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Corporate finance

SPECIAL REPORT





VISION: Michael Manford says Canaccord Genuity has built a business in Australia that aligns with its operating model globally. **Photo:** Gabriel Oliveira

Wall of capital for mining sto

A flood of money for gold miners has defined WA's corporate finance market this year, with Canaccord Genuity and Macquarie Capital leading the charge.



Mark Beyer
mark.beyer@businessnews.com.au
@AMarkBeyer

6-PAGE FEATURE

THERE have been two very different markets for corporate finance deal-makers so far this year.

Corporate advisers working

on mergers & acquisitions have struggled to complete deals as companies have become super cautious in the midst of COVID-19.

But for brokers and lawyers working in equity capital markets (ECM), it has been a buoyant market.

The *Business News* Data & Insights database of WA-related deals has 236 announced ECM transactions collectively worth \$5.7 billion for the six months to June 30.

That's close to the total number of deals recorded in 2019.

One of the big drivers for WA has been the strong gold

price, currently trading around \$US1,808 per ounce (\$2,600/oz).

That's up 16 per cent since the start of 2020 and a whopping 41 per cent since January 2019.

Canaccord Genuity Australia chief executive Marcus Freeman has been struck by the renewed interest from offshore investors.

"It's improved dramatically, particularly in the gold sector," he told *Business News*.

Mr Freeman said it wasn't just North American investors.

"London is very much a mining investment hub as well, like New York and like Toronto," he said.

41%
**INCREASE IN GOLD
PRICE SINCE JAN 2019**

Mr Freeman also downplayed commentary suggesting North American investors had switched back to resources after pouring money into cannabis and cryptocurrency stocks in recent years.

"The investors that we deal with on the natural resources side are very different to the investors in cannabis," Mr Freeman said.

"They are not swapping in and out, they are quite distinct."

Canaccord had a lead role on 42 WA capital raisings worth a combined \$716 million over the six months to June 30, making it by far the busiest broking firm.

It had lead roles on Resolute Mining's \$171 million placement, Dacian Gold's \$98 million placement and entitlement offer, Panoramic Resources' \$90 million placement and Peninsula Energy's \$40 million entitlement offer.

Canaccord was pipped on the *Business News*' league table by Macquarie Capital, which had a lead role on five transactions worth \$2.2 billion.

ECM ADVISERS 1H 2020

Lead managers	Number of deals	Value of deals (\$m)	Amount raised (\$m)	Key clients
Macquarie Capital	5	2259.4	1159.7	Wesfarmers, Newcrest Mining, Dacian Gold
UBS	2	2118.5	1059.3	Wesfarmers
Goldman Sachs	2	1132.5	598.8	Wesfarmers, Emeco Holdings
Canaccord Genuity	42	716.3	538.3	Resolute Mining, New Century Resources, Dacian Gold
Euroz Securities	15	307.6	235.1	Emerald Resources, Mincor Resources, Aeris Resources
Argonaut	9	178.1	151.5	Tigers Realm Coal, Northern Minerals, De Grey Mining
Morgans Financial	7	202.1	134.4	Panoramic Resources, Kalium Lakes
Petra Capital	1	125.0	125.0	Red 5
Hartleys	13	95.2	90.7	Decmil, RTG Mining
Bell Potter Securities	11	103.9	61.4	Chalice Gold Mines, De Grey Mining
Legal advisers	Number of deals	Value of deals (\$m)	Key clients	
HWL Ebsworth Lawyers	30	489.4	Red 5, Panoramic Resources, Kalium Lakes	
Ashurst	4	288.5	Dacian Gold, Panoramic Resources	
DLA Piper	9	278.6	Resolute Mining, Kalium Lakes	
Gilbert + Tobin	9	252.7	Panoramic Resources, New Century Resources	
Allen & Overy	4	200.7	Dacian Gold, Tigers Realm Coal	
Steinepreis Paganin	26	192.4	Emerald Resources, Otto Energy	
Corrs Chambers Westgarth	3	163.2	Dacian Gold, Decmil	
HopgoodGanim Lawyers	7	169.5	Red 5, Pyx Resources	
Herbert Smith Freehills	2	82.0	Australian Finance Group, Atrium Coal	
King & Wood Mallesons	3	74.7	Australian Finance Group, Cardinal Resources	

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Macquarie’s ranking was boosted by two big transactions – a \$1 billion block trade of Coles shares for Perth-based Wesfarmers, and a \$1 billion raising for gold miner Newcrest, which the Perth office supported.

