

#REGTECH



OPEN

4 BUSINESS

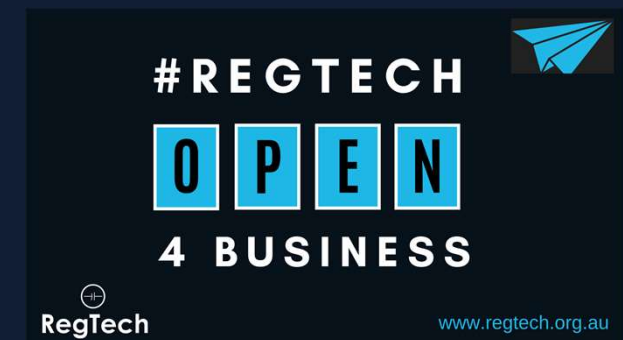


RegTech

[www.regtech.org.au](http://www.regtech.org.au)

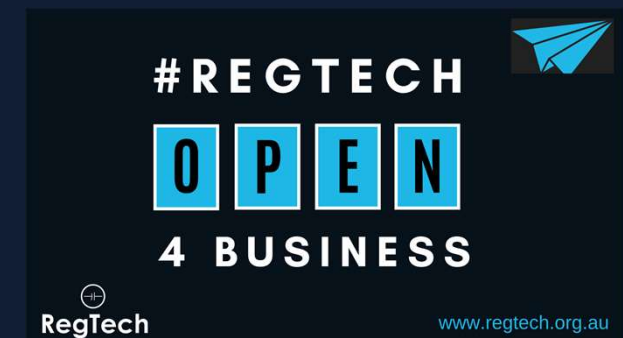
# Agenda

- Survive | Position for Growth | Act
- What can the Fed Government do to help?
- Open forum with members



# Housekeeping

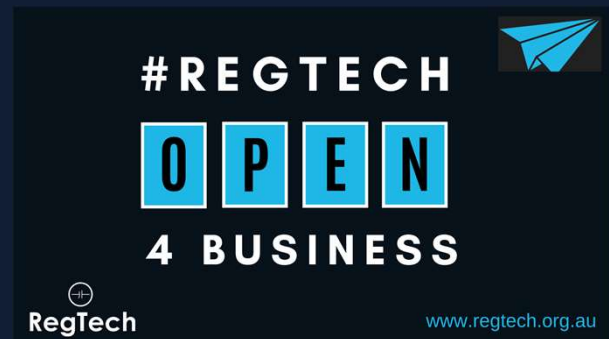
- All on mute please
- Q&A for Allan fielded via chat function only
- We'll do our best to get to everyone
- We will record the session



# Survive

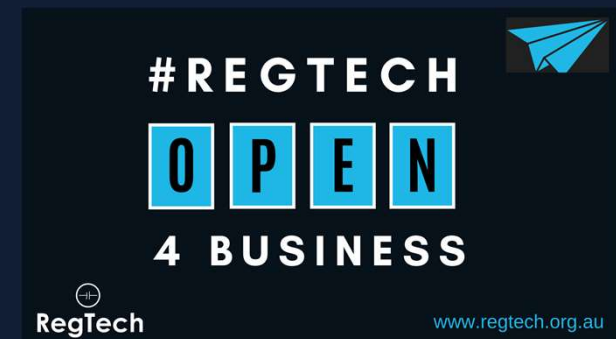
## The 4 Cs

1. Cash
2. Capital
3. Customers
4. Costs



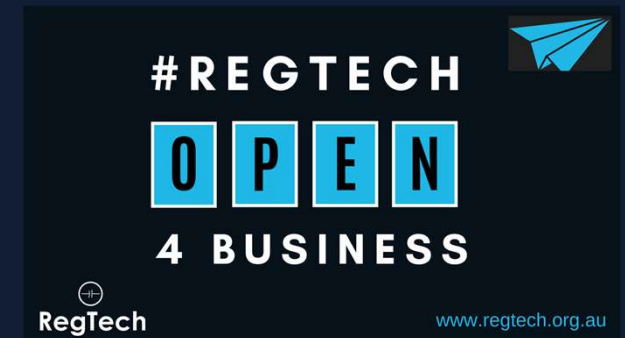
# Position for growth

- It's not too early to be talking post-crisis
- What are the market opportunities in the new normal?
- Insights from the global signals and new markets
- COVID-19 and health?

