

Corporate Advice

For smaller and mid market companies.



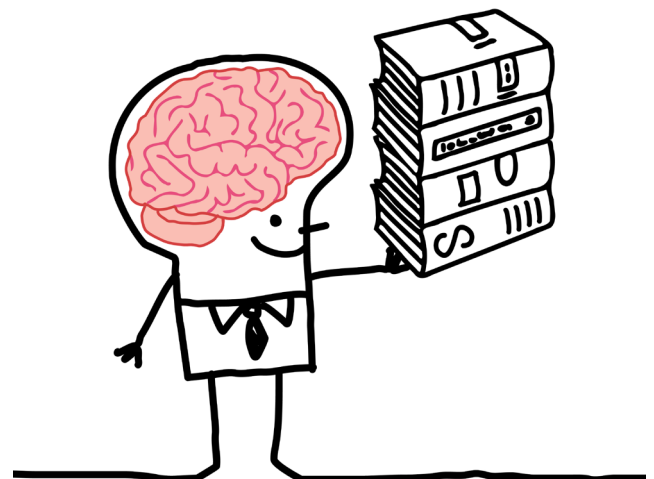
Our expertise

Established in 1998, Endeavour Capital is an independent corporate advisory company specialising in smaller and mid-sized companies typically valued up to \$100 million.

Endeavour Capital's services include:

- Business sales and acquisitions
- Capital raisings
- Directorships
- Managing Initial Public Offerings
- Succession planning
- Valuations

We have advised companies across a wide range of industries including; distribution, financial services, healthcare, information technology, manufacturing and retail.



Our role is to assist
our clients in achieving
their objectives through
providing independent,
sound, creative and
experienced counsel.

Business sales and acquisitions

Endeavour Capital's directors have over 25 years experience in the preparation and facilitation of business sales and acquisitions. Our experience as well as our extensive network of potential acquirers enables us to deliver you the best possible result whilst ensuring the process minimises disruption.

Business sales

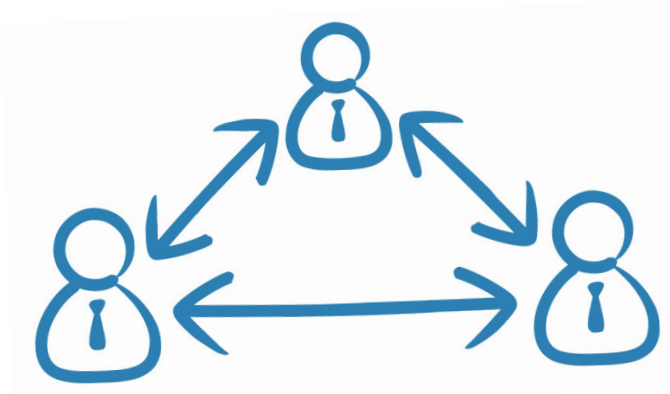
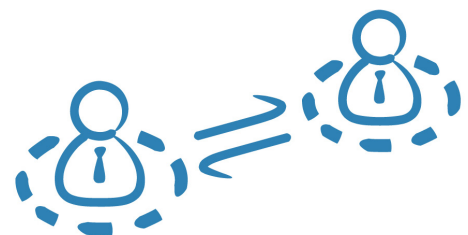
At Endeavour Capital, we understand that the process of selling your business can be both exciting and daunting at the same time. You may have spent the majority of your life riding the business' highs and lows, working towards your family's future and your own retirement. Understandably, you want the outcome to be successful.

It is expected that many private business operators will be considering exiting their businesses over the next few years. The reasons for the sale of businesses include; retirement, health, lifestyle choices, takeovers, funding limitations, competition and financial stress. In addition, public companies are divesting non core operations.

Endeavour Capital can work with you to achieve the desired liquidity either through a trade sale, stock market listing or management buyout.

