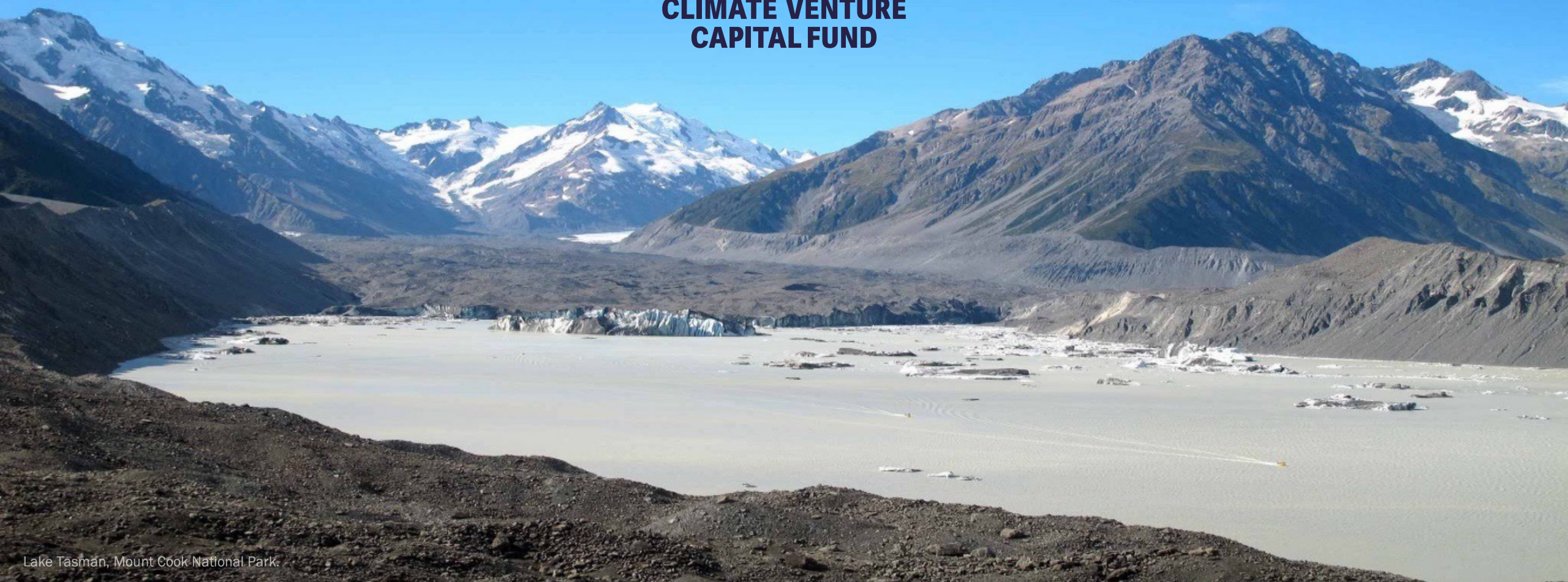




**CLIMATE VENTURE
CAPITAL FUND**



Summary

NZ and Australian fund seeking excess returns by investing in climate mitigation

Crisis and Opportunity

The Climate Transition

VC Investing

VC in NZ & Australia

Team to deliver

Experienced VC

Track Record

Climate Team

High returns and Targeting 25%+ IRR

High Impact:

- 1 million tonnes CO2-e per \$50m
- Team to measure
- Formal reporting

Very high return opportunities:

- MGA Thermal + Cleanery investments
- Pipeline \$500m, 150 firms

Bridgewest Biotech Portfolio

Overview of capabilities & portfolio companies

December 2022

Selective and Individual Approach

“While growing and operating our mature businesses we identify problems and gaps in the biotechnology and deep-technology industries and co-found start-ups to meet those needs for the global marketplace.”

– Massih Tayebi



- Work with companies in sectors where we have appreciable industry expertise and where we can add tangible value
 - Chart a path to achieve successful growth
 - Improve operational efficacy
 - Facilitate business relationships and new resources
- Empower companies who share our vision for transformative advancements
- Experience and know-how at every stage of investment from pre-seed financing to LBO turnarounds of mature companies
 - Successful co-founder of numerous biotech and deep-tech ventures
 - Wide range of operational capabilities
- Shape the investment to best suit the needs of the portfolio company
 - No preset deal structures
 - We are not beholden to other investors



Financial Reporting

FOR THE PERIOD TO 30th APRIL 2021

- Proprietary & Confidential -



THE BREAKTHROUGH.CO
MANAGEMENT TRAINING THAT STICKS.

Workshops don't work.

75%

Leadership training ineffective
and too hard to apply
- HBR 2016. The great training robbery

50%

Training isn't delivering the soft skills
needed for personal guidance
- HBR 2019 The future of leadership development

2023?

Industry hasn't changed it's approach:
content-driven and instructor-led

Management training that sticks.



THE BREAKTHROUGH.CO



Founders.

Mike Ashby PhD

Product



Ryan Castle

Technology



Offer.

Current valuation 8x ARR:

US\$10m

Seeking

\$US2m for 20% equity





NEW ZEALAND
TRADE & ENTERPRISE
Te Taurapa Tūhono

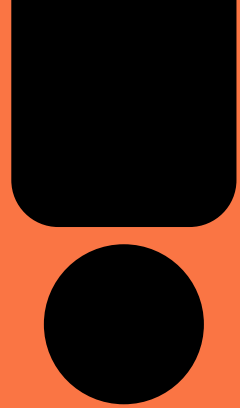
Growing Sales **by Growing**
Salespeople



A photograph of three young adults sitting around a wooden table in a dimly lit room. They are all smiling and appear to be in a collaborative meeting. There are two laptops open on the table, and a brown folder or notebook is also visible. The background is dark and out of focus, suggesting an indoor setting like a cafe or office.

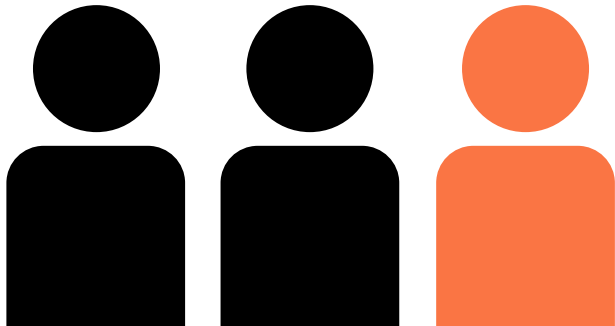
Founders of growth companies are usually responsible for making the early sales, **but have limited experience...**

**The first sales hires are
some of the hardest
for growth companies
to get right...**



2 out of 3

salespeople do not hit
their quota every year...



PROSPERITY SOUTH & WEST

A plan for the economic transformation of South and West Auckland
PRESENTED BY FIRST SURNAME

September 2020



WHY SOUTH AND WEST MATTER

\$44b

in output

40%

Auckland's GDP

20%

Auckland's young people

10%

NZ population

23%

NZ's Māori

64%

NZ's Pasifika

2.5x

Bay of Plenty

 **NZ**

trade & industry

“Auckland’s success
is critical for
New Zealand’s success.”

