

MOORE STEPHENS

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# Corporate Advisory Capability Statement

Serious about Success®

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# Executive Summary

## We're Serious about Success®

Moore Stephens WA has been a trusted advisor to many businesses for nearly four decades, providing advice customised to meet the needs of our clients.

Our success is derived from our ability to understand the challenges that our clients face and provide intelligent advice. The firm's philosophy is to be immersive in its approach, provide genuine support and offer practical solutions throughout the client relationship. We aim to develop a bond of trust and confidence with our clients; to work closely and competently by "partnering" with your management and staff.

Moore Stephens delivers the personal attention and local market knowledge you want, backed by a leading national and international association of expertise, knowledge and advice you need to succeed. This, we believe, makes us an attractive option for both domestic and global organisations.

Our clients are diverse. We act for listed companies, mid-sized businesses, not for profit organisations and local government. We realise the importance of providing services that deliver value and offer solutions to your specific needs, so we never adopt an "off the shelf" approach. Our advice is customised to suit each client taking in account their size, culture, capabilities and goals. We believe this approach enables us to provide astute advice to respond to both short-term and long-term requirements of your business.

At Moore Stephens, we take your success personally. Our integrated services are designed to help clients grow, realise and protect both their businesses and their private wealth. We work with our clients to help them meet the challenges they face every day, aspiring to be their first choice for all of their business and financial needs. We aim to provide you with business results, peace of mind, reduced costs, risk mitigation strategies and remove the complexity of managing your business. For us, it is about providing services to ensure enduring value and sustainability in your business.

# Corporate Advisory

The Moore Stephens Corporate Advisory team has the expertise to deliver outstanding value to clients through the implementation of solutions that are tailored to their needs.

## The Right Capabilities

### Experienced

Our experienced team has the advisory skills needed to help company boards and management address the complexities of operation in a demanding economic environment.

### Independent and objective

Our advice is always independent and objective. Your interests are paramount.

### A rich talent base

Our skills in all aspects of corporate advice are supported by Moore Stephens' broader tax, audit, accounting and financial modelling capabilities.

### A hands-on approach

Our senior team manages the project's day-to-day needs, allowing you to focus on the bigger picture.

## Integrated Services

We provide clients with the full range of quality corporate advisory services.

### Valuations

- We offer all types of valuations, from the simplest business transactions to extremely complex financial instruments.

### Transactional due diligence

- We conduct detailed evaluations and assessments of acquisitions and investments.
- We provide a turn-key service, from preliminary assessment through to full due-diligence and transaction completion.

## Mergers and acquisitions

- We conduct detailed acquisition searches for clients seeking to expand operations by purchasing other businesses or companies.
- We help with the sale or purchase of companies and businesses.
- We advise on shareholder negotiations, bidding tactics and strategy.

## Equity capital markets

- We provide advice on capital raising, from an early stage to IPO and secondary market offerings.
- We're fully conversant in Corporations Law, ASX and ASIC regulations.

## Debt capital markets

- We help clients seek bank debt funding and debt capital market offerings.
- We maintain a regular dialogue with major lenders.

## Independent CFO

- We assist clients who may need CFO skills to manage the financial risks of the company, particularly in areas such as management accounting (including back office support), budgeting and dealing face-to-face with financiers.

## Independent Experts Reports

- Preparation of Independent Experts Reports for both ASX listed and unlisted public companies, required under ASX listing rules and relevant sections of the *Corporations Act 2001*.

## Independent Accountants Reports

- Preparation of Independent Accountants Reports for inclusion in prospectuses and other fundraising documents associated with new listings and revenue takeovers, and for inclusion in bidder's statements related to takeover offers.

# Valuations

Value lies at the heart of all business decisions. Whether you're buying, selling or reporting on an asset, you need to know its true value.

Valuations aren't just about numbers—they require a deep understanding of commercial drivers, risks, the competitive landscape, tax considerations, and more.

With extensive combined experience, Moore Stephens' Perth based Corporate Finance team brings a wealth of skills, objectivity and practical knowledge to every valuation we undertake.

From simple share trades, to complex assessments of operating businesses, we have the industry and technical expertise to provide astute, robust valuations that deliver the knowledge you need.

