



Collaboration. It's in the numbers

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*Arthurs Pass
Tyler Lastovich, 2017*

X TAX
TRADERS



TAX POOLING UPDATE

TAXTRADERS.CO.NZ/NEWS-AND-UPDATES



\$100 MILLION MORE

The Deloitte + Tax Traders collaboration

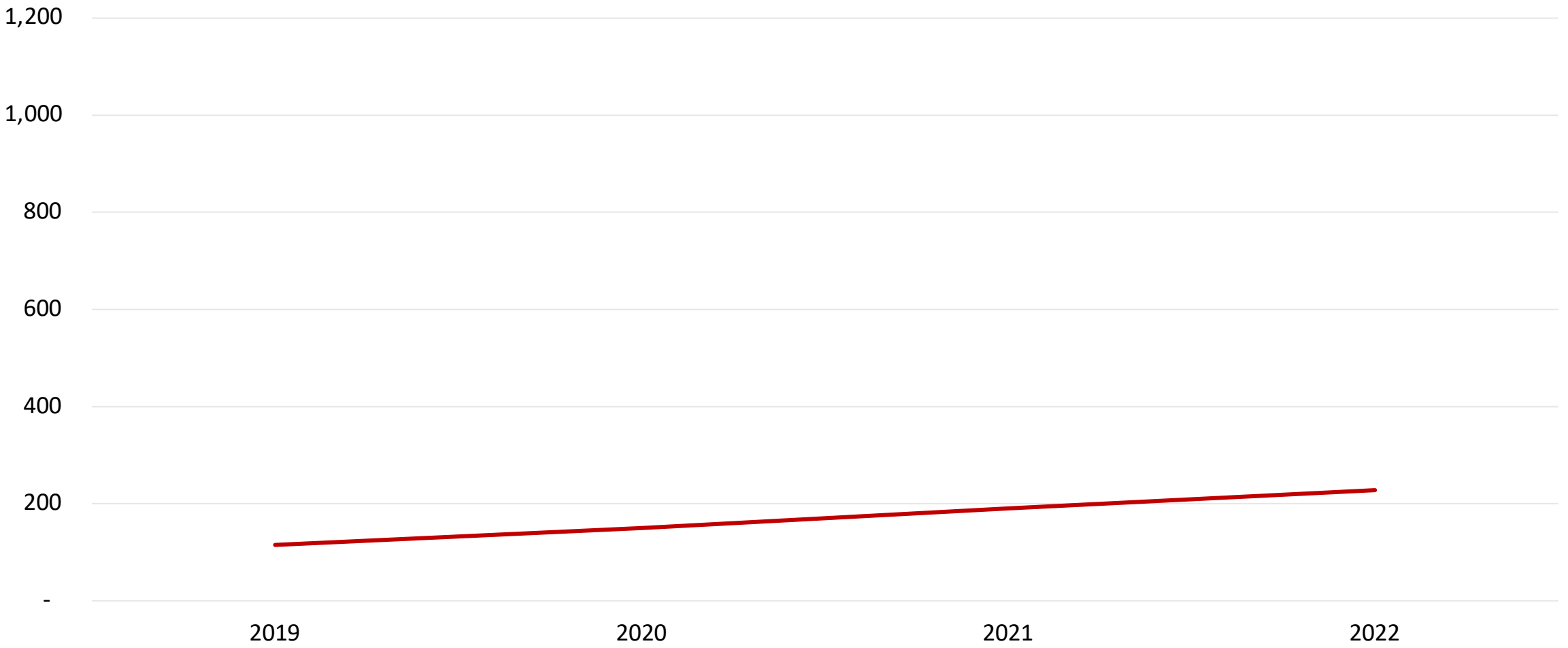
1.
Appreciation
of what each
of us were
good at

