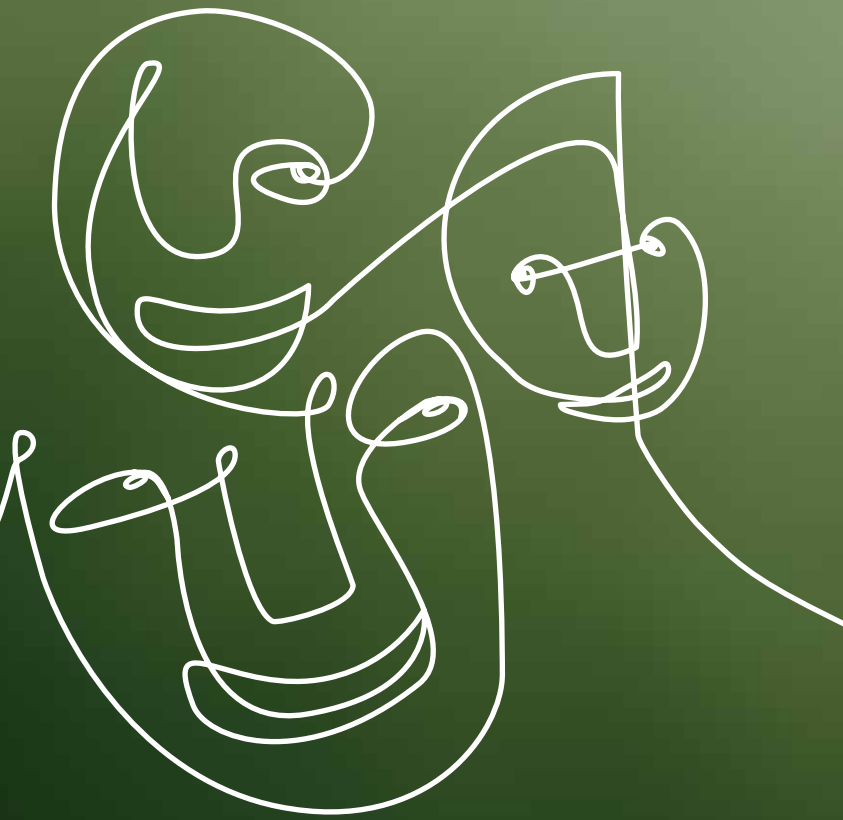




| BUSINESS ADVISORS  
& ACCOUNTANTS

Helping you build great businesses  
and manage your wealth.



NKH Business Advisors & Accountants help you build strong, winning businesses and take control of your personal finances. We want you to reap the financial rewards of your hard work.

We have supported business owners and individuals since 1971. In our youth, we were traditional accountants and tax advisors, focused on compliance. Today, we do much more; our services and advice concentrate on your prosperity and financial security - business or personal.



## What steps are you taking to ensure your business succeeds and you actively manage your wealth?

### Regardless of why you come to us, our approach is simple and unchanging.

It is founded on personal, connected and trusting relationships. We look at the bigger picture, not just annual financial statements or tax returns.

Our approach is holistic; we connect your financial dots and assist you in achieving your business goals and your lifestyle aspirations.

We are passionate about your success. We take your financial security seriously. We act as your mentors and guides, helping you with the issues you aren't sure how to address. We are honest; we tell you what you need to hear, not just what you want to hear.

If further specialist advice is required, we connect you to experts in the wider NKH Knight group or external professional advisors.

Our aim is to make managing your business and personal finances as simple as possible.

#### Our client planning and engagement process - connecting the dots

- 1** We connect with you - getting to know you and your financial position.
- 2** We help you articulate your goals and aspirations - business and/or personal.
- 3** We connect and co-ordinate your financial dots - planning a way forward.
- 4** We meet regularly and track your progress.

# Service offering

## Business services

We help cultivate great businesses. We focus on your business' strategy and structure, its performance and growth and its management and compliance. Whatever stage your business is at, we can help.

### Business Strategy and Structure

We are experts in business structures, succession and risk management.

### Business Performance and Growth

We provide quarterly and annual business performance reviews, assist you in benchmarking to industry standards and set Key Performance Indicators to help improve your business' performance.

Your business' success and wealth creation can be measured through regular business valuations. Depending on your business' strategy - growth aspirations or where succession is imminent - we provide merger and acquisition advice, conduct acquisition due diligence, assist in management buyouts and provide sale advice.

## Business Management and Compliance

Strategy, structure, performance and growth are all important - however it's equally important that your day-to-day management is efficient and you comply with relevant legislation.

