

Finance Expertise for the Energy & Resources Sectors

There are many participants in the financial services industry with considerable expertise in financial products. However, there are few who understand the industry context in which those products might be applied in the energy and resources sectors.

BurnVair Corporate Finance was formed by industry practitioners with experience in financial services and the energy and resources sectors to bridge the gap between financial and industry knowledge.

BurnVair's independence and unique combination of financial and industry skills deliver maximum value to clients in the energy and resources industries by providing assistance with a wide range of financial, commercial and strategic issues.

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BurnVair has earned a reputation among government and private sector clients, and among other advisers, for unbiased, impartial and practical advice supported by detailed research and analysis.

BurnVair's proven financial, commercial, strategic and analytical skills enable us to provide our clients with the full range of financial advisory services including:

CORPORATE ADVISORY

Advice on business valuations, expansion, diversification and restructuring

Asset acquisitions and divestments

Corporate mergers, acquisitions and takeover defences

Privatisations, corporatisations and public-private partnerships

Development of "greenfield" projects

PROJECT AND CORPORATE FINANCE

Development, optimisation and implementation of finance plans covering the full range of project financing options

Arranging bank debt, capital markets debt and mezzanine products

Arranging institutional equity

Advice on development of bankable feasibility studies

STRUCTURED FINANCE

Development of efficient commercial, ownership and capital structures for greenfield projects, asset acquisitions and divestments

Tax structuring

COMMERCIAL ADVISORY

Cash flow and risk analysis

Development of risk mitigation strategies

Development and implementation of commercial strategies

Contract negotiation

By taking an active involvement in the early phases of a project, we are able to provide substantial value to our clients through the development of appropriate project management and financing strategies.

BurnVoir has extensive transactional experience and knowledge gained from close involvement of its team members in a wide range of transactions.

These include

Western Power Corporation

Financial adviser to Western Power on its power procurement process for 220MW of peaking generation (Stage One) and 300MW+ of base load generation capacity (Stage Two).

NSW Treasury

BurnVoir was a member of the Market Implementation Group, which was developed to identify and implement reforms in the NSW electricity ownership and market structure.

Norske Skog

Adviser in relation to the procurement of long term electricity contracts for the Albury paper mill and associated facilities.

Mitsui & Co

Financial adviser to Mitsui as a member of the successful consortium which acquired the Loy Yang A power station, coal mine and associated facilities in Victoria.

Tokyo Electric Power Co., Ltd and Mitsui & Co

Arranger of a \$230m project-recourse debt facility for TEPCo and Mitsui, to facilitate their acquisition of a 50% share of the Tarong North Power Station.

Oman Oil Company & Abu Dhabi Water & Electricity Authority

Financial adviser on the development of a proposed aluminium smelter in Oman.

Hydro Tasmania

Review of the National Electricity Market.

EziKey Group

Financial adviser regarding the proposed expansion of EziKey / PAYG electricity retail services by Aurora Energy in the National Electricity Market.

Aurora Energy

Financial adviser on the development of a gas distribution and retail business in Tasmania.

Woodside Petroleum and Alcan Aluminium

Adviser on gas supply arrangements for the Gove alumina refinery in the Northern Territory.

AMP Henderson Global Investors, Australian Infrastructure Fund, Utilities Trust of Australia, Deutsche Asset Management

Financial adviser to certain institutions with respect to their equity interests in Epic Energy.

AIG Energy Inc

Market analysis and advisory services with respect to certain confidential mandates related to power assets in Australia.

Hydro Aluminium

Financial and strategic adviser on power procurement for the Kurri Kurri Aluminium Smelter.

AEI Basslink Consortium (CLP International and TransGrid)

BurnVoir advised the consortium in connection with its bid to build, own and operate the proposed Basslink HV/DC cable between Victoria and Tasmania.

South Australian Government

Adviser to the Government on several confidential mandates in respect of the privatisation of electricity assets and electricity and gas market issues.

SAMAG / Pima Mining

Adviser on structuring power supply arrangements for a proposed magnesium smelter in South Australia.

