



Hayes Knight

Accounting & advisory
services for family business

How we can help

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Most family businesses want to **maximise outcomes for their business and their family's interests over time** and often in dynamic circumstances. They are intertwined in ways as unique as the families themselves.

Hayes Knight can help you create a strong framework and operational rhythm that protects against risk and achieves the best possible results regardless of what challenges and opportunities life throws at you.

Every business should start with the end in mind. Succession planning identifies, plans for, and executes an exit strategy that pursues full value. The difference between a successful succession and one that falls short will be the planning.



How we can help

Family businesses seek out Hayes Knight because of the breadth and quality of services we offer. They stay with us because we look across the objectives of the family and the business, adding expertise and experience as required across generations.

Protecting the core: accounting & audit services

Strong financial management is essential. Your operations, systems and management need to be right for the size of your needs today, and right for tomorrow. All of this in an environment of increasing regulatory complexity and dynamic change.

We help you navigate the fundamentals and create or reinforce the framework and operational rhythm of your business and its flow-on effects to your family:

- Financial statement preparation & reporting
- Management reporting & benchmarking
- Audit
- Business and personal tax management and planning
- Cashflow forecasting and working capital management
- Outsource CFO services
- Cross border assistance and expertise
- SMSF accounting and compliance

Merger & acquisition, valuations & Succession planning

Whether you are looking to acquire or divest businesses, building a multi-generational legacy business, bringing in external investors, or planning on exiting and reinvesting the family's wealth, we can help.

Hayes Knight are experts in transaction services, business valuations and succession planning.

- Assessing business opportunities or mergers
- Business valuations and due diligence
- Buying and selling businesses and significant assets
- Exit strategy development and execution
- Succession planning and implementation

Structures, restructures & governance

A decision or pathway you take today can have a myriad of consequences in the future. The difficulty is knowing how to align the commercial needs of your business with its future requirements, and the tax consequences or opportunities of those decisions.

Working with you, we can help you identify potential problems before they occur and give you a secure way of 'test checking' your thinking with independent and commercially astute advice.

- Reviewing existing structures, their efficiency and suitability including inter-entities (company, trusts, SMSFs, etc.)
- Entity structuring for asset protection and tax efficiency
- Governance frameworks that align to family and business goals
- Pre-sale restructuring to maximise value
- Unwinding legacy structures

Specialist tax advice

Australia's tax system is complex. For family businesses, the interplay between personal, trust, and company taxation creates both risk and opportunity. Planning before acting or simply asking one of our tax specialists about your options, can make all the difference.

- Tax implications of purchasing or selling major assets
- Small business CGT concessions and roll-over relief
- Division 7A compliance and loan structuring
- Employee share scheme arrangements
- Tax implications of death, divorce or succession
- ATO private rulings
- International structures and the interplay with Australian taxation

The challenges we help you navigate

Efficiencies & operations

The frameworks and operational rhythm to create a strong foundation for compliance, financial management and growth.

Succession complexities

Who takes over? When? How do you ensure fairness between children in the business and those who aren't? All questions that need careful planning.

Wealth concentration

Wealth is often locked in the business. Diversifying without unintended consequences requires planning.

Structure

Many family businesses operate through structures that no longer serve a dynamic business or family environment.



Wealth accumulation & management

Your business is likely to be your largest asset - but it shouldn't be your only one. We help family business owners build, protect, and transfer wealth across generations.

By combining your financial planning and wealth management advice with other Hayes Knight services, your financial future is in sync with your taxation, business, and strategic objectives.

- Investment advice & strategies – Licensed through HK Financial Services Pty Ltd (AFSL No. 545687)
- Intergenerational wealth transfer and planning
- Retirement planning
- Estate planning
- Insurance and income protection
- SMSF structuring & management

Hayes Knight Financial Planning (NSW) Pty Limited is a Corporate Authorised Representative of HK Financial Services Pty Ltd (Australian Financial Services Licence No. 545687, ABN 43 661 975 364).

Key Hayes Knight team members are authorised representatives of HK Financial Services Pty Ltd, which enables them to deliver financial and investment advice, and our suite of SMSF services.

SMSF strategy & advice

Hayes Knight's dedicated SMSF division provides full lifecycle SMSF services. We are also advisers to the accounting and superannuation community – training, educating and advising the profession on SMSF strategy, legislative and regulatory interpretation, audit and compliance.

