
NSW Business Migration Case Study

ROLAND KNIGHT

Mr Roland Knight first came to Australia from the UK in May 2003 on a temporary working visa, after founding and managing Elite, a successful boutique health insurance company.

When he landed in Sydney, the first thing he did was to obtain the services of a lawyer and an accountant, to help him establish a business. He also appointed a migration agent to guide him on how he could qualify for permanent residency visa in Australia.

Roland initially went through the Sydney Morning Herald looking for businesses for sale. He also approached liquidators looking for investment opportunities. He found one – a business that was in financial difficulty at that time, negotiated a deal and bought the company. This was the beginning of Centrica Pty Ltd.

Centrica Pty Ltd is a boutique mailing house and marketing support company, specialising in sophisticated mail merge products delivering mailing and fulfilment services to blue chip clients including Moet Hennessy, AMP, Qantas, Optus, KPMG, Dell 3M, Woolworths and Intel.

To expand the business aggressively, Roland hired a Sales Director and assigned him 20 per cent of the shares in the company. This started a dynamic partnership which has propelled Centrica to where it is now.

Roland applied for NSW Government, state sponsorship in August 2005. At that time Centrica had a turnover of \$600,000 pa and employed two full-time and a number of casual Australian staff.

Today Centrica continues to grow with a turnover of almost \$5 million and employing 27 full-time staff.

Roland obtained his permanent residency visa in 2006 and now looks forward to taking his citizenship oath on Australia Day in 2009.

In between all this, Roland managed to get married to his girlfriend and have a baby.



Roland Knight at Circular Quay East Sydney

For more information on migrating to NSW go to
www.business.nsw.gov.au/migration

