International Leaders
Member Testimonials & Case Studies

Inspiring Leading Companies
Member Testimonials

Below is a selection of testimonials from previous Leaders Members, highlighting many of the key benefits companies have achieved from being a part of the Leaders Series.

Leaders provided Grove Juice and its executives with a facilitated network to audit and benchmark our current business practices and strategies. To mix with a group of motivated and successful businesses owners has been an invaluable opportunity and helped us look outside our own four walls. The process has enabled our team to refocus on the important issues that need to be addressed during a high growth period of our company’s development.

Greg Willis, Managing Director, Grove Juice

Leaders has provided a unique forum to learn and be inspired from leading business people. The format ensures an effective use of time and you leave each meeting with a new sense of purpose. It also gives the opportunity to build new business relationships.

Dirk Pretorius, Managing Director, Frosty Boy

Our involvement with Leaders has been a valuable opportunity for bureau^proberts to be exposed to proven industry leaders and importantly those companies that are leading the charge. Leaders enabled us to learn from the entire group that are facing similar opportunities and challenges. It is a galvanising force and a unique learning experience.

Liam Proberts, Director, bureau^proberts

I can thoroughly recommend Leaders. It’s been an invaluable resource for myself personally as a CEO. Networking with other business leaders and being able to share and work through experiences and issues has been a huge help. The contacts made have also resulted in my business saving tens of thousands of dollars through both referring local service providers and sharing overseas contacts/suppliers that I possibly would never have found.

Guy Hinze, Managing Director, Bubs Baby Shops

Accessing and gaining advice from business professionals who are experts in their field has been very beneficial. The Industry Experts did excellent Business Review/Reports and we are working on some agreed internal and external initiatives, such as risk management, formulating a brand promise, and more… thanks to Leaders.

Rebecca Randle, CEO Shortcuts Software

Leaders has been absolutely invaluable for Surety IT. The quality of information and people we have been exposed to is something that is usually not available in one place. This guidance has positioned us very well for our future growth and development.

Jason McKenzie, Director, Surety IT

Leaders provided access to a smorgasbord of high quality presentations and insights that we all need to know about.

Mario Pennisi, Chief Executive, Clinical Trial Network

The increased knowledge and support Leaders provides to accelerate a business’ growth is world class.

Alex Aspromourgos, Managing Director, Livingstones

Leaders is an excellent continuing management program as well as a high-level and effective networking experience. I recommend it!

Duncan Gilmore, Managing Director, Gilmore Engineers – e3k

It is a great environment for meeting people that gives you perspective on how to help your business go forward.

Tom Lusch, Managing Director, Platypus Graphics

Leaders has provided a broadening of awareness and application of good business management and leadership. We have developed several working relationships that never would have happened without Leaders.

Terry Hurst, General Manager, Q-Pharm

The last 12 months has opened my eyes to how we can further develop the business internationally. The whole Leaders experience has been a once in a lifetime business experience.

Darren Clark, Director, Creative Media Warehouse

Leaders has opened our minds to expanding the business internationally. The network enabled us to access the skills to develop the business overseas while the contacts we met are assisting us build our business.

Jamie Pherous, Managing Director, Corporate Travel Management
Leaders Case Studies

**Corporate Travel Management (Funding, Strategy, IPO)**

CTM joined Leaders to explore his options around funding future expansion. Through Leaders, he chose to build and grow the business. He accessed the skills and advice to further his opportunity and accessed funding through Leaders for acquisitions.

After receiving investment to acquire several competitors, he publicly listed in 2010. The listing was underwritten and supported by Morgans who first met Jamie through the Leaders Series, and proved. This listing proved to be one of the most successful in recent times, with the share price increasing from $1 to $18 since listing. CTM employs over 2000 people in 15 Countries.

**Nimble (Growth Strategy, Profile, International Exposure)**

Nimble was founded in 2005, and is today one of Australia’s fastest growing ‘fintech’ companies. Nimble has successfully used Leaders to gain key access to business and government leaders, along with further enhancing and refining the business model, strategy and focus.

Leaders has been instrumental in opening new opportunities for Nimble that have helped reinforce its industry position and leadership. This has led to greater national and international exposure and outcomes. Nimble has gone on to raise significant amounts of capital through venture capital and private equity vehicles both locally and in the USA.

**QEnergy (Funding, Strategy, Networks)**

QEnergy joined Leaders to understand how best to seek funding for their national expansion and to ensure that the business was focused in the right areas for each stage of development.

