### AUCTUS ALTERNATIVE INVESTMENTS



*auctus:* growth, expansion & prosperity



# UCTUS

### Alternative Investments

October 2019



### FY19 HIGHLIGHTS

#### Income:

- Over \$500k in asset management revenue
- An accounting profit of \$1.2M based on asset realisation
- AUMA increasing from \$2M to \$60M (end of August) revenue benefits accruing in FY20

#### **Balance Sheet:**

- Total Asset position increased to > \$8M (\$0.24 per share based on 34M shares on issue)
- Net Asset position increased to > \$5.8M (\$0.17 per share based on 34M shares on issue)





### AVC AUCTUS ALTERNATIVE INVESTMENTS

Auctus Alternative Investments Limited (ASX:AVC) is an ASX listed investment manager. AVC's primary focus is to invest into companies and platforms operating in growth sectors with strong tailwinds and significant potential to scale. AVC provides access to these private market investments for wholesale, family office and institutional investors.

### Why Auctus?

- We have unique access to domestic and global opportunities via our networks and joint venture partners
- We have a highly disciplined investment approach. Auctus is able to 'de-risk' investment in private markets via the provision of expansion capital to more established companies
- We focus on delivering excess returns and portfolio diversification

#### What do we deliver?

- Investments where Auctus and co-investors can deploy between \$5M \$50M
- Unique private market opportunities which are globally scalable, are growth businesses and have strong management
- Expansion stage investment opportunities after product, customer and revenue streams have been proven

#### **TOP 5 SHAREHOLDERS**

Wolf Capital	13.1%
CAMAC Investments Pty Ltd	9.6%
Pebble Bay Capital Pte Ltd	4.5%
J P Morgan Nominees	4.0%
National Nominees	2.7%
Top 20 Holders	60.6%



## CORPORATE STRUCTURE

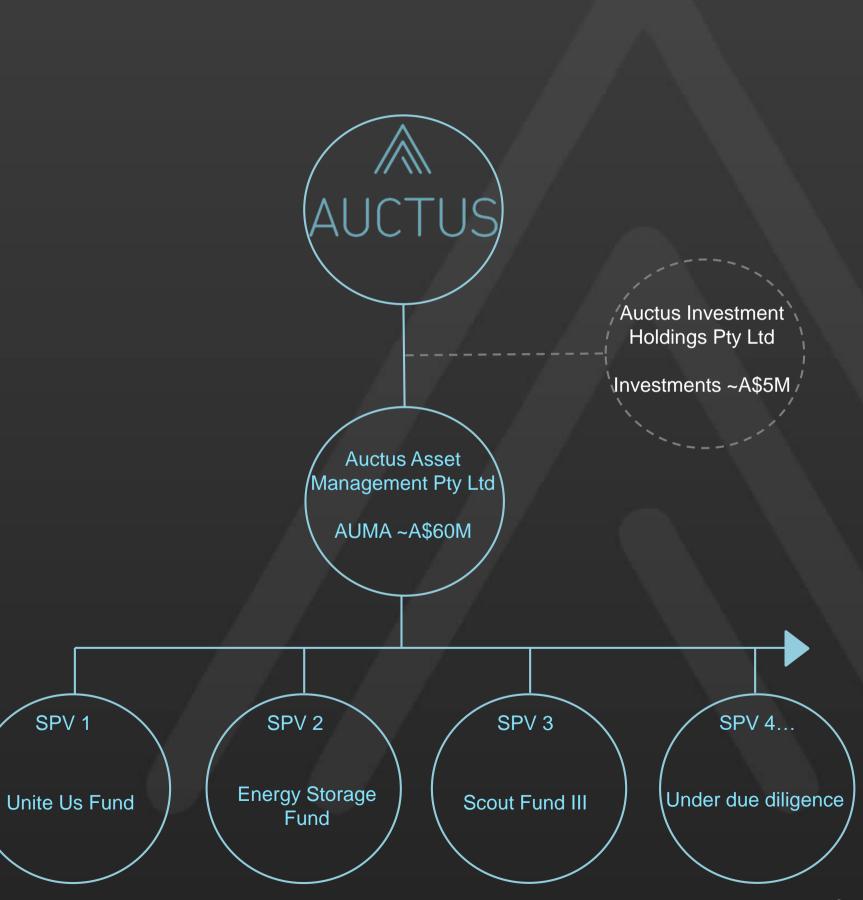
#### Auctus Asset Management Pty Ltd:

