

John McGlue Appointed to Alterra Advisory Board

Alterra Ltd (ASX:1AG) (Alterra or Company) is pleased to announce the appointment of Mr John McGlue as the newest member of Alterra's Advisory Board, bringing valuable competencies that include over 30 years of corporate communications and financial markets experience.

Alterra established its Advisory Board in April 2019 to support the Company and its senior executives as it undertakes a period of accelerated growth. The Advisory Board is chaired by Mr John Poynton AO and provides Alterra with direct access to an expanded network across capital markets, industry and government in addition to strategic advice and counsel.

Alterra has a proprietary approach to the identification, development, transformation and management of agricultural land with secure economic water. Alterra as an asset manager, works with landowners and the capital markets to unlock unrealised value by developing investment-grade agricultural assets suitable for institutional ownership.

Alterra has a pipeline of near-term development opportunities exceeding 1,000 hectares across horticultural regions in Western Australia and as the Company continues to expand in 2020, Mr McGlue will assist Alterra communicate its business case and value proposition to clients worldwide and further develop the Company's agricultural asset management offering.

Advisory Board members are paid fees in line with the market.

Profile: John McGlue

Mr McGlue is the Principal of Castle Gates Australia, which acts as a trusted adviser on creating, enhancing and protecting shareholder value. Through Castle Gates Australia Mr McGlue has advised on corporate transactions, complex disputes, capital markets positioning and shareholder activism.

He is a former Chairman Australia and Senior Managing Director of FTI Consulting Strategic Communications, the leading global financial communication group (NYSE: FCN). He previously worked as an industrial equities' analyst and institutional dealer with Porter Western (now Macquarie) and was later CEO of national group Australian Discount Stockbroking Limited.

He is also a member of the Takeovers Panel and a former board member of the WA Art Gallery Foundation, Celebrate WA and the Royal Aero Club of WA.

Mr McGlue said he was delighted to work alongside Mr Poynton on the Alterra advisory board.

"Alterra has an outstanding time-and-place opportunity to leverage burgeoning institutional demand for exposure to investment-grade agricultural assets," he said.

"Investors – Australian and increasingly from North America and Europe – recognise the enormous potential of the Australian agricultural sector to produce high demand, high margin products at scale to feed into the domestic and Asian markets.

Alterra's opportunity is to meet that institutional demand through a robust business model, deep experience in the sector, access to quality deal flow and strong execution capability.

I look forward to helping the Alterra team drive profitable growth and value for shareholders."



Advisory Board Chair Mr John Poynton AO said “I have long respected John McGlue’s business acumen and deep market insights. His extensive global networks include leaders in financial markets, governments and the media, and his strategic communication skills will be invaluable to Alterra.”

Managing Director Comment

“Alterra’s mission is to drive value for our investors by unlocking unrealised value from agricultural land with secure economic water. We seek to do so as an originator, developer and manager of agricultural assets that have growing institutional investor appeal.

As we accelerate the execution of our business model and amplify our voice within the sector, John’s appointment will greatly enhance Alterra’s ability to reach, communicate and interact with the capital markets and our stakeholders. I look forward to his strategic input and advice during the year ahead”.

Oliver Barnes

Managing Director

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