



AN INTEGRATED ADVISORY & ACCOUNTING FIRM



**HLB MANN JUDD
WAS FORMED
IN 1970**

**OUR BEST PRACTICE:
THE HLB WAY...
A STANDARD OF EXCELLENCE**

**LEVEL 5,
10 SHELLEY STREET
SYDNEY**

**FORWARD-
THINKING**

**BIG DATA
SOLUTIONS**



**ACCREDITED
FAMILY BUSINESS
ADVISERS**

ABOUT US

**AWARDED
THE BEST
ACCOUNTING
FIRM (\$50 TO
\$500 MILLION) IN
AUSTRALIA SINCE
2013**



**OUR CORE VALUES:
VALUABLE, ACCESSIBLE,
SUPPORTIVE AND TRUSTWORTHY**



**WE PROMOTE AND NURTURE A
CULTURE OF INNOVATION AND
CREATIVITY IN OUR FUTURE LEADERS**

**CHANGE
MANAGEMENT
AND
CONSULTING
SPECIALISTS**





THE SYDNEY FIRM IS A DIVERSE AND INCLUSIVE WORKFORCE, MADE UP OF OVER 15 PARTNERS, 21 DIRECTORS AND 160 STAFF MEMBERS

INDUSTRY SPECIALISTS

A MEMBER OF HLB INTERNATIONAL, A GLOBAL NETWORK OF OVER 700 OFFICES IN 150 COUNTRIES



OUR VISION: TO BE THE MOST HIGHLY REGARDED ACCOUNTING AND ADVISORY FIRM, THROUGH THE GROWTH OF OUR PEOPLE AND OF OUR CLIENTS

COMMUNITY PARTNERSHIPS WITH THE NOT-FOR-PROFIT SECTOR TO COLLABORATE AND INNOVATE FOR IMPACT



AWARDED THE BEST PROFESSIONAL SERVICES FIRM IN AUSTRALIA (\$50 - \$200 MILLION) IN 2018



GLOBAL WORKFORCE MANAGEMENT

HLB Mann Judd is a leading award-winning chartered accounting and advisory firm.

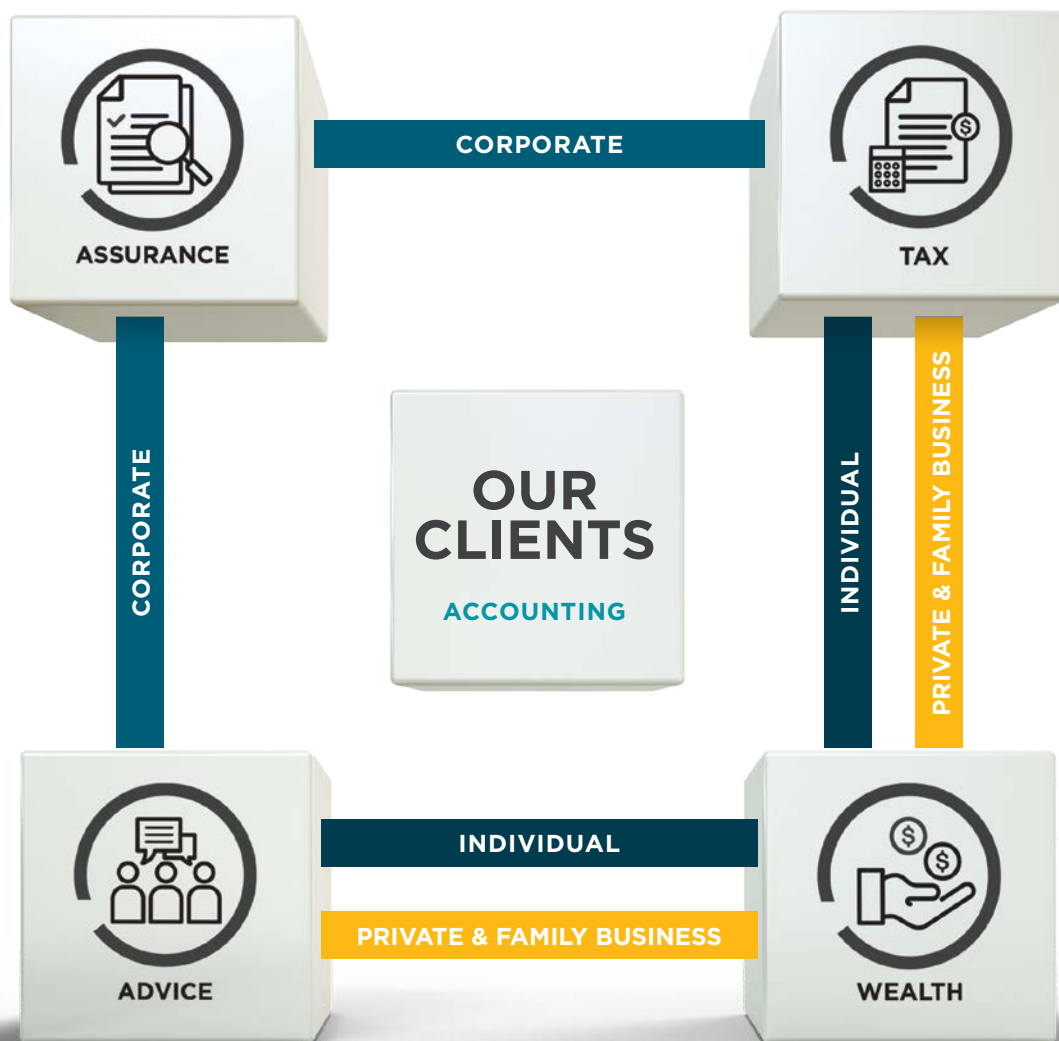
We are a viable alternative to the larger accounting firms with parallel expertise, but still with Partners' individual involvement... and a cost conscious fee structure. The bottom line always matters and so does the service.

