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## Curriculum Vitae For



**Rob Challinor**  
**Consultant**

## Background

Rob's twenty year investment banking experience includes numerous major merger, acquisition and divestment transactions and independent appraisals most involving valuation aspects. He is also experienced as chairman or director of a number of significant public and private companies. Formerly he was a partner in an international accounting practice. Rob retired as a partner in Northington Partners in 2008. He is now a consultant to the firm.

## Current Expertise

- ▼ Mergers, acquisitions and divestments
- ▼ Joint venture facilitation
- ▼ Corporate governance
- ▼ Corporate valuations
- ▼ Due diligence reviews
- ▼ Management buy-outs
- ▼ Shareholder value analysis
- ▼ Company flotations

## Current Directorships

- ▼ Barramundi Limited (Chair) Investment Company - Public Listed
- ▼ CDL Investments New Zealand Limited Residential Land Developer – Public Listed
- ▼ Kingfish Limited (Chair) Investment Company – Public Listed
- ▼ Marlin Global Limited (Chair) Investment Company – Public Listed
- ▼ The Warehouse Group Limited Retailer – Public Listed
- ▼ Waitangi Copthorne Resort Hotel Joint Venture

## General Experience

- ▼ Expert witness at court and tribunal hearings
- ▼ Arbitrations
- ▼ Feasibility studies
- ▼ Business and strategic planning
- ▼ Company reconstructions
- ▼ Business and financial advisor
- ▼ Capital raising

