



## Rothschild in Australia and New Zealand

 **ROTHSCHILD**

Global Financial Advisory

# Rothschild in Australia and New Zealand



## Deep expertise across the financial advisory spectrum



### The Banker Deals of the Year

2015 Asia Pacific Restructuring of the Year:  
Mirabela Nickel

2015 African M&A Deal of the Year:  
Woolworths Holdings' takeover of David Jones



### PFI

2015 Asia-Pacific Mining Deal of the Year:  
Rio Tinto on the up to US\$6bn project financing of  
the Oyu Tolgoi mine in Mongolia

### FinanceAsia

2015 Best IPO:  
A\$947m IPO of Link Administration

## ■ A commitment to excellence in the region

- More than 50 years of experience in Australia
- Excellent reputation for robust advice, having advised on a number of the region's landmark transactions
- 38 bankers based full-time in our offices in Sydney and Melbourne
- Alliance with New Zealand-based Cameron Partners since 2008

## ■ Unrivalled depth of expertise

- Comprehensive sector coverage from dedicated teams with exceptional market knowledge
- Global network of sector specialists gives Australian clients unparalleled access to local, Asian and global companies and markets
- Highest quality M&A advisory and execution services to a broad range of clients from the mid-cap to large multinationals
- Strong track record of repeat business with major blue chip clients
- Specialist equity advisory, debt advisory and restructuring teams

# Selected recent transactions



## First State Investments (2016)

- US\$228m acquisition of Maui Gas Pipeline, and US\$624m acquisition of Vector Gas
- Advised on all facets of both competitive auctions and delivered the largest NZ bank debt facility in the last 5 years



## DP World Australia (2015)

- Debt advice on US\$545m refinancing
- Bilateral negotiation process used to deliver improved margins and financial covenants



## JBS (2015)

- US\$1.26bn acquisition of Primo
- JBS's largest acquisition in the Australian market



## Link Group (2015)

- Adviser on US\$685.41m IPO on the Australian Securities Exchange
- Largest Australian IPO of 2015



## PanAust (2015)

- US\$950m recommended cash offer by GRAM
- Achieved an 8% increase on initial offer price, enabling unanimous board recommendation



## Warrnambool Cheese & Butter/Saputo (2015)

- US\$107.4m acquisition of the everyday cheese business from Lion-Dairy & Drinks
- Followed advice to Saputo on landmark and highly contested takeover of Warrnambool (2014)



## Consortium of Marubeni, Posco and STX (2014)

- Adviser on US\$7.2bn project financing of the Roy Hill Iron Ore Project
- Precedent-setting transaction was the largest mining project finance to be executed globally



## PAI Partners and R&R Ice Cream (2014)

- Acquisition of Peters Ice Cream from Pacific Equity Partners
- Cross-border expertise and strong relationship with PAI positioned R&R as preferred bidder



## Shell (2014)

- Adviser on US\$3bn sell down of a 9.5% stake in Woodside Petroleum
- One of the largest ever Australian block trades



## Westfield Group (2014)

- US\$18bn separation of international business from Australia/NZ business, and simultaneous US\$26bn merger of the Australia/NZ business with Westfield Retail Trust to form Scentre Group
- Merger was largest Australian M&A transaction of 2014



## Woolworths Holdings (2014)

- Adviser on A\$2.1bn acquisition of David Jones, including debt, equity and hedging advice
- Comprehensive advice on high-profile cross-border deal creating a leading southern hemisphere retailer

Cover image:  
*Ledgers for the transport  
of gold from Melbourne to  
London by Rothschild, 1852  
(The Rothschild Archive)*

## Contacts

### **Sydney**

Level 41  
50 Bridge Street  
Sydney  
New South Wales 2000  
Australia  
+61 2 9323 2000

### **Melbourne**

Level 21  
120 Collins Street  
Melbourne  
Victoria 3000  
Australia  
+61 3 9656 4600

### **New Zealand**

**Cameron Partners**  
Level 23 Vero Centre  
48 Shortland Street  
Auckland  
New Zealand  
+64 9 912 8580

[www.rothschild.com](http://www.rothschild.com)

AbuDhabi Amsterdam Athens Auckland Barcelona Beijing Birmingham Brussels Bucharest Budapest Doha Dubai Frankfurt Hanoi HongKong Istanbul Jakarta  
Johannesburg Kiev KualaLumpur Leeds Lisbon London LosAngeles Madrid Manchester Manila Melbourne Mexico City Milan Moscow Mumbai NewYork Paris  
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