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Executive Summary



Company Profile

We are a tech-focused Venture Capital entity with teams in Australia and the Middle East that nurtures disruptor-startups into high-growth ventures



Fund Summary

A MEAP and Australia focused Fund targeting pre-seed to Series A stage venture investment opportunities across various verticals



Team

- 600 billion dollars of transactions under the belt
- Former Chairman, CEO and Execs of top Tier Global investment banks
- Fund Manager – founding CFO of a Middle Eastern unicorn
- Versatile skillset that includes investment banking, consulting, legal and advisory
- Global presence and network



Fund Size

\$100M (First close \$25M)



Investment Stage

Pre-Seed to Series A



Investment areas of interest

FinTech
Blockchain/metaverse/gaming
Healthtech
Agritech
Edutech
Ecommerce
Businesses with networking effect



Targeted Investment return

Target IRR: 30%



LP Co-Investment Opportunities

We provide co-investment opportunities to Limited Partners in our most promising deals



Global network

Our team possess deep global investing experience, exceptional track records and diversified backgrounds enabling them to scale portfolio companies across markets



Who We Are

A global investment manager leveraging seasoned expertise to execute venture capital investment opportunities that deliver high-value to shareholders.

Diversified investor base with proximity to high-net-worth investors and family offices from the GCC and Australia. We specialise in alternative investments and establishing global relationships.

Our Team



A versatile team with a global reach
and transaction experience exceeding \$600bn

A World Class Advisory and Executive Team



100+ individual career transactions



Global experience across investment banking, technology, consulting, legal and project management



Venture Capital veterans including founding CFO of the first Middle Eastern unicorn



More than 150 years of cumulative experience including successful exits within the technology landscape



Officers, Executives of Top Tier investment banks and sovereign wealth funds

Experience In Leading Global Organizations

BlackRock

AVIVA
INVESTORS

BARCLAYS
CAPITAL

BCG
THE BOSTON CONSULTING GROUP


Deutsche Bank

citigroup

Deloitte

**Goldman
Sachs**

 **Investec**

CREDIT SUISSE

cg/Canaccord
Genuity
Wealth Management

KPMG

**McKinsey
&Company**


Merrill Lynch

 **HSBC**

Morgan Stanley


MUBADALA


pwc

 **UBS**

 **SMBC**

Board of Directors



Mustafa Kheriba

CEO & MD, Arithma Capital
Former DCEO, SHUAA Capital
Former COO, Abu Dhabi Financial Group (ADFG)
Top 50 MENA Fund Managers



Peter O'Malley

Managing Director at Kenosis Capital
Former CEO of Cannacord Genuity Former
Executive at Credit Suisse and Deutsche Bank



Warwick Gregor

Executive Chairman, Far East Capital
Former Chairman, Canaccord Genuity/BGF
Founder, BGF Equities (acquired by Canaccord Genuity)



Adam Malouf

Chief Investment Officer at Government of Dubai Knowledge Fund
Former founding COO of HSBC's MENA real estate private equity business
Former COO at Saffar Capital (DFSA-regulated)
Chair of the Board Executive Committee for a family conglomerate in Dubai
Chair, Middle East Advisory Board, Australian Institute of Company Directors



Salman Masaud

CEO and Executive Director
Former GM Corporate Finance, VHM Limited
Former CEO and Chairman, Australian Gulf Metal Company
EX KPMG

Investment & Advisory Committee



Salman Masaud

CEO and Executive Director at Australian Gulf Capital
Former GM Corporate Finance at VHM Limited
Former CEO at Australian Gulf Metal Company
Ex KPMG



Kal Desai

Founder & Director at SilverSpoon Advisory
Former Founding CFO at Careem (MENAP unicorn)
Former CFO at Zawya (acquired by Thomson Reuters)
Former CFO at Souqalmal



Anthony D'Silva

Founder & MD at Incu Global
Former MD at Apex Investments
Former Director at SHK Fund Management



Marc Aouad

MD Investment Bank at C.H. Stirling
Former VP Centuria Capital
Former Analyst Merrill Lynch



Kevin Murphy

Former Treasury, Investments and Funding Advisor
to Dubai World (Government)
Former Chief Investment Officer and Group
Treasurer, YBA Kanoo
Former Group Treasurer, Investcorp Bank



