



# Capability Statement

HMW Capital

# About Us

Whether you're selling your business, seeking a valuation or looking to grow your business, HMW Capital is dedicated to supporting you to **maximise your potential**.

We tailor solutions to your specific needs because we understand that every business is unique. We pride ourselves on delivering the highest standard of client support and with our partner-led approach, you'll have dedicated experts by your side at every step of your journey, offering personalised guidance to help you achieve your goals.

As part of the HMW Group, our clients also benefit from our integrated services in business advisory, accounting & tax, debt advisory, and financial planning, and through our global association with Russell Bedford International, we guarantee access to a network of top-tier international investors and financiers.

## Our Experience

The HMW Group team has in-depth experience across a range of industry sectors guaranteeing you receive advice from someone who truly understands the issues you face or will face, and how to offer you pragmatic and effective solutions and support.



Engineering



Manufacturing, energy,  
waste management



Medical and  
healthcare



Property and  
construction



Retail, hospitality  
and tourism



Technology and  
communication

## Why Work with Us?

- Tailored solutions for your unique needs.
- Partner-led approach.
- Proactive, versatile and innovative team.
- Focused lasting relationships.
- Exceptional international reach with Russell Bedford in 110 countries.
- Part of HMW Group integrated services.

# What We Can Do for You...

The correct guidance from someone who understands the issues you face and can help you plan and clarify your strategies, coupled with careful implementation is key.

## Sell Business

- Valuation
- Pricing paper and financial modelling
- IM and marketing materials
- Vendor due diligence

## Acquire a Business

- Completion accounting
- Transaction assistance & advisory
- Due diligence
- Purchase price allocation
- Tax services

## Understand the Value of My Business

- Preparing for sale
- Succession planning and restructuring
- Employee share schemes
- Others: tax purposes, sale to management, matrimonial and business disputes

## Grow Business

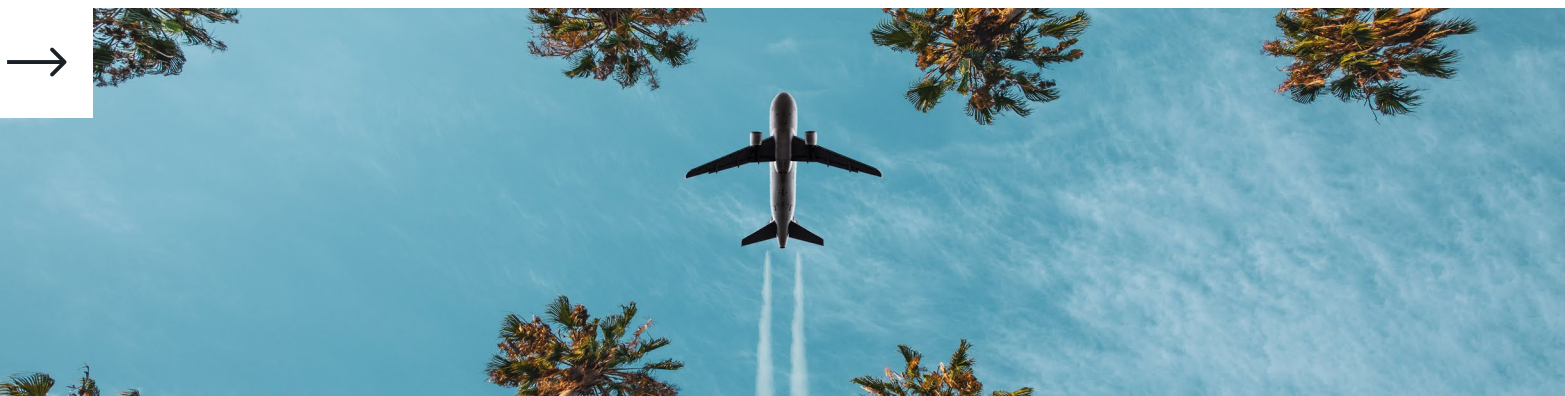
- Forecasting and financial modelling
- Expand internationally
- Access international network of financial experts
- Feasibility studies

## Raise Capital

- Valuations
- Marketing materials
- Extensive investor network
- Access to international investors

## Engage an Independent Expert

- Matrimonial disputes
- Business disputes
- Resumption claims
- Forensic accounting



# Our Experts



## Grant Williams

Partner

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Scan QR code to  
contact Grant today!



## Grant Williams

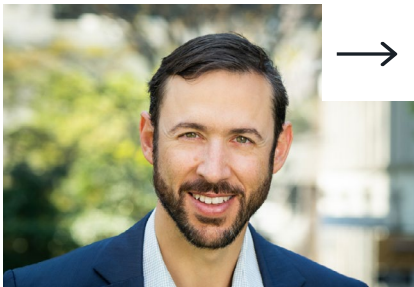
Partner, Business Services

**HMW Capital**

Grant's skills in both senior management and professional practice, provide clients access to his diverse range of expertise, from strategic taxation and business planning, business structure and performance management, risk management and procurement.

