



# KAA AUSTRALIA GROUP

## Capabilities document

February 2015

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*Mr. Kostas Augerinos*  
*Ms. Catherine Giannis*  
*Ms. Stephanie Giannis*  
*Mr. Be Tang*  
*Mr. James Tran*  
*Mr. Jason Koc*  
*Mr. Leo Lee*  
*Mr. Lordy Naguit*  
*Ms. Shirley Liang*

## WHO WE ARE

**KAA Australia** are a team of accounting, strategic, financial, taxation, advisory, finance, property and investment specialists who deliver creative solutions and services to increase your profits, improve your investment strategies, structuring for asset protection and minimising your taxation consequences, remove barriers to your business and financial growth and ultimately – **help you reach your financial goals.**

## ABOUT KAA Australia

Each of the services delivered by KAA Australia – whether it be **Accounting, Taxation, Business Advisory, Property Advisory, Finance, Capital or Investment Advice** – focuses on improving your financial performance. We want to make your decision to join us, a very simple one.

We are passionate about ensuring the financial success of our clients is achieved.

With extensive business knowledge, experience and qualifications, our Team are dedicated to delivering you with the most optimal financial outcomes possible, along with high levels of quality service. No financial matter is too big or too small. We want to see you achieve your goals.

## Our Achievements

**KAA Australia has served a significant number of Medium and Large Private clients and High Wealth Individuals since 1998.** This includes providing Accounting and Taxation Services, Business, Property and Investment Advice, Business Turn Around Solutions, and Raising Finance and Funding. A Summary of clients includes:-

- A number of large privately owned Hospital Groups in Australia, some with 400 plus staff. Also servicing a significant number of medical professionals and medical clinics.
- A number of large privately owned Convention centres and Restaurant Groups in Australia, some with 300 plus staff. Also servicing numerous other Hospitality industry clients.
- Property developers with \$200M plus turnover per annum. Also servicing a significant number of Building and Property Industry clients.
- Hundreds of High Wealth Clients from a broad range of industries, across the full range of our service offerings.

## Skills Matrix

The KAA Australia and KAA Capital team consists of experienced professionals from Accounting, Taxation, Business Advisory, Property Advisory, Finance, Law and Funds Management backgrounds.

# **CAPABILITIES**

## **Accounting Services**

The specific services include:-

- Assistance with Book keeping.
- Preparation of financial statements.
- Maintaining Statutory Records and Registers.
- Assistance with Analysis of Financial Performance.
- Liaising with Lenders, Government Bodies, shareholders and other interested parties on your behalf about your financial reports.

## **Taxation Services**

The specific services include:-

- Preparation of Income Tax Returns for Individuals and every type of Business Entity.
- Preparation of Business Activity Statements.
- Preparation of Fringe Benefits Tax Returns.
- Preparation of returns to comply with all State Laws.
- Advice on appropriate corporate structures and asset protection.
- Advice on specific taxation issues on any transaction types including Corporate structuring, Re-structuring, Mergers & Acquisitions, Asset Sales, Structuring for Asset Protection, Taxation and Financial Due Diligence.
- Advice of specific taxation issues on any type of taxation impost including Income Tax, Capital Gains Tax, GST, FBT, Payroll taxes, Land tax, International taxation, etc.
- Assistance with Taxation Management Issues

## **Business Advisory Services**

The specific services include:-

- High Growth Strategies
- Business, Market and Strategic Plans
- Budgeting and Forecasting
- Personal and Business Investment Strategies
- Benchmarking and Key Performance Indicator Setting
- Clarification on Exit Strategies
- Due Diligence Services
- Business and Investment Feasibilities and Evaluation
- Advice on Buying, Selling or Merging Businesses
- Debt Management Services
- Business Recovery Services
- Project Management Services
- Raising Capital Services and Finance Advice
- Financial Management Advice
- Business Structures and Corporate Re-organisation
- Contract Viability, Negotiation and Tender Preparation
- Investor Ready Programs
- Organisational Development
- Assistance with Research and Development Tax Incentives and Government Grants
- Business Consulting, Networking, Mentoring and Education
- Business Performance Reviews

- Management Control Systems
- Board of Directors support services

## **Business Solutions**

The specific services include:-

- Strategic Consulting
- Performance Improvement
- Cash flow Solutions
- Insolvency and Restructuring Services

## **Property Development & Construction Finance/Funding Services**

The specific services include:-

- Obtaining Construction Funding and Construction Finance
- Funding and Finance requirements.
- Cash flow planning.
- Calculation of equity requirements and servicing.
- Business structure reviews and restructures.
- Feasibilities.
- Taxation Planning.
- Financial reporting.
- Sales and Marketing.

