the design and construction of the redevelopment and renewal of the existing 49,000m² A Grade building occupied by National Australia Bank.

The 5-Star Green Star Design and As Built facility was completed ahead of time and within budget.



60 Margaret Street, Ashe Morgan | Sydney, NSW

60 Margaret Street will deliver a stunning new retail and commercial podium, an enhanced commercial lobby for the existing tower, a new urban plaza and improved pedestrian linkages.

Johnstaff was engaged to provide project management services on this project from conception.



140 William Street, WA



Brewery Yard Redevelopment, IP Generation | \$60m, Chippendale, NSW

Johnstaff were engaged as project and construction managers to manage the planning, design and delivery of the project. Johnstaff also aided in the tenancy strategy on this adaptive reuse of the historic Carlton & United Brewery Yard building in Chippendale, Sydney, into mixed class commercial and retail use.

Johnstaff managed the engagement of the consultant team, design development, SSD application process, early works construction and the tender for the main works.



Westralia Plaza, Insurance Commission of Western Australia | \$67m, Perth, WA

The Insurance Commission of Western Australia sought to create an attractive retail plaza adjacent to Westralia Square while redeveloping a fourteen level building covering 10,500m² with commercial and retail facilities.

Johnstaff, through its subsidiary PDC, was engaged to provide Project Management, Superintendency and Tenancy Coordination services.

This included managing an expression of interest process for the appointment of an architect, with ICWA paying for the participants' initial concept ideas upfront.



140 William Street, CBUS Property and WA State Government | \$180m, Perth, WA

Appointed as Independent Certifier by CBUS Property and the WA State Government during construction, Johnstaff monitored onsite progress, conducted monthly inspections and ensured the facility conformed to all contract requirements on the 41,000m² building development.



Auckland
Tāmaki
Makaurau

Brisbane
Meanjin

Christchurch
Ōtautahi

Geelong
Djilang

Melbourne
Naarm

Perth
Boorloo

Sydney
Gadigal

Wellington
Te Whanganui-
a-Tara