



# **RAISING CAPITAL**

*The Lessons Learned!*

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- **E Nga Reo**

- *To the various languages we speak*

- **E Nga Iwi**

- *To the traditional owners of this land, the people of Yirrgandji*

- **E Nga Mana**

- *To the distinguished guests*

- **E Nga Hau e Wha**

- *To those who have come from the direction of the 4 winds*





Paewai Mullins Shearing

# AOHANGA INCORPORATION

15,000 hectares  
1100 hapu shareholders  
30,000 sheep and beef stock units  
12 km coastline



12th APEC Women Leaders Network (WLN) Meeting

Port Douglas, Australia

25-27 June 2007



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once - then you...  
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**Huawei to open in NZ**

Kate McLoughlin

China's top technology company, Huawei Technologies, is planning to open a central Auckland office.

Harvest Australia managing director, Ro Zhang said the company planned to hold a launch about June, when it would announce its strategy. Huawei has appointed a New Zealand country manager, Joseph Zhou, who is relocating here at the end of this month.

Eight Huawei engineers are based in Auckland building a 10 cell site pilot 4G mobile network for Ecom Wireless NZ.

Ecom's chief project director, Tex Edwards said Ecom sites had already been secured and the network was on track.

Huawei and Ecom signed the partnership in December, terms of the deal were not disclosed but it is understood to be worth about \$120 million.

Ecom's plans to roll out a 4G mobile site network covering four cities later this year if commercial negotiations with existing carriers are successful.

The 3G network would be Huawei's first in Australia.

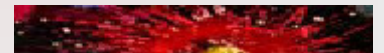
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# 1. Requirements

- *Be specific*
- *No over's or under's*
- *Clarity about where this will take the business*



## 2. The Process

- *What and who are the options?*
- *Do we understand their needs?*
- *Is there a match?*
- *Who will drive this?*

## 3. Their Needs

- What are their processes?
- What are their needs and objectives?
- Can we deliver?
- Is there a match?

## 4. The Business Case

- *Address the key investment issues*
- *What we can offer / deliver*
- *Know the drivers of value*
- *Valuing your business*

## 4. Compliances

- *Securities Act*
- *Public issues*
- *Documentation*

## 6. Doing the Deal

- *What to provide*
- *Due diligence and what to expect*
- *Confirming the match, importance of the 'pitch'*
- *Celebrating the success!*

## Case Study - Telecommunications

Government Investment	Industry investment	THTT investment	Venture capital investment	Maori investment	Commercial investment
↓	↓	↓	↓	↓	↓
<b>Start up</b>	<b>IP and The business case</b>	<b>Compliances Infrastructure</b>	<b>Build</b>	<b>Maintain shareholding</b>	<b>Open &amp; Value Add</b>
\$\$	\$\$	\$\$	\$\$	\$\$	\$\$
↓	↓	↓	↓	↓	↓
<i>Trust Deed Trustees Electoral College Commercial entities</i>	<i>Market research on and offshore Market opportunities Do-ability Build the Business case</i>	<i>Competitive environment Select committee process Maintaining enthusiasm</i>	<i>Implementation Holding the fort Marketing and PR</i>	<i>Mana Integrity Commercial nous</i>	<i>Value add Enterprise growth consolidation</i>



**Good Luck and Have Fun!!**