Acquisitions

Acquisitions of compatible businesses may provide attractive expansion opportunities. Endeavour Capital can assist through identification of acquisition targets, advice on valuation, structuring and due diligence as well as sourcing funding.



Corporate advisory

At Endeavour Capital we pride ourselves on our broad based commercial knowledge and our ability to manage all stages of business transactions. Our reputation is based on an honest and objective approach as well as a strong track record in assisting mid-market companies to successfully expand.

Capital for growth or buyouts

Endeavour Capital can assist companies raise capital to fund organic growth, acquisitions and management buyouts. We seek to raise capital through our extensive contacts in the trading banks, private equity, stockbroking and private investor markets.

Management of Initial Public Offerings

Like many advisers, we have project managed numerous IPOs. However, very few advisers have experienced an IPO as either manager and/or a director. Endeavour Capital's staff have each been Managing Director, non Executive Chairman and non executive director of different companies that have undertaken an IPO.

This unique experience allows us to better understand the issues that you face with a potential IPO. We appreciate the demands on management time that an IPO can make and the impact of diversion of activity from your business.



Corporate advisory

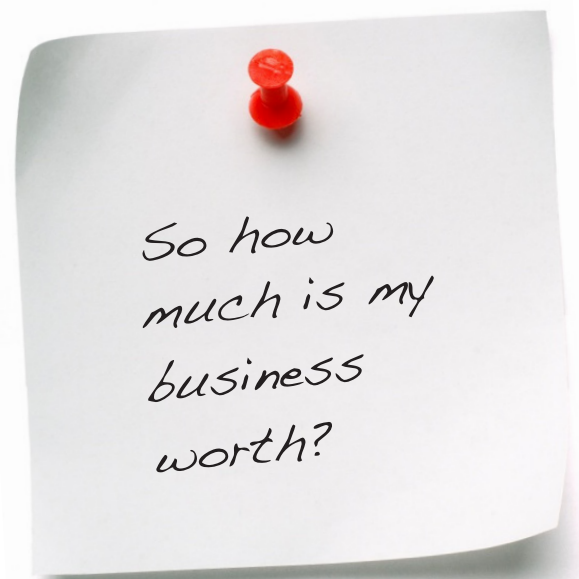
Directorships

Your company may wish to add skills or independence to its board of directors. Endeavour Capital's Managing Director, Peter Wallace, has been a director on the boards of over 20 listed and unlisted companies in varied industries including; distribution, financial services, healthcare, information technology, manufacturing and retail. He possesses a broad business experience, understanding and skills developed through participation in many emerging companies. Peter can provide constructive assistance in organisational development, strategic planning, recruitment, acquisitions, fund raising and exit strategies.

Valuations and litigation support

Companies seek business valuations for a number of reasons, often at times of critical junctures in the business; when planning for an acquisition, corporate restructuring, resolving shareholder or joint venture disputes, succession planning or seeking indications of value for prior to actively selling the business.

We also provide financial and accounting support to lawyers involved in business litigation.



Succession planning

It is predicted that in the next decade, approximately half of all businesses will change ownership and/or management. Among the founders of these businesses, a large percentage will be considering passing the company from one generation to the next. This generational change can be fraught with emotional and financial issues, which may require a well developed framework to ensure a smooth transition.

Less than **40%** of Australian businesses have a structured succession plan in place.

Endeavour Capital are experts at assisting you to determine and meet your succession objectives. Whilst many of the broad issues in succession planning are common, the specific issues are different for each business and situation. We have tools and techniques which can be modified to suit your situation.

Endeavour Capital often acts as a project manager to ensure the plan is developed and executed in an effective way, and that it is properly documented to meet legal, taxation and financial planning adherences.



Peter Wallace
Managing Director
Endeavour Capital Pty Limited
A.C.N. 079 139 487

Level 1, 432 Kent Street
Sydney NSW 2000

www.endeavourcapital.com.au

Telephone (02) 8096-9222
Facsimile (02) 8096-9229
