



Webinar: **Current Investment Opportunities**

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Speakers:



Dr. Mark Rainbird
Managing Director



Flora Mok
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Chief Operating Officer



Introduction:

- The team at Funding Strategies and BlueMount Capital in Brisbane work on a number of Alternative Investment Opportunities
- Our internal 'shark tank' discusses on average about 5-10 new deals per week that we are being approached to raise capital for
- Our deal lists show only a small number of these where we are mandated and can 'advertise' the projects
- With this webinar, we are aiming to show you the variety of opportunities we are currently working on
- We invite you to contact us with your investment requirements or preferences

Types of Investment Opportunities

Industry:

- Advertising & Media
- Agriculture
- Consumer & Retail
- Financial
- Food & Beverage
- Health & Biotech
- Industrial & Manufacturing
- Mining & Resources
- Professional & Business Services
- Property
- Technology & Telecoms

Company or Fund:

- Private company
- Pre-IPO company
- IPO company
- Property investment
- Venture capital fund
- Property fund
- Commodity Fund

Term:

- Short term (< 3 years)
- Medium term (< 5 years)
- Long term (> 5 years)

Instrument:

- Debt
- Equity
- Convertible note
- SAFE

Process:

- Direct Investment
- Fund Investment
- High Growth
- High Yield



Covering the basics:

- What does the company do?
- How do they make money?
- Who is running it?
- How do I get in?
- How do I get out?
- Fair Valuation

Some example deals from Ken, Mark and Flora ...

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Ken's example Deals:



Project IVM has created a digital compendium of Australian unitised investments with a diverse range of investment opportunities, ranging from startup opportunities to institutionally managed funds. It is targeted at self-directed investors. The Company has the potential to provide real value to the Australian investment community and assist the capital markets. Project IVM is raising \$2m in capital to support the Company's growth trajectory.



Project Sustainability is an Australian company specialising in off-grid systems and sustainable design and energy products, based on the Gold Coast, Queensland. It manufactures its own products. And it sells partner products from quality brands in the energy, HVAC control and sustainability space. They generate revenue from off-grid energy system installations, design and related engineering services for renewable projects, an energy flow dashboard display and controller, which is linked to household systems for energy visibility, control and management.



Queensland Pharmacies Sale: The vendor owns three profitable pharmacies and is looking to sell them for around \$4m. The pharmacies to be sold are the Longreach Pharmacy and the Speirs Outback Chemist in Longreach, and the Cloncurry Pharmacy in Cloncurry. The pharmacies are located in the centre of the towns of Longreach and Cloncurry respectively, and are the only pharmacies in these areas. The vendor may also sell the Longreach property, currently leased to the Speirs Outback Chemist, for around \$500,000 and the Cloncurry pharmacy property for around \$600,000.

Flora's example Deals:



Project Data is an independent Australian provider of property data and insights that enables its customers to make better informed decisions. It helps its customers grow, manage risk and drive efficiency by delivering actionable data insights and workflow solutions. Project Data's customers include real estate agents, valuers, property developers, government, councils, financial institutions, etc. The Company is looking for \$5m equity and may exit through trade sale in the next 5 to 7 years.



Project Beach is a premium property for sale on the Gold Coast. The development comprises a two level basement carpark for 513 vehicles, a total of 357 residential apartments with 1, 2 and 3 bedroom configurations, a resort style reception with onsite management office plus recreational facilities. It also includes commercial and retail components with a total lettable area of 2,554sqm.

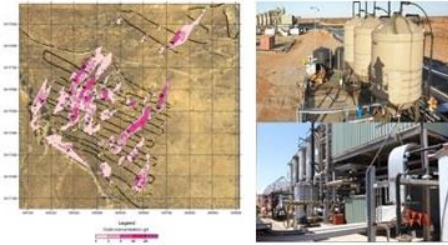


Project Environment is a Group headquartered in Australia that uses bioremediation technology and recycled cotton-waste to clean up the environment. The Group has over 50 customers in the APAC region. Key sectors in which its environmental solutions are used include industrial, mining, oil and gas, automotive, retail, emergency services and defence. The Group also partners with the environmental consulting sector to solve large-scale environmental remediation and contamination challenges. In the FY22, the annual turnover and EBITDA was \$2.8m and \$177k, respectively. We are assisting Project Environment with raising up to \$15m to fund its expansion plans. Investors may exit through trade sale in the next 5 to 7 years.

Mark's example Deals:



Project Triplex provides investors with an opportunity to gain exposure to a diversified portfolio of Australian regional accommodation properties including hotels, motels, resorts and backpacker accommodation. There are no pubs or gaming assets involved. The properties will be actively managed by an experienced and skilled team. The fund seeks to deliver stable quarterly cash distributions and capital gains over time. The target income return range is 8% p.a. in the medium term.



Project Ore is creating a new (initially unlisted) Gold Mining company consolidating the highly prospective historical gold mining region in South Australia by acquiring a nearby operating gold and copper processing facility and initially adding its own project's ore through that facility. An initial strong cashflow is planned together with a long life from adding additional ore from regional stranded old gold mining projects. Management have a track record in operating mines and significant geological knowledge of the region.



Project Gold, an aspiring Australian mineral resources company developing a gold production business in Northern Queensland, with its IPO. The Company has secured rights to a land package covering over 600sqkm which contains historical mines, mineral resources, highly prospective exploration potential and a gold processing plant. Project Gold plans to commence gold production once sufficient mineral resource is converted to ore reserves. Exploration and project development will be ongoing to maintain a robust project pipeline. Upon completion of the IPO, Project Gold will acquire the assets of another company under a Deed of Company Arrangement and in accordance with an Implementation Agreement, whose key assets include a Gold Project and a fully permitted 340,000 tonnes capacity Gold Processing Facility.

Example Successful Transactions

"Matter"	Industry	Opportunity
Leasing company	Transport	Venture debt
Mining Services	Mining Services	Specialist debt funding (asset backed) + Acquisition finance
Waste-to-energy	Waste / Tech	Venture equity
ERP software	Residential care / Software	Strategic investor
Property JV	Property Development	Equity + subsequent sale of property once developed
Whisky company	FMCG / Beverages	Convertible notes + subsequent trade sale
Marine Safety company	Technology / communications	pre-IPO facility + listing (now listed)
Network Management Software	Software	Seed capital + subsequent exit to stock market (now listed)
Doctors Platform	Health Tech	Venture equity + strategic investor + subsequent exit

Questions?

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Thank you!