

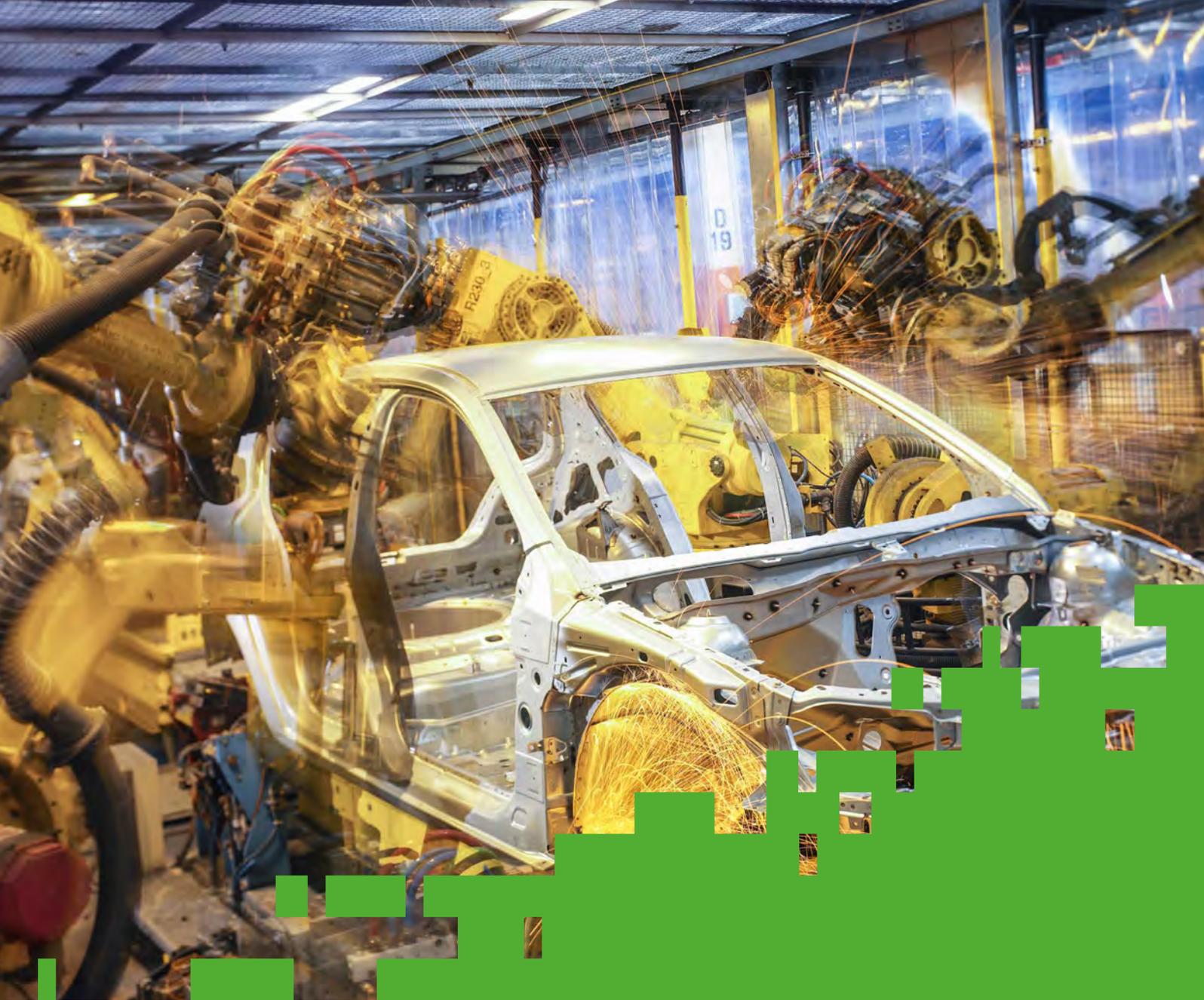
THE POWER OF BEING UNDERSTOOD
ASSURANCE | TAX | CONSULTING



Manufacturing

Revolutionise your manufacturing operations
with RSM's industry-leading expertise



