

Experience and Capability Statement

Comm. Hon. Santo Santoro



Santo Santoro is a recognised leader in Australian politics and public policy, particularly health, ageing, industrial relations and infrastructure. Over the last two decades, he has helped Australian and international businesses and industry groups succeed in navigating the maze of public sector funding and regulation, to maximise their competitive position. Equally, based on this background and experience he has provided advice and support in helping and guiding companies in business to business matters, together with the entry into new markets in Australia and internationally.

Prior to his business advisory career, Santo was one of the few Australians to serve consecutively in both State and Federal Parliaments, first for over a decade as a Member of the Legislative Assembly in Queensland, and latterly as a Senator in Canberra. More significantly, he was appointed as a Queensland Minister for Queensland for Training and Industrial Relations; and, Australian Minister for Ageing.

Consequently, Santo brings an insider's knowledge and perspective to complex regulated industries, [having led for example: the restructure of a State worker's compensation](#)

[scheme; and the design and rollout a new national model for aged care funding.](#)

Drawing on this background, Santo has built a trusted reputation as a close adviser and advocate for a select corporate portfolio, to whom he has provided:

- Comprehensive knowledge of a range of business sectors – particularly across social services and infrastructure – including key players and influencers in Government, commerce and academia;
- Extensive intelligence and informed analysis around regulatory intentions and market trends, to provide useful information and a sound basis on which to make forward investment decisions;
- Identification of immediate and future market opportunities, drawing both on intelligence gathering, as well as a network of trusted contacts who frequently offer new partnership and investment opportunities;
- Advocacy where appropriate, to protect portfolio members' interests, and to better inform key decision makers around the real-world implications of proposals for funding, legislative and regulatory change; and,
- Insightful counsel on governance and compliance, ensuring that those Santo advises are fully cognizant of their responsibilities, and well-briefed on changing requirements.

All of this has led to significant success for firms across Santo's portfolio, as evidenced by the following testimonial:

["I have dealt with Santo as a client, associate and trusted advisor for nearly fifteen years. In that time he has demonstrated unwavering capability, professionalism and insight. He brings to any client tremendous background and innovation and is the master of leveraging a high level and unique network. All this leads to a superior track record of effectiveness."](#) [Lance Hockridge, former MD&CEO of Aurizon Holdings Ltd and current Company Director...](#)

In particular, since leaving Parliament, Santo has also applied his knowledge and experience in the vital infrastructure, information technology and clean energy sectors. As well as material success in assisting clients in the Australian business to business and business to government sectors, he has been particularly effective in assisting major Italian infrastructure companies to establish substantial and enduring footprints in Australia.

In doing so he has leveraged the strong, deep and effective relationships that he has established with the political, bureaucratic and industrial sectors in Italy

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