



EATON SQUARE

Engineering Sector Team



Eaton Square is a global corporate advisor with a strong focus on the engineering sector. Our team comprises professionals who have held senior executive positions in some of the world's largest engineering groups and have managed a large number of the sector's corporate transactions globally.

Whether you are looking to sell your business or grow through acquisition or other means, our team can help you develop your strategy, identify potential counterparties and work with you throughout the transaction.

## Some of our successful deals in the Engineering sector



# Irwinconsult Expansion to USA

Large Australian engineering company specializing in property and buildings  
acquired by leading global services firm, WSP

## Case Study

### About the client

Irwinconsult is a leading structural, building services, civil, waste and traffic engineering consultancy with offices in Melbourne, Bendigo and Darwin. Over its 65 year history, it has worked on many iconic buildings in Melbourne including the State Library of Victoria, Royal Children's Hospital, the Shrine of Remembrance and the University of Melbourne School of Design.

The firm provided specialist engineering services for the Bendigo Hospital and Geelong Library and Heritage Centre. In Darwin since 1964, Irwinconsult has worked on many significant buildings including the Palmerston Regional Hospital and Soho Apartments.

### Client situation

Irwinconsult engaged Eaton Square to look for a potential buyer that will accelerate the company's expansion to the United States. Other key objectives were:

- Shareholders are rewarded for the investment in and commitment to the business to date
- Leveraging the business' current strong performance and future prospects
- Continuing to provide an attractive workplace and career options for your shareholders and team.

### The outcome

Eaton Square led the way of identifying WSP partner for Irwinconsult. WSP is a global management and consultancy services business focused on the built and natural environment. It is headquartered in Montreal, Canada and is one of the largest consultancies in the world with over 48,000 staff.

In December 2018, WSP acquired Irwinconsult. The sale to WSP will help Irwinconsult expand its services into other major centres across Australia and fast-track its current expansion into the United States where it currently has three building projects underway. In doing so, it will create greater opportunities for its 200+ employees.



*Our firm started in 1953 and so it was critical that we found the right buyer to carry our heritage and current staff's aspirations and talents into the future. With the engineering sector continuing to globalise and consolidate at a heady pace, it was crucial for us to join a firm that had the resources and backing to win important projects locally and overseas. Eaton Square enabled us to reach globally to contact potential buyers and understood our varying shareholders' needs when evaluating the pros and cons of potential transactions.*

Phil Gardiner, Managing Director, Irwinconsult

**irwinconsult**  
a wsp company

## Introducing our global engineering team

### Mark Goodwin – Perth

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Mark is focused on M&A and debt and equity raisings and brings extensive experience having led a large number of successful transactions in Australia, Asia, UK and the US.

Mark has managed transactions both as an advisor with KPMG and Ernst & Young, and as head of the in-house M&A team at Clough Limited. He has also managed a number of equity raisings and has sourced and arranged over \$400m of debt and bond facilities.

Mark has delivered corporate strategy, developing and implementing strategic plans. He has qualified as a Chartered Company Secretary and has strong experience in Board decision making and governance.

Mark started his career as a Chartered Engineer managing the design and construction of major infrastructure projects.

### James Huey – Beijing

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James is a Principal of Eaton Square specialising in Chinese outbound M&A and private equity focussing on the engineering services and IT sectors. James has been based in China for the past sixteen years and leads Eaton Square China

business. James acts as a “corporate matchmaker” working for Chinese clients who wish to acquire businesses or technologies from outside China, or clients from outside China who seek to enter the China market or find a Chinese partner or investor.

He is (or has been) a non-executive Director of several listed and unlisted companies in Australia, mostly involved in IT, financial services, or property development. James has a BSc (Hons – Financial Services) from the University of Manchester (UK) as well as other formal qualifications in accounting and corporate governance.

### Roger Collins-Woolcock – Brisbane

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Roger is an engineer who has worked in the world of consulting for his entire career. He worked for Cardno for 24 years ultimately as the General Manager running the Australia and New Zealand business with 2000 staff. He

has been involved in integrating multiple merger partners in his time at Cardno. He is currently working with many of the consulting firms across Australia and New Zealand.

