



Allier Capital Credentials

Overview of Allier Capital

We are pleased to provide Dark Blue Sea with an overview of Allier Capital.

- Allier Capital was established in April 2009 to provide corporate advisory services to the middle market. Our aim is to be a leader in “middle market” corporate advice
- Allier Capital has expertise in the following areas:
 - **Mergers and acquisitions:** We work closely with clients to develop and execute M&A transactions. We have a significant expertise in public market transactions
 - **Divestments:** We assist clients to design and execute business and asset sale processes
 - **Restructurings:** We advise clients on business restructurings and balance sheet recapitalisations
 - **Capital management:** We advise clients on balance sheet optimisation and assist clients in both public and private capital raisings

Allier Capital Approach

Allier Capital aims to be a leader in “middle market” corporate advice. Our approach is to provide hands-on senior involvement, to build long-term relationships with our clients and to focus clients on practical outcomes

1. Senior accountability

- Hands-on senior involvement in each client project
- Small advisory team designed to provide consistent and high quality advice

2. Long-term relationship

- Commitment to gaining a deep understanding of each client’s business and objectives
- By investing in these relationships, we aim to deliver highly customised advice and proprietary opportunities

3. Practical outcomes

- “Other things being equal, simpler theories are better”
- Approach underpinned by rigorous analysis and significant transaction experience

Proposed Allier Capital Team

Matt Stubbs

Managing Director

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- Significant M&A, restructuring and capital raising experience
- Prior senior investment banking roles with Citi, Merrill Lynch and Caliburn
- Education: MBA from AGSM and Bachelor of Laws and Bachelor of Commerce from the University of Queensland
- Community: Prior president AGSM Alumni Board and Benevolent Society Sydney Leadership Program

David Wallis

Associate

- Prior to joining Allier Capital, worked for two years in the investment banking division at Macquarie Capital
- Education: Juris Doctor of Law, Bachelor of Commerce and Bachelor of Science from the University of Queensland. Currently completing a Masters of Finance from INSEAD, France