Whether you are a Corporate, Private or Family Business or an Individual, HLB Mann Judd Sydney can provide you with a comprehensive range of advisory and financial services in addition to the audit, accounting and taxation services that are core to our practice.



OUR CLIENTS





CORPORATE

In today’s rapidly changing business environment, corporate entities need assistance to grow, consolidate, sustain and succeed into the future. As your trusted advisers, we provide you with a safe pair of hands to help steer your organisation through its entire lifecycle – from start up to international expansion.

As a member of HLB International, our global network provides you with access to integrated accounting and advisory solutions, built on local and international expertise. We understand that corporate clients are complex and we will work closely with you to identify the goals and needs of your organisation.

PRIVATE & FAMILY BUSINESS

Private and family businesses are diverse, coming in all shapes and sizes, operating in many industries and across many locations. They play a vital role in Australia’s economy and workforce.

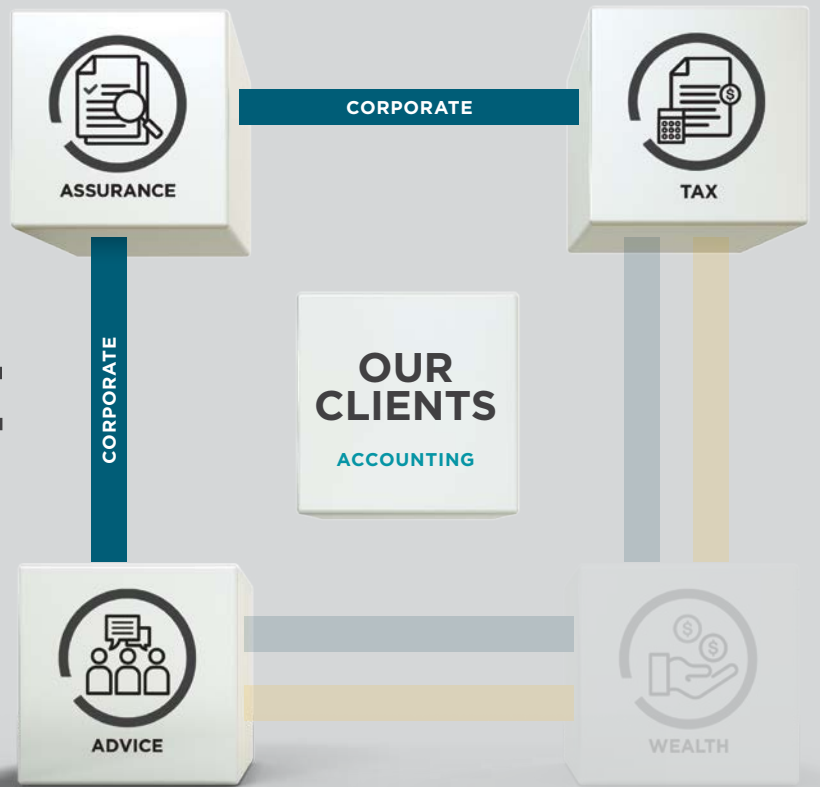
With our experienced private and accredited family business advisers, we take the time to really understand your business’s specific needs and goals while providing exceptional advice tailored to your business. We understand that for a business to thrive, the individual and family behind it must too.

