

Corporate Finance
Leaders in mergers
and acquisitions

December 2017



Corporate Finance

PwC M&A has a full range of corporate finance services and has a consistent track record of adding value backed by extensive transaction experience and expertise.

Our services include:

Divestments	Sell side lead advisory services with a particular focus on privately-owned businesses and non-core operations
Acquisitions	Buy side lead advisory services, advising both private equity funds and corporates
Private Equity	Strong relationships with key Australasian private equity firms – matching the PE firm to the right investment opportunity, and assisting with subsequent exits
Capital Raisings	Principally via bank debt, mezzanine debt, high net worth individuals and private equity
Strategic Relationships	Formation of strategic relationships, including joint ventures and mergers

Our value add:

Experienced	Demonstrated track record of mergers and acquisitions experience and corporate finance capabilities
Extensive Team	Largest dedicated Corporate Finance team in New Zealand comprising an extensive pool of experienced professionals – allowing us to get the deal done
Trans Tasman	Close relationships with our Australian colleagues providing a comprehensive understanding of the Australasian marketplace and direct access to Australasian counter-parties
Global Relationships	An extensive global network of PwC firms, providing relationships with the key global market participants in most industries
Credibility	An extremely well known brand, providing additional credibility to our clients in the eyes of prospective counter-parties
One Firm	The ability to provide Transaction Services, Tax and other professional services to complete transactions in a fully coordinated and seamless manner
Fees	Market based fees, aligned to our clients' objectives, with fair sharing of risks and returns

Leaders in mergers and acquisitions

PwC has the largest mid-market M&A team in New Zealand and is:

- **#1** ranked in New Zealand by number of transactions completed for every year since 2005 (source: Thomsons)
- **#1** ranked in Asia Pacific (excl. Japan) by number of transactions for 2016 (source: MergerMarket)
- **#1** ranked Globally by number of transactions for 2016 (source: MergerMarket)

A strong track record of completed transactions in New Zealand across a broad range of sectors and transaction sizes...

 <p>INTERNATIONAL VOLUNTEER HQ www.volunteertq.org</p> <p>Advisor to International Volunteer HQ on its 80% sale to Mercury Capital</p> <p>PwC 2017</p>	 <p>LEWIS ROAD CREAMERY New Zealand</p> <p>Advisor to Lewis Road Creamery Ltd on its sale of a 25% shareholding to Southern Pastures LP</p> <p>PwC 2017</p>	 <p>Netlogix Simplifying People Management</p> <p>Advisor to Netlogix Limited on its capital raise and sale of shares to Pencarrow Private Equity</p> <p>PwC 2016</p>	 <p>ACTIVE ADVENTURES NEW ZEALAND</p> <p>Advisor to Active Adventures NZ on its sale to Blue Sky Private Equity</p> <p>PwC 2016</p>	 <p>HRV</p> <p>Advisor to E-Co Products Group Limited on its sale to Vector Limited</p> <p>PwC 2017</p>	 <p>Japan Pulp and Paper</p> <p>Advisor to Japan Pulp and Paper on its acquisition of 51% of PagePack Australia</p> <p>PwC 2017</p>
 <p>SOLARCITY</p> <p>Advisor to Solar City NZ Ltd on its capital raise</p> <p>PwC 2017</p>	 <p>NGĀI TAHU SEAFOOD Māi tātou. Kā hoki tā uri. Kā māui āke nei. For us and our children after us.</p> <p>Advisor to Ngai Tahu Seafood on its sale to Kono NZ LP</p> <p>PwC 2017</p>	 <p>Lanocorp NEW ZEALAND LIMITED</p> <p>Advisor to Lanocorp NZ Limited on the sale of an 80% shareholding to Trilogi International Limited</p> <p>PwC 2017</p>	 <p>MY FOOD BAG</p> <p>Advisor to My Food Bag Limited in its sale to Waterman Capital</p> <p>PwC 2016</p>	 <p>jetts 24 hour fitness</p> <p>Advisor to Jetts NZ Group on its sale to Quadrant Private Equity</p> <p>PwC 2016</p>	 <p>NZP</p> <p>Advisor to Direct Capital on the sale of New Zealand Pharmaceuticals (NZP) to Archer Capital</p> <p>PwC 2016</p>
 <p>Fletcher Building</p> <p>Advisor to Fletcher Building Holdings New Zealand Limited in its acquisition of Higgins Group Holdings Limited</p> <p>PwC 2016</p>	 <p>MMC</p> <p>Advisor to MMC Ltd on the sale of a 50% shareholding to Pencarrow Private Equity</p> <p>PwC 2016</p>	 <p>Bankstream</p> <p>Advisor to Bankstream (MTS Global (Europe) Limited) in its sale to Intuit Limited</p> <p>PwC 2016</p>	 <p>ARCHGOLA OUTDOOR SHELTERS</p> <p>Advisor to Archgola NZ Ltd on its sale to Industrial Tube Manufacturing Ltd</p> <p>PwC 2016</p>	 <p>absolutelIT RECRUITMENT SPECIALISTS</p> <p>Advisor to Absolute Recruitment Group Limited in its sale to AWF Madison Group Limited</p> <p>PwC 2016</p>	 <p>travelbug by trademe bookit</p> <p>Advisor to Trade Me in its sale of Bookit and Travelbug.co.nz to Howard Willis</p> <p>PwC 2016</p>
 <p>HADDRELL'S of CAMBRIDGE</p> <p>Advisor to Cambridge Bee Products Limited in its sale to Prolife Foods Limited</p> <p>PwC 2015</p>	 <p>magicmemories</p> <p>Advisor to Magic Memories Group Holdings Limited capital raising from Pioneer Capital</p> <p>PwC 2015</p>	 <p>red seal</p> <p>Advisor to shareholders of Red Seal Natural Health Limited in its \$80m sale to EBOS Group Limited</p> <p>PwC 2015</p>	 <p>manuka health NEW ZEALAND</p> <p>Advisor to Manuka Health New Zealand Limited in its sale to Pacific Equity Partners</p> <p>PwC 2015</p>	 <p>icebreaker MERINO</p> <p>Advisor to Icebreakers majority shareholder for issue of new shares to Pencarrow Private Equity</p> <p>PwC 2015</p>	 <p>Runacres & Associates Ltd</p> <p>Advisor to IAG NZ Limited on its divestment of Runacres & Associates Limited to AUB Group NZ Limited</p> <p>PwC 2015</p>
 <p>Foodstuffs NZ</p> <p>Advisor to Foodstuffs Liquor Limited in its acquisition of The Mill Retail Holdings Limited</p> <p>PwC 2015</p>	 <p>AIRBUS EXPRESS</p> <p>Advisor to Johnston's Coachlines on the sale of Airbus Express Limited to SkyBus Australia</p> <p>PwC 2015</p>	 <p>FLIGHT Group Ltd</p> <p>Advisor to Flight Group on the sale of its forests to New Forests and its mill to Timberlink New Zealand Limited.</p> <p>PwC 2015</p>	 <p>Carpet Court</p> <p>Advisor to Allegro Private Equity in their acquisition of Carpet Court New Zealand Limited</p> <p>PwC 2015</p>	 <p>Yealands FAMILY WINES HARLBOROUGH • NEW ZEALAND</p> <p>Advisor to Marlborough Lines Limited in their acquisition of Yealands Wine Group Limited</p> <p>PwC 2015</p>	 <p>CS COMPANY</p> <p>Advisor to CS Company Limited in their sale to Trilogi International Limited</p> <p>PwC 2015</p>

Contacts

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