

# eVP | EQUITY VENTURE PARTNERS



## EVP Fund II



## Introducing EVP Fund II

Investing early in Australia’s most successful technology startups to deliver outstanding returns.

- EVP has a longstanding reputation as one of Australia’s leading technology investors. EVP has backed some of Australia’s most successful startups over the past decade.
- The team is recognised for its experience scaling early stage technology companies. Founders routinely seek out EVP as their preferred investment partner.
- The Fund has a high conviction, active investment approach, partnering with portfolio companies over the long term and working closely with management to drive a return on capital.
- **The Fund’s objective is to deliver a 5 times return on capital over a 7 year period.**
- The Investment Committee has already secured the initial three investments for EVP Fund II – [Deputy](#), [Fusion Sports](#) and [Pendula](#) respectively. All three are high growth technology businesses, with strong product leadership addressing global market opportunities.

Investments are de-risked by virtue of a strong bias towards B2B, subscription based companies with strong early revenue growth

- The EVP team invests in software businesses with demonstrable early commercial traction, product in market and paying customers. Our founders are typically talented “insiders” with a unique perspective of an industry, who have developed a product to address a clearly identifiable problem within a specific market sector.
- The Fund is drawn to businesses with favourable underlying unit economics. We have a bias towards B2B software-as-a-service platforms that deliver high-margin recurring revenue with minimal churn and scope to increase revenue per customer over time.
- We allocate capital to founding teams looking to build out commercial go-to-market capabilities rather than those seeking to develop a new technology or novel product.
- We aim to build a concentrated portfolio of 10-15 companies at the Series-A stage. Our preference is to be the first institutional investor and to acquire (and maintain) a significant minority ownership position in each of our companies.

**\$25m+**

**\$200,000**

**5X Cash**

**Fees**

**ESVCLP**

Target Fund Size.  
First Close  
Nov-18

Minimum Investment.  
Capital called over ~3 years

Target Returns

- Management Fee 2% pa, Performance Fee 20% with a Hurdle 8% pa
- Members of the Investment Team investing a minimum of \$4m on the same terms.

Investors receive a **tax offset of up to 10%** of contributed capital.  
Investors pay **no Australian tax** on their share of returns.

# The EVP Team



**Les Szekely** is co-founder of EVP. He is an experienced lawyer, M&A adviser and startup investor and has been focused full time on startup investing since 2009.



**Howard Leibman** is co-founder of EVP. An engineer by background, he is an experienced early stage investor and adviser, having focused full time on the startup sector since 2010.



**Justin Lipman** is an Investment Director at EVP. He has a background in finance having worked in investment banking, wealth management and advisory services with Credit Suisse, Investec and EY respectively.

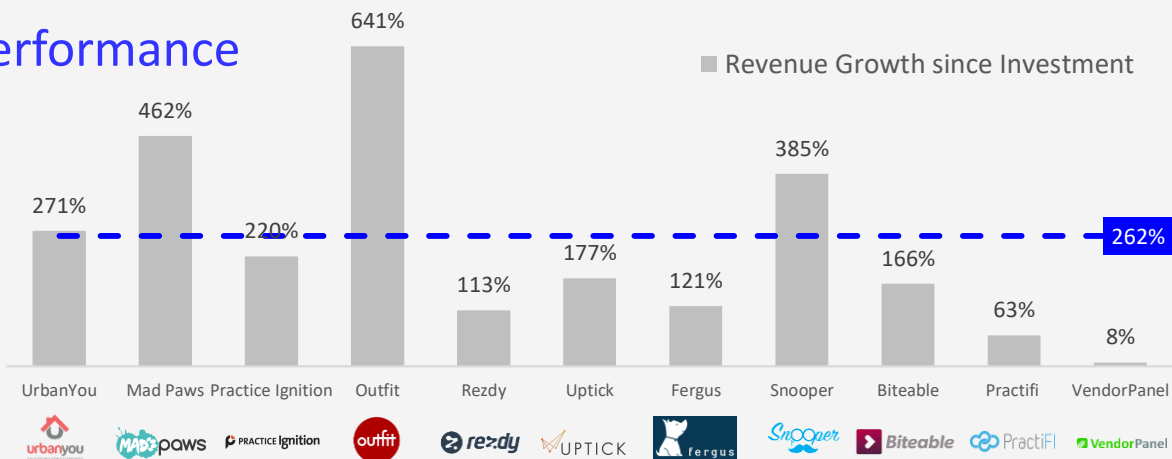


**Daniel Szekely** is an Investment Director at EVP. He previously worked as a corporate lawyer specialising in transactional matters for early stage growth companies.



**Craig Butcher** has 25 years experience in funds management and investing across both mature and early stage businesses. He previously co-founded a private equity firm in Central Europe which grew assets under management to more than Euro 3 billion.

## Fund I Performance



Investment Date	Dec-16	Dec-16	Jan-17	Jan-17	Feb-17	Apr-17	Jun-17	Jan-18	Jan-18	May-18	May-18
Investment Amount	\$1.0m	\$0.7m	\$2.0m	\$1.3m	\$5.0m	\$0.7m	\$2.0m	\$1.0m	\$1.5m	\$1.0m	\$2.1m
No. of Follow On Investments	1	-	-	1	1	-	-	-	-	-	-
% Revenue Growth	271%	462%	220%	641%	113%	177%	121%	385%	166%	63%	8%

- EVP Fund I companies have delivered average revenue growth of 262% since the date of investment, despite the majority being held for less than 18 months.
- The EVP track record long pre-dates the launch of EVP Fund I, with the team having a 15 year track record of startup investing. The [founding portfolio](#) has generated a Total Value to Paid In Capital (TVPI) of 14x cash invested. The portfolio includes companies such as [Siteminder](#), [Deputy](#), [Oneflare](#), [Shippit](#) and others.

*Partnering with exceptional founders  
who have the vision, talent and tenacity  
to build outstanding companies*