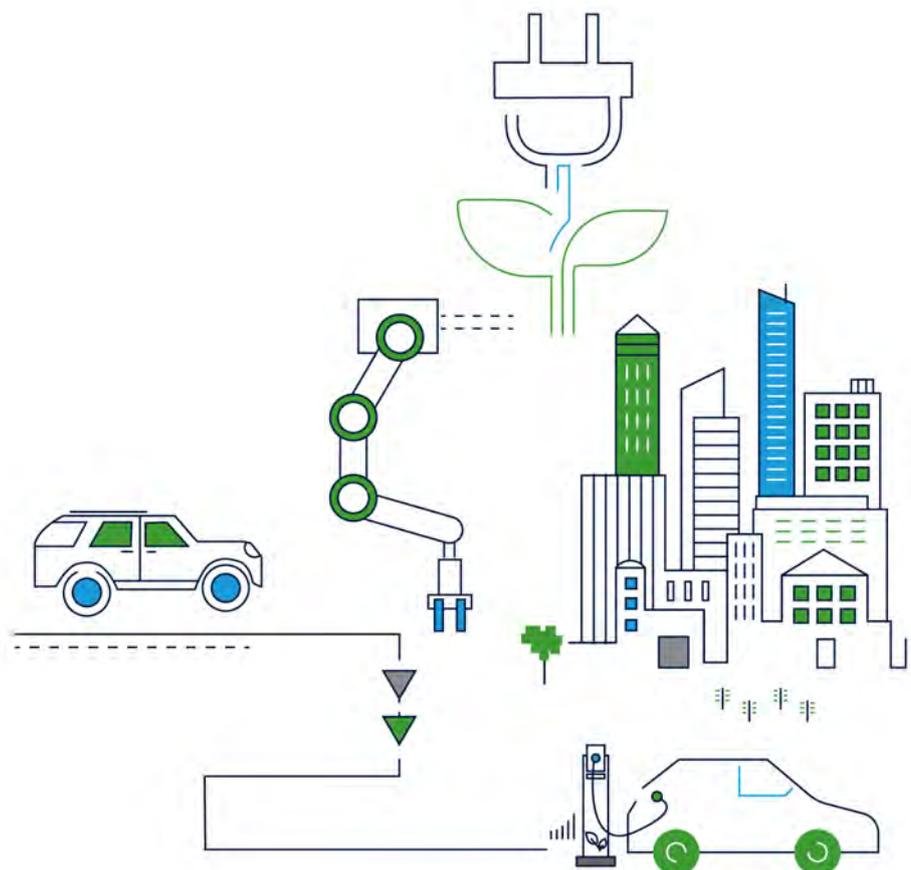


Supporting local manufacturers
to put Australian-made
products on the map

For further information visit:
rsm.com.au/service/manufacturing

Contents

1.	Manufacturing sector expertise	4
2.	R&D and grants	5
3.	Corporate finance	6
4.	Assurance and advisory	7
5.	Cyber security and privacy	8
6.	Digital advisory	9
7.	ERP consulting – Netsuite	10
8.	Tax services	11
9.	Risk advisory services	12
10.	Case studies	13
11.	RSM Australia services	14





Manufacturing sector expertise

RSM is passionate about working with Australian manufacturing businesses, with a focus on helping businesses and the communities in which they operate to build capability and thrive in a post-pandemic economy.

At RSM, we act as the trusted advisors for a range of manufacturers, from small manufacturing businesses who are looking to commercialise new products or expand into new local and global markets, through to established listed and global manufacturing businesses looking to further enhance and streamline their operations.

Combining our global industry knowledge, deep resources and personalised service, we offer solutions to help manufacturers reduce costs, increase efficiency and maximise profitability.

RSM can help your organisation strategise around the right systems to accelerate growth, gauge the impact of automated technologies on the makeup of your workforce, and find solutions to issues you face around revenue growth, risk management, global operations and more.

The following areas are just some of the areas where RSM assists Australian manufacturers:

Strong accounting systems, processes & records –

Accurate accounting is critical for manufacturers. We have deep experience in manufacturing accounting, and advise on system, process and software solutions for all of your manufacturing specific accounting requirements.

Transaction Advisory – Through M&A lead advisory, debt advisory, due diligence and technical services such as valuations, tax advisory and financial modelling we assist Manufacturers from growth and funding stages, through to business sale and IPO.

Data Analytics – For insights into your manufacturing chain in areas such as business process improvement, customer growth, data management and more.

Transfer Pricing – Assistance for manufacturers with international related party sales and supply chains.

R&D – Access a potentially refundable tax offset for companies using new technology in their manufacturing processes or developing new or improved products, processes and equipment. R&D can be a critical funding source for innovative manufacturers, particularly those in start up and growth phases.

Software – Offering advice on the right digital ecosystem for a manufacturer, including NetSuite and ERP solutions for manufacturers who need more sophisticated platforms for cost accounting, inventory and other manufacturing accounting requirements. We walk you through your digital journey.

Management Reporting – Customised management reporting and dashboarding, tailored to give manufacturing business owners and managers better business oversight and insights.

Assistance with a suite of other accounting and tax compliance services – Including Tax, Financial Statement Preparation, Audit and Strategic Outsourcing of accounting functions.

Assurance and financial reporting – Excellent auditing services to assist you to offer a true and fair view of your business position and performance by a thorough understanding of your business. Our audit, CFO advisory and other financial reporting and advise services provide tailored insights to help you to make critical business decisions with confidence.



R&D Tax and Government Incentives

In the current post-Covid economic climate, invoice payment times are blowing out for many companies in the Manufacturing sector, and access to finance has got tighter.

To help cashflow, there are other options of funding which you may want to consider.

For companies undertaking Research and Development (R&D) activities, the Federal Government's primary means of support is the R&D Tax Incentive program. This is a broad based, entitlement program which means if a company is doing eligible R&D activities, it's entitled to make a claim.

The Cash Benefit

There are 2 levels of support available:

- For companies with aggregated turnover of <AU\$20m, a refundable tax credit of up to 43.5c per \$1 spent on eligible R&D; and
- For larger companies (AU\$20m+ aggregated turnover), a non-refundable tax credit of between 8.5c and 16.5c per \$1 spent on eligible R&D.

