



OAKTOWER PARTNERSHIP

INDEPENDENT CORPORATE ADVISER

Terry Walsh

Managing Director

E: terrywalsh@oaktower.com.au

M: +61 414 887 728

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 advisor 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 advisor to ABN AMRO Capital on the acquisition of Monash IVF Pty Ltd (+\$200m);
- > Advisor 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

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