Its WA-focused transactions included capital raisings for Dacian Gold, Mincor Resources and Australian Finance Group.

“There is a significant pool of investors chasing these transactions,” Macquarie Capital director John Stanning said.

“The miners, including the juniors, are seeing a very supportive market.”

His colleague Stuart Owen said the flow of capital was coming mainly from Australian institutions.

“Australian investors have been very supportive and there has certainly been renewed interest from North America in the gold and mining sector,

“The acquisition of Patersons wasn’t the end, it was a significant step to create a substantial platform from which we can grow – Marcus Freeman

which was quiet last year,” Mr Owen said.

Speaking at a recent Mines and Money APAC virtual conference, Hartleys chairman Ian Parker remarked on the increased willingness of investors to take on risk.

“I’ve never seen an appetite for risk like this,” Mr Parker said.

“The quantity of capital raisings is extraordinary.”

The keen interest in WA mining stocks is part of a broader trend around the strong stock-market recovery since its steep dive in March.

Mr Owen said about \$25 billion had been raised on the ASX since the onset of COVID.

Macquarie has had a lead role on many of these, executing 21 equity raisings worth approximately \$11.3 billion since the start of March.

Initially, most of these transactions were for companies that had been adversely affected by the pandemic and needed to repair their balance sheet but the market was increasingly support growth stories.

Mr Owen said the \$60 million raising Macquarie managed last month for nickel miner Mincor Resources was an example of the market supporting growth raisings.

The buoyant market has continued into the new financial year, with substantial raisings by gold stocks such as Bellevue Gold (\$100 million), Ora Banda Mining (\$55 million) and Bardoc Gold (\$24 million).

The strong market has been well timed for Canaccord Genuity, which in October last year

completed its \$25 million purchase of Patersons Securities.

Melbourne-based Mr Freeman said he was pleased with progress so far and planned further growth.

“We had high expectations and they have been met if not exceeded,” he told *Business News*.

Mr Freeman commended the role played by local chairman Michael Manford and chief operating officer Jane Tandy.

“We had an instant rapport with Michael and Jane and that’s been the backbone of the success we’ve had since completion in October,” he said.

Mr Freeman said one of Canaccord’s key objectives was to materially increase its private client footprint.

It now has 105 private client advisers, including 55 in WA, and about half the firm’s employees are in WA.



DEAL: Stuart Owen (left) and John Stanning lead Macquarie Capital's team in Perth. **Photo:** Gabriel Oliveira

Wall of capital for mining stocks

From page 17

The acquisition made Canaccord the largest broking firm in Perth (see list, page 21).

That ranking will change shortly, assuming Euroz (with 37 clients advisers) and Hartleys (with 44 advisers) complete their announced merger.

Mr Freeman said the acquisition also gave Canaccord some good capital markets people.

"We've retained about 10 people in corporate finance in Perth," he said.

He explained that Canaccord had about 30 people in corporate finance, across its Melbourne, Sydney and Perth offices.

Coverage of established mid-cap miners, including in WA, was mostly handled by Canaccord's Sydney office.

This was reflected in the substantial inroads Canaccord had already made into WA before the Patersons acquisition.

The *Business News* database shows a steady increase in the number of WA deals led by Canaccord, from three in 2015 to 17 in 2018.

Mr Freeman flagged plans to recruit more people in Perth to increase Canaccord's coverage of junior mining stocks.

"We are going to seriously ramp up our coverage of the junior mining sector in Western Australia," he said.

"There will be a material uplift in people."

Mr Freeman also plans to expand the wealth management business, which trades as Canaccord Genuity Financial.

"On the wealth side, we are absolutely looking to grow our franchise," he said.

"The acquisition of Patersons wasn't the end, it was a significant step to create a substantial platform from which we can grow."

Mr Manford, who is chairman of Canaccord Genuity Finan-

cial, said the combined group worked well because it brought together the capital markets strength and global distribution network of Canaccord with the wealth management and capital markets operations from Patersons.

