

MEDIA KIT



At Vantage Performance everything we do is aimed at building stronger, more resilient businesses so we can improve the rate of business success.

Michael Fingland, Vantage Performance, Founder and CEO

There's always a way
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Company Overview

Vantage Performance is a specialist corporate turnaround firm that creates stronger, more resilient businesses in order to improve the rate of business success.

The most awarded turnaround firm in Australia with a market leading 85% success rate, Vantage Performance works with distressed and under-performing companies to stabilise their business, develop a robust strategy and ensure they have the right capital and people to execute their strategy.

The team at Vantage Performance are typically engaged as either strategic advisors, interim executives, chief restructuring officers or non-executive directors.

BIG MILESTONES ACHIEVED OVER 16 YEARS



There's always a way

Everything we do is aimed at building stronger, more resilient businesses so we can improve the rate of business success.

We're known for our ability to see through complex challenges, prioritise key issues and develop innovative solutions which significantly improve business performance.

**MICHAEL
FINGLAND**



**TO IMPROVE
THE RATE OF
BUSINESS
SUCCESS**

Founder and CEO

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Michael has 25 years of experience in corporate turnaround and transformation.

What drives Michael is seeing the positive impact on peoples' lives from helping businesses solve their biggest challenges.

He has worked with SME's through to large listed companies turning over up to \$2bln, across a wide range of industries.

Michael regularly acts as a Chief Restructuring Officer, Board Advisor or NED ensuring that the executive team has a robust Strategic/Turnaround Plan, a stable platform upon which to execute it and that the organisation develops a strong culture based around disciplined people, disciplined thought and disciplined action.

Michael founded Vantage Performance in 2005 as there was a lack of specialist turnaround advisory firms to help companies navigate their way through their critical challenges. Vantage has since evolved into a firm that also specialises in helping companies scale up.



I love doing what we do. I love turning businesses around and seeing the difference we can make; The positive impact we can have on people's lives is what really makes it all worthwhile.

He has been awarded the "Australasian Turnaround Professional of the Year" Award by the Turnaround Management Association and personally managed a number of the engagements which resulted in Vantage Performance winning 14 "Turnaround of the Year" Awards.

Michael is a columnist for the CEO Magazine and contributor to other publications such as the AFR. He has also appeared on Sky Business as an expert on Corporate Turnaround and produced over 50 podcasts on Corporate Turnaround and Transformation.

"Whatever challenges your business may be facing we'll work tirelessly to find an appropriate solution and then work with you to put the plans and strategies into place."

Leading the Conversation

The Top-Five Tools EVERY CEO Needs

Utilising these five tools is the key to ensuring success.

Rapid expansion can often herald a swift downfall

MICHAEL FLINGLAND
MANAGING DIRECTOR,
VANTAGE PERFORMANCE

AN INTERESTING development in Queensland over the past 18 months, particularly around the mining sector, has been the number of businesses experiencing operational or financial crisis brought on by explosive or rapid growth. We're seeing more and more companies that have started from scratch and grown to \$30 million or \$100 million in three years, along with existing companies that are growing at 50 per cent to 100 per cent year-on-year. These rates are simply staggering. With high growth comes risks that can bring companies undone.

Issues these businesses seem to have in common, which can be used as predictive signs, are:

1. They have used debt (not equity) to fund their growth.
2. They have outgrown their funding facilities, causing financial pressure.
3. A creditor and bank pressure is building and they might be profitable but cashflow is tight due to the limited size and structure of their financial facilities.
4. Employee culture is low or declining. Staff turnover is increasing or they are finding it difficult to attract the right staff.
5. They haven't put in place robust internal systems and controls to manage their growth and to identify which projects, products or services are profitable, etc.

