



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

Kennedy Needham

Corporate Profile

Profile

- ❖ Independent boutique corporate advisory firm,
- ❖ Directors & team headed by Brent Needham with over 30 years of experience,
- ❖ Specialists in mergers & acquisitions and divestments, combined with management consulting expertise,
- ❖ Clients range from ASX listed companies to major private companies, and SMEs,
- ❖ Premium level service to all clients, regardless of size,
- ❖ Deep relationships with other industry participants.

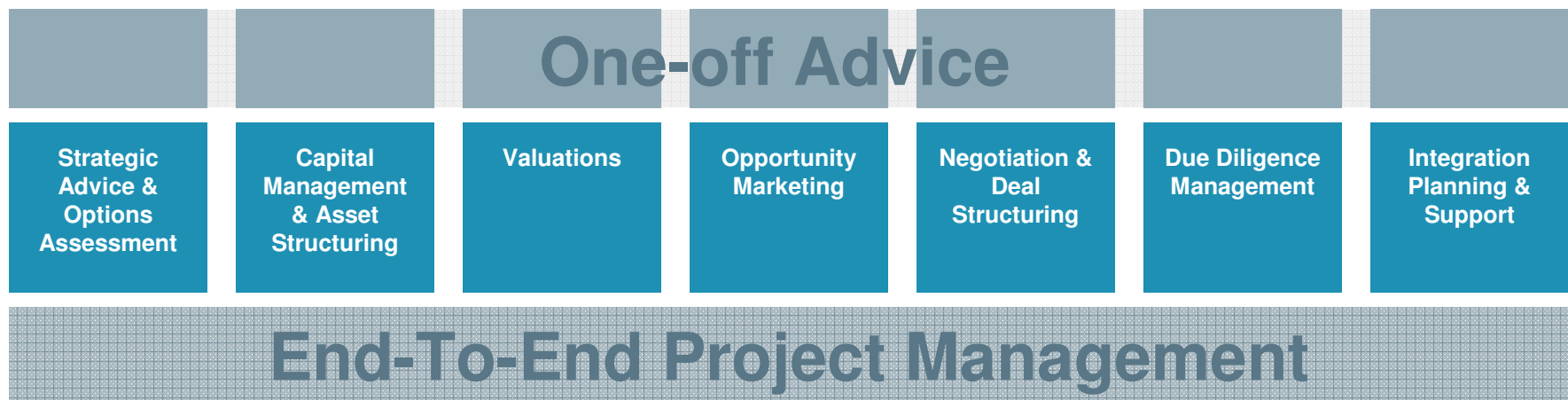
Whole Life-Cycle Corporate Advice



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

Transaction Services Tailored for Each Client

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



PRACTICAL | INDEPENDENT | THOROUGH

Services We Provide

Diagnostic:

- Acquisition
- Divestment
- Business
- Equity Capital Markets

Corporate Advice

- Restructuring
- Strategies to increase Enterprise Value
- Funding considerations

Transactional

- Outright business sale
- Equity investment
- Acquisition
- Business succession Management Buy Out / Management Buy In

Selected Recent Deals



Mees Bus Lines Pty Ltd

VALUATION



Flight Medicine Systems
Pty Ltd

MBO



Consultum Financial
Services Pty Ltd

ACQUISITION



NHArchitecture Pty Ltd

MBI



Currie & Brown Australia Pty
Ltd

MBO



Grogan Richards Pty Ltd

DIVESTMENT

Financial Partnership

Financial Partnership
Pty Ltd

PRIVATE PLACEMENT



Envirozel Limited

**ACQUISITIONS &
RIGHTS ISSUE**

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**

The Kennedy Needham Directors



Brent Needham | Managing Director

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

Brent has completed numerous transactions globally including acquisitions, divestments, MBOs and corporate consolidation work for organisations such as Telstra, Commonwealth/Colonial Bank, Myer, Envirozel, Mattel, IOOF, Blentech and NH Architecture.

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.



Paul Hill

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

He has worked for Black and Decker, GE Thomson, Mattel and HWI (Breville/Kambrook). During his time at HWI Paul undertook capital raising, divestment and acquisition transactions. 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.

At Kennedy Needham Paul is leading divestment and capital raising mandates throughout Australia on behalf of firms in the facilities management, engineering services, chemical, forestry, and infrastructure industries.

Paul has an honours degree in Economics from the Australian National University.

The Kennedy Needham Directors



Guy Aird

Guy is the CEO of Kennedy Needham Capital, the Equity Capital Markets arm of Kennedy Needham. He has over 20 years experience in Securities advice, stockbroking and corporate advisory.

Guy has participated in numerous buy and sell side capital raisings on the ASX varying from mining to industrial sectors as well as holding two board positions on Biotech companies as they moved through a complete restructure.

He is well versed in the intricacies of ASX Back Door listings, placements and IPOs and maintains a strong relationship with numerous investment market industry participants.

What Makes Us Special

- «» 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 and effective client communication drives success,
- «» We strive to add real value to our clients,
- «» Independent & long term practitioners within the corporate sector.

Our Proposition

- «» Senior team on each project,
- «» Transaction expertise coupled with corporate experience and management consulting skills,
- «» Put client's interests first,
- «» Tailored and unique approach to each project,
- «» Flexible fee structures that align out interests with our client's.

Contact Details

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