



[riseqconsulting.com](http://riseqconsulting.com)



Curious by nature,  
strategic by design.  
Growth | Value | Trust

Capability Statement

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RiseQ Consulting acknowledges the Traditional Owners of Country throughout Australia and their connections to land, sea, and community. We pay our respects to Elders past, present, and emerging, and extend this respect to all Aboriginal and Torres Strait Islander peoples.

# Introduction

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## Welcome to Rise Q Consulting Pty Ltd.

Our Corporate Advisory firm works with organisations who are passionate about what they do and looking to grow, innovate and differentiate.

Our clients know they can rely on our team's uncompromising integrity and pursuit of excellence.

RiseQ's integrated service to develop and support the execution of growth strategies, raising the necessary capital to fund growth, and establishing channel partnerships to enhance growth is how we create lasting value and effect positive changes.

With offices in Perth and Sydney, we are well positioned to service the Australian market from coast to coast.

“Only those who will risk going too far can possibly find out how far one can go.”

T.S. Eliot



# RiseQ Services

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# Growth Strategy & Execution

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Strategy is about making choices – that improve the odds of success. At RiseQ we assist you with defining your options and making informed choices!

With a rare combination of globally renowned approaches, our insights, expertise and experience in applying these techniques to robust and structured challenges and analytical and creative thinking will lead to higher-calibre choices aligned with your growth & performance drivers and organisational capabilities.

Execution is the next step to improving the odds of success. We will support you to execute strategies, create robust analytical frameworks and lay the groundwork for success via team alignment, priority setting and outcome definition by playing an active role in the organisation an advisor or board member.

## Contact us if your business is:

- Rapidly Growing
- Re-inventing, Pivoting, Accelerating or Restructuring
- Seeking Capital or Entering New Markets

and you are looking for integrated support in strategic thinking, access to capabilities and differentiated access to funding.



“Strategy is  
a commodity,  
execution is  
an art.”

Peter Drucker

# Commercial Advisory

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RiseQ's integrated methodology to fund Growth Strategy is predicated on rigorous financial management that gives capital providers confidence that their funds are being managed effectively.

We access Capital through Government, family offices, and our affiliate network. Our Virtual CFO service offers the essential framework needed to manage and communicate to all stakeholders on how the capital has been deployed.

- **Virtual CFO**
- **Grant and R&D Tax Incentive**
- **Capital**

Our **Virtual CFO Service** is an integrated approach aligning with your Growth Strategy objectives and creating value by ensuring untapped sources of non-dilutive funding are fully utilised.

A Virtual CFO service is best suited to companies who are experiencing rapid growth and need to fill an essential capability gap quickly with a short-term executive level capability.

Rapid growth inevitably leads to more complexity, demand on cashflow and a higher need for accurate and timely reporting information.

This is a vital time for Growth Businesses to ensure all available non-dilutive funding sources are explored (government grants, R&D tax incentives, private short-term debt), manage cashflow and embed robust reporting structures.

## Contact us if your business needs:

- Financial Strategy.
- Cashflow Management.
- Budgeting & Forecasting.
- Financial Reporting.
- Reporting System Implementation.

**Government grant programs** promote key initiatives for Australia and the States, provides a form of non-dilutive funding for founders, and reduce investor risk by providing more “bang for their buck”.

RiseQ methodology looks for alignment between your Growth Strategy, business model and Government growth initiatives ensuring a win-win scenario. This approach makes Government funding a key pillar of your capital stack.

We focus on the R&D Tax Incentive, complex high-value grant funding programs and market led proposals. RiseQ's will assist you undertaking step change innovation to access these funds.

## Contact us for support with:

### • **Government Grants for:**

- Commercialisation,
- Modernisation,
- Decarbonisation,
- Market Led Proposals.

### • **The R&D Tax Incentive focused on new or improved:**

- Products,
- Processes,
- Services,
- Methodologies.

RiseQ and our affiliate partners can support the capital requirements of your Growth Strategy through **Equity and Debt Capital**.

Our extensive global network allows us to match the “right” Equity Capital for your business. Aligning an investor to your Growth Strategy creates unexpected opportunities and exponential returns.

Debt Capital, being a cheaper alternative to Equity Capital also offers a form of non-dilutive funding to optimise your capital stack. This is a viable option to fund your Growth Strategy however it is essential to have robust cashflow projections and cashflow management to ensure that your debt is managed responsibly.

RiseQ and our affiliate partners provide this integrated approach to supporting your debt requirements.

**Contact us for support with:**

- Debt Capital,
- Equity Capital.

**“Restoring responsibility and accountability is essential to the economic and fiscal health”**

Carl Levin



# Channel Partners

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Through our national and international networks, RiseQ provide strategic introductions to new partners and customers who align with your Growth Strategy market initiatives. We will support you from introduction to contract execution stage to improve your odds of success.

Clients can enjoy accelerated growth timelines and greater profits through expedited access to customers and new markets. We will also cover any capability gaps needed in the scouting, selection, planning and execution of the opportunity.