COVER STORY

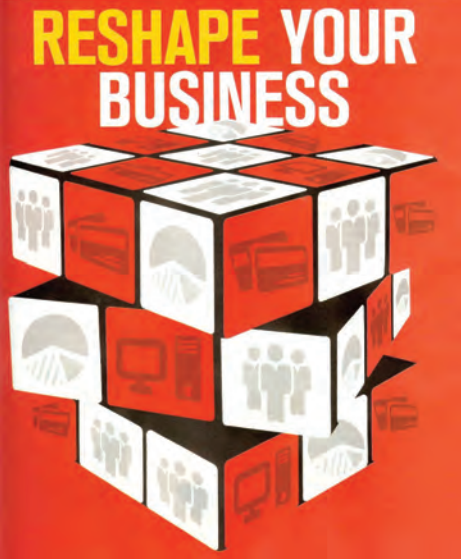
In our experience, when dealing with a financially distressed business, the first step is to understand the business. This is the only way to ensure everything is working with one purpose.

It's important that every CEO should carry out this task, long or in paper form, to regularly keep on top of key goals. Each CEO will modify the plan to suit their business, but there are some common themes.

It must fit in one of three categories. If you can do this, it is a clear and you will see it update regularly.

It must be shared with your management team, who then carry it out through the business. That is the only way to ensure everything is working with one purpose.

It must be 'what's' statement, which clearly outlines what the business does. What happens if it fails? It must be a 'what's' statement, which clearly outlines what the business does. What happens if it fails? It must be a 'what's' statement, which clearly outlines what the business does. What happens if it fails?



Turning a negative into a positive

A disaster provides a chance to do things better, writes Mark Fenton-Jones.

Michael Flingland, who has kept every business he's ever run afloat, is a man who knows a thing or two about disaster. He's been through it all, from the loss of a business to the loss of a job, and he's always managed to turn a negative into a positive.



Vantage Performance's Michael Flingland says you can turn a disaster into a positive.

There's a lesson in every disaster. It's a chance to do things better, to learn from your mistakes, and to turn a negative into a positive.

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Digital & Social Media



/vantageperformance
/michaelflingland



/vantage-performance



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Vantage Performance Podcasts

Weekly podcasts providing advice for company directors on how to tackle complex challenges, prioritise key issues, and develop innovative solutions that can significantly improve business performance. Aimed at solving critical business challenges to build stronger, more resilient businesses.

vantageperformance.com.au

Why our clients choose Vantage Performance?



We have a **100%** success rate in securing more time and support from financiers



We've delivered the most successful turnarounds (**170**) with the highest success rate (**85%**)



We've won the most Turnaround Awards (**14**)



We have a unique system that creates stronger, more resilient businesses



Client Testimonials

When times got tough, every cent counted and the value we've received from Vantage has exceeded all expectations. The timeliness, relevancy and worth of the advice provided by the Vantage team has been fantastic. They're also not scared to roll up their sleeves and muck-in to get the job done when needed. The decision to call Vantage was the best commercial decision I've ever made.

Scott Etherington, Managing Director, Bevco

Whenever I identify that a client needs assistance to guide them through tough financial circumstances, I have no hesitation in recommending Vantage. I have worked closely with Vantage on a number of turnaround and profit improvement assignments and they are the best in the business.

Scott Butler, Partner, McCullough Robertson Lawyers

The team at Vantage Performance have completed several assignments for me. They have always exceeded expectations with attention to detail and an intimate knowledge of the business and industry they have been asked to assess. If they don't know an answer they find it and provide practical solutions to get the best possible result(s).

Russell Morrison, Relationship Director, Westpac

We engaged Michael and the Vantage team to conduct a strategic review and implementation plan to assist us reposition our business after a challenging period. Michael and the team's knowledge, commitment and professionalism were well regarded by us and was instrumental in achieving our goals for the review and our business going forward.

Steve Barnard, CEO of Nationwide Group.

CBO Telecommunications engaged Michael and the Vantage team when the mining industry downturn significantly impacted our business. Michael not only brought a wealth of knowledge and industry peers to the table for us to navigate a path forward, he also project managed the implementation of short and medium term strategies. We had a very successful outcome and continue to strive to be a thought leader in our market.

Mark McGregor, CEO of CBO Telecommunications.

There's always a way



VANTAGE
PERFORMANCE

STRONGER. MORE RESILIENT BUSINESSES