

# Adara Partners – Commercial and strategic advice

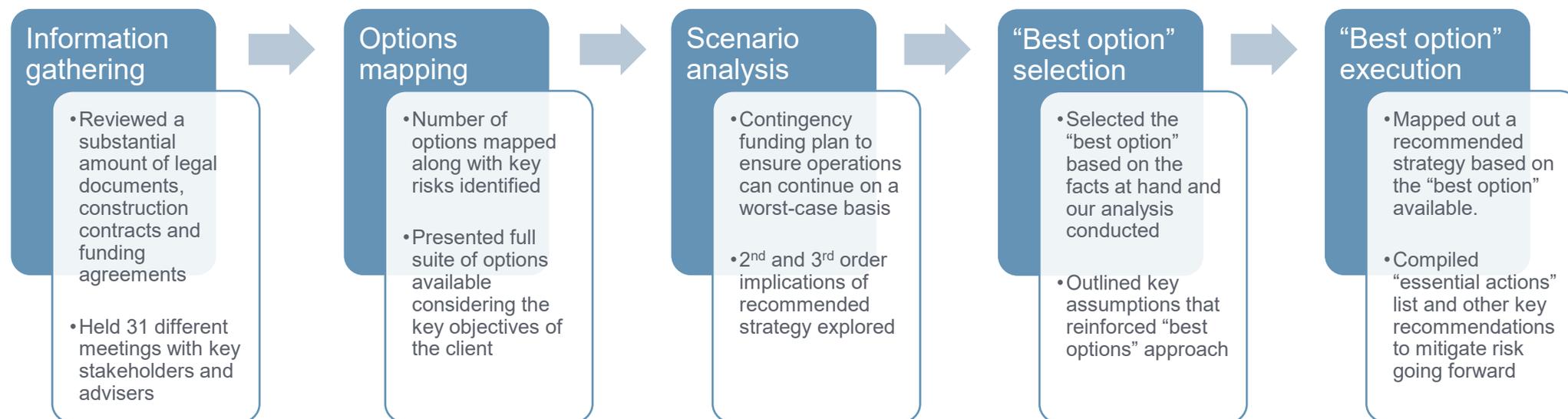
Adara Partners was engaged by a large educational institution to identify and critically analyse options to resolve material commercial and financial challenges created as a result of the COVID-19 pandemic.

## Snapshot

- Stage I: February 2021 – April 2021
- Stage II: January 2022 – April 2022
- Problem solving for a complex commercial challenge involving high profile stakeholders
- Organising a roadmap out of a vexed legal and financial situation, with priority placed on the mitigation of legal, financial and reputational risk in the absence of any risk-free alternatives
- Required deeply experienced minds to provide an innovative solution to a problem already thoroughly examined by the board
- Adara Partners, led by Mike Roche and Phillipa Stone, provided multiple updates, reports and options to the leadership team

## Value added

- **Options mapping:** Clear articulation of the full suite of options available to the client to deal with a highly confidential business challenge, while acknowledging the lack of a “no-risk” approach
- **“Best option” identification:** Building on the options roadmap, Adara singled out an optimal course of action
- **Execution oversight:** Continued engagement with the client while advising on key implementation steps and ways to mitigate associated flow-on risks
- **Stakeholder engagement strategy:** Set out a recommended negotiation strategy to complement the “best option” solution to ensure the client has clarity around optimal outcomes from any long-term negotiations with key counterparties



Stakeholder engagement conducted throughout the process

# About Adara Partners

Collectively our Panel Members have advised over 90% of the ASX100 and have worked on many of the largest and most critical transactions in Australia's corporate history. Adara Partners' services are not limited to the ASX100 – our Panel Members have worked on a range of public and private corporate engagements, providing our clients with their expertise, through wise counsel, financial and strategic advice



**Ilana Atlas AO**  
NED, Former Executive and Law Firm partner



**Andrew Best**  
Former Head of Investment Banking at J.P. Morgan



**Catherine Brenner**  
NED, Former Investment Banker



**Tim Burroughs**  
Former Chair of Investment Banking at Goldman Sachs



**Guy Fowler**  
Co-Executive Chairman of Barrenjoey Capital Partners



**David Friedlander**  
Head of M&A at King & Wood Mallesons



**Graham Goldsmith AO**  
NED, Former Vice Chair of Goldman Sachs



**David Gonski AC**  
Non-executive Chair of Barrenjoey Capital Partners, former Chair of ANZ Bank



**Matthew Grounds AM**  
Co-Executive Chairman of Barrenjoey Capital Partners



**Christian Johnston**  
Head of Investment Banking at Goldman Sachs



**Diccon Loxton**  
Senior Finance Counsel at Allens Linklaters



**Tony Osmond**  
Chairman of Citigroup



**Mike Roche**  
Former Head of M&A at Deutsche Bank



**Cynthia Scott**  
Managing Director, ANZ, Zip Co.



**Philippa Stone**  
Joint Global Head of Capital Markets at Herbert Smith Freehills

**Our Panel Members provide their time and expertise pro bono. All profits are donated to Adara Development, Adara's not-for-profit arm that delivers services directly to more than 200,000 people living in poverty each year in Uganda and Nepal, and touches countless more through knowledge sharing**

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