



WUNALA
CAPITAL

Emerging Opportunities Fund

Overview

The Wunala Capital Emerging Opportunities Fund invests in high-growth private and public companies in Australia, the USA and offshore.

We typically invest across growth, late stage/pre-IPO and in the listed environment. We are particularly interested in founders and leaders working on solutions to big problems in the following areas:

- Financial services & electronic payments
- Data & AI
- Enterprise B2B SaaS platforms
- Sustainable energy & decarbonisation

Investment objective

The Fund aims to generate returns to investors of 20% per annum (pre-tax, post fees) through proactively originating and actively managing a select portfolio of unlisted and listed investments.

Investment strategy

Wunala Capital aims to generate attractive absolute returns above a hurdle rate by targeting the following investments in Australian and international companies:

Unlisted: Fundraising rounds for private, high-growth companies that have a clear pathway to an exit event (a sale or an Australian IPO), usually within 6-24 months.

Listed: Participation in selected IPOs, and investments in placements offered by ASX listed companies.

Why invest?

The investment team at Wunala Capital comprises of executives who have decades of investment and senior operational expertise at funds management and high growth technology companies in Australia and the USA.

The team has a proven track record identifying and executing a range of investment opportunities delivering 25%+ IRR. These transaction stages range from venture capital through to later-stage growth and IPO execution.

We focus on identifying and selecting the most promising companies with a clear path to a successful exit. Our deep relationships in Australia and the USA provides strong deal flow, allowing us to select the best opportunities to deploy our investors' funds at preferential terms.

Further, we seek to invest using structures that protect downside risk while offering multiple avenues to benefit from equity-like upside, such as convertible notes and preferred equity.

What we look for

- **Top-notch leadership**
- **Proven execution & revenue growth**
- **Attractive valuation**
- **Capital sufficiency to execute with contingencies**
- **Alignment of interest with stakeholders**
- **Clear path to exit**
- **Leading unit economics**



Wunala Capital

Emerging Opportunities Fund

Key Information

Name	Wunala Capital Emerging Opportunities Fund	Founder & CIO
Structure	Unregistered unit trust, domiciled in Australia	Scott Wilson
Term	Open ended; recommended hold period is 3+ years	Years of industry experience: 20
Subscriptions	Accepted at discretion of the Manager	Former director at Macquarie Group
Redemptions	24 month lockup, with redemptions permitted semi-annually thereafter	Based in Sydney, Australia
Distributions	Annually (may also be reinvested to maximise capital gains)	
Minimum Investment	\$250,000, or other amounts at discretion of the Manager	
Portfolio composition	Crossover strategy allocated to private investments (growth capital, Late stage/pre-IPO financing), public (listed securities) and cash.	
Management Fee	1.5% of NAV (per annum, plus GST)	
Performance Fee	20% of returns above the Hurdle, paid annually and only on realised and listed investments	
Hurdle	5% p.a.	
Co-investments	Offered to select investors	
Eligible investors	Wholesale investors only	
Key service providers	Trustee: Evolution Trustees Fund registry: Apex Fund Services Custodian: Sandhurst Trustees	Audit: Rothsay Tax: Fitzalan Advisory Legal: PMC Legal
APIR code:	EV07151AU	

Risk Management

The Wunala Capital Emerging Opportunities Fund will invest in listed and unlisted companies. A proportion of investments in the Fund will most likely be illiquid. Until it exits these positions, Wunala Capital will book its unlisted investments at fair value being either i) the last recorded transacted price, ii) the purchase price plus accrued interest, or iii) otherwise as deemed prudent by our auditors and investment committee. For more details, please request a copy of the Information Memorandum.

Disclosure

This promotional statement is issued by Wunala Capital Pty Ltd ("Wunala Capital") as the Manager of the Wunala Capital Opportunities Fund (the "Fund"). Wunala is a Corporate Authorised Representative (CAR no. 1281016) of Lanterne Fund Services Pty Ltd (AFSL 238198). The Fund is open to wholesale investors only, as defined in the Corporations Act 2001 (Cth). Wunala Capital is not authorised to provide financial product advice to retail clients and information in this promotional statement does not constitute financial product advice to retail clients. The information contained in this document is of a general nature only and does not take into account the objectives, financial situation or needs of any particular person. The past results of Wunala Capital's investment strategy do not necessarily guarantee the future performance or profitability of any investment strategies devised or suggested by Wunala Capital.

Wunala Capital, and its directors or employees or associates, do not guarantee the performance of any financial product or investment decision made in reliance of any material in this promotional statement. Any use, disclosure, reproduction, distribution or copying of the information in this promotional statement is unauthorised and strictly prohibited. For further information, please request a copy of the Information Memorandum.