"This combination worked well for Canaccord and was aligned to the operating model of Canaccord globally," he said.

Mr Manford said the group had \$3 billion in funds under management and \$15 billion in funds under advice in Australia.

WA accounts for about 40 per cent of the national wealth management operation.

In ECM, Mr Manford said the combined group was able to tap three main markets for raising capital – North American institutions for large raisings, Australian institutions and retail investors.

The firm's deal flow is already looking positive for the second half of the year, after being named as lead manager for DUG Technology's \$26 million IPO.

“I’ve never seen an appetite for risk like this

– Ian Parker

Data & Insights

M&A - Top Advisers

M&A ADVISERS 1H 2020			
Financial advisers	Number of deals	Value of deals (\$m)	Key clients
Macquarie Capital	2	1800.0	Iluka Resources, New Century Resources
Hartleys	5	809.7	Cardinal Resources, Spectrum Metals
RBC Capital Markets	2	532.0	Mitsubishi Corporation, Warrego Energy
Canaccord Genuity	3	528.6	Cardinal Resources, Ziptel
Morgan Stanley	1	300.0	Shandong Gold Mining
PwC	4	259.1	Zenith Energy, AP Eagers
Azure Capital	4	228.3	ICG & OPTrust, Emeco Holdings
Bacchus Capital	1	218.6	Nordgold
Adelaide Equity Partners	1	200.5	Ramelius Resources
UBS	2	185.0	AP Eagers, Strike Energy
Legal advisers	Number of deals	Value of deals (\$m)	Key clients
Allen & Overy	5	1365.8	Total, Mitsubishi Corporation
King & Wood Mallesons	8	999.8	Brookfield, Shandong Gold Mining, ICG & OPTrust
HopgoodGanim Lawyers	9	624.8	Cardinal Resources, ZipTel, Aeris Resources
Clayton Utz	3	469.7	Invesco, Squadron Resources
Gilbert + Tobin	12	433.3	Cardinal Resources, OZ Minerals, Exore Resources
DLA Piper	9	411.7	Nordgold, Resolute Mining, Cassini Resources
MinterEllison	4	323.5	Pacific Equity Partners, Anchorage Capital Partners
Norton Rose Fulbright	3	275.8	Golden Energy and Resources, EMR Capital
Baker McKenzie	3	244.0	Kalbar Operations, AP Eagers
Ashurst	3	213.0	Alkane Resources, AP Eagers

Mr Manford said one of the strengths of the wealth management operation was its access to a wider range of investment opportunities, including in technology and e-commerce.

For instance, Canaccord recently had a lead role on raisings for Kogan.com, Temple & Webster and BetMakers Technology Group.

Disclosure

The details of the Patersons acquisition were disclosed in the 2020 annual report of Canadian parent company Canaccord Genuity Group Inc, released last month.

The notes to the financial statements reveal the purchase price of \$25 million – equivalent to \$C22.6 million – consisted of 10 different components.

These included \$C11.1 million for cash, \$C8.3 million for ‘right of use’ assets, \$C5.7 million for accounts receivable, \$C4.4 million for securities owned and other tangible assets and \$C5.1 million for deferred tax assets.

The purchase price also included \$C6.5 million of identifiable intangible assets, such as customer relationships and the contract book, and \$C2.7 million for goodwill, defined as the value of expected synergies arising from the acquisition.

These assets were offset by \$C21.5 million of unspecified liabilities.

Legal rankings

The buoyant market for WA capital raisings flowed through to the law firms, led by HWL

Ebsworth Lawyers.

It topped the league table after advising on 30 capital raisings worth \$498 million.

This ranking was unusual for two reasons.

First, it highlighted the lack of big-ticket capital raisings by Perth-based companies; instead there was a large number of small and mid-sized raisings.

Second, it meant that HWL Ebsworth finally moved ahead of arch-rival Steinepreis Paganin, which for many years has been the top legal adviser to small and mid-cap companies.

The league table for mergers & acquisitions looks very different.

The announced deals include a couple of potentially very large transactions that have not yet been completed.