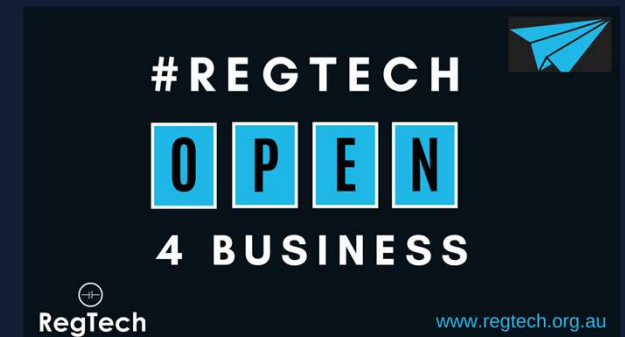


# Act

- Board and shareholders
- Over communicate – keep them informed
- Leadership is essential
- Look after your health (mental and otherwise)



# About the Accelerating Commercialisation Fund



# Accelerating Commercialisation

## Key Statistics

20 Advisors → National cross sector coverage

4,772 EOIs → ~18,000 companies

587 Applications → Due diligence

>400 Grants approved → Deep relationships

\$195,626,962 committed



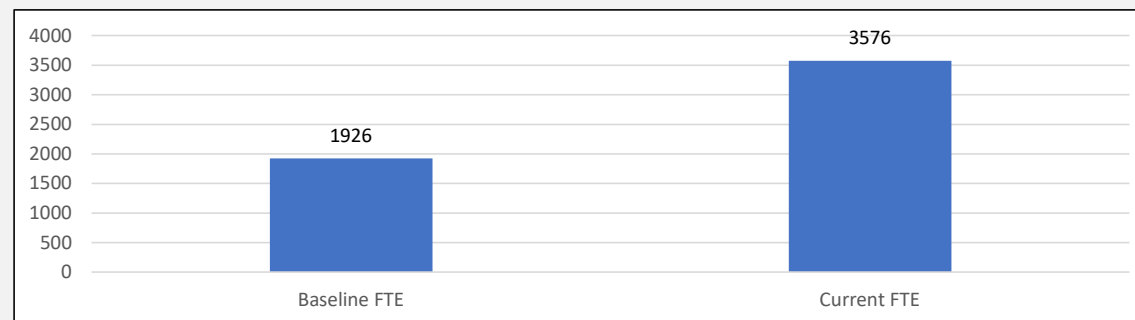
# Portfolio Growth

## Incremental Revenue

- AC Project Related Revenue \$244,954,275

## FTE

- AC grantee's total FTEs have increased by 1650



# Portfolio Capital Raised

## New Capital Raised

Total Grant Amount: \$148,276,076

Number of Grantees: 266

New Equity	\$469,734,717
New Debt	\$84,180,281
Total New Capital Raised	\$553,914,999

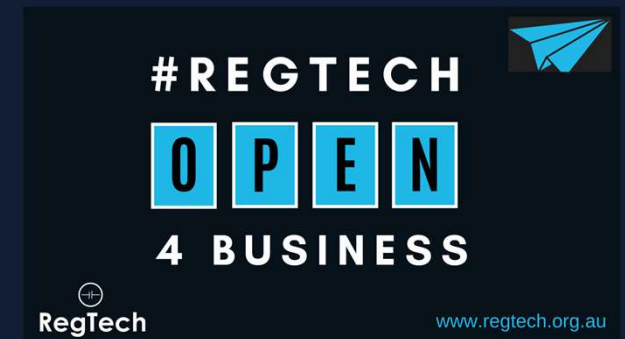
New capital raised multiple = 3.7 x grants  
(net of match funding)

## A Few Success Stories (Public Disclosure)

We were the first capital into these companies and assisted several with capital raising -

- Canva (\$3.2bn valuation - \$85m recent raising)
- Safety Culture (\$440m valuation - \$60m recent Series C)
- Baraja (raised \$45m Series A)
- Morse Micro (raised \$24m Series A)
- Arkose Labs – Funcaptcha (raised \$20m Series A)
- AgriWebb (raised \$15.2m)
- Hammertech (raised US led \$10m Series A)
- Happy Inspector (raised \$US10.8m Series A)
- Kasada (raised \$6.5m Series A)
- Movus (raised \$5m Series A)
- NexVet (acquired by Zoetis/Pfizer US\$85m)
- AllHomes (acquired by Domain \$50m)
- Rome2Rio (acquired by Omio UK \$40m)
- 1414 Degrees (IPO raised \$28M)
- Calix (IPO raised \$8m)
- Identitii (IPO raised \$8m)

What can the Federal Government do to assist you as an Entrepreneur and Start-up company under the current circumstances?



# What's next in the series?

## Stimulus, restructuring and people

