



Manufacturing and
Wholesaling
Capability Statement



While operating in one of the most diverse industries, businesses across the manufacturing and wholesaling sectors are faced with similar challenges and opportunities.



A close relationship

Nexia understands the challenges that constantly face the manufacturing and wholesaling industries. Our solution is to develop a close, professional working relationship with our clients to ensure we are there to help every step of the way.

Your 'next' solution

Nexia is your 'next' solution and support base providing timely, technically sound advice to help you navigate the myriad of issues and business decisions that may arise.

Our team is part of an active network of like-minded manufacturing business owners and our commitment to working closely with you means that we are able to build an understanding of your business. This enables us to provide expert advice, catered to your specific business needs, when you need it.

Nexia network

Nexia is part of a global network of accountancy and consultancy firms and possesses expert knowledge of the manufacturing and wholesaling industries.

We take pride in being responsive, progressive and pro-active so that clients, large or small, receive outstanding value and benefit from our extensive knowledge.

Here to help

Through our vast experience, collaboration across our global offices, and our referral sources, we have developed structures and

processes to deliver fast, flexible and more cost-effective solutions to assist you to manage and improve your business.

Industry Challenges

Our experienced advisors are aware that manufacturers and wholesalers encounter the full range of commercial, personal, and government imposed challenges, including:

- Business startups
- Acquisitions and mergers
- Business valuations
- Capital raising
- Corporate governance
- Debt restructuring
- Protection of intellectual property
- Research and development
- Access to grants
- Employment relations and law
- Workplace health and safety (WHS)
- Cyber security
- Competition and trade practice law
- Evaluation and implementation of computer hardware and software
- Exporting – marketing, logistics, foreign exchange, regulations
- Lean manufacturing
- Constraint management
- Procurement and logistics
- Costing and pricing
- Marketing and brand management

- Budgeting and cash flow planning
- Strategic planning
- Capital expenditure evaluations
- Succession planning
- Financial reporting
- Tax compliance
- Internal and external audit

How we can help

Financial Statements and Tax Returns

We can prepare – or assist you to prepare - financial statements for both statutory or management purposes. Based upon our knowledge and familiarity with a variety of accounting systems, Nexia can guide you to the best solution for your particular needs.

We can assist you to prepare meaningful financial and benchmarking reports (including KPIs) for management and owners to facilitate timely decision making.

Budget and Cash Flow Projections

We can prepare budgets and cash-flow projections to assist you with business acquisitions, capital raising, loan restructuring, CAPEX decision making and the annual review with the bank.

Advice on Buying and Selling

From an accounting and tax perspective, it is essential that expert advice is sought when a change of ownership is about to occur.

Nexia Australia is prepared to help every step of the way.



We have extensive experience in evaluating businesses, carrying out due diligence for our clients, negotiating finance, and assisting with the transition from the vendor to the purchaser.

Tax Planning and Structuring Advice

Because income tax, FBT, payroll taxes, and GST consume a considerable amount of a manufacturer's time and money it's very important that Nexia's tax team is consulted to ensure the business is structured tax efficiently.

Lean Thinking

Nexia can help you minimise or reduce wasteful activity which ultimately will reduce costs and maximise profits by improving efficiencies in both time and quality. This business model is most beneficial once the right tools have been identified to provide continuous improvement for your business.

Stock and Inventory Control

Stock levels are difficult to control with fluctuating demands, but our team can help you with systems to measure and manage slow moving and/or obsolescent stock.

Costing and Pricing

Nexia can help you by ensuring that you are using the appropriate costing model for your type of manufacturing.

Having accurately established the cost of your products we can also assist with deciding on a pricing model, bearing in mind external marketing factors that maximise your margins.

Information Systems

Nexia can help you to decide whether your business requires a full-blown ERP system or if a combination approach will be more beneficial; depending on the size, complexity and manufacturing environment in which you are operating.

Growth

Sustainable growth is a key challenge that faces manufacturing and wholesaling industries due to constantly changing demands of customers both domestically and internationally.

We can be there to build a strategy with you that is reliable, provides you a basis to excel, and allows for these fluctuations in the market. We can also help look at funding options for growth, mergers and acquisitions, and research and development of new products.

If you are considering importing or exporting, together with our international network, we work with you to ensure that you have all the local insight and knowledge to make informed business decisions.