HELEN CLARK

WWT
S



WWTFS

The challenges we face

THE RECESSION WILL MAKE THINGS WORSE

WWW.AUCKLAND.COUNCIL.CO.NZ



40k
Newly unemployed

= 33x
Ti Wai point closures

Impact
is greater on Māori and Pasifika

2013 2015 2017 2019 2021 2023



IMPACT PROJECT: SARRP

WWW.AUCKLAND.CITY

WASTE SOLUTIONS: PROOF OF CONCEPT

SBN CALCULATES
CIRCULAR ECONOMY VALUE:

\$8.8B

BACK TO AUCKLAND

\$73M

RECOVERED RESOURCES

1000s OF JOBS

OPERATIONS, MAINTENANCE
AND PERIPHERAL BUSINESSES:

DECONSTRUCTION,
INNOVATIONS AND NEW PRODUCTS

10,000T

REUSE:
296 Jobs

RECYCLING:
36 Jobs



CREATING ADDITIONAL
75 JOBS

70%
WASTE DIVERTED
FROM LANDFILL

MORE CENTRES
ARE NOW OPERATING

MATERIALS
USED FOR LOCAL
INFRASTRUCTURE

CONSTRUCTION
ACCOUNTS FOR
50% OF
LANDFILL

INITIAL TRIALS
50 JOBS

1000
TONNES
DIVERTED FROM LANDFILL

EQUIVALENT TO 38 HUMPBACK WHALES

SOUTH AUCKLAND RESOURCE RECOVERY PARK

RECYCLING | UPCYCLING | SALE OF MATERIALS

EDUCATION | BUSINESS INCUBATION

GREEN JOB TRAINING AT SCALE

AUCKLAND LANDFILL:

1.6M TONNES

CONSTRUCTION AND DEMOLITION

800,000T

LEVY INCREASES: \$60/TONNE

\$48M

SARRP

10-15 Ha

JOINTLY OWNED BY:

COMMUNITY | MĀORI AND PASIFIKA BUSINESSES
THE PUBLIC SECTOR | COMMERCIAL

login:l

dairy export

industry almost doubled
in past 10 years

- Ministry for Primary Industries



visitor arrivals since 2011

90m to 330m

pre Covid

GDP per capita
increases from

\$28k to \$41k ▲

since 2020





export earnings
mask productivity levels
and economic risk

“As a nation
we work hard
at being poor.”

- Sir Paul Callaghan, 1947-2012





Putting our energy where it matters.

Presentation title goes here



This is a title page

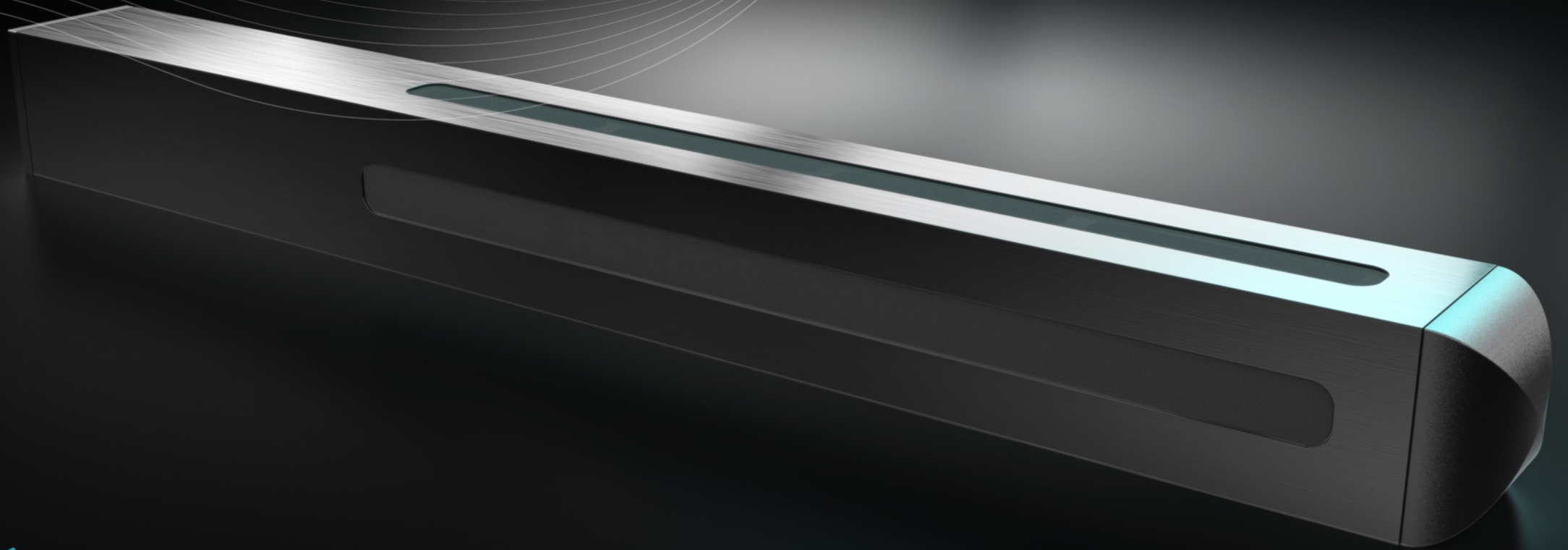


Thank you



Putting our energy where it matters.

A new way to capture sound.



A photograph of a microphone on a stand in a dimly lit room, possibly a stage or recording studio. The scene is bathed in a teal or cyan light. Several spotlights are visible in the background, casting beams of light. The microphone is positioned on the right side of the frame, and the text is centered on the left side.

Traditional microphones have
constrained how we capture audio.

World first adjustable directivity = three microphones in one



Multiple simultaneous analogue outputs = capture target and ambient simultaneously

Optional real-time noise removal = clear audio in high noise environments

Compact 80 element high-fidelity, high-sensitivity array = incredible quality over long distances



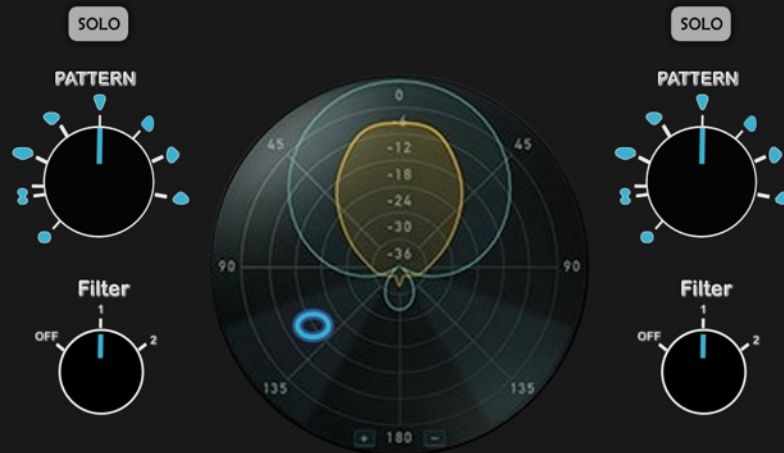
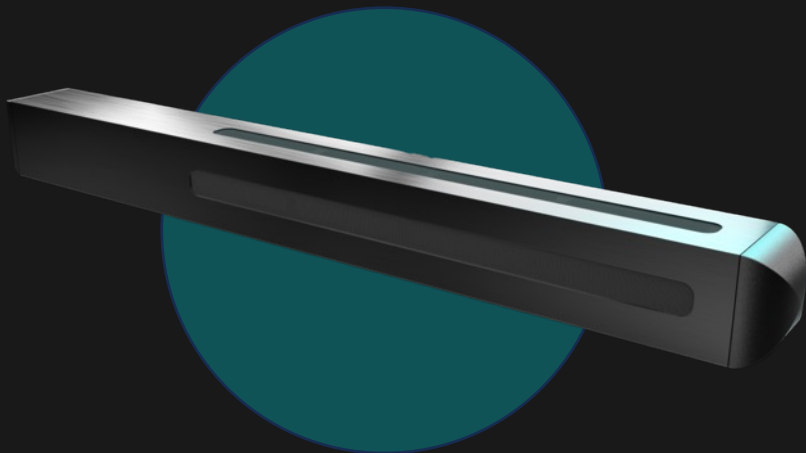
KONOS II

Reinventing the 'mic' through revolutionary software.

Konos 2 (Fully Digital)
\$1.5K/mic – 1/2 COGS



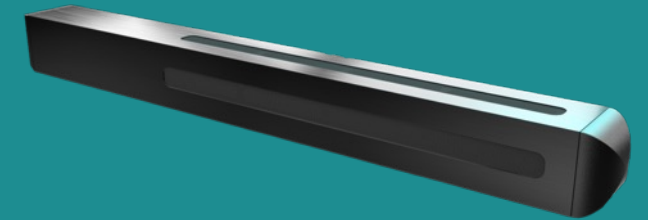
Konos Control
\$20-100/month



Screen industry
\$856M TAM

High-end Security
\$1.1Bn TAM

US Police Vehicles
\$1.5Bn TAM



THE EVERYTHING MIC
Create any pattern in any direction

AN EDITABLE MIC
Change directionality and sound after it has been captured.

