



SLM Corporate Pty Ltd
ABN 50 088 664 680
Holder of AFS licence No 224034

Level 15 330 Collins Street
Melbourne Victoria 3000
PO BOX 431 Flinders Lane
Victoria 8009

t 03 9244 9644
f 03 96001644
e info@slmcorporate.com.au
www.slmcorporate.com.au

2020 End of Year Roundup

9 February 2021

Dear All,

I am pleased to be providing this annual update to clients and colleagues after a particularly challenging year for many businesses.

At SLM, we transitioned relatively easily to working from home in early March, and are now returning to the office in a hybrid model which I expect will be the norm for most professional services firms for some time to come.

Just prior to the first lockdown, in February we completed the sale of a privately-owned injury management services business to a large NYSE listed outsourcing group, and a family-owned portfolio of childcare centres to a private-equity backed large childcare group. Other transactions on which we were advising at the time were delayed due to the economic uncertainty, although with confidence returning, I am pleased to note that there is now renewed client interest in progressing transactions.

Whilst the transaction advisory part of our firm was quiet, the team was busy with a record number of independent expert reports: valuations, remuneration benchmarking and native title consulting. The large number of repeat engagements from existing clients and referral partners was a very pleasing feature of the past year.

Our investor base also participated in a number of capital raisings and investment opportunities originated by us during the year including Barwon Healthcare Property Fund, Capital H Inception Fund and regtech company Verifier (www.verifier.me). Many investors would have been surprised at the rapid recovery of the share market after the trough in March, and those who took advantage of the opportunity have been very well rewarded.

A case in point is emerging fund manager Capital H Management, run by Harley Grosser. Harley approached us in 2018 to assist him in raising funds for his newly established small and micro-cap fund, Capital H Inception Fund. Harley will hard close this fund to new investment this month, having delivered a total return from its inception in June 2018 to the end of December 2020 of 108% (CAGR of 34% p.a.). Harley will shortly launch a new activist fund, which we look forward to supporting. Please reach out if you would like to know more about Harley's new fund.

With the success in Australia in managing COVID-19 and the buoyancy in financial markets, there is a sense of optimism for the year ahead, and I share that optimism.

We look forward to connecting during 2021, and to serving your advisory and investment needs.

Sincerely,



Barry Lewin
Managing Director

Phone: 03 9244 9644
Mobile: 0419 302 493

Contact

Level 15
330 Collins Street
Melbourne Victoria
Australia
61 3 9244 9644

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