Generates revenue for AVC via ongoing management, transaction and performance fees on investments from Special Purpose Vehicles ("SPV"). These fees are charged as a percentage of each SPV or Fund. Delivering strong performance for our fund investors and will deliver strong shareholder returns over time.

Growth in Assets Under Management and Advice ("AUMA") will deliver growth in revenue for AVC.

#### **Auctus Investment Holdings Pty Ltd:**

- Holds balance sheet investments in growth assets on behalf of AVC
- Current investments of ~\$5M
- These assets do not generate management, transaction or performance fees





### OUR TIMELINE



AVC grows team to 5 industry specialists with experience across investment, capital markets, distribution and

#### **FIRST INVESTMENT FUND**

MAY 2019

Unite Us SPV was launched and closed. The fund was oversubscribed, closing at US\$4.8M

#### **FINALISED MBO OF GOPHR**

AVC agrees to sell down partial holding of Gophr to its management. Result is a strengthened balance sheet

**ESTABLISHED US** ASSET MANAGEMENT BUSINESS

AUG 2019

AVC secures a 30% equity stake in RBP Partners LLC. RBP has significant experience investing in North American energy infrastructure and speciality operating real estate platforms

#### LAUNCHED SECOND **INVESTMENT FUND**

Energy Storage Fund SPV was launched. The SPV is raising up to US\$25M to fund  $_5$ next stage of expansion



### **OUR PARTNERS** SCOUT VENTURES & RBP PARTNERS

#### **Scout Ventures LLC**

- Scout Ventures is an early stage venture capital firm that is making the world a better, safer place by cultivating standout frontier technologies built by hard-to-access founders
- Scout has an established and unparalleled reputation of scaling startups into industry leaders through their unique government and military networks, domain knowledge and operational experience
- Auctus has a 10% economic interest in Scout Ventures Fund III and Scout also serves as a provider of proprietary later stage private equity opportunities from the USA (i.e. Unite Us)

#### **RBP** Partners

- RBP Partners, LLC ("RBP") is a New York based private investment firm focused on energy transformation and operational infrastructure investments
- The team at RBP specializes in scalable infrastructure investments supported by strong sector fundamentals. RBP also looks to partner with quality management teams that are leaders within their sector
- RBP is 30% owned by Auctus



