

Navigating the new normal

Managing risk and compliance
Identifying growth opportunities
Meeting customer and community expectations



“The implications of the Royal Commission are widespread. We should not assume that our clients fully understand the impacts of a tightening credit market on their businesses, nor in many cases, are they properly prepared for it. At the same time, they are telling us they want – and need – to grow in order to stay relevant. To prepare our clients for the challenges in managing risk and accessing funding for growth in a changing banking environment, banks and advisors need to be proactively engaging about the opportunities, expectations, and risks.

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

Matt Byrnes, Partner, Financial Advisory

Bankers' Boot Camp 2018

Navigating the new normal



We are excited to announce that the Grant Thornton Bankers' Boot Camp (BBC) will return in October 2018 with half day conferences in Brisbane, Sydney, Melbourne and Perth.

Now in its 18th year, 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, sector and advisory specialists, as well as the bank's customers.

This year, we will focus on the challenges related to managing risk both in our clients' businesses, and in our own organisations.

What you will hear:

- **Unique insights sourced from over 700 client planning sessions**
We will draw on our experiences in leading and undertaking over 700 client growth and strategy sessions during 2018, 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 and stretch your thinking on issues relevant to our future workplaces and business environment, covering areas including the impact of digital and AI, the 4th Industrial Revolution, as well as other disruptors impacting our clients.

- **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 also use client experiences and case studies from the past year to provide a framework for our discussions on what is driving our clients towards success, as well as their fears from the Royal Commission, and the increased regulation and compliance requirements impacting their businesses. Our legal partners, Norton Rose Fulbright, will bring a valuable legal and commercial perspective to a number of our sessions, including the impact of safe harbour reforms, ATO enforcement activity, and other challenges driving director behaviours.

Our workshops and technical sessions will be complemented with a market update from our sponsors CBRE, focusing on the key property and construction 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, where you will have an opportunity to engage with your peers from other financial institutions, the opportunity to network and share ideas will be available throughout the afternoon and at drinks and refreshments following the close of the day's formal sessions.

We look forward to you joining us at the Bankers' Boot Camp 2018...!

A handwritten signature in black ink, appearing to read 'MAB'.

Matt Byrnes

Partner, Financial Advisory
Grant Thornton Australia



NAVIGATING THE NEW NORMAL

What will be covered?

Agenda

12:15pm	Registration and light lunch
1:00pm	Welcome and overview
1:15pm	Property market update
1:40pm	Insights from our client 6 Box program
2:00pm	A customer's tale
2:35pm	Afternoon tea
2:50pm	Issues facing Directors in our clients' business
3:35pm	A new banking universe
4:30pm	Mini break
4:35pm	Technical update
4:50pm	Keynote speaker
5:30pm	Close
5:30pm	Networking drinks

Locations & dates

Brisbane	Thursday, 11 October Pullman Brisbane Cnr Ann & Roma Streets Brisbane QLD 4000
Melbourne	Wednesday, 17 October Collins Square 727 Collins Street Melbourne VIC 3000
Sydney	Thursday, 18 October The Westin 1 Martin Place Sydney NSW 2000
Perth	Tuesday, 23 October The Westin 480 Hay Street Perth WA 6000

Property market update

The property market continues to underpin our economy. Specialists from CBRE will share their thoughts on current and future issues in your local market, including areas such as completion rates and valuations on residential developments, risks of offshore investors defaulting, the emergence of second tier property financiers, and the drive to convert commercial to residential in our major cities.

Insights from our client 6 Box program

We will share with you our key findings from over 700 client growth and strategy sessions we have run nationally in the last year with our clients. Adopting Grant Thornton's global 6-Box framework, we highlight the issues and challenges that are most relevant for customers across all key markets and sectors.

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 challenge the customer's relationship with their advisor and bankers, including what they look for in their business partners in an increasingly competitive market.

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

Issues facing directors

A panel of expert legal and client relationship partners will discuss some of the key issues facing directors in our clients' businesses: from the recently introduced safe harbour reforms, to sharing our recent experiences and observations regarding ATO activity and how it is impacting director behaviours.

As lenders, this is an important session for you to understand what is impacting the decision-makers in your customers' businesses.

A new banking universe

This interactive workshop session will provide you with an opportunity to share your own thoughts and hear from your banking peers about how they are meeting the growth challenges in the shadow of the Royal Commission, in an environment where customer expectations on banks have never been higher.