This means that for \$300,000 spent on eligible R&D activities, there is a cash benefit of between \$25,500 and \$130,500 available to your company.

In Manufacturing, the types of R&D activities can range enormously from the development of new or improved products or processes (for example, for Medical Equipment or in the FMCG sector), the implementation of new manufacturing processes and production lines or the development of new equipment (such as in Defence).

Eligible R&D Activities must:

- Include development of new knowledge (including new or improved products, processes, technologies, etc);
- Be based on principles of established science and experimental in nature, progressing from hypothesis to experiment, observation and evaluation, leading to a conclusion; and
- Have an unknown outcome which cannot be determined in advance based on existing knowledge or information.

Timing is Critical

Companies can access the R&D Tax Incentive annually. To do so, you must lodge an Application Form within 10 months of financial year end to register the eligible R&D activities.

For the 30 June year end, companies have until 30 April in the following income year to lodge the R&D Application Form. The eligible costs are lodged via the Income Tax Return (which can be amended for the R&D claim if this has already been submitted).

For those accessing large R&D refunds, there are third party R&D financiers who specialise in providing an advance against the R&D refund due, i.e. as the money is being spent during the financial year and thus allowing you to access your cash earlier. If this advance is spent on more R&D activities, it automatically increases your potential R&D claim for that year as well.

Grants

There are many grant programs available for your business in relation to both manufacturing and production activities or site development. This might include factory expansion, attracting regional talent, building a new manufacturing facility or solving challenges faced by the industry.

Both the Federal and State governments offer grant programs, as well as corporates and community organisations.

Corporate Finance

Our transaction approach is tailored to suit your organisations' needs and the unique set of issues and challenges you face.

Our Services

Mergers & Acquisitions

- Identifying potential targets
- Deal management
- Deal structuring

Business divestment

Through our tailored project management and experience of business divestments, we have developed an approach that maximises value and drives the sale process through to completion, whilst enabling key stakeholders to focus on what they do best, running their business.

Transaction support & due diligence

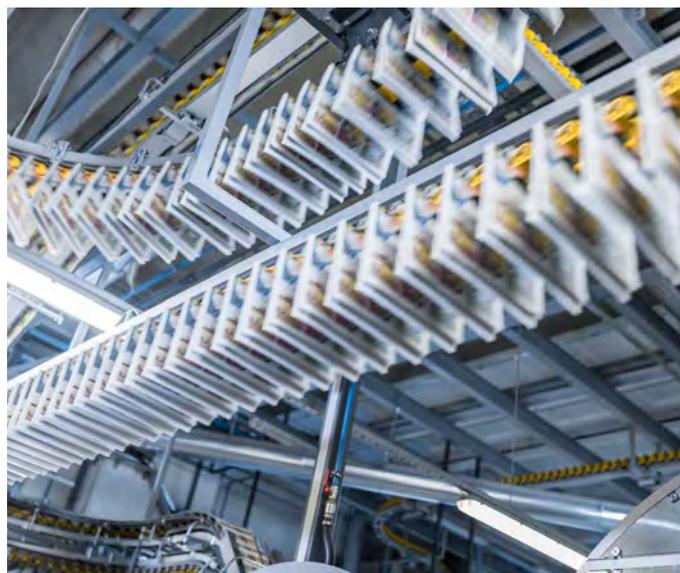
The due diligence process provides a detailed review of a target's financial performance and position, and adds value by focusing on the key issues that impact the decision to proceed with an acquisition and those factors that impact on price.

Capital market support

- Preparation of the investigating accountants reports included in the prospectus
- Forming part of the due diligence committee
- Assistance with the due diligence process
- Preparing the prospectus and assisting with verification
- Preparing and reviewing forecasts

Valuation & expert reports

- Merger and acquisitions
- Funding and refinancing
- Taxation, including taxation consolidation, stamp duty and capital gains tax
- Valuation of intangibles
- Corporate compliance, including the application of AIFRS regarding the valuation of separately identifiable intangible assets resulting from business combinations
- Independent Expert Reports
- Litigation support
- Family law matters
- Employee share and option plans



Litigation support & forensic investigation

- Valuations
- Quantification of economic loss
- Business interruption claims
- Breach of contract
- Post-acquisition disputes
- Trade practices claims
- Completion and pricing disputes
- Intellectual property and royalty disputes
- Personal injury claims

Financial model construction & review

Financial model construction

The construction of a robust financial model is the cornerstone of accurate, informed and timely commercial decision making and forecasting. We have extensive experience of building financial models to assist you.

Financial model review

Having your model reviewed by RSM provides assurance on the mathematical integrity of the forecasts and the reasonableness of the assumptions underpinning the forecasts.

Assurance & Advisory

What makes the manufacturing service offering at RSM different?