SMART SOUND
Localisation and signature detection tell us where sounds originate

CLEAN SOUND
Noise filtering, echo cancellation and the ability to replicate the acoustic profile of any mic.

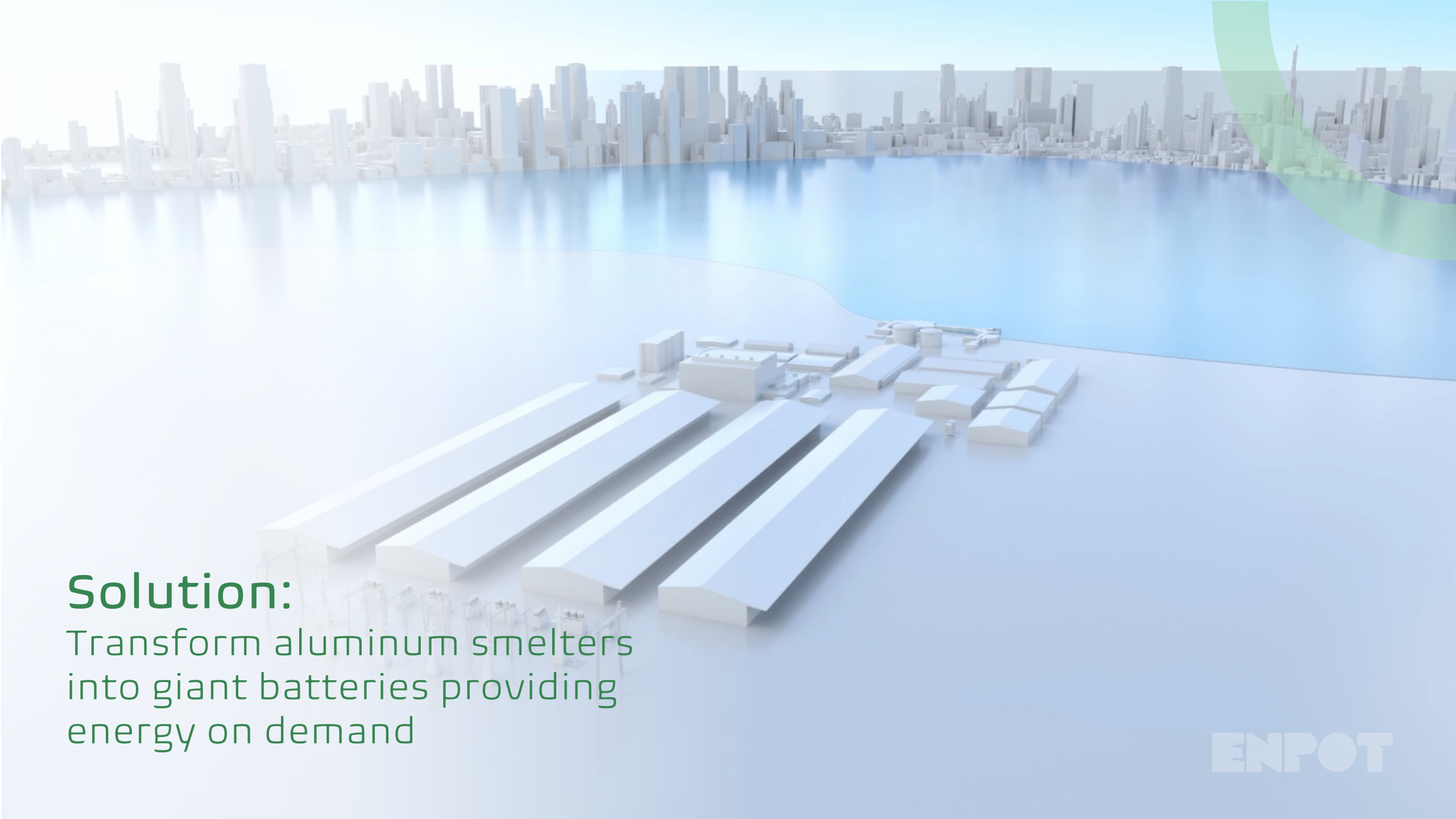
ENPOT

ALUMINIUM'S FLEXIBLE FUTURE

Aluminum production
causes 3% of global
CO2 emissions

3%





Solution:

Transform aluminum smelters into giant batteries providing energy on demand

ENPOT



Ask

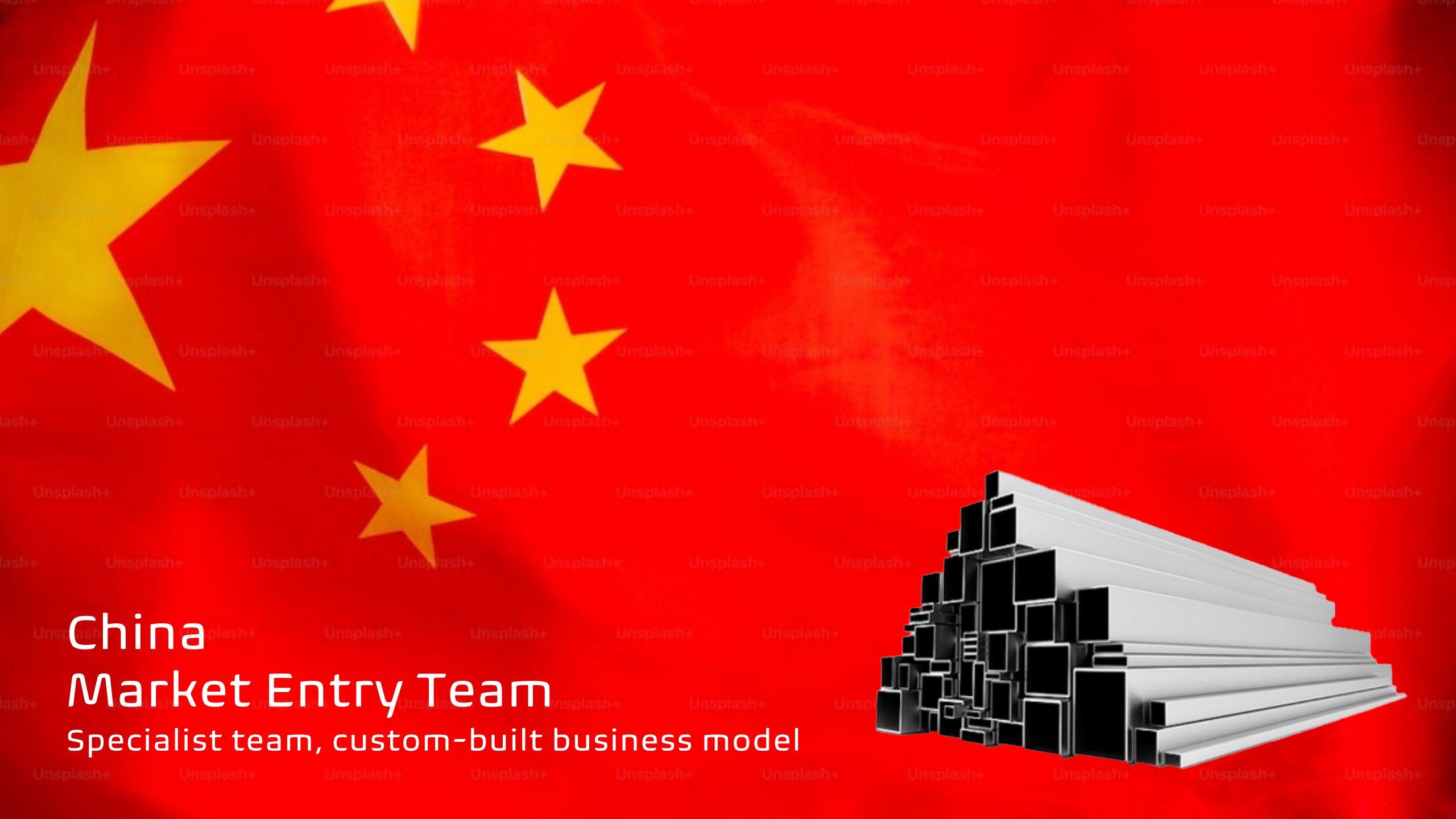
Raising

USD\$10m

to Commercialise on sales
pipeline in China

Contact: karyna@enpot.co.nz

ENPOT



China
Market Entry Team
Specialist team, custom-built business model

Workflow and Content Automation

Solving the Greatest Challenge
in the [Financial Services] Industry





PART 1

Future of Deal Flow

Understanding the
Last Mile Problem

The Solution

FileInvite Automates the Collection of Documents & Data in a Secure Customer Portal



Collect documents, data, live forms and eSignatures



Automatic Due Date Reminder Algorithm



In Portal Messaging instead of email



A man with a beard and curly hair is shown from the chest up, holding a young child and a dog. The scene is set against a warm, orange-toned sunset background. The man is looking towards the right. The child is wearing a patterned dress, and the dog is a small, dark-colored breed. The overall mood is warm and intimate.

