

We can be stronger and  
better together

The Future is in  
your hands ...

but you can trust Resilium to help  
take your business to the next level.



## Welcome to Resilium Partners

You've worked hard to build a solid, thriving insurance business. You've put your heart and soul into it. We understand it is much more than simply an asset.

We have walked in your shoes, in your industry, running brokerages and navigating the everchanging insurance landscape. We understand fully the challenges that you face in running your business.

You know your business has the potential to grow, but you may not want to risk putting your own bricks and mortar on the line to raise the necessary capital to finance that growth.

One of the challenges to managing growth is having access to capital. That's where Resilium comes in. We have the financial capacity to acquire, or partly acquire, businesses like yours. Unlocking equity, through a full or part acquisition, is a clever way to access some of the value within your business.

Resilium can offer either full or partial acquisition opportunities which offer the flexibility to trigger retirement, succession or accelerated growth, depending on your aspirations.

Working with Resilium makes sense at every stage in your business lifecycle.

Let's talk about how we can be stronger and better when we work together and the endless possibilities that could come from such a partnership.

*A Kitchin*

**Adrian Kitchin**

Managing Director

Ph: 0409 852 919

*P Lynam*

**Paul Lynam**

Director Mergers & Acquisitions  
Chairman

Ph: 0407 575 349

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*“Selling a majority stake in our business to Resilium has been one of the **best decisions** we have made. It is very pleasing to see that something we have worked **so passionately to build** will continue on, but now with the support of a multi-million dollar business behind it.”*

**MD Tim Stanford**

**Fassifern Insurance Services (FIS)**

## Joining Resilium

We will help your business become everything you dreamed it could be.



### Access to capital

Resilium is part of The Ardonagh Group, the UK's largest independent insurance broker powered by a network of over 100 locations globally. Key to providing your business with the support you need is having ready access to capital, whether it is Resilium investing in your growth (to make strategic acquisitions) or assisting you with selling all, or part, of your business.

## Key Insurer partners and Premium funders

Having access to the right, competitive insurance products is vital to success.

Thanks to Resilium's strong, long-term relationships with Insurer Partners globally, we are able to procure competitive deals that are ONLY available to our group.

We put you at the heart of everything we do, and our insurer panel reflects this. Each of our Strategic Partners offers something special, whether it's excellent relationships; bespoke products and innovation; or a cultural fit when it comes to distribution and claims. We will continue to evolve our panel and product offering as your requirements develop.



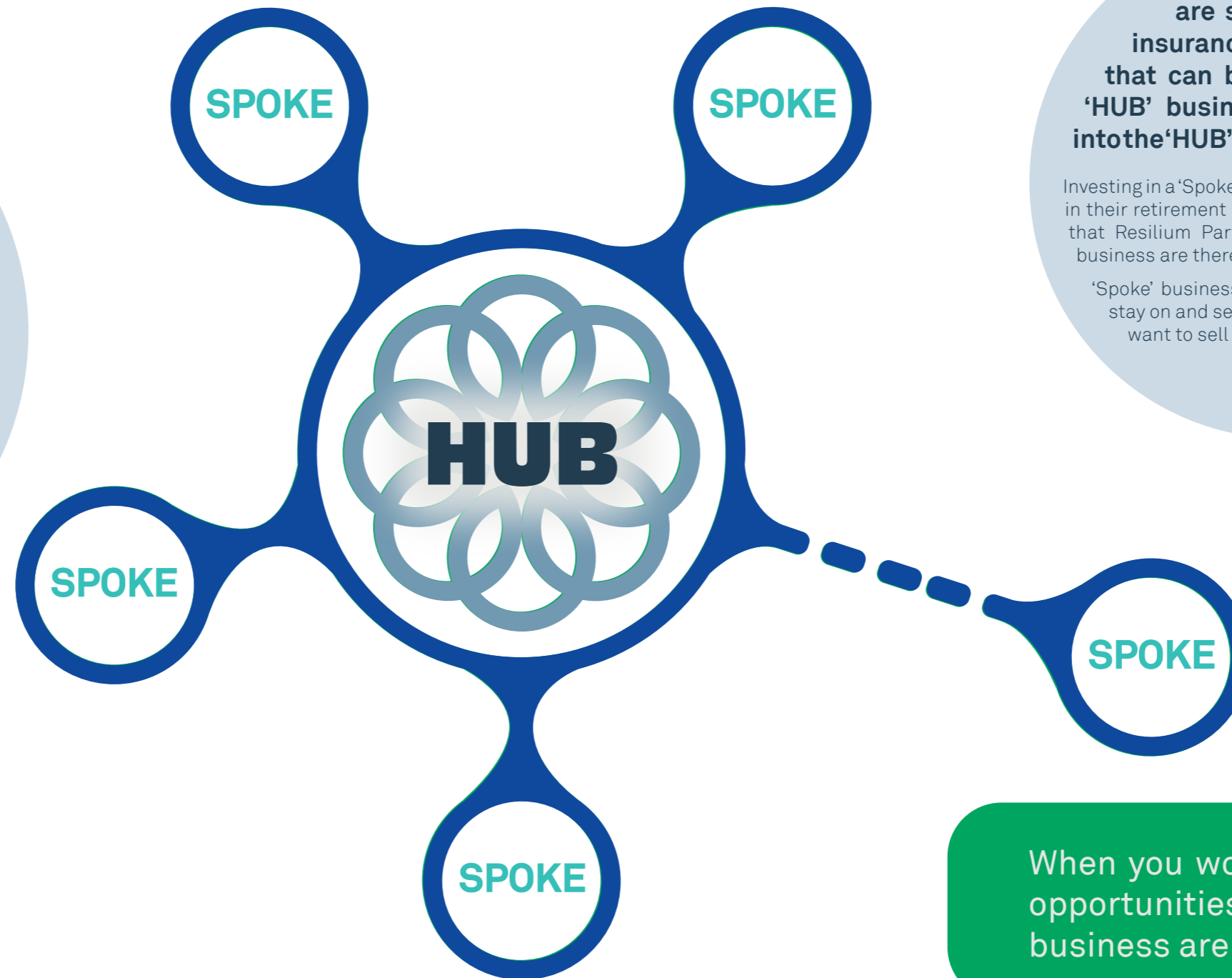
# Our Strategy. Focus on Growth.

