

Major Transaction Experience

2013–2016	<p>Gas Sales Agreements <i>Contract value: >A\$1.250 billion (Advisor, Principal)</i></p> <p>Appointed by the Board to negotiate long-term gas supply option agreements to mobilise risk capital for Strike Energy’s southern Cooper Basin gas project. Innovative risk-sharing agreements negotiated with major industrial gas consumers.</p>
2012	<p>Ausdrill Senior Unsecured Bond Issue <i>US\$300 million issuance (Lead Manager)</i></p> <p>As a senior member of the Standard Chartered global Metals and Mining team, initiated and supported the lead management of Ausdrill’s maiden corporate bond issue.</p>
2012	<p>Ban Phuc Nickel Project, Vietnam <i>Project value: US\$35 million (Advisor)</i></p> <p>Appointed by the Board of Asian Mineral Resources to raise funds for the re-initiation of pre-production activities of the high-grade underground nickel sulfide project in Vietnam. Completed a placement to cornerstone investor (Pala Investments) requiring TSXV shareholder approval.</p>
2011–2012	<p>Zara Gold Project, Eritrea <i>Project value: US\$120 million (Advisor)</i></p> <p>Appointed by Chalice Gold to advise on the development options for the Zara gold project in Eritrea. Scope of the role included financing, supporting Chalice with mining permit negotiations with the government of Eritrea and acting as defence advisor. The project was sold to the China SFECO Group in August 2012.</p>

2007–2008	<p>Oxiana: Golden Grove and Prominent Hill Refinancing, Sepon Refinancing and Martabe Gold Project <i>Project value: US\$1.15 billion (Advisor and Client Representative)</i></p> <p>Appointed by Oxiana to support the refinancing of base and precious metal projects in Australia, Indonesia and Laos. The role involved negotiations with the existing bank group and management of technical due diligence. The refinancing did not proceed as a consequence of the Oxiana/Zinifex A\$12 billion merger (Gryphon Partners advised Oxiana on the merger).</p>
2005–2007	<p>Rapu Rapu Polymetallic Project, Philippines <i>Project value: US\$150 million (Advisor and Principal)</i></p> <p>Appointed to advise Lafayette Mining on the refinancing and mining and joint venture contract renegotiations during the commissioning phase of the Rapu Rapu project, the first new mining project in Southern Luzon in the modern era.</p> <p>Subsequently appointed Managing Director (March 2006–December 2007).</p>
2005–2006	<p>Bonnyrigg Social Housing PPP <i>Project value: A\$775 million (Advisor)</i></p> <p>Advised the NSW Department of Housing on the first social housing PPP in Australia. The project was competitively tendered.</p>
1998–2003	<p>Australian Magnesium Corporation Stanwell Magnesium Project <i>Project value: A\$1.900 billion (Advisor)</i></p> <p>Acted as AMC’s principal external financial advisor, leading the in-house debt arranging team for the borrower in assembling a A\$932 million senior debt underwriting and acting as a key member of the negotiating team with State and Federal governments in establishing mezzanine funding of A\$225 million. The SMP project financing won <i>INSTO Magazine</i>’s prestigious Project Finance Deal of the Year (2002) award and <i>Project Finance Magazine</i>’s Asia-Pacific Metals & Mining deal award (2002).</p>
1997–1998	<p>Homebush Bay Commercial Developments <i>Project value: \$350 million (Advisor)</i></p> <p>Provided financial and commercial advice to the Olympic Coordination Authority in relation to a number of precinct developments, including the Ibis Novotel Hotel (Novotel Sydney Olympic Park Hotel), constructed by Civil & Civic.</p>

1996–1997	<p>Olympic Multi-Use Arena, Homebush <i>Project value: \$200 million (Advisor)</i></p> <p>Appointed as the independent, financial and commercial expert on the Assessment and Negotiating Team established by the Olympic Co-ordination Authority to conduct a competitive process for the design, construction, financing and operation of a major new indoor sporting and entertainment venue at Homebush. The arena, now known as the Qudos Bank Arena, was used to present gymnastics, basketball and volleyball during the 2000 Sydney Olympic Games.</p>
1996–1997	<p>Olympic Velodrome, Bankstown <i>Project value: \$40 million (Advisor)</i></p> <p>Financial advisor to the Olympic Co-ordination Authority for the establishment of a new velodrome in Bankstown. The velodrome was used for Olympic track cycling events at the Sydney Olympic Games, providing a world-class competitive cycling venue.</p>
1994–1995	<p>South Australian Water Treatment Plants <i>Project value: \$90 million (Advisor/Arranger)</i></p> <p>Advisor/arranger for the Anglian Water consortium in its tender to build, own and operate various water treatment facilities for the South Australian government. Scope of the role included structuring the bid vehicle, placement of external equity, underwriting debt finance and arranging innovative concessional debt facilities to enhance the bid.</p>
1994–1995	<p>South West Queensland Pipeline <i>Project value: \$180 million (Advisor)</i></p> <p>Appointed by the Office of the Co-ordinator General (Queensland) to provide advice in connection with the grant of a licence to construct a new gas pipeline from Wallumbilla to Brisbane. The advisory role involved financial analysis, establishment of selection criteria, design of the competitive process and assistance in implementation negotiations.</p>
1994–1995	<p>Goldfields Gas Pipeline <i>Project value: \$400 million (Advisor/Underwriter)</i></p> <p>Appointed as an advisor to the Goldfields Gas Pipeline Joint Venture during the initial competitive bid for the right to build, own and operate a new gas pipeline linking the North West gas fields to the Pilbara and Kalgoorlie goldfield regions. Subsequently developed concessional debt arrangements utilising infrastructure bonds to complement traditional funding by the joint venturers. Deutsche Morgan Grenfell subsequently underwrote a substantial bond placement for Normandy/Gold Mines of Kalgoorlie.</p>

