

Cantwell
CONSULTING

UNDERSTANDING
GUIDING
IMPLEMENTING



UNDERSTANDING
GUIDING
IMPLEMENTING

Business Consultancy and
Property Advice for the SME Sector



+ 353 1 551 8668 + 353 87 206 1232

shane@cantwellconsulting.ie
cantwellconsulting.ie

31 Charleville Rd., Phibsboro, Dublin 7.

Table of Contents

Profile	3
Business Advisory Services.....	4
• Strategy Formulation	4
• Budget Formulation and Cash-Flow Management	4
• Business Improvement	4
• Corporate Restructuring	4
• Stakeholder Management	4
• Risk Management	4
• Company Acquisition/Disposal	4
• Distributor/Franchisee Negotiations	4
Property Advisory	5
• Acquisition & Disposal	5
• Planning & Development Analysis	5
• Landlord and Tenant Negotiations	5
• Funding	5
Managed Developments.....	5
Client Testimonials.....	7
Business Consultancy	7
Property Consultancy.....	7

Profile

Shane Cantwell MBA, B.Comm, QFA
Principal at Cantwell Consulting,
31 Charleville Road,
Phibsborough,
Dublin 7.



With over 20 years industry experience, Shane provides a range of consultancy services to businesses. Advising on a range of issues including:

- Business planning
- Turnaround strategies
- Key-stakeholder negotiations
- Corporate restructuring
- Asset purchase
- Estate management
- Landlord and tenant negotiations

Shane has worked on leveraged property finance transactions and has successfully negotiated a number of debt buyouts for a range of clients. He is experienced in all types of property transactions including acquisition, divestment and deleveraging. He has a clear understanding of corporate structures, borrower/lender motivations and the vital components necessary for continuous effective business management in today's environment.

Prior to setting up Cantwell Consulting, Shane was a Director with the Glencullen Group, responsible for managing a large domestic and international business portfolio. The groups' activities included projects across a number of different industry sectors e.g. Motor, Property, Health, Tourism, Education and Training.

Shane is a member of the Institute of Bankers (IBI). He holds a Masters in Business Administration (MBA) from the Smurfit Graduate School of Business, University College Dublin (UCD). He holds a Bachelor of Commerce Degree from UCD, and postgraduate diplomas in Legal Studies from the Dublin Institute of Technology and Taxation from the Law Society of Ireland. He is also a Qualified Financial Advisor (QFA) and a member of the Institute of Management Consultants and Advisors in Ireland (IMCA).

Business Advisory Services

Cantwell Consulting has been involved in a number of turnaround strategies for businesses that have struggled to deal with a changing landscape. The nature of the business, its makeup and the motivations of those connected with it are all critical issues to be considered before any salient advice can be given. Advice must be developed in the context of your environment and should always come from understanding. We work at developing relationships that foster the right atmosphere within which a course can be plotted that can deliver their desired results.

- **Strategy Formulation**
- **Budget Formulation and Cash-Flow Management**
- **Business Improvement**
- **Corporate Restructuring**
- **Stakeholder Management**
- **Risk Management**
- **Company Acquisition/Disposal**
- **Distributor/Franchisee Negotiations**

Property Advisory

Cantwell Consulting works with clients to identify their property needs and ensure that they maximize the returns from their capital assets. We have come through dramatic changes in the property industry and have learnt that the nature of a property investment must mirror the core requirements of the investor.

With 20 years of development experience we understand the critical considerations behind any property investment. We work with clients to provide property-related advice that fits with their business needs to ensure they can meet any obligation a property transaction may place on the business.

