

	Since Inception			
	NAV (\$)	Quarter (%)	CAGR (%)	Cumulative (%)
Perennial Private to Public Opportunities Fund No.1*	2.116	-0.4	35.3	159.1

Performance Update

The Private to Public Opportunities Fund (PPP1) returned -0.4% (net of fees) for the quarter ending September 2022. Since inception, PPP1 has delivered +159.1% (net of fees). This PPP1 performance includes the three distributions made to date, including 20.8c paid out last July.

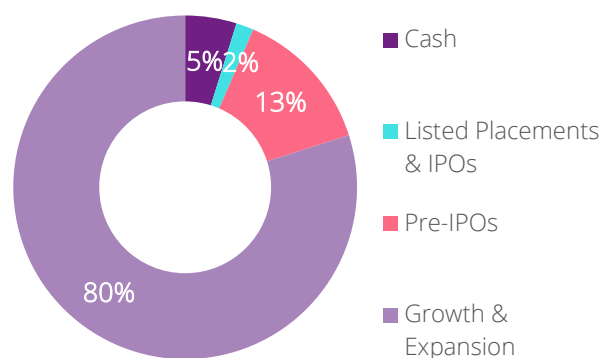
During the quarter, there were a number of offsetting transactions which provided a near-flat overall outcome. PPP1 made a follow-on equity investment in private medical device business Planet Innovation, which was an existing position in the fund. In the case of another private investment, we agreed terms for a follow-on investment via a convertible note with attractive terms. As part of this transaction, we marked down our existing equity position to be in-line with the valuation cap on the new note.

Private M&A activity has also increased in PPP1 with the demerger of fintech Moneytech into two separate businesses resulting in an overall valuation uplift. In addition, Sonder successfully raised \$35m at a higher price than our prior holding value.

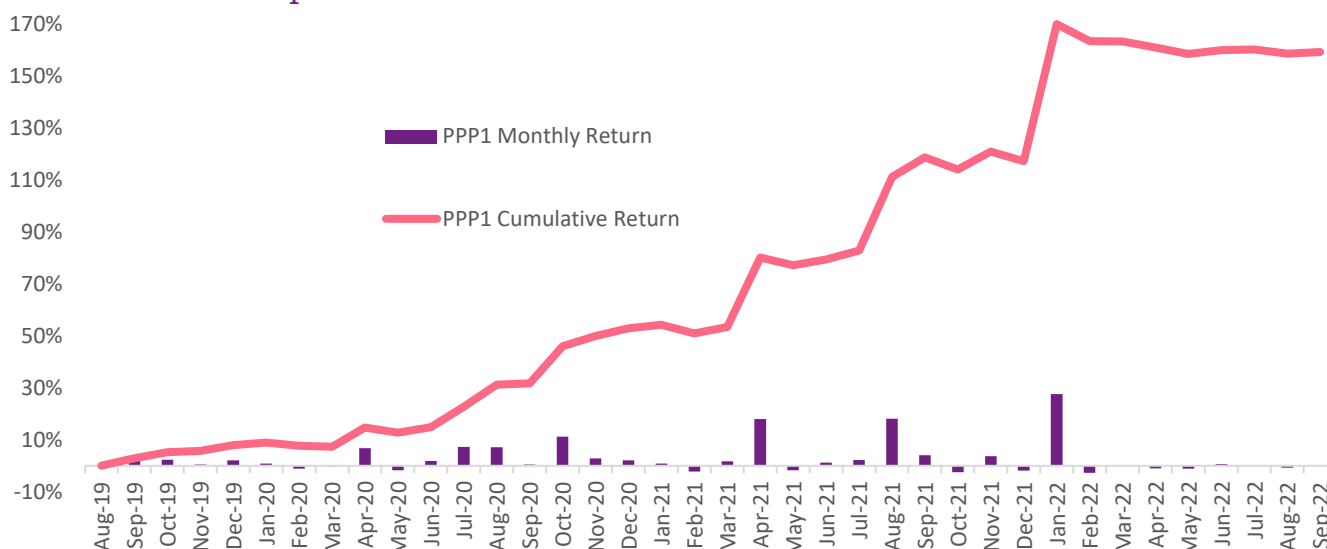
With PPP1 now in the last two years of its life, our focus has shifted to exiting the remaining private positions within the fund. To this end, we have begun to fast-track M&A options for companies where an IPO now looks less likely due to equity market conditions. The exposure to listed equities within PPP1 has been intentionally reduced since the start of 2022 (and currently sits at ~2%), and this has assisted the performance of the fund relative to listed equity markets. The flip-side to the recent equity market volatility is more attractive valuations & deal structures in the IPO market, and we will continue to assess this deal flow as it arises.