Harmony

Australasia's largest and fastest
growing Marketplace Lender



A man with a beard and curly hair is shown from the chest up, holding two young children. He is wearing a light-colored t-shirt. The child on the left is wearing a striped shirt, and the child on the right is wearing a patterned shirt. They are all smiling and looking towards the right. The background is a warm, orange-toned sunset over a body of water. The text "Raising Series C in 2017" is overlaid in white, bold, sans-serif font. In the bottom right corner, there is a faint, circular logo with stylized characters inside.

Raising Series C in 2017

Business Changes Fast

Business in the Digital Age

28 July 2022 | Presenter Adam Ladley



**Hudson
Gavin
Martin**



BioOra

Investor Presentation
November 2023

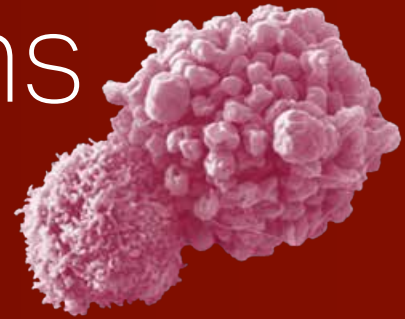
Andi Grant – CEO



CONFIDENTIAL



Current complications



Yet therapy is not reaching patients

100,000
in need¹

25,000
treated²

Only one in four



1. Reference needed
2. Reference needed

Our vision

Cell therapy for
every patient in need

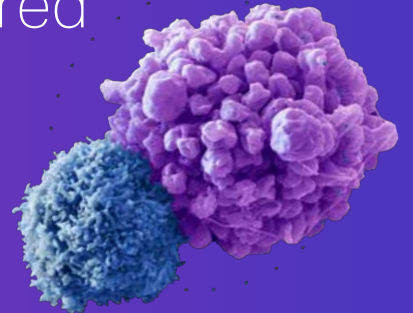


ra

“

High throughput, access solutions, Cocoon technology and secured lymphoma asset all create opportunities for our partners to bring their therapies to our platform

BioOra is set become the preferred platform for all other CAR T”





LongReach UAS

unmanned aircraft services

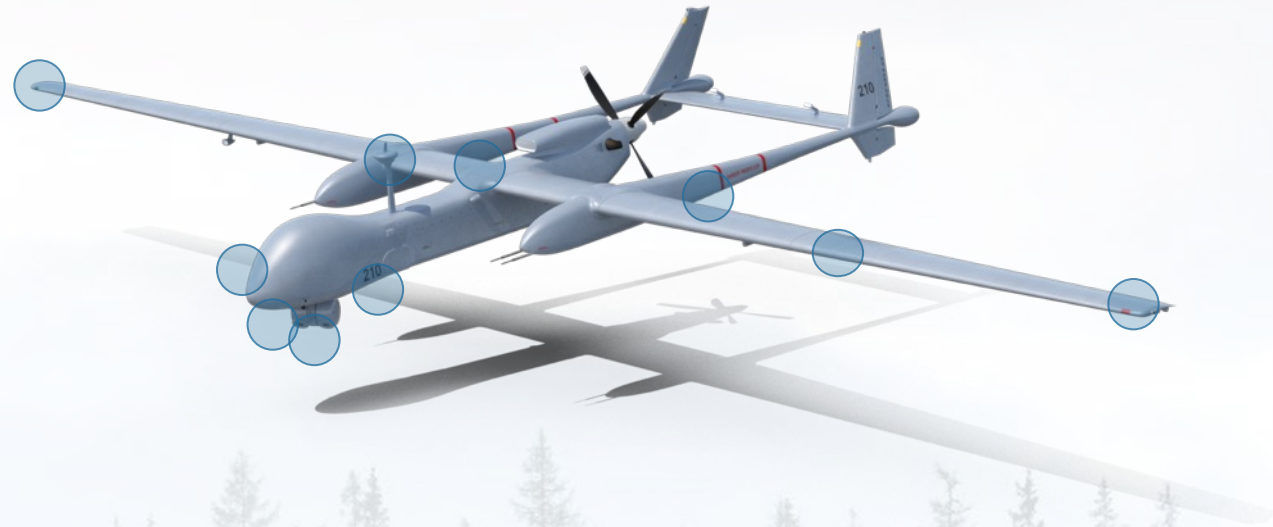


HQ 90 VTOL UAV

Advanced design
and performance



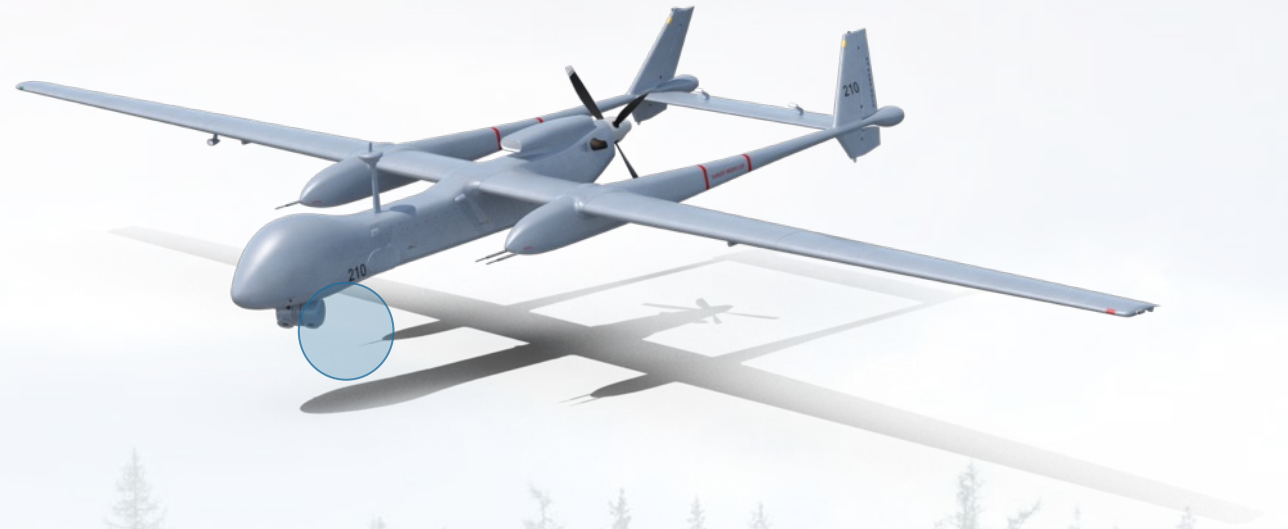
L3HARRIS




LongReach UAS
unmanned aircraft services

RIEGL VUX LR LiDAR

Global leader in advanced
LiDAR systems



Thank you



MaiHealth



Our Questions



Experience

Can we... create an effective user journey to offer better healthcare than a physical clinic and create trust with users?