Dr. Bhaskar Dasgupta

Advisor - Australian Gulf Capital's VC and
Blockchain funds
Head of Strategic Development MENA at Apex
Group
Senior Strategic Advisor at Peregrine Digital
Former Leading development of ADGM and FSRA



Adam Malouf

Chief Investment Officer at Government of Dubai
Knowledge Fund
Former founding COO of HSBC's MENA real estate
private equity business
Former COO at Saffar Capital (DFSA-regulated)
Chair of the Board Executive Committee for a family
conglomerate in Dubai
Chair, Middle East Advisory Board, Australian
Institute of Company Directors



Arif Hossain

Legal Advisor at Australian Gulf Capital
Senior Manager Compliance Advisory at
Bankwest
Former Regulatory Compliance at ADIA
Former Senior Policy Analyst at Australian
Treasury

Our Strategy

We invest in businesses that have the potential to become industry unicorns. Via a global network, our team has access to opportunities that span the spectrum of some of Tech's most exciting sectors, including fintech, blockchain, metaverse, gaming, e-commerce, healthtech, edutech and agritech.

We are predominantly focused on the MEAP and Australia region, a market which experienced a record year-on-year growth in venture capital investments in 2021. We believe the region is emerging as the next frontier for VC investments among the emerging markets.

Our team's sophisticated understanding of the region, combined with a world-class internal governance structure, provides an ideal platform from which to identify regional opportunities before our competitors do.

We deploy smart capital and leverage portfolio synergies to consistently deliver outperformance to our clients.

With each opportunity, we look for exceptional teams, brilliant ideas, scalable businesses, large addressable markets and a defined exit strategy. When we invest, we apply our abilities to add value and strive to positively influence commercial outcomes.

We play a key role in the growth of these businesses by addressing pain points for the founding teams. We help them by finding talent, driving revenue growth, capturing scale across markets and by executing fundraising strategies.



Investment Strategy



Incubators and Blockchain

Ticket sizes between \$25K and \$100K



Pre Seed

Ticket sizes between \$75K and \$200K



Seed

Ticket sizes between \$200K and \$500K



Series A+

Ticket sizes between \$500K and \$2.5M

Allocation of Funds



Our Service Providers

Legal Counsel:

**KING &
SPALDING**

External Auditors:

Deloitte.

Fund Admin:

TBD

AML Compliance:

Third Party Provider

Value-driven Investment Approach

Geography

MEAP and Australia

Fund Size

US \$100 million
(1st close US \$25m million)

Fund life

7 years (option to extend +2 years)

GP Fees

Management fee:

- First \$30m commitment: 2.5% p.a.
- Portion above \$30m: 2% p.a.
- 1st anniversary: 2% p.a.

Thereafter, reducing by 10 basis points every anniversary, to a minimum 1.6% p.a.

Carried interest: 20%

Adopting our Platform to the Industry Transition

We are a trusted partner to family businesses in the Gulf, Australia and Asia. We forge strategic and savvy partnerships that realise operational and financial value for all stakeholders. Our flagship Gulf Fund targets attractive investments in future-facing sectors.

Our Aim:

To operate at the forefront of disruptive technology investment opportunities across the MEAP and Australia region and to maximize shareholder value by consistently outperforming our competitors.

We aim to de-risk ventures by adding value via capital injection, strategic partnerships, offtakes, and technical expertise.

To maximize shareholder value through consistently outperforming the market



Portfolio

Tech Startup Investments

CrossFund

NIFTIFY

bamboo

MRHB DeFi

Indirect and Early-Stage Investments

(includes investment via Crossfund crowdfunding platform and other sources)

baraka

Genies

A.PLUS HOME

pipe rizq

DevNation
DEEP DIVE

MOTUS
OPERANDI

SOFTMINING

VULCAN AUGMETICS

MUV

Pipeline

retailo

OWARE

QIDZ

لماة
Lamaa
Empowering Opportunities

KASB | K
TRADE

Deepwaters

trica
EQUITY

DigiKhata

sapyen

Lendo

Jiye

duhqa

algebra

urbanpoint

We go beyond Investing Capital



Despite being active investors, we believe supporting the surrounding startup and business ecosystem for our target investment countries is equally important. Accordingly we are also heavily involved in:

- Incubating ideas/projects that we believe in
- Assisting companies with Advisory services, recruitment of key staff members, board involvement, and building corporate, growth & exit strategies
- Giving them access to our global network
- Forming incubators & accelerators and supporting existing ones



Supporting platforms that assist in raising capital both at the primary and secondary markets.



