

Facing down economic & regulatory headwinds

The impact of culture on high performance
An increasing focus on transparency and independence
Keeping pace with the accelerated rate of change

“In times like these with heightened global and economic pressures, driven in part by trade uncertainty, increased regulation, and political change, we are drawn to focus on the challenges facing clients, as well as in our own businesses and the economy more broadly. But the reality is, only by doing this can we best prepare to manage through tough situations - it forces us to strive to innovate and find solutions to help our clients preserve and enhance value. Whilst the challenges are many, and we will confront those head-on in our national Boot Camp series, there are also opportunities to better support clients to grow and be successful.

The Grant Thornton Bankers’ Boot Camp provides the ideal forum to come together and share ideas about how best to tackle these issues and challenges over next 12 months.”

Matt Byrnes, Partner, Financial Advisory

Bankers' Boot Camp 2019

Facing down economic & regulatory headwinds



We are excited to announce that the Grant Thornton Bankers' Boot Camp (BBC) will return in October 2019 with half day conferences in Brisbane, Sydney, Melbourne and Perth.

Now approaching its 20th year in 2020, this market leading event brings together bankers from all major financial institutions, across all areas of the banks, providing attendees with a unique forum to engage with their peers and colleagues. During the afternoon you will hear from legal, accounting and advisory experts, industry and sector specialists, as well as directly from customers of the banks.

This year, we confront the key issues facing lenders and their customers, impacted by economic pressures, trade and political uncertainty, and tighter lending driven in part by increased regulation & compliance – however, we will also turn our minds towards identifying opportunities to support our clients to grow and succeed in a challenging environment.

What we will cover:

- **Client insights**

We will discuss the learnings from our Grant Thornton Mid-sized Business Report, and draw on our experiences in leading and undertaking over 1,300 client growth and strategy sessions over the past 2 years, utilising our global Grant Thornton 6-Box framework, in order to share with you the real issues, challenges, and opportunities facing your customers.

- **Guest speakers**

Our guest speakers in each market will challenge you and stretch your thinking on issues relevant to our future workplaces and business environment.

- **A customer's tale**

You will hear directly from a bank customer, via an intimate and frank one-on-one interview, to experience first-hand what is required to address the complexities of a growing business and how we, as lenders and advisors, can support and provide value-add to the customers' growth ambitions.

- **Interactive panel and workshop sessions**

We will use client experiences and industry case studies to provide a framework for our panel and workshop discussions on what is driving our clients towards success, as well as their fears and challenges in the current market. Our legal partners, Norton Rose Fulbright, will bring a valuable legal and commercial perspective to a number of our sessions.

Our workshops and technical sessions will be complemented with a market update from our sponsors CBRE, focusing on the key property and economic trends we can expect to see in each local market over the coming year.

A key attraction once again is the opportunity to network with your peers from the other major banks and lending institutions. We will be inviting a cross-section of bankers across all major institutions from front end, credit and risk and asset management ensuring a spread of thoughts and ideas. In addition to the interactive workshop sessions, the opportunity to network and share ideas with your peers from other financial institutions will be available throughout the afternoon and at networking drinks following the close of the day's formal sessions.

We look forward to you joining us at the Bankers' Boot Camp 2019...!

Matt Byrnes

Partner, Financial Advisory
Grant Thornton Australia



FACING DOWN ECONOMIC & REGULATORY HEADWINDS

What will be covered?

Agenda

12:15pm Registration and light lunch

1:00pm Welcome and overview

1:10pm Technical issues & hot topics (panel)

1:45pm A customer's tale (interview)

2:20pm Market update from CBRE

2:40pm Afternoon tea

3:00pm Interactive workshop

3:45pm Industry lens (panel)

4:30pm Mini break

4:35pm Insights from our clients

4:50pm Guest speaker

5:35pm Close

5:40pm Networking drinks

Locations & dates

Brisbane **Thursday, 10 October 2019**
Pullman Brisbane
Cnr Ann & Roma Streets
Brisbane QLD 4000

Sydney **Tuesday, 15 October 2019**
The Westin
1 Martin Place
Sydney NSW 2000

Melbourne **Thursday, 17 October 2019**
Marvel Stadium
(Gate 4, Level D)
Docklands VIC 3008

Perth **Tuesday, 22 October 2019**
The Westin
480 Hay Street
Perth WA 6000

Technical issues & hot topics

Our panel session will bring together technical and industry specialists from Grant Thornton and Norton Rose who will discuss a number of key issues that are front of mind for bankers and your clients, including the impact of accounting standard changes including IFRS 16 'Leases', early learnings from the new Banking Code of Practice, and our observations on current ATO activity regarding collection and enforcement of your customer's statutory debts.

