

Services for corporate clients



“Large or small, businesses expect the same things from a corporate advisor.

They want an advisor they can trust, offering strong expertise, experience and insight into their industry to give them confidence in the advice they receive. They seek a range of specialist advice to ensure they’re covered from every angle. They crave ready access to their advisor when they need it and they expect good service.

What sets large businesses apart is the scale of their needs and expectations. This is where Grant Thornton stands out.

We offer clients enthusiasm, responsiveness and accessibility, but with the reliability and reach that comes from our extensive network, giving us national and international scope and access to global best-practice methodologies.”

Robert Quant

National CEO
Grant Thornton Australia



Grant Thornton Australia

Grant Thornton Australia is committed to helping your business reach its full potential. Whatever your business challenge, our proven methodologies and passionate, experienced team will help you meet it head-on, with a partner you can trust.

We have over 70 directors and 600 staff across offices in Adelaide, Brisbane, Melbourne, Perth and Sydney. All are committed to providing you with practical, customised solutions, based on independent advice, sound market knowledge and strong technical expertise.

As a member firm of Grant Thornton International, we draw on our partnership with other firms in over 110 countries to provide you with a presence to match your own international footprint, or to help you expand to one.

Our globally-consistent methodologies and international secondment programmes provide you with the reassurance you expect from working with one of the world's leading organisations of independently owned and managed accounting and consulting firms.

The following pages offer a brief snapshot of the services we offer to corporate clients, with a focus on our audit, tax and advisory services. If you would like more information about any of the services highlighted, please ask for a copy of one of our in-depth service sheets, or contact us via the details on the back cover.



Technical Expertise

Grant Thornton practitioners are specialists in their fields. Our multi-disciplined practice provides the high-level technical knowledge you require.

Partner Accessibility

Partner-led service differentiates Grant Thornton's approach. Clients receive access to our most senior practitioners throughout their project and beyond.

Global Network

Seamless partnership with other Grant Thornton member firms reinforces our local offering. It makes us ideally placed for your international requirements. You can be assured of coverage on the ground where you need it.

Relationships

We work hard to provide you with a premium service experience. Our friendly and approachable staff are forthright and easy to work with.

Global strength

- Premium comprehensive Australian corporate restructuring and corporate finance offering
- Substantial investment in our international coverage (Europe, US and Asia Pacific are key territories)
- Seamless service around the world and global methodologies

Industry specialist knowledge

Acknowledged expertise in:

- Mining & Resources
- Aged Care & Health
- Wine & Viticulture
- Property & Development
- Retail & Franchise
- Rural & Agriculture
- Automotive

Bespoke client service

- Higher ratio of partner time
- Involved roles in business where appropriate
- Full service from diagnosis of issues, development of a solution and implementation of a strategy

Integrated multi disciplinary implementation service

- Seamless offer of financial and operational restructuring, advisory and assurance services, corporate advisory and tax solutions
- Broad resource base of in-house sector specialists

Commercial Acumen

- Practical and pragmatic advice through our industry advisory teams
- Provide a quality product by co-sourcing our experienced team with external experts in relevant industries

Pricing

- Benefit from our hub and spoke approach which allows competitive pricing compared to the "Big 4" accounting firms
- Provision of a detailed fee assessment at the beginning of the process

Grant Thornton Services

Audit Services

At Grant Thornton we offer more than just auditing. We offer understanding.

Experience has taught us that you cannot audit a business effectively unless you really understand it. This means not just ticking boxes, but developing a real feel for your organisation and the challenges it faces. We work in partnership with you to get to the heart of your business— understanding your vision, how you turn your ideas into profits, the risks you face and how you meet them. Only then do we apply our global audit methodology, utilising state-of-the-art audit software to provide the assurance you and your shareholders need.

We understand the pressures of complying with increasing and ever-changing regulatory requirements. It's a constant challenge, not an annual one, so we maintain contact throughout the year, not just during the audit season.

For us, a robust audit depends on our ongoing relationship with you. Our partners are genuinely hands on, leading teams that are passionate about understanding and making a difference to your business. Throughout our audit, we identify and deal with the key issues, ensuring early resolution and no surprises.

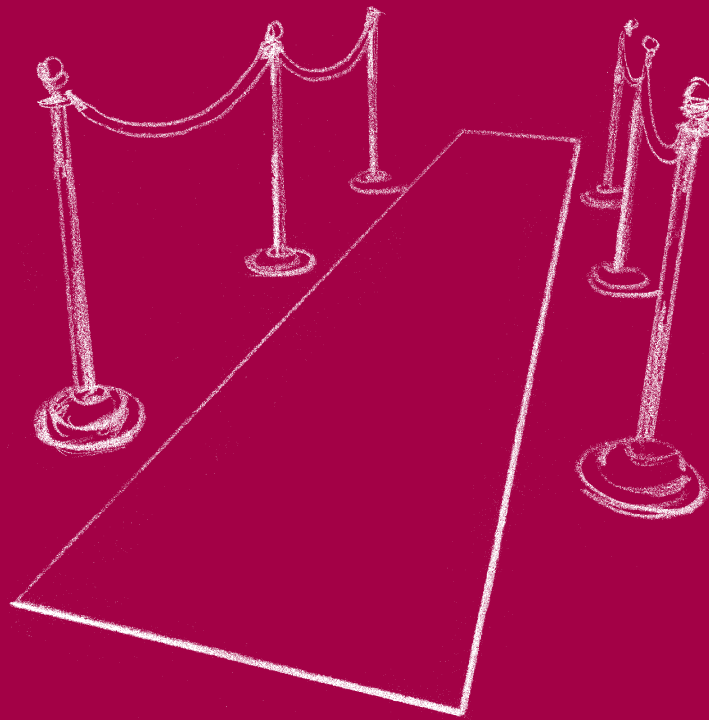
We act as a sounding board for directors and senior management. You will find us approachable, accessible and in tune with your individual needs.

