



Professional Experience Review: ABN AMRO Investment Bank

A Retrospective on Tenure, Transactional Impact, and Strategic Contributions (2007–2009)

Andrew Mitchell
Investment Banking & Global Markets

Executive Summary: High-Impact Tenure in Investment Banking & Global Markets

From January 2007 to January 2009, Andrew Mitchell operated within the Investment Banking & Global Markets division, executing complex private equity-sponsored transactions and capital markets initiatives.



>NZ\$5.0B+

Total Transaction Value
Executed



2 Years

Jan 2007 – Jan 2009



3 Major Deals

Yellow Pages, Coates
Hire, MediaWorks



1 Award

Winner, Deal of the Year
(2008)

Core Competencies

Role

Associate / Analyst

Focus

Acquisition Finance for Private Equity
Sponsored transactions (Range:
NZ\$500M – NZ\$3.0B)

Technical Arsenal

Financial modeling (DCF, LBO, Merger Analysis), pitch book authorship, and due diligence management.

A Timeline of Transactional Velocity (2007–2009)

Jan 2007

Joined ABN AMRO
(Wellington/Sydney)

Late 2007

MediaWorks (NZ\$740M)
- Authored Pitch & Model

Early 2008

Coates Hire (A\$2.26B)
- Deal of the Year Award

Mid 2008

Fonterra (~NZ\$1B) -
Funding Package

Mid 2007

Yellow Pages
Group (NZ\$2.2B)
- Joint Lead
Manager

Late 2007

Downer EDI
(A\$200M) -
Hybrid Issue

Mid 2008

McConnell Property
- JV Real Estate
Fund

Late 2008

ABN AMRO
acquired
by RBS

Asia Talent Development Program



Sydney



Hong Kong



Singapore



India

Executing Industry-Defining Transactions

Lead deal team participation in complex LBO and M&A processes for top-tier Private Equity sponsors.

Yellow Pages Group

NZ\$2.2B

Type: Leveraged Buyout (LBO)

Sponsors: CCMP Capital /
Teachers' Private Capital (OTP)

Role: Joint Lead Manager



Coates Hire

A\$2.26B

Type: Acquisition (Public-to-Private)

Sponsors: The Carlyle Group /
National Hire

Role: Joint Lead Manager / Deal
Team

MediaWorks

NZ\$740M

Type: Leveraged Buyout

Sponsors: Ironbridge Capital

Role: Associate / Deal Team

Transaction Profile: Yellow Pages Group

NZ\$2.2B LBO

The Deal

Sale of Yellow Pages Group to a consortium comprising CCMP Capital and Teachers' Private Capital (OTP). This stood as one of New Zealand's largest LBO transactions.

Role

Joint Lead Manager / Deal Team

Key Contributions

- Financial Engineering: Developed extensive capital structure models and LBO analysis to validate the investment thesis.
- Due Diligence: Coordinated diligence streams required for the consortium's credit approval.



