

SE Business
 HD **Satori clinches Aurizon role**
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Takeovers: While boutique **China**-based advisory **firm** Satori Investments has clinched the role of Aurizon's **lead** adviser on the \$1.4 **billion** takeover offer for Aquila Resources, a deal led by **China** steel giant Baosteel, it is not thumping its chest.

Satori's executive chairman Paul Glasson is keen to stress his Shanghai **firm** is working with Aurizon's other investment banking adviser, UBS.

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"We're working as a team," Glasson told Data Room.

Founded in 2000 and named in honour of Glasson's mother's family, Satori has forged close ties with all the principal parties involved in the takeover bid.

Four years ago Satori was the sole adviser to Baosteel on a \$1.8bn **acquisition** of an Australian **mining** asset.

A year earlier it advised Baosteel on a \$US85 **million** joint venture with **iron ore** miner Fortescue.

Satori and Aurizon's relationship dates back four years. Since 2008 Aurizon has sought co-investment opportunities with firms outside Australia that buy Australia's natural resources.

Aurizon sought out Satori because of what it saw as strong relationships with some of **China**'s biggest consumers of Australian **coal** and **iron ore**, such as Baosteel.

If the Aquila takeover succeeds, Baosteel could end up with as much as 85 per cent of Aquila's stock and Aurizon 15 per cent. Aquila's shares closed up 89c at \$3.34. The Foreign Investment Review Board will have to approve what is in effect Baosteel's **acquisition** of Aquila, albeit with a significant Australian partner that wants to develop a 432km heavy-haul rail line in Western Australia from Aquila's **iron ore** deposits in West Pilbara to a new deep water port at Anketell Point.

CO aqres : Aquila Resources Ltd. | dorval : Aurizon Mines Ltd | hclamn : Hecla Mining Co
 IN i831 : Financial Investments | ifinal : Financial Services | iinv : Investing/Securities | i211 : Metal Ore Mining | i2112 : Gold Ore/Silver Ore Mining | ibasicm : Basic Materials/Resources | imet : Mining/Quarrying
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