

	NAV (\$)	Quarter (%)	Since Inception net of fees (%)
Perennial Private to Public Opportunities Fund No.3	1.042	3.1	4.2

## Performance Update

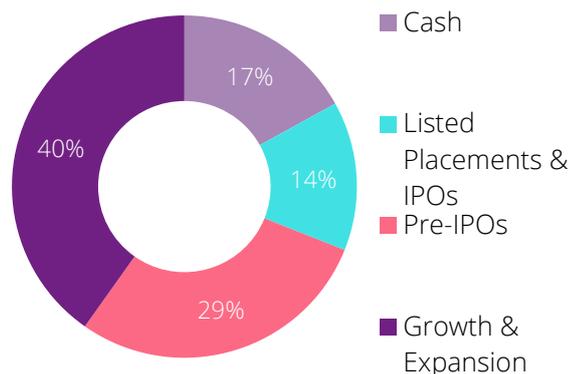
The Private to Public Opportunities Fund No.3 (PPP3) returned 3.1% (net of fees) for the quarter ending December 2021. Since inception in August 2021, PPP3 has returned 4.2% (net of fees).

We are pleased with the early performance of PPP3 and are excited with the prospects for its early investments. Activity during the December 2021 quarter included:

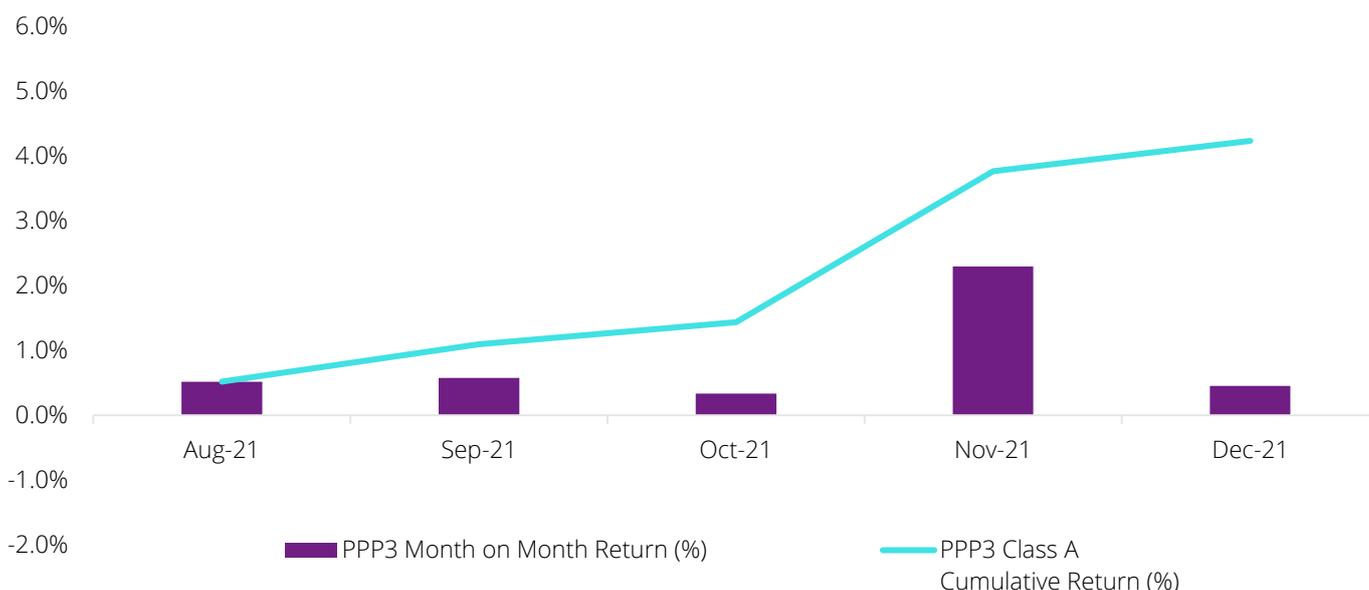
- The Fund participated in 4 listed placements
- The Fund participated in 2 IPOs
- The Fund added 4 new pre-IPO positions
- The Fund added 4 new unlisted expansion and growth positions

We continue to see an excellent pipeline of private company opportunities, and are actively working on closing a number of additional investments this quarter.