INDIVIDUAL

Financial uncertainty is one of the main causes of stress for individuals. At HLB Mann Judd, we remove the complications from your financial affairs, so you will have time to enjoy the important things in life.

As your trusted advisers we work closely with you to understand your present and future needs, family responsibilities, lifestyle and financial aspirations. We provide you with tailored accounting and advisory solutions to keep you on track for a secure and sustainable future.

CORPORATE



**Maintain control,
understand
objectives,
achieve financial
goals and look to
the future.**



Listed and large private companies are complex entities requiring expert support. Our range of solutions are tailored to meet the unique requirements of each organisation. We offer corporate entities the following solutions:



ADVICE

Performance and Processes

- Business health assessments
- Business planning and strategy workshops
- Business process improvements
- Business sale and acquisition advice
- Business start-up procedures
- Cash flow forecasting
- Construction or review of financial models
- Cost reduction and product profitability analysts
- Finance Functions Review (efficiency and effectiveness)
- Fraud protection/ detection
- Global workforce – offshoring/ outsourcing
- Industry Benchmarking
- IT audit and security
- Process improvement and control reviews
- Productivity and efficiency analysis, targeting and monitoring
- Recruitment

Risk and Quality Management

- Agents for Mortgagee in Possession
- Asset protection strategies
- Business closure management
- Expert witnesses in insolvency related proceedings
- Forensic accounting in relation to specific matters or disputes
- Fraud prevention/detection
- Informal work-outs
- Internal control advice
- IT audit and security
- Liquidators in creditors' voluntary 'windings up'
- Members' voluntary liquidations
- Pre-lending reviews and investigating accountant's reports for financiers
- Preparing statutory documents required by ASIC
- Provisional and Official Liquidators
- Solvency and operational reviews
- Solvent winding up and distribution of assets
- Succession planning (exit readiness assessments)
- Voluntary administrators and deed administrators

Transaction Support

- Acquisition due diligence reviews (financial and commercial)
- Business and share valuations
- Business integrations
- Debt/equity structuring
- Independent Expert Reports
- Lead advisory services (sell-side M&A)
- Refinancing proposals and financial forecasting
- Risk profiling and recommendations
- Vendor due diligence reviews (financial and commercial)



TAX

- Corporate tax compliance and advice
- Debt and equity funding, and thin capitalisation
- Domestic and international structuring
- Foreign companies starting business in Australia
- Income tax consolidation, including entry and exit
- International transactions, and transfer pricing

