

PGS

Providence Growth Solutions

Providence Group



- ▣ Business Advisory
- ▣ Corporate Advisory
- ▣ Partnering, Investment & Development
- ▣ Debt & Equity



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Knowledge

Solutions

Implementation

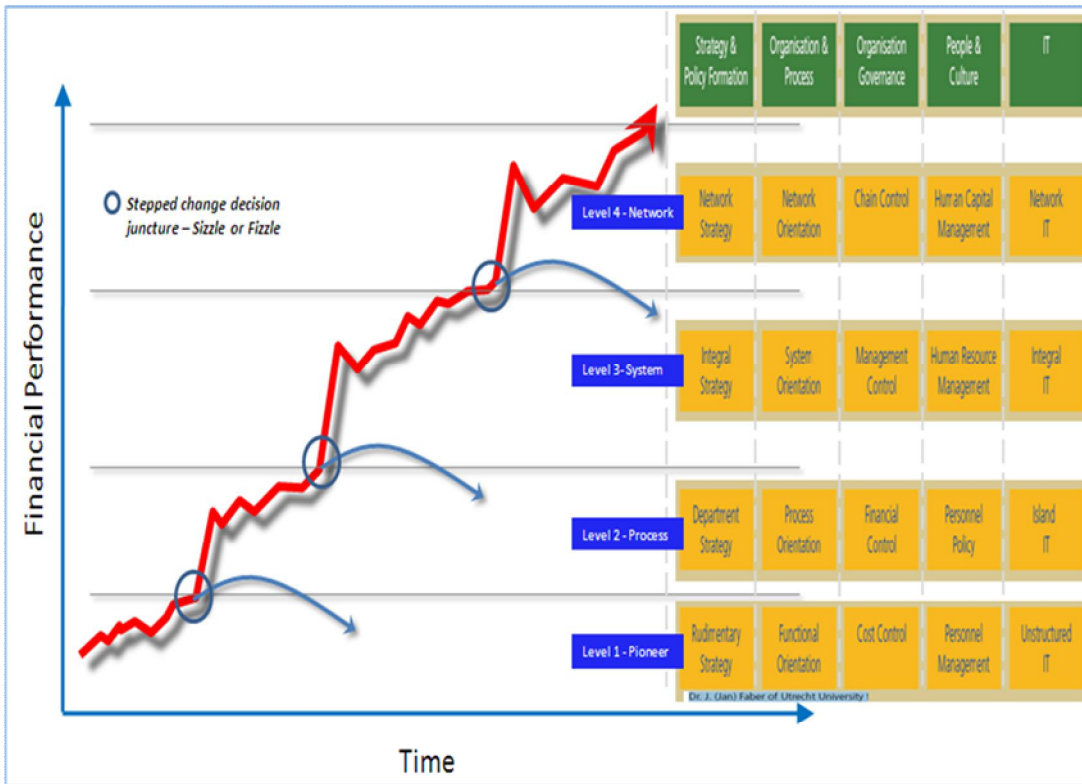
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PGS Business Advisory

PGS business advisory is the fusion of intelligent business solutions born out of a big business environment, specifically tailored to the needs of the mid market to enable mid market business owners to realize their vision & maximize the value of their enterprises.

For the Mid Market business owner there is comfort in the knowledge that PGS applies proven commercial principles that work. The combination of issues, needs and opportunities are unique to each business, but the underlying fundamentals for business success are consistent



The Business Maturity Curve

Where you are in the maturity curve is not important, **understanding** where you are and **how** your firm can benefit from moving to the next level of sophistication is....

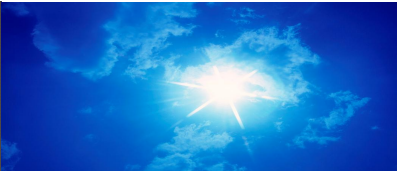
PGS is concerned about understanding your business vision and objectives and quantifying the short and long term benefits of change.