A customer's tale

Always a popular session, in a one-on-one interview, we will hear in person from a bank customer about their journey to success, how they are innovating to meet a changing market, what has worked and what hasn't in their business. We will also explore the customer's relationship with their advisors and bankers, including what they look for in their business partners in an increasingly competitive market.

In recent years, our guests have included Swisse, Scenic World, Doshii, Kennards Hire, IVE Group, Altus Traffic and King Living.

Property market update

The property market continues to underpin our economy, impacting each of us personally at key times in our lives, and for many it is also a significant consideration for us in our professional roles.

Specialists from CBRE will share their thoughts on current and future issues in your local market, including; the outlook for residential house prices in the key cities, improved office occupancy rates, and the impact of fewer offshore buyers on new developments.

The impact of culture on performance

"We pay our people for their time, but we really want access to their effort and energy. Time is fixed and finite, effort is discretionary – this is where the greatest opportunity lies for organisations". Matthew Croxford, Partner & National Head of Human Capital

For many businesses people represent one of, if not the largest of all investments. Like any asset, our people have to be optimised to realise their greatest potential. As leaders in your own organisations, every day your people make a decision about how much of themselves they will give to you and your organisation.

This interactive workshop session will leave you with some key takeaways to help you realise untapped potential, and provide you with an opportunity to share your own thoughts and hear from your banking peers about how they are approaching these challenges.

Industry lens

Our industry session will focus on the Property & Construction sector. Delayed and failed settlements, fewer offshore investors, tighter development finance, and the impact of a changing retail sector on valuations have put some developments at risk. Margin pressures are being pushed down to builders and ultimately subcontractors.

A number of recent high profile financial and quality failures (including the cladding crisis) have already led to pressures for regulatory reform at both state and federal level. In addition to chain of responsibility laws for construction materials, the Queensland governments' response has been to introduce compulsory project bank accounts and financial monitoring. Other states may follow.

Our panel, comprising sector specialists and alternate lenders, will draw on their experiences to provide insights into the key challenges facing new and existing developments, and discuss solutions for navigating through situations where the bank is confronted with exposures at risk.

We will also consider the flow-on impact of property on other key sectors such as Retail, Manufacturing and Aged Care.

Insights from our clients

We will share with you our key findings from our Grant Thornton Mid-sized Business report, as well as our observations from conducting around 1,300 client growth and strategy sessions we have run nationally in the last two years, utilising Grant Thornton's global 6-Box framework, highlighting the issues and challenges that are most relevant for customers across all key markets and sectors.

Guest speaker

Our guest speakers in each market will challenge and stretch your thinking on issues relevant to our future workplaces and business environment. In the last 2 years our speakers have included Dianne Smith Gander, Mark McCrindle, Dr Keith Suter, Mark Pesce and Ashley Fell.

How to register

Detailed information about the Grant Thornton Bankers' Boot Camp 2019 and an online registration form can be found on the conference website: www.grantthornton.com.au/bankersbootcamp

Should you have any further questions, please do not hesitate to contact:

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About Grant Thornton

We are Grant Thornton

Grant Thornton Australia is a leading business advisor that helps dynamic organisations to unlock their potential for growth. Our brand is respected globally, as one of the major global accounting organisations recognised by capital markets, regulators and international standards setting bodies.

We are constantly evolving and developing alongside our clients.

Grant Thornton Australia has more than 1,300 people working in offices in Adelaide, Brisbane, Cairns, Melbourne, Perth and Sydney. We combine service breadth, depth of expertise and industry insight with an approachable “client first” mindset and a broad commercial perspective.

Global scale and agility

We have the scale to meet your changing needs, but with the insight and agility that helps you to stay one step ahead. More than 53,000 Grant Thornton people, across over 135 countries, are focused on making a difference to clients, colleagues and the communities in which we live and work.

Privately owned, publicly listed and public sector clients come to us for our technical skills and industry capabilities but also for our different way of working. Our member firm partners and teams invest the time to truly understand your business, giving real insight and a fresh perspective to keep you moving.

Whether a business has domestic or international aspirations, Grant Thornton can help you to unlock your potential for growth.



53,000
People globally



1,300+
People nationally



135+
Countries



\$4.8BN
Worldwide revenue
2018 (USD)

Our services

Audit & Assurance

Private Advisory

Private wealth

Family office services

Superannuation

Business advisory services

Tax

Financial Advisory

Forensic consulting

Corporate finance

Restructuring advisory

Grant Thornton Consulting

Business risk

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Indirect tax

Transfer pricing

Remuneration taxes

Public Sector Advisory

Industry specialisation



Automotive



Consumer products & retail



Energy & resources



Financial services



Food & beverage



Health & aged care



Life sciences



Manufacturing



Not for Profit



Professional services



Public sector



Real estate & construction



Technology & media

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