

Company Results FY19

265 companies who attended programs delivered by
Australian Centre for Business Growth

↑ 12%



Revenue Increase

↑ 10%



FTE Jobs Increase
1,108 JOBS ADDED

↑ 13%



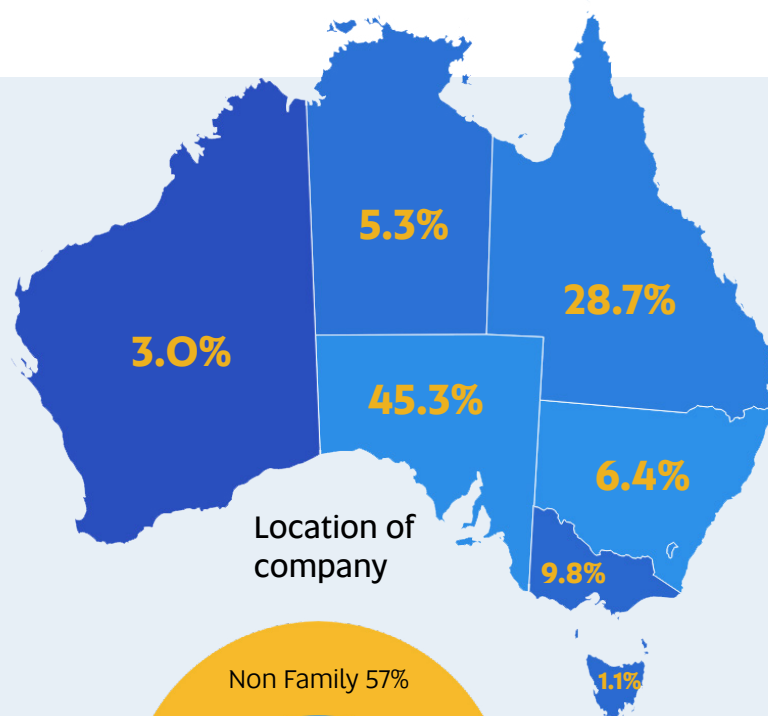
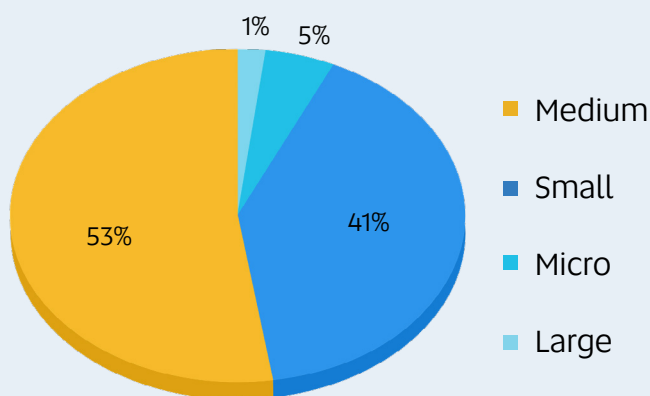
Profit Increase

↑ 23%

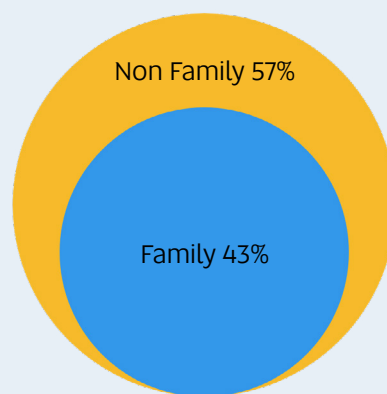


Export Revenue Increase

Size of company



Age of company



Family Businesses

Leadership Changes

96%

of CEOs are working to keep all parts of the company aligned



92%

ARE DOING A BETTER JOB AT DELEGATING



89%

ARE MANAGING EXECUTIVE TEAM MORE EFFECTIVELY



90%

HAVE IMPROVED THEIR COMMUNICATION



87%

ARE PLAYING THE RIGHT ROLE AS CEO



“We were at the initial growth phase in our business and we were being held back because the vision, strategy and purpose were internalised by myself as the CEO of the company. Removing those limitations was extremely powerful in terms of growing our company, by more than 11 staff over nine months, and increasing our year-on-year revenue by more than 30%.”

Seth Thuraisingham, CEO, Consilium Technology, SA

Financing Growth

Methods AUCBG Companies Are Utilising

86%

of CEOs are reinvesting profits to finance company growth



42%

BANK DEBT



24%

BORROWED FROM SELF



34%

GOVERNMENT GRANTS



20%

R&D TAX INCENTIVES



“If you are a CEO who wants to grow your business, then this is for you! By attending, you will not only have a clear strategy for achieving solid financial returns, you’ll have significantly more time. It will be the best decision you will make.”

Rebecca Culverhouse, CEO, Accoras, QLD

Organisational Changes

96%

of CEOs have continued with the planning process since attending the Centre’s programs



90%

WORKED ON VALUES AND CULTURE



65%

INTRODUCED A NEW PRODUCT OR SERVICE



78%

CHANGED THE PEOPLE OR CHANGED THE PEOPLE



60%

MADE CHANGES TO THE EXECUTIVE TEAM



“The highlight for me was being able to look over the walls and look at how to expand our business and what steps we need to take to grow. A key take-away was the importance of planning, putting a plan down in writing and presenting it to my executive team, and getting everyone on the same page.”

Matthew Moss, Managing Director, Jaytex Constructions, NT