



Rob Brauer

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Qualifications & Memberships

- Member, Turnaround Management Association
- Member, ARITA
- Graduate, Australian Institute of Company Directors
- Registered Liquidator
- Member, CA ANZ
- Bachelor of Economics (Accounting), Macquarie University

Rob has more than 15 years experience as a restructuring and turnaround specialist working with directors, boards and lenders to assist businesses of all sizes in financial difficulty or distress.

Rob is an expert in the new Safe Harbour reforms designed to protect directors whilst they undertake a business rescue or turnaround plan. Rob is also a registered liquidator with recent restructuring appointments ranging from the Quintis Group to a variety of mid-market businesses.

Rob has broad industry experience, with particular expertise in mining and mining services, construction and engineering, agribusiness, manufacturing and hospitality gained from in-country assignments throughout Australasia, Europe, the Middle East and the Americas.

Rob has provided expert guidance to a variety of companies, including the performance improvement project of a major mining company to improve cash generation, and a cash flow review of the Middle East operations of a prominent listed group to assess ongoing viability. As a restructuring expert, he has provided independent business reviews of more than 50 businesses, including some of McGrathNicol's most complex investigating accountant assignments.

Engagement Experience

Advisory

- Forecast review on behalf of the board of an ASX-100 engineering group with concerns following multiple profit downgrades. Included in-country reviews in China, UAE, UK and USA.
- Performance improvement project of 'blue chip' mining company to identify new initiatives to improve short term cash generation.
- Cash flow review of Middle East operations for the board of an ASX listed construction group to assess ongoing viability and funding gap.
- Company advisor leading refinance negotiations on behalf of franchisees.
- Co-project lead for solvent wind down and exit of UBS Wealth Management business from Australia.
- 'Health check' review of rapidly growing construction business to provide guidance on appropriate governance, risk management and reporting changes.
- Multiple solvent creditors' schemes of arrangement for insurance companies in run-off.
- Investigations into alleged employee fraud and asset misappropriation.



Turnaround and business rescue

- Turnaround advisor to on-line retail business with falling revenue and poor management performance.
- Turnaround advisor to Australian operations of international steel trading business.
- Advising the board and shareholders on the operational turnaround and sale of large child care provider.
- Multiple safe harbour reviews to advise on eligibility and better outcome assessment for multiple businesses.

Restructuring

- Independent business reviews
 - Large WA based construction company with large contract losses
 - ASX-listed mine equipment manufacturer which included in-country reviews in Peru, Chile, Colombia and the USA
 - Aquaculture business and exporter to China with liquidity shortages
 - ASX-listed engineering group including in-country reviews in Peru and Canada
 - Hospitality group with series of hotel and restaurant premises
 - Mining construction and maintenance business in Port Hedland, WA
 - Middle East operations of the Hastie Group
 - Large music retailer
 - Regional mining services (drilling) company
 - ASX listed cotton ginning and marketing company including review of hedge book and inventory finance facilities
 - Recruitment/job services provider with operations in Australia and UK
 - Concrete manufacturer
- Insolvency appointments
 - Quintis Limited – joint Receiver and Manager (sandalwood MIS)
 - 'Matisse Beach Club' - Voluntary Administrator (1,000 pax premises)
 - Tribute Group receivership (comprising large regional accommodation, mining services and commercial laundry businesses)
 - Continental Coal Ltd - Provisional Liquidator and Liquidator
 - Range of mid-market voluntary administration and liquidation appointments across multiple industries such as construction and mining services
- Advising the banking syndicate of Babcock & Brown International on a successful financial restructure of a \$3bn debt.
- Managing the receivership and sale process for several of Commander Communications' (an ASX listed telecommunications company) businesses.
- HIH Group liquidation and schemes of arrangement focusing on the strategic collection of \$500m reinsurance recoveries via negotiation across Australia, Europe and UK.
- Bank secondment to corporate agribusiness team as a senior relationship credit manager principally managing rural supplier and winery customers.
- Bank secondment to review every performing corporate file and re-assess risk grade and adequacy of provision.