Advisory Boards

If your manufacturing or wholesaling business is not large enough to have a board of directors with a wide range of skills and contacts, an alternative is an advisory board which is less formal and more flexible.

Nexia have the contacts and experience to assist you in recruiting board members and to also be part of your board of directors or advisory board. Alternatively we can arrange executive coaching of one or more of your current employees.

Internal Audit

Nexia's audit team will review and report to you on compliance with the business's agreed processes and procedures and draw your attention to possible threats on profitability and fraud or white-collar crime as a result of non-compliance.

If your business does not have documented procedures our team will explain the benefits and assist with you recording them.

Partners within Manufacturing

We have formed relationships with other specialists in manufacturing and wholesaling to ensure we can guide you to solutions for any issue that may arise.

These include legal advisors, banking professionals, other financiers, business brokers, business valuers, lean manufacturing advisors, and health and safety consultants.

Contact us

For further information or to discuss how Nexia Australia can assist your organisation, please contact a local Nexia Advisor below.



Australia

Adelaide Office

Steve Wild

Level 3, 153 Flinders Street Adelaide SA 5000
GPO Box 2163, Adelaide SA 5001
p +61 8 8139 1111, f +61 8 8139 1100
swild@nexiaem.com.au
www.nexiaem.com.au

Brisbane Office

Gavin Ruddell

Level 28, 10 Eagle Street Brisbane QLD 4000
GPO Box 1189 Brisbane QLD 4001
p +61 7 3229 2022, f +61 7 3229 3277
gruddell@nexiabrisbane.com.au
www.nexia.com.au

Brisbane South Office

Jason Prosser

1187 Logan Road, Holland Park QLD 4121
PO Box 63, Mt Gravatt, QLD 4122
p +61 7 3343 6333, f +61 7 3849 8598
jprosser@nexiabrisbane.com.au
www.nexia.com.au

Canberra Office

Naomi Smith

Level 5, 17 Moore Street Canberra ACT 2061
GPO Box 500, Canberra ACT 2601
p +61 2 6279 5400, f +61 2 6279 5444
nsmith@nexiacanberra.com.au
www.nexia.com.au

Darwin Office

Noel Clifford

Level 2, 80 Mitchell Street, Darwin, 0800
GPO Box 3770, Darwn NT 0801
p +61 8 8981 5585, f +61 8 8981 5586
nclifford@nexiaem.com.au
www.nexiaemnt.com.au

Melbourne Office

Jim Leventakis

Level 12, 31 Queen Street
Melbourne VIC 3000
p +61 3 8613 8888, f +61 3 8613 8800
jleventakis@nexiamelbourne.com.au
www.nexia.com.au

Perth Office

Nunzio Di Iorio

Level 3, 88 William Street, Perth WA 6000
GPO Box 2570, Perth WA 6001
p +61 8 9463 2463, f +61 8 9463 2499
nunzio.diiorio@nexiaperth.com.au
www.nexia.com.au

Sydney Office

Ian Stone

Level 16, 1 Market Street, Sydney NSW 2000
PO Box H195, Australia Square, NSW 1215
p +61 2 9251 4600, f +61 2 9251 7138
istone@nexiasydney.com.au
www.nexia.com.au

New Zealand

Auckland Office

Tristan Dean

Level 1, 5 William Laurie Place,
Albany, Auckland 0632
p +64 9 414 5444, f +64 9 414 5001
tristan.dean@nexiaauckland.co.nz

Christchurch Office

Mike Medicott

Level 4, 123 Victoria Street, Christchurch
PO Box 4160, Christchurch
p +64 3 379 0829, f +64 3 366 7144
mmedicott@nexiachch.co.nz
www.nexiachch.co.nz

The material contained in this publication is for general information purposes only and does not constitute professional advice or recommendation from Nexia Australia. Regarding any situation or circumstance, specific professional advice should be sought on any particular matter by contacting your Nexia Advisor.

Nexia Australia refers to the Nexia Australia Pty Ltd Umbrella Group comprising seven independent Chartered Accounting firms. Nexia Australia Pty Ltd is a member of Nexia International, a leading, global network of independent accounting and consulting firms. For more information please see www.nexia.com.au/legal. Neither Nexia International nor Nexia Australia Pty Ltd provide services to clients.

Liability limited under a scheme approved under Professional Standards Legislation.