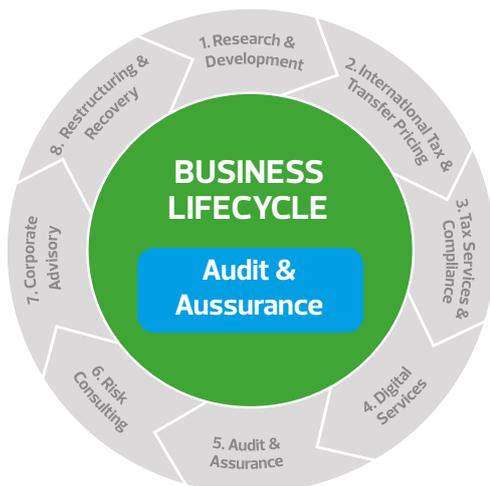
RSM provides a unique value proposition to medium to large organisations in the manufacturing sector, centred on quality audit services with competitive fees which provides value for money, significantly lower than many of our competitors. We provides high quality services by professionals with significant experience and technical expertise.

RSM is the 6th largest accountancy firm globally, with an extensive global network, the 7th largest in Australia and the 5th largest in the US.

As the only financially integrated partnership and national tax practice in the Australian mid-tier market, RSM Australia is uniquely positioned to efficiently utilize specialists regardless of their location. Our Audit professionals dedicated to the manufacturing sector work in conjunction with our subject matters specialist, such as Corporate tax, International Tax and Transfer Pricing, to provide comprehensive and tailored services to our clients.

This is the power of being understood.
This is the RSM experience.

The business lifecycle and how we can help About Audit and Assurance



RSM Australia is a leading audit services provider, with extensive experience in conducting external audits for manufacturing companies in Australia. Our auditors possess exceptional skills and have an in-depth understanding of the unique challenges and regulatory requirements of the manufacturing industry. They have a thorough knowledge of the financial reporting standards specific to manufacturing entities, including the Australian Accounting Standards and the Corporations Act 2001.

We are **a core member** of the RSM network. RSM is the **6th largest** network of independent accounting and consulting firms in the world, encompassing...

120 countries

820 offices

64,000+ people

At RSM Australia, we rely on a comprehensive audit approach that is grounded in our deep understanding of our clients' businesses and the risks they face. Our approach enables us to provide valuable insights and recommendations to our clients. We use a Global Risk-based audit methodology that prioritises identifying and addressing the most significant risks facing the entities' business. This approach is designed to ensure that our audits are tailored to the specific needs of each entity and provide maximum value to our clients.

Our audit team has extensive experience auditing a wide range of manufacturing entities, including those in the food and beverage, engineering, automotive, and chemical industries. Additionally, our skilled professionals can provide valuable assistance with complex accounting issues.

Our team possesses a thorough understanding of the financial reporting standards that apply to manufacturing entities and is well-versed in the industry's unique challenges.

One-way RSM Australia can assist manufacturing entities with complex accounting issues is by providing guidance on the accounting treatment of complex transactions. For example:

- Accounting for merger and acquisitions, including the identification and valuation of intangible assets;
- Accounting for business combinations ;
- Assisting with understanding and accounting for complex revenue recognition arrangements; and
- Providing guidance on accounting for inventory applying different costing methods

Audit and assurance services

- Audit of Financial statements
- Financial reporting and advice
- Regulatory technical advice
- CFO advisory services
- US UGG audit compliance

Cyber Security and Privacy

OT Security – Discovery, Threat Quantification and Remediation

Operational Technology (OT) is key to automating and driving efficiencies within multiple sectors including manufacturing, mining, utilities, etc. However, if this OT is not adequately secured, it makes the entire environment vulnerable to cyber attacks.

OT environments can be seen as a soft underbelly as they have not had the cyber security attention as their IT cousins have had. We are now confronted with an ever-increasing dilemma that IT and OT environments are converging leading to security vulnerabilities traversing from one to the other. OT devices are proliferating which naturally increases the attack surface. Furthermore, OT devices have not always been designed with cyber security in mind or run by cyber security professionals, thus making them even more vulnerable. Since OT devices control production systems, any outages can be devastating and depending on the industry can lead to human lives being endangered.

With the incoming Critical Infrastructure Bill, there will be greater focus on OT security with OT risk quantification and management key initiatives.

A quick-hit, high-value snapshot of your OT cyber

Our OT Security offering is a simple, fast, and effective snapshot presenting a company's OT exposure in an easy to understand manner. The offering covers the following key components to provide a complete cyber security offering to organisations:

- **OT discovery** – complete map of your OT devices along with network visualisation
- **OT Threat Quantification** – complete listing of vulnerabilities and threats applicable to your OT devices with prioritised remedial actions
- **OT Remediation** – provision of an OT security solution and a managed service to ensure ongoing protection and risk mitigation.

Benefits of the OT Security offering

- Identification of potentially critical security issues
- Establishment of a baseline for OT security at your organisation
- Quantification of OT risk exposure to assist in OT risk remediation activities
- Complete inventory and map of your OT environment
- Ongoing protection for your OT environment

How the OT Security offering can protect your business

Our OT Security offering is specifically designed to provide holistic security coverage over your entire OT environment. Our non-intrusive assessment will allow you to document your OT environment in its entirety safely. The offering will also provide an accurate idea of the risks within your OT environment which is a key requirement of the Critical Infrastructure Bill. The remediation service will provide current and ongoing protection for your OT environment.

Who needs the OT Security offering?

