FABIUS

Independent advisory for consequential decisions.

We sit beside you.

Analysis, not agenda.

Consilio et opera

Through counsel and effort

fabius.com.au

The Problem We Solve

Most consequential decisions are surrounded by advisers. Very few are working entirely for you.

The M&A adviser

Is paid when the deal closes. Their incentive is a transaction, not necessarily your best outcome.

The capital broker

Works for the company raising money, not the investor on the other side. There is no equivalent advocate.

The accountant and lawyer

Good at what they do, but both have reasons to keep the process moving. Neither is paid to tell you to stop.

Fabius exists to fill that gap.

The one party in the room whose interests are entirely aligned with yours, no transaction mandate and no incentive attached to a particular outcome.

Most business owners will face their most consequential financial decision once. The people on the other side of the table do it for a living.

What We Do

Three areas of independent advisory , each built around the same principle.

01 Business Transition Advisory

For founders and owners approaching a sale, succession, or management buyout. We help clarify the real objective before the process starts, and stay beside the client through every stage of it.

02 Investment Due Diligence

For investors assessing private opportunities, individually or as part of a syndicate. Independent analysis of the thesis, financial model, management team, and key risks. No mandate from the company raising money.

03 Strategic and Financial Advisory

For boards, executives, and investors who need clear, independent thinking applied to a capital, structural, or commercial decision, without a transaction fee attached to the outcome.

Who We Work With

Clients come from different contexts, connected by the same underlying need.

Business owners and founders

Approaching a sale, succession, or management transition, often for the first time, while the people across the table have done it many times before.

Private investors and syndicates

Assessing early-stage or growth opportunities where the analysis has been produced by the party seeking capital. Independent due diligence changes the outcome.

Family groups and family offices

Navigating succession or intergenerational transition where decisions are consequential, relationships are complex, and genuine objectivity is uncommon.

Boards and executive teams

Who need independent thinking on a strategic or capital decision without engaging an adviser whose fee depends on the outcome.

How We Work

Every engagement starts with listening, before any analysis begins.

1	**Listen**	Understand the real objective, which is often different from the stated one. The question that matters rarely appears in the brief.
2	**Clarify**	Define the right question before assembling any answer. Most poor decisions start with an accurate response to the wrong question.
3	**Analyse**	Rigorous, independent analysis, financial, commercial, structural. Where specialist expertise is needed, we source and direct it.
4	**Communicate**	Clear, direct findings, written and spoken. No hedging. Clients deserve to know what we actually think.
5	**Stay**	We remain engaged through the decision and its implementation. The thinking matters most when the pressure is highest.

Our Difference

Most business owners will face their most consequential financial decision once.

The people on the other side of the table do it for a living.

That is the gap Fabius is built to fill.

No transaction mandate

Our advisory fee does not change based on which way the decision goes. We have no incentive to push a particular outcome, only to ensure you reach the right one.

Complete independence

We are not affiliated with any bank, broker, deal platform, or firm with a stake in the transaction. Our only relationship is with you.

Specialist access when needed

Where deep sector expertise is required, we source and direct it as part of a scoped, client-controlled program, without loss of objectivity.

In Practice

Illustrative — identifying details changed.

INVESTMENT DUE DILIGENCE

Series A capital raise — technology sector

Eight investors commissioned a review of an $8M raise. The program found a cash runway shortfall not in the IM, aggressive expansion assumptions, and a platform dependency. Terms were renegotiated. Six of eight investors proceeded. Total program cost: 0.7% of the average individual commitment.

BUSINESS TRANSITION ADVISORY

Founder exit — manufacturing business

A founder received an unsolicited approach from a trade buyer. Fabius was engaged before any response was made. We identified value the buyer was not pricing and structured a counteroffer. Revised terms delivered a 22% improvement. The founder understood what they were agreeing to before signing.

STRATEGIC ADVISORY

Board decision — capital structure review

A board assessed competing proposals for a capital raise and an acquisition simultaneously. Fabius provided independent analysis of both, modelled the structural implications, and prepared clear materials. One proposal was withdrawn. The other proceeded on revised terms the board understood fully.

Simon Thackray

MBA · BEc · AAICD

Founder, Fabius

fabius.com.au

About

Over thirty-five years. Every angle that matters.

Thirty-seven years to be precise, across operating leadership, corporate finance and capital markets.

He has held the CFO chair in a growth business, run a national P&L, led a European expansion, worked inside a multi-billion-dollar transformation program, and spent two decades as a Managing Director at global investment banks advising institutional investors across three continents on strategy, capital allocation and business performance.

That combination, operator first, markets second, is what makes the Fabius offering different. Most advisers understand capital or they understand business. Few have sat on both sides of the table at the level that matters.

Simon holds an MBA from Macquarie Graduate School of Management (University Medal) and a Bachelor of Economics in Accounting and Finance. He is an Affiliate Member of the Australian Institute of Company Directors and has lectured in the Macquarie MBA program since 2002.

He is based in Sydney, Australia.

FABIUS

We sit beside you.

Analysis, not agenda.

To discuss a decision you are working through, or an engagement where independent thinking would help contact us at info@fabius.com.au

Fabius works on retainer. Where a transaction is completed, a modest completion fee applies. The retainer and the independence come first.