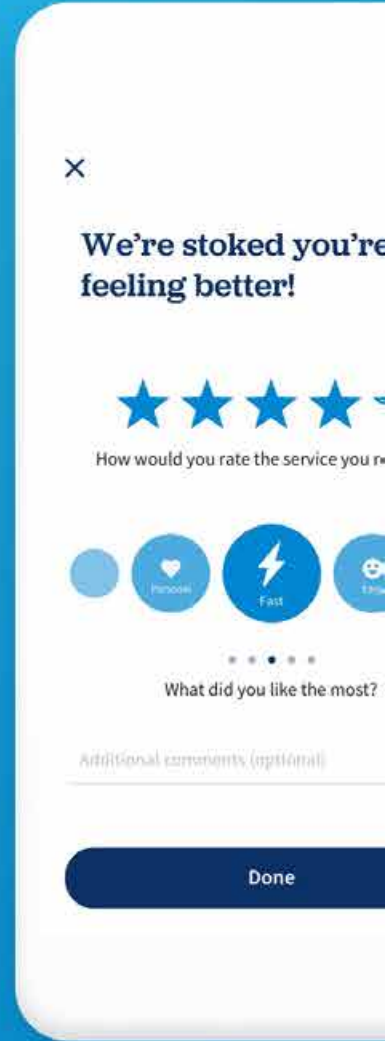
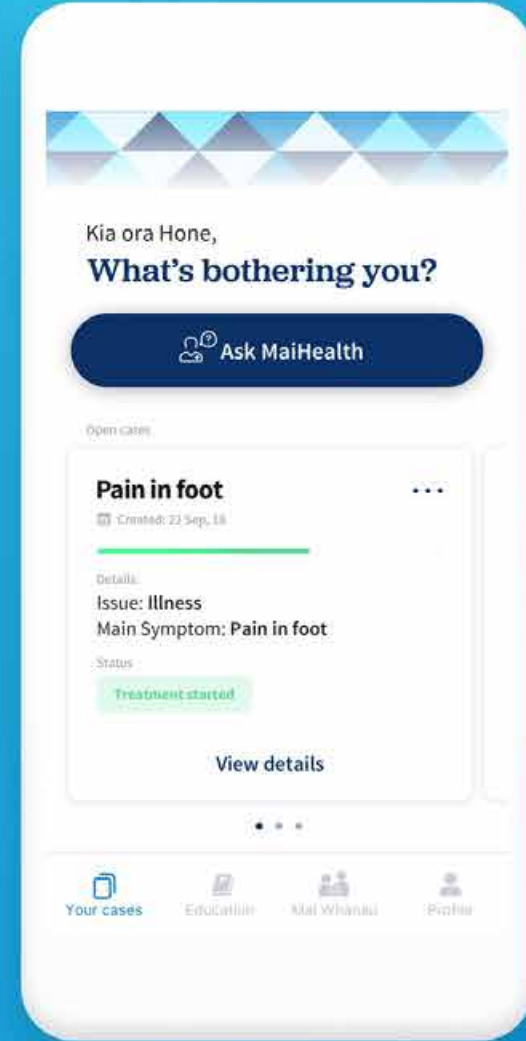
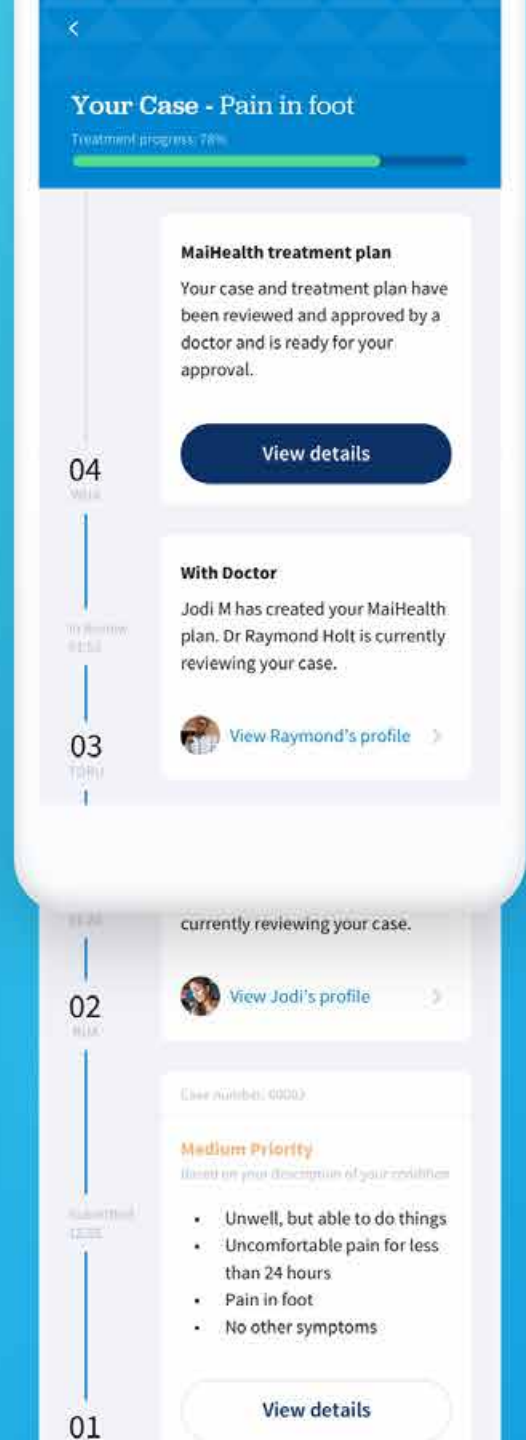
Data capture / Prioritisation

Can we... respond to the volume of work?



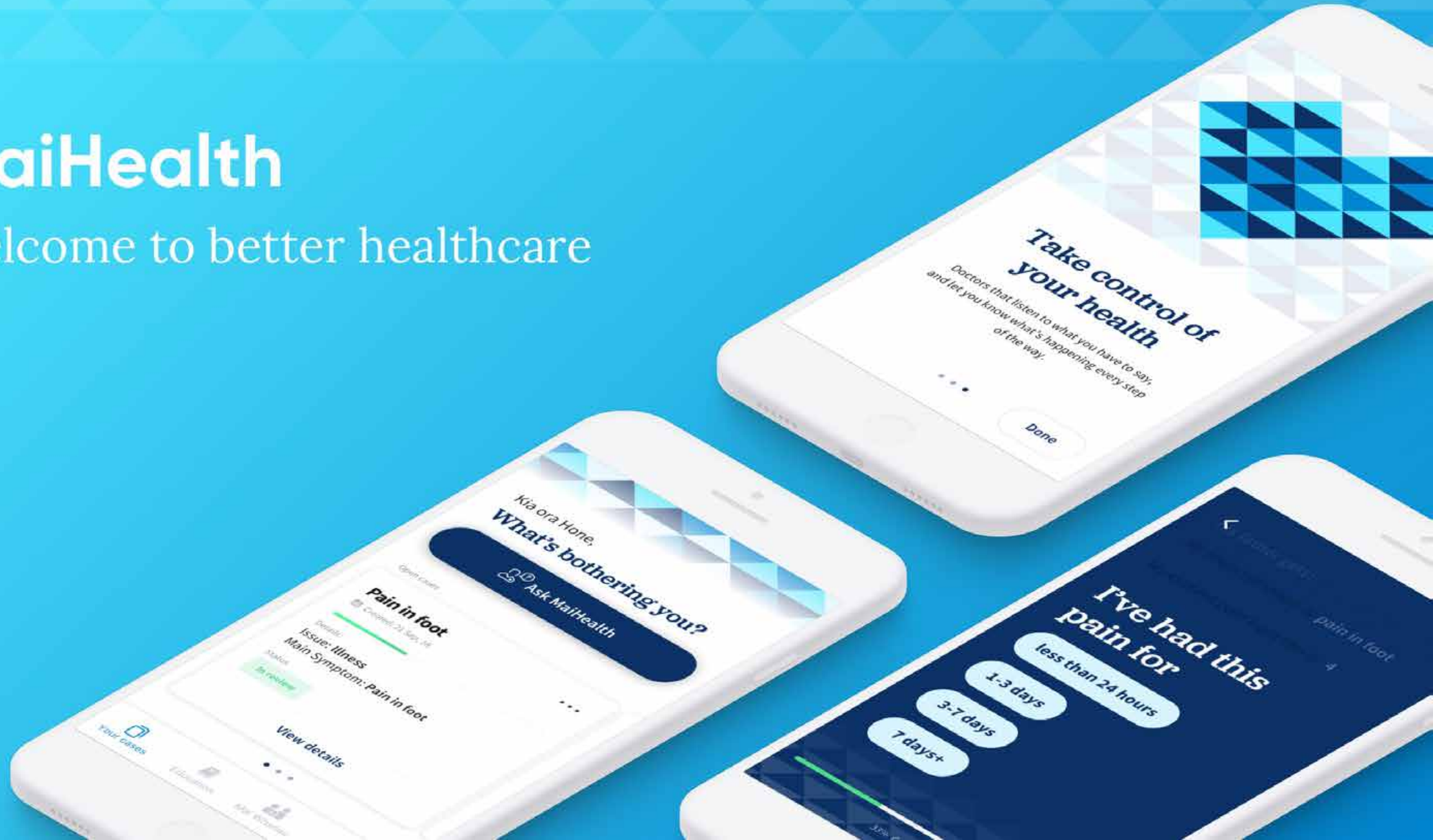
Trust

Can we... gain consent from users for the full health service we want to provide (before needing it)?