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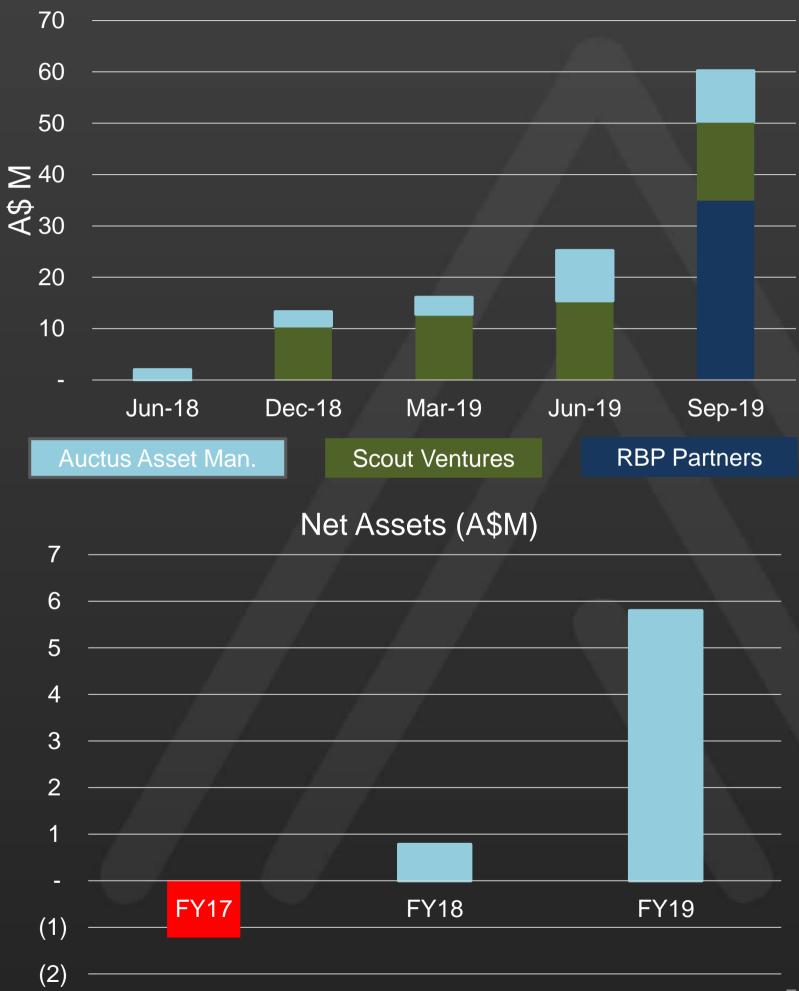
### OUR PROGRESS

#### **Assets Under Management & Advice "AUMA":**

- During FY19, Auctus has invested for the future by adding experienced investment and distribution capabilities to assist growth in AUMA
- Our first deal (Unite Us Fund) originated through our joint venture partner, Scout Ventures New York (deal size ~US\$4.8M)
- Ongoing management fees and one-off transaction fees have been generated with the potential for performance fees once the asset is sold

#### **Net Assets:**

- Auctus continues to strengthen its balance sheet position
- Currently a combination of cash and investments including Gophr (recently restructured as previously announced), Storr, Mobilicom (ASX: MOB) and other fund investments



#### Assets Under Management & Advice (A\$M)



### OUR FUTURE

#### Auctus:

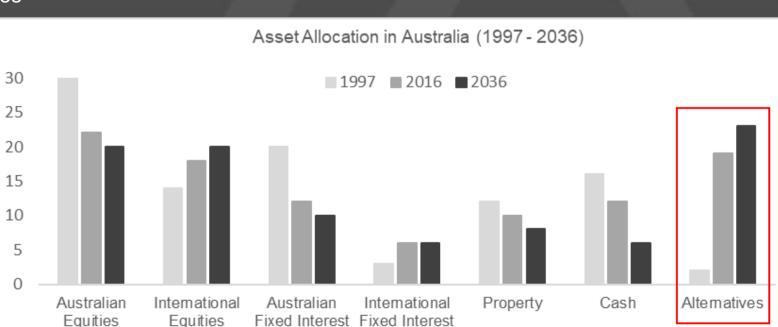
- Continue to grow AUMA through our unique access to domestic and international opportunities
- Auctus is conducting due diligence on a strong pipeline of opportunities which are expected to be launched to market from Q1 2020
  - Sectors of focus include energy and infrastructure, operating real estate and asset backed yield with a private equity focus
- Evaluate future joint-venture partners (domestically & internationally) that will deliver our investors unique opportunities
- Balance sheet assets and fund investments are expected to be realised over the next 6-24months
  - This will provide AVC with a nimble balance sheet to take advantage of future opportunities

#### The Alternative Asset Class:

- Alternative investments are expected to be the largest asset class by 2036 and in excess of 20%<sup>1</sup>
- Global pension funds allocated >20% of their portfolio to alternative assets<sup>2</sup>
- Australia's own Future Fund currently invests ~38% of its \$148bn to alternatives<sup>3</sup>

<sup>1,2</sup> Source: Rainmaker Roundup – Volume 20 Number 3 (September 2016)

<sup>3</sup> Source: Company websites. Future Fund portfolio allocation as at 31 December 2018. Includes alternative assets, private equity and timberland





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