

\$1.048
NAV per unit

0.1%
3 month performance
(net of fees)

4.8%
Since inception¹
(net of fees)

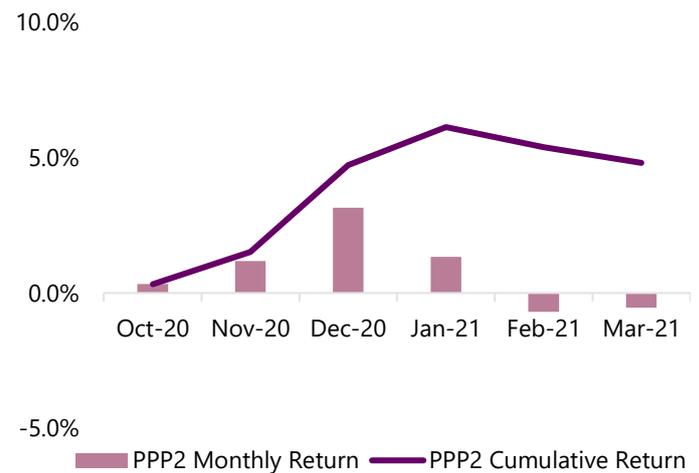
Performance Update

- The Private to Public Opportunities Fund No.2 (the Fund or PPP2) was up 0.1% for the quarter ending March 2021. Since inception, the Fund has returned 4.8% (net of fees), while still in its deployment period.
- The March quarter is typically seasonally slower in terms of ASX issuance. However, the Fund benefited from participating in the Betmakers (BET.ASX) placement which has since doubled. However, this was offset by the share price performance of Doctor Care Anywhere (DOC.ASX) which has declined following a strong IPO in the December 2020 quarter.
- Pleasingly, the Fund was able to finalise a further 6 pre-IPO investments and 3 unlisted growth & expansion investments during the period.
- Given the strong pipeline of opportunities assessed by the Perennial team, we expect PPP2 to be fully deployed in all three investment buckets in the upcoming quarter. We are in the final stages of completing a further 4 pre-IPO investments and 2 unlisted growth & expansion opportunities this month.

Quarterly Review

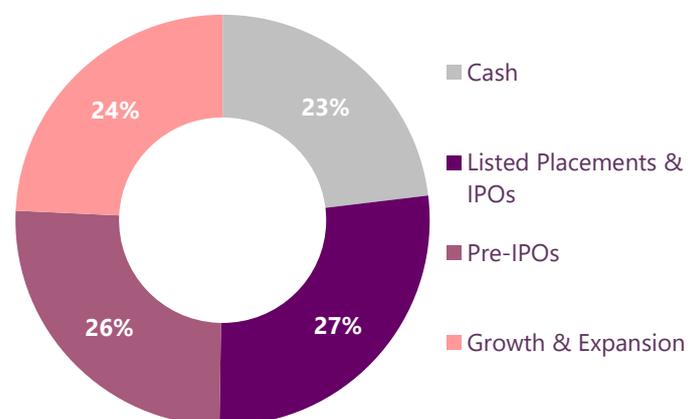
- The March quarter was an extremely productive period for the Fund as we managed to finalise numerous investments which we had been working on for many months. See the Investment Highlights section for a detailed overview of recent investments in Spire Global, Locata and Ento.
- Given the large and growing pipeline of private company opportunities, we have been highly selective in the businesses we have invested into for the Fund.
- Despite public and (some) private valuations nearing all time highs, we have and will continue to maintain our valuation discipline in terms of our investments.

Returns Since Inception¹ Net of Fees (%)



¹ Inception date for the Fund is 20 October 2020. Performance shown is net of fees, but is not adjusted for any taxes payable by investors. Past performance is not a reliable indicator of future performance.

Current Allocation



Investment Activity – Selected Highlights

Spire

SECTOR	INVESTMENT STAGE	BRIEF DESCRIPTION
Satellite Technology	Pre-IPO	Nanosatellite data network



Spire is a pre-IPO investment in the Fund. The business is a US-based data and predictive analytics company which uses proprietary satellite data and inhouse algorithms to provide maritime, aviation and weather-tracking information. Unlike other satellite data companies, Spire has already launched close to 100 satellites with over 30 ground stations across 17 countries.

Spire exhibits outstanding SaaS-type unit economics with the following highlights for 2020:

- ✓ Annual recurring revenue (ARR) growth: +100% yoy
- ✓ Customer acquisition cost (CAC) payback: 7 months
- ✓ Customer lifetime value (LTV) / CaC: 6.5x
- ✓ Annual renewal rates: 98%
- ✓ Upsell rates: +25%

The above highlights Spire's ability to win new customers with a quick payback period, retain these customers, and then upsell to them.

Since our investment into Spire, the company has completed a PIPE (private investment in public equity) raising of US\$245m funded by investors such as Tiger Global and Blackrock, in advance of a proposed SPAC (special purpose acquisition company) listing on the NASDAQ that values Spire at US\$1.6bn. See news link [Here](#)

The Fund still holds its Spire investment at cost as the proposed transaction is subject to a vote by both companies scheduled for mid year. Once the vote is finalised, we will look to revalue our existing holding upwards. The PIPE transaction and SPAC provides the company with a large cash buffer and significant capital to continue to grow and pursue inorganic opportunities.

We acknowledge the current SPAC frenzy in the US market and the potential bubble it is causing. However, we do believe that Spire is a very high-quality business with sufficient size and scale that will enable the underlying business to continue to perform despite any change in sentiment.