Through the knowledge workshops and mentoring, we developed a strategic funding pitch for the business and through introductions from Leaders were able to secure $2.5m in private equity investment. QEnergy has also added a debt facility to the equity investment, meeting the business’ funding needs, and was particularly supported in this process through the learnings and connections made through Leaders.

**ImmersaView (Strategy, Funding, International Competitiveness)**

ImmersaView recently merged with a major US modelling and simulation company. As a part of the process, ImmersaView’s founders became Members of International Leaders and drew on knowledge obtained from our experiences with the Leaders Experts and fellow Members.

In particular, ImmersaView worked with several of the Industry Experts to implement the strategy, access funding, and formalise market access opportunities. During the acquisition process, one of the Industry Experts, in particular, was instrumental in assisting us to achieve an outstanding outcome for the founders and also securing the future growth and success of the business across multiple international markets.

**Livingstones (Growth, Innovation Competitiveness)**

Our involvement with International Leaders has provided us with highly valuable networks, new distribution channels and the opportunity to positively contribute to the growth of our business and the other businesses we engage with. The increased knowledge and support Leaders provides to accelerate a business’ growth is world class. For a Member, there is great exposure to everything you need to know about growing and renewing your business.

Since our involvement with Leaders we have continued to grow and innovate our business, we have opened additional offices interstate, as well as met new clients and strategic partners through Leaders networks. We have been able to create efficiencies in our business, streamline processes, and have our team truly focused on value creation activities. The collaborative relationship between all participants ensures genuine cross-sharing of business opportunities that often stretch well beyond the immediate Leaders network.

We have seen a consistent and growing return on our investment in Leaders, and for us, our relationship with Leaders is a long range one.
Recent Member Outcomes

- **Travel Services Company** raises initial pre float finance for two acquisitions followed by IPO raising of A$26 million, the company has increased its value from $20 million to over $2.2 billion in 5 years;
- **Early Stage Water Management Technology Company** raises US$1 million from the US Government;
- **National Food Retailer** raises over $10 million to expand nationally and internationally;
- **Vegetation Management Company** positions business for ultimate sale to national competitor;
- **Electricity Reseller Organisation** raises A$2.5 million in private equity to expand nationally;
- **Technology Based Lender** raises A$10 million to expand nationally;
- **Leading Auto Industry Component Manufacturer** positions business for sale to international partner;
- **Leading Project Management Company** expands internationally through a merger with international partner;
- **Financial Services Business** raises A$1 million in private equity to expand national operations;
- **Software Developer** positions business to sell and manages a MBO for over A$2 million;
- **Communications Service Provider** acquires 2 industry competitors to create market leading provider;
- **Hydrogen Technology Business** raises A$9.5 million for technology development;
- **Leading Niche Manufacturer** acquires competitor to double size of operation;
- **Financial Services Group** expand nationally to create market leading provider of debt services;
- **Water Management Company** raises A$5 million for further technology development;
- **Leading Marine and Protection agency** acquires market leading RTO Company to expand operations;
- **Human Resources** firm uses Leaders to expand internationally to position itself as a leading provider;
- **Leading Food Retailer** negotiates a significant strategic investment to expand internationally;
- **Software Developer** expand into 45 countries covering 9 languages to position as a market leader in their field;
- **Building Company** received investment of $10 million to expand operations and capability;
- **Aerospace Company** receives $2 million Government grant to develop international markets & software;
- **Professional Services** firm develops unique IP and national platform prior to selling out to multinational;
- **Mining Services Technology** firm develops from university spinout to significant industry player and raises over $3 million to further expand their technology and develop new overseas markets;
- **Specialist Goods Manufacturer** receives $70,000 R&D refund which was otherwise unknown to it;
- **Window Furnishings Manufacturer** expands operations nationally, opening offices in each State;
- **Safety Consulting Business** undertakes a Management Buy-Out for an undisclosed sum;
- **Scrap Metals Solutions** business undertakes acquisition strategy, acquiring its competitors;
- **Specialist Engineering & Metals** group creates acquisition strategy, acquiring complementary business;
- **Health & Consumer Comparison** business raises $5m equity to expand operations and product offerings;
- **Equipment Finance Specialist** assists emerging equipment supplier to secure a $260k finance facility;
- **Mining Technology** business develops investment strategy and sells equity to private equity firm for $48m.