



**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 unique and extensive 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 identified and negotiated Fund II’s initial two investments into [Fusion Sports](#) and [Pendula](#). Both of these businesses are materially growing, are profitable, have significant product leadership within their categories and represent proprietary EVP dealflow opportunities not recognised nor approached by any other Australian VC investor.

Investments are de-risked by virtue of a strong bias towards B2B, subscription based business already generating revenues.

- The EVP team invests in real businesses with demonstrable early commercial traction, product in market and paying customers. Typically the founding team has developed a unique software solution to solve a pain point within a niche, but often very large, sector vertical.
- The Fund is drawn towards businesses with favourable underlying unit economics; typically B2B software-as-a-service businesses that deliver high-margin recurring revenue with minimal churn and scope to increase revenue per customer over time.
- Capital is allocated to founding teams looking to build out commercial go-to-market capabilities rather than developing technologies or novel ideas.
- As a result of the Investment Committee’s involvement in over 30 successful startups and its active investment style, the EVP team is able to assist founders to navigate the common hurdles faced by technology businesses and significantly de-risk Fund II’s investments.

**\$25m+**

**\$200,000**

**5X Cash**

**Fees**

**ESVCLP**

Target Fund Size. Initial Close end of November.

Minimum Investment. Only 30% of commitment called upfront

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. 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.

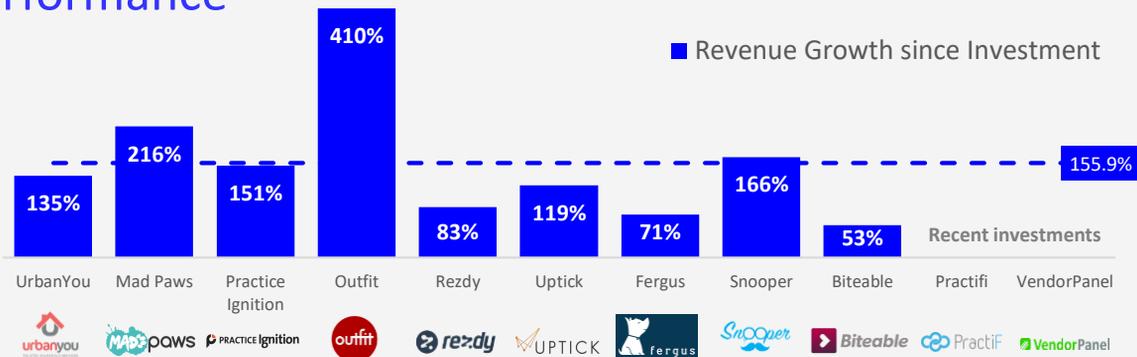


**Daniel Szekely** is an Investment Director at EVP. He previously worked as a corporate lawyer specialising in transactional matters for early stage growth companies.



**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	135%	216%	151%	410%	83%	119%	71%	166%	53%	na	na

- EVP Fund I companies have delivered average revenue growth of 156% since investment, with the majority being held for less than 12 months.
- The EVP track record long pre-dates the launch of EVP Fund I, with the team having been investing in startups for over 15 years. [The founding portfolio](#) has generated a Total Value to Paid In Capital (TVPI) of 14x capital invested. This portfolio includes business such as [Siteminder](#), [Deputy](#), [Oneflare](#), [Shippit](#) amongst others.

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

