

CAPABILITY STATEMENT

R&D TAX INCENTIVE

AT A GLANCE

CharterNet Rothsay is an award-winning, Australian, business advisory firm with a reputation in delivering outstanding R&D Tax Incentive outcomes.

As a boutique consultancy, we are relationship driven and provide a service that specialises in the complex nature of R&D Tax Incentive. We work with emerging businesses that innovate, are unafraid to experiment and who are seeking specialists to secure the maximum, defensible R&D Tax Incentive benefit on their behalf.

CharterNet Rothsay's R&D Tax Incentive track record:

- 100% Success Rate
- \$320m+ secured for client to date
- Over 350 R&D Tax Incentive claims completed annually
- Full outsource model i.e. typically just 60-90 minutes of client time required
- Industry-specific technical team from STEM backgrounds

BOUTIQUE EXPERIENCE END-TO-END

We manage the entire application process from identifying eligible projects and activities through to liaison with the relevant regulatory authorities (AusIndustry and the ATO) through our full outsource, phased delivery service profile.

We require far less of our client's time than our competitors in this space – 60 to 90 minutes end to end. Our team of subject-matter experts can quickly & fully understand a company's R&D Tax Incentive project(s), distil technical concepts into the R&D Tax Incentive Application and ensure that the maximum, defensible amount is being claimed.

Open communication and transparency throughout the claim process ensures only eligible costs are claimed and can be defended in the event of a review.

TRUSTED TEAM WITH DIVERSE TECHNICAL CAPABILITIES

Our on-staff technical specialists have a diverse range of educational and professional backgrounds to suit the nature of our clients' businesses. In addition to accountants with Big-4 and mid-tier firm expertise, our team of scientists and engineers provide a holistic skill set to ensure the level of understanding on highly technical concepts with our clients is maximised.

STRONG RELATIONSHIPS ARE CRITICAL TO SUCCESS

CharterNet Rothsay sits on the State Reference Group; an invitation-only government roundtable of R&D Tax Incentive service providers (Big 4 and leading boutiques) and has a close working relationship with AusIndustry & the Australian Taxation Office.

Our long-standing relationships with government bodies enables us to be at the forefront of legislative changes and administrative matters to keep our clients apprised on the latest developments in R&D Tax Incentive matters, and how best to navigate the claim process.

INDUSTRY: BIOTECH

SPECIFIC AREAS OF EXPERTISE

The following presents an overview of our specific areas of expertise:

- Therapeutics and clinical trials for a wide range of diseases
- Biodevices for health improvement, or contraception
- Specialise agricultural technics such as vermiculture, organic waste processing
- Alternative medicines and health-related products (hemp) and treatment methods

SAMPLE OF CURRENT CLIENTS



WHAT OUR VALUES MEAN FOR YOU

Be the Yoda

We value being the Yoda – meaning we strive to become the gatekeepers of our clients' business affairs who are consulted across all decisions, big or small. We are trusted to consistently think outside the box and create optimal solutions for our clients.

Strength Through Diversity

Our collective differences are what make us better, stronger and more effective than our competitors. We speak 14 languages, are tertiary qualified in 8 different fields and have serviced clients across 17 major industries.

Kaizen

We believe in Kaizen – a philosophy of continuous improvement, evolution and pushing ourselves to be better each day. Observing Kaizen can be as simple as putting your hand up to try something new or different to the current process.

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In 2019 we consolidated our core values and developed an unprecedented Focus Value. Every quarter, as a team, we decide on a focus value for the quarter, something we can live and breathe together, and one that speaks to the time. Start thinking about a particular value you think we should live next quarter.

CLIENT TESTIMONIALS

Prescient Therapeutics

In our space, detail is incredibly important and experimentation encompasses business processes, as well as the full gambit of clinical trials required to drive improvement in health science. The scientists and engineers at CharterNet Rothsay understand this, and their diverse backgrounds have made the knowledge transfer component of our R&DTI and Tax Advisory dealings extremely smooth, efficient and impactful. The team are always able to not only understand highly technical concepts, but use that knowledge to identify opportunities we don't see, and ultimately drive an optimal cash result.

- *Steven Yatomi-Clarke MD and CEO*

Imugene

What we do is fairly unique, and we have an in depth onboarding model for any new team member that joins our company. For that reason, it's been astonishing to see how quickly the team at CharterNet Rothsay could understand our full research model, and what it means at a holistic level to positive outcomes in life science. Clinical trials, continuous prototyping, and ongoing research efforts are a critical aspect of what we deliver to market, and working with a team of experts and scientists, who understand the science just as well as they understand the numbers, has been invaluable. Subsequently, a fast moving annual R&D Tax Incentive benefit has become a core predictable component of our business' cash flow forecasting.

- *Nick Ede - Chief Technology Officer*

Gertrude Biomedical

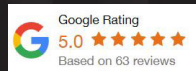
Cash flow can be the life blood for any business in the biotechnology space. We are purpose-led, and often with long lead times for research to produce findings we can capitalise on, having a partner so in tune with our broader mission, and understanding of our commercial priorities, has been instrumental to our fast growth over the years. With value also provided on the tax & advisory side of things, CharterNet Rothsay have effectively become an outsourced business function that has supported our impressive growth trajectory.

- *Vince Rizzo CA - CFO*

ACCOLADES



Australian Financial Review Fast 100 2016



PROFESSIONAL SERVICES Awards 2018 WINNER

NAB Professional Services Awards 2018



BRW Fast Starters 2014 and 2015

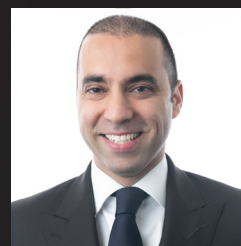


AFR TOP 100 2018-2022

FOR MORE INFORMATION, PLEASE CONTACT



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