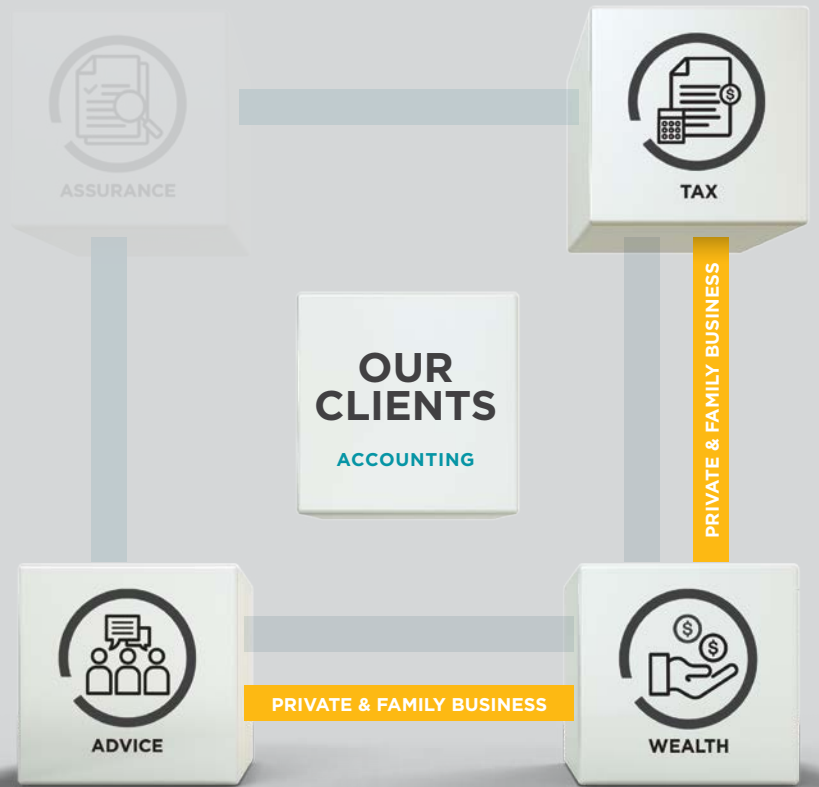
- Local file preparation and country-by-country reporting
- Management of revenue authority risk reviews and audits
- Research and development tax concessions
- Taxation of managed investment funds and venture capital funds
- Taxes on the sale, purchase, and merger of businesses and shares



ASSURANCE

- Audit - External
- Audit - Internal
- Agreed upon procedures and other assurance services
- Preparation of Statutory Financial Statements

PRIVATE & FAMILY BUSINESS



Solutions designed to give you the opportunity to do what you do best... take care of your business.



In a world of disruption we make sure your financial obligations are taken care of. We work with you to achieve your goals and look at the bigger picture with you, your management team and your family. We offer private and family businesses the following solutions:



ADVICE

Performance and Processes

- Business health assessments
- Business process improvements
- Business start-up procedures
- Construction or review of financial models
- Cost reduction and product profitability analysis
- Finance Functions Review (efficiency and effectiveness)
- Global workforce – offshoring/outsourcing
- Productivity and efficiency analysis, targeting and monitoring

Governance

- Asset protection strategies
- Family office, family charter and benchmarking the family business
- Informal work-outs
- Internal control advice
- Preparation of management financial reports
- Preparing statutory documents required by ASIC
- Risk profiling and recommendations

Transaction Support

- Acquisition due diligence reviews (financial and commercial)
- Forensic accounting in relation to specific matters and disputes
- Identifying and advising on appropriate government assistance and funding programs
- Independent expert reports and investigating accountant's reports
- Pre-commitment reviews Provisional and Official Liquidators
- Vendor due diligence reviews (financial and commercial)

Succession Planning

- Business and share valuations
- Succession planning (exit readiness assessments)

Growing the Business

- Business planning and strategy workshops
- Cash flow forecasting
- Industry Benchmarking
- Recruitment
- Out-sourced accounting function, payroll services and CFO services



TAX

- Advice for Australian companies starting business overseas
- Corporate tax compliance and advice
- Director and employee share schemes and remuneration planning
- Early stage innovation company tax concessions
- Income tax consolidation, including entry and exit
- Management of revenue authority risk reviews and audits
- Private company, trust, partnership, and joint venture structures
- Research and development tax concessions
- Small business capital gains tax concessions
- Taxes on business succession planning
- Taxes on the sale, purchase, and merger of businesses and shares



