



SECURED

VENTURE  CAPITAL

CORPORATE PROFILE

— 2016 —

SECURED VENTURE CAPITAL

Secured Venture Capital specialises in providing both late stage venture capital and early expansion capital as well as human capital to Australian companies to help support their growth.

Secured Venture Capital has investments in various companies across a broad range of industries including pharmaceuticals, financial investment platforms, biotechnical hardware and environmentally sustainable innovations.

We focus on opportunities that originate in Australia and can be expanded into established global markets and invested in diverse and balanced portfolios of venture capital opportunities.

All partners in Secured Venture Capital have been involved in founding, building and exiting high growth enterprises.

The criteria that Secured Venture Capital applies to its assessment of potential ventures can be summarised as follows:

- Management team with a proven record of success;
- Australian-based businesses in either an early expansion or late venture capital stage of development;
- Sustainable competitive advantage that gives it the potential to become nationally and/or globally competitive in its sector;
- Secured Venture Capital will take an equity stake and board representation;
- Existing capitalised valuation of less than \$50 million;
- Require funding of \$250,000 to \$10,000,000;
- An investment horizon of 1–4 years; and
- Be open and accepting of the introduction of human capital that is not currently being met by the enterprise.

Secured Venture Capital is a designate under Secured Funding Solutions Ltd, AFSL Licence No. 298870, issued by the Australian Securities and Investments Commission.

CURRENT MANAGED FUNDS

SVC currently has two current funds:

SVC Agricultural Fund. Launched in April 2016 with a target of \$25 million, this fund is currently taking subscriptions, and as of May 2016 was over-subscribed.

SVC Growth and Innovation Fund. An early stage venture capital limited partnership, this fund is currently backed by high net worth and wholesale investors.

VISA INVESTMENT PARTNERS

Secured Venture Capital is able to fully facilitate the process for investment by non-residents wishing to access the concessions available under the various government programs.

Changes to the Significant Investor Visa (SIV) and the introduction of a Premium Investor Visa (PIV) have now commenced. The new

Complying Investment Framework for the SIV and introduction of the PIV are aimed at attracting applicants with business and entrepreneurial skills and capital to enhance investment into innovative Australian businesses and the commercialisation of Australian ideas, research and development.

Under the new arrangements, SIV applicants will be required to invest at least \$5 million over four years in complying investments, which must now include:

- *At least \$500,000 in eligible Australian venture capital or growth private equity (VCPE) fund(s) investing in start-up and small private companies. The Government expects to increase this to \$1 million for new applications within two years as the market responds;*
- *At least \$1.5 million in an eligible managed fund(s) or Listed Investment Companies (LICs) that invest in emerging companies;*
- *A 'balancing investment' of up to \$3 million in managed fund(s) or LICs that invest in a combination of eligible assets that include Australian listed securities, eligible corporate bonds or notes, annuities and real property (subject to the 10 per cent limit on residential real estate).*

Previously, investment through the SIV programme was largely going into passive investments like government bonds and into residential real estate schemes — areas that already attract large capital flows. Direct investment in real estate has never been a complying investment for SIV and this will not change under the new arrangements. Indirect investment in residential real estate through managed funds will also now be limited. Importantly, a SIV holder can still independently invest in residential real estate so long as it complies with foreign investment rules, but this would not count as a complying investment to qualify for a visa.

The Premium Investor Visa (PIV) has been introduced to attract a small number of highly talented and entrepreneurial individuals who can translate those skills and talents into areas which deliver a long-term economic benefit to Australia. The PIV will be available at the invitation of the Australian Government only, with potential recipients to be nominated by Austrade. Please note, the Government will be highly selective in determining who is offered the opportunity to apply for a PIV, and unsolicited expressions of interest will not be accepted.

SECTION 132 B INVESTMENTS

Secured Venture Capital is also able to facilitate investment into Australian businesses through its Section 132 Entry Program and Section 188 Programs.

