



Media Release

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ANZ announces Business Growth Program participants for 2016

Ten high-performing small to medium sized enterprises (SMEs) from around Australia have been selected to undertake the 2016 ANZ Business Growth Program, a nine-month intensive course aimed to help businesses build the foundations for long-term growth.

The program, developed by Professor Jana Matthews Director of the Centre of Business Growth at University of South Australia, is open to management teams of ANZ business customers with less than 200 employees and more than \$5 million in annual sales.

Australian fashion designer Ellery, hospitality management company The Publican Group and online cosmetics retailer Ry.com.au are three of the ten businesses chosen to undertake the course in 2016.

Professor Jana Matthews said: "Accelerating growth in a competitive market place is a challenge for any executive, especially those running SMEs who spend much of their time working in the business, rather than on the business.

"The ANZ Business Growth Program gives CEOs the tools, knowledge and skills to identify barriers holding them back and strategies to help them grow. The ten companies who participated in 2015 have since created 114 jobs in total and achieved an aggregate 24 per cent increase in revenue, taking earnings from \$132m to \$164m," said Professor Matthews.

ANZ General Manager Business Banking Tania Motton said: "Our role is more than providing finance or banking services, we play an important part in helping businesses develop and grow, this includes supporting their entry into offshore markets and better understanding their customers' current and future needs.

"Since the program started, 30 per cent of businesses have opened up offices in new countries and 40 per cent are now selling their products and services in nine new countries," said Ms Motton.

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About the ANZ Business Growth Program

The ANZ Business Growth Program is a series of three, three-day modules for CEOs or MDs and two other members of the executive team. In addition to the nine-month program, 45 ANZ customers will be selected to attend a one-day clinic with Prof Matthews.

Based upon the Knowledge Framework for Growth developed and used by Prof Matthews in the USA and NZ, the program is delivered by Prof Matthews and nine national and international Growth Experts.

Held in major capital cities, the program is aimed at CEOs and executive teams of companies with less than 200 employees and more than \$5 million in annual sales.

Along with resources such as its Small Business Hub and \$2 billion lending pledge for small businesses, the ANZ Business Growth Program embodies ANZ's commitment as the bank that backs business.

Companies participating in the 2016 program include:

- **Ellery** Australia's leading fashion designer & brand label, dressing some of the world's top models and influential Australian women
- **Energetiks** is an Australian dance fashion brand that represents the very best quality and style in high performance dance and active wear.
- **Ry.com.au** is Australia's largest online skincare, haircare and cosmetics store. Australian owned and trusted by hundreds of thousands of beauty addicts across the nation.
- **Comfresh** is a South Australian Supplier of fresh produce, growing and distributing produce to retailers, providores, supermarkets and wholesalers nationally.
- **Sealite** manufactures marine aids to navigation. Our range of navigation aids has expanded to include; marine lanterns, high-precision sector lights, leading lights, bridge lighting, rotationally-molded buoy products, power-systems, and products to provide safe environments for maritime customers worldwide.
- **Hi Voltage Karts**, Our state of the art 300m indoor track features a challenging mix of tight corners and high speed section to test even the most experienced drivers. At over 4 karts wide, drivers have plenty of room to overtake and amp up the competition.
- **The Publican Group** specialises in providing expert services to a portfolio of restaurant, bars and event spaces across Victoria and WA, including marketing, finance, operations, training and human resources.
- **Reliance GP** - GP Super Clinics support their patients, particularly those with, or at risk of, chronic disease, with the option of receiving the full range of health services they need in a coordinated manner, where possible and appropriate, in a single convenient location
- **Pacific Environment** understands your project's requirements. We have been helping our clients achieve successful outcomes for over three decades. Our team can provide expertise at any stage of your project's lifecycle. Our core strength is scientific excellence coupled with decades of experience in providing practical, cost-effective outcomes.
- **Canterbury Sink and Tap** is Australia's leading importer of the finest traditional fireclay sinks from England and traditionally styled designer tapware from Milan.