



Collins
Hume

Strategy360

Unlock the difference between industry average
results and industry-leading benchmark businesses



This Is Us

Collins
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Strategy360

collinshume.com/360

Our Purpose and Core Values

You, that's all we focus on. You, your family, your wealth, your business and the legacy you (and we) leave. That's it.

At Strategy360 by Collins Hume, we know that trust is earned by doing the right thing – not just some of the time, but all of the time.

With routes that trace back to almost 50 years of continued operation, we have been earning the trust and respect of our clients, colleagues and community for many years.

Our clients represent a broad range of industries, and they are the backbone of our business and the communities they operate in.

We help improve the value of their businesses and aim to enhance their lifestyles. We do this by being their most trusted adviser.

Our purpose is to inspire business owners to achieve success in powerful and meaningful ways.

We believe there has never been a more exciting time to be in business. By partnering with and inspiring business owners to achieve extraordinary results, collectively we build stronger communities, change lives and create a better world.

Giving.



Always give more than we receive.

Inspiring.



Today and every day, we will inspire others to achieve their best.

Caring.



We care for our team, clients and everyone we connect with.

Lifestyle.



We work to live, not live to work. Make it enjoyable and meaningful in every way.

Achieve business and lifestyle success

Just as elite athletes rely on expert coaching teams to unlock their potential, businesses can achieve greater success with guidance from an experienced advisory firm.

Collins Hume are highly sought-after Business Advisors that help business owners implement plans and actions that add value to their businesses.

Our holistic business solutions help business owners:

- Increase the financial returns they earn from their business
- Grow the valuation of their business, de-risk and reduce owner reliance
- Prepare their business for sale or transition
- Tap into mentoring to provide direction, accountability and knowledge to assist in reaching their business goals.

Our tailored services simplify the complexities of business, partnering with you to focus on achieving meaningful and worthwhile outcomes, specifically:

- Improving cash flow and profit performance
- Increasing the value of your business
- Enhancing the lifestyle outcomes you experience from owning a business
- Harnessing your purpose and legacy.



Business Advisory and Strategic Services

Business Improvement and Planning

Business planning involves analysing and fixing key risk and value drivers in your business that, when addressed and resolved, will protect one of your major sources of income and wealth – Your Business!

Rather than focusing purely on the numbers, our Business Improvement and Planning services take a holistic approach, examining your entire business to address underlying issues.

These services cater for small and medium enterprises, mid-sized and multi-owner businesses to reduce risk and improve performance.

Financial Modelling & Performance

These services offer support in managing a company's financial performance, ensuring financial stability, meeting growth demands and controlling operating costs through effective financial modelling, risk management and scenario analysis.

These services deliver accurate, timely financial reporting and insights aligned with your financial objectives, empowering you to focus on business growth. They address key financial elements essential for building a high-performing, industry-leading business through robust financial modelling and performance management.

Board of Advice

Understand the true value of your business and receive personalised support to increase that value.

Through expert advice and a structured framework, our Board of Advice program helps business owners address strategic and operational challenges, build management skills, and implement growth, value improvement and succession planning strategies. The program ensures that owners gain clear understanding of their business value while receiving ongoing guidance to execute business success.

Business Advisory and Strategic Services

Business Valuations

Our Business Valuation Services will show you the true value of your business and is crucially updated to highlight changes over time. The key outcome is an accurate, thorough valuation assessment of your business.

We use comprehensive industry valuation data and expertise to pinpoint areas where you can improve business value.

With 'what if' and 'revaluation' analysis technology, we create a plan for you to get to (or exceed) your desired business value.

Succession Planning

We help business owners develop succession plans that align with their goals, ensuring a smooth transition while protecting business value.

A carefully planned exit strategy or succession plan considers all aspects of your business to help you achieve your ideal outcome. It focuses on minimising risk, selecting the right leaders to take over, and making strategic decisions that enhance your business's value, maximise its sale price, and facilitate a seamless transition.

Sounding Board, Mentoring & Coaching

Our mentoring services provide business owners and managers with expert guidance, accountability and a fresh perspective on challenges and opportunities at all stages of their careers.