- **Acquisition & Disposal**
- **Planning & Development Analysis**
- **Landlord and Tenant Negotiations**
- **Funding**

Managed Developments

1. Rosslare Import Centre
 - Description : Acquisition, rezoning and development of 18 Acres in Rosslare Harbour
 - Budget : Confidential
 - Completion: 2012
2. Portlaoise Renault
 - Description: Acquisition and decommissioning of an existing petrol station to construct a 10,000 sq ft Motor dealership on 1.5 acres in Portlaoise town
 - Budget: Confidential
 - Completion: 2005
3. Europa Training Academy
 - Description: Sourcing and purchase of a 50,000 sq ft facility and redevelopment into FAS approved trading center, conference facility and offices.
 - Budget: 6m
 - Completion: 2006
4. Ennis Renault
 - Description: Redevelopment of 3 acres in Ennis town to construct a 10,000 sq ft motor showroom , petrol station and retail unit.
 - Budget: Confidential
 - Completion: 2004

5. Auto Centre Newlands Cross
 - Description: Redevelopment of Shell petrol station at Newlands Cross into 6000sq ft car showrooms
 - Budget: Confidential
 - Completion: 2001
6. Tralee Renault
 - Description: Land acquisition and development of new 10,000sq ft motor showroom on 4 acres in Tralee, Co. Kerry
 - Budget: Confidential
 - Completion: 2002
7. Renault Head Office Airways Industrial Estate
 - Description: Acquisition and lease of 25,00sq ft head office to Renault Ireland
 - Budget: Confidential
 - Completion: 2006
8. Douglas Renault Cork
 - Description: Acquisition and redevelopment of existing Maxol filling station and redevelopment into 5000 sq ft retail unit
 - Budget: 2m
 - Completion: 2005
9. Derrybawn Treatment Centre
 - Description: Acquisition of Suitable facility and conversion into a 14 bed treatment facility in Glendalough.
 - Budget: 2m
 - Completion: 2007
10. Citywest Truck and Van Centre
 - Description: Acquisition and redevelopment of industrial plant into a purpose built truck and van distribution centre.
 - Budget: 4m
 - Completion: 2003
11. Topaz Blanchardstown
 - Description: Development of car showroom and Topaz petrol station in Coolmine, Dublin 15.
 - Budget: Confidential
 - Completion: 2001

Client Testimonials

Business Consultancy

Auto Centre - Stephen Walker, General Manager

Shane managed our franchise negotiations and delivered results in a difficult environment that we would not have been able to.

Merchants Arch Restaurants Company Limited. Tom Doone, Owner

Shane is a trusted advisor. He has a wealth of experience in advising on property transactions. You can hand him a project and trust him to act completely in your best interests.

Atlas Auto Service – Brendan Callan, Director

Shane's a great person to have in your corner, he builds your confidence and helps you deal with any business challenge.

Keeling F. Juices Ltd. - John Keeling, Director

Shane has earned the trust of all our family members and he is always available if you need good advice.

Auto Key - Jason Coogan, Owner

Shane has restructured the business to bring a stronger focus on the bottom line. He brings a cool head to every situation and works well with all the staff.

Property Consultancy

Design Projects and Planning Ltd. Charles Hulgraine Architect MRIAI RIBA, Director

Shane has developed property projects throughout Ireland. He has an excellent understanding of planning and associated regulations and is an accomplished negotiator with local authorities, designers and contractors.

Ganly Walters - Roseanne De Vere-Hunt , Head of Country and Residential Sales

I have had the pleasure of working closely with Shane since 2007. I have always found him to be extremely professional and diligent. There is never a problem too large for Shane to solve in a calm and efficient manner.

Eugene F. Collins Solicitors - Mark Walsh Partner and Head of Property

Shane has excellent experience in dealing with property matters, from commercial leases, building and construction contracts to financing. He is well organised, capable and very good at tough negotiations.

North's Property - Pat Stephenson, Executive Chairman

With Shane, I found an exceptional adversary, who though tough in negotiations, was Professional, of highest integrity, and did not lose sight of the fact that there are no prizes for not doing a deal.

GVA Donal O'Buachalla - Jack Devlin, Director

I undertook numerous assignments on behalf of Shane where upon I found him to have strong commercial instincts and a thorough understanding of all property related matters which, under his direction, resulted in maximum returns from a mixed portfolio.