Bringing foreign companies that we have invested in to establish offices in Saudi Arabia/UAE.

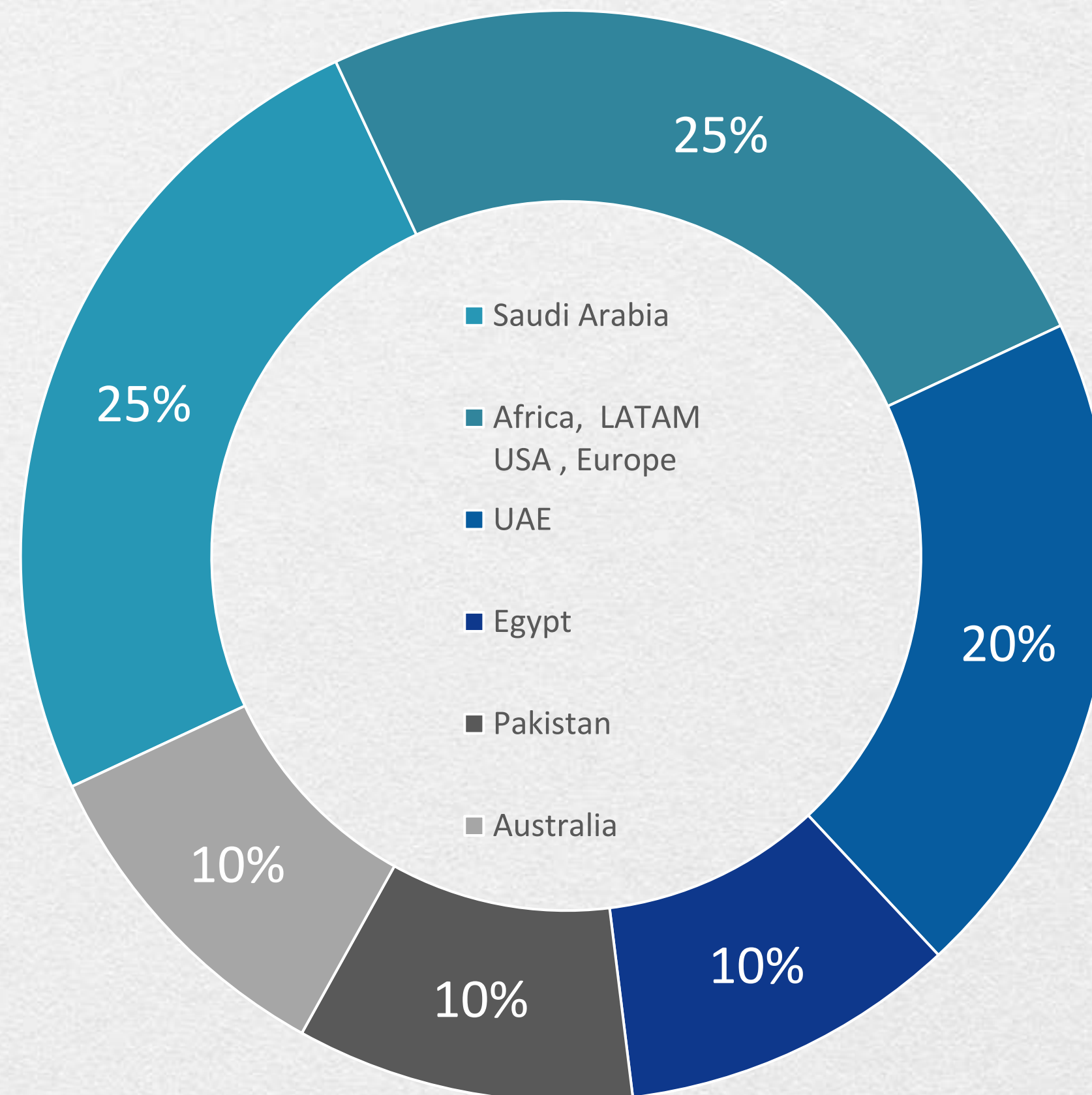


Number of our Board Members and shareholders are established investors and business owners in the region. One of our largest shareholder is from Saudi Arabia.

