



DAMIEN HODGKINSON

STRATEGIC TRANSFORMATION + CRISIS MANAGEMENT

- PERSONAL SUMMARY -

Damien is Joint Managing Director of DEM Australasia, a company he established in 2012 to meet the needs of organisations going through stress and distressed driven change.

Damien develops strategic solutions for groups dealing in crisis management and/or distress investment. He has over 27 years experience working with distressed companies in the financial assessment, recoverability, and sustainability of risk assets.

Damien is also passionate about community and provides his transformation and governance skills to a number of not for profit organisations seeking to re-align themselves with their changing needs and expectations.

“By reducing uncertainty, hedging risk and creating a buffer which distinguishes your business from that of your competitors, all contributes to putting you in the best position to take advantage of opportunities when others cannot.”

- PROFESSIONAL EXPERIENCE -

Damien started his career with Arthur Andersen in Melbourne in their Insolvency practice before moving to Ferrier Hodgson in Sydney.

In 1996 he relocated to Hong Kong where he joined boutique restructuring firm RSM Nelson Wheeler as a partner. He has worked across the Asia Pacific and South America on complex cross border organisations representing lenders in the realisation of offshore assets in North American multi-national companies including Akai Electric (Japan), Johnson and Evinrude (USA), and HIH Winterthur (Hong Kong).

After returning to Australia in 2004, Damien joined KPMG as a partner in their corporate restructuring practice in Sydney where he represented corporate debtors in the renegotiation of primary lending facilities.

Damien and his team now work with distressed companies to transform their businesses, change their operating models reduce costs, improve working capital and drive cultural change at an operating level to improve performance.

- Hedley Group operators of the Hedley pub Group (Redcape), the largest hotel owner in the country.
- The Board of Directors in ABC Learning Centres on the assessment of their loss making operations and negotiations with financiers.
- Affinity Private Equity in the restructure of their investment and operations in Colorado Limited.
- WIN Corporation in its divestment of Select TV and the restructure of Nine Entertainment.
- Curry Kenny Aviation in the restructure divestment of its fixed wing and helicopter operations.
- Jan Cameron in the restructure and cost transformation of the Crazy Clarks 600 store retail work
- Robert Marchetti on partnership settlement and subsequent divestment of the restaurants in the Bondi Restaurant Group
- AIMS Group in the acquisition and restructure of the stockbroker BBY Limited
- International lenders in the debt to equity conversion of manganese miner Kupang Resources.

- EXPERTISE -

Damien's industry and strategic expertise focuses on three key markets:

- Retailing – Clothing and General Merchandise
- Hospitality – Pubs, Hotels and Restaurants
- Media and Entertainment

- EDUCATION -

- Bachelor of Commerce from University of Melbourne
- Member of Institute of Chartered Accountants
- Member of the Australian Restructuring and Turnaround Association.
- Registered Liquidator - Australia

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