The OT Security offering can help your organisation if you need a better understanding of your OT risk exposure or if you looking at collating a complete inventory of your OT environment for risk management purposes. Understanding the risk is one thing, but remediating the risk is key. This is also a key aspect of our OT Security offering.

What we deliver

As part of the OT Security offering, we can deliver the following key components in a non-intrusive manner:

- A complete map of your OT environment
- Comprehensive OT threat quantification with a prioritised remediation plan
- An OT security solution and a managed service to ensure ongoing protection and risk mitigation

Digital Advisory

RSM's digital advisory take the pain away from straightening out your business systems so that you can focus on what you do best.

With an increasing number of tools on the market today, it's impossible for you to stay on top of it all and run a successful business.

There are more business technology solutions available now than ever before, all claiming to fix very different problems and all at very different price points. How do you know what is best suited to your business?

Lots of business owners are starting from ground zero when it comes to selecting business technology tools to suit their specific needs, and are often left feeling frustrated and confused by the overwhelming and endless number of options that are available.

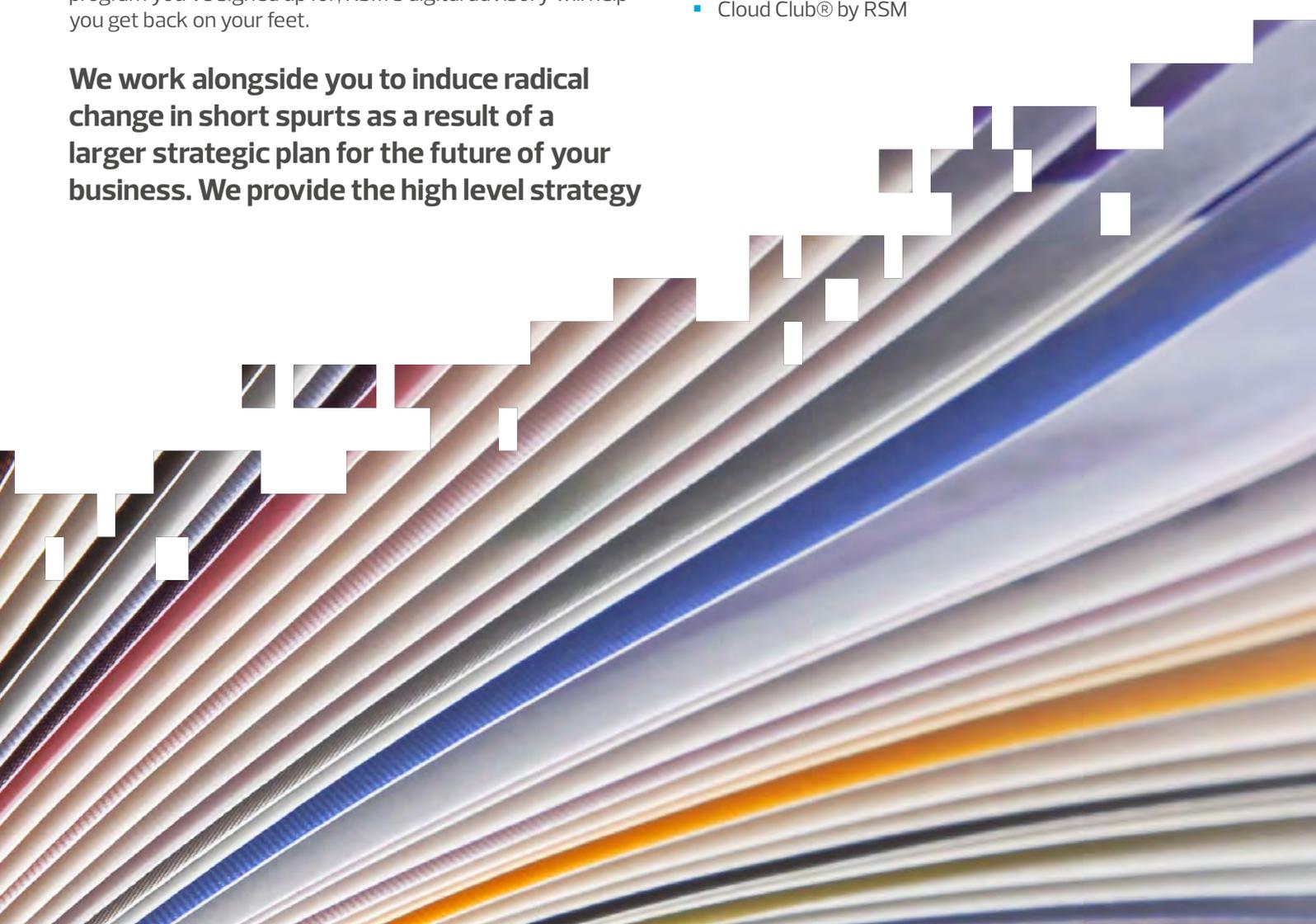
If this sounds like you and you're struggling to update your business with the latest tools and technology, or maybe you're just having a hard time learning the ins and outs of a program you've signed up for, RSM's digital advisory will help you get back on your feet.

We work alongside you to induce radical change in short spurts as a result of a larger strategic plan for the future of your business. We provide the high level strategy

as well as optional implementation and ongoing support for business owners who want everything done for them.