Sino Mining

Adviser on structuring power supply arrangements for a proposed aluminium smelter in China.

University of Western Sydney

Adviser to UWS on the restructuring of commercial arrangements with Command Energy in respect of energy offtake from a co-located cogeneration plant.

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BHP Billiton

Adviser to BHP Billiton with respect to its strategies for the Australian gas market.

Perpetual Infrastructure

Financial adviser in respect of a proposed equity investment in a renewables project in Australia.

RUSAL

Advice regarding power procurement options in the National Electricity Market.

NSW Treasury

BurnVair advised NSW Treasury on a large-scale resource processing project earmarked for the Newcastle region.

Norske Skog

Adviser to Norske Skog regarding divestment of timber assets in Australia.

NSW Treasury

Adviser on establishment of Powercoal as part of the restructure of Pacific Power.

NSW Government

Adviser to the NSW Government on the proposed development of the Perisher Ski Resort and associated infrastructure.

NSW Department of Gaming and Racing

Financial adviser on the proposal by UNITAB Limited to the NSW Racing in connection with UNITAB's takeover offer for TAB Limited.

Resource Pacific Limited

Adviser to Resource Pacific on its successful float on the ASX and \$160m project financing of longwall development at Newpac Colliery, and arranging \$20m coal stockpile facilities.

Incitec Pivot

Financial adviser to Incitec Pivot in respect of the proposed development of a world scale ammonia/urea manufacturing facility in Brunei.

Newcastle Coal Loader

Financial adviser and arranger of debt and equity for the proposed development of a coal loading facility at Newcastle Port.

Grange Resources Limited

Adviser on the proposed development of the Southdown Magnetite and Kemanan Pellet Project.

Sydney Water

Adviser to Sydney Water in relation to the development of several water recycling projects in the greater Sydney area.

Queensland Treasury

Financial adviser to Queensland Treasury on the purchase by Queensland Rail of the "above rail" operations of the Australian Railroad Group

Transgrid

Adviser to Transgrid in a review of their Debt Risk Management.

Olympia Resources Limited

Financial adviser to Olympia Resources in respect of development funding for the Keysbrook Mineral Sands Project.

In addition, the Principals of BurnVoir have undertaken numerous finance and advisory transactions in their previous roles.

These include

Comalco Aluminium Ltd

Financial and strategic adviser on the development of a 380 MW gas-fired, co-generation power station at Gladstone, Queensland.

Gladstone Power Station Joint Venturers

Financial and strategic adviser on restructuring the commercial arrangements, allowing the station to operate in the emerging national electricity market.

Hamersley Iron

Financial adviser to Hamersley Iron on the valuation of its power assets and potential divestment strategies and structures.

Integral Energy

Financial adviser and arranger of acquisition finance in relation to Integral Energy's bid for Citipower, the Victorian electricity distributor and retailer.

InterGen – Normandy Consortium

Financial adviser and arranger of finance for the development of the Millmerran coal-fired power station in Queensland.

MIM

Financial adviser on the restructuring and sale of the Mica Creek Power Station at Mt Isa.

Nova Gas International – Williams Group Consortium

Adviser and arranger to the consortium in respect of its bid to build, own and operate the PNG-Gladstone natural gas pipeline.

NRG/CMS Consortium

Adviser and arranger in the consortium's bid for the 1450 MW Yallourn coal-fired power station in Victoria.

NSW Government

On several confidential assignments related to the energy and power sector.

VAW Aluminium

Financial and strategic adviser on the procurement of long term power contracts for the Kurri Kurri Aluminium Smelter in NSW.

PowerGen Plc

Financial and strategic adviser on the sale of the Yallourn Power Station in Victoria.

Orogen Minerals

Financial and strategic adviser on the acquisition of BHP's oil and gas assets in Papua New Guinea.

Newcastle Port Corporation

Financial adviser in relation to the proposed development of a container terminal and associated transport infrastructure at Newcastle Port.

ENERGY & RESOURCES FINANCE EXPERTISE

