



PAUL TILBROOK

DIRECTOR

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Paul Tilbrook is a Director in Paxon's Corporate Finance and Infrastructure practice with over 18 years' experience advising government on the planning and delivery of major infrastructure projects across Australia. He is a trusted adviser to all levels of government and has a strong track record providing commercial and financial advice that supports sound investment decisions and delivers long-term public value.

Paul is an accredited Investment Logic Mapping (ILM) facilitator and has led ILM workshops for multiple agencies nationally. He brings deep commercial insight to the early planning phase of projects, ensuring problems and benefits are clearly defined and aligned with broader policy and funding objectives. His approach strengthens the foundation for robust business cases and smooth progression through approval gateways.

Paul's national project experience spans the health, education, housing, transport, arts and culture, and justice sectors. He regularly leads the development of business cases, feasibility studies, and investment planning frameworks for government clients. His advice is underpinned by a strong understanding of policy, financial sustainability, value for money and strategic alignment ensuring investment proposals are both evidence-based and implementation-ready.

Prior to joining Paxon, Paul worked in engineering and commercial development for large infrastructure projects.

EXPERTISE

- Facilitation of Investment Logic Mapping workshops
- Business case and feasibility study development
- Financial analysis and modelling
- Project management
- Procurement strategy and options development
- Stakeholder consultation
- Market engagement strategy
- Commercial strategy development
- Applications for capital project funding
- Development of PPP and collaborative ventures between Government and the private sector
- Negotiations on behalf of Government with the private sector
- Structuring and financing of projects utilising financial markets
- Tender and procurement development and evaluation, and
- Funding strategy development.

EDUCATION

- Bachelor of Science
- Bachelor of Engineering (Hons)
- Master of Business Administration.

PROFESSIONAL ASSOCIATIONS

- Member – Australian Institute of Project Management
- Member – Australian Institute of Engineers.

RELEVANT EXPERIENCE

Health

- **NSW Health Linen Services Business Case** – strategic business case development for Health Infrastructure NSW for the NSW Health Linen Services Project.
- **QEII Medical Centre Trust Car Park** – developed a Parking, Mobility, and Access Business Case for Queen Elizabeth II Medical Centre to address urgent access, mobility, and parking challenges, ensuring long-term campus viability and efficient use of transport options.
- **Midland Emergency Department Business Case** – business case development for the expansion of the Emergency Department (ED) at the St John of God Midland Public Hospital (SJGMPH).

Education

- **Western Sydney Construction Hub SBC and Specialised Advanced Training Centre SBC** – business case development including financial appraisal and procurement advice as part of the development of concurrent business cases for TAFE NSW.
- **East Perth Primary School Business Case** – business case and options analysis including research, analysis, concept design, cost and recommendation of a best option to establish a new primary school in the inner-city area.
- **Super Sciences Building Business Case** – business case for the Curtin University Super Sciences Building that included identifying the benefits associated with the potential project and assessing the new building proposal against potential refurbishment or reduced scope options.

- **Adelaide International Centre Business Case** – business case development including financial, commercial and economic advice to the SA Government on the commercial structure options available to activate the old Royal Adelaide Hospital site and create industry investment.
- **TAFE WA Business Cases** – business case development for the development of the \$17.6m Joondalup Light Automotive workshop, the \$17m Albany Trade workshop and the \$22m Pundulmurra Trade Expansion which are funded as part of the Infrastructure Stimulus Package.
- **Delivering Training Excellence Project Business Case** – financial appraisal for the business case for the development of a new, centralised training academy for Marine Rescue NSW, as an extension to its state headquarters, at Hungry Point, NSW.
- **Carriageworks Cultural Precinct** – business case development for the Stage 2 expansion of the Carriageworks cultural precinct, including financial appraisal and procurement options analysis.
- **Museum of Applied Arts and Sciences** – business case development for a new museum in Western Sydney, which contemplated the relocation of the Powerhouse Museum to Parramatta.
- **Sydney Opera House Western Venues Business Case** – financial appraisal for the business case for the redevelopment of the Western Venues at the Sydney Opera House.
- **Securing Our History Project Business Case** – financial appraisal for the strategic business case for the Securing our History Project for the State Archives and Records Authority (SARA) and its partner organisation, Sydney Living Museums.

Housing

- **Core and Cluster Program Business Case** – business case for the expansion of the Core and Cluster model for the Department of Communities and Justice NSW, an innovative model that allows for independent living and privacy while also providing access to supports for women and children escaping domestic and family violence.
- **Aboriginal Short Stay Accommodation** – business case for the Department of Communities for a new Aboriginal short stay accommodation facility in the Perth area. The business case involved identifying and assessing potential sites from a qualitative perspective and costing the acquisition and development of each site.
- **New Model for the Delivery of Social Housing Capacity** – business case for Land and Housing NSW for the delivery of social housing capacity, including qualitative assessment of the ability of the model to meet the strategic objectives outlined in the Future Directions strategy for social housing in NSW.

Sport, Recreation and Culture

- **Perth Concert Hall Precinct Redevelopment** – business case development for the upgrade of the Perth Concert Hall and associated areas.
- **WA State Hockey Centre Business Case** – business case for a State Hockey Centre for the Department of Local Government, Sport and Cultural Industries.
- **Perth Zoo Elephant Exhibit Business Case** – business case for the Zoological Parks Authority for the upgrade of the elephant exhibit at Perth Zoo.