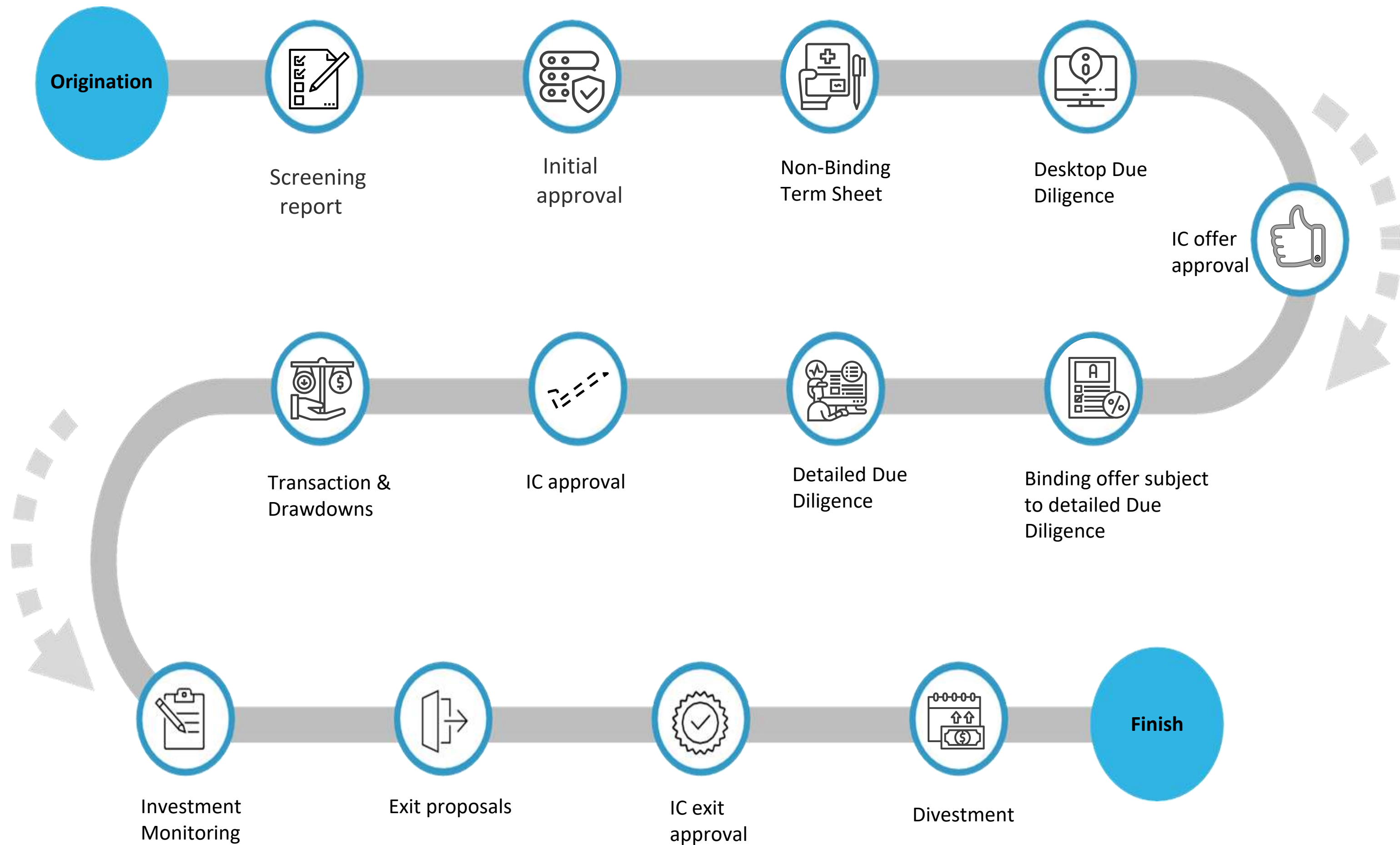


Assist the companies we invest in the region with expansion to other global markets including US & Australia.

