

Scancorp Corporate Capabilities



Scancorp is an Australian corporate advisory and consulting group which recently celebrated its 25th anniversary. With presence in Australia and Singapore, Scancorp focuses on commercial consulting, merger and acquisition transactions and funding.

Scancorp undertakes engagements based on its specific expertise which includes:

- ✓ Strategy and business consulting
- ✓ Marketing
- ✓ Negotiations
- ✓ Bid and sales management
- ✓ Mergers and acquisitions
- ✓ Funding

This expertise has been gained via:

- ✓ Management consulting
- ✓ Mergers and acquisitions
- ✓ Funding (debt and equity)
- ✓ Investment management
- ✓ Institutional banking
- ✓ Accounting
- ✓ Technology and Engineering

Commercial and Corporate Consulting

Business and Corporate Strategy

Scope: Using our consulting and strategy expertise and our research tools, we support our clients to develop robust strategies that identify emerging trends, drive expansion within Australia and Asia, grow revenues and enhance profitability.

Target Outcome: Pragmatic, differentiated and executable strategies in the form of a Business Plan.

Succession Planning, M&A and Divestment Strategy

Scope: We assist our clients to identify strategies and potential targets for acquisition, merger, divestment or carve-outs. We work with shareholders and owners to identify potential exit options, establish plans and execute these to achieve maximum value.

Target Outcome: Optimised corporate acquisition, merger or divestment.

CFO/COO Support

Scope: We immerse ourselves within our client organisations to provide management, analytical and operational support.

Target Outcome: Fulfilment of high quality CFO/COO roles.

Funding Strategy and Investment Readiness

Scope: We assist our clients to determine the timing and quantum of their capital requirements, as well as identifying the optimal mix of debt, mezzanine and equity funding. We then assist our clients to prepare for investment so as to minimise the cost of funding.

Target Outcome: Practical funding plans that optimise the outcomes for current and future shareholders.

Competitive Tender/Bid Support

Scope: We leverage our expertise in large scale competitive tendering and bid management to support our clients to establish compelling win strategies and submit high quality proposals in highly competitive environments.

Target Outcome: Improved win probability.

Negotiation and Commercial Support

Scope: We use formal negotiation techniques to assist our clients to plan, prepare and execute robust negotiations.

Target Outcome: Commercially attractive negotiated outcomes.

Transactional Support

Company/Asset Sales

Scope: We leverage our 25-year heritage in company share and asset sales to assist our client to achieve their divestment objectives.

Target Outcome: Completed company, business or asset sale.

Funding

Scope: We work closely with company directors, business owners and entrepreneurs to evaluate the most appropriate way to fund growth. We facilitate access to debt, mezzanine and/or equity funding to support our client's strategies. In order to secure the required finance on reasonable terms it is critical that our clients are professionally presented to potential investors and financiers.

Target Outcome: Business growth through adequate and appropriate capitalisation.

Merger and Acquisitions

Scope: We assist our clients to target mergers or acquisitions as a mechanism for growth. Our disciplined approach to acquisitions helps our clients to access new markets and capabilities while enabling them to focus on their core competencies.

Target Outcome: Completed acquisition or merger.

Marketing Campaigns

Scope: Our clients rely on us to manage compelling marketing campaigns that are targeted to drive revenues through increased awareness. We assist in the design of the campaigns and can project manage their disciplined execution.

Target Outcome: Increased revenue as a result of significantly enhanced awareness.