MaiHealth

Welcome to better healthcare



NEW ZEALAND STORY



2021

MAKING NEW ZEALAND FAMOUS
FOR MORE GOOD THINGS



NEW ZEALAND. OUR VALUES AND BRAND PROPOSITION.

2021

AGENCY PARTNERS UPDATE
PRESENTED BY NEW ZEALAND STORY



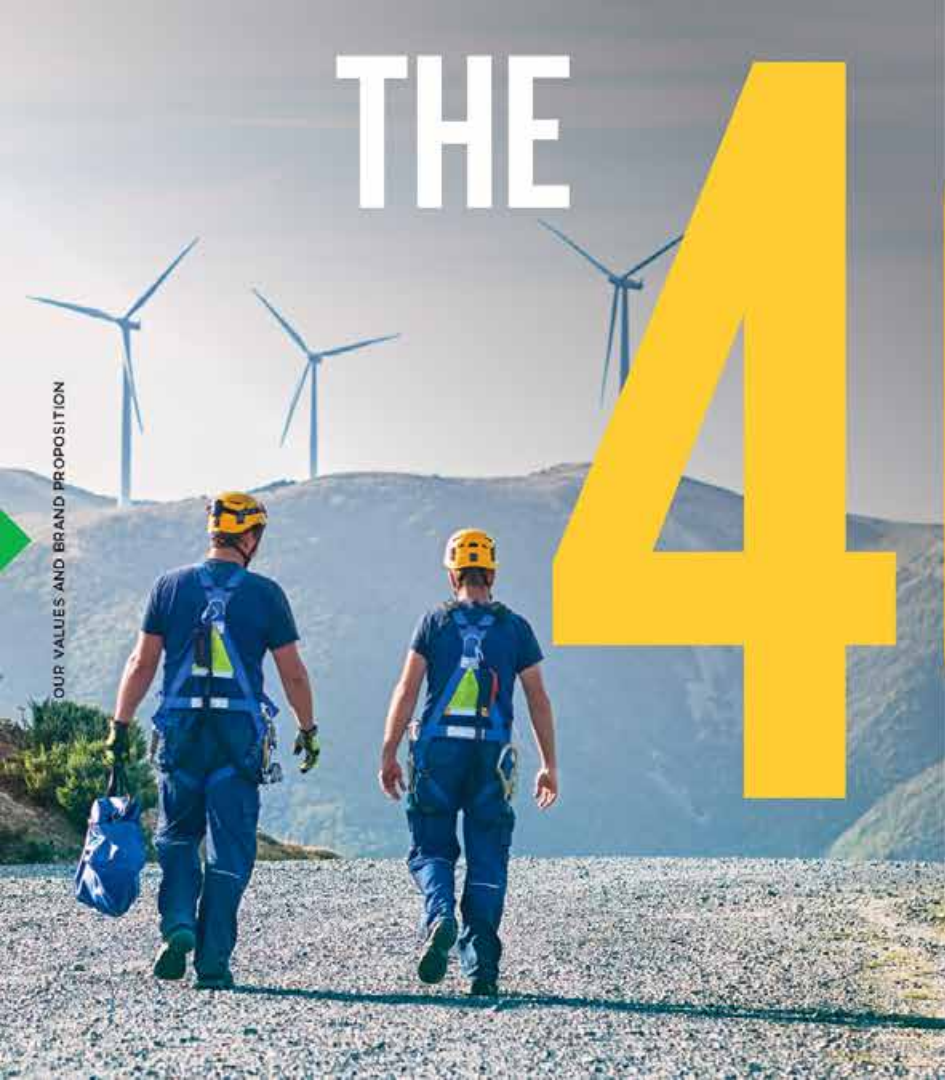
MĀORI NAVIGATION

Searching for a better life for their people, our earliest settlers undertook one of the greatest feats of navigation, voyaging across the vast Pacific Ocean to become the Māori settlers of Aotearoa New Zealand.

OUR VALUES AND BRAND PROPOSITION



NZ STORY | 5



THE

40

HOUR WORK WEEK

To ensure his fellow workers had adequate time for rest and family, Samuel Parnell, one of the first European settlers in New Zealand, created the world's first 40-hour work week in October 1840.

Outset Ventures

New Zealand's home of deep technology

Outset Fund II



Why Outset?

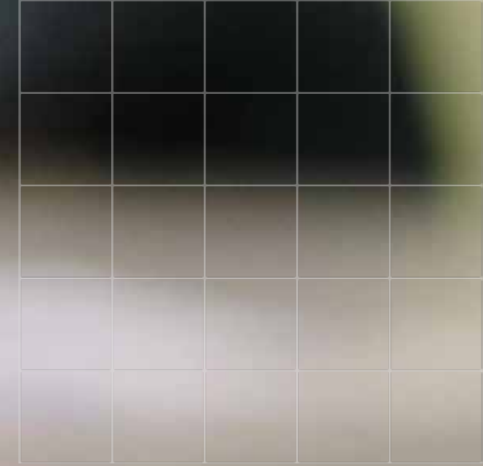
We see, pick and win the best deep tech deals in market

Our uniquely talented and experienced investment team and their amazing network sit at the nexus of top technical New Zealand and global talent.

World class facilities act as a drawcard for top companies and founders. We have a targeted fund, investing at early stages to maximise value for investors.

