



JOHNSTAFF



Commercial

Sector portfolio and capability

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



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.



Carlton Office Development, Geelong, VIC



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

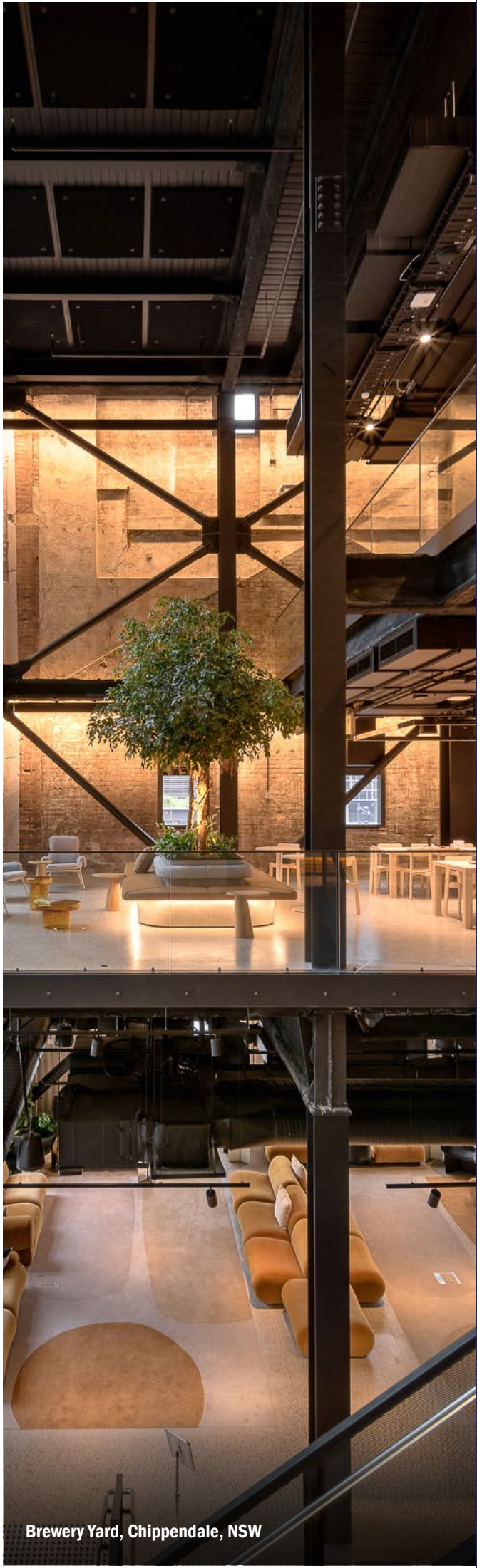
Our advisory team provides strategic and transaction services across the full infrastructure project lifecycle.

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
- 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
- Project Recovery Strategy and Contractor Claims Analysis
- Clinical Governance
- Asset Review



Where business takes shape.

From premium office towers and workplace transformations to mixed-use developments and complex commercial precincts, Johnstaff helps create the environments where organisations thrive.

Our team has delivered over one million square metres of prime-grade commercial space across Australia and New Zealand, partnering with developers, investors, government agencies and occupiers to unlock value at every stage of the project lifecycle. We combine commercial insight, technical expertise and practical delivery experience to create workplaces that meet today's needs while remaining adaptable for tomorrow.

Whether delivering a flagship headquarters, repositioning an existing asset or managing a major commercial development, we take the time to understand what success looks like for our clients, tenants and stakeholders. By bringing together specialists from across our advisory and project management teams, we provide tailored solutions that balance commercial outcomes, user experience and long-term asset performance.

From strategy and procurement through to construction, fit-out and handover, we're focused on delivering places that attract people, support businesses and create lasting value.



1m+

commercial workplaces and fit-outs delivered across Australia and New Zealand



\$2bn+

value of fitouts delivered for major brands and REITs across Australia and New Zealand



Brewery Yard Redevelopment

IP Generation | Chippendale, NSW | \$60m

Johnstaff was engaged as Project and Construction Manager for the adaptive reuse of the historic Carlton & United Brewery Yard building into mixed-use commercial and retail space. Johnstaff managed the planning, design and delivery, including consultant engagement, design development, the SSD application process, early works construction, main works tender and tenancy strategy. The project retained significant industrial heritage fabric while creating a commercially viable new use, with works carefully managed around operational infrastructure servicing the broader Central Park precinct.



Preserved significant heritage fabric with commercially viable reuse



60 Margaret Street

AsheMorgan | Sydney, NSW | Confidential

Johnstaff was engaged from project conception to provide Project Management services for the major redevelopment of 60 Margaret Street. The project includes a new retail and commercial podium, 5,000 m² of new office space, a premium-grade commercial lobby, new public realm, vertical transport upgrades, end-of-trip facilities and building services upgrades. The works are being carefully staged to maintain operation of the existing 40,000 m² office tower and through-site pedestrian links throughout construction.



Delivering major upgrades while keeping the tower operational



AGL Melbourne

AGL | Melbourne, VIC | \$48m

Johnstaff provided Project Management services from feasibility through to handover for AGL's 20,000 m² workplace transformation, comprising seven office floors, a double-height foyer and rooftop terrace. Johnstaff also supported the early market search and lease negotiations.

Delivered within a live environment, the project adopted Early Contractor Involvement and Construction Management procurement models to enable staged delivery while maintaining business continuity for staff occupying the building



20,000 m² workplace transformation delivered within a live environment



AGL Melbourne, VIC



St Vincent's Hospital Melbourne, Druids development **St Vincent's Health Australia | Fitzroy, VIC | \$130m**

Johnstaff was engaged to provide Project Management services for the planning, development and implementation of 12,000 m² of contemporary non-clinical accommodation on the St Vincent's Hospital Melbourne Fitzroy campus. Our role includes acting as Owner's Representative under the Development Agreement and Tenant's Representative under the Agreement for Lease, as well as managing the 5,000 m² integrated workplace fit-out and sub-lease arrangements with Australian Catholic University. Johnstaff is also using its comprehensive knowledge of the campus to de-risk interfaces with concurrent development, including the adjoining Aikenhead Centre for Medical Discovery.



Delivering integrated workplace accommodation



Carlton office redevelopment (NDIA) **Techne Development | Geelong, VIC | \$120m**

Johnstaff provided Project and Cost Management services from concept design through to building handover for this 13,800 m² A-Grade commercial development, accommodating the national headquarters of the National Disability Insurance Agency and regional offices for the Department of Health and Human Services. The development provides six levels of office accommodation with integrated tenant fit-outs and was designed to deliver exceptional accessibility and sustainability outcomes. The development achieved a 6 Star Green Star Design and As Built rating and 5 Star NABERS rating, incorporating thermochromic glazing at a scale.



Ensured design and construction met all specified requirements



140 William Street **CBUS Property & WA State Government | Perth, WA | \$220m**

Johnstaff was appointed Independent Certifier for the \$220m One40 William development, comprising three office towers above retail, dining and entertainment uses. Johnstaff monitored construction progress, undertook inspections and certified compliance with project requirements, working across multiple contracted parties to support successful project completion and certification of Practical Completion.

Positioned above Perth Underground station, the development delivered a highly sustainable commercial asset and significant addition to the Perth CBD.



Ensured design and construction met all specified requirements

Adelaide
Tarndanya

Auckland
Tāmaki
Makaurau

Brisbane
Meanjin

Christchurch
Ōtautahi

Hobart
Nipaluna

Melbourne
Naarm

Perth
Boorlo

Sydney
Gadigal

Wellington
Te Whanganui
-a-tara