# Intern - Anlayst

## Overview

We are looking for a motivated undergraduate student to join the OnMarket team. The role will involve providing support to senior members of the OnMarket team, assisting companies raising capital from seed to IPO. Key tasks will include:

- Researching industries and companies and performing financial analysis
- Performing research on the investment industry and new technologies/business models
- Introductory financial modelling tasks
- Helping to prepare companies for a capital raise
- Supporting companies throughout the capital raising process
- Assisting in the management of our investment service SPP Harvester

Aside from meeting and working with a broad cross section of high growth companies, you will also gain key insights working within the exciting fintech and start-up communities. You will learn core capital raising skills assisting our team of ex-investment banking and capital markets executives in capitalising on market opportunities.

## Experience/ capabilities

- Excellent academic results from a top university and completed at least one year of study
- Finance, accounting and law backgrounds preferred
- Internship/s in banking, corporate finance, law, Big 4 advisory or management consulting
- Articulate and numerate, with the ability to understand complex financial theories quickly
- Basic understanding of financial statement analysis and core accounting/ finance principles
- Company and industry research capabilities
- Strong attention to detail and work ethic

- Personable, self-starter with passion for disrupting the status quo and working in an entrepreneurial environment
- Keen interest in developing an investment mindset

If you think that you would be suitable for this role, please email your CV, cover letter and academic transcript to enquiries@onmarket.com.au

## Who are we

OnMarket is Australia's leading equity raising and advisory platform. OnMarket has raised more funding, for more small to medium sized businesses, from more investors, than any other platform in Australia.

The OnMarket team has deep experience in the Australian capital raising market. We know raising capital for small companies can be a difficult process. We work to make raising equity efficient, simple and transparent for both companies and investors.

## Why we are different

### Helping companies at all stages of growth

We assist both listed and unlisted companies through all aspects of capital raising, from seed, Series A and Equity Crowdfunding, to IPOs through to follow-on placements. We do this by combining our deep capital markets experience with our proprietary capital raising platform.

### Leading proprietary platform

The platform itself has been built to improve capital raising efficiency and access to capital at scale. Our distribution, payment and allocation processes are fully automated. In our largest capital raise, OnMarket processed more than 15,000 individual applications in a month. At the time, this was the largest equity crowdfunding in the world by number of investors. At the other end of the scale, we have also helped founders raising funds for the first time ever from a select group of high net worth and strategic investors.

### Broad network with access to capital

We regularly partner with industry-colleagues such as investment funds, brokers and specialist advisers to help companies access all types of capital, in addition to our +50,000-member database.

### Deep experience

Our founding team members have over 100 years of capital markets, advisory and investing experience, with backgrounds spanning investment banking, private equity, law, regulation and corporate.

The founding team are all still with the business today, from our beginnings as a joint venture with the ASX, to pivoting as a B2C retail focused platform, to being one of the first platforms in to be granted a crowd-sourced funding licence and closing the first deal in Australia, to advising companies raising wholesale capital. Our team has unique insights of founding and scaling up our business as a growing fintech, as well as advising and engaging with investors.

# Our services

## IPO

We participate in IPOs alongside lead managers to assist with shareholder spread, broader distribution and capital. Our members are typically self-directed and independent, representing all demographics across the country.

We also act as an independent advisor to companies that wish to IPO, including introductions to lead managers, brokers, cornerstone investors and specialist advisors (eg accounting, tax).

## Crowd-sourced funding

We help unlisted companies to raise equity capital from all types of investors under the Crowd-sourced funding (CSF) regime. CSF offers a way for companies to activate their own network of supporters by letting them invest, encouraging brand advocacy, customer acquisition and engagement. It's also an opportunity to engage with new audiences, such as through social media and through our database of members (+50,000).

## Wholesale raises

For unlisted companies that don't meet the CSF requirements or don't want to publicly market their offer by going out to sophisticated, experienced and professional investors. We do this through the OnMarket Capital Club [needs hyperlink]. We also assist companies that wish to engage with strategic or high net worth investors within our network.

We can also open up a private deal room for you to manage your cap raise, using our infrastructure, payments portal and trust account.

## Placements

We assist listed companies that issue new equity through placements.

## Advisory

Our team has the depth and experience to provide full advisory services spanning

- offer document preparation (pitch documents, information memoranda, investor presentations, CSF Offer Documents, prospectuses, offer information statements etc)
- valuation
- constituent shareholder documents
- marketing an equity offer (including advice on PR, social, video and events)
- M&A
- corporate actions (eg share split, shareholder voting etc)
- corporate structuring
- directors' duties and corporate governance
- government programs for grants and funding

- independent advice and negotiating with investors on your behalf (including investor due diligence and transaction structuring)
- how to manage your cap table
- investor communications