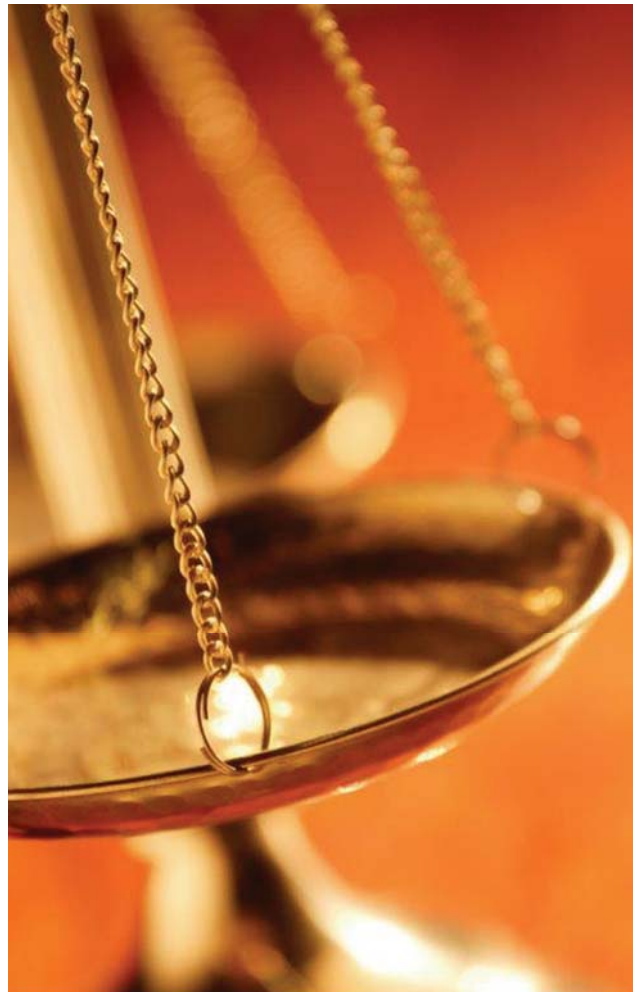
Valuation services	We provide a complete range of expert valuation services
Sale or purchase of a business	Are you selling? Buying? Just thinking about it? A valuation can help you identify key issues affecting the transaction value.
Going public	A valuation can reveal the metrics that stockbrokers and investment institutions will apply to your business in an IPO.
Tax	Use a valuation to establish benchmarks for capital gains and stamp duty purposes during a tax restructure.
Due diligence	A valuation is usually completed alongside due diligence activities during commercial negotiations.
Intellectual property and intangibles	From brands and goodwill, to trademarks and licences, we're experienced in valuing all types of intangibles.
Restructures	Use a valuation to make decisions about selling a division, or acquiring a new business.
Options and derivatives	We're experienced in valuing complex financial instruments for financial reporting purposes.
Employee share plans	We can provide objective valuations of performance shares, options and other equity-based remuneration.
Independent expert reports	We provide the expert reports required in takeover and change-of-control situations and for commercial litigation matters.
Succession planning for family businesses	Our independent reports provide the basis for family decision-making, by drawing attention to key issues affecting succession.
Financial reporting	A valuation can help you meet accounting standards that require you to allocate a purchase price in a business combination, conduct impairment reviews, or value share-based payments, financial instruments or intangibles.
Marital Property Settlements	We provide independent (single expert) valuations for matrimonial property settlements.

# Valuations in Practice

We've helped clients across many industries understand the value of their businesses.

Experience is critical to an accurate valuation and having a trusted adviser to work with you through the valuation process is priceless. We have helped numerous clients to manoeuvre through what can often be a highly detailed and, at times, technical procedure. We use our knowledge of your sector to provide customised advice to suit each client taking into account size, capabilities, goals and culture. Consequently, we are a preferred advisor for many industries including:

- Child Care
- Construction
- Education and Not-for-Profit
- Energy and Related Segments
- Financial Services
- Franchise Industry
- Freight and Logistics
- Government Services
- Health Professionals
- High Tech
- Manufacturing and Fabrication
- Pharmaceutical
- Professional Services
- Real Estate
- Resource Industry
- Restaurants and Catering
- Retail, Wholesale and Distribution
- Supermarkets



# Litigation Support

Having provided litigation support in economic loss, business and commercial disputes, fraud and family law cases for a diverse range of clients, we have built a unique depth and breadth of experience.

Dealing constructively with investigations and disputes requires an understanding of complicated legal structures, regulatory and accountability requirements. With many years of dispute consulting experience, the Moore Stephens professionals have a solid track record of assisting with challenging financial and economic issues in complex litigation and other business disputes.

Numerous businesses have trusted our reputation and expertise. Having provided litigation support in economic loss, business disputes, fraud and family law cases for a diverse range of clients, we have built a unique depth and breadth of experience.

We have a wealth of knowledge across the following services:

- Assistance with discovery and other legal findings
- Provision of expert reports and evidence in court
- Quantification of future and economic loss
- Business and share valuations
- Critical analysis of other expert reports and opinions.
- Analysis and interpretation of financial reports
- Consultation on taxation issues, including matters arising on settlement of claims
- Consultation on superannuation issues
- Variance and sensitivity analyses

When disputes arise or fraud is taking place, specialist forensic services can have a significant impact on the outcome for your business. As a part of litigation support we also offer **forensic accounting** expertise in the following areas:

- Establishing audit trails
- Tracing cash flows
- Asset identification and evaluation
- Fraud risk review and investigation
- Reconstruction of books and records
- Compliance with legal, contractual, statutory and professional obligations



# Your Contacts



## Neil Pace

Director, Corporate Advisory  
T +61 (0)8 9225 5355  
[npace@moorestephens.com.au](mailto:npace@moorestephens.com.au)

### Experience

Neil has over 30 years' experience in providing audit, accounting and advisory services, both in Australia and internationally.