One is Chevron's plan to sell its one-sixth stake in the North West Shelf venture, which could be worth about \$4 billion.

Another is Iluka Resources' planned demerger of its iron ore royalties, worth an estimated \$1.8 billion, into a new ASX-listed company.

The deal flow was also boosted by Perth lawyers advising on some big-ticket transactions outside of WA.

Meredith Champion led the Allen & Overy team that advised French petroleum giant Total on the \$750 million acquisition of 50 per cent of Adani Green Energy's solar portfolio in India.

Ms Champion was also lead adviser to Mitsubishi Corporation on its \$440 million bid for a stake in the Mantoverde copper mine in Chile.

A&O advised on a total of five M&A deals worth a total of \$1.3 billion, pushing it to the top of the league table for legal advisers.

Its local clients included Strike Energy, Mineral Resources and Habrok Mining.

A&O sat ahead of King & Wood Mallesons on the league table.

KWM advised on eight transactions worth a combined \$999 million; like A&O, its deal flow was helped by its work for offshore clients.

Perth partner Heath Lewis advised London-based private equity group Appian Capital Advisory on its \$144 million investment in Victorian company Kalbar Operations to fund the Fingerboards mineral sands project.

KWM also advised Shandong Gold Mining on its agreed takeover bid for Perth-based and Africa-focused Cardinal Resources.

The Shandong deal came three months after Russian group Nordgold, advised by DLA Piper, lodged its own takeover proposal.

Cardinal had a big team of advisers on its side, in both Australia and Canada, including Hartleys, HopgoodGanim Lawyers and public relations firm Cannings Purple.

HopgoodGanim, which advised on nine M&A deals worth \$624 million, ranked third on the league table.

M&A outlook

Looking ahead, Macquarie's Mr Owen said most established

mining companies in WA had strong balance sheets, helped by the strong prices for gold and iron ore and the relatively low currency.

“They are in a strong position so they haven't had to call on investors for capital,” Mr Owen said.

“As a result, we expect that will be positive for future M&A and we are certainly seeing a lot of interest in strategic M&A.”

Mr Stanning noted that the battery metals sector had suffered this year, after being hit by low commodity prices, but he remained confident it had positive long-term prospects.

“There is no doubt if you ask sector experts where the lithium price will be in two years, the consensus view is that it is going up given the expected increase in EV sales,” he said.

The slump may present buying opportunities.

“It is a logical time for buyers to be looking at lithium and battery minerals given the point in the cycle,” he said.

In M&A, Macquarie's Perth team has been mandated to jointly advise on the demerger of Iluka Resources' iron ore royalty into a new ASX-listed company.

This transaction, announced in February, is ongoing.

In addition, Macquarie's Perth office has team members involved in Melbourne-based New Century Resources' proposed acquisition of the Goro nickel mine in New Caledonia.

New Century Resources has a strong history in Perth and several directors are based here.

Macquarie's metals and mining research team is also Perth based and provides coverage of WA and national mining companies.

Hartleys was the busiest financial adviser on M&A deals, advising on five announced transactions worth a combined \$810 million.

As well as advising Cardinal, it advised Ramelius Resources on its \$200 million takeover of Spectrum Metals, and also gave advice to takeover targets Exore Resources and Alt Resources.

The second-ranked adviser (by number of deals) was Azure Capital, which counted nickel miner Panoramic Resources, Apex Opportunities Fund and Emeco Holdings among its clients.

Major Deals - 6 months to June 2020

EQUITY CAPITAL MARKETS (COMPLETED)

