

Alitum

SHAPING THE FUTURE

Dedicated to the provision of strategic and financial advisory services to companies and investors in Australia.

Our singular approach at Alitum is to position and prepare clients for specific events. A common theme across our client engagements is the role we play in identifying creative solutions, and the facilitation of those solutions to achieve successful outcomes.

We realise value for clients through specific events such as:

- IPOs/Secondary Market
 - Capital Raisings and Ongoing Capital Management
- Acquisitions & Divestitures
- Pre-IPO Planning
- Strategic Review
- Takeovers, Sell-downs, Privatisations
- MBO /LBO and Trade Sales

We typically work on mid-sized engagements (\$25M to \$250M) and our clients range from medium to large unlisted and listed public companies.

Alitum works closely with its clients to prepare and shape them to meet the short to medium term requirements of stakeholders and investors. We also provide the expertise to facilitate and project manage these events.

Trusted Partner

Alitum began operations in 2004, delivering Equity Capital Markets (ECM) and stakeholder management services to mid-sized public companies in Australia.

The firm has developed a reputation for helping companies to gain access to investment capital and unlock shareholder value through the provision of short and medium term capital management programs.

The firm's practice has grown in line with client demand to include a broader financial and strategic advisory service to companies and investors.

Alitum does not perform securities underwriting or trading. Our advice is independent and objective.

We are considered a trusted partner to the investment community (Fund Managers, Investment Banks, Private Equity Houses, Family Offices, Sophisticated Investors), and are relied upon for our integrity and ability to deliver quality outcomes.

Corporate Growth Cycle



Alitum Identifies Creative Solutions - Facilitates those Solutions - Project Manages those Solutions

A common theme across our client engagements is the role we play in shaping clients for specific events throughout the corporate growth cycle.

We typically work on mid-sized engagements (\$25M to \$250M) for companies and investors. Our primary role with clients is to identify creative solutions, together with the provision of facilitation and project management services to achieve successful outcomes.

For Companies

Equity Capital Markets (ECM)

At the core of our offering is the ability to enable clients to effectively access funding through the listed equity capital markets. This process starts with the preparing and shaping of clients at the pre-IPO stage and continues through to the Initial Public Offer (IPO) and Secondary Markets.

Importantly, clients are able to leverage Alitum's distribution strengths and depth of relationships spanning the investment community (corporate finance / underwriting, research, institutional and retail advisory, and institutional and retail investor groups) and the business media.

Our services are designed to integrate with specific client activities, as well as operate in an ongoing advisory role supporting medium to long-term capital management initiatives.

Alitum supports clients across a range of engagements:

IPO & Secondary Market

- ECM Strategy Advice
- Underwriter / Manager (Investment Bank/Broker) – Identification & Selection
- IPO Due-Diligence Management
- Capital Management
- Shareholder Management Services (Investor & Media Relations)

Pre-IPO Planning & Preparation

- Corporate and ECM Strategy Advice
- Preliminary Valuations, Financial Modelling and Due Diligence
- Corporate Governance and Compliance
- Board Selection & Corporate Structuring
- Mezzanine Funding
- Preparation of Documentation – IM & Presentation Material

Acquisitions & Divestitures

- ECM Strategy Advice
- Strategic Review – including establishment of acquisition framework (valuation criteria & identification of targets)
- Pre-evaluation of Targets
- Due Diligence Management
- General Advice
- Integration

Takeovers, Sell-downs & Privatisations

- Strategic Review
- ECM Strategy Advice
- Pre-evaluation and financial modelling
- Due Diligence Management
- General Advice and Guidance
 - Off Market / On Market Bids, Scheme of Arrangements, Share Buy-back, Asset Transfers, Reverse Takeovers

Private Equity

Alitum works with unlisted (private) companies to shape them for specific events. Our clients are typically mature enterprises or at the growth phase. We work with clients through the strategic review process, as well as facilitating and project managing to achieve specific outcomes such as management and leverage buyouts (MBO / LBO), tradesales (partial or full) and growth / acquisition funding.

Succession Planning

- Identify and plan exit strategies (partial or full trade sale, MBO/LBO)
- Pre-evaluation and financial modelling
- Capital Management (including capital restructuring & growth funding)

Acquisitions & Divestitures

- Strategic Review – including establishment of acquisition framework (valuation criteria & identification of targets)
- Due Diligence Management
- Facilitation and Project Management
- Integration
- Capital Management (including acquisition funding)

For Investors

Alitum also acts on behalf of investors. We take an active position in identifying strategic opportunities, as well as acting on behalf of clients to facilitate and manage those investments. We are considered a credible and trusted partner in sourcing and shaping investments, and work with clients including Industry Funds, Family Offices, Fund Managers, and Sophisticated Investors.

The Team

Alitum's team comprises the principals of the firm, as well as investment professionals based in Melbourne and Sydney. Alitum's investment professionals are multi-disciplinary, with extensive experience in:

- Investment Banking
- Funds Management
- Corporate Advisory
- Board & Operational Management
- Strategic Planning
- Corporatisation, IPO, Capital Raisings

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