Neil is responsible for the execution and delivery of audit and corporate services. He has had considerable audit experience including the audit of a number of companies listed on the ASX, medium to large private companies (particularly those operating within the resources, engineering/construction sectors, property development and finance sectors), government bodies and non profit organisations.

Neil is honorary auditor of United Way Western Australia, and has been a Group Leader of the Institute of Chartered Accountants Professional Year Program, Accounting and Audit modules.

### Qualifications

- Bachelor of Business
- Fellow of the Institute of Chartered Accountants in Australia
- Registered Company Auditor
- Authorised representative of Licensed Investment Advisor Moore Stephens Perth Corporate Services Pty Ltd



## Brett Cornwall

Director, Corporate Advisory  
T +61 (0)8 9225 5355  
[bcornwall@moorestephens.com.au](mailto:bcornwall@moorestephens.com.au)

### Experience

Brett has nearly 30 years' of experience in Public Practice.

Brett has a tax and business advice background before moving into the Corporate Advisory area a number of years ago. Brett has extensive experience in valuations, due diligences, litigation support and transaction work.

Moore Stephens is a member of the ANZ Bank Valuation Panel and Brett is the point of contact for ANZ. Brett is also a former board member of the West Australian Chapter of the Franchise Council of Australia.

Brett is responsible for preparing expert reports to support various litigation matters, including: valuations, business interruption, loss of profits, economic loss assessments, shareholder disputes, tracing of funds and cash and income tax implications of loss claims.

### Qualifications

- Bachelor of Business
- Fellow of the Institute of Chartered Accountants in Australia
- Chartered Tax Advisor
- Registered Tax Agent

**Wendy Davies**

Director, Migrant Tax & Corporate Advisory  
T +61 (0)8 9225 5355  
[wdavies@moorestephens.com.au](mailto:wdavies@moorestephens.com.au)

## Experience

Wendy has a wealth of business advice expertise accumulated from over 20 years as an accountant, advising SMEs in Australia and UK. She has broad expertise in accountancy, tax compliance services, and business improvement. As a migrant to Australia from the UK, Wendy specialises in advising business migrants, which includes tax planning, business structuring, valuations and due diligence.

Wendy brings vision and mature judgment to the firm gained during a long and successful career leveraging diverse business and tax advisory expertise with a variety of SME clients.

Wendy is a Fellow member of the Association of Chartered Certified Accountants, a member of the Institute of Public Accountants and a Chartered Tax Advisor in Australia. She is also a Registered Migration Agent, so understands the visa issues that need to be considered when advising migrant clients.

## Qualifications

- Fellow of the Association of Chartered Certified Accountants
- Institute of Public Accountants
- Chartered Tax Advisor
- Registered Migration Agent

**Chris Dickie**

Manager, Corporate Advisory  
T +61 (0)8 9225 5355  
[cdickie@moorestephens.com.au](mailto:cdickie@moorestephens.com.au)

## Experience

Chris Dickie has worked as an Accountant at Moore Stephens since May 2008. During this time he has worked with large, medium and small business clients assisting with their accounting and tax needs. Chris has been involved with numerous business valuations, due diligences and litigation support matters in his time with Moore Stephens and has a wealth of experience in this area.

Prior to his role at Moore Stephens, Chris worked in London for six years as a Management Accountant for medium and large companies and has extensive commercial experience.

## Qualifications

- Bachelor of Business
- Chartered Accountant
- Chartered Tax Advisor

# About Us

## Moore Stephens WA

Moore Stephens WA is an audit, accounting, tax and advisory firm providing astute advice and practical solutions, to consistently deliver solid results. With our firm on board, you operate at your best, enabling you to achieve your goals.

We have been a trusted advisor to many businesses for nearly four decades, providing advice customised to meet the needs of our clients. Our success is derived from our ability to understand the challenges that our clients face and provide intelligent solutions. We combine genuine client engagement with astute advice.

We offer a wide array of services and have specialist knowledge in certain industries and sectors.

### Specialty areas:

- SMSEs
- Listed companies
- Not-for-profit
- Local Government
- Migrant Advisory
- Family Business
- Energy and Resources sectors
- Chinese Desk

We offer a wide array of services and have specialist knowledge in a multitude of industries and sectors to help.

### Moore Stephens WA

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## Moore Stephens Australia

Moore Stephens is a leading national network of independent firms of business advisors and chartered accountants in the key business centres around Australia.

All Moore Stephens firms are long-standing members of their local business communities and specialise in providing highly personalised, expert and commercially astute assurance, accounting, tax and advisory services to their clients.

Being part of this network enables us to share expertise and knowledge to ensure our clients receive the best advice and highest quality of service wherever they do business in Australia.

## Moore Stephens International

Moore Stephens International Limited is one of the world's major accounting and consulting networks with a strong presence in over 100 countries.

The member firms offer a range of integrated services to help you grow, realise and protect your wealth, both in your home country and internationally. The aim of all of the services offered is to add real commercial value to you and your business.

By combining local expertise and experience with the breadth of our worldwide networks, clients can be confident that, whatever their requirement, Moore Stephens will provide the right solution to their local, national and international needs.

**Disclaimer**

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