Armillary

Newsletter

Business Update

Armillary's annual conference in Picton was a great opportunity to bring the team together and build on our successful visit to Glenorchy last year. These events provide valuable time for us all to talk about the business, where we're going and look to develop new ideas. As always, the team undertook an obligatory activity with a walk on part of the Queen Charlotte Track.

In April 2023 David and Martin attended the M&A Worldwide spring conference in Budapest. Having joined the M&A Worldwide network in October 2022 Armillary has access to investment bankers across 44 offices in 35 countries. This significantly enhances our distribution of deals and provides access to investors, sellers and merger candidates globally. Members of M&A Worldwide work together to serve client needs locally and internationally. The network has deep industry expertise in a number of industries important to New Zealand.

At the beginning of August, we opened a new office in Christchurch. With many long-lasting partnerships in Christchurch and the wider South Island, this is an important presence for the firm as we expand our activity in the South Island.

In mid-August we unveiled our refreshed brand look and feel with a function at the Maritime Room in Auckland, followed by a similar function at the Wharewaka in Wellington a week later. We were delighted to welcome a significant number of friends and partners who we have had the privilege of working over the course of many years.

Our new website and marketing collateral recently has gone live, showcasing our refreshed branding with a simplified logo, removing "private capital," and introducing new colours: midnight blue and armillary gold. The new website has been designed to reflect our message of being astute navigators. Additionally, we have updated our collateral documents and business cards, all contributing to an overall smarter and more refined look and feel.




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People Movements

Karl Bennett
Executive Director

Karl Bennett joined Armillary in February 2023 as an Executive Director in our Auckland office. He has over 20 years' experience managing teams and stakeholders, leading change, and designing, monitoring and reporting on IT, financial, operational, banking, strategic and governance matters across a range of industries and business size.

Helen Schaufeld
Communications Associate

Helen Schaufeld joined Armillary in March 2023 as a Communications Associate in our Auckland office. Helen's most recent role was working with various clients at the Pure SEO marketing agency. Helen holds a Bachelor of English from Royal Holloway University of London.

Bethany Enright
Intern

Beth Enright joined Armillary in June 2023 as a intern in our Auckland office. She is currently in her final year of university studying a Bachelor of Business, double majoring in Finance and Financial Planning & Advice. After completing her qualification, she will also have her Certificate in Financial Advice.

Mark Steed
Executive Director

Mark Steed joined Armillary in July 2023 as an Executive Director in our Auckland office. Mark has held executive banking roles with Westpac in Corporate, Commercial, Institutional, Agri and Property with over 30 years of leadership and lending experience plus an extensive New Zealand network. Mark has strong M&A, strategic advisory and project finance background, with specific focus to the Primary, Property, Corporate and Commercial sectors.

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Completed Engagements

Capital Raise

Capital raise for new equity to support growth and a shareholder loan conversion.

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Proposed Merger

Advisor to Eqalis for a proposed merger on Cannasouth.

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Capital Raise

Advisor to Veriphi for an early-stage capital raise.

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Capital Raise

Capital raise from wholesale investors.

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ICT Business

Valuation

Valuation of privately held IT services business to assist with its strategic planning and proposed shareholding changes.

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Alternative Assets Manager

Valuation

Valuation of an asset management business to help facilitate a potential ıturn of capital following a major asset sale.

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Professional Services Business

Valuation

Valuation of a professional services business in the building and construction sector to help progress a share sale.

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HVACR Company

Valuation

Valuation of an HVCAR sector spinout in conjunction with a capital raising for an innovative, climate-friendly natural refrigerant business.

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Your next transaction here

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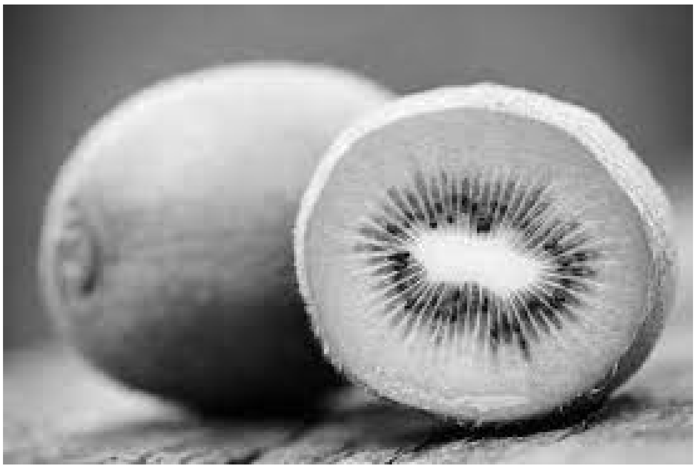
Current Engagements

Wine Sector (Equity Raise):
Fully integrated wine company with a platform for significant growth. Branding, processing, and global distribution with a large US customer base providing significant growth opportunities.

Building Products (Equity Raise):
Capital raise for innovative building products solution with global application. Disruptive technology with a significant obtainable market.

Medtech (Equity Raise):
Differentiated technology in the Ear Nose and Throat space, incubated in a leading university. US and European approved product. Revenues in Australia, the US, and New Zealand, with a pipeline of new products and strong R&D capabilities.

Digital Health and Wellness Platform (Equity Raise):
Substantial enrolled customer base of over 1 million. Provider and consumer platform with fully developed technology solutions and global revenues.



Kiwifruit (Equity Raise):
A vertically integrated kiwifruit business comprising orchards and a packhouse, with additional land slated for development into green and gold kiwifruit varieties. New capital will be used for land development and to continue expanding the packhouse and associated high-technology equipment.

Alternative protein business (Sale):
Manufactory and distribution of alternative protein brand with a presence in over 100 supermarkets in Australia and 300 supermarkets in New Zealand.

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Retirement Village (Business Sale):
Opportunity to acquire an existing retirement village close to a major metropolitan area with significant development potential.

ESG / Agricultural Sector (Equity Raise):
Capital raise for animal feed plant which will led to reduced greenhouse gas emissions and enhanced biosecurity. By investing in sustainable practices and cutting-edge technology, the company aspires to create a positive impact on the agricultural sector.

Logistics & Warehousing (Advisory):
Strategic advisory on capital options for a 3PL business to facilitate adaptation to the post-COVID environment and maximize growth opportunities. This is likely to lead to a future capital raise.

Dairy Farm (Equity Raise):
A dairy farming business which boasts a well-irrigated property, effective management, a history of high production, and strong profitability. The offering includes the farm, Fonterra shares, livestock, and equipment.

In addition, the team has been actively involved in various M&A and capital-raising transactions. There have been no recent settlements, but we anticipate several to conclude in the near future, along with the expectation of three or four others entering the market soon.