Grant understands small to medium sized business intimately and works closely with clients to help them manage risk, capitalise on opportunities and drive profitable business growth. An Approved Advisor at the Advisory Board Centre, Grant works with a carefully selected team delivering specialist advice to growing businesses through effective and commercial board structures.

A former Director with KPMG, Grant has been delivering tailored financial advice and support to businesses for over eighteen years.



## Gerard Chilcott

Associate Partner

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Scan QR code to  
contact Gerard today!



## Gerard Chilcott

Associate Partner, Business Services

**HMW Capital**

A former Senior Manager with KPMG Enterprise, Gerry has over 15 years' experience within the Finance sector. Holding a Masters in Applied Finance, a Bachelor of Business and both CPA and CAANZ accreditations, Gerard has worked with a diverse range of clientele and sectors, proving his array of knowledge.

Gerry's respected expertise in Business Operations and Strategy saw him dedicating 12 months to working on the creation of offshore strategies for a major multinational professional services network and member of the Big Four, including a 3-month secondment to Bangalore to train and manage the newly created operations team.

A special interest in preparing and capitalising on business valuations also saw Gerard seconded to Puma to assist in the \$1 billion acquisition of Neumann Petroleum and Ausfuel in 2013. More recently, Gerry assisted a group of clients to successfully achieve their exit strategy with the sale of their business to a Listed entity.

# Proud Member of Russell Bedford International

HMW Group is a proud member of Russell Bedford International, a global network of professional services firms providing accounting, audit, tax, financial and other consulting services. Russell Bedford operates all over the world with more than 370 offices located in 110 countries. The services the network offers are truly global, allowing us to deliver innovative solutions to a diverse range of clients.

Our trusted network of business professionals ensures our clients receive consistent and exceptional service from across the globe. With a common set of values Russell Bedford International member firms deliver qualified advice across audit, accountancy, tax and advisory services.

We support our clients by providing the capability to grow their businesses regionally, nationally and internationally, enabling them to expand their businesses with confidence as they enter into new territories and ensuring consistent service is always delivered.



# HMW Group Full-services Guide



## Business Advisory, Accounting and Tax

- Accounting compliance & statutory reporting
- Technical accounting advice
- Tax planning & structuring
- Planning and structuring
- Tax in mergers & acquisitions
- Capital gains tax
- Fringe benefits tax
- GST and indirect taxes
- Tax compliance & management
- Employment taxes
- Strategic business planning
- Performance improvement
- Risk assessment and management
- General corporate tax services
- Budgeting and cashflow
- Budget planning and analysis
- Cashflow forecasting
- Expense tracking
- Business performance and management reporting
- Business set-up and structuring
- Registration assistance
- Forecasting and modelling



## Corporate Finance

- Due diligence and transaction support
- Valuations
- Capital structure reviews
- Financial modelling
- Deal structuring
- M&A and divestitures
- Equity and debt capital raisings
- Equity capital market strategy advice
- Credit and financial assessments
- Leveraged buy-outs
- Fundraising and capital markets



## Debt Advisory

- Debt structure modelling and advice
- Debt / loan placement and raising
- Loan assessments and proposals
- Negotiation of loan terms and conditions
- Commercial loan policy review and advice
- Independent commercial loan / portfolio reviews
- Industry sector insights
- Loan / lead origination and generation
- Loan impairment stress testing / modelling



## Bookkeeping and Payroll

- General bookkeeping services
- Debtor & creditor management
- Bank transaction processing
- Software set-up, implementation & data migration
- BAS & IAS preparation
- PAYG withholding reporting and lodgement



## Financial Planning and Wealth Management

- Financial planning
- Wealth creation and protection strategies
- Retirement planning
- Investment advice
- Personal insurance
- Superannuation advice
- Self-Managed Superannuation Funds advice
- Customised estate and succession planning

## Our Service Charter

- We listen to you.
- We clearly explain our advice.
- We are accessible, responsive and do what we say we will.
- We identify opportunities for you which enhance your business and create wealth.
- We are solution oriented and client focused.

## Our Strengths

- We value our relationships, earned through integrity, capability and accountability.
- We are passionate about what we do and the success of our clients.
- An experienced team who possess technical expertise and commercial acumen to deliver real solutions.
- Lateral thinking, our strategies are well tested and we solve challenges others cannot.
- Privately owned and independent.

## Depth of Our Expertise

- Over 40 professional qualified practitioners.
- 9 Partners and 6 Associate Partners.
- An extensive network of Investors and Financiers to support debt and equity raising opportunities.
- We are a member of Russell Bedford International, a global alliance of independent accounting and advisory firms giving us global reach and intelligence.




## Every Journey Begins with A Conversation

Wondering how we can turn your vision into reality?  
Contact us today!

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