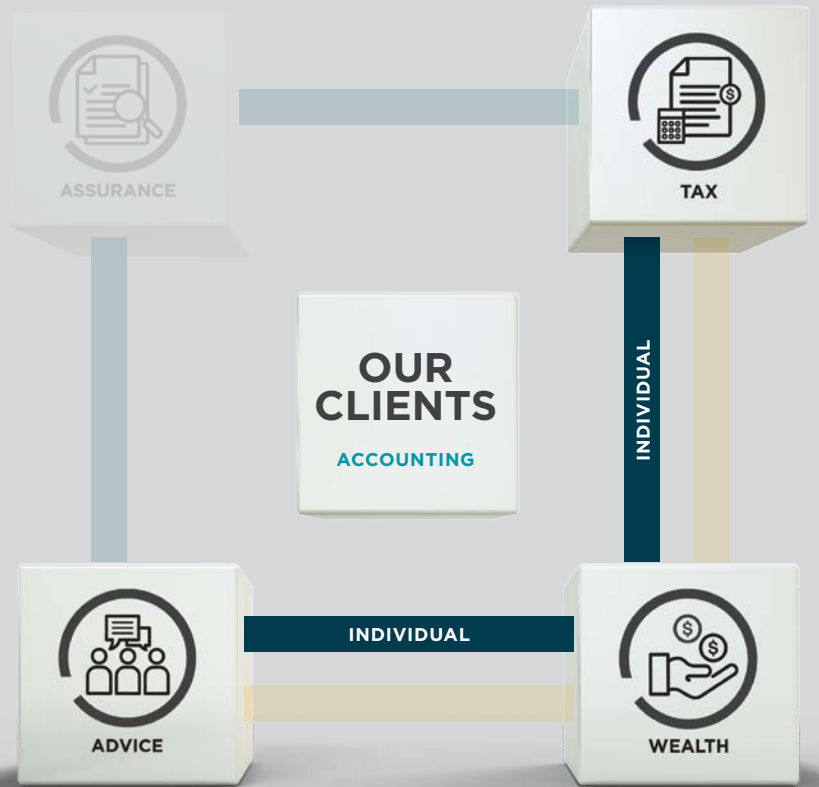
WEALTH

- Defining financial goals and objectives
- Determining most appropriate Investment Structures including trusts, companies and Self-Managed Superannuation Funds (SMSFs)
- SMSF compliance services

- Developing Investment Strategies
- Estate planning review and advice
- Investment portfolio implementation and ongoing review

- Personal debt review and advice
- Personal insurance review
- Retirement planning and strategies

INDIVIDUAL



**Be certain your
finances are
secure for today
and for the
future.**



By understanding our client’s personal circumstances and financial aspirations, we help to protect and maximise our client’s wealth through the provision of tailored solutions. We offer individuals the following solutions:



ADVICE

- Asset protection strategies
- Business integration
- Controlling trustees and trustees of personal insolvency agreements
- Corporate insolvency
- Cost reduction and product profitability analyst
- Expert witnesses in insolvency related proceedings
- Personal insolvency
- Planning and implementing business restructures
- Pre-lending reviews and investigating accountant’s reports for financiers
- Private and court appointed receivers and managers
- Refinancing proposals and financial forecasting
- Solvency and operational reviews
- Trustees in bankruptcy



