

## Resourceful Hartleys tops advisory league tables

### TOP DOG

M&A ADVISER	ACTING FOR BIDDER	ACTING FOR TARGET	TOTAL DEALS*
Hartleys	4	3	7
UBS	1	5	6
Goldman Sachs	1	5	6
Gresham Partners	2	2	4
RBC Capital Markets	1	2	3
Macquarie	2	1	3
Citi	1	2	3
Credit Suisse	2	1	3
Azure Capital	1	1	2

\* Mining, oil & gas M&A since Jan 1, 2009; based on successful completion of deal

SOURCE: HARTLEYS

### PETER KLINGER

Independence Group's success in securing control of \$532 million takeover target Jabiru Metals has propelled Perth broking house Hartleys to the top of the list of resources sector takeover advisers.

According to statistics compiled by Hartleys, the seven completed mining and oil and gas deals that it has advised on since the start of 2009 eclipses the tally claimed by giants UBS and Goldman Sachs.

Azure Capital is the only other local adviser in Hartleys' top 10 list, although several of the other firms

on the list, like Gresham Partners, have a Perth office.

The list differs from the league tables published regularly by Dealogic and Thomson Reuters, which are heavily skewed towards the global and national broking houses and advisory firms and include non-completed transactions.

When Independence declared its takeover bid for Jabiru unconditional on Friday after reaching an acceptance level of 59.5 per cent, it marked the seventh completed resources sector takeover where Hartleys played an advisory role.

Hartleys advised Jabiru, the

culmination of a relationship dating back to when the base metals miner was worth just \$10 million.

"It's a very strong environment in the resources sector and when the sector is strong it drives mergers and takeovers," Grey Egerton-Warburton, who heads Hartleys' eight-strong corporate team, said.

"We have long-term relationships with these clients and (enjoy) a very high degree of trust.

"These larger (advisory) firms have got flashier powerpoint presentations but it doesn't matter, what does is that they are not based in WA like us."

Source: The West Australian Newspaper April 6 2011