Our range of Digital Advisory offerings:

- Digital Health Check
- System Review
- System Selection
- System Contracting
- System Implementation & Integration
- System Support
- Cloud Club® by RSM



Nina
One of the
RSM team



ERP Consulting – Netsuite

NetSuite is a leading cloud-based business management and Enterprise Resource Planning (ERP) solution, owned by Oracle. It is delivered as a single cloud application solution meaning there is no integration required between any of the core components.

While there are numerous NetSuite modules available, we have outlined the core components below:

ERP

NetSuite Enterprise Resource Management (ERP) provides a comprehensive, modern, real-time solution to manage all your system process needs including multi-entity, accounting, billing, inventory, revenue management, orders, procurement, production, manufacturing, supply chain and warehouse management. This solution is completely cloud-based, used by over 24,000 companies, has built-in reporting and analytics, and delivers strong multi-national and multi-subsidiary capability.

CRM

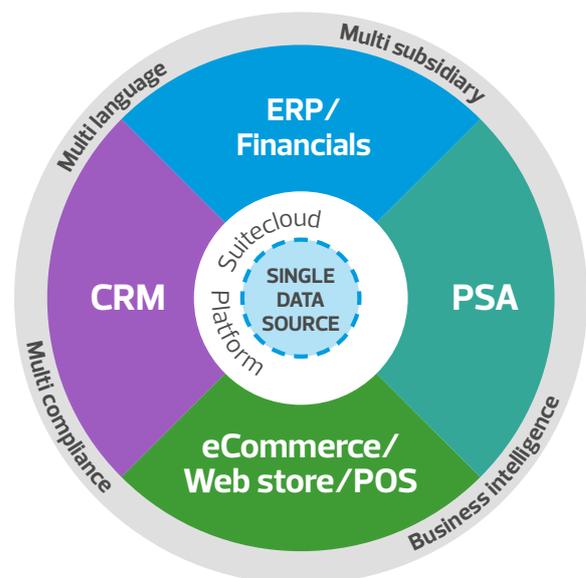
The NetSuite Customer Relationship Management (CRM) solution provides businesses with an all-encompassing view of all your customer and client data. This will enable you to track leads, opportunities, sales, and customer interactions throughout the customer lifecycle journey. Other key features include customer service management, marketing automation, sales forecasting, Sales Force Automation (SFA), and order management.

eCommerce

NetSuite SuiteCommerce is an eCommerce solution built within NetSuite allowing businesses, both business-to-business (B2B) and business-to-customer (B2C) to unify all elements of their online business. This includes integrating sales, managing the online and in-store customer experience, shopping channels, Point of Sale (POS), merchandising, order management, marketing, inventory, ERP and customer service.

PSA

The NetSuite Professional Services Automation (PSA) solution is a service focused module which provides project management, project accounting, timesheet management, expense management and resource management capabilities customised for your business. PSA is built within the NetSuite's solution to display all financial and services information in one single cloud-based platform.



NetSuite delivers one of the best global multi company solution and includes the ability to manage multiple currencies, taxation rules, subsidiaries, languages and other regional compliance requirements. It is used in over 100 countries, supports 50 tax codes and is available in 20 languages.



Tax Services

Experience our understanding of tax governance, specialist skills and industry knowledge which helps our clients see opportunities and fulfill compliance.

Often tax strategies that look good by themselves can be less sensible, even problematic in the context of your whole business.

The RSM international network gives you access to tax specialists with deep industry knowledge and a deep understanding of tax governance, across Australia's trading partner countries.

Our Tax advisory practice will provide personalised services to focus on your total business picture, not just your next return. We can help you define the right overall tax position, designed to save you money in complex tax environments, while at the same time meeting your larger business goals.

Since our tax solutions advisory practice takes a broad overview of a client's business, we can see opportunities that other tax consultants might miss.

Our range of services:

- Tax compliance
- GST consulting and compliance
- Global employer services
- Income tax consulting
- International tax and transfer pricing
- R&D tax incentives
- Tax planning and transaction support
- Tax risk management
- Government grants

We help simplify tax management and oversight while providing global visibility for making informed strategic decisions – all with the ease of working with a international member firm.

We help simplify tax management and oversight while providing global visibility for making informed strategic decisions – all with the ease of working with a international member firm.

Yes, we're sticklers about deadlines and compliance, but our larger goal is tax solutions. Tax issues don't begin and end with tax returns, so our business services keep a constant eye on your company's overall obligations to result in a positive tax outcome.

We alert you to any changes that may affect you and help you to respond in a timely way. Our proactive approach to taxes sets us apart.

In addition to providing ongoing tax advice, we offer a number of specific tax services:

Income tax consulting

Tax advice isn't a one size fits all solution which is why we take an integrated approach. Through our income tax planning and consulting, we'll look at tax consolidation involving formation or acquisition of groups and any debt or equity issues your business may have.

Global employer services

Our team have significant experience in employment tax and expatriate tax matters, often using a technology based approach to provide significant insights, obtain greater assurance, and reduce the compliance burden for our clients.

Tax compliance

Ensure you are compliant with corporate laws by enlisting the taxation services of RSM Australia. Our 360-degree approach to tax compliance means you'll never miss an important deadline as well as reducing the risk of your organisation being hit with unexpected penalties or additional tax.

