

STARTUP AND GROWTH COMPANY TAX SERVICES

A&M's Startup and Growth Company Tax Services team provides comprehensive tax advisory and compliance support throughout the entire business lifecycle of emerging companies. From initial tax structuring and research and development (R&D) incentives to international expansion and capital raising, we work with clients at every stage of growth, scaling alongside them as their needs evolve. At A&M, we leverage our expertise across tax advisory, tax compliance, international tax, valuations, technical accounting, and R&D services to position ourselves as a trusted partner to our clients from day one. Our holistic approach enables clients to focus on core business objectives without costly advisor transitions while preserving service continuity, institutional knowledge, and long-term relationships.

Our tax services are designed to support emerging companies through every growth stage:

Structuring and compliance

Growth and international expansion

Advisory and restructuring

Exit planning and transactions

AT A&M, THE CLIENT'S BUSINESS IS OUR BUSINESS

A&M has the freedom to put our clients' priorities first since we're not bound by conflicts that arise from audit services. That means we are able to support startup companies in a range of value-added initiatives.

We help startups establish tax-efficient foundations that position emerging companies for venture capital investment and growth. Our team maximizes R&D tax claims to secure critical early-stage cash flow, designs competitive employee equity incentives, and ensures investor-ready compliance to prevent costly restructuring later.

As clients' businesses scale, we support expansion into new markets through cross-border structuring, transfer pricing strategy, and multi-jurisdictional tax planning. We ensure tax obligations evolve with client's growth, managing complexity whether they are expanding organically or through M&A.

We can also bring in other specialist teams to provide technical accounting support, business advisory, accounting policy optimisation and financial reporting—all to optimise accounting outcomes and ensure smooth transitions through critical growth phases

A&M prepares clients for M&A transactions and successful exits through strategic tax optimisation, accounting advisory support, valuations, and financial due diligence.

Our approach maximizes value preservation and ensures companies achieve optimal exit outcomes.

WHY STARTUP CLIENTS CHOOSE US

Continuity of service

One trusted advisor eliminates disruptive transitions and ensures continuity of knowledge throughout the entire growth journey.

Flexible pricing

We offer flexible, lifecycle-aligned fee arrangements that evolve with the business, ensuring clients receive the right level of support at a cost that reflects their stage of growth and complexity.

Proactive tax services planning

We address overlooked tax considerations early, including equity incentives and international tax structuring, to prevent expensive future remediation.

Experience and technology

Extensive technical experience, combined with a technology-supported approach to streamline the R&D incentive process, providing optimised claims with a strong risk management approach.

Venture capital network

We leverage established relationships within Australia's venture capital ecosystem to strengthen client positioning during fundraising.

THE A&M DIFFERENCE

END-TO-END CAPABILITIES

We provide the full spectrum of services startups need, spanning tax advisory, compliance, international tax, cross-border structuring, R&D incentive services, technical accounting, valuations, and due diligence, eliminating the need for clients to change advisors throughout their growth journey.

DEEP STARTUP EXPERTISE

Our team understands the Australian startup ecosystem, founder priorities, and commonly overlooked tax issues. We combine commercial insight with technical depth to serve emerging companies effectively.

SENIOR-LED ADVISORY

A&M engagements are led by senior advisors, with deep consulting and startup experience across the team, providing hands-on strategic consultation during critical business transitions rather than generic compliance support.

INDEPENDENCE AND AGILITY

We operate without audit conflicts and move quickly without traditional firm overhead, providing responsive solutions tailored to startup clients.

KEY CONTACTS



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ABOUT ALVAREZ & MARSAL

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