



BRIDGING INVESTMENT



Bridging Investments between the
Silicon Valley & Australia/APAC

September 18, 2019

US Funds Investing in Australia



Platinum Equity

Invested
US\$401.3 million in

Telstra

Accel
INSIGHT
PARTNERS

Invested
US\$250.0 million in

Campaign Monitor

IVP INSTITUTIONAL
VENTURE
PARTNERS

Invested
US\$81.0 million in

DEPUTY

SEQUOIA

Participated in
US\$80.0 million round

Airwallex

GENERAL CATALYST

BOND

Participated in
US\$70.0 million round

Canva

Index
Ventures

Participated in
US\$60.0 million round

SafetyCulture

Accel

Invested
US\$60.0 million in

ATLISSIAN

Arrowroot Capital

Invested
US\$22.9 million in

fluentcommerce

PFG PARTNERS
for GROWTH

Participated in
US\$21.4 million round

prospa

SAPPHIRE
VENTURES

Participated in
US\$20.0 million round

Culture Amp

AKKR

Invested
US\$16.0 million in

humanforce

CTHULHU
VENTURES

Participated in
US\$12.0 million round

ingogo

US Tech Companies & ASX



Why US tech companies are listing on the ASX



Mandatory Superannuation System in Australia

Australia has a large pool of investable funds i.e. pool of superannuation (pension) assets of which a significant proportion is currently and expected to be invested in ASX listed stocks.



Publicity / Speed / Capital for Smaller Co.

Being a big fish in a small pond, companies will be able to attract attention of media, stock analysts, and investors as companies with revenue of less than US\$100 million can easily attract public market capital in Australia.



Index Inclusion

The ASX is optimised for early stage growth companies, with a minimum market cap of ~A\$300 million for entry into the S&P / ASX 300 Index, which, in turn, can help companies raise funds.



Strong Investor Demand

ASX is a single, main board listing venue only and is one of the world's most active exchanges, particularly in the tech space in both capital raised and number of listings.

Future outlook

- ▶ ASX is being termed as “Junior Nasdaq” by the media owing to the fast growing number of tech stocks being listed on the exchange
- ▶ It is set to attract at least 8 tech companies worth over US\$500 million which are planning to go public in 2019
- ▶ ASX currently has 236 tech companies listed on it, the most after Nasdaq and the HKEX. In 2015 and 2016, ASX attracted more new tech listings than Nasdaq
- ▶ The pool of superannuation assets in Australia is forecasted to grow faster than its national economy and by 2035 it is expected to be greater than US\$9 trillion

US tech companies listed on ASX



ONEMARKET™

M&A Deals



US Company Acquires Australian Company

Australian Company Acquires US Company

ORACLE
W/A/A

acquired

aconex

US\$1.1 billion



EQUINIX

acquired

metronode

US\$791.8 million

ATLASSIAN

acquired

Trello

US\$425.0 million

appen

acquired

figure eight

US\$300.0 million

CSC

acquired

uxc

US\$305.1 million

globalpayments

acquired

ezydebit

US\$268.0 million

speedcast

acquired

GLOBECOMM

US\$135.0 million



CATAPULT

acquired

XOS
DIGITAL

US\$80.0 million

Euronet
WORLDWIDE

acquired

pure commerce

US\$67.8 million

ACI UNIVERSAL
PAYMENTS.

acquired by

distra

US\$48.8 million



Cochlear

acquired

cycle

US\$79.3 million

WiseTech
GLOBAL

acquired

pierbridge

US\$59.4 million

Key Points on ASX Listing



For US companies, CHESS depositary interests (CDIs) are traded on the ASX. CDIs are ownership interests that are traded in the same way as shares, and holders are entitled to vote at general meetings and receive dividends.



Generally different classes of stock cannot be listed. Depending on the companies capital structure, it may need to convert preferred stock to common stock before listing. Super voting shares are generally not permitted.