Support ecosystem in UAE & Saudi with Bespoke Guidance

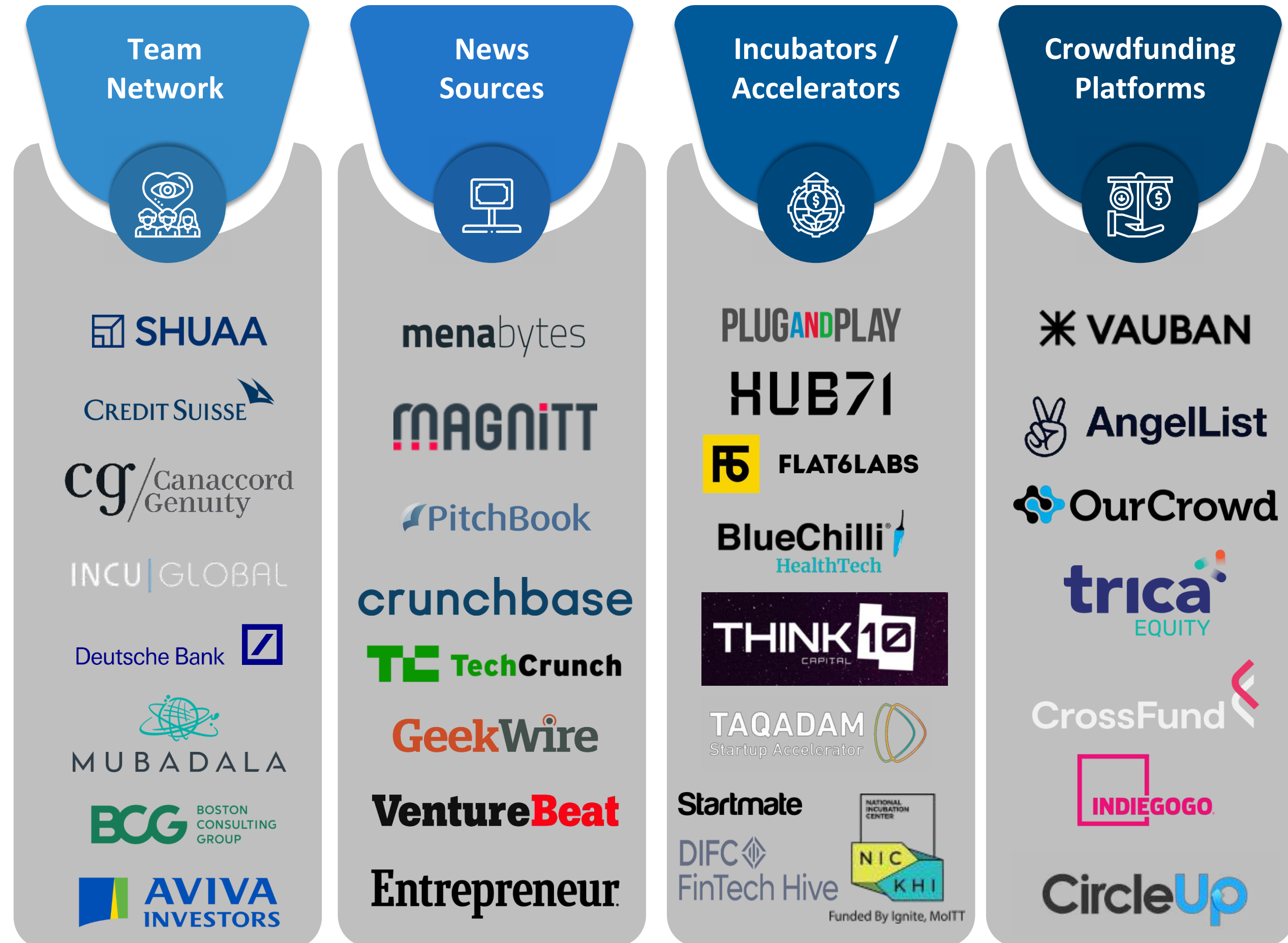


Deal Screening

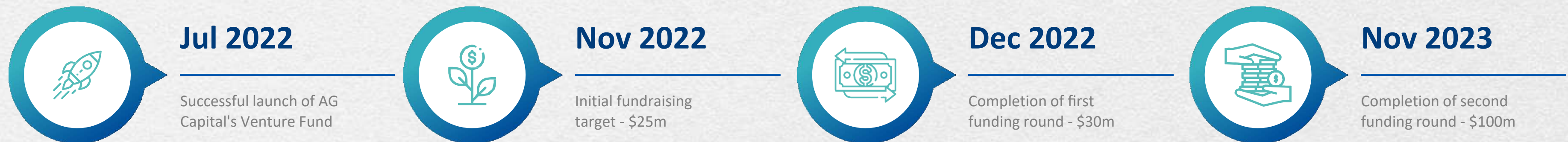


Deal Sourcing

In addition to the below sources, we have formed relationships with a number of Venture Capital (VC) firms across Europe, North America, and Australia where we share deal flow.



Funding Goals



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