

Curriculum
Vitae For



Roy Austin
Partner

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Expertise

Roy has over twenty five years investment banking experience facilitating investment banking transactions covering mergers, acquisitions, sales, debt and equity capital raising, management funds, venture capital, leveraged buy outs, private equity, MBO's, MBI's, corporate restructuring, IP commercialisation strategy and international business development.

Recent
Engagements
Include

CORPORATE ADVISORY

A sample of advisory assignments includes:

- ▼ Investment banking advice on the sale, refinancing or capital raising for:
 - A private equity biotech fund
 - A niche market retail operator
 - A significant Trans Tasman packaging group
 - A major wood exporter and processor
 - A high profile FMCG retail product, brand and associated IP
 - A canned petfood manufacturer
 - A chilled petfood manufacturer
 - The sale of biotech IP
 - A forestry genetics company
 - A major branded bottling and export operation
 - A state of the art new bottling plant
 - A sizeable start up wine operation
 - The acquisition of a wine company on behalf of one of the worlds largest wine company's
 - The sale of a Swiss company's New Zealand assets
 - The establishment of an agricultural based finance company
 - The placement of private equity for a property development fund
 - The sale of a significant property management group
 - The \$300m funding and acquisition of a major FMCG company
 - The \$80m acquisition of an entertainment group
 - The sale of a niche market leader in the construction sector
 - The provision of debt funding for a repeat television series
 - The New Zealand film industry film fund
 - The sale of a commodity trader
 - The re-arrangement of debt facilities for a manufacturer
 - The private placement of equity for a major New Zealand wine company
 - Acquisition strategy for a significant US wine group
 - Acquisition strategy for a significant German chemical group

Current Directorships	<ul style="list-style-type: none"> ▼ Northington Partners Limited ▼ Child Health Research Institute (USA) ▼ Anglican Investment Trust Board (Trustee) ▼ Austain Securities Limited ▼ Child Health Research Foundation (Chair) ▼ Cure Kids Limited ▼ Cure Kids Ventures Limited ▼ Dalewool Holdings Limited ▼ Ohaupo Farms Limited ▼ Pastoral Management Limited 	<ul style="list-style-type: none"> Research Foundation Investment Board Finance Company Research Foundation Event Marketing Venture Capital Wool Scouring and Trading Farm Ownership Farm Management
General Industry Experience	<ul style="list-style-type: none"> ▼ Company acquisition and sales ▼ Equity / debt financing ▼ Management buy-outs, buy-ins ▼ Venture capital ▼ Company restructuring ▼ Joint venture facilitation ▼ Due diligence reviews ▼ Business and financial advice ▼ IP commercialization ▼ International trade 	
Qualifications	<ul style="list-style-type: none"> ▼ BCom ▼ C.A. 	
Memberships	<ul style="list-style-type: none"> ▼ Member of New Zealand Institute of Directors, Inc ▼ Member of Institute of Chartered Accountants of New Zealand ▼ Rotary Paul Harris Fellow 1994 and 2005 	
Former Directorships	<ul style="list-style-type: none"> ▼ Design Power New Zealand Limited ▼ Geothermal Energy New Zealand Limited (Chair) ▼ Honorary Consul of Mexico 	<ul style="list-style-type: none"> Energy & Telecommunications Consultants Energy Consultants
Career	<p>Northington Partners Limited, Investment Bankers <i>Partner / Director (1993 to present)</i></p> <p>Financial and Strategic Consulting, Private Company Investment <i>Self Employed (1988 – 1993)</i></p> <p>Investment Company <i>Investor / Director (1985 - 1987)</i></p> <p>Investor and Director in Marketing, Manufacturing and Finance Industries <i>Self Employed (1981 – 1985)</i></p> <p>Investment Company Management (Europe) <i>(1974 – 1981)</i></p>	
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