Grant Thornton's world-class audit methodology and technical expertise provides the assurance your board and audit committee require and the rigour that you expect from a leading accounting firm. But it is our insight and service-driven partnership approach that makes us different.

Grant Thornton's assurance services include:

- External audits - for clients requiring an audit under the Corporations Act or other relevant legislation.
- Internal audits - either on a one-off or recurring basis, for organisations of all types.
- Reviews of financial reports (less detailed and hence providing a lower level of assurance than an audit) for listed public companies under the Corporations Act and other clients, as required
- One-off systems and controls reviews
- Agreed upon procedure reports.





“Grant Thornton assists us with our compliance reviews and reporting processes in many ways.

“Their technical skills are a given, but beyond that Grant Thornton clearly make it a priority to provide us with continuity. They endeavour to keep the same people on the audit team each year and have learnt our business and our people so they can conduct the work with minimum fuss and without negative impact on our team. The Grant Thornton auditors get on well with our team and are cooperative and friendly.

Martin Brooke

Chief Financial Officer

ASX listed Talent2 International Limited

Pictured with John Rawlinson,

Chief Executive Officer of Talent2.



Business Risk

Corporate Governance, IFRS, Sarbanes-Oxley, AGS, AML/CTF, FTR ...the list of regulations and acronyms goes on! Not to mention other risks including fraud, outsourcing risk or IT disaster. Or perhaps you are simply failing to capitalise on the full benefits from technology, projects and strategic sourcing activities?

Grant Thornton offers a broad range of Business Risk Services that stand out because we focus on turning compliance obligations, risk concerns and performance questions into opportunities for business improvement.

We work with you to understand your business and the risks you are exposed to. We detect inefficiencies in existing processes, control systems and technological capabilities and then create sound strategies to mitigate your risk and improve the efficiency of your operations.

While the specific findings, recommendations and deliverables are unique for each and every client, our team can provide you with an objective, unbiased and comprehensive view of your situation, and help you address any issues identified.

Grant Thornton's Business Risk Services are summarised in the table opposite:



Business risk advisory services include:

Governance, risk and compliance

- Governance, risk and internal audit
- Health and safety
- Forensic accounting
- Sox/SAS70
- Finance function effectiveness

Process and technology advisory

- IT audit
- Requirements gathering and vendor management
- Strategic sourcing
- IT and program governance
- Business process re-engineering

Tax Services

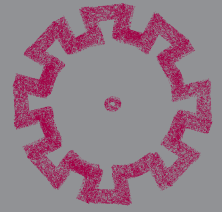
It has been said that there are two certainties in life: death and taxes.

The shifting sands of taxation law constantly challenge large and growing businesses, particularly those operating internationally. How your business meets this challenge can have a significant affect on your bottom-line and the more your business grows, the more complex tax requirements can become.

Grant Thornton can help you minimise your tax exposure and highlight the risks presented by constantly evolving and increasingly complex legislation.

Drawing on our knowledge and understanding of tax regimes in Australia and around the world, we offer timely information and independent, commercially-minded advice.

Through legitimate planning, we consider issues that arise within specific types of tax, as well as the tax implications of a new project, or a change to the business. We work with you to develop tax-planning strategies suitable for your specific business structure. Our common-sense approach is designed to help you understand and minimise the tax challenges your business faces.



Tax services include:

Corporate Tax Services

- Preparation/review of corporate tax returns
- Preparation/review of IFRS tax calculations
- Transaction tax advice
- ATO audit assistance

International Tax

- Tax-effective international business structures
- Advice on the impact of double tax treaties
- Expatriate planning
- Staff secondment advice
- Structuring of inbound and outbound investments
- Transfer pricing reports and advice
- Withholding tax requirements

Corporate Advisory Services

- Capital raising tax advice
- Advice on tax and structuring matters pertaining to private equity and venture capital transactions
- Due diligence reviews
- Preparation of reports for inclusion in public documents

Fringe Benefits Tax

- Prudential review of fringe benefits tax returns to ensure inclusion of all benefits
- Salary packaging advice
- Fringe benefits tax calculations and compliance

Indirect Taxes

- GST advice and compliance
- Prudential review of GST returns to ensure correct compliance
- Stamp duty advice
- Land tax advice

Employment Taxes

- Review of business systems and procedures to identify potential problem areas
- PAYG advice
- Advice on the superannuation guarantee charge
- Advice on payroll tax and grouping provisions
- Prudential review of payroll records to ensure correct PAYG, superannuation and payroll tax



The key to the successful restructure of a distressed company, which safeguards the inherent value in the business and protects the interests of all stakeholders, is the ability to co-ordinate and deliver effective advice that addresses not just the solvency questions but the fundamental underlying performance issues.”