Transaction Profile: Coates Hire

A\$2.26B Acquisition

The Deal

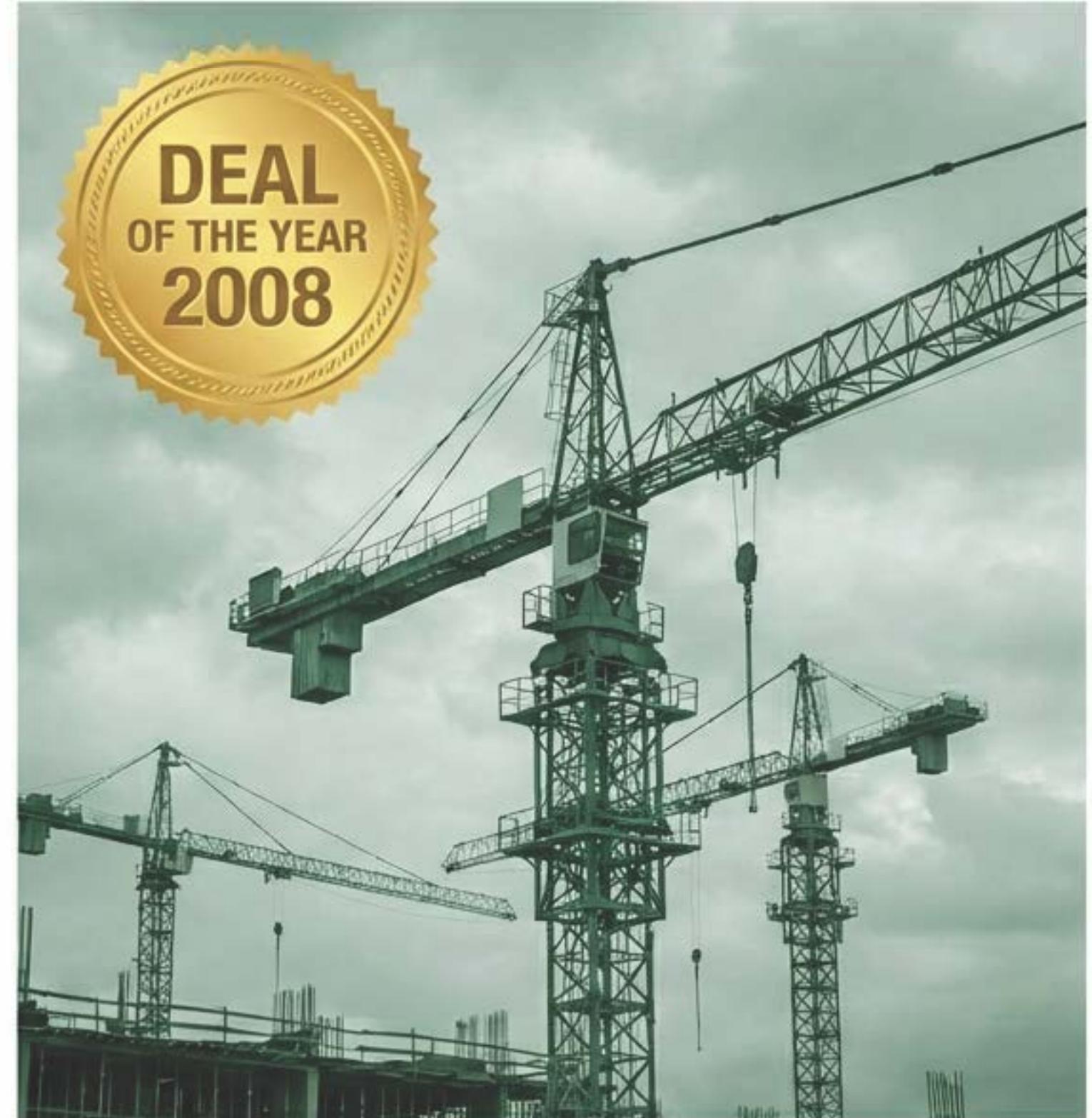
Acquisition of Coates Hire Limited by The Carlyle Group and National Hire. A landmark industrial hire transaction in the Australian market.

Industry Recognition

Winner: Deal of the Year Award 2008 (ABN AMRO)

Technical Contribution

- Conducted comparable companies analysis and precedent transaction reviews.
- Developed merger analysis models to forecast the combined entity's performance.
- Supported the development of the final pitch presentations for the acquisition finance.



Transaction Profile: MediaWorks

NZ\$740M LBO

The Deal

Acquisition of MediaWorks by Ironbridge Capital.

The ‘Ownership’ Differentiator

- Pitch Authorship: Explicitly credited with authoring the pitch book that was instrumental in securing the mandate for ABN AMRO.
- Model Architecture: Built the full financial operating model used to underpin the valuation and debt structuring.

Outcome

Successfully executed the transaction, cementing ABN AMRO's position as a lead advisor in the media sector.



Strategic Advisory, Structuring & Capital Markets

Strategic Advisory & Joint Ventures

McConnell Property



Principal Investor role.
Managed financial
structuring for a 50/50 JV
Real Estate Development
Fund (Target 18% IRR).

Vector Ltd



Asset advisory
services (Project
Network/Nugget).

Fonterra



Relationship and funding
support (~NZ\$1B
funding package).

Debt & Capital Markets Execution

Kiwibank



Arranger/JLM for \$60M
bond issue.

Genesis Energy



Lead Manager for
NZ\$225M Senior
Bond issue.

Downer EDI



Joint Lead Manager
for \$200M Hybrid
issue.

Professional Development & Technical Arsenal



**ABN AMRO Asia Talent
Development Program
(12-month rotation)**



Technical Skill Set

- **Advanced Modeling:** LBO, DCF, Merger Analysis, Comparable Companies
- **Quantitative:** Financial Mathematics, VBA for Applications
- **Market Ops:** Market Risk Management, FX Trading Simulation
- **Soft Skills:** Advanced Presentation Training (Connect Communication, HK)

The ABN AMRO Legacy: Foundations of Excellence



- **Proven Execution**
Track record of closing multi-billion dollar transactions (**Yellow Pages**, **Coates Hire**) in complex stakeholder environments.
- **Technical Mastery**
Ability to build operating models from scratch and author winning pitch books (**MediaWorks**).
- **Versatility**
Demonstrated capability across M&A, Debt Capital Markets, and Real Estate Joint Ventures.
- **Global Perspective**
Cultivated through the **Asia Talent Program** and cross-border deal execution.

Thank You

Andrew Mitchell

mitchell.ae000@gmail.com

+61 418 386 396