



Profiles of the Principals

Craig Taylor BSc (Forestry) ANU

Craig Taylor joined The Fifth Estate in 2003 as a Principal after 19 years experience in the Australian forestry and timber industry. His practical experience ranges from technical and field operations to production, sales, marketing and general management. He has also worked in forest industry consulting providing strategic advice to clients, particularly in relation to investment and business development.

Since joining The Fifth Estate, Mr Taylor has provided technical, strategic and business development advice to a range of financial, institutional, investment banking and forest industry clients. He has been appointed as independent arbiter in contractual disputes, an independent expert in plantation valuations, and has provided advice to insurance companies to assist them settle disputed claims. He has also provided expert reports and single expert opinions to various courts throughout Australia.

Mr Taylor has developed extensive experience in the markets for forest products and particularly for plantation-grown softwood and hardwood products. He is widely recognised as an expert in this field and has, at various times, been engaged by many of the major Australian and New Zealand companies and third party investors to provide advice and reports on these markets. In addition to his forest product market advice, Mr Taylor specialises in advising clients on major international timberland transactions, both on the buy and sell side. His roles involve asset due diligence and valuation, cost structures, risk analysis, bidder/competitor analysis, contract negotiation and exit strategies. In the last five years he has been retained by timberland investors and owners, and major investment banks in Australia, New Zealand and Hong Kong to provide specific technical and industry expertise, and strategic advice in over a dozen major transactions valued at over \$10 billion.

In 2005, the Federal and Tasmanian State Forestry Ministers appointed Mr Taylor as an expert to assist them in assessing grant applications as part of the Tasmanian Community Forest Agreement covering the Tasmanian Forest Industry Development Program, the Tasmanian Softwood Industry Development Program and the Tasmanian Country Sawmills Assistance Program.

Mr Taylor provides ongoing advice to a number of superannuation funds and their fund managers, and advises various industry associations and government forestry bodies.

He has experience on the buy and sell sides of large and small mergers and acquisitions in the Australian, New Zealand and Asian forestry industry including roles in facilitation, negotiation, forming strategic alliances, and assisting in securing debt and equity funding. He has acted for either the seller or a bidder in most of the major forest industry and plantation transactions in Australia and New Zealand in the last 10 years.

In 2002 Mr Taylor assisted Macquarie Bank establish Macquarie Forestry Investment (MFI). His role involved assisting with identifying and engaging the plantation manager, negotiating management and off-take agreements, establishing land selection and silvicultural protocols, and engaging and managing the Independent Foresters. Since the establishment of MFI, Mr Taylor has been retained by Macquarie to provide ongoing forestry advice and oversight for MFI and has assisted in the expansion of the project into three plantation regions. He is currently assisting Macquarie develop new and innovative forestry investment products.

From 1997 to 2003, Mr Taylor held the positions of Vice President and Associate Principal for Jaakko Pöyry Consulting, and managed the Australian business from 2002 until leaving to join The Fifth Estate. During this time he undertook projects in due diligence, investment analysis, business development, market analysis and major project implementation, and has assisted clients form strategic alliances covering access to resources, manufacturing and markets.

Following the completion of his Forestry Degree at the ANU, Mr Taylor was employed as a professional forester with State Forests of New South Wales in the planning and management of radiata pine plantations. He then joined BORAL Timber as Log Supply Manager responsible for all harvesting and log yard operations for Australia's largest sawmill. Positions in production, planning and sales led to his position as National Softwood Sales Manager. Prior to joining Jaakko Pöyry Consulting, he worked in general management as State Manager for WESFI's particleboard and MDF sales, marketing, warehousing and distribution business in NSW.

Mr Taylor has prepared papers and presented to conferences in Australia, Malaysia, Indonesia and the United States covering topics ranging from the plantations and water, regional industry development, forest products markets, the restructuring of the Australian wood panels industry, plantation investment and industry development strategies. His international experience includes consultancies for companies in Indonesia, New Zealand, the USA, Finland, China, Canada, Thailand, Singapore, Vietnam and the UK.

Outside the forest industry, Mr Taylor has filled the roles of Executive Director of the Power Tools Association of Australasia and Company Secretary of the Air and Mine Equipment Institute of Australasia. He also assists with sales, marketing and distribution management for the not-for-profit Be Still Waters Pty Ltd, which funds water, sanitation and hygiene projects in developing countries.

Mr Taylor has brought extensive and practical business management, business development and investment experience to The Fifth Estate along with a unique understanding of the forestry, forest products and plantation industries from establishment and plantation management through to harvesting, log marketing, manufacturing, finished product markets and logistics.

CONTACT

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