International tax and transfer pricing

If your business is trading or dealing internationally, you will need to rely on a firm that can help you understand how your business, its cash and any cross border transactions will be affected. Take the stress away and let RSM Australia handle your international tax planning needs.

Risk Advisory Services

Managing business risks

Taking steps to manage risk today ensures you protect your business and its operations in the future.

Risk advisory services to identify and manage business risk.

The Risk Advisory services provided by RSM Australia assist organisations in identifying and managing risks through the integration of their culture, systems, and processes.

In today's increasingly complex and ever-changing landscape, many businesses are becoming more and more vulnerable to the dangers of operational risk, regulatory risk and investigation, reputation risk as well as fraud and corruption.

From improving business processes and assessing risks for business performance, to creating business continuity plans and disaster recovery programs through a detailed risk assessment, RSM offers a wide range of services to identify and manage business risks by developing a business risk management.

Risk assurance and advisory professionals

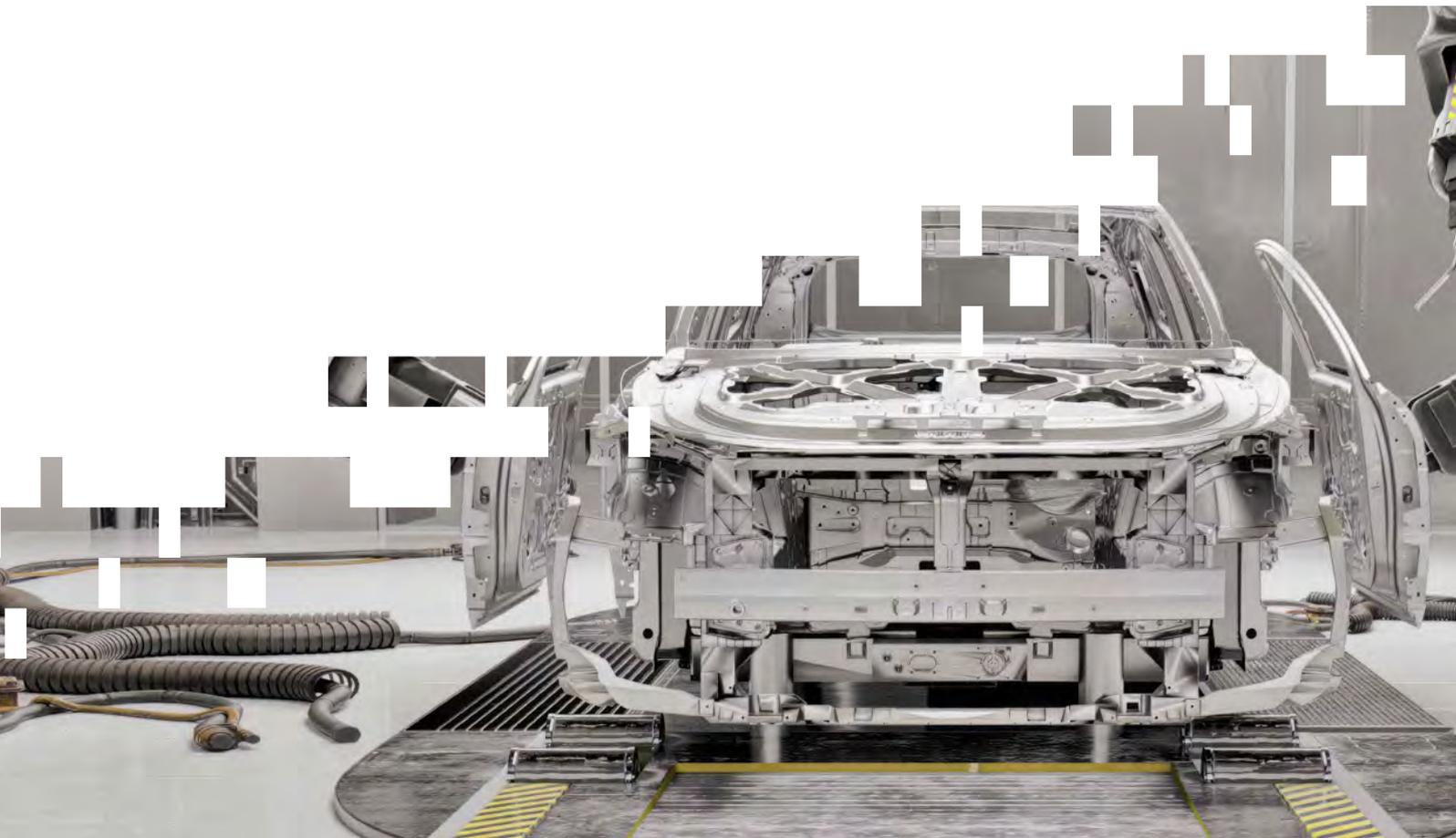
We deliver risk management solutions that increase the resilience and competitiveness of your business, increasing profitability through better risk management.

