

Our Capabilities

Cross-Border Business Expansion into Australia

Are you ready to expand your business in Australia? Are you looking to grow through acquisition of or joint-venture with a company in Australia?



Cross-border business can be complex and time consuming. Getting it wrong can be costly financially and damaging professionally. Conversely, a successful cross-border expansion can help to secure growth and long term profitability for your business.

Pitcher Partners have the expertise and experience to help you realise your business expansion aspirations in Australia. Our Cross-Border Advisory practise specialises in facilitating in-bound transactions for companies in the Asia-Pacific region. Our intimate understanding of the Australian corporate landscape positions us uniquely to investigate the acquisition of strategic assets or feasibility of joint-ventures. We enable strategic decisions and help you manage the risk inherent in cross-border transactions.

Pitcher Partner's Cross-border business model offers our clients:

- Access to our insights into Australian companies and industry sectors.
- Access to an extensive network in the Government and business sectors.

- Access to a highly experienced, cross-disciplinary team with a proven track record in cross-border transactions.
- On going support of a full-service accounting firm once the transaction is completed

In-bound Foreign Investment in Australia

Pitcher Partner's Inbound Cross-border Advisory service is designed to assist companies across the globe with their market entry into Australia through investment, collaboration or trade. With a specific focus on the Asia Pacific region, our services are tailored according to each client's needs and can range from assessment of investment appetite, high level analysis of targets through to due diligence, negotiation of terms, contract completion, implementation and on-going support.

The modular programme allows clients to only undertake the steps suitable to their needs.

www.pitcher.com.au

Melbourne | Sydney | Perth | Adelaide | Brisbane

Pitcher Partners, including Johnston Rorke, is an association of independent firms. Liability limited by a scheme approved under Professional Standards Legislation.

The In-bound Advisory service comprises:



Case Studies

Pitcher Partners has been engaged by leading Indian companies such as Mahindra & Mahindra and the Wadhawan Group to assist them in their acquisitions of assets in Australia. For a confidential discussion about these case studies kindly contact Rohini Kappadath or Adrian Clerici on 03 8610 5000.

Why we are different?

Pitcher Partners is one of Australia's premier full-service accounting, audit and advisory firms. We have the resources and technical excellence of a larger accounting firm, but with the flexibility and personalised service of a smaller firm.

Expertise in Cross-Border business

We understand the subtleties in cross-border business transactions and our clients benefit from our knowledge and expertise in working with companies, particularly across the Asia Pacific region.

Partner led and relationship focused

High levels of partner and senior staff involvement enabling early and timely identification of key risks and benefits of the transaction.

Cross-disciplinary team

Dedicated team of senior professionals with extensive experience and expertise in cross-disciplinary areas such as Cross-Border Business Consulting, Financial Modelling, International tax and Transaction Services.

Demonstrated capabilities

Over many years we have successfully provided support on a large number of transactions with varying degrees of complexity.

Focus on creating value

We are focussed on delivering value and achieving tangible business outcomes.

For further information please contact:



Rohini Kappadath
Head of Cross-Border Business
T 03 8610 5435
E rohini.kappadath@pitcher.com.au

Our full-service cross-border advisory team includes:



Ian Stewart
Partner, Business Advisory & Assurance
T 03 8610 5174
E ian.stewart@pitcher.com.au



Adrian Clerici
Partner, Business Advisory & Assurance
T 03 8610 5308
E adrian.clerici@pitcher.com.au



Denise Honey
Partner, Tax Consulting
T 03 8610 5401
E denise.honey@pitcher.com.au



Theo Sakell
Partner, Tax Consulting
T 03 8610 5503
E theo.sakell@pitcher.com.au



Richard Shrapnel
Director, Business Consulting
T 03 8610 5507
E richard.shrapnel@pitcher.com.au

Also assisted by our Transaction Services team:



Matthew Pringle
Partner
T 03 8610 5158
E matthew.pringle@pitcher.com.au



Piera Murone
Partner
T 03 8610 5610
E piera.murone@pitcher.com.au



Michael Sonogo
Senior Manager,
T 03 8610 5485
E michael.sonogo@pitcher.com.au



Melbourne
Telephone +61 3 8610 5000
partners@pitcher.com.au

Sydney
Telephone +61 2 9221 2099
partners@pitcher-nsw.com.au

Perth
Telephone +61 8 9322 2022
partners@pitcher-wa.com.au

Adelaide
Telephone +61 8 8179 2800
partners@pitcher-sa.com.au

Brisbane
Telephone +61 7 3220 0355
partners@pitcher-qld.com.au

www.pitcher.com.au

Pitcher Partners, including Johnston Rorke, is an association of independent firms. Liability limited by a scheme approved under Professional Standards Legislation.