We help by providing general accounting and taxation advice. We prepare Business Financial Statements, Business Activity Statements and income tax returns. We conduct Goods and Services Tax (GST), Fringe Benefits Tax (FBT), Payroll tax and superannuation reviews along with assisting you to manage debt and budget profitability and cashflow.

## Corporate services

Establishing, listing and managing a company in a complex business environment can be challenging. Sometimes you need guidance from an expert - we have been supporting publicly listed companies since 1986.

We develop strategy, business and financial plans, launch businesses on the Australian Securities Exchange (ASX), provide corporate advice, prepare statutory financial reports and provide corporate secretarial services.

## Personal services

We help you to understand and take control of your personal finances. Our focus is on maximising and protecting your wealth.

We design asset diversification strategies, implement leveraging strategies and regularly monitor your net worth to ensure you are achieving your financial goals. We want you to sleep at night, therefore risk management through asset protection, insurance and estate planning are also key considerations in connecting your financial dots.

Working with our sister companies, Knight Financial Advisors and Simplex Self-Managed Superannuation, we help develop financial plans and manage your own Self-Managed Superannuation Fund (SMSF).

# Client stories

## Building a better business

A specialist carpentry business approached us for help. Their turnover was strong but their profits were discouragingly low. They felt they were living to work rather than working to live. We analysed their business' finances and operations and benchmarked them against similar businesses in their industry. We then developed an action plan. There weren't any magic bullets. Implementation was going to take time, energy and most importantly focus and our focus was on creating the most efficient operation possible.

During the first year our client's turnover dropped. However, their focus on operational and production efficiencies increased their profits. By the end of the second year their turnover increased and their profits had never been better. While busier than before, their streamlined business practices allowed them to implement a nine-day fortnight.

## Reaping the rewards

We began working with our client in the 1990s. With a trades' background, he recognised the need for a business to help mining and resource companies maintain their equipment locally and provide labour for those clients who wanted a qualified team on hand. Involved from the outset, we helped establish his business and subsequently became trusted personal advisors.

With the business, we helped develop and review strategy, prepare budgets and forecasts, develop tools monitoring performance and sourced funding. We also helped him take the business to the mining districts of Queensland and most recently, managed the process of selling his business for close to \$20 million.

Personally, we ensured his assets were properly structured to protect his family, helped him manage his tax liabilities, introduced him to our extended NKH Knight Group team so he could benefit from their financial advisory and superannuation expertise.

We successfully helped him maximise his business' potential to attain the lifestyle he desired.

## Relaxing into retirement

We have been a key advisor to our client for 15 years, supporting them while they grew their medical services business. Three years ago they began receiving enquiries to purchase the business and its six branches. Our focus turned to their personal finances and financial future.

Our remit was to ensure they could enter retirement maximising the sale's profits whilst minimising potential tax burdens. We focused on negotiating the best sale price, structuring the sale to make use of all small business capital gains tax concessions and advised how to minimise income tax. We also structured the sale so they were retained as an employee manager for three years, further boosting their SMSF with bonuses and superannuation contributions. We ensured their assets were structured efficiently and adequately protected. Now they can relax into retirement.

# You are unique and so are we

We do not apply formulas to you or your business. Your situation is unique so we only provide advice that is relevant to you. We connect your financial dots. We look at the bigger picture, not just your tax return. We help you actively manage your business and finances - we don't just contact you annually.

We have been helping clients since 1971. We have experienced first hand how to grow in Western

Australia's economy and have helped many others over the years. Our experience means we are well placed to help you. Our large, adept team, combines expert technical skills with specialist industry knowledge. Our service offering is broad and adds real value to your business operations and your wealth.

We are a NKH Knight company. This connects you to an even larger team of experts - Knight Financial Advisors, Simplex Self-Managed Superannuation and Overwatch Asset Management.



# NKH Knight

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At NKH Knight we exist to help our clients achieve their financial aspirations. Our offer is simple - we help you to grow and protect your wealth.

We work with individuals and businesses, both family held and publicly listed. Our relationships are strong, personal and stand the test of time. They are based on trust and most importantly founded on sound expert advice.

Our team is diverse and brings a breadth of experience and a clear perspective to every situation. Our service range is broad so we can address your circumstances, no matter how simple or complex.

Since our establishment in 1971 we have continued to grow our group of specialist businesses, comprised of NKH Business Advisors & Accountants, Knight Financial Advisors, Simplex Self-Managed Superannuation and Overwatch Asset Management.

Our businesses complement each other and our teams are well connected, ensuring you are never more than a hand shake away from a solution.