## **Property Advisory Services**

The specific services include:-

- Coordinate property projects.
- Conduct feasibility and land use pattern analysis.
- Undertake reviews of property portfolios for optimisation.
- Help you decide what the best options are for strategic property investments/developments.
- Help you maximise your short, medium and long-term returns by selecting the right property/projects.
- Help you with raising finance/funding.
- Restructure and advice/workouts and deliverables.

## **Commercial and Residential Property Finance**

The specific services include:-

- Commercial Property finance for Property Development, Commercial investment property, Retail, Offices, Medical, Industrial or other specialised property.
- Residential Property Finance for Owner-occupied or Investment properties.

## **Business and Cash Flow Finance**

The specific services include:-

- Finance for your business, cash flow finance.
- Asset Finance

## **KAA CAPITAL OVERVIEW**

KAA Capital's aim is to raise capital for the placement into Property Investment and Property Development Projects based in Australia.

KAA Capital aims to deliver opportunities with a strong focus on investor protection through the use of reputable and experienced service providers, thorough due diligence and best practice in all dealings.

KAA Capital looks for niches in the Property Development Industry that provide very good returns for the lowest possible risk. Apart from fund raising and funds management capabilities, KAA Capital's affiliation with KAA Australia means that additional services of accounting, taxation, finance, business advisory and real estate/property services will be available to the fund.

The KAA Capital team has unique experience in banking, the financial services industry, finance, investment, accounting, taxation, legal, capital raising, compliance, funds management, facilitation, property development, development management, change management and operations.

KAA Capital deals with the following Fund Types/Investors:-

**Investor Type:** Wholesale Investors, Sophisticated Investors, Institutions

**Fund Types:** Equity Trust, Property Trust and Opportunity Trust

**Capabilities: -**

- Funds Management
- Property Development
  - Site Finding
  - Acquisition
  - Facilitation
  - Development Management
  - Project Management
  - Project Delivery
- Identifying Finance and Funding Opportunities
- Feasibilities
- Due Diligence
- Financial Modelling
- Identifying off-market property opportunities

## **KAA AUSTRALIA GROUP – Team Profile**

**Name: Mr. Kostas Augerinos** BEc, LLB, Grad Dip. Legal Studies, Dip. Financial Planning, Dip. Property, AMC, Lic. RE, Dip. Finance, FTIA, FNTAA, CTA

**Title:** Founder and Managing Director of KAA Australia. Founded KAA in 1998.

**Key Functional Areas Covered:** Accounting, Taxation, Finance, Business Advisory, Property Advisory, Funds Management, Strategic Planning, Capital Raising, Project overview.

### **Educational background/Qualifications:-**

- Bachelor degree in Economics (Accounting Major)
- Bachelor degree in Law
- Graduate diploma in Legal Studies
- Diploma in Financial Services (Finance/Mortgage Brokering)
- Diploma in Financial Services (Financial Planning)
- Diploma in Property (Real Estate)
- Admitted as Legal Practitioner of NSW Supreme Court
- Member of NSW Law Society
- Fellow Member of Taxation Institute of Australia
- Chartered Tax Adviser
- Fellow Member of National Taxation and Accountants Association
- Member of Mortgage and Finance Association of Australia
- Accredited Mortgage Consultant
- Licensed Real Estate Agent
- Registered Tax Agent
- Registered ASIC Agent
- AFSL Responsible Manager

### **Specialisations:-**

- Accounting
- Taxation Advice
- Corporate Group Structuring
- Business Services
- Business Advisory
- Property Advisory
- Finance Advice
- Funds Management
- Venture Capital