Our range of services:

- Internal audit
- Environmental, social and governance (ESG) services
- Risk assurance
- Probity advice and assurance
- Fraud and forensic services
- Workplace assurance services
- Cyber security & resilience services
- Climate change and sustainability services
- Business transformation
- Security & privacy services
- Strategy and transformation
- Data analytics

The identification of risk and compliance is an opportunity to prepare a risk strategy, respond and emerge stronger in order to help make decisions, support business performance and objectives as well as prevent loss, damage or harm to the business.

With our risk advisory solutions, we maximize business operations and performance by identifying and predicting threats, and subsequently mitigating risk and resolving imminent threats.



Case Studies



Performance Sailcraft

ILCA / Laser Dinghy Manufacturing

PSA management engaged the RSM Digital Advisory team when they developed issues with data synchronisation between their inventory management and e-commerce platform. RSM was able to refine the setup of each solution so that when the final integration was turned on, the products matched and syncing worked seamlessly.

[Case study link](#)



CleanSubSea

CleanSubSea system fully cleans, captures, contains, and filters biofouling matter that has built up on a vessel's hull

The Research & Development (R&D) tax incentive provided a unique opportunity for CleanSubSea to build and test multiple prototypes of their Envirocart™ system over a 6-year period. CleanSubSea team reached out to the RSM team due to the complexities of the R&D tax incentive. The relationship between RSM and CleanSubSea is now in its sixth year and has taken CleanSubSea from development through to commercialisation

[Case study link](#)



Prinova

Global supplier of ingredients and premix manufacturing solutions for the food, beverage, and nutrition industries.

Prinova Australia was established without a dedicated finance team and without local knowledge and expertise. RSM was engaged to assist the European accounting team with local Australian compliance and payroll matters. Since Prinova's entrance into the APEC market in 2019, RSM has continued to provide advisory and outsourced CFO support for their Australian subsidiary.

[Case study link](#)



Quality Global Supply (QGS)

Food manufacturing business specialising in honey powder.

QGS was working to develop honey products that can sustain astronauts while travelling in space. QGS challenges were centred on the ability to gain recognition and support. Funding is also key, due to the high expense of ongoing research and development. RSM was able to connect QGS with the right networks and individuals to support their growth and development. The RSM R&D tax team deep industry knowledge was key to assisting QGS with effective R&D tax preparation to achieve the best possible return.

[Case study link](#)

For further information, please contact our Manufacturing team at www.rsm.com.au/industry/manufacturing

RSM Australia is a full-service firm, offering services in:

Assurance & Advisory

- Financial statement audits
- Financial reporting
- Regulatory, technical and IFRS advice
- Corporate governance
- Risk and control assurance
- CFO advisory

Business Advisory

- Accounting and business advisory
- Business strategy and development
- Strategic outsourcing
- SME tax compliance and simplification
- Private client and family office
- Superannuation services
- Succession and estate planning

Corporate Finance

- Mergers, acquisitions and business divestment
- Transaction support and due diligence
- Capital market support
- Valuation and expert reports
- Litigation support and forensic investigation
- Financial model construction and review
- Family law

Consulting Services

- Enterprise Resource Planning (ERP) Consulting
- Managed IT services
- Digital advisory

Financial Services*

- Investment advice
- Portfolio management
- Superannuation
- Retirement planning
- Personal risk insurance
- Inter-generational wealth transfer

* Financial Services provided through RSM Financial Services Australia Pty Ltd (AFSL 238 282)

Tax Services

- Tax advisory
- Employment taxes
- Indirect taxes
- International tax and transfer pricing
- R&D tax and Government incentives

CLIENTCHOICE Awards ²⁰²⁴

WINNER

Best Accounting & Consulting Services Firm (>\$200m)

Best Professional Services Firm (>\$200m)

Best Provider to Mining, Oil & Gas

Best Provider of ESG Services: Accounting & Consulting Services

FINALIST

Best CX Firm: Accounting & Consulting Services

Most Innovative Accounting & Consulting Services Firm

Best Provider to Property

Best Provider to Financial & Insurance Services

Restructuring & Recovery

- Corporate insolvency, liquidation and debt solutions
- Personal insolvency, bankruptcy and debt solutions
- Restructuring and Safe Harbour
- Dispute resolution
- Corporate health checks and viability reviews
- PPSA and security reviews
- Asset protection and risk reviews

Risk Advisory Services

- Cyber security and resilience
- Climate change and sustainability services
- Risk assurance
- Fraud and forensic services
- Probity advice and assurance
- Data analytics



Revolutionise your
manufacturing operations
with RSM's industry-
leading expertise

rsm.com.au

RSM Australia Pty Ltd is a member of the RSM network and trades as RSM. RSM is the trading name used by the members of the RSM network.

Each member of the RSM network is an independent accounting and consulting firm, each of which practices in its own right. The RSM network is not itself a separate legal entity of any description in any jurisdiction. The network is administered by RSM International Limited, a company registered in England and Wales (company number 4040598) whose registered office is at 50 Cannon Street, London EC4N 6JJ. The brand and trademark RSM and other intellectual property rights used by members of the network are owned by RSM International Association, an association governed by article 60 et seq of the Civil Code of Switzerland whose seat is in Zug.

© RSM International Association

Liability limited by a scheme approved under professional standards legislation