Company	Transaction Type	Amount (\$m)	Lead managers	Lawyer	Public Relations
Wesfarmers	Block trade of Coles shares	1,067.5	Goldman Sachs, UBS		
Wesfarmers	Block trade of Coles shares	1,051.0	Macquarie Capital, UBS		
Newcrest Mining	Placement	1,000.0	Macquarie Capital (JLM)		Citadel-MAGNUS
Resolute Mining	Placement	171.0	Canaccord Genuity	DLA Piper	
Red 5	Placement	125.0	Petra Capital	HopgoodGanim Lawyers, HWL Ebsworth Lawyers (for LM)	Read Corporate
Dacian Gold	Placement + entitlement offer	98.4	Macquarie Capital, Canaccord Genuity	Corrs Chambers Westgarth, Ashurst (for JLMs), Allen & Overy (US counsel)	
Panoramic Resources	Placement + entitlement offer	90.1	Canaccord Genuity, Morgans Financial	Gilbert + Tobin, Ashurst (for Western Areas), HWL Ebsworth (for JLMs)	Fivemark Partners
Emerald Resources	Placement	75.0	Euroz Securities	Steinepreis Paganin	
Emeco Holdings	Entitlement offer	65.0	Goldman Sachs	Hogan Lovells	
Kalium Lakes	Placement + entitlement offer	61.0	Morgans Financial	DLA Piper, HWL Ebsworth Lawyers (for underwriter)	
Australian Finance Group	Placement + entitlement offer	60.0	Macquarie Capital	Herbert Smith Freehills, King & Wood Mallesons (for LM)	
Nusantara Resources	Placement	60.0		Clayton Utz	
Tigers Realm Coal Limited	Entitlement Offer	58.8	Argonaut	Allen & Overy	
Decmil	Entitlement offer	52.4	Hartleys	MinterEllison, Corrs Chambers Westgarth (for LM)	FTI Consulting
Blackham Resources	Placement + entitlement offer	52.2	Arlington Group, Ironbridge Capital	Eaton Hall	
New Century Resources	Placement + entitlement offer	51.1	Canaccord Genuity	HWL Ebsworth Lawyers, Gilbert + Tobin (for IGO)	
Mincor Resources	Placement	50.0	Euroz Securities, Macquarie Capital	Ashurst, Gilbert + Tobin (for JLMs)	Read Corporate
Northern Star Resources	Share purchase plan	50.0		Ashurst	Read Corporate
Peninsula Energy	Entitlement offer	40.3	Canaccord Genuity		Citadel-MAGNUS
Aeris Resources	Placement + entitlement offer	40.0	Euroz Securities		Cannings Purple
Saracen Mineral Holdings	Block trade of Red 5 shares	39.2			Read Corporate
Panoramic Resources	Entitlement offer	32.7	Morgans Financial	Gilbert + Tobin	Fivemark Partners
Northern Minerals	Placement + share purchase plan	32.0	Argonaut	Johnson Winter & Slattery	Cannings Purple
American Pacific Borates	Placement	31.2	Peloton Capital, Canaccord Genuity, PAC Partners		

MERGERS & ACQUISITIONS (ANNOUNCED)

Bidder	Target	Value (\$m)	Financial Adviser	Lawyer	Financial Adviser	Lawyer
RoyaltyCo	Iluka Resources's iron ore royalties	1,800.0			Gresham Partners, Macquarie Capital	Herbert Smith Freehills
Total	50% of Adani Green Energy's solar portfolio	759.0		Allen & Overy		
Mitsubishi Corporation	30% of Mantoverde copper mine	447.0	RBC Capital Markets	Allen & Overy		
Invesco	Brookfield's Chevron tower	400.0		Clayton Utz		King & Wood Mallesons
Shandong Gold Mining	Cardinal Resources	300.0	Morgan Stanley	KingWoodMallesons	BMO Capital Markets, Hartleys, Canaccord Genuity	HopgoodGanim
Nordgold	Cardinal Resources	218.6	Bacchus Capital	DLA Piper	Hartleys, BMO Capital Markets, Canaccord Genuity	HopgoodGanim Lawyers, Gilbert + Tobin (for Gold Fields)
Ramelius Resources	Spectrum Metals	200.5	Adelaide Equity Partners	Allion Partners	Hartleys	Bennett + Co
Golden Energy and Resources	Stanmore Coal	175.8		Norton Rose Fulbright		
Pacific Equity Partners	Zenith Energy	150.9	Highbury Partnership, Azure (ICG & OPT)	MinterEllison, King and Wood Mallesons (ICG & OPT)	PwC	Allens
Appian Capital Advisory	Kalbar Operations	144.0		King & Wood Mallesons	Flagstaff	Baker McKenzie
LNG9	Liquefied Natural Gas	131.3			CIBC	Johnson Winter & Slattery
Australian Strategic Materials	Alkane Resources	113.0		Steinepreis Paganin		Ashurst
Anchorage Capital Partners	AHG Refrigerated Logistics	100.0		MinterEllison	Luminis Partners, UBS, PwC	Ashurst, Baker McKenzie
EMR Capital	Resolute's Ravenswood mine	100.0		Norton Rose Fulbright	Poynton Stavrianou	DLA Piper
Viburnum Funds	Cranecorp Australia Holdings	WND		Norton Rose Fulbright	Azure Capital	Lavan
Automic Group	Security Transfer Australia	WND			Ventnor Capital	HWL Ebsworth Lawyers
BHP Nickel West	Norilsk's Honeymoon Well nickel project	WND				HWL Ebsworth Lawyers
Madison Dearborn Partners	55% of APM Group	WND		Allens	Citibank	Gilbert + Tobin
	Chevron's 16.67% stake in North West Shelf Venture	N/A				
Programmed	Kelly Services	WND		Ashurst		Baker McKenzie
New Century Resources	Goro nickel mine	N/A	Macquarie Capital			

