



Grant Thornton

An instinct for growth™

# Growth and its challenges in the middle market

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Grant Thornton Australia

# About me...

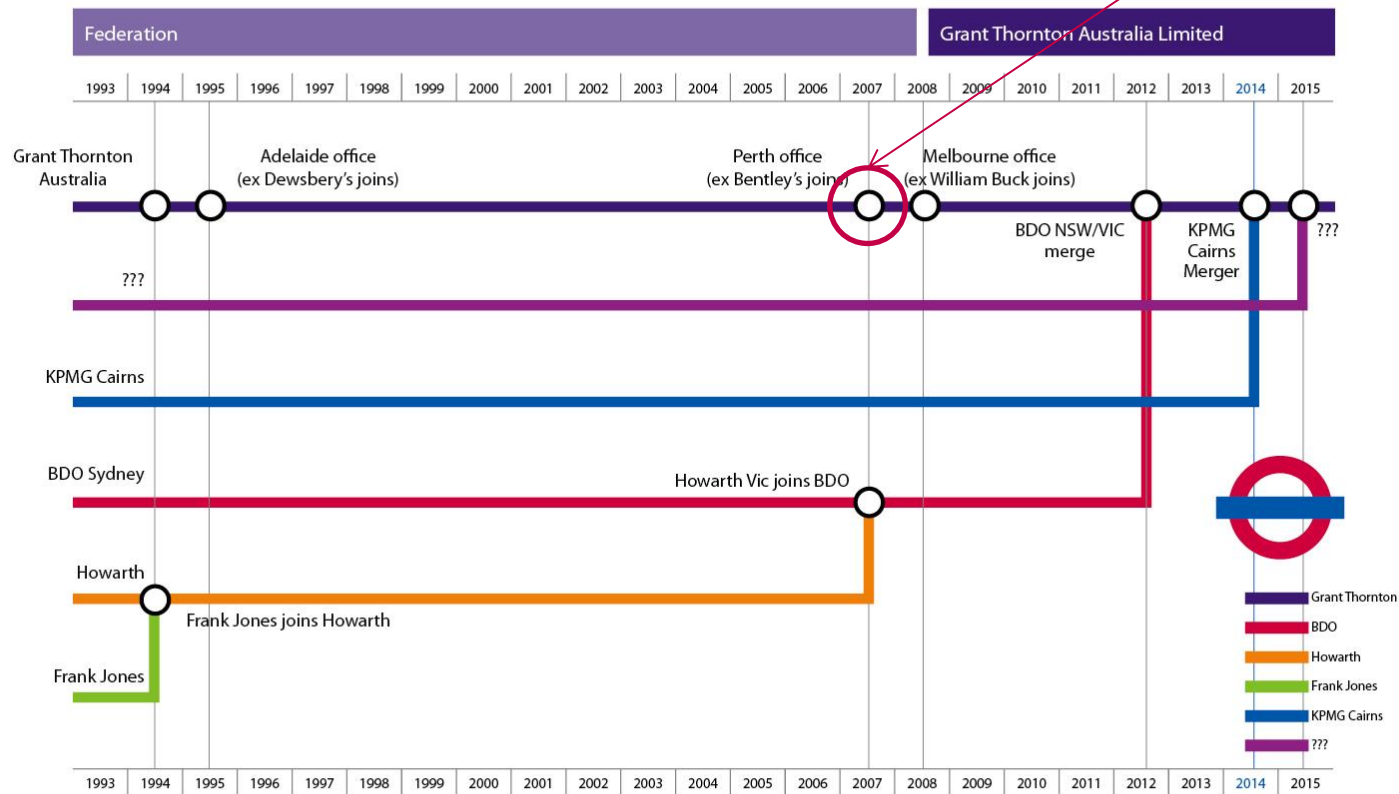


- Commenced at Grant Thornton in 1997
- Admitted to partner in March 2000
- Joined Brisbane firm leadership team in March 2001
- Appointed national head of Privately Held Business in 2005
- First elected Board member of Grant Thornton Australia Limited in 2010
- Appointed managing partner Queensland in 2013

