



Terry Walsh

MANAGING DIRECTOR

E: terrywalsh@oaktower.com.au

M: +61 414 887 728

OAKTOWER PARTNERSHIP

INDEPENDENT CORPORATE ADVISER

QUALIFICATIONS AND MEMBERSHIPS

- > Bachelor of Business, Royal Melbourne Institute of Technology
- > Bachelor of Education/Business, Melbourne University
- > Graduate Diploma Applied Finance
- > Institute of Chartered Accountants in Australia

RELEVANT EXPERIENCE

Terry is one of two Managing Directors of the Oaktower Partnership. He has over 25 years experience in corporate finance involving a broad range of divestitures, Joint Ventures and advisory roles.

SELECTED ADVISORY CREDENTIALS

- > Spotless Australia Ltd on the takeover of the remaining 18% by Downer EDI Limited (\$130m)
- > Lead adviser to Reliance Worldwide Corporation on its £687m acquisition of John Guest Holdings and the associated \$AUD 1.1 billion capital raising to finance the acquisition
- > Lead adviser to Beijer Ref AB on its acquisition of Heatcraft Australia and Asia (\$111m) and back-to-back divestment of Heatcraft NZ to Reece Limited
- > Lead adviser to Kline Family interests on the sale of their 45% shareholding in Metricon Homes Group
- > Lead adviser to Reliance Worldwide Corporation on its bolt-on acquisition of Securus, Inc. (trading as Holdrite) (A\$125m)
- > Sale of Daniels Health Australia to Tox Free Solutions (EV \$186m)
- > GSA Group on the IPO of Reliance Worldwide Corporation, working alongside and in conjunction with the appointed Joint Lead Managers (\$919m)
- > Lead adviser to Adcorp on its underwritten renounceable rights issue
- > Lead adviser to Jangho Group on its off market takeover of Vision Eye Institute Limited (\$210m)
- > Lead adviser to Beijer Ref AB on its acquisition of Patton Refrigeration NZ
- > Joint lead adviser to Places Victoria on a \$230m greenfield divestment programme
- > Lead adviser to SteriHealth Ltd on its Scheme of Arrangement with Daniels Corp (\$61m)
- > Lead advisor (Joint) to Catalyst Investment Managers on the sale of Actrol Parts to Reece Limited
- > Lead advisor to the founders of GoGet Car Share on introducing Archer Capital Growth Fund as a Strategic Investor
- > Lead advisor to Bank of Scotland International (BoSI) on the divestiture of the circa \$600m portfolio of US assets;
- > Lead advisor to BoSI on the restructure of the debt position on assets within the Record Realty portfolio;
- > Lead adviser to Catalyst on the acquisition of AC components;
- > Lead adviser to GSA group on the sale of Actrol Parts to Catalyst;

BACKGROUND

Terry's background involves in excess of 35 years operating in both the professional and corporate environment. Terry qualified as a Chartered Accountant and his experience includes working as Group Business Development Manager for the Hawker Group (Australian Public Company) and General Manager of two of the group's manufacturing divisions over a period of 7 years. He was a director and Partner in the Corporate Finance practices of Andersen and Ernst & Young prior to becoming one of the founders of Oaktower in 2005.

- > Advisor to Blackstone on its contested offer for Healthscope;
- > Lead advisor to Ironbridge on its acquisition of Monash IVF Pty Ltd;
- > Lead advisor to the Buxton Group on the sale of Rylands retirement village assets and business;
- > Advisor to the Buxton Group on the sale of the Buxton Constructions business via an MBO;
- > Lead adviser to ABN AMRO Capital on the acquisition of Monash IVF Pty Ltd (+\$200m);
- > Adviser to ARC Knowles on the divestiture of its Retirement Village Business to Stockland (\$368m);
- > Adviser to the owners of Wilbow on the divestiture of the business (\$320m);
- > Adviser to Foster's on the sale of its Nuriootpa and Seppeltsfield assets;
- > Adviser to Foster's on the divestiture of its Lensworth business (\$846m);
- > Adviser to Lend Lease on the structuring and establishment of the Lend Lease communities trust and service arrangement between Lend Lease and the Trust. (\$200m);
- > Adviser to Shell on the divestiture of its operations in the Pacific Islands including Tahiti, Fiji, Solomon Is, and Vanuatu; (circa \$A200m);
- > Adviser to BCAIT (Victoria's largest computer Hardware Vendor) on Divestiture to Leading Solutions;
- > Adviser to Gold Coast Airport on refinancing its senior debt and restructuring subordinated hybrid debt;
- > Adviser to Aurora Energy (electricity distributor and retailer) regarding its capital structure and entry into the National Electricity Market;
- > Adviser to Alliant Inc in respect to its refinancing of its Australian Senior and Subordinated debt;
- > Principal corporate adviser to the board of Secure Network Solutions on its corporate transactions including:
 - Takeover bid from BeTRUSTed Ltd

Sydney Office

Level 33, Australia Square, 264 George Street, Sydney NSW 2000

Melbourne Office

Level 2, 18 Oliver Lane, Melbourne VIC 3000

Email: info@oaktower.com.au



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