## Current Fund Allocation



## Return Since Inception<sup>1</sup> Net of Fees (%)



<sup>1</sup> Inception date for PPP3 is 18 August 2021. 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 – Demyst

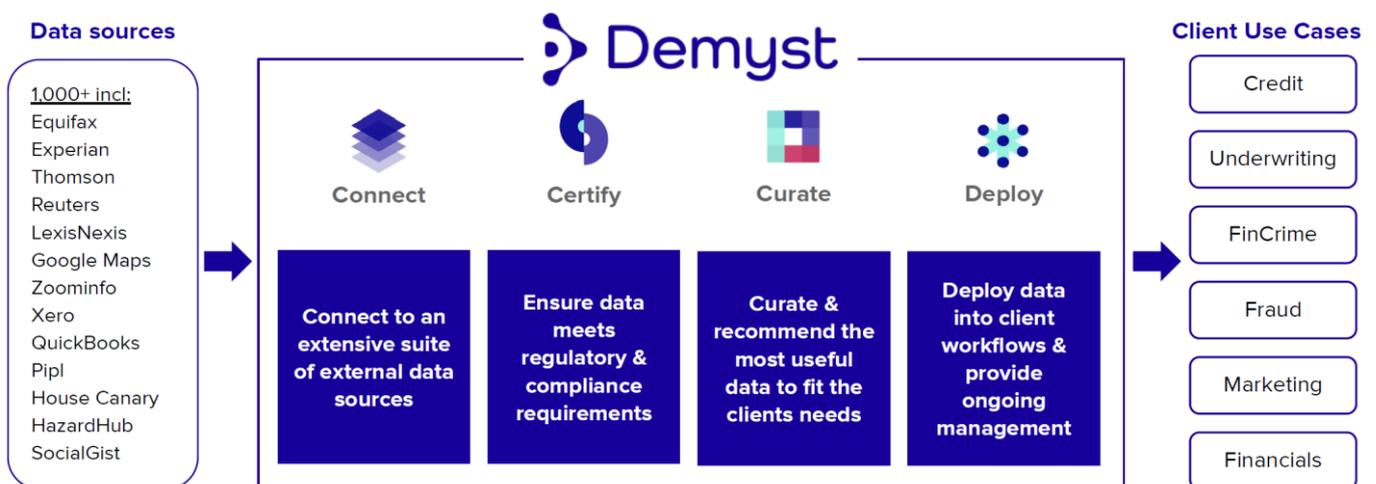
Sector	Investment Stage	Brief Description
Big Data / SaaS	Pre-IPO	External data solution and insights using a SaaS platform

Demyst was one of the Fund's first pre-IPO positions in the form of a convertible note. Founded in 2013 in Sydney by Mark Hookey, Demyst concentrates on delivering external data solutions through an enterprise SaaS platform for large corporates.

We believe the need for data consumption & analytics is only accelerating globally. However, corporates are now inundated with a number of external data providers which can be expensive and cumbersome to consolidate. Since inception, Demyst has built thousands of data connectors to external providers which is a core competitive advantage. This enables them to provide their corporate customers with a 'one stop solution' for all their independent data providers.

Demyst has experienced excellent top line growth with a compound annual revenue growth rate (CAGR) of over 70% since 2018 from a truly global customer base. The company has operations and customers in Australia, Asia, EMEA and North America. At present, most of Demyst's customers are in the financial sector including HSBC, Klarna and Westpac. However their enterprise software is applicable for multiple industries and customer types.

