

CAPABILITY STATEMENT



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WELCOME

LA Partners is a Brisbane CBD based boutique full service CPA Accounting firm.

Our broad range of Professional skills and our key relationships with highly respected people in Australia and across the world, provides a strategic edge to our clients.

With our highly regarded reputation of providing a high quality professional services to our clients in a proactive manner, has enabled us to be actively involved in the growth of our clients' businesses in various aspects of assisting in their vision.

ABOUT US

LA Partners is a firm that has grown and continues to grow by being innovative, strategic and professional in assisting our clients.

Our Mission Statement:

Your Partner in assisting you in your business, sharing your passion and innovate the way you do business. Having a highly proactive relationship with you and your team to ensure all parties work together in producing quality outcomes in an open and approachable manner, in assisting in your business vision and your family's needs.

As a boutique firm, following are the characteristics and expectations that describe the clients we assist:

- Personalised service;
- Be their Strategic Accountant;
- Assist in Growing and Protecting one of their most valuable assets, "their business";
- Looking for Accountant to play a key role in their Business Vision;
- Provide input into their business by introducing business opportunities and introducing key relationships;
- Provide input into their personal business development as an Individual;
- Assist with Business Succession;
- Advise and assist each family member of the business with their Tax, Wealth Accumulation and Wealth Protection.



OUR SERVICES

Our range of services include:

- Accounting & Business Services:
 - Accounting;
 - Business Strategic Planning;
 - Business Structures;
- Taxation:
 - Taxation Agent;
 - Tax Planning;
 - Taxation Advisor;
- Corporate Services;
- Succession Planning;
- Commercial Asset Protection Strategies;
- Mergers & Acquisitions;
- Estate Planning;
- Wealth Accumulation;
- Wealth Protection;
- Virtual CFO;
- Assisting International Business Clients.

Industries that our clients are involved with include:

- Building and Construction;
- Financial Services;
- Information & Communication Technology;
- Mining and Infrastructure Services;
- Importers & Exporters;
- Retail and Wholesale Trade;
- Hospitality;
- Manufacturing;
- Medical (general, specialists and groups);
- Engineering (fabrication and consulting);
- Property Development;
- Transport;
- Professional and Consulting Services.



Accounting & Business Services

We assist our clients in meeting all their statutory accounting requirements through the preparation of financial statements.

Under the direction of its Managing Director, LA Partners is able to provide clients with outstanding business experience and expertise developed through hard work, training and many years of commercial and business experience in a broad range of industries.

We currently provide our business expertise to clients ranging from small/medium enterprises and family businesses through to large private companies.

Our network reaches throughout Australia and internationally and from these strong relationships we can quickly facilitate the right resource to assist in any matter.

Following are examples of our services:

- Board and corporate governance representation;
- Assisting with business strategic planning and business structures;
- All forms of business finance applications and finance monitoring;
- Assisting in business start ups and information memorandums;
- Ongoing financial and project management services;
- Business acquisitions and sales;
- Cash flow and profit forecasting and ratio analysis;
- Due diligence assignments.

Taxation

We assist our clients in meeting all their statutory tax requirements. We act as tax agents for a diverse client base and prepare and lodge returns for:

- Individuals
- Partnerships
- Trusts
- Companies
- Superannuation Funds

In addition, we provide detailed advice on all taxation matters including income tax, capital gains tax, goods and services tax, fringe benefits tax and other state/federal indirect taxes.



Corporate Services

We understand the increasing complexities involved with operating corporate structures and the multiple corporate governance issues that arise from such structures.

We provide corporate services to clients ranging from family businesses, through to small/medium enterprises and large private companies.

These corporate services are provided to a client base as far reaching as Brazil and Ireland.

We are able to provide services in the following areas:

- Business structures and company incorporations from single director companies to multiple directors and owners;
- Maintenance of minute books and corporate registers;
- Dealing with all Australian Securities Investment Commission (ASIC) requirements and documentation;
- Preparation of minutes;
- Board room and registered office services;
- Assistance in the preparation of information memorandums;
- All corporate compliance matters.

OUR FIRM

LA Partners is led by the Managing Director, Luis Aleixo, based at Level 7, 320 Adelaide Street, Brisbane, Queensland.

We provide a full range of business services, including strategic planning, taxation, business advisory and management consultancy. Whilst based in Brisbane, our select client base includes both national and international clients across a diverse range of industries.

We have a highly regarded reputation of providing a quality and timely professional service to our clients. We achieve this through a detailed understanding of each client's affairs, a commitment to maintaining the skills and performance of all staff at high levels, and embracing technology and the efficiencies that flow from it.

We will develop and maintain a strong and close working relationship with your business. We will gain a detailed understanding of your business and will provide you with the highest technical knowledge, personal qualities and work ethic from all staff.