Whilst any change program effecting movement along the maturity curve should quantify the financial benefits, often it is the lifestyle benefits that clients are most excited and passion about. This is our focus

The PGS Approach – Simple to understand ~ Structured ~ Very Effective

1. We first start by **hearing your initial thoughts on issues & opportunities**, as well as asking what you are looking to **achieve from the business**, to ensure **clear understanding of your unique situation**. This is followed by **PGS explaining our business advisory process** – No charge
2. Upon the client’s engagement, PGS conducts a robust and comprehensive diagnostic/review of the business to ensure full understanding of the issues & opportunities earlier identified. The outcome is a detailed client report, outlining the **key findings**, a summary of the considered **options** with PGS’ **recommendations** & clearly articulated **quantified benefits** - (approx 2-5 days).
3. The third step is the **plan execution** with **agreed, up front objectives/outcomes and early quick wins**. Importantly it is the client and the management team that own the plan. PGS typically takes a management support role in the execution of the plan, to ensure the change is embedded. Roles responsibilities are defined at the outset





The Value Chain – Getting the house in order

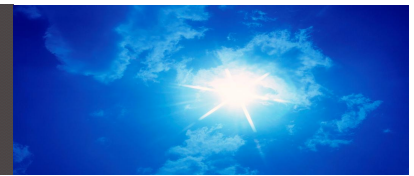
Having a detailed understanding of performance across the end to end value chain enables business owners to identify where value is created and diluted

Our structured review process ensures we identify the gaps, issues and opportunities across the value chain

It is important to understand the relationship issues & opportunities across and between different elements of the value chain, particularly when making improvement recommendations – this ensures solution optimization

An example would be, in reviewing Profit Drivers of a business and assessing the Management reports currently produced by that business – it is also important to understand the capability of the IT/MIS systems and breadth of the source data. Without the broader view identifying the optimal solution for that business is flawed





Corporate Advisory

Acquisition

Preparation for an acquisition event is just as important, arguably more important, than a sale scenario. Typically an acquisition involves the integration of two quite different businesses - This means integrating systems, cultures, structures, etc. Thus, the valuation and synergy planning process to ensure expected benefits are measured and realized, supported by an integration plan, become vitally important.

Our solutions are tailored to each individual clients needs, catering for the different levels of skills, sophistication, capacity and experience at integration

Divestment - Trade Sale/MBO-MBI/Private Equity Sell down/IPO/Succession Planning

There are many different solutions and paths for business owners to realize the equity tied up in the value of their business, but what solution is right for you.

Our Value Maximization Objectives Review uncovers the individual owner's specific aims, as well as the business potential. Together they form the basis for our advice.

Quite often business owners state that they aspire to a particular solution/outcome such as a Public Listing. Our structured approach ensures all options are considered whilst maintaining an understanding of the individual and business needs, capabilities, capacity and opportunities.

Debt & Equity – Effective Debt or Equity structuring and fulfillment

Some Mid- market business owners see equity as cheaper than debt, especially when it is their own, however equity has a true cost. So what is the optimal mix of debt and equity for your business and how efficient is your Balance Sheet. Our comprehensive review process takes into consideration not only the financial equation, but also individual fit, particularly in terms of external equity – Be it via a PE firm, HNW or Investment Bank we work with business owners to deliver intelligent solutions simply

Corporate Advisory

Enterprise
Value Maximization Solutions & Implementation

Buy/Sell/IPO readiness assessment

Who: Companies 3 months- 5 yrs from transacting
What: Gap analysis & Action Plan
Why: Action today maximise value t'morrow

Buy/ Sale Mandates	IPO's	Mergers
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ECM
Capital Efficiency & Debt/Equity raising – advise and source

Solutions for the Mid Mkt



Partnering, Investment and Development

Intelligent Equity

PGS has developed a unique value proposition in a niche segment in the equity market. We have branded it "Intelligent Equity". We have partnered with a very select group of investors who have been highly successful mid market owners who now seek exciting opportunities to invest 10-20 hours a week and between \$1-10M. If you are a former mid market business owner and feel you fit this profile, we would be pleased to arrange a confidential discussion with our directors to outline in more detail the exciting opportunities that we are currently involved in and how this model may work for you.

Growth Business' requiring a True Partner

PGS have a constant watch brief for business' to partner with who have earnings between \$.5-\$5M with strong proven growth potential, but lack the capability or capacity to grow and truly need a business partner to take it to the next level. If you feel your business fits this profile we would be pleased to sit down with you for an initial no obligation discussion.