RiseQ recommends our Channel Partnership offering to any client who is ready to and intends to scale within the next twelve months.

## Contact us for support with:

- Accessing new national and international markets.



“The best way to predict the future is to create it.”

Peter Drucker



# Affiliates

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Based in Perth, Western Australia, Ingwe Capital is a privately-owned investment, advisory and property development group.



Sonam Capital is a boutique Subiaco finance broking firm dedicated to confidence, empowerment, and peace of mind when it comes to your needs.



International Enterprise Facilitation®

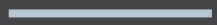


EMJ is a boutique corporate advisory firm providing restructuring, administration, and liquidation expertise to SME businesses in Australia.



Letizia Palmer Chartered Accountants provide taxation, superannuation, accounting, and business advice services throughout Western Australia.

# The RiseQ Team





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Gerhard Vorster  
Chairman and Partner

Gerhard is an internationally sought-after business consultant who is renowned for his expertise in helping organisations position themselves for success.

He skilfully combines pragmatism and out of the box thinking to guide businesses through periods of transformation and expansion – working directly with boards and senior leaders to identify and maximise opportunities.

Gerhard's 30-year career has included global roles with Deloitte Australia, including Chief Strategy Officer for Australia and the Asia Pacific. Prior to this, Gerhard was the Managing Partner (Consulting) for the South African, East Asian, Asia Pacific and Australian practice regions.

Strategy & Growth, Innovation & Design Thinking, Turnarounds, Leadership, Data Analytics & Digitisation and Repositioning & Releasing Value out of Organisations are specific interest areas where he excels.

Gerhard has broad experience in the Mining, Oil & Gas, Banking & Securities, Automotive, Professional Services, Innovation, Telecommunications and Media sectors.

He holds a Bachelor of Science in Civil Engineering from the University of Pretoria) and a Master of Business Administration from the University of Potchefstroom (Cum Laude).

In addition to training as a professional civil engineer, Gerhard has completed several executive education programs at world-leading business schools.

Close affiliations with RMIT College of Business, Good Design Australia and other national & international initiatives continue to foster Gerhard's lifelong love of learning and innovating.

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John Grohovaz  
Partner

John is an established business leader, innovation strategist and investor with world-renowned expertise in Strategic Finance, Management Accounting and Commercialisation.

His successful track record in developing thriving corporate entities, securing capital, commercialising novel products and services, and bringing business concepts to life spans three decades and five continents.

John is highly regarded for generating innovative solutions to business problems, adeptly challenging the status quo and championing the value of diversity.

This high-value skillset has enabled John to work seamlessly across myriad industries including technology, manufacturing, banking and media, during which time he developed deep commercial networks in Australia, South Africa, Europe, the USA and Singapore.

BMW, Ford, Deloitte and PwC feature in John's global portfolio of employers and clients.

He has a Bachelor of Commerce in Economics from the University of Cape Town, an Advanced Diploma in Tax from the University of South Africa and is a registered Chartered Global Management Accountant (1-IXVL).

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Ben Berthon-Jones  
Partner

Investor, advisor, mentor and director are some of the hats Ben wears when he sets his sights on helping people, their organisations and the wider community to prosper and grow.

He specialises in business development and innovation funding, and brings an extensive network of institutional and private investors to the team.

Ben honed his commercial acumen while working in a range of business development and growth roles in the Media (WA Business News), Professional Services (PwC) and Technology (Alerte Digital Health & Hiremii) sectors over a 15-year period.

He is accomplished at developing innovative and progressive growth strategies, and counts his participation in the creation of PwC Align — a world first for PwC in which the firm brings new technology to clients by partnering with start-ups — as a career highlight.

Ben is an advisor to the Royal Perth Hospital Medical Research Foundation and a former Board member of Kalparrin, a not-for-profit that seeks to improve the lives of children with special needs and assist their family networks.

He has a Bachelor of Commerce in Marketing and Commercial Law from Curtin University, Perth.

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Philip van Schalkwyk  
Partner

Philip is a Senior Executive best described as diligent and personal. He has a proven track record of effectively commercialising stressed and unstressed assets, delivering on corporate advisory reports to tight deadlines, managing diverse stakeholder relationships, and successfully developing & implementing key value-enhancing business strategies.

Philip has been employed in various executive positions, most recently as COO & CFO, across a range of different industry sectors including sport & entertainment, retail, manufacturing, resources and financial services spanning over a 20-year career.

He has worked for a number of Global companies including Deloitte, PKF, McGrath Nicol, Rugby Australia and the NSW Waratahs, and has established close business networks across Australia, Japan, New Zealand and South Africa.

This diverse career path which includes corporate advisory, managerial and audit roles honed Philip's skills in Management, Managerial Finance, Financial Modelling, Financial Reporting, Financial Accounting, Corporate Finance, Risk Management, Restructuring, Due Diligence, Auditing and Valuation.

Philip is a registered Chartered Accountant (SAICA) with an Honours in Bachelor of Accounting & Management Accounting from the University of Stellenbosch. He is also a registered Chartered Global Management Accountant CIMA (ACMA).

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