

# INVESTMENT BANKING CORPORATE ADVISORY



**ROCKPOINT**  
CORPORATE FINANCE LTD

## OUR BUSINESS

Rockpoint Corporate Finance Limited ("Rockpoint") is a specialist Investment Banking and Corporate Advisory firm, headquartered in Wellington, New Zealand.

Rockpoint executives have extensive financial markets experience in New Zealand, Australia and North America. We combine our financial and research competencies with industry and operational experience.

Our Investment Banking, Corporate Advisory and direct operational expertise represents a unique value-adding service, and provides a high level of understanding of client's business analysis and investment banking requirements.

Rockpoint is a recognised industry expert, providing services to clients on an Australasian basis.

## SERVICES AND COMPETITIVE ADVANTAGE

### OUR SERVICES

Rockpoint offers a range of Investment Banking and Corporate Advisory services including:

- ▶ Project Financing
- ▶ Structured Finance
- ▶ Valuation
- ▶ M&A (incl. due diligence procedures)
- ▶ Business & Infrastructure Development
- ▶ Strategic Analysis
- ▶ Corporate Advisory
- ▶ Industry Research

Rockpoint facilitates wholesale and retail distribution capability, through respected financial intermediaries, in both New Zealand and Australia.

### OUR COMPETITIVE ADVANTAGE

Rockpoint offers true competitive advantage to its clients through:

- ▶ Combining financial expertise with direct industry experience
- ▶ Specialist infrastructure, energy, resources, and finance sector experience gained in Australia and New Zealand
- ▶ An ability to package domestic and Trans-Tasman investment opportunities
- ▶ Strong relationships with industry participants and investors
- ▶ Independence, ensuring optimal selection of counter-parties and financial structures
- ▶ Efficient and focussed service delivery
- ▶ Total commitment of resources to meet client's expectations

## BUSINESS CAPABILITY

### CORPORATE ADVISORY

Rockpoint executives have performed a wide range of advisory engagements in both New Zealand and Australia. Selected examples of Corporate Advisory mandates undertaken include:

- ▶ Financial modelling – including valuation and other specialised client requirements
- ▶ Regulated asset pricing analysis and submissions
- ▶ Economic impact assessments
- ▶ Investment strategy development
- ▶ Customer negotiation

## INVESTMENT BANKING

Rockpoint has extensive experience in the financial markets in Australia and New Zealand. Competencies encompassing industry and financial research and analysis, financial structuring and operational experience, enable Rockpoint to offer a broad range of targeted Investment Banking services.

### Mergers & Acquisitions

Rockpoint provides clients the following transactional services:

- ▶ Business case and financing model development
- ▶ Valuation and analysis
- ▶ Design and management of due diligence processes
- ▶ Bid preparation and project management
- ▶ Strategic investor identification

### Equity Capital Markets

Rockpoint executives have experience in Equity Capital Market activities, including Initial Public Offerings and Secondary Public

Offerings of equity and debt securities. Rockpoint has established relationships with a number of highly respected NZX and ASX firms.

### Project Financing

Project financing services include:

- ▶ Business case development
- ▶ Financial structuring
- ▶ Senior debt funding
- ▶ Convertible and mezzanine funding
- ▶ Equity funding (wholesale)

### Business Case & Infrastructure Development

Rockpoint, through in-house expertise and industry relationships, is well placed to provide assistance to project sponsors undertaking:

- ▶ Pre feasibility analysis
- ▶ Commercial viability assessment
- ▶ Financial viability assessment
- ▶ Project promotion
- ▶ Project financing (debt / equity)

## INDUSTRY EXPERIENCE

Rockpoint has a detailed understanding of a range of sectors based on direct experience, in addition to its Investment Banking and Corporate Advisory experience obtained within these sectors.

Industry experience includes:

- ▶ Ports: extensive transaction and advisory experience, industry research
- ▶ Transport (spanning rail and trucking): investment banking roles
- ▶ Shipping: direct industry experience and industry research
- ▶ Electricity Utilities: direct industry experience, research, M&A and financial advisor roles
- ▶ Infrastructure: established relationships with infrastructure funds and investors
- ▶ Resources: direct industry experience, project financing, industry research and financial advisor roles

- ▶ Technologies: financial advisory
- ▶ Broking and Funds Management: direct industry experience, research and advisory roles
- ▶ Banking & Finance: industry research, M&A and financial advisor roles

## RECOGNISED INDUSTRY RESEARCH

Rockpoint's executives have produced a series of comprehensive and widely recognised industry research reports including:

- ▶ NZ Energy Sector Report
- ▶ NZ Finance Company Report
- ▶ NZ Ports Sector Report
- ▶ Coastal Shipping and Modal Freight Choice – for NZTA
- ▶ NZ Agribusiness Report (co-author)
- ▶ Property research
- ▶ Company research reports (various)

## OUR VISION

"To be the preferred financial advisor to corporates and to maximise their commercial opportunities."

## OUR BUSINESS PHILOSOPHY

- ▶ Build a business based on honesty and integrity
- ▶ Provision of objective and impartial advice
- ▶ Attract and retain high calibre individuals who will grow with us over the long term
- ▶ Ensure our people think and act like owners in all their decisions
- ▶ Achieve excellence in client service

"CONFIDENCE IN DECISION MAKING"



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