Data & Insights

WA's LARGEST STOCKBROKERS

Ranked by No. of client advisers in WA



Rank	Change from previous year	Company name	Senior executive and title	Year est. in WA	Total staff in WA	No. of Client Advisers in WA	Offices a) WA b) inter-state	Core Services	Research-Yes/No	Underwriting-Yes/No	New Issues-Yes/No	Financial Planning-Yes/No
1	—	Canaccord Genuity	Ms Jane Tandy Group Chief Operating Officer	2019	124	55	a) 4 b) 6	Full service stockbroker, substantial research capacity, leading corporate finance team. Private asset management and portfolio administration services.	Yes	Yes	Yes	Yes
2	—	Hartleys	Mr Charlie Ransom Chief Executive	1955	115	44	a) 1	Full service stockbroking, corporate advice, equity capital markets, equity research.	Yes	Yes	Yes	Yes
3	—	Euroz Securities	Mr Rob Black Managing Director	2000	66	37	a) 1	Stockbroking, corporate finance and wealth management.	Yes	Yes	Yes	Yes
4	—	Bell Potter Securities	Mr Charles Bartell State Manager	1964	40	29	a) 1 b) 15	Full service stockbroking firm, cash management, portfolio management, margin lending, superannuation, research, corporate advisory.	Yes	Yes	Yes	Yes
5	—	Morgans Financial	Mr Sam Turner Director, Corporate Advisory	2002	34	25	a) 2 b) 58	Stockbroking, financial planning, corporate finance and managed portfolios, superannuation and estate planning, portfolio management, retirement planning, life insurance, fixed interest, cash management, margin lending.	Yes	Yes	Yes	Yes
6	—	CPS Capital Group	Mr Jason Peterson Managing Director	2001	26	21	a) 1	Share broking, investment advice, portfolio administration, company public relations, institutional dealing and corporate advice.	No	Yes	Yes	Yes
7	↑	Morgan Stanley Wealth Management	Mr Liam Shaw State Manager	1999	32	20	a) 1 b) 4	Comprehensive wealth management services for high net worth private investors, family offices and not-for-profit organisations, incorporating investment management, financial planning and portfolio administration.	Yes	Yes	Yes	Yes
8	↓	Shaw and Partners	Mr Davide Bosio State Manager for WA	2014	24	19	a) 1 b) 5	Wealth management (stockbroking and financial planning).	Yes	Yes	Yes	Yes
9	—	Argonaut	Mr Glen Colgan Managing Director	2002	47	17	a) 1	Provides research-driven institutional and corporate stockbroking services principally for natural resources companies and businesses that service the natural resources sector. Part of the Argonaut Group.	Yes	Yes	Yes	No
10	—	Macquarie Group	Ms Sian Shirlaw State Leader (WA), Macquarie Private Bank	1984	125	15	a) 1 b) 6	Wealth management and private banking, full service stockbroking, portfolio management, direct and managed investments, superannuation, derivative and structured investments and futures, succession planning, insurances, retirement planning.	Yes	Yes	Yes	Yes
11	—	Alto Capital	Mr Craig Brown Founding Director	2004	16	14	a) 1	Securities trading, managed funds, superannuation, underwriting, corporate consulting and capital raising, portfolio management, sophisticated investor placements, research, margin lending.	No	Yes	Yes	No
12	—	State One Stockbroking	Mr Alan Hill Executive Chairman	1995	36	12	a) 1 b) 2	Advisory broking to private clients, high net worth investors. Also offers (through Amscot - non advisory) a telephone service and an online broking facility.	Yes	Yes	Yes	No
13	↑	JBWere	Ms Amanda Boyce Executive Director, Head of Advice for WA & SA	1955	19	10	a) 1 b) 6	Private wealth management and investment advisory services. This includes investment governance, investment portfolio management, financial planning and stockbroking.	Yes	No	Yes	Yes
14	↑	Sentinel Financial Group	Mr Norman Robinson Chief Executive Officer	2003	17	8	a) 1 b) 15	Wealth management and investments entirely via the stockmarket.	Yes	No	Yes	No
15	—	Barclay Wells	Mr Chris Oldfield Managing Director	2002	11	8	a) 1 b) 15	Boutique financial services firm, advising both retail and wholesale clients across a range of investments, including listed and unlisted shares, derivatives and managed funds.	No	Yes	Yes	No
16	—	EL&C Baillieu	Mr Karl Laufmann State Manager (WA)	2011	9	8	a) 1 b) 7	Our range of products and services is designed to make investing as easy and uncomplicated as possible.	Yes	Yes	Yes	Yes
17		Ord Minnett	Mr Craig Ellis Senior Investment Advisor, Head of Perth office	2020	NFP	NFP	a) 1 b) 10	Wealth management, stockbroking, portfolio management.	Yes	Yes	Yes	Yes
18	—	Triple C Consulting	Mr Peter Sheppeard Managing Director	2006	3	2	a) 1	Full service investment advising, wealth management, self managed super funds, corporate consulting, cash management, newsletter/research.	Yes	Yes	Yes	No