* Return calculations include the 3 distributions paid in July 2020, 2021, 2022. CAGR is compound annual growth rate.

Current Fund Allocation



Return Since Inception¹ Net of Fees (%)



¹ Inception date for PPP1 is 19 August 2019. Performance shown is net of fees. It does not take into account any taxes payable by an investor. Past performance is not a reliable indicator of future performance.

Company Snapshot – Sonder

Sector	Investment Stage	Brief Description
HR Tech	Unlisted Expansion & Growth	Health & Safety Platform for Enterprise

Founded in 2017 in Sydney, Sonder is a technology-centric health, safety and wellbeing platform which is the single entry point of care for employers and students across both physical and mental health. Sonder provides tech-enabled care which leads to earlier intervention when personal safety issues arise. Its holistic wellbeing model was ranked the Best Innovation in the Technology Sector by AFR Boss Magazine in 2021 and is also accredited by the Australian Council on Healthcare Standards (ACHS).

Originally a safety platform with a unique first responder network targeted at universities and international students, Sonder announced a \$35m Series B raise in September 2022 with strong support from new institutional investors (see [here](#) for more details). The new capital will enable Sonder to scale its platform for offshore markets and to tailor its product for domestic SMEs. The transaction pricing delivered a strong uplift to our prior holding value.

We made our original investment in Sonder for the following reasons:

- ✓ The founders Craig Cowdrey, Chris Marr and Peter Burnheim all have military backgrounds and have demonstrated strong execution capabilities in scaling up the business.
- ✓ Sonder's platform is differentiated through its 24/7 first responder network which creates a significant moat against other corporate wellbeing and health apps / platforms on the market.
- ✓ Sonder's solution improves wellbeing and assists with early intervention to more serious issues which will only improve employee productivity and student health overall.
- ✓ Sonder has demonstrated strong user growth and consistently high gross margins. The founders have successfully pivoted the business through COVID from not only supporting universities and international students to engaging with large corporates and their employees. Sonder now supports ~500,000 employees in ANZ.
- ✓ Sonder has a blue-chip client base across corporate, government, education and social services including: Woolworths, Allianz, PwC, Toll, NSW Government, University of Sydney, University of Queensland and Gidget Foundation Australia.



Other Operational Updates

Moneytech

Moneytech is a long-standing financial services business based in Sydney which offers working capital finance and payment services for SMEs. Following a strategic review, the business decided to demerge its loan book from its payments division in August 2022. This will allow each entity to better pursue their individual growth plans and separate liquidity events. The independent valuation from the de-merger process resulted in an uplift in our prior holding levels in PPP1.

Planet Innovation

During the quarter, PPP1 made a follow-on equity investment in private medical device business Planet Innovation, which was an existing position in the fund. This raising was to fund further growth in the business as its multinational customers look to increasingly on-shore their production facilities given recent supply chain issues. Planet Innovation also completed an acquisition in the US to further consolidate its market position. The follow-on raising was undertaken at attractive terms.

Thank you again for your continued interest in PPP1.

Yours sincerely,
The Perennial Private Investments Team



L to R: Brendan Lyons, Ryan Sohn, Karen Chan, Andrew Smith, James McQueen

Contact us



Level 27, 88 Phillip Street
Sydney NSW 2000



1300 133 451



invest@perennial.net.au



www.perennial.net.au

Signatory of:



Issued by Perennial Partners Limited (ABN 90 612 829 160) (**Perennial**) as a Corporate Authorised Representative (No. 1293138) of the Investment Manager Perennial Value Management Limited (ABN 22 090 879 904, AFSL No.247293). Trustee: Perennial Investment Management Limited (ABN 13 108 747 637, AFSL No.275101).

This document is provided for information purposes only. Accordingly, reliance should not be placed on this promotional statement as the basis for making an investment, financial or other decision. This document does not take into account your investment objectives, particular needs or financial situation and is not intended to constitute advertising or advice of any kind and you should not construe the contents of promotional statement as legal, tax, investment or other advice. This document does not constitute an offer or inducement to engage in an investment activity nor does it form part of any offer documentation, offer or invitation to purchase, sell or subscribe for interests in any type of investment product or service. While every effort has been made to ensure the information in this email is accurate its accuracy, reliability or completeness is not guaranteed. Past performance is not a reliable indicator of future performance. Gross performance does not include any applicable management fees or expenses. Net performance is based on redemption price for the period and assumes that all distributions are reinvested. Fees indicated reflect the maximum applicable. The information memorandum can be found on Perennial's website www.perennial.net.au. Investments in the Fund are now closed. No further applications will be accepted. Use of the information on our websites is governed by Australian law and is subject to the terms of use. No distribution of this material will be made in any jurisdiction where such distribution is not authorised or is unlawful.