1994	<p>Gladstone Power Station <i>Project value: \$750 million (Joint Lead Underwriter)</i></p> <p>Co-ordinated and led the Deutsche Bank underwriting of \$125 million of senior debt in the acquisition of the Gladstone Power Station from the Queensland government by a consortium led by Comalco and advised by CRA Project Finance.</p>
1993–1994	<p>Melbourne City Link <i>Project Value: \$1800 million (Joint Lead Underwriter)</i></p> <p>Co-ordinated the Deutsche Bank senior debt underwriting for the Thiess/Hochtief consortium tender to establish a major toll road network around Melbourne's CBD.</p>
1993	<p>Macarthur Water Treatment Plant <i>Project value: \$125 million (Agent /Lead Underwriter)</i></p> <p>Led the banking syndicate supporting the North West Water/Transfield consortium in negotiations with Sydney Water to build, own and operate a water filtration plant in south-west Sydney under a long-term water treatment agreement.</p>
1993	<p>Cairns Casino <i>Project value: \$225 million (Advisor/Arranger)</i></p> <p>Appointed by Hyatt and Barclay Mowlem to advise that consortium in its bid to the Queensland Casino Control Division to establish a casino and hotel in Cairns. The role involved strategic advice on bid tactics, placement of institutional equity and arrangement of senior debt facilities.</p>
1992–1993	<p>M2 Toll Road <i>Project Value: \$600 million (Participant)</i></p> <p>Led an advisory team appointed by Leighton Contractors to bid for the M2 Toll Road in north-west Sydney. Subsequently obtained credit approval for Deutsche Bank's participation in the senior debt syndication of the Hills Motorway Consortium.</p>
1992	<p>Pilbara Power Project <i>Project value: \$400 million (Advisor)</i></p> <p>Appointed by BHP Minerals to advise on development options for an integrated power supply strategy for Port Hedland and the group's iron ore mine in the Pilbara.</p>

1991–1992	<p>Yan Yean Water Treatment Plant <i>Project value: \$25 million (Advisor/Arranger)</i></p> <p>Advised the Thiess/OMI/GHD consortium in its tender to Melbourne Water to build, own and operate a water treatment facility under a long-term water treatment agreement. Arranged senior debt facilities to support the bid, and advised on and led risk-sharing negotiations with Melbourne Water.</p>
1991–1992	<p>Collie Power Station <i>Project Value: \$1300 million (Advisor)</i></p> <p>Advised the Morgan Grenfell advisory team appointed by SECWA in negotiations with the Mitsubishi/Transfield joint venture to build, own and operate a major new coal-fired power station at Collie.</p>
1990–1991	<p>Port Kembla Water Treatment Plant <i>Project value: \$25 million (Advisor/Arranger)</i></p> <p>Advised Thiess and Linde in their successful tender to BHP to build, own and operate a waste water treatment facility to treat effluent from the coke ovens by-products plant at the Port Kembla steelworks. Structured the commercial arrangements and arranged limited recourse debt to fund the entire development cost, achieving the balance sheet objectives of all parties.</p>
1990	<p>Blue Mountains Sewage Transfer Scheme <i>Project value: \$85 million (Advisor/Arranger)</i></p> <p>Appointed by Thiess and Hochtief to advise and arrange funding in their bid to Sydney Water to build, own and operate a sewage tunnel in the Blue Mountains of Sydney.</p>
1989	<p>Teletronics R&D Syndication <i>Research project value: \$25 million (Packager)</i></p> <p>Structured and funded a syndicated investment in research and development for Pacific Dunlop utilising tax concessional debt and equity products first developed by Bain & Company.</p>
1988	<p>AWA R&D Syndication <i>Research project value: \$50 million (Packager)</i></p> <p>Structured and funded the first syndicated investment in research and development for AWA.</p>

1985	<p>Galtee More Gold Mine <i>Project value: \$20 million (Packager)</i></p> <p>Developed and implemented the first gold bullion-funded leveraged lease for Brunswick Oil. Syndicated the debt and equity funds for the transaction.</p>
1985	<p>Mount Percy Gold Mine <i>Project value: \$25 million (Packager)</i></p> <p>Structured and arranged a golden lease for the Dallhold Investment group.</p>