TAX

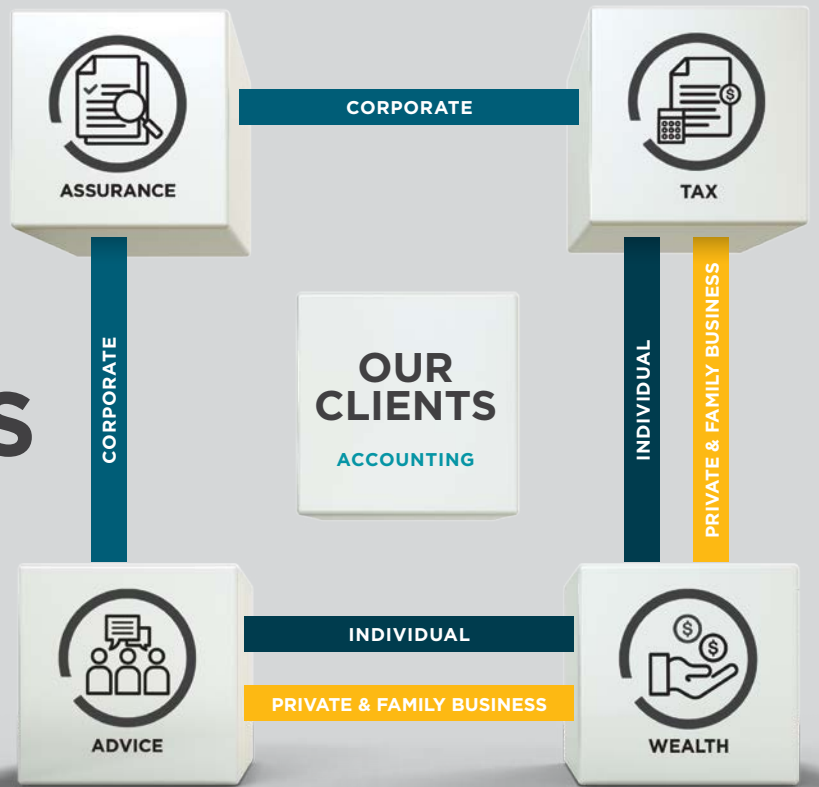
- Capital gains tax and the main residence
- Expatriates, inbound and outbound
- Family trusts and testamentary trusts
- High net worth individuals and families
- Individual tax compliance and advice
- Management of revenue authority risk reviews and audits
- Tax residency and change of residency
- Taxes in estate and succession planning
- Taxes in wills and deceased estates



WEALTH

- Defining financial goals and objectives
- Determining most appropriate investment structures including trusts, companies and Self-Managed Superannuation Funds (SMSFs)
- SMSF compliance services
- Developing investment strategies
- Estate planning review and advice
- Investment portfolio implementation and ongoing review
- Personal debt review and advice
- Personal insurance review
- Retirement planning and strategies

INDUSTRY SPECIALISTS



We provide you with access to a dedicated team of advisers with an extensive working knowledge of your industry.



We understand the risks, issues and opportunities facing your industry and take the time to get to know your business. We share valuable industry insights with you and offer a range of innovative solutions to help your business grow. We have dedicated industry specialists for the following industries:

AGED CARE

Business strategies for one of Australia's fastest growing industries.

We understand the challenges and opportunities confronting the aged care industry across Australia. To reflect our commitment to the industry, we have a number of specialists who provide tailored accounting and financial services to both not-for profit and corporate organisations operating the full range of residential aged care facilities and retirement villages. This includes in depth experience and knowledge of compliance and reporting requirements for the Aged Care Act and Retirement Villages Act.

FAMILY BUSINESS

We understand that "family" brings a dynamic set of challenges and opportunities

Successful businesses in Australia often span a number of generations. Wealth, once created, should allow current and future generations to build financial stability for the family, long term.

We are small enough to take the time to really understand your specific needs, and yet big enough to provide exceptional advice to family owned and operated businesses. From the dining room to the boardroom, your family can count on our accredited family business advisers.

FREIGHT FORWARDING & CUSTOMS BROKING

We have first-hand knowledge of the challenges freight forwarding businesses face on a day-to-day basis.

We have a significant number of freight forwarding clients across Australia and internationally, ranging from large multinational businesses through to small family businesses.

Our breadth of experience and industry knowledge ensures we are able to understand and advise on the financial and operational drivers of the freight forwarding sector.

FUNDS MANAGEMENT

We offer clients an exceptional combination of experience and technical expertise.

Our industry professionals have an appreciation for the commercial issues facing the funds management industry. We believe we can add value to your business through our specialised knowledge gained from servicing a large number of clients in the industry. Our clients range from managed investment funds, private equity funds and venture capital funds, together with those who invest across all asset classes, from private equity and real estate, to equities, fixed income and distressed debt. Our international clients operate in a diverse range of industries.