Investment Activity – Selected Highlights

Locata

SECTOR	INVESTMENT STAGE	BRIEF DESCRIPTION
Location Technology	Unlisted Growth	Precise positioning technology

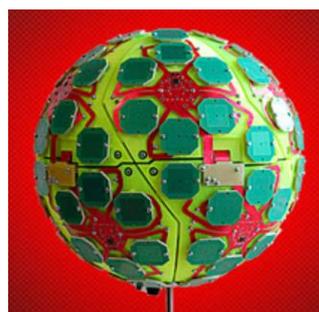


Established in 1997, Locata is a Canberra-based technical device company that has invented new radio-positioning technology. Locata's devices provide precise positioning and location data in environments where GPS is either marginal or non-existent - eg. high precision industrial applications, dense urban areas, indoor environments and in military facilities. Locata's new technology is rapidly being adopted by many companies developing fully-autonomous machines which need accurate positioning in critical new industrial applications such as mining trucks, port machines, aircraft and forklifts where with centimetre level accuracy is required. The demand for this product is evident from the growing roster of blue-chip global companies now using or licensing Locata's technology.

Since inception, Locata has been granted over 170 fundamental patents, many of which are core enabling technology in a field Locata has single-handedly pioneered from scratch. We have been aware of and known the business for many years, and are excited to be an investor for the following key reasons:

- ✓ The founders, Nunzio Gambale and David Small, are immensely passionate and motivated, with highly complementary skills. Nunzio is the CEO and focused on scaling and commercialization, whilst David is the President of Innovation, the inventor behind most of the new patents, and remains focused on product innovation.
- ✓ The business has an exceptional culture with a true sense of purpose. As such, the ability to attract and retain highly talented staff is among the best we have seen.
- ✓ Locata has unique IP that is patent protected and has applications in many markets including: mining, ports, aviation, military and automotive.

- ✓ Locata's technology is already proven in multiple markets. The company has existing contracts with the US Air Force, [NASA](#), [Newmont Mining](#), numerous container ports around the world (including at the Port of Auckland – refer to this extremely informative video: <https://bit.ly/2IOLFWa>), aviation, unmanned aviation vehicles (UAVs) and many more.
- ✓ Once Locata's technology is embedded at a site (such as a mine, port, airfield etc.), it will form a key part of the workflow and operations.
- ✓ We believe there are strong tailwinds in automation and the need for highly accurate, precise location technology goes to the core of this rollout.



See links below to some news articles regarding Locata's technology and commercial contracts:

- Autonomous car development in the USA: [Here](#) (all-autonomous vehicle control shown in the video after position 3:07 minutes is "Locata-powered").
- US Air Force approved article: [Here](#) (details a massive LocataNet covering 6,500 sq. km used by the USAF at the White Sands Missile range in New Mexico USA).

Investment Activity – Selected Highlights

Ento

SECTOR	INVESTMENT STAGE	BRIEF DESCRIPTION
Workforce Software	Unlisted Growth	Workforce management software



ENTO

Established in 2009, Ento is a modern day workforce management software to help small and medium-sized businesses (SMBs) and enterprises manage rostering, leave, attendance and communication within their workforce. Ento's products are a cloud-based SaaS platform which enables businesses to improve their workflow, reduce costs and eliminate manual processes. Ento's products are clearly differentiated from incumbent providers with their focus on AI and automation and an intuitive user interface (UI) and user experience (UX).

We invested in Ento for the following reasons:

- ✓ The management team led by the founder Aulay McAulay are exceptionally passionate and product driven. Importantly, the management team is heavily invested in the success of the business through their significant shareholding.
- ✓ Ento is a product-led business that has established excellent market fit. The product is suited to the SMB and Enterprise market as evidenced by over 1,500 customers in Australia and New Zealand.

- ✓ We believe Ento will continue to grow in Australia, however the capital provided will enable them to begin an offshore expansion.
- ✓ Ento has excellent SaaS metrics with high gross margins, low churn, high lifetime value to customer acquisition cost ratio (LTV:CAC) and a fast payback period.

Overall, we believe that Ento is well placed to continue to expand in both the Australasian market and start an offshore expansion. The business has been undercapitalised from a commercial / sales perspective. Given the excellent unit economics that Ento exhibits, they will be able to accelerate the growth with the capital provided.



Other Operational Updates

Microba

- Microba has announced a partnership with Unilever, in which Microba will provide data to Unilever for a research study which is exploring the links between sleep and the human gut microbiome. This is great validation for the data that Microba has been able to collect. See news link [Here](#).
- The company has also appointed Mark Capone to its board. Mark has over 35 years experience in the life science sector and was most recently president and CEO of Myrad Genetics (a NASDAQ listed company with over US\$800m in revenue). See news link [Here](#).

Animoca Brands

- The Fund was able to buy a stake in Animoca via a secondary share sale early in the quarter.
- There is currently significant interest from new potential investors in Animoca given its world-leading position in non-fungible tokens (NFTs) in the gaming environment – we look forward to updating readers on this next quarter once final valuations for a new funding round have been determined.

Thank you again for your continuing interest in the Fund.

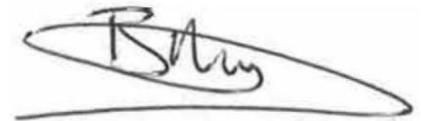
Yours sincerely,



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