



Happy Holidays!

The holiday season offers the perfect time to reflect on the successes of the year just gone and look forward to the year ahead. 2017 has kept us all busy and has seen further growth in our team across the country with a presence established in the South Island.

Over the course of this year we have worked with a number of clients providing a mix of services including Investment Banking, Advisory, Training, and Asset Management.

Looking back our work has been dominated by M&A activity, valuations and equity raisings, both direct to investors and via the Crowdsphere equity crowd funding platform.

Looking Back



Crowd Funding

Veterans to the crowd funding scene, Zavy recently launched its second round of equity crowd funding via the Armillary managed Crowdsphere platform. In 2016, Zavy completed a successful public raise of \$325k at \$2 a share. Its second campaign in November of this year was private – using its pre-existing shareholders to raise an initial tranche – with the intent to launch another public campaign on Crowdsphere in the new year.

We also assisted USX listed Syft Technologies and Lateral Profiles with private crowd funding offers to existing shareholders.

Mergers and Aquisitions

One of this year's transactions was the acquisition of Eurotech Design by EDL Acquisitions which was completed in May. This buy-side engagement was facilitated by us and included the negotiation of the purchase, due diligence and assistance with arranging the debt funding.

Looking Ahead

10 or so years ago there was a lot of discussion about Baby Boomers exiting their businesses and succession planning.

While the GFC seemed to put a hold on these plans this topic seems to be bubbling to the surface again and is likely to see growth in M&A activity into 2018.

Preparation remains central to this theme with Vendor Due Diligence key to identifying the gaps which can negatively impact valuations.

Internal Changes

Our Auckland team have found a new home! As our team grows so too must our premises.

You can find us at:

Level 15,
12-22 Swanson Street,
Auckland
p: 09 280 3161



Armillary is also excited to announce a permanent Christchurch presence with associate director, Peter Bosworth joining the team. With Pete coming on board we have been talking to local lawyers, accountants and bankers to raise our profile. This effort concluded with a recent joint seminar with Lane Neave on preparing for exits. We'll be following this up in the new year with several more similar sessions.

Happy holidays from the team at Armillary Private Capital!

We would like to thank you for your continued support over the past year and wish you and your families a very Merry Christmas and a Happy New Year.



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