LEGAL SERVICES

We work both for, and with, legal firms, providing practical advice on optimising firm and individual partner profits.

We provide specialist services to the legal profession. We work with barristers, sole practitioners and partners of legal firms advising them on all aspects of their business, from starting out, to setting up chambers through to building a practice.

Our extensive legal profession experience has allowed us to develop industry specific knowledge and given us a detailed understanding of the structures and profit drivers of legal practices to enable our clients, and their business to grow.

MINING AND RESOURCES

We provide mining companies with the advice, support and connections required to take the next step in their journey.

We have significant experience working with junior explorers and mid-cap companies with operations in Australia and overseas. Our depth of knowledge ensures we are able to assist clients at every stage of the mining life cycle. From production, development, exploration through to listing - we will be there every step of the way.

NOT-FOR-PROFIT

We understand that your core purpose is to create social value. We work with a wide range of Not-For-Profit organisations across many sectors including charities, schools, associations and clubs.

As well as caring for our clients' governance needs, we assist NFPs with financial stewardship, advice on efficient structuring at board and operational levels, minimising risks to your results actively and defensively and enhanced performance through better knowledge and reporting on financial and non-financial outcomes. This accountability, with transparency and openness, helps your organisation grow and deliver.

We will help you to ensure that any surplus is retained, invested for growth, accounted for and reported in a timely way, and better planned for its future application.

PROPERTY & CONSTRUCTION

We are known for building relationships, hands-on involvement and our understanding of client needs.

HLB Mann Judd's experience in this sector covers residential, commercial and industrial building and construction. With clients across the country, we have a strong understanding of the industry's current and forecasted performance.

This insight, combined with knowledge and practical experience, allows us to quickly identify the challenges facing your business and recommend appropriate value-added strategies to keep you moving forward.



“A company that combines professional expertise with corporate social responsibility. You have a great team.”

“On the implementation of our strategic business plan great progress has been achieved with HLB Mann Judd’s continued focus and grasp on the challenges in our business and the wider business environment.”



“It is not often that the larger accountancy firms are found to be closely involved with the personal side of their clients’ lives. You offered your expertise unreservedly before I became your client and it was that, among other things, which I appreciated. Your always prompt response to my questions (even on weekends and after normal business hours) is unbelievably professional.”

EXPERIENCE THE BEST



“Having a fantastic accounting firm has been really crucial to my business and just knowing I can pick up the phone any time and I have got that sounding board and that advisor to support me has been amazing. So thanks to the team at HLB Mann Judd for everything they have done for my business.”

“A culture of professional excellence and service that is at the core of HLB Mann Judd’s commitment to its clients.”

“We commenced our relationship with HLB Mann Judd as a small family business more than 18 years ago as we were building our business and were wanting a more professional organisation. Apart from the business accounting and advisory services we took the opportunity to transfer our superannuation and personal tax requirements so that we had the one organisation dealing with us on a more holistic level.”



“Responsive, helpful staff who listen and give thoughtful advice. HLB has a whole network of support services that value add to their core accounting and audit services which provides the client with such an excellent and comprehensive service experience.”

At HLB Mann Judd Sydney, we are experts at what we do, we have invested in the best people and have robust tools and processes to support them so they can provide value to you.

Having won the Best Accounting Firm NSW, Best Accounting Firm Australia and Best Professional Service Firm in the Client Choice Awards, over the past six years, tells you that we are regarded highly by our clients, not just for our expertise and interest in their business but for the commerciality and sensibility of our advice.

“HLB Mann has provided exceptional value on a professional level in providing advice and guidance to make our business more profitable.”



“HLB Mann Judd have been beside me all my working life and now into retirement. I ask myself what has made this relationship so special and I think there are three reasons. The first is the continuity that HLB Mann Judd have provided, I have dealt with pretty much the same people for over 30 years. I have a very personal service and a very professional service. It has been a great relationship and I think there are many years to come.”



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