Key Personnel

Luis Aleixo
Managing Director



Luis Aleixo is a Certified Practicing Accountant and has been in public practice since 1993 providing tax compliance services, business consulting, tax planning and accounting services to a diverse group of industries and businesses.

Qualifications

- Bachelor of Business (Accounting), QUT
- Certified Practicing Accountant - CPA Australia
- Directors Course – Family Businesses
- Sub-Authorised Representative (No.1241931) – Self Managed Superannuation (Licenced Accountant in Public Practise)

Professional Memberships

- Member of CPA Australia (CPA)
- Registered Tax Agent
- Fellow Member - Australian Institute of Management (FAIM)
- Member – Australian Institute of Company Directors (MAICD)
- Justice of the Peace (JP Qualified)

Other Memberships

- Member – Australian Brazil Chamber of Commerce
- Member – Family Business Australia

Languages - Portuguese & Spanish

Contact Details:

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ACCOUNTANTS | ADVISORS | STRATEGIC PARTNER

TESTIMONIALS

I have been working with Mr Luis Aleixo since June 2010 as a replacement to my previous Accountant. This change has proven to be the best move my business has ever taken. Not only has Luis acted as our accountant but more importantly helped us identify new and exciting business opportunities as well as re designing our business model and streamlining administration and management protocols/procedures. For the first time in 10 years our company has an accurate understanding of where we are, where we want to be and how to get there. Luis Aleixo and his team far exceed the general accounting services and extend more into the field of business development.

Reece Trembath

Managing Director - DB Group (Private Company - Building & Construction Industry)

We engaged Luis Aleixo and his team at LA Partners to provide us guidance on taking our business to the next level. Since then and over the past three years we have experienced growth of at least 100% each year in line with our five year Strategic Plan. Luis has assisted us with our five year Strategic Plan, specifically in the following areas:

- Facilitate our Strategic Planning meetings;
- Contribute ideas to our macro Strategic Planning meetings;
- Introduce direct/indirect opportunities given our target areas;
- Advise on Capital Investment (CAPX) , Cash Flow, Administration and Systems needs, and how they will be funded;
- Having a framework of accountability at our quarterly meetings to ensure we all are carrying out what we have committed to.

He has played a key role in securing finance for our continual equipment needs and cash flow needs. Luis is an integral part of our team based on our family values of doing business and is a great knowledge source to bounce ideas off. His role in assisting us goes well beyond the traditional Accountant's role.

Henry Stanley

Managing Director – Stanley Macadam Group (Private Company – Road Construction and Road Maintenance)



LinkedIn recommendation by Tim Regan:

Luis listens to your issues and finds specific solutions for them, he is a thorough professional and pleasure to work with.

Year first hired: Tim hired Luis as an Accountant in 2009 and hired Luis more than once.

Top qualities: Great Results, Personable, Expert

Tim Regan

General Council & Company Secretary - [Celamin Ltd](#) (Public Listed Mining Company)

We have been working with Luis Aleixo for the past three years after my business partners and I decided to put our resources together and started our Building Company. With Luis's guidance we established our five year Strategic Plan to provide us a clear vision of what opportunities to target in line with our core business and what opportunities to expand into outside our traditional core business. Over the past two years we have experienced substantial growth in our core business and have also expanded into other areas over the past twelve months in line with our Strategic Plan. Luis's approachable manner, strong family values, his deep knowledge of the building & construction industry (given his family background in construction and having had hands on experience) and his vast network across different industries, has been a perfect fit for us to work successfully together. We recommend Luis to any business owner/s that are seriously looking at taking their business to the next level.

Paul Lawson

Managing Director (Private Company – Builder – Residential & Commercial Construction)

LinkedIn recommendation by Paul Khoury:

Luis is the type of person who incorporated professionalism, personal and genuine interest in his clients and colleagues. Through the years I have dealt with many Accountants, but once I got to know Luis I was so impressed that I took my business over to him. I not only recommend Luis as a First Class Accountant but also as a person who takes a personal interest in you and your business and goes more than the extra mile when and where ever he can. I highly recommend Luis to anyone who wants excellence in service and a hands Accountant with his clients interest at heart."

Top qualities: Personable, Expert, High Integrity

Paul Khoury

Managing Director - [Auctioneering Link Pty Ltd](#) (Auctioneering Business)



LinkedIn recommendation by Nick Johnson:

I have worked with Luis for a number of years. He has always proved to be reliable, personable and very knowledgeable in his areas of expertise. I would highly recommend Luis as a business partner.

Year first hired: 2008 (hired more than once)

Top Qualities: Great Results, Personable, High Integrity

Nick Johnson

CFO & Company Secretary - Cerno (Large Public Company - Insurance Loss Adjusting Business)



CONTACT DETAILS

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