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Friday, August 12, 2016

(Room 1)

9:30 - 10:30 Business and Financial Considerations for Practice Buildings and Expansion cutting through complexity

# Business and Financial Considerations for Practice Buildings and Expansion

12 August 2016

# Agenda

- **Practice alignment on Strategy**
- **Financial Considerations and Bank Funding Requirements**
- **The Procurement Process**
- **Practice Mergers and Acquisitions**
- **Questions and Answers.**

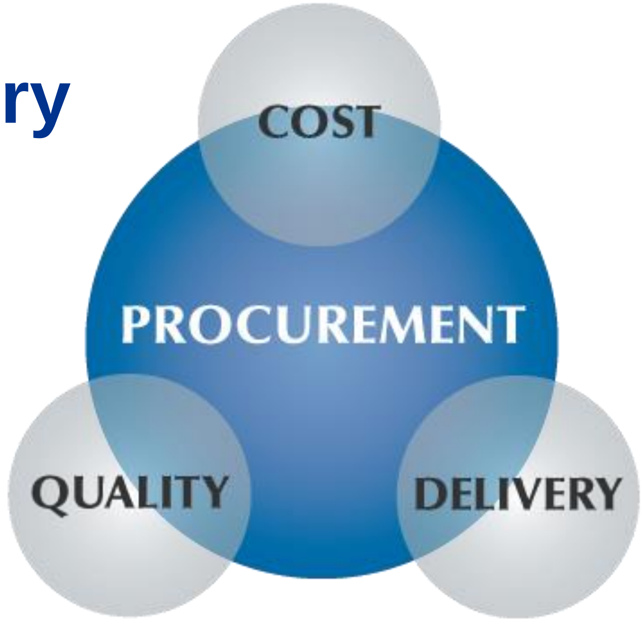
# Practice alignment on Strategy

- Leadership/ Governance/ Independent advice
- Why is a new building or expansion being considered?
- Succession Planning/ Retention
- Alignment with Equity Holdings
- Passive shareholders
- Financial sustainability

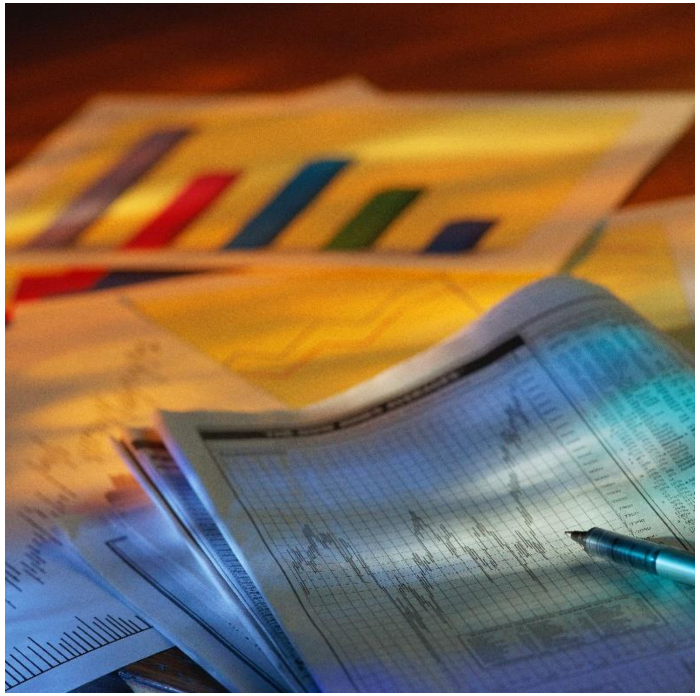
# Financial Considerations & Bank Funding Requirements

- Financial considerations
- Starting with the right team
- 3 parts to “show me the money”

- Independence/ governance is key
- Fit for purpose project management
- Medical expertise is relevant
- Power of you network
- The right cost, Quality & Delivery



- **What are you buying or selling?**
- **Why are you buying or selling?**
- **Other Due Diligence considerations.**



# Questions & Answers

# Thank you

Presentation by Andrew Hawkes & Benjamin Badger

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