

Key Investor Statistics

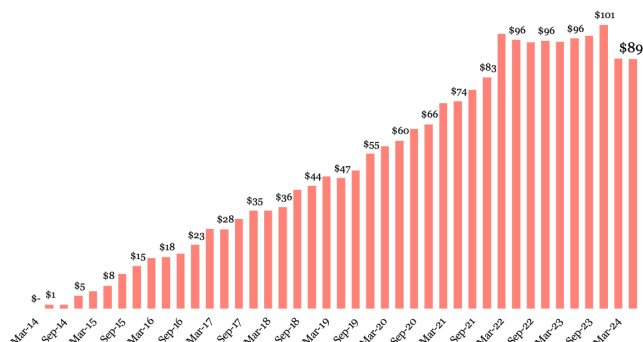
Asset Value	Investor Net Asset Value	Shares Issued	Annualised Share Price Return	Annualised Gross IRR**	TVPI	Portfolio Size
\$89.0m \$30.04 per Share	\$87.3m \$29.46 per Share	2,964,352	12% Since inception for original investors	14% 3% last 12-months	1.8x Gross uplift from investments	17 Active portfolio companies

*The Investor Net Asset Value (iNAV) is the Asset Value minus any performance fee and any accounts payable

**The annualised return from all portfolio investments. Includes reinvestment from exits and dividend proceeds and excludes management fees and expenses.

Asset Value

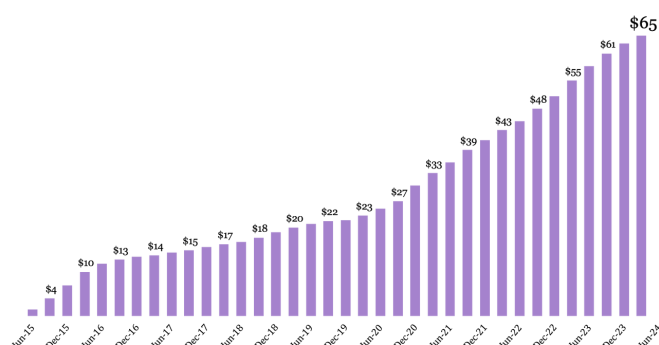
(\$ million, includes receivables & prepayments)



Last-Twelve-Months'

Equity-Weighted Revenue

(Active Portfolio Companies, \$ million)



Manager's Commentary

With this, our third NAV report, we are getting closer to routine delivery shortly after the end of each month. Our next report, as at the end of June, will be a good test as our quarterly valuations are slightly more involved than the monthly ones. In monthly valuations, we report on the one or two companies scheduled for an annual valuation, and also test for major events at other companies. In quarterly valuations, we also check market multiples and revenue changes versus thresholds since the previous valuation.

Many thanks to those providing thoughts about this new reporting format and cadence. We greatly appreciate your feedback and, as always, welcome you to get in touch with your views.




We were delighted to attend the 2024 NZ Hi-Tech Awards in Auckland on 24 May and host several of our esteemed portfolio companies, along with friends from the broader tech ecosystem.



The Hi-Tech Awards are the preeminent celebration of the success of NZ's tech sector. We've been a sponsor of the awards for a few years now, sponsoring one of the top three 'Company of the Year' awards - the 'Punakaiki Fund Start-up Company of the Year'.

About Punakaiki Fund

Punakaiki Fund (PFL) is a venture capital investment company with total assets of \$89 million as at the end of May 2024. Punakaiki Fund is managed by 2040 Ventures Limited. PFL raises funds to make long-term investments into high-growth, revenue-generating New Zealand-based technology companies.

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The evening celebrates companies and individuals that are on the way up, as well as those that have earned and solidified their success.

So just how predictive of success is winning a NZ Hi-Tech Award?

We looked through previous Hi-Tech Awards winners across the 'Start-up', 'Emerging' and 'Company of the Year' categories.

Start-up of the Year:

Our sponsored category targets companies with annual revenues of \$0-2 million, reflecting very early-stage ventures.

Overall, the 'Start-up of the Year' category is not very predictive but there are some real gems in there. Some companies did extraordinarily well after they won. Others did not.

Companies at this stage still need to do a lot of work (funding, time and luck helps) to make it. Ongoing success beyond this stage is not inevitable, but smart founders and investors will see success.

Punakaiki Fund has invested in three winners in this category:

- Whip Around, which went on to win the next category up and is doing very well in the USA
- Raygun, serving a global market from Wellington and with revenue squarely in the next category, and
- Moxion, which exited to Autodesk in 2021 shortly after our investment that year.

Investing at this stage is early-stage venture capital - returns can be very high, but so are failure rates.

Emerging Company of the Year:

The 'ASX Emerging Company of the Year' category, for companies with revenues between \$2 million and \$15 million, is significantly more predictive of future success.

Punakaiki Fund's investments in this category include:

- Vend (exited to Lightspeed)
- Timely (exited to Evercommerce)
- Whip Around

These companies have continued their successful trajectories, with Vend and Timely achieving exits worth over \$650 million combined. Investing at this stage is considered growth venture capital, where more moderate returns are expected but with lower failure rates.