Paul Billingham

National Service Line Leader of Recovery & Reorganisation

Recovery and Reorganisation

The normal lifecycle of every business has peaks and troughs. Just as the successes can exceed expectations, financial difficulties, if left unchecked, can threaten the very survival of the business.

Grant Thornton works directly with companies, law firms and all the major Australian lenders to help anticipate and prevent corporate insolvency. Where it is not possible to turn around a troubled business without formal insolvency proceedings, we are qualified to act as Voluntary Administrators, Receivers, Liquidators or Trustees in Bankruptcy as appropriate and often use these procedures as a restructuring tool.

In every situation we use hard-won experience and commercially proven techniques to address the pertinent issues necessary to turn around a business – from tax advice and compliance through to refinancing, profit improvement and management counselling.

We draw on our experience working with both companies and lenders to broker solutions designed to guide debtors, creditors and other stakeholders towards a successful long-term future.

Grant Thornton's Recovery & Reorganisation team is regarded as one of Australia's leading practices, both domestically and abroad. In Australia, we provide particular expertise across various industries, including:

- Retail
- Property
- Automotive
- Aged care
- Hospitality
- Financial services

Our proven ability to quickly identify underlying performance issues is supported by Grant Thornton's Industry Intelligence Unit. This produces regular research papers and articles for publication and undertakes specialist training for Grant Thornton's clients so they can benefit from our strong sector knowledge.

Outside of Australia, our multi-disciplined international capability enables us to provide integrated cross-border recovery and restructuring solutions to multinational corporations.



Recovery and reorganisation services include:

- Restructuring and turnaround
- Exit strategy services
- Lender support services
- Insolvency services
- Pre-lending reviews

Corporate Finance

Are you looking at a merger, making an acquisition, disposing of a business, undertaking a public share offering or raising finance? Whatever your strategic objectives, Grant Thornton can help you achieve them and increase your shareholders' wealth.

Our success is built on the importance we place on developing deep, long-lasting relationships, both with our clients and with third parties such as private equity houses, banks, other financial intermediaries, lawyers and government bodies. The strength of our partnerships and our multi-disciplined team allows us to provide a rapid response, tailored to your particular circumstances.

If you are competing internationally, Grant Thornton offers particular expertise in complex transactions across diverse geographic jurisdictions, particularly in the rapidly changing middle market.

Our Capital Market, M&A, Transaction Support Services, Advisory and Valuation teams are represented by member firms in Asia Pacific, the UK, Europe, the Americas and the emerging BRIC countries, making us ideally placed to consider both your domestic and international requirements.

Corporate Finance teams in member firms worldwide work and train together, sharing industry and technical expertise and a commitment to excellence. With an active secondment program between countries, we can field experienced international and dedicated service teams to suit your needs.

Wherever the geographic location, we apply the same insight, flexibility and relevant experience. We examine each transaction objectively and independently from all angles and work actively to involve all parties including purchaser, vendor, investor and management. This thorough approach ensures you receive the highest quality advice at all times and has gained us an established track record for delivering commercial and profitable solutions.



Corporate finance services include:

Pre deal services

- Assurance
- Analysis
- M&A
- Valuations

Strategy and planning

- Structuring
- Tax planning
- Project plan
- Research
- Financial Modelling

Pre bid analysis

- Desk top review
- Valuation parameters/ sensitivities
- Gearing scenarios
- Fundraising

Due diligence

- Financial DD
- Taxation DD
- Vendor DD
- Information technology and systems review
- Internal controls

Competition

- Completion accounts
- Sale and purchase agreement advice
- Assistance with lending and funding
- Documentation

Post deal services

- Purchase price allocation
- Integration
- Assurance services
- Tax compliance
- M&A
- Valuations

If you want to know more, please contact us...

Adelaide

Level 1
67 Greenhill Road
Wayville SA 5034
T 08 8372 6666
F 08 8372 6677
E info@gtsa.com.au

Melbourne

Level 2
215 Spring Street
Melbourne VIC 3000
T 03 8663 6000
F 03 8663 6333
E info@grantthorntonvic.com.au

Sydney

Level 17
383 Kent Street
Sydney NSW 2000
T 02 8297 2400
F 02 9299 4445
E newsletters.nsw@grantthornton.com.au

Brisbane

Ground Floor
Grant Thornton House
King George Square
102 Adelaide Street
Brisbane QLD 4000
T 07 3222 0200
F 07 3222 0444
E newsletters.qld@grantthornton.com.au

Perth

Level 1
10 Kings Park Road
West Perth WA 6005
T 08 9480 2000
F 08 9322 7787
E info@gtwa.com.au



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