The diagram below demonstrates the Demyst platform:



We invested in Demyst for the following key reasons:

- ✓ The company has an excellent financial profile with strong top line growth, expanding gross margins and strong unit economics, highlighted by a net revenue retention of >100%. We were also attracted by the fact the company was able to get to cash flow breakeven whilst still investing heavily for growth.
- ✓ There are strong industry tailwinds driven by regulatory changes and the increasing reliance on data by their corporate clients.
- ✓ The business is already global and will continue to grow in each geography.
- ✓ Founder Mark Hookey and the team have demonstrated the ability to constantly innovate. We believe their new Deploy module has huge upside and will enable the company to continue to upsell to its existing customer base.
- ✓ Demyst is on track to list in 1H CY22.

## Company Snapshot – Superhero

Sector	Investment Stage	Brief Description
FinTech	Pre-IPO	Share trading and superannuation platform

Superhero is a convertible note investment in a number of Perennial funds including PPP3. Perennial led an investment round in March 2021, and then followed with a top-up investment in October 2021.

Founded in Sydney in 2018 by John Winters (CEO) and Wayne Baskin (CTO), Superhero is an online investment platform focussed on equity trading & administration for Australian and US shares. The platform was launched in September 2020 after 2.5 years of IT development and regulatory approvals.

We made our investments in Superhero for the following reasons:

- The two founders are strongly aligned and committed to the business with significant equity holdings. They possess highly relevant but differentiated experience and skillsets. John Winters' background is in stockbroking & wealth management, while Wayne Baskin brings technology and B2C interface skills from his prior role as Deputy CEO / CTO of Booktopia. We have known the founders prior to Superhero, and have watched the business as it has developed and delivered over the last 2 years.
- Superhero has built its own proprietary and unique wealth trading & administration platform with a novel trade processing mechanism. This has resulted in a 'next-gen' product which is fast, low-cost, user-centric and highly scalable, with its own regulated custody capability. The IT build and regulatory approvals to get to this point have been significant.
- Since launch, Superhero has exhibited very strong customer and revenue growth. From a standing start 18mths ago, it has opened well over 100k broking accounts to date. In addition, the business has diversified by product and geography. During CY21, Superhero expanded its client account types and added share trading in new markets. In addition, the launch of a retail superannuation product has enabled the business to increasingly move from a transactional basis to a recurring revenue model.
- Due to its purpose-built and automated technology platform, Superhero exhibits strong unit economics and high gross margins. As a result, the business will deliver strong operating leverage as it scales over the next few years.
- The domestic market was overdue for a new challenger brand, offering a low-cost and more efficient user experience driven by the latest technology available. Superhero's marketing strategy has been differentiated & effective, with the business carving out an increasingly strong position in the industry. By attracting first-time investors, Superhero has also effectively increased the size of its own target market.
- Superhero has entered a number of key partnerships with household names such as Qantas and the AFL.
- The business is on track to IPO on the ASX during CY22.

Overall, we are strong supporters of Superhero given its combination of experienced founders, unique technology platform, customer-first mindset, effective brand positioning, rapid customer growth, and attractive financial metrics.

