



**Terry Walsh**  
**MANAGING DIRECTOR**

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**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 15 years experience in corporate finance involving a broad range of divestitures, Joint Ventures and advisory roles.

**SELECTED ADVISORY CREDENTIALS**

- > 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 advisor to Catalyst on the acquisition of AC components;
- > Lead adviser to GSA group on the sale of Actrol Parts to Catalyst;
- > 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);

**BACKGROUND**

Terry's background involves in excess of 25 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.

- > 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

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