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Robert is the Managing Partner at Nexia Edwards Marshall and is a Partner within the Business Consulting and Taxation divisions.



Scan the QR code to download Rob's digital business card.

Prior to his employment with Nexia Edwards Marshall, Rob was an Associate Director, Corporate Finance at KPMG and an Associate Director, Corporate Banking at NAB. Rob has also spent six years in London and Dublin working in corporate finance and banking roles for Citigroup and the Bank of Ireland.

Rob draws on his extensive commercial experience to provide sound strategic advice to assist his clients in maximising their business performance. Rob specialises in corporate finance, strategic planning, taxation and accounting services to clients in a broad range of sectors.

Expertise

- Business Consulting
- Corporate Finance

Formal Qualifications

- Bachelor of Commerce, University of Adelaide
- Graduate Diploma of Applied Finance and Investment, Financial Services Institute of Australia
- Member, Chartered Accountants Australia and New Zealand
- Fellow, Financial Services Institute of Australia
- Associate, Tax Institute of Australia

Why Nexia Edwards Marshall



A culture of success

We hire a diverse range of individuals for their ability to ask the right questions, listen actively and analyse deeply to spot missed opportunities.



We'll get you there

We're a top 20 global network, already on the ground in over 120 countries, and have offices in every mainland state and territory in Australia.



The specialists you need

We offer over 30 sector and service specialties, from property and construction, healthcare, professional services and many more.



Ready for what's next

We equip our team with the vital skills to thrive in tomorrow's world, so we can guide you to success, no matter what this looks like.

Corporate Finance

Rob has assisted clients regarding business sales and acquisitions, debt advisory, due diligence, valuation and strategic planning. These assignments have involved clients of various sizes from small to medium enterprises to large listed and multi-national organisations.

Business Consulting

Rob services a broad range of business consulting clients providing taxation, accounting services, succession planning, business improvement strategies and general business advisory services. These clients range in size from small to medium enterprise to large multi-national private businesses.

Experience

Rob excels in assisting clients to develop strategies to improve their business, generate wealth and achieve both business and personal goals. Rob draws on his broad experience in accounting, taxation, corporate finance and corporate banking to ensure that a well considered approach is applied to every situation.

Assignment	Process and outcome
<p>Advised shareholders on the sale of a privately owned business.</p>	<p>Rob project managed the sale process including assistance with the preparation of the business for sale, the preparation of information memorandum or teaser documents, buyer identification (both nationally and internationally including private equity firms and trade), managed due diligence process, provided assistance to prepare appropriate data room information, assist with the terms sheets, sale and purchase agreements and transaction negotiation. Rob also advised the client on tax structuring and valuation issues to ensure they achieved a great result.</p>
<p>Engaged to advise shareholders on the acquisition of a new business.</p>	<p>Rob researched and identified acquisition targets and then approached the target on behalf of buyer. Once the target was determined Rob managed the due diligence process, assisted the buyer to assess business value, lead negotiation, drafting term sheet and business sale documents.</p>
<p>Assisted a client with undertaking a strategic review of their business.</p>	<p>Rob understands the importance of having a strategic business plan. The review commenced with the facilitation of a workshop followed by preparation of an action plan and providing ongoing assistance and coaching to execute the action plan. Key issues generally addressed included business improvement (e.g. margin analysis by product or service, working capital efficiency, benchmarking, marketing, identification of key performance indicators and human resource management), succession, business sale strategies and tax planning.</p>
<p>Assisted a number of clients to start up a business.</p>	<p>Rob has worked closely with a number of start-up businesses to establish accounting systems and procedures and to ensure all regulatory and compliance obligations are being met. In addition, he has assisted start-ups to achieve growth to assure the financial sustainability of the business.</p>