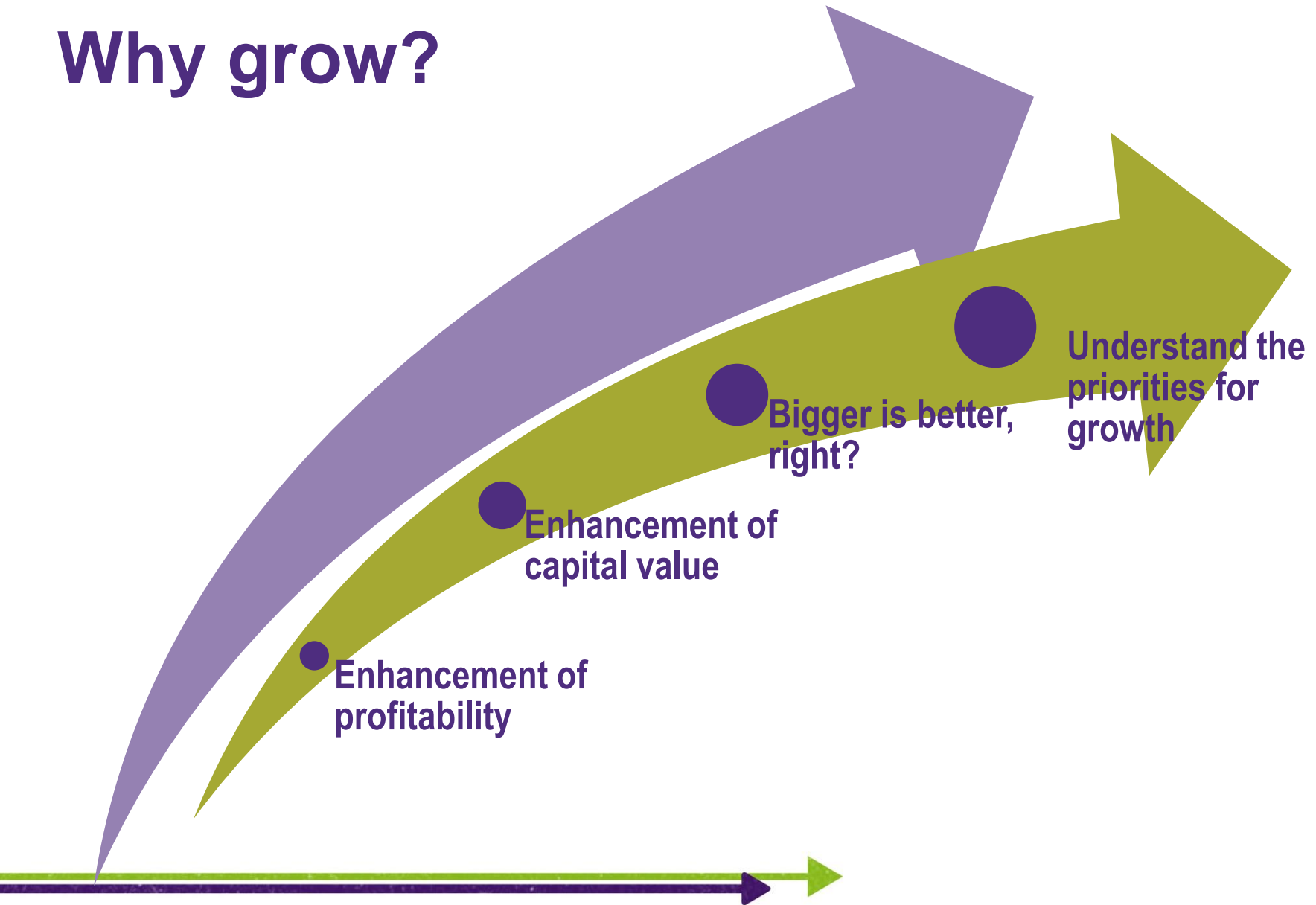


# Our Grant Thornton Journey...

National merger



# Why grow?



# Growing what?

**Revenue**

**Profits**

**Returns**

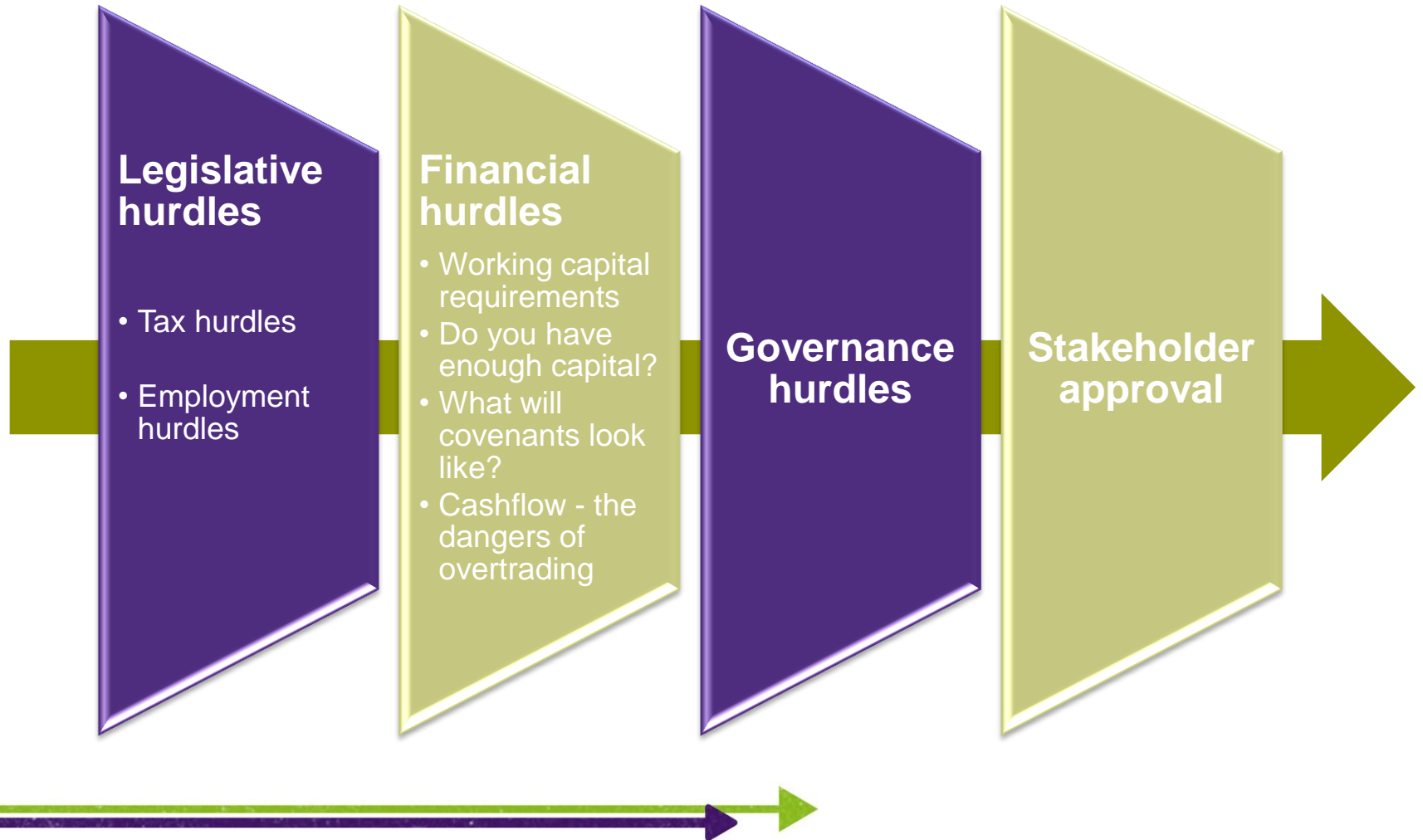
**Volumes**

**Organic growth  
vs acquisitions**

**Expenses**



# What are growing pains?



# How to plan?



# Tips



No position of monopoly lasts for very long

You should aim to beat your competitors of tomorrow

Surround yourself with knowledge

No one should know your business better than you

Understand where you should be playing to win



# Questions?