We have successfully guided many offshore residents in the areas of:

- Business introductions
- Relocation
- Capital and finance structures



SECURED EXECUTIVE TEAM

CRAIG MCDERMOTT *(OAM)*

Craig McDermott was the spearhead of the Australian attack in the late 1980s through to the mid 1990s. During this time he took 291 test wickets and played some 71 test matches for Australia. he also played 126 ODI's for Australia taking 226 wickets. he was also instrumental in Australia winning its first World Cup in 1987 by taking a world record 18 wickets during that world cup. Craig played in three World Cups 1987, 1992 & 1996.

During his career for Australia Craig received many awards including the 1985 Wisden Cricketer of the year. He also was named International Cricketer of the Year in 1990-91 and 1994-95 and player of the series in the West Indies in 1991.

Craig's cricketing career came to an end in 1997 at which time he started his foray into a fine building and developing career which ended in 2007 when he was asked to return to the cricketing world by former Australian cricket captain Greg Chappell. Since then Craig has been responsible for bringing on young players such as Mitchell Starc, James Pattinson, Josh Hazlewood, James Faulkner, Patrick Cummins and rejuvenation of Peter Siddle's career. He is touted by many to be the best bowling coach in the world today and his passion for fast bowling shows both on and off the field.

Craig has acquired business expertise and his frequent travels overseas have helped him understand the business culture of various countries who bring funding to the operations of the Secured Funding Group.

DAVID HIBBINS *AdvDip(Acc), Dip CM, BA(Construction)*

David has worked in the property development/investment, building industry and finance industry for the past 35 years. Initially David work his family building company before joining the Army where he qualified as an Army Officer. Upon leaving the Australian Regular Army David embarked on a career as a finance specialist in the property development/investment industry and has been involved in raising excess of \$1.5 billion over the last 15 years.

David has also been involved personally in property development and investment for many years starting off with single dwelling developments and moving gradually over time into more complex larger projects. In recent times David has also expanded his work experience to include sourcing and managing property development funding to compliment his extensive experience in debt raising. David has held the position of Managing Director of Secured Funding Solutions Ltd since December 2013 and brings to the table a wealth of "hands on" experience, is a qualified CPA, holds an Advanced Diploma Business (Accounting) as well as a Bachelor of Arts (Construction) and is a member of the AICM (Australian Institute of Credit Management).

CHRIS CAMERON *MBA*

Originally from New Zealand, Chris has worked in the banking/finance and property industries for over 30 years.

He started his business career in accounting before moving into banking/finance and then into the property industry. Chris has held senior General Management positions with three leading listed entities in NZ including BNZ and Metlifecare.

In 2001 Chris moved to Queensland where he has been based ever since. In that time he has completed an award winning \$50m residential development, owned substantial Management Rights, held a Directorship with a successful ASX entity, been involved in substantial finance company fund raising and the arrangement of in excess of \$750m of property and business finance.

Accordingly Chris brings a wealth of experience to the company in not only fund raising but in the finance and property sectors in general. To compliment his accounting background Chris also completed a Masters of Business Administration (MBA) from Auckland University.

SECURED EXECUTIVE TEAM CONT.

JENS MUENSTER *Dip(Real Estate)*

Jens Muenster has over 25 years of experience in banking and worked in Duesseldorf, London and Tokyo for the German universal bank Westdeutsche Landesbank. In 2004 he joined the hedge fund manager Trident Pacific Capital and moved to Australia in 2006 to establish an Australian office for the company. He successfully applied for an Australian Financial Securities License and became the Responsible Manager for the entity. In 2013 the company was acquired by its new owners and renamed Secured Funding Solutions Ltd with Jens becoming part of the new management team.

Jens holds a masters Degree in Economics from Christian Albrechts University in Kiel, is a certified 'Wohnungsfachwirt' (WAK Diploma in Real Estate) and is a Certified Alternative Investment Analyst (Charter Number 1682).

SECURED VENTURE CAPITAL

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