

# THINKING AHEAD

Delivering International  
Investment Solutions

Preparing businesses for international investment  
from investment partners in the global marketplace



**INVESTMENT** PARTNERSHIPS  
CAPITAL GOVERNANCE **GLOBAL** STRATEGIC PORTFOLIO  
**COMPANY STRUCTURING**  
CONNECTIONS **OFFTAKE** TRADE TAX  
GROWTH OPPORTUNITIES **VALUATIONS** NETWORKS  
JOINT VENTURE  
FINANCIAL REPORTING SUPPLY CHAINS

Successfully finding investment partners can be a complex journey. For business owners, preparing your business to be attractive to prospective investment partners and identifying and engaging with them is critical.

Bentleys offers a dedicated international investment advisory team, Bentleys International Advisory, who have hands-on experience advising clients on international investment matters and with networks both nationally and internationally can help clients with their strategy to prepare their businesses for investment and engage with investors. Backed by the wider Bentleys firm with 70 years of experience as trusted business advisors, Bentleys International Advisory will be there with you through every step of your journey to find the right investment partner.

Bentleys International Advisory offers practical, straight-forward investment services packages that can be tailored to meet the investment needs of our Australian clients. These services include:

#### FOR AUSTRALIAN BUSINESSES

- **Helping you with your strategy to connect to investors** – from our experience working with international investor networks, provide advice for you to find the right type of investor for your business.
- **Helping you become investment-ready to give you the best chance of attracting investment**
  - **Assessing your business readiness for investors** - reviewing your financial and business data to ensure that you have the key information sought by investors and where there are information gaps, provide advice on how to address them.
  - **Mentoring you to engage with investors** – guiding you through the development of creating key messages about your investment opportunity and pitching them to prospective investors.
  - **Tools to communicate effectively to investors** – creating the tools, such as investment opportunity profiles and information memorandums, that can attract prospective investment partners to your business.
  - **Expert business structuring advice** – providing you with advice on business structuring options that will allow you to target investors best suited for your business.
- **Assist with negotiations and understanding the financial implications** – be on hand to advise you on your negotiations with an investor and assist with deciphering what the financial implications are from an investment deal with them.



## BENTLEYS INTERNATIONAL ADVISORY – A TEAM MATCHED TO YOUR NEEDS

- A dedicated international investment advisory team with over 30 years combined hands on experience working with clients locally and globally on international investment, trade and industry specific issues.
- Backed up by Bentleys Queensland - a full-service accounting, tax, advisory, audit and insolvency firm of 170 qualified professionals and a 70+ year track record in the marketplace with a breadth and depth of commercial and business advisory experience.
- Part of the Australian network of Bentleys firms with offices in state capitals and major regional centres around the country, and a participating firm within Kreston International, a global network of independent accounting firms in over 100 countries.

## KEY INDUSTRY PILLARS

Bentleys specialises in providing services to the following industries:



### AGRICULTURAL & REGIONAL BUSINESS



### PROPERTY & CONSTRUCTION



### HEALTH & AGED CARE



### GOVERNMENT, PUBLIC SECTOR & EDUCATION



### FAMILY OWNED BUSINESSES & SMES



### FINANCIAL INSTITUTIONS & CORPORATE MARKET

## EXPERIENCE THAT COUNTS

The Bentleys International Advisory team offers the flexibility to customise their services to suit your needs – whether you need support throughout the entire process of becoming investment ready and engaging with investors, or for only certain requirements.

We have a strong track-record advising clients on preparing for investment and successfully completing transactions with investors for their businesses. Some examples of transactions with clients that have been aligned to our industry specialisations and best demonstrate our experience include:

#### ➤ LARGE SCALE CATTLE INDUSTRY JOINT VENTURE

We were appointed to assist a client in the Australian cattle industry to prepare their business for investment and advised them through the process of completing a joint venture deal. This included advice on preparing their information memorandum, advising on a business structure for the joint venture, advising on the financial implications of the proposed deal and liaising with the investor's legal and financial advisors to settle the transaction. With our assistance the client successfully established a Joint Venture partnership with an investor to create one of Australia's largest vertically integrated beef supply chains.

#### ➤ COMMERCIALISING GREENFIELD INFRASTRUCTURE

We are long-standing trusted business advisors to the Directors of a large scale agriculture commodity storage and logistics facility. In our advisory capacity we assisted the Directors with their strategy to attract investors to enable the facility to be built and run as a successful business. Our assistance included designing and implementing a suitable financial structure, assistance with the development of their Information Memorandum and financial modelling, and advice for the Directors on the capital raising strategy. The facility successfully attracted investment from large industry participants and is successfully exporting Australian agricultural commodities to the world.

#### ➤ DIVESTMENT OF AGRICULTURE ASSETS TO INVESTORS

We have experience advising clients in the agriculture industry on their strategy to divest assets from their existing business portfolios to investors. We provided assistance with the preparation of their information memorandums for investors, financial modelling, tax advice and their strategy on their engagement with investors. Our assistance has resulted in our clients achieving some of the most successful transactions in their industries with some of the world's largest institutional investors.

#### ➤ EXPERIENCE WORKING WITH INVESTORS

We have experience working with investors and understand the matters that are important to them when assessing investment opportunities. This experience allows us to provide insights to our clients to assist them prepare their businesses to be attractive to prospective investors on the issues that are important to them.

# CONTACT OUR EXPERT TEAM FOR TAILORED SOLUTIONS



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We welcome the opportunity to schedule an appointment and meet with you to discuss your needs.

Think ahead. Talk to us today.

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