



AUTOMOTIVE

# CAPABILITY STATEMENT



# ABOUT BDO

BDO is the fifth largest full-service audit, tax and advisory firm in the world. We have more than 67,700 people across 1,400 offices in over 158 countries.

We are one of Australia's largest associations of independently owned accounting practices, with offices in Adelaide, Brisbane, Cairns, Darwin, Hobart, Melbourne, Sydney and Perth.

BDO has deep expertise in multiple specialist services specifically audits, taxation and advisory. The depth of our team provides reliability, technical expertise and global reach to match any other service provider.

Our foundation of building close relationships with our clients allows us to be highly responsive and nimble to adapt to the ever changing needs of our clients.

We focus on what is important to them; adopting a partnership style approach, being responsive and reliable, keeping our promises and maintaining open and frank communication.

We have a unique blend of services, including corporate and international taxation, corporate finance and valuations, business consulting, internal audit, risk advisory, specialist IT assurance services, forensic as well as the more traditional audit services.

# HOW CAN WE HELP YOU?

## Our services

BDO helps Automotive clients to identify business growth opportunities and maximise potential, providing strategic advice across the full scope of audit, tax and advisory services.

Integrated service delivery is the key element — providing both value and growth to our clients. We identify opportunities and implement solutions in a connected and considered way, so that we deliver value where it makes the biggest difference to the growth of your business.

## Delivering a value driven service

At BDO, we focus on delivering a value-driven service that is based on long term relationships. We constantly strive to demonstrate this in everything we do with the ultimate outcome of this approach being solid growth and benefit to all stakeholders.

## AUDIT

- External audit
- Financial reporting and accounting consulting
- Internal audit
- Risk management
- Corporate governance
- IT, special reports and investigations
- Technical accounting
- Probity process and advisory

## TAX

- Tax advice and compliance
- Employment services
- Transaction advice and support
- International taxation
- Grants and other Government concessions
- Indirect tax
- Intellectual property
- Research and development
- State tax
- Tax risk

## ADVISORY

- International business
- Sustainability
- Growth strategies
- Corporate finance
- Valuations
- Performance improvement
- Forensic services
- Insolvency
- Business recovery and turnaround
- Dispute resolution

# BDO'S AUTOMOTIVE EXPERTISE

BDO's Automotive specialists provide a wide range of financial and consulting services to the automotive sector throughout Australia.

Working with BDO's automotive experts gives you direct access to experienced local automotive advisers who bring the benefits of a national team which adds to the depth of knowledge and contacts.

We have worked with franchised dealers, manufacturers and industry associations for more than 30 years. As a result, we can give our clients a thorough understanding of the dealer environment and the critical nuances of the manufacturer-dealer relationship.

Our partner-led approach delivers the highest quality of service by using short, functional chains of communication to aid decision-making.

Clients benefit from our fresh thinking, constructive challenges and practical understanding of the issues they face. Developing strong, personal relationships with our clients is at the forefront of our service.

The BDO approach is designed to focus on key issues and areas and provide clients with constructive ideas for improving their operations - with the ultimate aim of adding value to businesses.

The difference in the BDO approach can be found within our people and their dedication to tailoring our service to ensure that we meet your requirements. At BDO, our partner-led service teams are committed to meeting your specific business needs.

BDO is a specialised automotive provider assisting franchised dealers, manufacturers and industry associations with a wide range of financial and consulting services. With extensive hands-on experience in dealerships, BDO has developed specialised programs, systems and methods of analysis that are unique and relevant to dealers. We act for numerous motor vehicle, agricultural, caravan, marine, equipment, truck and motorcycle dealerships throughout Australia.

## Automotive Services

Our automotive services provide sensible options and alternatives for continuing the growth of your business. The following is a summary of our motor dealer services.

- Tax advice and compliance services
- Audit and assurance services
- Strategic planning
- Family business and succession planning
- Fixed operations training
- Leadership and development training
- Tax and financial accounting training
- Business valuations and due diligence
- Buy/sells
- Profitability enhancement and benchmarking services
- Specialised budgeting programmes
- Superannuation planning
- Salary reviews and recruitment services.



## WHAT OUR CLIENTS SAY

"The Madill Motor Group enjoys an extremely good relationship with BDO, which spans back to 2000. BDO were known to us through their specialisation in the motor industry. We initially engaged them to assist us to improve our cash flow where they quickly demonstrated the depth of their specialist expertise which convinced us of the benefits that we could derive from their Audit, Tax and Advisory services. Mark Ward, Bruce Hatcher and the BDO Automotive team are now integral business partners who have assisted us with a wide range of issues including succession planning, valuations, recruitment and profit reviews as well as the annual compliance services."

GARTH MADILL, MANAGING DIRECTOR  
MADILL MOTOR GROUP

# OUR LEADERS

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