**Name: Ms. Catherine Giannis** B Comm. Accounting, Marketing and Economics (Hons), AMC, Dip. Finance, JP

**Title:** Senior Finance and Investment Manager (Management Team – Finance Team).

**Key Functional Areas Covered:** Finance, Investment, Investor Relations.

**Commencement period:** June 2003

**Educational background/Qualifications:-**

- Bachelor degree in Commerce, majoring in Accounting and Marketing.
- Honours in Economics
- Accredited Mortgage Consultant
- Member of Mortgage and Finance Association of Australia
- Certificate in Financial Services (Finance/Mortgage Brokering)
- Certificate in Financial Planning and Securities
- Certificate in Real Estate
- Justice of the Peace

**Specialisations:-**

- Accounting
- Real Estate Advice
- Finance Advice
- Internal systems
- Design and Property Development
- HR
- Customer liaising

**Name: Ms. Stephanie Giannis** BA, LLB, JP

**Title:** Project Manager and Compliance Officer (Marketing and Communications Compliance, Governance and Support Team).

**Key Functional Areas Covered:** Marketing/Compliance.

**Commencement period:** February 2011

**Educational background/Qualifications:-**

- Bachelor degree in Arts (Double Major in Sociology and Modern Greek)
- Bachelor degree in Law
- Admitted as Legal Practitioner of NSW Supreme Court
- Life Coaching certificate from Cengage Education
- Justice of the Peace
- Publisher and Author
- National Speakers Association of Australia member (Promotions and Publicity Manager 2011)
- Toastmasters member

### **Specialisations:-**

- Book writing/content management
- Promotions
- Sales/Marketing
- Personal Development/research
- Design /IT and concept development
- Compliance

**Name: Mr. Be Tang CPA**

**Title:** Accounting, Tax, Advisory & Finance Manager – Senior Accountant  
(Management Team – Accounting Team).

**Key Functional Areas Covered:** Accounting, taxation, financial control, reporting.

**Commencement Period:** November 2011

### **Educational Background / Qualifications:-**

- Member of CPA Australia
- Bachelor of Business (Accounting)

### **Specialisations:-**

- Accounting
- Taxation
- Self Managed Super Funds
- Business Services
- Business Advisory

**Name: Mr. James Tran B Comm**

**Title:** Assistant Senior Accountant (Management Team – Accounting Team).

**Key Functional Areas Covered:** Accounting, taxation, reporting.

**Commencement Period:** September 2012

**Educational Background/Qualifications:** Bachelor of Commerce (Accounting)

### **Specialisations:-**

- Accounting
- Taxation
- Self Managed Super Funds
- Business Services



**Name: Mr. Jason Koc** Adv Dipl. of Accounting, Cert. Applied Tax

**Title:** Senior Accountant (Management Team – Accounting Team).

**Key Functional Areas Covered:** Accounting, taxation, reporting.

**Commencement period:** July 2005

**Educational background/Qualifications:-**

- Accounting/Financial
- Advanced Diploma of Accounting
- Certificate of Applied Tax

**Specialisations:-**

- Financial Management Consultant
- Accounts Manager
- Senior Accountant
- Taxation Services

**Name: Mr. Leo Lee**

**Title:** Accountant

**Key Functional Areas Covered:** Accounting, taxation.

**Commencement period:** August 2014

**Educational background/Qualifications:-**

- Provisional Member of Chartered Accountants in Australia
- Bachelor of Commerce (Accounting)
- Advanced Diploma of Accounting

**Specialisations:-**

- Accounting
- Taxation

**From 2009 to 2013**

- Telecommunications
- Marketing

**From 2014 to Current**

- Development and Construction
- Hospitality, Restaurant, Catering and Function Centres
- Real Estate

- Professionals and Consultants
- IT Professionals
- Builders and Tradespeople

**Name: Mr. Lordy Naguit**

**Title:** Corporate Manager

**Key Functional Areas Covered:** Bookkeeping, ASIC applications and submissions

**Commencement period:** October 2014

**Educational background/Qualifications:-**

Bachelor of Business (Marketing)

**Specialisations:-**

- ASIC applications and submissions
- Company and trust setup
- Internal systems and accounts
- Bookkeeping

**Name: Ms. Shirley Liang**

**Role:** Administration Officer

**Commencement period:** January 2015

**Educational Background/Qualifications:**

- Bachelor of Applied Finance
- Bachelor of Commerce - Professional Accounting

**Specialisations:-**

- MYOB
- Internal Systems