

Nick Le Fevre

Director in Sydney

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Nick has extensive experience advising Boards and executive teams on acquisitions, disposals, capital raisings, capital structuring, and commercial partnerships in Australia, New Zealand, Asia and the UK.

He has a background in M&A advisory, valuations, strategy development and due diligence. This includes time working within a top-20 ASX organisation as well as several advisory businesses, providing him with a strong understanding of the operational implications of material strategic decisions. He combines deep transaction execution capability with commercial insight to deliver value-accretive solutions for his clients.

Nick is known for his sound judgement, problem-solving ability and effective engagement with Boards and executives. He brings financial acumen and a clear focus on value creation across the full deal lifecycle, from origination and strategy through execution and integration.

Engagement Experience —

M&A Advisory

- Royal Automotive Association of South Australia Ltd (RAA) sale of RAA Insurance to Allianz Australia for \$642m and entry into an exclusive 20-year distribution arrangement.
- Buy-side and sell-side advice to organisations in the general insurance and banking sectors to enable industry consolidation and/or optimise core business operations.
- Steadfast's acquisition of a strategic interest in ARAG Services Australia.
- IAG's acquisition of NRMA Motoring & Services' Motorserve business.
- IAG's acquisition of several motor repair businesses.

Due Diligence

- IAG's acquisition of Wesfarmers' general insurance business in Australia and New Zealand for \$1.845bn and entry into an exclusive 10-year distribution agreement with Coles Insurance.
- Pacific Equity Partners' acquisition of Baycorp Advantage (Equifax).
- Numerous financial due diligence engagements in funds management, banking, non-conforming mortgage lending, general insurance, private health insurance, life insurance, property, construction, mortgage origination, and infrastructure businesses.

Qualifications & Memberships —

- Member, CA ANZ
- Master of Applied Finance, Macquarie University
- Bachelor of Commerce, University of New South Wales



McGrathNicol

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- Numerous Independent Accountant Report engagements in the banking, property, infrastructure, and consumer goods industries.

Strategic Partnerships

- IAG's selection of Bendigo & Adelaide Bank as a wholesale banking partner to enable IAG's distribution of home loans under the NRMA brand.
- Established numerous distribution partnerships through which third-party brands distributed IAG's general insurance products on an exclusive basis.

Valuations

- Enterprise valuations to support intangibles.
- Valuations to support M&A buy-side and sell-side transactions.
- Valuations to support Board-level strategic advice.