

# Maud Goussard

## Director in Melbourne

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With nearly 20 years of experience in Corporate Finance Advisory, Maud specialises in assisting clients in their M&A projects, including divestments, acquisitions, mergers, equity and debt raisings.

She has supported numerous corporates and private owners in achieving their strategic goals, navigating complex transactions, and addressing unique client needs and deal challenges.

With a focus on the Consumer sector across both the Australian and Asia-Pacific markets, Maud has delivered M&A services across a diverse range of projects, spanning industries including Food & Beverage, Retail, Tourism & Hospitality, Real Estate, and Construction.

Prior to joining McGrathNicol, Maud held senior roles, including Director, at a Melbourne-based Big 4 firm and positions in investment banking in Paris.

## Engagement Experience —

Lead adviser to:

- The Growth Fund in relation to the sale of Black Mount Spring Water to Tasman Capital.
- The shareholders of Not-A-Trace, a gluten-free, nut-free food manufacturer, regarding the sale of a majority stake to Summit Fine Foods.
- An electrical and lighting provider regarding the acquisition of a lighting solution company.
- The shareholder of MGI Golf, a leading provider of innovative golf tech products, specialising in electric golf caddies, regarding the sale of the business to Anacacia Capital.
- A foodservice and hospitality procurement player on its strategic review.
- The shareholders of Made Group, an Australian beverage company, regarding the sale of the business to TPG Capital.
- An online apparel retailer on its strategic review.
- The Receivers and Managers of Organic Dairy Farmers of Australia regarding the sale of the business.
- A global food conglomerate on its strategic review.
- The shareholders of Tribe Hotels Group in relation to the sale of a majority interest to Accor.
- The shareholders of James Richardson regarding the sale of the JR/Duty Free Australian and New Zealand business to Lotte Duty Free.

## Qualifications & Memberships —

- Master in Management, specialising in Finance (EDHEC Business School)



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- The shareholders of Punthill Apartment Hotels regarding the sale of the business to Veriu Hotels & Suites.
- The shareholders of Cobs Popcorn, Australia's leading brand in RTE popcorn, regarding the sale of the business to Raphael Geminder's Kin Group.
- Ten Network Holdings in relation to its strategic arrangements with Foxtel and proposed capital raisings (independent financial adviser).
- Leading Japanese electricity power provider in relation to its potential investment in NSW electricity transmission and distribution assets (Transgrid, AusGrid and Endeavour Energy).
- Icon Co in relation to the sale of a majority stake to Kajima Corporation.
- Talent2 in relation to its divestment of its RTO business.
- Tea Too, an iconic Australian tea retailer, on its sale to Unilever.
- Metro Quarry Group in relation to its acquisition of TGS Group and associated equity and debt raising.
- PGA on its buy side acquisition search for potential targets or joint venture partners in the logistics industry.
- Leading organic yoghurt manufacturer on its strategic review and marketing of a potential minority stake sale in the business.
- Allegis Group on its acquisition of Talent2 under a Scheme of Arrangement (\$140m).

### France

- Banque de France on the disposal of 46 property assets located in France.
- Tesfran on the valuation process in relation to the IPO (€67m).
- Bail Investissement on its merger with Foncière des Régions (€9.9bn).
- Icade on valuation process in relation to the IPO (€707m).
- Sophia in relation to the sale of AGF and Société Générale's stakes in the business (€808m).
- Bail Investissement on its merger with Sélectibail (€749m).