



# Food Manufacturing and Business Services



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We are one of the largest providers of professional services to the South Australian agriculture and food sector. Our team has a deep affinity with the sector built from their close working relationships with family food businesses, specialist knowledge gained from our experience with the value chain and our long-standing relationships with key industry bodies and stakeholders.

*In the challenging food, drink and consumer products sectors, manufacturers and importers are adapting to fast-changing business conditions through innovative product development, new technologies, supply chain enhancements and business acquisitions and divestments.*

Creating a strong brand identity, battling for shelf space, leveraging new product categories and growing the customer base are also core concerns for consumer product companies.

Increasingly, successful industry participants acknowledge the role of professional advisers in refining their business strategies and executing their plans. They know that the best advice is based on solid industry experience.

Our team has first hand experience in dealing with farmers, governments, exporters, investors and industry bodies, along with knowledge of the practice, technological, regulatory and operating environment of the Australian food sector.

With years of knowledge, expertise and passion that comes only from 'hands on' experience, our team services the needs of family run food businesses, large internationally operated primary producers to local and foreign investors looking to capitalise on South Australia's booming food sector.

We treat our clients' businesses as if they are our own: we get the job done, solve problems, open doors, and come up with new ideas.

With our global reach, capacity and breadth of experience, we take our role seriously – to be an adviser our clients can relate to and understand, providing simple, uncomplicated answers to complex and complicated issues.

We work with leading clients in the food sector and consumer product companies. These clients depend on Moore Stephens to augment their internal capabilities and obtain a fresh, independent perspective on important strategic and operational issues.



From paddock to plate  
Moore Stephens operates  
and advises across all  
industries within the food  
business value chain.

### How we work with you

- Complying with reporting and regulatory obligations
- Exploring market entry and expansion opportunities
- Seeking investment opportunities and finance
- Identifying government grants and concessions
- Evaluating debt and equity levels
- Considering succession and ownership transition options
- Reviewing the economic viability of a business or project
- Identifying areas for performance improvement
- Evaluating product costing and pricing strategy
- Execution of the business plan
- Seeking Research and Development Funding
- Performing an external or internal audit
- Understanding implications of the government's climate change initiatives
- Preparing for sale or public listing

### Our experience

Moore Stephens has supported a number of leading food organisations at varying stages of their business across multiple service lines. We have worked with the following food and agribusiness:

- Large bio-dynamic dairy
- Award winning cheese manufacturers
- Large potato processing plant
- Large seafood processing plant
- Award winning small goods producer
- Retail chain of fine food stores
- Large regional ice-cream producer
- Producer and packer of citrus products for domestic and export markets
- Leading name bakery
- Specialists in food value adds and contract packing
- Vegan food and drink manufacturer
- Craft brewery
- Viticulturist and wine makers
- Fruit and vegetable producers
- Large innovative packaging company
- Organic fermented health food manufacturer
- Gourmet snack company



## Moore Stephens South Australia & Northern Territory

Our partnership with the highly respected Moore Stephens International network, one of the strongest and well-respected private accounting firms in the world, delivers us the expertise, support and capabilities of a global network, whilst allowing us to retain the agility of a local business.

We are a member of Moore Stephens Australia which gives us access to significant experience and knowledge from professionals nationwide, including dedicated technical experts in all area of audit, accounting and business advisory.

Moore Stephens services clients from small to medium enterprises, large private company groups, not-for-profit entities, subsidiaries of international companies, publicly listed companies and high net worth individuals and includes market leaders in many sectors of Australian business.

The commitment of Moore Stephens is to constantly innovate and exceed the challenges presented by the ever-changing business environment. At Moore Stephens we are a dynamic and energetic group whose advice and assistance will always endeavor to exceed your expectation and will change your view of the accounting profession.

Our integrated services are designed to help clients grow, realise and protect both their businesses and their private wealth. We work with our clients to help them meet the challenges they face every day, aspiring to be their first choice for all of their business and financial needs.

With 12 Directors and a team of 50+, Moore Stephens South Australia & Northern Territory offers a comprehensive range of services in the areas of:

- Business Advisory
- Corporate Advisory
- Corporate Bookkeeping
- Debt Advisory
- Risk Management
- Self Managed Superannuation
- (SMSF) Advisory
- Taxation Consulting
- Audit and Assurance
- Corporate Governance
- Forensic Accounting
- Business Succession Planning

## Contact information

If you would like further information on any item within this brochure, or information on our services please contact:



### Tim Sargent

With formal qualifications in accounting, marketing and human resources, Tim works closely with his clients in all facets of their business to ensure they stay on track and achieve their financial goals.

Actively participating in his clients' management and board meetings, Tim plays a pivotal role in their ongoing strategy and future direction. As an independent and objective source of advice, his longstanding relationships with clients are developed solidly on an honest and candid approach.

### Professional Background

With a passion for food business that spans nearly two decades, Tim is the lead Director of food services at Moore Stephens SA. Tim's responsibilities include helping clients within the industry to respond to change (technological, economic and social) as well as identify opportunities for growth and profitability. From dairy manufacturers to large seafood processing plants, Tim works with a variety of food clients and is recognised as South Australia's pre-eminent accountant and advisor to the industry.

#### Technical Capabilities

- Strategic and business planning
- Business mentoring
- Implementation and monitoring of key performance indicators
- Product costing
- Human resources
- Finance management review
- Corporate governance

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