2.
Willingness
to give and
receive
feedback

3.
Shared vision
to create a
solution that
was truly better

The Result

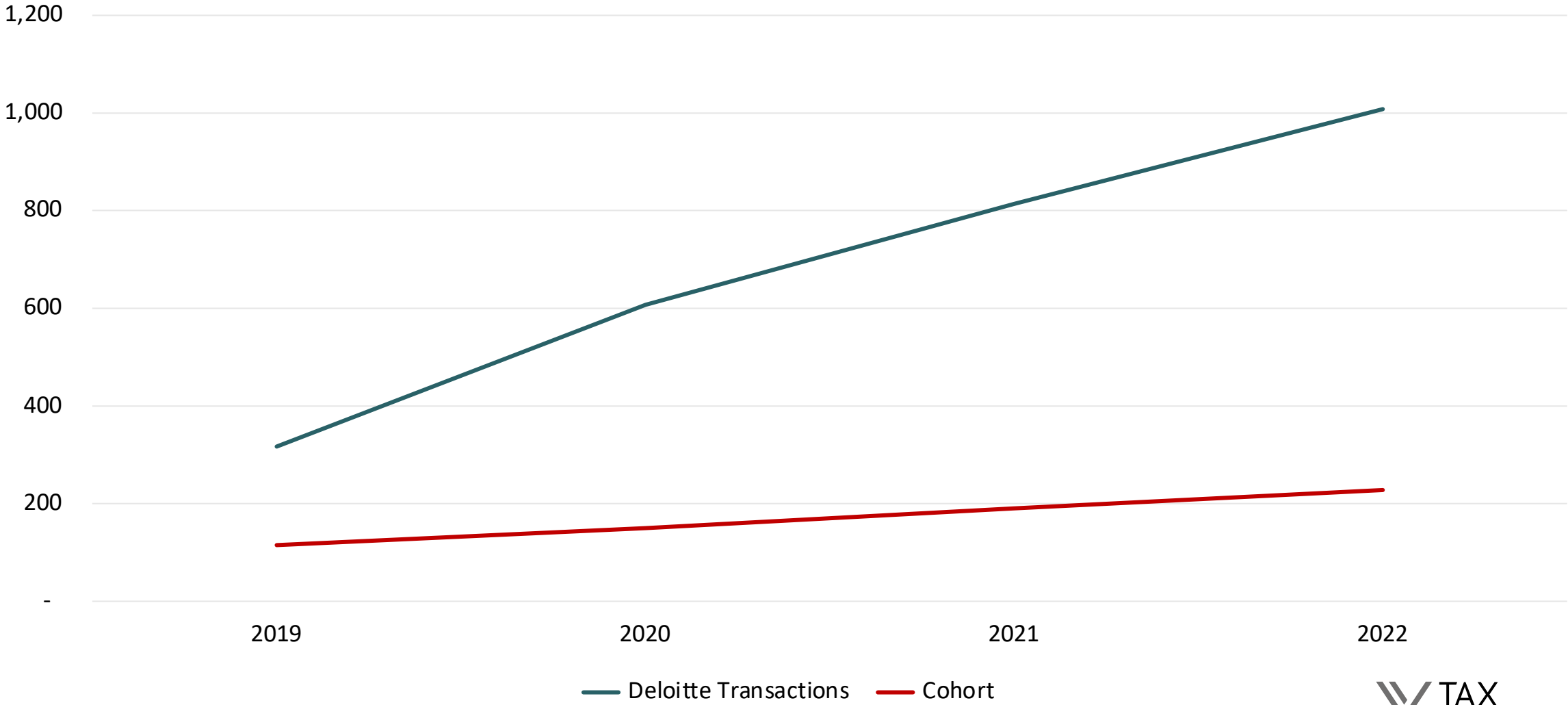
Usage of Smart Tools



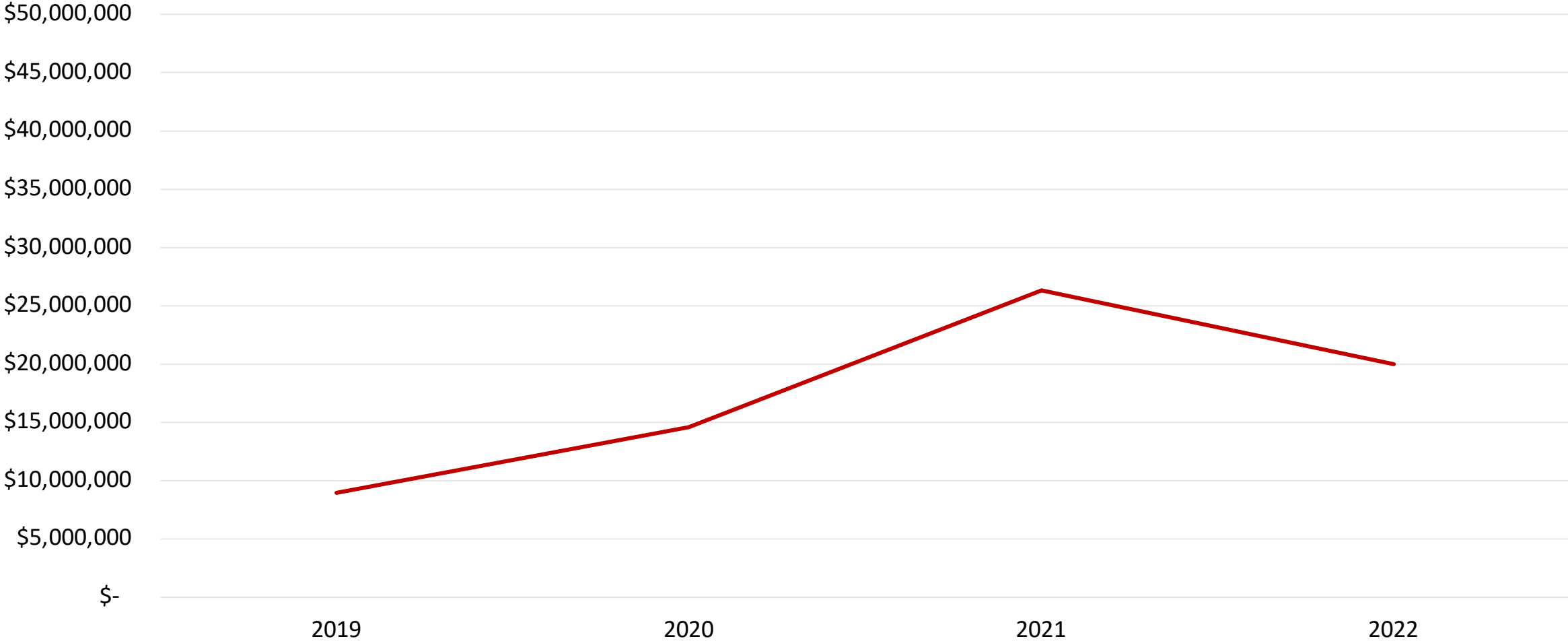
— Cohort



Usage of Smart Tools



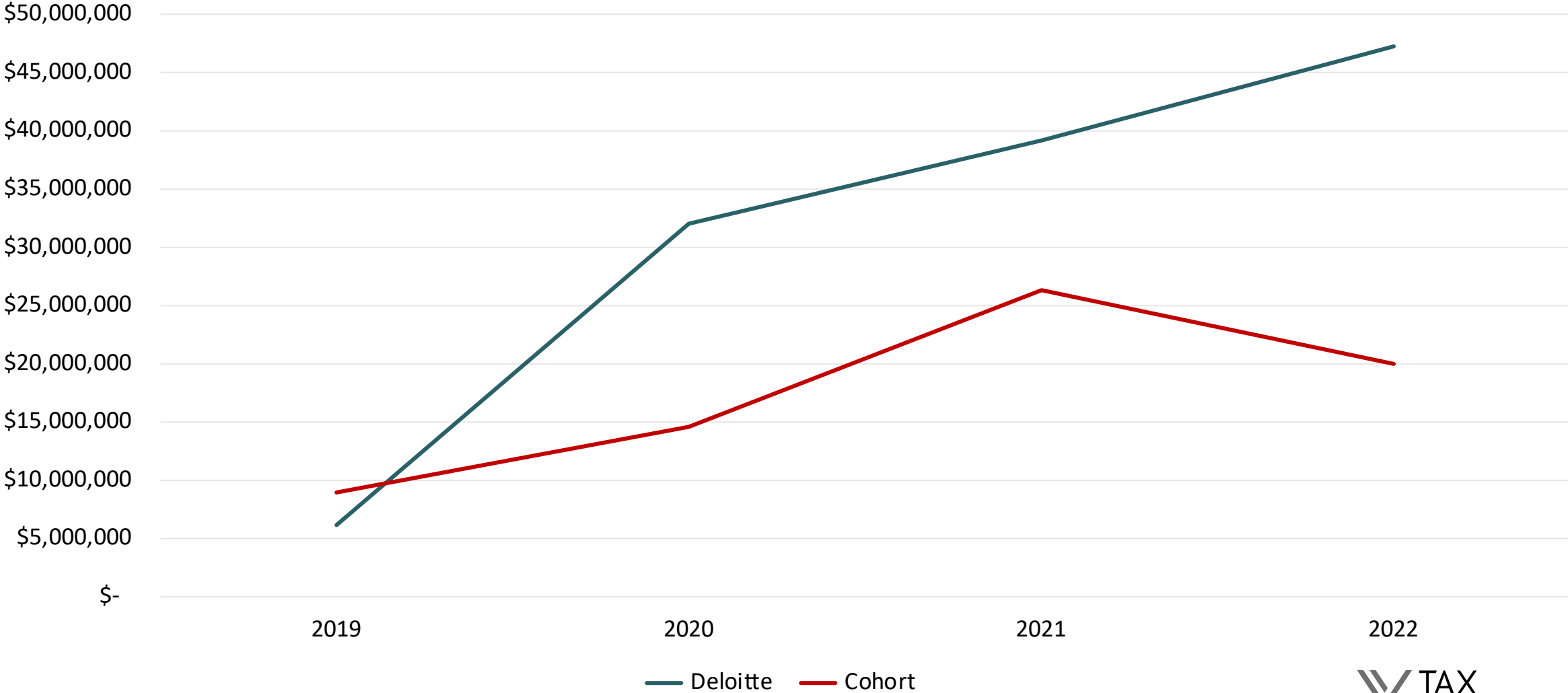
Additional Working Capital



— Cohort



Additional Working Capital



Δ = Collaboration



EXAMPLE 1: KEEPING THE LIGHTS ON

The Challenge

Loss carry-back
had been
introduced as
a COVID relief
measure

Needed cash to
meet overheads
due to their
high levels of
delayed sales

Risky to claim
the loss carry-
back before the
actual fiscal
impact known

The Solution

Access \$5.6m cash immediately
with the right to reinstate their 2019 tax
position if it turned out there wasn't
going to be a loss to carry-back

The Result

De-risked
accessing the
loss carry-back

Essential cash
flow when they
needed it most



**EXAMPLE 2:
A NEW SOURCE OF WORKING CAPITAL**

The Challenge

Needed funding
to support their
continued
growth through
the pandemic

Change to
balance date

Filed return less
than uplift
=
retrospective
re-forecasting

The Solution

More than \$8m in additional working capital
and our smart tools to automatically
calculate their tax liabilities at each
provisional date

The Result

A new source of working capital enabled them to grow with confidence

Quick answers when re-calculating their provisional liabilities after changing balance date



THANK YOU DELOITTE



Thank you all

Nicola Taylor, Co founder

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