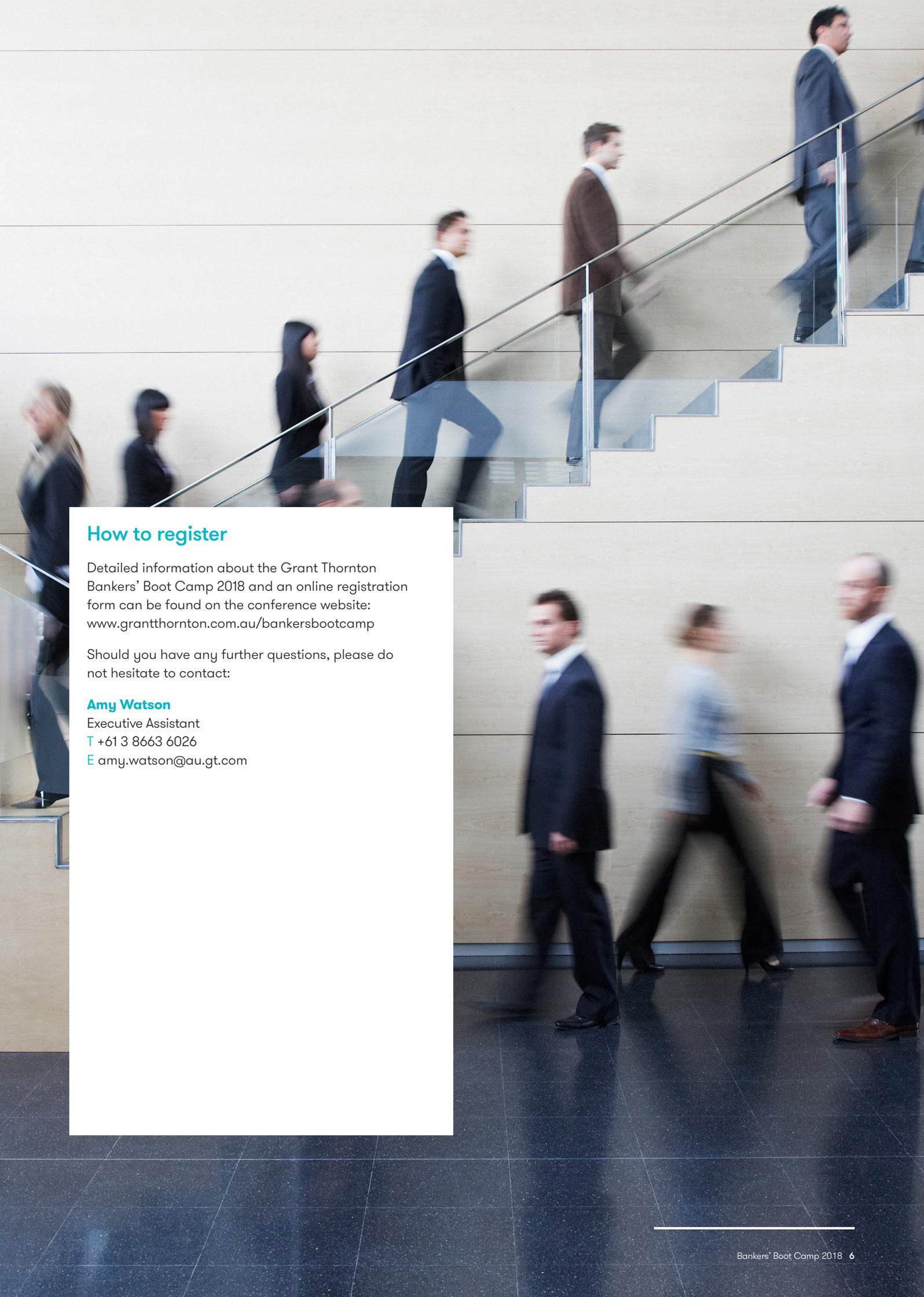
Has the pendulum of expectation swung too far? What is the right balance to ensure our clients can continue to access funding for growth? We consider the opportunities that this presents for lenders in the current environment. A unique insight into a cross-section of views across all the major financial institutions.

Technical update

We will examine a real life customer turnaround story, including the challenges facing the customer, and the innovative solution that enabled the customer to manage their risk, and to preserve value with the support of their lenders.

Keynote speaker

Our guest speakers in each market will challenge and stretch your thinking on issues relevant to our future workplaces and business environment, covering areas including the impact of digital and AI, the 4th industrial revolution, as well as other disruptors impacting our clients.

A blurred photograph of business professionals in a modern office setting. In the upper half, several people in business attire are walking up a wide staircase with a metal railing. In the lower half, three people are walking across a dark, polished floor in a hallway. The background is a light-colored wall with horizontal panels.

How to register

Detailed information about the Grant Thornton Bankers' Boot Camp 2018 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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Grant Thornton member firms help dynamic organisations to unlock their potential for growth. Our brand is respected globally, as one of the major global accounting organisations and is recognised by capital markets, regulators and international standards-setting bodies. Our global scale across more than 135 countries and 50,000 people means we can meet the changing needs of businesses and provide them with the insight and agility to help them grow.

Grant Thornton Australia has more than 1,160 people working in offices in Adelaide, Brisbane, Cairns, Melbourne, Perth and Sydney. We've got scale, combined with local market understanding. That means we're everywhere you are, as well as where you want to be.



50,000
People globally



1,160+
People nationally



135+
Countries



\$4.8BN
Worldwide revenue
2017 (USD)

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