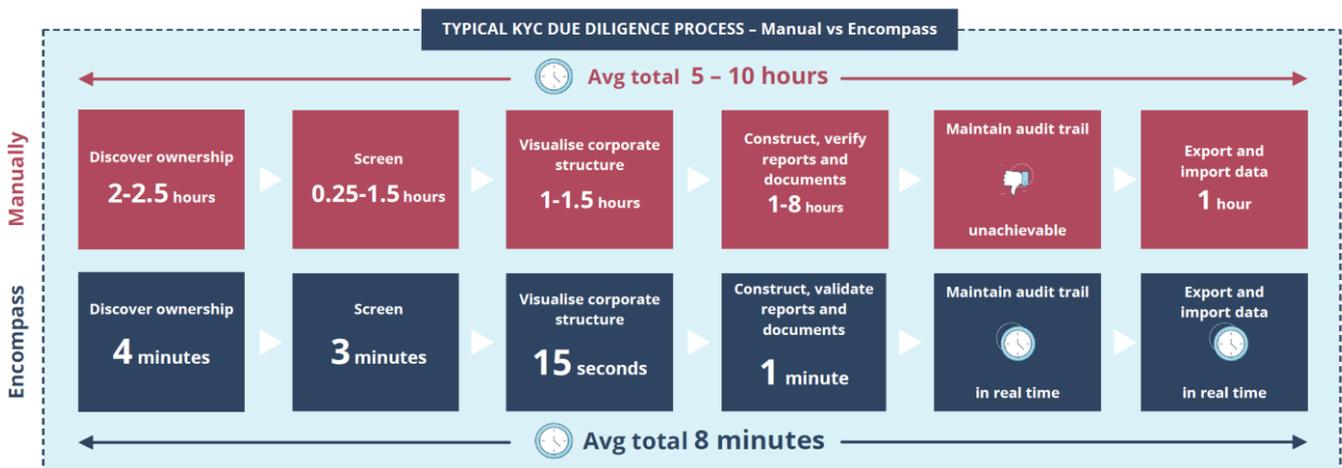
## Company Snapshot – Encompass

Sector	Investment Stage	Brief Description
RegTech / SaaS	Unlisted Expansion and Growth	Automated corporate KYC platform

Founded in 2015 in Sydney by Roger Carson and Wayne Johnson, Encompass is the global leader for automated corporate Know Your Client (KYC) due diligence. We were introduced to Encompass in early 2021, and after conducting our due diligence, we led the most recent round of growth capital for the company.

Encompass is focused on automating corporate KYC due diligence for corporate customers, and in particular multinational financial institutions. At present, corporate KYC is still a manual process that can take anywhere from hours to days to complete. The Encompass platform can complete the process in circa 8 minutes while maintaining a full audit trail. This means the cost saving for the organisation can be over 90%, and the resulting KYC analysis is often also more thorough as well.

There are strong industry and regulatory tailwinds that should support the continued growth of Encompass. The most noticeable of these is the need for ‘dynamic KYC’ rather than static data.



Given the strength of the product, Encompass has been very successful in selling its software to large financial institutions including: HSBC, Barclays, Deutsche Bank, NAB, Morgan Stanley and Santander. Since inception, the company has grown revenue at over 70% per annum under a SaaS business model. Importantly, Encompass exhibits excellent unit economics highlighted by its net revenue retention of over 130%.

We invested in Encompass for the following key reasons:

- ✓ The management team led by founders Roger Carson and Wayne Johnson is very strong and have highly complementary skillsets. Wayne has a history in technical development, whilst Roger has an enterprise sales background. Both are proven entrepreneurs having sold their previous businesses.
- ✓ The regulatory & compliance tailwinds are increasingly in favour of Encompass. Financial Institutions are consistently needing to ensure their KYC is dynamic and up-to-date.
- ✓ Encompass has proven its ability to sell its products to some of the world's largest financial institutions. We believe they are at inflection point in their expansion into the US market, having already successfully expanded into the UK & Europe.
- ✓ Encompass has excellent unit economics, and we believe the company will continue to expand its revenue from its existing install base on top of new customer growth.

## Other Operational Updates

### Crimson

Edtech business Crimson completed a small strategic capital raise at a 68% premium to our entry price. The business has continued to perform very strongly since our investment. Crimson Global Academy, which is the new digital high school division, was over 120% ahead of expectations in Q1 FY22.

### Lumi

SME lender Lumi has continued to see significant growth in its loan book as the economy re-opens. It was recently ranked the 23rd fastest growing Australian start up over the last three years by the AFR.

Thank you again for your continuing interest in PPP3.

Yours sincerely

The Perennial Private Investments Team



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