



Tylee+Co Ltd  
Level 1 United Building  
107 Customhouse Quay  
PO Box 10 306  
The Terrace  
Wellington

t: 027 326 3965

f: 04 499 0327

e: [dougal@tylee.co.nz](mailto:dougal@tylee.co.nz)

I'd like to take this chance to touch base and advise you of some of Tylee+Co's recent developments.

These include:

- Our **rebranding** and **new website**;
- Recent **corporate finance assignments** we have undertaken;
- **Recent roles** we have been appointed to;
- An overview of **investors** seeking business opportunities; and
- Our new **Litigation Support** service.

## Rebranding & New Website

We undertook a successful rebranding last year. Out of this came the development of our website - [www.tylee.co.nz](http://www.tylee.co.nz). You'll find more information here on the corporate finance services we provide and a sample of our clients.

## Recent Assignments

### Corporate Finance Transactions



#### Transpower

Tylee+Co advised Transpower on an **acquisition / strategic alliance**



#### Allied Mortgage Brokers

Tylee+Co advised Allied Mortgage Brokers on strategic options and the subsequent **merger** with Kiwi Mortgage Market and Kiwi Insurance Market

## Strategic & Financial Advisory Services



**Crop Logic** (a Business Unit of **Plant and Food Research**)

Tylee+Co provided a **Valuation** for capital raising purposes

In addition, Tylee+Co recently:

- Facilitated a **strategic planning** session for a telecommunications consulting company;
- Provided **valuation** and strategic advice to a taxi co-operative company; and
- Supported an **investor** review a venture capital opportunity, including providing valuation and deal structure advice.

## Recent Appointments

Tylee+Co were recently appointed as an:

- Advisor to the [d-cyphaTrade](#) and the [Energy Market Services](#) boards (these sister companies are subsidiaries of Transpower and are involved in the Australian and New Zealand electricity markets);
- Independent Assessor for the **Massey University** Pre-Seed Investment Panel.

## Investors Seeking Business Opportunities

We have recently been in contact with a number of investors who are actively seeking to invest or purchase established unlisted New Zealand based Small to Medium Sized Enterprises (SMEs) with growth potential.

Broadly, the investors fall into the following categories:

- **High net worth individuals** based in the lower NI wanting to invest in established and profitable SMEs based in their region (EBITs greater than \$0.5m). Some require a majority stake and active involvement, whilst others are happy to take passive minority stakes and co-invest with others. Investment capacities range from NZ\$200k to \$1.0m;
- **Private investment companies** wanting to take long-term strategic minority and majority stakes in profitable NZ SMEs operating in traditional industry sectors (EBITs greater than \$1.0m);
- **Private equity investors** wanting to make significant investments in medium sized companies (revenues greater than \$25m) and targeting medium term exit strategies (5 to 7 years' time).

Given the current difficult trading environment you may be considering investment to strengthen your balance sheet and/or to take advantage of attractive expansion opportunities (including business acquisitions). You may also be considering succession planning.

Tylee+Co specialise in assisting companies to review their strategic options and to implement the preferred option – this could include becoming investment ready and raising capital. We can also assist investors to identify, review and make investments in SMEs.

## **Litigation Support Services**

We have extended our service offering to include **Litigation Support** services. We have expertise in financial analysis and business and share valuations and can support legal advisors and their clients with general business disputes and commercial litigation. We recently appeared in the High Court as an expert witness, which involved us providing expert assistance to quantify damages and the value of shares.

Tylee+Co wish you all the best for 2009 and look forward to hearing from you with your corporate finance queries.

**Dougal Tylee**  
Director