Hi-Tech Company of the Year

The 'PwC New Zealand Hi-Tech Company of the Year' category has a strong track record of predicting ongoing success.

Historically, winners in this category have often continued to excel. Notable past winners include Serko Ltd, Xero, Vista, Volpara Health, and Fisher & Paykel Healthcare. These companies have delivered strong performance for sharemarket investors and later-stage funds. While there are no guarantees, the historical success of these companies provides valuable insights for investors.

Our congratulations to all the 2024 Hi-Tech finalists and winners, including Starboard Marine Intelligence, who deservedly took home the 2024 Punakaiki Fund Start-up Company of the Year Award.

A special mention also to NovoLabs, which is part of the Climate Venture Capital Fund's portfolio (our sister fund), and received three awards on the night, including:

- Most Innovative Deep Tech Solution
- Most Innovative Hi-Tech Hardware Product
- Most Innovative Hi-Tech Solution for a More Sustainable Future



NovoLabs Mark Kiely (L) & Andy Shilton (R)

Share Trading

Our most recent share trading round closed on 31 May 2024. 5,835 Shares were traded at a clearing price of \$20 per Share. The volume was exceptionally low, with just under \$117,000 of value trading.

Wholesale Offer

Our wholesale offer has since resumed on Catalist priced at \$28.50 per Share.

Lance Wiggs

Punakaiki Fund Limited

Portfolio Highlights

Movement in NAV

The portfolio value rose slightly following an upwards revaluation of Quantifi Photonics and a slight downwards valuation of a company that sits outside the top 10.



Projectworks continues to perform strongly with May 2024 being their best month ever for ARR and new customers. They are recruiting and attracting top talent in both Australasia and the US and have secured a new lease on a Wellington central property to hold their expanding team.



Get Home Safe's steady growth continues including a new multi-year deal with the Department of Conservation and a number of other promising deals in the pipeline.



In late April, PFL received the final escrow payment relating to the portfolio companies that were sold in 2021. This payment of \$116,097, relating to the sale of Vend, followed the final \$419,873 payment received in December 2023 relating to the sale of Moxion.






In total, PFL has received total sale proceeds of \$20.9 million from the sale of these three companies and can record the final gross IRR for each company of 25% (Vend), 33% (Timely) and 3,588% (Moxion).

MOBI

MOBI finalised their merger with HungryHungry on 31 May 2024. Punakaiki Fund now has a 15% shareholding in the new combined entity, HHMGlobal Group Pty Ltd. Our economic interest is lower as we hold some ordinary shares in trust on behalf of the exited MOBI founders.

The new entity's CEO, Shannon Hautot, has since visited the Wellington office to formally welcome MOBI's staff to the new entity and begin progressing plans for the company's expansion efforts.

Portfolio Net Asset Value - 31 May 2024

	Company	Company description	Shareholding	ROI	Last Valuation	Next Valuation	Holding Value	
SUBSTANTIAL \$20m+	 devoli	Wholesale internet service provider powering Contact Energy & Nova	53.9%	3.5x	Mar-24	▼	Mar-25	\$26.7m TTM Revenue \$114m
	O N C E · I T	New Zealand discount ecommerce site for fashion, furniture and more	25.6%	5.9x	Dec-23	▲	Aug-24	
EMERGING \$5-\$20m	 projectworks	Software to run small technical and management consultancies	12.7%	3.5x	Feb-24	▲	Jan-25	\$25.2m TTM Revenue \$47m
	 QUANTIFI PHOTONICS™	Optical photonics test & measurement equipment & software	16.5%	1.0x	May-24	▲	May-25	
	MOBI	On and off-premises hospitality digital ordering and engagement platform	19.6%*	0.7x	Sep-23	▼	Jul-24	
	CONQA	Quality assurance and productivity software for the construction sector	20.5%	1.0x	Dec-23	▼	Sep-24	
	 whiparound	Digital fleet maintenance solution serving USA trucking market	3.0%	0.9x	Feb-24	▼	Feb-25	
SUSTAINABLE \$1-\$5M	 COUCHDROP	Software for moving vast amounts of data between platforms	21.8%	3.3x	Dec-23	▲	Aug-24	\$27.0m TTM Revenue \$10m
	REDSEED®	Coach-led off-the-shelf and customised learning for frontline staff	48.1%	7.9x	Feb-24	▼	Oct-24	
	orah	Student engagement and wellbeing software used by elite schools	28.9%	4.6x	Feb-24	►	Feb-25	
ASSET VALUE	Total Holding Value for top 10 investments							\$78.9m
	Holding Value for other active investments				May-24	▼	\$6.8m	
	Investments Held For Exit (Escrow cash & companies)							\$1.2m
	Cash (net)							\$1.9m
Portfolio Net Asset Value							\$88.8m	

Notes:


We perform or obtain an audited valuation for each investment at least once per year. All valuations are reviewed monthly and quarterly, checking for major changes in company and market performance, as well as other valuation inputs.

Portfolio Net Asset Value is the value of the portfolio plus cash adjusted for net working capital, excluding any impact of performance fee liabilities.



*MOBI shareholding is pre-merger with HungryHungry (completed mid-May 2024).

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