The SMSF team take a proactive approach. We identify issues as they emerge. Our philosophy is no surprises. Our objective is to keep you and your fund ahead of the game.

- SMSF administration and audit
- SMSF establishment and amendment
- The rules that enable your SMSF to own your business premises
- SMSF lifecycle and intergenerational planning
- Management of life events - death, divorce, residency, retirement
- Asset and investment management (via our wealth management division).

Let's talk about what you want to achieve

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Global support

Wherever you operate, we can support you and your business. Hayes Knight is a member of Morison Global, a leading association of professional service firms represented in over 65 countries around the world.

We know and work closely with Morison Global members to support you with quality local knowledge delivered by talented strategic peers. Trusted local knowledge makes a world of difference when you are navigating international complexities and local customs.



Morison Global

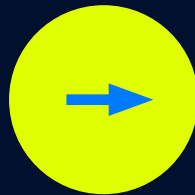
About Hayes Knight

Hayes Knight is a leading accounting and advisory group. We offer everything that businesses, organisations and professionals need to **grow, develop, sustain and capitalise on the opportunities available to them.**

And our support is pragmatic, commercial, competitive, and driven by a genuine interest in our clients.

Led by a team of diverse and highly skilled professionals, we don't just give good advice, we live by it.

Meet the team



Stephen Maze

Director, Business Services



Stephen is quite a few things to his clients: a sounding board to test thinking; a person who makes sure that the things that need to be done are done; and a filter between the “Dos” and “Don’ts” of Government regulation and clients’ plans for the future.

As an Accredited Family Business Association advisor, he knows it’s not just about tax and accounting compliance. Clients want practical, commercially aware advice that they can use to avoid impending pitfalls and be alerted to opportunities to develop, grow and evolve.

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Mario Raciti

Director, Business Services



Mario understands the commercial requirements of businesses and how to create efficiencies. He works to create the best outcomes flowing from a business’ structure, to the tax and accounting requirements, combined with the ongoing operational needs of the business: financial management, pre-emptive analysis, opportunity assessment, and those operational elements that separate high performing businesses from their competitors.

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Mark Lennon

Director, Business Services



Mark has a reputation for making a positive difference to the operations and outcomes of the businesses he works with. With a commercial lens he recognises and understands each layer of the business and its intent, working with the owners and managers to give them the confidence and certainty to pursue their goals - he enables his clients to do what they do best.

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Dara Siyali

Associate Director, Business Services



Utilising his strong technical background developed over 20 years of working with individuals, business and family groups, Dara takes a commercial approach to his client's needs providing guidance on everything from tax compliance to cashflow forecasting to the implementation of new technology.

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Michael Zdrilic

Director Financial Services



Michael's passion is to secure the financial future of working families and small business owners through effective strategic advice that is tailored to their needs. He believes this is achieved through a lifetime journey of educating clients and ensuring a long-term trust relationship. Michael is a director of and the responsible manager for HK Financial Services Pty Ltd (AFSL 545687).

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Greg Hayes

Chairman
Director Corporate Services



Greg specialises in strategic planning, working with enterprises going through a structured growth or development phase. He has significant experience in mergers, acquisition, divestment, succession planning and execution, and is an expert in SME business valuations – he literally wrote the book on SME valuations (see *A Practical Guide to Business Valuations for SMEs*).

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Linda Jing

Director Tax Services



Linda demystifies the complexities of tax law to provide solutions that are practical, commercially sound and add value to her clients. Clients seek her out for her holistic approach to her work combining deep tax knowledge with an understanding of the client's specific needs.

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Chris Hodgins

Director Superannuation



Chris has a wealth of experience in SMSF. As an SMSF auditor and an SMSF accountant, he has a unique perspective of each stakeholder's position, understanding how he can add value. His personable approach and ability to draw on over a decade of industry experience allows him to solve complex problems for clients with practical solutions.

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Hemant Nisar

Director Audit Services



Hemant is known for his technical competence and collaborative approach. He has decades of industry experience in audit and assurance across listed entities, unlisted public entities, privately owned companies, managed investment schemes and not-for-profits across a diverse range of industries and sectors. His extensive experience enables him to understand business operations and formulate and conduct an effective and timely audit that supports internal processes and systems.

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