Other	<ul style="list-style-type: none"> <li>▼ Chair – “Waikato Interim Development Group” responsible to Ministers of State Owned Enterprises and Finance for certifying viability of proposed S.O.E and making preparations to operate the Waikato assets of ECNZ (1998)</li> <li>▼ Member Ministerial Advisory Committee on establishment of Radio New Zealand and Television New Zealand as State Owned Enterprises (1988/89)</li> <li>▼ Former Lecturer Institute of Chartered Accountants Continuing Education and Institute for International Research (IIR) Seminars</li> <li>▼ Former Member of Institute of Chartered Accountants Board of Research and Publications</li> <li>▼ Author of Institute of Chartered Accountants Research Bulletin “Expenditure Carried Forward to Subsequent Accounting Periods”</li> <li>▼ Finalist – Deloitte / Management Magazine – Chairman of the Year (2004)</li> </ul>						
Qualifications	<ul style="list-style-type: none"> <li>▼ B Com (Economics); FCA; FCIS; CMA; AF Inst D</li> </ul>						
Memberships	<ul style="list-style-type: none"> <li>▼ Member of Institute of Chartered Accountants of New Zealand (Fellow)</li> <li>▼ Member of Institute of Chartered Secretaries New Zealand Inc (Fellow)</li> <li>▼ Accredited Member of Institute of Directors in New Zealand (Fellow)</li> </ul>						
Former Directorships	<table border="0" style="width: 100%;"> <tr> <td style="vertical-align: top; padding-right: 20px;"> <ul style="list-style-type: none"> <li>▼ Aotearoa Fisheries Limited</li> <li>▼ Bancorp Holdings Limited (Executive)</li> <li>▼ Broadbank Corporation Limited (Chair)</li> <li>▼ Electricity Corporation of NZ Limited</li> <li>▼ L.E.K. Consulting (Australasian Advisory Board)</li> <li>▼ Maori Development Corporation Limited</li> <li>▼ Mighty River Power Limited (Chair)</li> </ul> </td> <td style="vertical-align: top; padding-left: 20px;"> <ul style="list-style-type: none"> <li>Subsidiary of Maori Fisheries Commission</li> <li>Merchant Bank</li> <li>Finance Company</li> <li>Electricity Generation</li> <li>International Strategy Consultancy</li> <li>Investment Bank</li> <li>State Owned Electricity Generator and Retailer</li> </ul> </td> </tr> <tr> <td style="vertical-align: top; padding-right: 20px;"> <ul style="list-style-type: none"> <li>▼ Moana Pacific Fisheries Limited</li> <li>▼ National Australia Bank of New Zealand Limited</li> <li>▼ Noble Lowndes NZ Limited (Chair)</li> <li>▼ Pacific Capital Assets Limited (Chair)</li> <li>▼ Ports of Auckland Limited</li> <li>▼ Savoy Equities Limited</li> <li>▼ Sheffield Limited (Chair)</li> <li>▼ Television New Zealand (Deputy Chair)</li> </ul> </td> <td style="vertical-align: top; padding-left: 20px;"> <ul style="list-style-type: none"> <li>Subsidiary of Maori Fisheries Commission</li> <li>Registered Bank</li> <li>Employee Benefit Consultants</li> <li>Infrastructure Development – Public Listed</li> <li>Ports Owner and Operator</li> <li>Investment Company – Public Listed</li> <li>Human Resource Consultancy</li> <li>Television and Communications Company</li> </ul> </td> </tr> <tr> <td style="vertical-align: top; padding-right: 20px;"> <ul style="list-style-type: none"> <li>▼ Tower Life &amp; Health Limited (Chair)</li> <li>▼ Triple M Limited</li> </ul> </td> <td style="vertical-align: top; padding-left: 20px;"> <ul style="list-style-type: none"> <li>Insurance – Subsidiary of Tower Limited</li> <li>Radio Station – Public Listed</li> </ul> </td> </tr> </table>	<ul style="list-style-type: none"> <li>▼ Aotearoa Fisheries Limited</li> <li>▼ Bancorp Holdings Limited (Executive)</li> <li>▼ Broadbank Corporation Limited (Chair)</li> <li>▼ Electricity Corporation of NZ Limited</li> <li>▼ L.E.K. Consulting (Australasian Advisory Board)</li> <li>▼ Maori Development Corporation Limited</li> <li>▼ Mighty River Power Limited (Chair)</li> </ul>	<ul style="list-style-type: none"> <li>Subsidiary of Maori Fisheries Commission</li> <li>Merchant Bank</li> <li>Finance Company</li> <li>Electricity Generation</li> <li>International Strategy Consultancy</li> <li>Investment Bank</li> <li>State Owned Electricity Generator and Retailer</li> </ul>	<ul style="list-style-type: none"> <li>▼ Moana Pacific Fisheries Limited</li> <li>▼ National Australia Bank of New Zealand Limited</li> <li>▼ Noble Lowndes NZ Limited (Chair)</li> <li>▼ Pacific Capital Assets Limited (Chair)</li> <li>▼ Ports of Auckland Limited</li> <li>▼ Savoy Equities Limited</li> <li>▼ Sheffield Limited (Chair)</li> <li>▼ Television New Zealand (Deputy Chair)</li> </ul>	<ul style="list-style-type: none"> <li>Subsidiary of Maori Fisheries Commission</li> <li>Registered Bank</li> <li>Employee Benefit Consultants</li> <li>Infrastructure Development – Public Listed</li> <li>Ports Owner and Operator</li> <li>Investment Company – Public Listed</li> <li>Human Resource Consultancy</li> <li>Television and Communications Company</li> </ul>	<ul style="list-style-type: none"> <li>▼ Tower Life &amp; Health Limited (Chair)</li> <li>▼ Triple M Limited</li> </ul>	<ul style="list-style-type: none"> <li>Insurance – Subsidiary of Tower Limited</li> <li>Radio Station – Public Listed</li> </ul>
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Career	<p><b>Northington Partners Limited, Investment Bankers</b> <i>Partner / Director (1993 to 2008)</i></p> <p><b>Bancorp Holdings Limited, Merchant Bankers</b> <i>Executive Director (1987 – 1993)</i></p> <p><b>Independent Chartered Accountant and Company Director</b> <i>Self Employed (1984 – 1987)</i></p> <p><b>Deloitte Haskins &amp; Sells, Chartered Accountants</b> <i>Partner (1966 – 1984)</i></p>						
Contact	<p><b>DDI:</b> 64 9 913 4602</p> <p><b>Mobile:</b> 64 21 738 974</p> <p><b>Email:</b> rob.challinor@northington.co.nz</p>						