We are growing our business and have begun executing a **'HUB' and 'SPOKE'** strategy, which allows us to invest in insurance businesses that have a cultural fit that aligns with our own.

**'HUBS'** are insurance businesses that have a growth focus, but don't necessarily have the access to capital to fund growth without putting their own bricks and mortar on the line.

When a business becomes a 'Hub', it is able to take a significant amount of cash off the table whilst still remaining co-invested in the business.

This means the owner/s of a 'Hub' will continue to operate their business and build on their already successful practice, but with the added security of having access to capital from Resilium and the Ardonagh Group to help fund new acquisitions ('Spokes').



**'SPOKES'** are smaller sized insurance businesses that can be purchased by a 'HUB' business and integrated into the 'HUB'S' existing operations.

Investing in a 'Spoke' business allows owners to lock in their retirement plans, secure in the knowledge that Resilium Partners and the acquiring 'hub' business are there to support them.

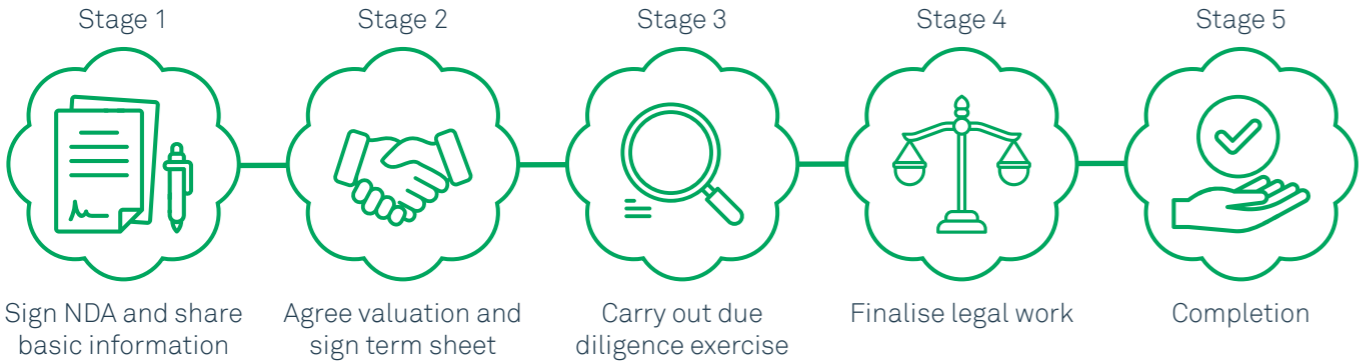
'Spoke' business owners may also wish to stay on and service clients, or they might want to sell out 100% and retire.

When you work with Resilium, the opportunities for you and your business are immense.

# The acquisition process – seamless integration

Selling all or part of your business is likely to be one of the most important decisions you'll ever make. It can be a complex and often daunting experience, but you can count on us to take the stress away and ensure the process is as seamless as possible.

## The Acquisition Journey



## Next steps?

If you're thinking of selling your business and would like more information we are happy to answer any questions and offer confidential advice.



**Paul Lynam**

Director of Mergers & Acquisitions  
Chairman

Ph: 0407 575 349



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Let's talk about how we can be stronger and better together.

Website: [resilium.com.au](http://resilium.com.au)

