



### **Client Testimonial for Neil Slonim of Slonim Consulting Pty Ltd**

Following an introduction by Pitcher Partners we engaged Neil Slonim of Slonim Consulting in May 2012 to assist us improve our banking arrangements.

Like many large private family groups, our banking structure and relationships had not kept pace with the growth and diversification which had taken place over a number of years. We were unsure if we had the optimal number of banking relationships and if these banks were the ones most suited to our needs and aspirations.

Over a two year period, Neil Slonim has provided practical, insightful and prudent guidance as we worked through a range of issues and possibilities with existing and potentially new banks. His knowledge of banks, how they think and how they differ from one another proved invaluable and his personal relationships with the bankers we engaged with provided an additional positive dimension. Having a banker in our corner who understands banks and speaks their language helped us work toward and ultimately achieve a restructure which provides the Group with significantly higher funding limits on more flexible and cost competitive terms.

Neil Slonim has become a highly valued specialist external advisor to our Group and we intend to continue to utilise his services in the years ahead.

A handwritten signature in black ink, appearing to read "Tim Menting".

Tim Menting  
Chief Financial Officer

10 July 2014