

MEDIA RELEASE

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Azure Capital appoints Partners from RBC and Director from E&P



Azure Capital is pleased to announce the continuing build out of its senior advisory team with the appointment of Philip McLaughlin and Tas Thaniotis from RBC's Capital Structuring Advisory team as Partners, as well as Brad Hancock from E&P as Director.

The appointment of Philip and Tas brings to Azure a market-leading infrastructure debt advisory team, building on Azure's existing successful infrastructure M&A and capital structuring advisory business.

Brad will continue to focus on real assets sectors and adjacencies as part of Azure's broader infrastructure and real assets teams.

Azure's Managing Partner, Richie Baston, said: *"These appointments reflect our continued commitment to investing in our platform and delivering exceptional outcomes for our private capital clients."*

Infrastructure and mining are capital intensive sectors where sophisticated capital structuring advice is critical. It is exciting to add market-leading advisers like Philip and Tas in this area, and the synergies with our existing activities are compelling.

We are also delighted by the recent appointment of Brad Hancock to help extend our infrastructure and real assets client coverage into real estate. This is a natural extension of our activities and we look forward to supporting clients in these areas.

In the context of Azure's successful long-term partnership with Natixis CIB, we believe we are ideally positioned to continue to add genuine value to our clients."

Philip McLaughlin said: *"Tas and I are thrilled to be joining a growing platform like Azure. We are drawn to the firm's strong culture and values, and its clear focus on sectors that closely align with our existing clients and relationships."*

About the New Hires

Philip McLaughlin has over 25 years' experience in infrastructure and capital structuring advisory across sectors including transport, utilities, power, renewables and technology infrastructure.

Tas Thaniotis brings over 15 years' experience advising sponsors, infrastructure investors and corporates on complex financing across Australia and Europe. His expertise spans acquisition and event-driven transactions, multi-layered debt structuring, and capital markets execution across infrastructure and digital assets.

Over the past 3 years, the team led by Philip and Tas have advised on more than \$35 billion in debt capital markets transactions. Notable transactions include:

- Pacific Equity Partner's acquisition financing of Spark New Zealand's data centre business
- Establishment of the portfolio financing for Foresight's ARIF
- Refinancing of Land Services WA and NSW Land Registries
- Refinancing of Uniti Group's acquisition facilities
- Spark Infrastructure's MidCo debt refinancing
- EIG's HoldCo financing for its proposed acquisition of Origin Energy's LNG assets
- Establishment of APG's MidCo financing
- InfraRed / Northleaf consortium's acquisition financing of Vodafone NZ's TowerCo assets

Brad Hancock joins as a Director from E&P. Prior to E&P, Brad held roles at Charter Hall and Gresham Partners. Brad has over 13 years of corporate advisory and investment experience and has worked on more than \$10 billion of M&A transactions with a focus on real assets and adjacencies. Selected recent public markets transaction experience includes Hotel Property Investments takeover response (\$1.3 billion), the privatisation of Irongate Group (\$1.8 billion) and the privatisation of ALE Property Group (\$1.7 billion). In addition, Brad has worked on a variety of equity and debt capital transactions.

About Azure Capital

Azure Capital is a leading Australian corporate advisory firm with offices in Perth, Sydney and Melbourne. Established in 2004, we provide a wide range of advisory services including mergers and acquisitions, capital markets and financing transactions.

Our team of corporate finance professionals is led by experienced senior advisers with detailed sector knowledge and extensive transaction experience. We focus on building lasting client relationships by delivering advice that is objective, analytically driven and responsive to our clients' needs. Through long-term partnerships, we develop a detailed understanding of our clients' industries, strategies, decision-making processes and, most importantly, their people.

Azure Capital is an independently operated affiliate of Natixis CIB, and part of an international multi-boutique M&A network of +600 professionals, allowing us to provide the focus and dedicated service of a boutique adviser, with the support of a large global financial institution.

Media enquiries:

media@azurecapital.com.au