



### **Soltius New Zealand Limited**

Soltius New Zealand Limited "Soltius" is a market leading SAP software, implementation, and support services Company. Soltius provides Finance & Reporting, Supply Chain Management, HR & Payroll, Procurement and CRM solutions across a number of industry verticals.

### **Situation presented**

New Zealand management sought to obtain full control over the business based on the continued growth expectations achieved to date under their stewardship. This was a two step process as management negotiated an initial shareholding and then more recently completed the arrangements.

### **Solutions provided**

- Positioning the business as an attractive investment proposition for institutions. A competitive process resulted in a facility arrangement that sets the foundation for management to execute the next phase of Company growth.
- First stage work to negotiate a shareholding and protections of a minority position for senior management that were fundamental to the success of the business. Advising NZ shareholders on the pros and cons of certain clauses.
- Continue to work with Soltius to alert them to and review business opportunities as they become available. This involves a pro-active approach to identify opportunity to continue to grow the success of Soltius.