### Richard Goldman – Toronto

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Richard has over 25 years of corporate finance, investment banking and capital market experience. After graduating with an MBA from the Schulich School of Business at York University in Toronto, Richard worked in the

Investment Banking Division at Citibank Canada. Richard then went on to develop golf courses and home communities in both Canada and the United States. He subsequently founded a boutique corporate advisory firm and has provided financial, strategic and management expertise for numerous entrepreneurs and companies in such diverse industries as mining, financial services, mortgage financing, motorcoach tours, structural lifting, biofuels, medical devices, online vehicle auctions, nanotechnology, online travel, and natural resources.

In 2012 Richard successfully led the going public transaction of a Canadian junior gold exploration company on the Toronto Venture Exchange. Through that experience Richard further developed his skills in business structuring, securities law, capital raising, shareholder relationships and corporate governance.

**Warren Riddell – Sydney** +61 414 445 170



Warren brings over 30 years of expertise in business strategy and transaction management developed client side, advisor side and as a financier, in the UK, US, Middle East and Asia Pacific.

Formerly a corporate finance partner at EY and Arthur Andersen, he was the MD of an early stage PE fund in Sydney, ran his own private investment office and represented a family office in London and New York. More recently he was a partner at Beaton where he led the M&A practice.

His past clients range from global firms such as PwC, Stantec and White & Case to local firms across the technology, professional services, project management, public affairs and environmental sectors.

Warren holds a BA(Hons) in Economics, Finance and Law from the University of Lancaster (UK), and two Master degrees from the University of Sydney in European Studies and Political Economy (winning the prize for the latter). He is also a FCA (ICAEW) and an adjunct lecturer on the MBA program at Macquarie University.

**David Steele – Perth** +61 407 744 927



David has over 35 years' experience, primarily in the engineering sector, working for customers in the upstream and downstream oil, gas and chemical sectors, the mineral processing and mining sectors and the

power and infrastructure sectors. Since 1999, David held senior operational roles with WorleyParsons with responsibility for operations in Australia, South East Asia, China, the Middle East, North and Latin America, Europe and Africa, generating revenues of up to \$6bn with over 28,000 employees.

David also led teams in WorleyParsons with responsibility for strategy development, customer sector development, establishment of new business ventures, mergers and acquisitions and information technology.

In addition to his work with Eaton Square, David is a non-executive director, advisory board member and business mentor.

**Joanna Lohkamp – Seattle** +1 253 225 4347



Joanna has held Board, CEO, CFO, and COO positions in global companies across technology, clean tech, manufacturing, architecture, engineering, and consulting sectors.

Joanna's broad-based business experience spans M&A, turnaround/restructures, and global operations in complex small and medium sized companies (both public and private) as well as a leading Fortune 50 company.

Joanna is a Board member at The Kleinfelder Group, a \$350M global engineering consulting firm and Woods Bagot, a global architecture and design firm headquartered in Australia.

**Jason Gray – Perth** +61 419 969 587



Jason has over 20 years' experience working in the Mining, Civil Infrastructure, Pharmaceutical and Consulting Engineering industries in roles including technical, operational, and financial including multiple M&As in Australia and China.

Jason's early career started as a Chartered Engineer managing the design and construction of major infrastructure projects, and quickly evolved to major project management and senior executive management roles with the likes of Parsons Brinkerhoff, Sinclair Knight Merz and Jacobs.

Jason managed SKM's Infrastructure Operations in China and Hong Kong (based in Shanghai) for 3 years. Jason's experience in M&As reaches to both buyer and seller side having worked on/for both sides of the equation which are highly beneficial for successful transactions.

## Reece Adnams

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Reece is the Managing Principal of Eaton Square and is focused on M&A and capital services. His industry expertise incorporates Engineering (including Mining and Oil & Gas Services), IT Services, Management

Consultancies, Software and Technology and HR Services. With over 20 years of corporate strategy and mergers and acquisitions experience working in both global corporations and small and medium sized services businesses, Reece's depth of knowledge is invaluable in assisting clients to navigate the complexities of M&A transactions.

Reece was also CEO of companies in which Eaton Square invested, including WDSScott and Beaton Research and Consulting.

## Joe Gugliotta – Perth

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Joe is a Professional Engineer with a proven track record in successful business management and a demonstrable capability for enhancing any technical and/or business function aligned with engineering and/or technical disciplines

within the resources, infrastructure and energy sectors.

