

# ASX Announcement



14 June 2018

## **QANTM ACQUIRES MALAYSIAN INTELLECTUAL PROPERTY COMPANY**

QANTM Intellectual Property Limited (QANTM, ASX:QIP) today announces that it has finalised arrangements to acquire the Malaysian intellectual property company, Advanz Fidelis IP Sdn Bhd ('AFIP') (formerly Advanz Fidelis Sdn Bhd). The acquisition is expected to be completed in July 2018. The acquisition forms part of QANTM's willingness to pursue incremental acquisition opportunities that expand the group's intellectual property client base and revenue generation potential. The acquisition supplements QANTM's existing South-East Asian operation in Singapore.

AFIP is a privately owned patent, trade mark and intellectual property consulting company, comprising 23 professional and support staff, based in Kuala Lumpur. The company, established in 2000, has a spread of clients in Malaysia, other parts of Asia and Europe and the United States.

The acquisition involves an upfront cash payment of AUD 3.05 million with further payments subject to agreed earn-out arrangements over an 18 month period, representing 6.5 times normalised EBITDA.

Mr. Leon Allen, QANTM's Managing Director, stated: "We are pleased to proceed with the acquisition of AFIP and its professional business base, servicing the Malaysian market, and with its expertise in other jurisdictions, including China."

"The acquisition is consistent with QANTM's approach to selectively build its client and revenue base. The advantages to QANTM include an expanded presence in South-East Asia, the ability of QANTM to refer to AFIP intellectual property work originating in Australia, as well as client work originating in North America and Europe, where QANTM has a solid corporate client base. As such, QANTM's ability to co-ordinate intellectual property requirements, both for local South-East Asian clients and multinationals operating in Asia, will be enhanced by this acquisition."

"I am pleased that AFIP's Chief Executive Officer and founder, Mr. Jern Ern Chuah, views this combination as of value to his company, its growth in the region and the professional advancement of his personnel."

As part of Mr. Jern Ern Chuah's commitment to QANTM, and the growth of the business, he has agreed to a minimum three year contract with AFIP.

### **For further information**

#### **Leon Allen**

Managing Director and CEO

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### **About QANTM Intellectual Property**

QANTM Intellectual Property Limited (ASX: QIP) is the owner of two of Australia's leading intellectual property (IP) firms Davies Collison Cave Pty Ltd (DCC) and FPA Patent Attorneys Pty Ltd (FPA). With more than 130 highly qualified professionals and over 260 years combined history, DCC and FPA have a strong track record in providing IP services to a broad range of Australian and international clients, ranging from start-up technology businesses to Fortune 500 multinationals, public research institutions and universities.

