



Nathan Baird

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Qualifications & Memberships

- Member, CA ANZ
- Graduate Certificate in Computing, University of NSW
- Bachelor of Business, University of Technology, Sydney

Nathan has more than 15 years of corporate advisory experience and specialises in providing lead advisory, financial due diligence and related services for mergers and acquisitions, divestitures, and capital raisings.

Nathan has a deep understanding of financial operations and information systems and a demonstrated track record providing M&A advisory, business carve-out and integration, process improvement, financial controllership, financial modelling and data analytics.

Nathan has advised corporate and private equity clients across a broad range of industries including aged care, child care, construction and engineering, consumer goods, financial services, health, mining and resources, retail, technology media and telecommunications, and transport and logistics.

Engagement Experience

Due diligence and sell-side assistance

- Amaysim: acquisition due diligence including Ovo Mobile and Jeenee Mobile.
- Aura Funds Management: acquisition due diligence on Telstra Phonewords.
- Axle Equity Partners: acquisition due diligence on the Star Carwash group.
- Axle Equity Partners: due diligence and advisory.
- Cabcharge: due diligence and advisory.
- Enrich Living: due diligence and advisory.
- Hunter Hall: due diligence on Pengana Capital.
- i-Med: acquisition due diligence on Regional Radiology Group.
- Project Andre: acquisition due diligence on a national healthcare group.
- Project Golden Syrup: acquisition due diligence on an Australian logistics provider.
- Project Keanu: sell-side assistance for a leading provider of fiduciary and administration services.
- Project Modum: vendor due diligence on a men's fashion retailer with a national footprint and rapidly growing e-commerce platform.
- Project United: vendor due diligence on a leading global consumer goods (technology accessories) business.
- Quintet Yorkway: acquisition due diligence on Talent International.
- TeamInvest Private: acquisition due diligence engagements including a national electronic goods distribution business and a franchise management business.
- WH Soul Pattinson: acquisition due diligence on Ironbark Asset Management.
- WhistleOut: vendor due diligence on sale to Sykes Enterprises (NasdaqGS:SYKE).

M&A lead advisory

- RCR Tomlinson Limited: Lead sale advisor to the Administrators in respect of the carve-up and sale of the businesses and assets of RCR Tomlinson Limited (in voluntary administration), a publically-listed multi-discipline engineering company



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with a national footprint and revenues exceeding A\$2bn. Included sales to John Holland Group, CIMIC/UGL, NRW Limited, Environmental Group Limited, Unique Metals Group, and AvidSys.

- Oxley Home Care: Lead sale advisor to Oxley Home Care, a premium home care business in Sydney, to MyHomeCare. Our work included advice on non-binding offers, management of the due diligence process and we assisted our client and its legal advisor to negotiate key commercial terms for inclusion in the sale and purchase agreement.
- PresCare: Lead sale advisor to PresCare on the sale of its Queensland aged care assets, including the sale of its in-home care business to MyHomecare, residential aged care facilities, and adjacent businesses.
- Project Aspen: Lead buy-side advisor for a large thermal coal mine in Australia.
- Project Bonsai: Lead buy-side advisor for a portfolio of metallurgical coal mines in Australia.
- Project Define: Lead buy-side advisor for an open cut mining services business.
- Project Swan: Lead sale advisor to a leading human resources SaaS provider.

Business integration and process improvement

- Nikko AM: carve out and integration of Tyndall Asset Management from Suncorp.
- Ellerston Capital: carve out and transition from Consolidated Press Holdings.
- Nathan has worked with some of Australia's leading financial services businesses to develop their business systems and processes, has extensive experience leading their finance teams as an outsourced CFO, and providing various other corporate advisory services.

Financial models, valuations and data analytics

- Financial model review on behalf of a tenderer for the ACT Streetlights Project, a 10 year government contract for the upgrade and maintenance of circa 79,000 streetlights.
- Financial forecast due diligence in respect of Centennial Property Group's investment in the Edge Early Learning portfolio of childcare centres.
- Valuation engagement in respect of a leading provider of fiduciary and administration services in Australia.
- Various data analytics projects for clients in retail, consumer goods, printing and technology, and other industries.