Scancorp:

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- Scan Business Brokers



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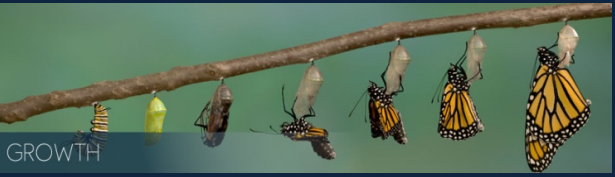
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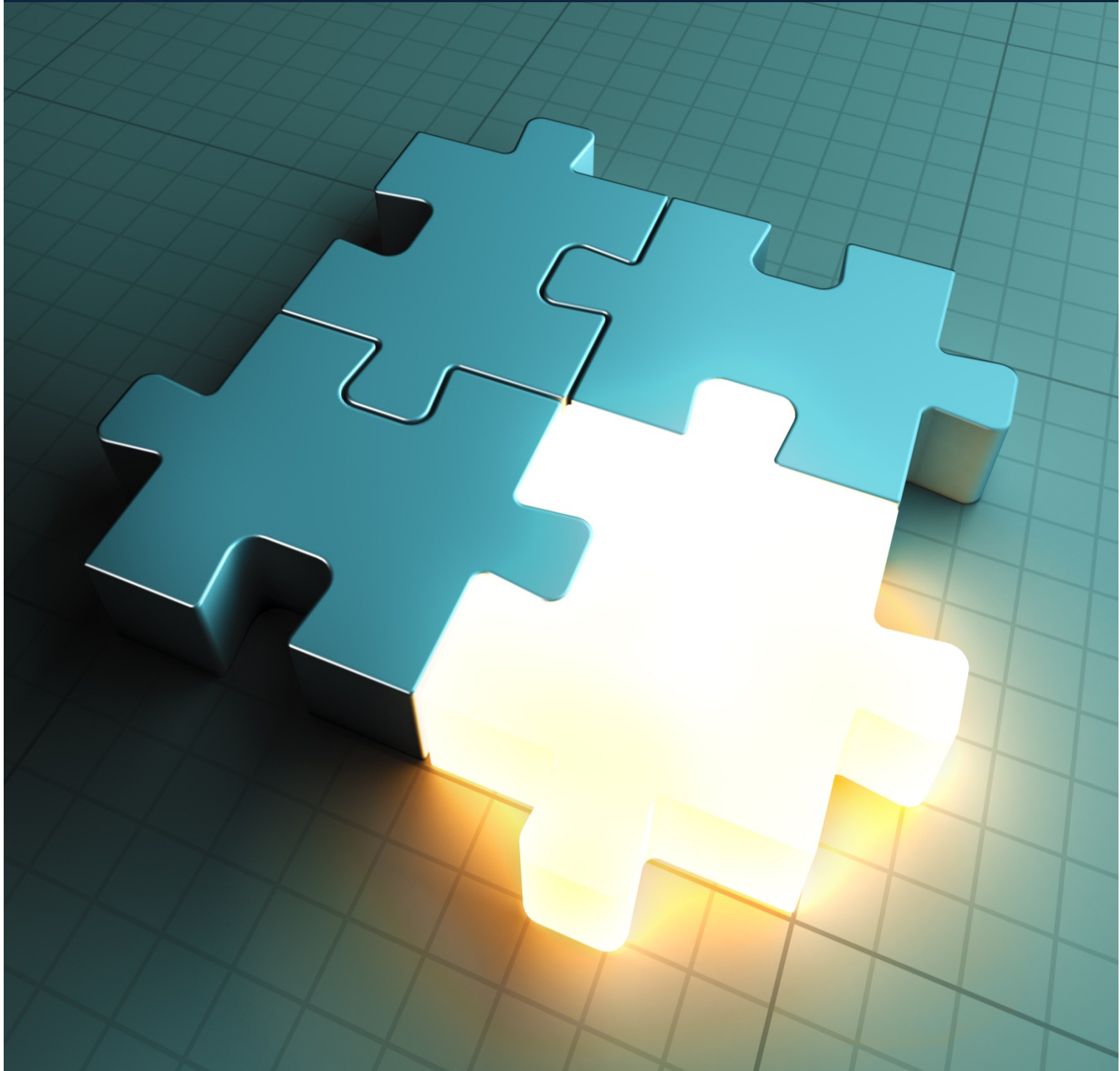
TAILORED



GROWTH



UNIQUE



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