



Nicholas Denzin

PROFILE

- 10+ years applied accounting & analytical experience gained within chartered accounting/advisory & financial services environments
- Extensive financial modelling skills including development of pricing models and three-way financial forecasts.
- Considerable experience in the preparation of written reports for various stakeholders
- Substantial experience in the preparation of Information Memorandums
- Experienced in the preparation and review of key transaction related documents (e.g. Term Sheets, Share Purchase Agreements)
- Demonstrated ability to manage client relationships
- Strong IT and systems skills including Microsoft Excel (Advanced user), Microsoft Dynamics, MYOB, Xero
- Excellent written and verbal communication skills to a diverse audience

EDUCATION/QUALIFICATIONS

CA – Chartered Accountants Australia & New Zealand

2017

First time passes

University of Queensland

2011 - 2014

Bachelor of Commerce – Major in Accounting

CAREER HISTORY

BUSINESSNAV

Aug 2018 – Sept 2022

Mergers and Acquisitions Advisor (Nov 21- Sep 22)

Senior Financial Analyst (Sep 20 – Nov 21)

Financial Analyst (Aug 18 – Sept 20)

Company Information:

BUSINESSNAV is a Business Advisory firm providing Corporate Finance, Financial Performance and Strategic Planning services to its clients. BUSINESSNAV clients typically are small to medium enterprises with turnover between \$5m-\$20m AUD.

While BUSINESSNAV has no specific industries it services, recently its clients have largely been operating within the Technology, Manufacturing and Retail sectors.

Key Responsibilities:

- Development of Operational, Financial, and Revenue modelling through to 3-way reporting level (Profit & Loss, Balance Sheet, Cashflow Statement).
- Present client Budget and Reforecast presentation packs.
- Manage the delivery of accurate and timely Client Monthly Analysis & Reporting.
- Approve client monthly reporting packs, and manage agenda for monthly client meetings.
- Lead client monthly meetings.
- Liaising with major banks to secure debt financing for clients including significant cash flow lends.
- Prepare and review detailed financial and non-financial analysis to illustrate key business drivers and performance indicators.

- Maintain client communications and relationships in addition to fostering new relationships with stakeholders.
- Prepare market appraisals or valuations as required.
- Lead and manage a team of three analysts
- Prepare pitch documents, information memorandums, and relevant marketing material, including industry and company-specific research.
- Review acquisition, investment, and divestment opportunities through pre-deal screening.
- Structure and drafting of required documentation for differing stages of the transaction, e.g. Terms Agreed, Sale & Purchase Agreements, to minimise value leakage as and when needed.
- Manage and lead the compliance obligations, ensuring all requirements as an Australian financial services licence (AFSL) authorised representative are met.

Key Achievements/ Projects:

- Developed a three-way financial model for a Buy Now Pay Later client operating in the FinTech sector, including complex calculations to forecast Working Capital based on differing repayment timeframes of their customers.
- Developed and prepared a financial model, pricing model and information memorandum for a client in the PropTech industry to support their Capital Raising. Lead the marketing stage of the transaction and introduced several prospective investors prior to my departure from BUSINESSNAV.
- Lead the successful completion of a Capital Raise of \$500,000 AUD for a FinTech start up client, including liaising with the client in the preparation of documentation supporting the transaction, developed a pricing model to support the valuation of a pre revenue business model and assisted the creation of legal documentation to complete the capital raising.
- Developed and prepared multiple forecasts for a consolidated group who manufacture and install commercial fencing for large infrastructure projects. Successfully sourced a significant debt facility from a major Australian Bank for the group as part of their funding requirements to acquire an additional business.
- Lead the training, management and mentoring of four staff members, with praise from board level regarding my ability to train and coach younger staff.
- Lead the delivery of the pricing model, and information memorandum for a \$18m AUD divestment transaction for an education consulting business operating in the childcare sector. This transaction progressed to Terms Agreed at the time of my departure from BUSINESSNAV.
- Lead the delivery of the pricing model and information memorandum for the divestment of a chain of beauty salons for \$1.75m AUD. Assisted in the review and negotiation of the term sheet, and progressed the transaction through Due Diligence towards completion prior to my departure from BUSINESSNAV.

Commonwealth Bank of Australia

Aug 2016 – Aug 2018

Analyst

Commonwealth Bank of Australia is one of Australia’s largest financial institutions, providing integrated finance solutions for individuals and corporations.

Key Responsibilities & Achievements

- Completed financial modelling and analysis for lending facilities up to \$10m AUD on average.
- Identified risks for proposed debt facilities to ensure transactions were within the guidelines for all stakeholders.
- Achieved the approval of a \$15m AUD debt facility, the largest facility to date for my team.

**Vincent's Chartered Accountants
Accountant – Forensic**

Feb 2015 – Aug 2016

**Rush & Associates Chartered Accountants
Accountant (Part-Time during University Studies)**

Jan 2011 – Dec 2014