Our investment team has 100+ years of deep tech and investment experience

The investment opportunity Fund II



Thank you





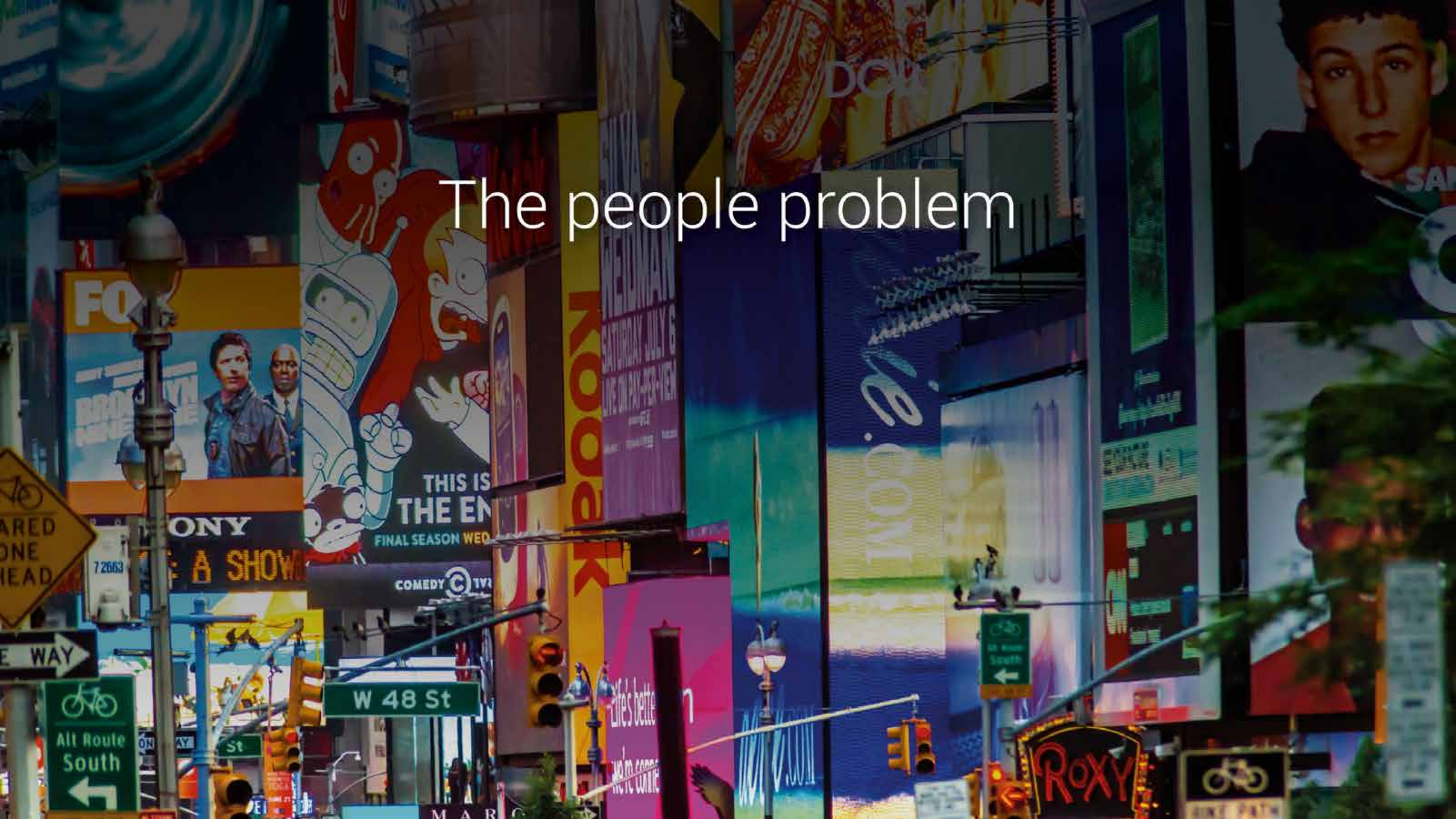
Punakaiki Fund



Disclaimer Lance to add. Might be in PDS.

postr UNLOCK AWESOME

The people problem



The solution for advertisers



1.7%+
AVERAGE CTR

15%+
UNIQUE CTR

Rev-Share

POSTR

~40%

TELCO

~60%

We're raising...

3M

NZ\$6M PRE-MONEY VALUATION



Invest in
weirdly

October 2016

www.weirdlyhub.com

WINNER

NEW ZEALAND
INNOVATORS
AWARDS®

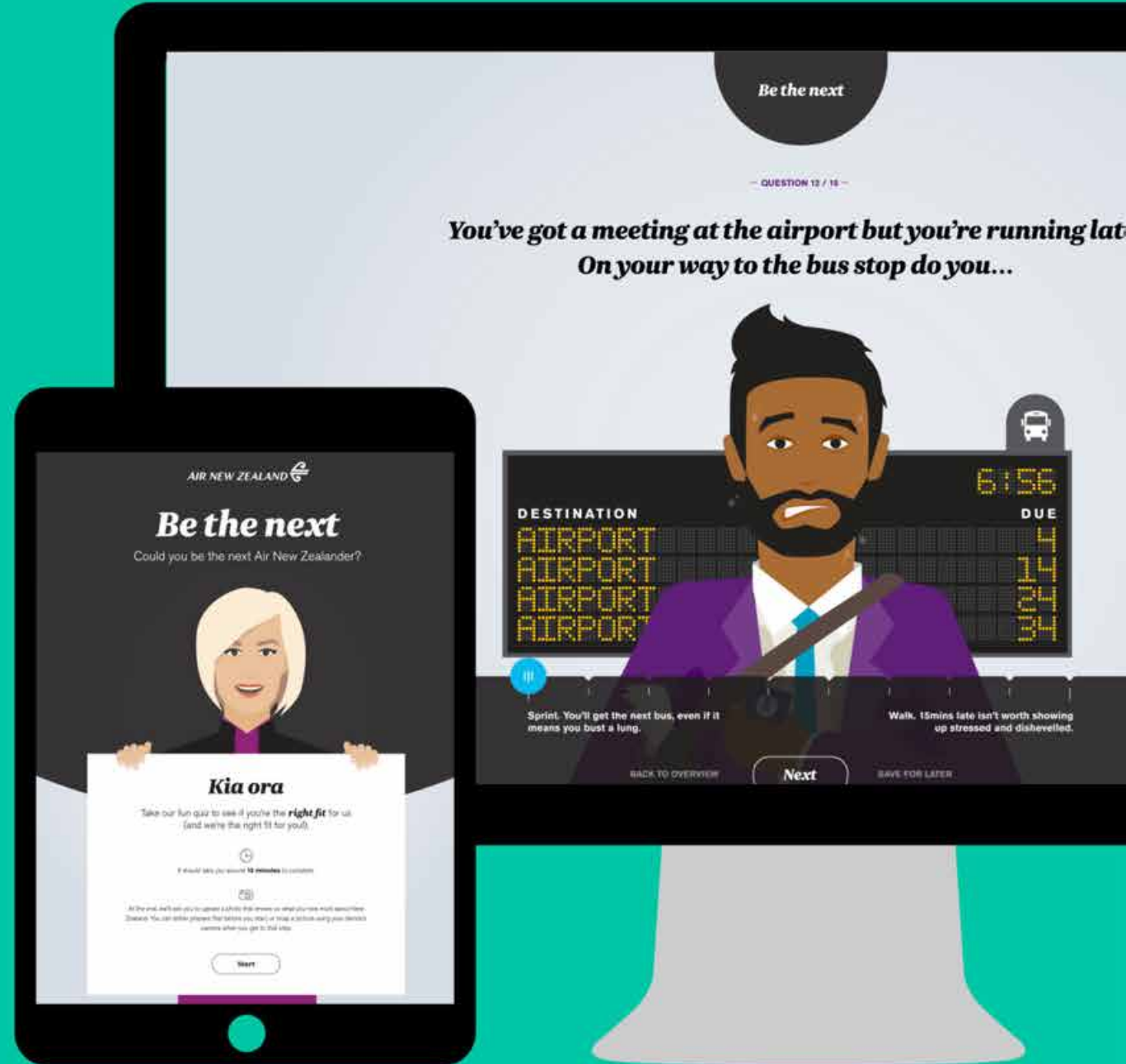
Weirdly is HR software.

Better quality candidates.

High performance cultures.

Speeding up recruitment.

weirdly





AGRIBUSINESS INVESTMENT SHOWCASE

NEW ZEALAND 2017



SPROUT



ENVIROTECH

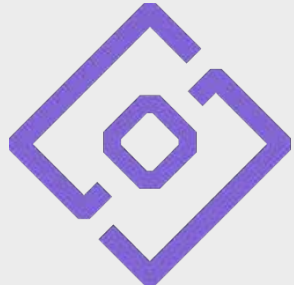


PRECISIONTECH

ASB



NEW ZEALAND
TRADE & ENTERPRISE



SOTERIA

ENABLING ACCESS TO CAPITAL TO HELP COMMUNITIES THRIVE

PREPARED FOR: Kvest Investment Partners Group

Investments via the Soteria platform will only be available in New Zealand to wholesale investors or persons for whom disclosure under part 3 of the Financial Markets Conduct Act 2013 is not otherwise required. No offer will be available in any jurisdiction in which it is not permitted or authorised under applicable law, except pursuant to an applicable exemption. If you are not familiar with these rules, please consult with your professional adviser

PROPRIETARY & CONFIDENTIAL

THE PROBLEM

Soteria was created to address a gap in the market between New Zealand non-bank lenders who have large liquidity constraints, and investors that are looking for alternative, diversified, and over collateralised investments.