Justice

- **Drone as First Responder Business Case** – business case to support the funding request for expanding the use of drones by WA Police, through a Drone as First Responder (DFR) program, with a focus on 'Drone in a Box' technology.
- **Enhanced Support Unit Business Case** – business case development including financial and commercial advice to Youth Justice NSW to deliver an Enhanced Support Unit.
- **Sydney CBD Courts Redevelopment** – strategic business case for Sydney CBD Courts for Department of Communities and Justice.

Manufacturing, Industry and Agriculture

- **Western Sydney Advanced Manufacturing Research Facility** – business case for development of common user facility to underpin Advanced Manufacturing Precinct adjacent to new Western Sydney Airport.
- **James Cook University Tropical Aquaculture Accelerator Project Business Case** – comprehensive review of the business case and economic analysis prepared for the James Cook University Tropical Aquaculture Accelerator Project.

- **South West Advanced Manufacturing and Technology Hub** – feasibility study for the Department of Primary Industries and Regional Development and South West Development Corporation to develop a preliminary feasibility study for the establishment of the facility.
- **Western Sydney Integrated Logistics Hub** – business case development for an integrated logistics hub as part of the activation of 300 ha of land surrounding Western Sydney Airport for logistics and advanced supply chain activities.

Transport

- **Eden Safe Harbour Business Case** – financial appraisal and procurement options assessment for Transport for NSW as part of the Detailed Business Case for the Eden Safe Harbour Project.
- **Bullsbrook Intermodal Container Terminal** – financial and commercial adviser to Harvis Capital on their Stage 2 proposal for the proposed Bullsbrook Intermodal Container Terminal.
- **Albany Airport Redevelopment Business Case** – business case development for the Albany Airport infrastructure upgrade project, including detailed cost benefit analysis and project financing.
- **Wagga Wagga Airport Upgrade Business Case** – business case development for the Wagga Wagga Airport redevelopment project, including detailed cost benefit analysis and project financing.

Urban Development and Precincts

- **Mews Promenade and Harbour Rail Crossings Business Case** – business case for the Mews Promenade and Harbour Rail Crossings project.
- **Rigs to Reef Project** – business case review for Shire of Ashburton of the proposed Rigs to Reef project, which involves the retention of decommissioned elements of Chevron Australia's Thevenard Island Offshore Infrastructure to create artificial reef habitat off the coast of Onslow.
- **Ocean Reef Marina Project** – engaged by DevelopmentWA to provide financial and economic advice to support a submission to Infrastructure Australia for the Ocean Reef Marina project.

- **Pioneer Women's Memorial Site Development** – feasibility study for Botanic Gardens and Parks Authority to examine the operational and infrastructure needs of the Pioneer Women's Memorial Outdoor Live Music and Performing Arts Site in meeting strategic goals now and into the future.
- **Town Beach Jetty Redevelopment** – business case development for a new Town Beach Jetty, the proposed \$12 million development would provide a base for boating and fishing in Broome and complete the proposed redevelopment of the Town Beach precinct.
- **Bunbury Waterfront Development** – provided independent analysis of the broader financial and economic benefits of the Bunbury Waterfront Stage 3 development as part of the business case to DevelopmentWA

This is a sample of Paul's experience and is intended to demonstrate the breadth of his expertise.

Further project details are available upon request.



ABOUT PAXON

Paxon Group (Paxon) is a leading commercial and financial advisory firm, serving clients across Australia.

Established over 30 years ago, Paxon has consolidated its position as a market leader in financial, commercial, strategic and transaction advisory services.

Paxon has market-leading expertise in infrastructure sectors including healthcare, education, social and affordable housing, sport and culture, corrections, urban renewal and energy sectors.

With over 60 staff located in Perth, Sydney, Melbourne, Brisbane, Adelaide, Darwin and Muscat, Paxon addresses the strategic needs of our clients across Asia Pacific and the Middle East.

We have advised on over \$200 billion of infrastructure and commercial projects over the last 20 years.

INVESTMENT LOGIC MAPPING SERVICES

Paxon provides expert Investment Logic Mapping (ILM) facilitation to help clients shape investment proposals from the outset.

Our services are led by Paul Tilbrook, Director and senior commercial advisor with deep experience in guiding complex infrastructure and service delivery projects through the investment decision process.

Under his leadership, we help clients clearly define problems, benefits, and strategic responses to support robust, evidence-based investment cases.

We ensure ILM outputs are aligned with business case, funding, and approval frameworks, including those required by Infrastructure Australia and all state and territory treasuries.

Backed by extensive market experience and a strong track record, Paxon brings the insight and commercial acumen needed to deliver ILM outcomes that support successful investment planning and execution.

PRICING FOR SERVICES

Services	Cost (excl. GST)
Problem Definition	\$1,800
Benefit Definition and Management Plan	\$2,000
Response Definition	\$1,800
Solution Definition	\$1,800
Combined Package	Pricing available upon request.
<i>Varied packages and pricing are also available dependent on Business Case complexity and client requirements.</i>	