



corporate advisors . divestments . mergers & acquisitions . capital management & asset restructuring . joint ventures & strategic alliances . MBO & MBI advice . Sourcing-Asia

## Profile

# Profile

- Independent boutique corporate advisory firm
- Specialists in mergers & acquisitions and divestments, combined with management consulting expertise
- Clients range from top ASX 100 companies to major private companies, and SMEs
- Premium level service to all clients, regardless of size
- Deep relationships with other industry participants

# Whole life-cycle corporate advice



**“Over 20 years, Kennedy Needham has helped hundreds of companies at all stages of development to create shareholder value”**

# Services tailored for each client



Full end-to-end project or a discreet piece of advice, Kennedy Needham's approach will always be tailored to maximise the outcome our clients, irrespective of size













**PRACTICAL | INDEPENDENT | THOROUGH**

## Specialised Sectors

Engineering services	<ul style="list-style-type: none"><li>Facilities management</li><li>Design &amp; construction</li><li>Project management</li><li>Fabrication and maintenance services</li></ul>
Financial services	<ul style="list-style-type: none"><li>Investment management</li><li>Financial planning</li></ul>
Retail	<ul style="list-style-type: none"><li>Franchises</li><li>Multi-location single brands</li></ul>
Industrial	<ul style="list-style-type: none"><li>Manufacturing</li><li>Distribution</li><li>Sourcing</li></ul>
Agribusiness	<ul style="list-style-type: none"><li>Ag-biotech</li><li>Licensing</li></ul>

# Selected recent deals

 Grogan Richards Pty Ltd <b>DIVESTMENT</b>	 Mees Bus Lines Pty Ltd <b>VALUATION</b>	 Flight Medicine Systems Pty Ltd <b>MBO</b>	 Consultum Financial Advisers Consultum Financial Services Pty Ltd <b>ACQUISITION</b>
 Western Port Pipes & Mechanical Services Pty Ltd <b>DIVESTMENT</b>	 Consultum Financial Services Pty Ltd <b>MBI</b>	<b>Financial Partnership</b> Financial Partnership Pty Ltd <b>PRIVATE PLACEMENT</b>	 Currie & Brown Australia Pty Ltd <b>MBO</b>
Tabro Meat Pty Ltd <b>DIVESTMENT</b>	 The Judius Group <b>DIVESTMENT</b>	 KoEx Pty Ltd <b>STRATEGIC ADVICE &amp; CAPITAL RAISING</b>	 Envirozel Limited <b>ACQUISITIONS &amp; RIGHTS ISSUE</b>

# Our clients are satisfied

*“Kennedy Needham delivered an excellent result in our recent on market rights issue. We achieved a take up rate of 43% from our shareholders, which was well above our expectations.”*

Gordon  
McKern,  
Chairman,  
Envirozel  
Limited

*“Kennedy Needham worked with us to design an acquisition template which we use to screen opportunities and select those for detailed analysis. They worked with us to develop financial models and supporting business plans which are essential to supporting the businesses which GSL acquire.”*

Greg North,  
Business  
Development  
Manager, GSL  
(Australia) Pty  
Ltd

*“Kennedy Needham were excellent. They set the highest standards with regard to service delivery, analysed both my business and the risk factors involved in selling it and secured a sale price which greatly exceeded my expectations.”*

Julius Opit.  
Managing  
Director,  
Judius Group

*“Kennedy Needham established the pathway for our corporate reform. From the outset Kennedy Needham assisted all stakeholders in understanding their expectations before proceeding in a skillfully managed program that directed our Legal and Accounting teams, the Board and new stakeholders through the complexities and emotion of restructuring .”*

Lyndon  
Hayward,  
Director, NH  
Architects

# Our core values anchor us

- ☛ We always put our client's interests first and tirelessly pursue the best result
- ☛ Our advice is timely, practical, and brave
- ☛ Access to our principal consultants is guaranteed
- ☛ We are highly ethical and honest; our reputation is our biggest asset
- ☛ We are imaginative in our approach to each project
- ☛ We believe good teamwork drives success
- ☛ We will add value for our clients

# The Kennedy Needham Team



## **Brent Needham | Managing Director**

Brent is the founder and Managing Director of Kennedy Needham. He has over thirty years experience in corporate advisory, merchant banking, international management consulting and corporate doctor fields.

His career has included managing major national and international assignments for Andersen Consulting and the Elders Finance Group. Brent was an advisor to a major Federal Royal Commission and was CEO of State Trustees and the St Kilda Football Club.



## **Rod Coleman | Director**

Rod holds a Bachelor of Commerce, the Graduate Diploma of Applied Finance and Investment (FINSIA), and earned an MBA from IMD in Lausanne, Switzerland.

Before joining Kennedy Needham, Rod worked with Syngenta AG, the world's largest agribusiness, in Basel Switzerland. In this role he undertook transactions in the biofuels industry and led the start-up of new businesses globally. Prior to Syngenta, Rod headed marketing and product management for a Swiss-based firm which developed investment management software, and was involved in its successful sale to Bloomberg Inc. Before moving to Europe, Rod worked with a consulting firm in Sydney and NAB in Melbourne.

# The Kennedy Needham Team



## **Paul Hill | Director**

Paul is a Director of Kennedy Needham and has 20 plus years experience in Australia and Asia in managing large consumer goods companies at a CEO level.

He has worked for Black and Decker, GE Thomson, Mattel and HWI (Breville/Kambrook) Paul has most recently worked in China for five years setting up joint ventures and running large manufacturing operations for brands such as Colgate, Bissell, Westinghouse and DE-Walt. Paul has an honours degree in Economics from the Australian National University.



## **Robert Hamilton | Senior Associate**

Rob Hamilton is a senior associate of Kennedy Needham having joined the firm in 2006.

Prior to joining Kennedy Needham, Rob worked for a Big 4 accounting firm and a well known Melbourne commercial law firm, in which time he was admitted to practice as a lawyer.

Rob is currently completing a Graduate Diploma in Applied Finance and Investment from Kaplan (formerly Financial Services Institute of Australasia) after completing his undergraduate degrees in Law and Commerce at the University of Melbourne.

# The Kennedy Needham Team



## **Mark Vanthoff | Senior Associate**

Mark holds a Bachelor of Business, with a major in accounting and is currently completing a Graduate Diploma in Applied Finance and Investment from Kaplan (formerly Financial Services Institute of Australasia).

Mark has a wealth of commercial experience and was lead forecast analyst at Coles Group. He brings skills and experience to the Kennedy Needham team in business analysis, financial modelling and cashflow management, new business integration, board reporting and corporate governance.



## **Tom Butler | Associate Consultant**

Tom holds a Bachelor of Commerce and is currently undertaking the Institute of Chartered Accountants in Australia program.

Tom has previously worked at a highly regarded Melbourne Accounting firm, where his experience in tax and audit makes him a valuable addition to Kennedy Needham.



## **Mark Chudek | Analyst**

Mark is currently in his penultimate year of a Bachelor of Business (Honours) at RMIT University majoring in Economics and Finance.

Mark has recently completed an internship at Australia Post where he assisted on a number of projects within Group Financial Control. He has also worked as an analyst for Macquarie Bank in their financial planning and wealth management division.

# Our proposition

- ✓ Deep industry experience
- ✓ Senior team on each project
- ✓ Transaction expertise coupled with corporate experience and management consulting skills
- ✓ Best practice techniques and resources
- ✓ Tailored approach to each project
- ✓ Flexible fee structures that align our interests with our client's
- ✓ Independent

# Contact Details



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