NON-BANK LENDERS

- Lack of liquidity
- Tight credit supply
- Capital markets access
- Limited use of tech



INVESTORS

- Traditional investments
- Limited choice
- Lock-in periods
- Lack of trust

HOW CAN YOU HELP?

FEEDBACK

Concerns

Clarity

What is exciting

What investors want to see

“

We communicate and solve challenging opportunities with like-minded entrepreneurs daily. We have the same vision and goals. We approach challenges from different angles with the same resolve and as a team, it makes us stronger and wiser. We are continually learning from each other...”



Massih Tayebi



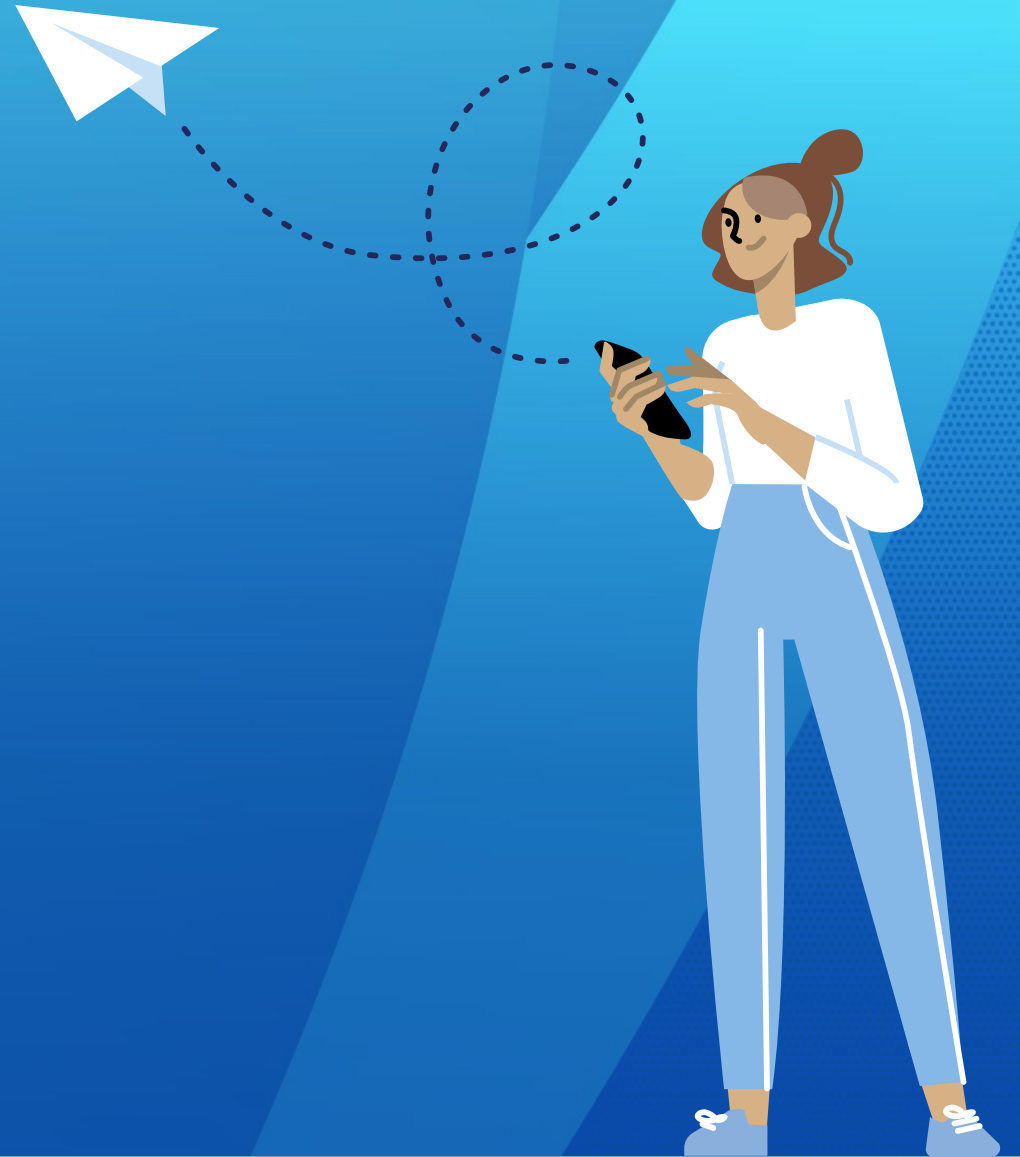
Masood Tayebi





THE TRAVEL POLICY

Policy Champion | Negar Murray | 15 June 2022



ABOUT THE POLICY AND WHY

The Travel Policy provides principles and a framework for travel and related expenditure at Te Reo Tataki.

The policy covers various aspects of travel, including:

- Booking travel (flights and hotels)
- Allowances
- Rental cars and vehicle-related expenses

WHO NEEDS TO KNOW

This policy applies to all TVNZ employees and contractors.



Support policies@tvnz.co.nz



KEY THINGS TO KNOW

1. The old Travel Policy and Per Diem Policy have merged into a single policy.
2. Approval is required prior to any travel expenditure and evidence of the approval is required for review.
3. Orbit, TVNZ's appointed Travel Management Agency, are to be used for both flights and accommodation.
4. Per diem claims are to include a clear description of the business purpose for the travel.
5. Meals may be claimed while working away from home.

Full
policy
here



**NZ HI-TECH
TRUST**
STRATEGY & WORKPLAN

Our goal

To advance the growth, success and diversity of New Zealand's hi-tech industries and the people who work in them, and inspire the next wave of innovators



Our process

Recognition

Recognise and celebrate the organisations and people who are

Sharing

Connecting people and sharing information so people can earn from each other

Access

Allow more people to become part of the success of the Hi-Tech sector

Our initiatives

The Hi-Tech Awards

Celebrating New Zealand's most successful high-tech companies & individuals



Hi-Tech Education

Learning and sharing opportunities for our community



The Hi-Tech Endowment Fund

A legacy created by the sector, for the sector, to fund individuals development



Our beliefs

Potential We believe that technology is the greatest enabler of individual and economic success in New Zealand

Positivity We want to live in a happy, prosperous, and innovative New Zealand

Diversity & equity We want everyone to have the opportunity to take part in the sector's growth

Partnership We're part of an ecosystem and want to work with others

Our sector

What is the 'Hi-Tech' Sector?

Technology is the fastest growing sector in New Zealand with almost 29,000 companies across electronics, software, telecommunications, creative technology, agritech and biotechnology sectors generating close to \$9 billion in revenue big and grow new ideas using technology

Who are the 'Hi-Tech Trust'?

Passionate volunteers who are working to grow and promote the sector. The Hi-tech trust exists to help our people and our industries dream big and grow new ideas using technology



The
**Value
Project.**
GREATER RETURNS
FOR PRIMARY
PRODUCTS

TIFFANY MCINTYRE, CAROLINE SAUNDERS, PETER TAIT,
PAUL DALZIEL, JOHN SAUNDERS, MEIKE GUENTHER,
TIM DRIVER AND PAUL RUTHERFORD

INTRODUCTION

New Zealand's early prosperity grew out of exporting three land-based commodities to the United Kingdom: meat, dairy and wool.

Food and fibre remain very important exports. Many initiatives, including those listed on the right, are aiming to create and capture greater sustainable value from these exports.

This Research Briefing presents results of research funded by [Our Land and Water](#) National Science Challenge, which identifies nine key elements of successful agri-food value chains from New Zealand.

TEHONO 

PureAdvantage™

**FIT FOR
A BETTER
WORLD**
AOTEAROA
NEW ZEALAND



He Waka Eke Noa™
**OUR FUTURE
IN OUR HANDS**



Loading "Clan McDougall" with frozen meat for England, date and photographer unknown.

Source: Archives New Zealand



Section I

From Supply Chains to Value Chains





vespermarine

Improving Safety, Protecting Assets



Case Study



2 ANCHOR STRIKES
IN 10 YEARS

6,600 GALLONS
CABLE OIL LEAKED

US\$70M
REPAIR
COST

ROI
=
250 TIMES

vespermarine