

Origin Securities

advisory services to the corporate & government sectors



**ORIGIN
CAPITAL
GROUP**

professionalism • independence • experience • teamwork • expertise • integrity • focus

What's in a **N A M E**



ORIGIN is where things begin. Origination is the art of identifying opportunities and initiating transactions. Origin professionals bring imagination, awareness and lateral thinking, coupled with common sense and extensive commercial experience.



CAPITAL can exist in many guises. Its needs can be misunderstood and its availability is fickle. Windows of opportunity can open and close quickly. Origin professionals have the understanding, skills, discipline, patience and wide ranging experience to harmonise diverging interests.



GROUP solutions typically generate more sustainable and productive outcomes. Origin believes teamwork promotes a greater ability to deal with uncertainty, to measure risks and to mitigate these in appropriate and efficient ways.

Origin Securities is the financial advisory arm of **Origin Capital Group**, an independently owned corporate advisory and private equity group.

Corporate Finance

Origin places great emphasis on obtaining a close understanding of its client needs at the commencement of an advisory assignment. This approach enables the identification of key issues before designing and evaluating possible solutions. The optimal course of action can then be selected and implemented.


Origin has a specialist focus on merger and acquisition transactions. Private treaty acquisitions and sales, and public company takeovers and their defence, demand special skills. Careful preparation and structuring are part of the Origin approach, so vital in avoiding pitfalls and maximising successful client outcomes. Our professionals have a strong track record in identifying and evaluating equity opportunities, and facilitating appropriate investments and divestments for clients.

The public and private equity markets have diverse and constantly changing requirements. All realistic alternatives should be canvassed before securing the appropriate mix of equity sources.

Our extensive experience and expertise are particularly useful when there are difficult strategic choices to make. Origin clients benefit from our independent, objective and confidential advice in evaluating strategic alternatives.

Transactions conducted by Origin include:

- ***Listed company offer and merger***
- ***Takeover defence***
- ***Private treaty acquisition***
- ***Private treaty sale***
- ***Public and private equity raising***
- ***Shareholder value and other strategic advice***
- ***Independent advice to Boards***



***Innovative financial engineering
can bring new sources of capital,
advantageous accounting
or tax treatment and,
importantly, lower
overall funding costs***

Project and Structured Finance

Optimising funding arrangements is an important part of the financial engineering process. This engineering should start during a transaction's gestation period so as to identify early on ways to attract different forms of funding without prematurely eliminating what might prove to be an attractive option.

By rigorously appraising alternatives and identifying the optimum structure, the often diverse objectives of project participants can be reconciled in a manner which enhances overall economics.

Each Origin financing plan is custom designed to satisfy the client's needs and objectives. The results of the financial feasibility study and project structuring are integrated to develop a comprehensive financing plan. Origin also has extensive experience in designing appropriate security arrangements and optimising the use of commercial contracts.

Origin professionals have arranged project and structured financings across a diverse range of industries at various stages of development. They are well versed in the processes and procedures to adopt when assisting clients in the pursuit of their financing objectives through to financial execution.

Transactions conducted by Origin include:

- ***Subordinated debt financing***
- ***Senior project debt origination***
- ***Non-asset based structured regulatory financing***
- ***Non-recourse acquisition financing***
- ***Structured financing of project minority interest***
- ***Management buy-out structured financing***

DIFFERENTIATION

in a crowded market . . .

Origin believes that the best advice is provided when no competing agenda exists, either consciously or subconsciously. At the outset of a transaction, no one financial product or outcome should be favoured. All sensible alternatives should be canvassed without fear or favour.

Origin sits unambiguously at the side of its client throughout a transaction, from inception, through to closing and beyond, as circumstances and needs dictate.

Our professionals come from a wide range of backgrounds and possess high level advisory skills and extensive commercial experience. Tertiary qualifications are varied, ranging across economics, accounting, commerce, engineering, science and law.

Key ingredients in Origin's culture are resourcefulness, tenacity, discipline, integrity and independence.

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