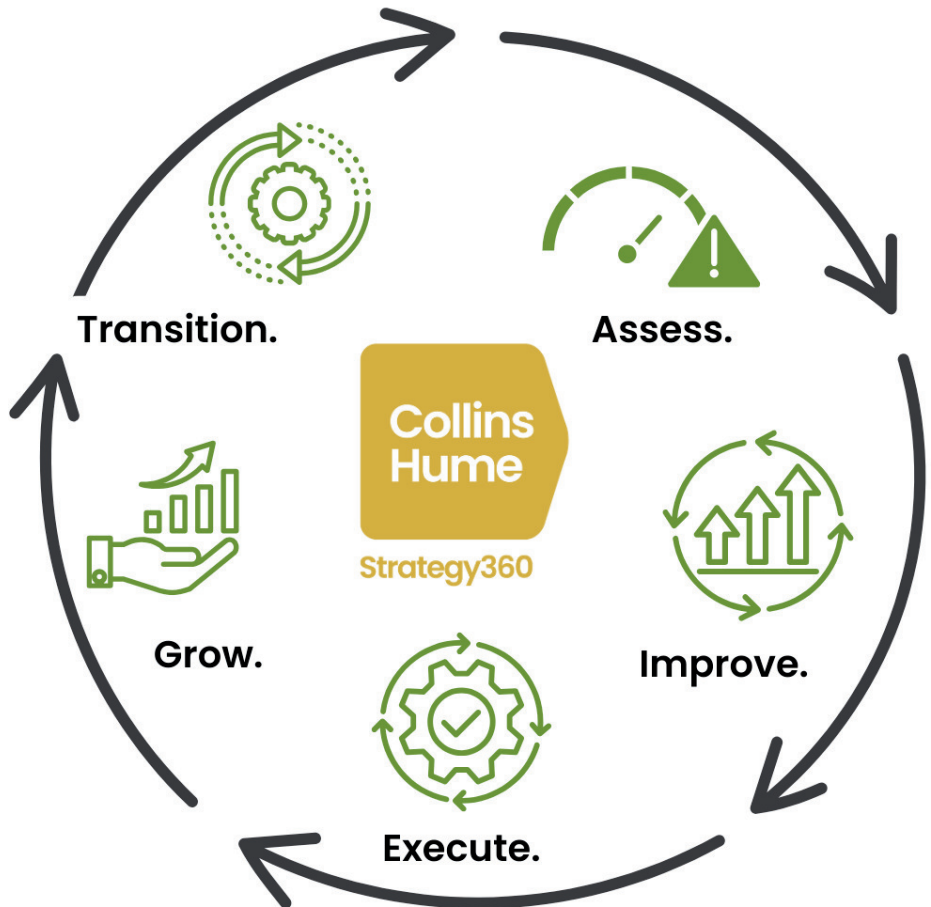
These services help navigate challenges, make informed decision, and gain alternative viewpoints that support strategic progress and business growth.

Resources & Technology

Our integrated services bridge the gaps across business improvement, risk mitigation, resilience, valuation growth and strategy execution.

We underpin our expertise and experience with robust technologies that enhance our service capabilities, including:

- Diagnostics & Benchmarking – Identifying key business performance drivers
- Comprehensive Industry & Valuation Data – Ensuring informed decision-making
- Accountability for Strategies, Goals & Actions – Keeping your business on track.



Creating ongoing value – we're with you throughout your business journey



Leadership

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Your Strategy360 Team

With a diverse background in management, business consulting, coaching and mentoring, our team's expertise spans financial performance improvement, growth, value enhancement and succession planning.

With over 100 years of collective business and professional experience, you are in good hands with our Strategy360 specialists.

No matter where your business is located, our team can work with you either in-person or remotely. We have the capability to partner with businesses locally, nationally and globally.

Specialist Skills

Our team comes with broad experience as business owners and operators, and lived experience with business success, challenges and overcoming commercial adversity, the team at Strategy 360 delivers a unique blend of skills and insights to businesses, both local and beyond.

Our advisory lead, Nathan McGrath, brings notable experience, having held General Manager and Director-level positions across diverse industries, including distribution, property, manufacturing and telecommunications.



Nathan has served in both corporate and small and medium enterprise (SME) environments, as well as a decade entrenched as an advisor to business and industry under federal government programs.

Nathan's qualifications include an MBA, Diploma of Financial Planning and completion of the Foundations of Directorship program at the Australian Institute of Company Directors.

Meet all our team at collinshume.com/team

Our Mutual Commitment

We believe in teamwork, collaboration and taking the time to understand you, your business and your lifestyle goals.

To be successful, the relationship with our clients must be a two-way street.

Our Promises to Our Clients

- To engage with a happy, positive attitude
- To provide certainty in delivery and value in our services (when we commit, we keep our word)
- To offer solutions, we think and act innovatively
- To treat our clients with the respect they deserve.

Our Clients' Promises to Us

- To engage with a happy, positive attitude
- To be organised and respond to the value proposition
- To settle our fees within our terms (we are proud of the value we provide and don't hide behind our invoices)
- To treat us with respect — our team works hard every day and always do their best.

Our Promises are Supported by Minimum Service Standards

- We return phone calls within 24 hours
- We respond to emails within 72 hours
- If we cannot meet a deadline, we reassess and advise you
- Where we need to consult or provide more complex advice, we set realistic timeframes and communicate these
- We only provide advice when it is supported by the required skills and experience within our Team.

Our Impact and Legacy

At Collins Hume, success is about more than financial growth — it's about creating a meaningful, lasting impact.

We are privileged to live and work in one of the most beautiful and prosperous regions in Australia. Every day, we strive to give back to our community and support its ongoing success.

But our impact doesn't stop there. Through initiatives like 1% for the Planet and BIG1, every time you work with Collins Hume, you contribute to global change.

From providing clean drinking water and educational support to helping farmers sustain their livelihoods, our mission is to create a legacy of generosity and purpose.

Together, we've supported giving impact initiatives, including:

- Helping visually impaired individuals regain sight
- Providing support to subsistence farmers worldwide
- Bush regeneration to encourage and sustain native fauna habitat.

Every interaction with Collins Hume fuels a greater purpose.

We are dedicated to building a better world — one where businesses not only thrive but also leave a meaningful impact on society and future generations.



Discover more at collinshume.com/legacy

Let's Talk

Let's Build Something Great Together

Every business journey is unique and, at Collins Hume, we're committed to guiding you every step of the way.

Whether it's strategic business insights, performance optimisation, or advisory support, our team is here to help drive results.

Stay Up-to-date

Jump onto our website to sign up for free updates from Collins Hume.

Get in Touch

Let's start the conversation and explore how we can help your business thrive.

02 6686 3000

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Strategy360 by Collins Hume

strategy360@collinshume.com.au

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