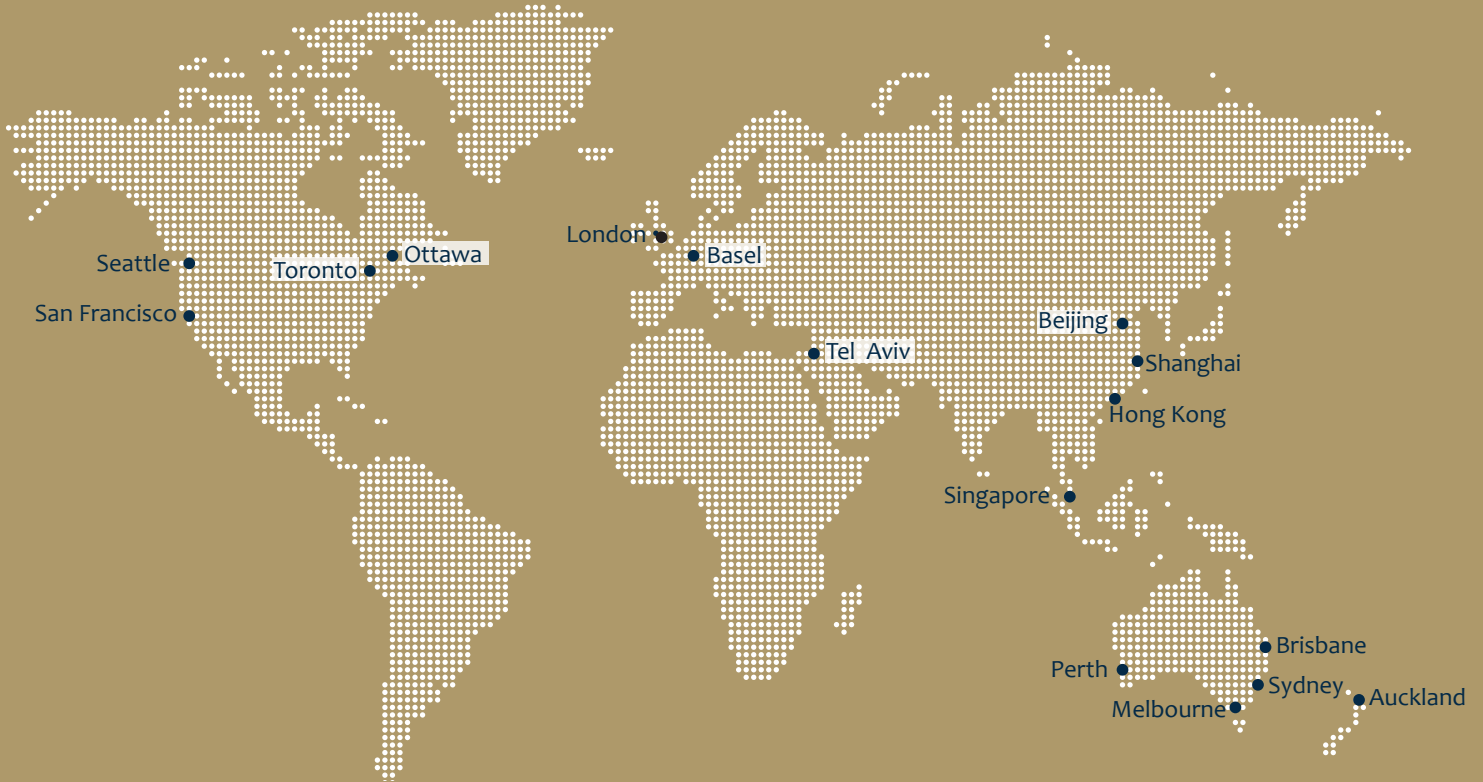
Joe has attained broad technical and extensive business management experience from over 30 years' industry involvement. He has held Line, Engineering and Executive Management roles including senior assignments as Asset Manager, Managing Director and COO board reporting roles in both Public and Private sector companies. His experience extends predominantly throughout Australia and New Zealand as well as International assignments in Asia Pacific, USA and Canada.

Joe has gained a strong commercial acumen from working in both Upstream E&P and large Contractor organisations alike having worked for, or with many of Australia's Blue Chip companies such as SANTOS, UGL, RCR-Tomlinson, Woodside, BP, BHP, Rio Tinto, FMG, DoD, Vodafone and Onesteel to name a few. Joe's interests lie in Engineering and Services Contractors that operate in all sectors.

Joe holds formal Engineering qualifications (Curtin University) as well as a Masters Degree in Business (University of South Australia) along with a Graduate Certificate in Resources from the University College of London.

## International coverage

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Brisbane | Perth | Auckland | London | Basel | Tel Aviv



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Talk to us

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