Corporate finance

SPECIAL REPORT

Data & Insights

SEARCH Corporate finance



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Appointments July 10, 2020

corporate finance. Prior to this appointment, Mr Greenberg worked as chief financial officer at optical ...

Mark my words podcast

rebrand, China spat, new corporate finance deals, Jennifer Lawrence, the City of the Future and our special ...

Primewest defers spin-out IPO

Macquarie Bank rent.com.au Lazarus Corporate Finance John Bond David Schwartz Greg Bader ...

Primewest defers spin-out IPO

DXN buys data centre for \$2.7m

Corporate finance deals Feb 3 to 9 2019

Alicanto Minerals has exercised its option to acquire Zaffer Australian which owns the Oxberg and Naverberg Volcanogenic Massive Sulphide Projects within the highly endowed Cu-Au-Zn-Pb-Ag Bergslagen M ...

Corporate finance deals Feb 3 to 9 2019

Tech stocks to raise \$7.5m

Capital Group rent.com.au Lazarus Corporate Finance Curtin University University of Western Australia ...

Corporate finance deals Jan 27 to 31 2020

A summary of the smaller deals from last week, which may not have been included in our daily news coverage. ...

Corporate finance deals Jan 27 to 31 2020

Corporate finance deals Jan 20 to 26 2020

A summary of the smaller deals from last week, which did not get included in our daily news coverage. ...

Corporate finance deals Jan 20 to 26 2020

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Size 20012020_corporate finance.pdf 474.41 KB FINANCIAL planning group RetireInvest has opened a new ...

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tenement battle, and our special report on corporate finance. ...

Corporate finance deals Jan 1 to 10 2020

A summary of the smaller deals from last week, which did not get included in our daily news coverage. ...

Corporate finance deals Jan 1 to 10 2020

Corporate finance deals Oct 14 to 20 2019

A summary of the smaller deals from last week, which did not get included in our daily news coverage. ...

Corporate finance deals Oct 14 to 20 2019

Corporate finance deals Oct 7 to 11 2019

A summary of last week's smaller deals that did not get included in our daily news coverage. ...

Corporate finance deals Oct 7 to 11 2019

Corporate finance deals Sep 30 to Oct 4 2019

A summary of the smaller deals from last week, which did not get included in our daily news coverage. ...