An Australian prospectus is required for an IPO. Prospectus drafting is led by the companies' corporate advisers and legal counsel.



Following listing, US investors will be able to sell their CDIs on-market. This restriction does not apply to Australian and other non-US investors.



Generally, existing employee incentive grants can continue unchanged post-listing. Minor amendments to the plan itself may, however, be required pre-listing.



Audited (or reviewed) accounts for two to three-and-a-half years must be provided to the ASX (depending on the company). The accounts may be prepared in accordance with US GAAP rather than A-IFRS.



Minimum of 300 shareholders with a holding of A\$2,000 or above (affiliates and locked-up shares excluded). At least 20% of the companies' shares must be held by non-affiliates and not subject to a lock-up.



Company must satisfy either minimum A\$1 million aggregate profit over the three years pre-listing and A\$500K consolidated profit over the 12 months pre-listing; or require minimum NTA of A\$4 million or a market capitalisation of A\$15 million.

Bio



Gaurav Bhasin

Founder and Managing Director
Allied Advisers

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- ▶ Gaurav started Allied Advisers to serve entrepreneurs and investors of emerging growth companies. He most recently led Sale of PuzzleSocial to Zynga (gaming), Sale of CirclePix to InsideRe (SaaS) and \$30M Raise for Medsphere (SaaS), Sale of AI computing company Parity to RELX | Elsevier
- ▶ Partner includes a former Deutsche Bank / Piper Jaffray banker with 20+ years of experience
- ▶ Gaurav began his career as an engineer and management professional before moving to Investment Banking. He has closed more than 40 transactions (M&A, Financings including structured debt and PE / VC raises, Recapitalization, Strategic Alliances and Divestitures, IPO, Follow-On) representing both public and private sellers, buyers and strategic partners in a broad range of technology industries and sectors, including Internet (incl. gaming, e-commerce), Software (incl. Application Software, Infrastructure Software, Vertical SaaS including Health Care IT and Real Estate Marketing Software) and Hardware (Semis, Industrial tech incl. parking solutions). Gaurav has also closed transactions for emerging technologies companies in AR, IoT and AI
- ▶ Prior to starting Allied Advisers, Gaurav was a Managing Director at Capstone Headwaters and Pagemill Partners, a division of Duff & Phelps Securities. Previously, Gaurav worked as an investment banker at Bank of America Securities where he provided advisory services to technology companies on IPOs, follow-on offerings, M&A and debt-related transactions representing more than \$3.0 billion in aggregate value. Gaurav has successfully completed complex cross-border transactions in geographical regions worldwide including Canada, Europe, Israel and India. One of his cross-border transactions led ACQ to recognize the transaction as Cross-Border M&A Advisor of the year
- ▶ Gaurav holds an MS in engineering from UCLA where he graduated in the top 5% of his class and attended engineering school on a full research fellowship. He also got an MBA from the Anderson School of Management at UCLA while working full-time from where he graduated with Anderson Honors
- ▶ He is a Licensed Registered Representative (Series 7, 63 and 79) of the National Association of Securities Dealers. He grew up in India and is conversant in Bengali, Hindi, Punjabi and Urdu. He is also co-author of several published papers in scientific journals

Illustrative Cross-Border Expertise

metaio 

Has been acquired by




kooaba
IMAGE RECOGNITION

Has been acquired by

vuforia 
by Qualcomm

Comarco

Has sold WTS
business to

ascom

TVIPS

Has been acquired by

nevision

Parity
Computing

Has been acquired by



SENTRY
CONTROL SYSTEMS

Has been acquired by

SKIDATA
KUDELSKI GROUP

plus

Has been acquired by

HEICO

SK telecom

Buy-side advisory

sezmi

NOLIO

Has been acquired by

ca
technologies

TOTANGO



Advisory on
in-bound interest

YOT
PO.

Buy-side advisory

POWER
REVIEWS

SOLACOM

Has sold ATC
business to

HARRIS