



INTEGRATION & SEPARATION ADVISORY



About Us

The KPMG Integration and Separation (I&S) team is a cross Tasman team led out of Deal Advisory with dedicated professionals located in Auckland, Wellington and Australia. Recognising that acquisitions and divestitures are inherently complex, KPMG partner with clients to implement a structured, professional approach to preserve and deliver value whilst making the process as seamless as possible throughout the lifecycle of a transaction.



Cross Tasman team

Our team (over 80 professionals), whilst mainly New Zealand based, are a part of the wider Australasian Advisory team who provide transaction related solutions including business development, due diligence, valuation, tax, in addition to post-transaction integration and separation to support your transaction.



One-stop-shop

Our hub-and-spoke team structure gives us the ability to draw on our firm's functional specialists (IT, People & Change and Tax) as needed to solve complex problems. We also work very closely with our global network which assists the execution of cross border transactions.



Vast experience

We have provided Integration & Separation services pre, mid and post deal across a number of key sectors in NZ (Financial Services, Healthcare and Media). Our practitioners have significant deal experience (transaction services, Corporate Finance and M&A), which brings deal speed and value insights alongside operational planning expertise



Strong reputation in the market

Our global I&S practice have supported over 500 deals in recent years. We provide the local experts by deploying small, experienced teams that minimise disruption to clients.

What we do

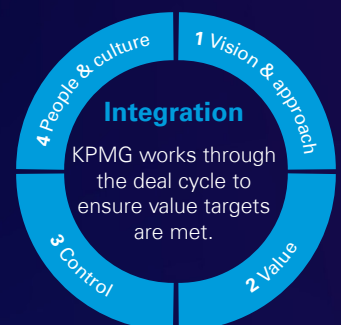
Integrations & Separations are challenging and require a structured, professional approach. We bring dedicated expertise, capability and capacity. Key features of our approach include:

Generating, maximizing and sustaining value from the deal

















- **Synergy evaluation:** end to end assistance from evaluation to sustained value creation
- **Strategy:** partner to develop and build a clear integration/separation strategy
- **Third party independence:** provide an independent challenge and support (clean team if required)
- **Project delivery:** structured program management process and tools to facilitate successful delivery
- **Day1 planning:** detailed planning and approach to first 100 days post integration and separation completion
- **People focus:** attention to organisational culture and strategic change management
- **Value creation:** relentless focus on deal value

Attributes that set us apart

- Practical I&S experience applied in an NZ context
- Ability to work at deal-speed
- Seamless integration of skillsets to address complex deal issues
- Client-led collaborative working style



Selected Client Partnerships

 <p>Project Kauri: Bidder support for acquisition of a TowerCo, including TOM and Separation Strawman and financial due diligence</p> <p>2022</p>	 <p>Project Artemis: Synergy assessment and integration planning for Apollo merger (capital markets transaction), supporting IMO, People and IT workstreams</p> <p>2021/2022</p>	 <p>Project Lord separation planning and integration synergy assessment for 2Degrees and Vocus merger.</p> <p>2021/2022</p>
 <p>Project Maui: Bidder support for acquisition of a Gull, including TOM and Separation Strawman and financial due diligence</p> <p>2021/2022</p>	 <p>Project Future: Separation Planning of NZ Rugby's commercial activities into a new entity.</p> <p>2021</p>	 <p>Project Takahe separation blue print and planning support related to the proposed sale of Kiwibank's Life Insurance.</p> <p>2020/2021</p>
 <p>Project Iris: Separation support for all project workstreams for the divestment of BNZ Life Insurance.</p> <p>2020/2021</p>	 <p>Separation and financial advisor to Perpetual Guardian for separation and sale of NZGTH (Corporate Trustee business) to Tricor (subject to OIO).</p> <p>2020/2021</p>	 <p>Managed the market offering and deal separation of this New Zealand chemicals business.</p> <p>2020</p>
 <p>Buy-side financial, tax, separation and IT due diligence on APHG (Healthscope's NZ Pathology business) for NZ Super and OTTP.</p> <p>2020</p>	<p>Confidential</p> <p>Project Charlie: separation red flags (buy-side) related to the proposed separation and sale of an NZ Wealth Management business.</p> <p>2019/2020</p>	 <p>Project Sequel / Europa: separation planning (carve out) related to the proposed sale of an NZ media asset.</p> <p>2019/2020</p>
 <p>Supported NAB Wealth (MLC Wealth) separation execution including Program Management, org redesign and strategic change management.</p> <p>2019/2020</p>	 <p>Second-wave integration incl. product simplification and profitability enhancement through data analytics</p> <p>2019</p>	<p>Confidential</p> <p>Project Swanndri synergy assessment and integration planning as part of buy-side due diligence of an NZ media asset</p> <p>2019</p>
 <p>Programme support in the separation planning for the AMP Life NZ business.</p> <p>2019</p>	 <p>Market analysis focussing on NZ MIS market IA, Unit registry, investment accounting, custody and corporate trustee services.</p> <p>2019</p>	 <p>Separation planning assistance for the divestment of CBA's NZ life insurance unit: Sovereign Assurance.</p> <p>2018/2019</p>

Senior team member CVs



Alan Williams, Director

KPMG I&S Lead, Deal Advisory Auckland
alanwilliams1@kpmg.co.nz | +6493675821

Over 14 years experience in professional services (both New Zealand and overseas) leading and supporting high value and complex engagements, specifically I&S, transaction and Corporate Finance.



Istvan Csorogi, Director

KPMG I&S, Strategy Lead, Deal Advisory Wellington
IstvanCsorogi@kpmg.co.nz | +6448164868

Brings 20 years' experience of transaction strategy and implementation support, including separation and integration engagements in New Zealand and in Europe.



Michael Sum, Partner

KPMG Strategy Melbourne
michaelsun@kpmg.com.au | +61 3 8663 8240

Brings experience of 200+ deals involving M&A strategy, carve-outs & divestitures, joint ventures & strategic alliances, pre-deal synergy evaluation and M&A Integration.



Jeff McLuckie, Director

KPMG Technology Consulting Auckland
JMcLuckie@kpmg.co.nz | +6493675920

IT specialist with significant transaction support experience through IT due diligence and separation and integration planning.



Lucy Neame, Director

KPMG People & Change Auckland
lucyneame@kpmg.co.nz | +6493654032

Specialises in the planning and delivery of change programmes, particularly organisational change, communication and stakeholder management



Sean Aitken, Director

KPMG Technology Consulting Auckland
SeanAitken@kpmg.co.nz | +6493675310

Over 18 years experience in professional consulting firms (both in New Zealand and overseas) leading and directing large scale transformation projects for clients.



Simon Garrett, Associate Director

KPMG Deal Advisory Auckland
simongarrett@kpmg.co.nz | +6493633671

Specialises in the program management of separation, integration and executing transition through management of critical path activities and inter-dependencies.



Nick Archer, Manager

KPMG Deal Advisory Auckland
nickarcher@kpmg.co.nz | +6493640963

Specialises in financial due diligence, finance function set-up / design and project management. Over 10 years experience in commercial environment and professional services.

www.kpmg.com

home.kpmg/socialmedia



The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

© 2022 KPMG New Zealand, a New Zealand Partnership and a member firm of the KPMG global organisation of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. All rights reserved. The KPMG name and logo are trademarks used under license by the independent member firms of the KPMG global organization.