



Capital Raising Services

Bridging the Gap – Connecting
Investee Companies and Investors

EXPERTISE – EXPERIENCE – CONTACTS – CREDIBILITY



Bridging the Gap – Investment Facilitation Specialists

Capital Raising can be a lengthy, expensive and inefficient process, for both the companies seeking the investment, as well as for potential investors. For companies in their growth phase, it can lead to frustration, and divert attention from the business and operational necessities. On the other hand, investors face their own challenges in finding attractive investments.

Our objective is to help our clients to achieve their Capital Raising goals in the most time and cost-effective manner, and to present investors with the most rewarding opportunities.

BRIDGING THE GAP Investment Facilitation Specialists

At Ventures International we constantly engage with already successful, growing companies through our Asia Gateway Services, either directly, or through our international network of partners. This places us in a unique position to analyze, evaluate and subsequently shortlist only the best quality opportunities for our selected network of investment partners.

At the same time, our large pool of investment partners allows us to match each funding requirement with the appropriate investor, according to their preference of industry, the required investment size and geographic focus, which results in a much higher chance of achieving a successful investment.

The principals of Ventures International provide effective “hands on” facilitation of the entire investment process to facilitate open and effective information exchange between the parties, and to ensure that both sides are able to achieve a mutually satisfactory investment arrangement. The objective is always to achieve a situation where the Investors and Investee Companies are able to become business partners that complement each other in a way that will allow them to take their combined business interests through to a successful exit or liquidity event.



Investee Company Perspective

Investee Companies face the challenge of competing with many other investment opportunities for the attention of suitable Investors, who have specific interest in their type of business. Our objective is to place investment opportunities with selected investors that are the most likely to be receptive, based on their investment preferences. We are able to offer access to a constantly growing network of active Investors (primarily in Asia-Pacific, increasingly also in Europe, US and the Middle East). Investors include High Net Worth and Ultra High Net Worth Private Equity Investors, Private Banking clients, Investor Groups, Private Equity firms, Venture Capitalists, Fund Managers, as well as Institutional and Strategic Investors.

Benefits Of Using Ventures International For Capital Raising:

Our private placement approach to Capital Raising provides a number of benefits, which are ideal for highly customized solutions that can be extremely flexible to meet your financing objectives. The private placement market is a large, sophisticated market with a wide range of Investors, who are willing to structure unique funding arrangements that fit your specific business needs.

- High degree of flexibility in the quantum of Capital Raising (from smaller amounts up to >\$100M), with equity and/or debt arrangements
- Private Investors are typically more patient than Venture Capitalists, often seeking a 10 to 20% return on investments over a longer term of 5 to 10 years
- Much lower costs than approaching Venture Capitalists, or going public via the IPO process
- Far more expedient process for raising money than with Venture Capital markets
- Access to a broader spectrum of investors improves both the diversity of funding sources and the suitability of funding arrangements
- Direct negotiation between the Investee Company and the Investor (facilitated by Ventures International) permits highly tailored and flexible solutions that are mutually beneficial to both sides
- Pre-agreed success fees for Capital Raising (typically cash, or a combination of cash and equity, or retainer plus success fee)

Entrepreneurs for Entrepreneurs

Unlike most financial intermediary firms, the team at Ventures International consists of true entrepreneurs, who have successfully built and sold their businesses and have extensive experience of Capital Raising from the entrepreneurs' perspective. This experience allows us to genuinely understand Investee Company needs, and to speak the entrepreneur's language in a way that focuses on the practical issues of achieving successful business funding, rather than confusing the situation with financial jargon.

We are your entrepreneurial partners for finding the right investor, and to look after your interests in all aspects of the deal process. Our specialty is our focus on Capital Raising for growth companies from our investor network, leveraging our wide network of partnering intermediaries, and effective investment deal facilitation.

Value Proposition For Investee Companies

- Extensive Investor database and relationships through our network of business associates, alliances with other intermediary firms, as well as through previous transactions
- Investment Facilitation – introducing businesses requiring funding to potential investors and assisting in all aspects of the investment process
- Ability to raise capital at all levels
- Reasonable fee structure - Our Capital Raising services are carefully tailored to meet your exact requirements, and are typically based on a success fee approach



Investors face real challenges in finding attractive and rewarding investment opportunities with companies that have strong potential for future growth and profitable exits. Our objective is to present our investor network with pre-qualified, high-potential, quality investment opportunities to optimise the pre-investment due diligence process, and to increase the potential return on their investment. We work closely with our investors to fully understand their investment preferences and criteria, so that we are able to present only the opportunities that should be of specific interest to them

At Ventures International we draw on the extensive business experience of an international network of associates, most of whom have previously founded and developed their own businesses, or have managed and worked with early stage growth companies in various industries. Our entrepreneurial background enables us at an early stage to identify the potential challenges our clients might face, but at the same time to identify those businesses with strong growth potential, given the right level of funding. The combination of extensive business experience and entrepreneurial enthusiasm for innovative companies, together with a strong understanding of how Investors think, will bring you thoroughly pre-qualified and exciting opportunities for profitable investments.



Value Proposition For Investors

- Leveraging a wide network of international business contacts resulting in an extensive deal flow of investment opportunities
- Providing carefully screened, pre-qualified, quality investment opportunities to Investors
- Understanding of individual Investor focus, preferences and investment criteria
- Investment opportunities with early stage, as well as more developed growth businesses
- Highly attractive alternative investment opportunities other than property, stocks and mutual funds

STRATEGIC LOCATION – Singapore – Investment and Wealth Management Hub

Asia is currently seen as the “economic growth engine of the world” and has a rapidly increasing number of investors seeking quality investment opportunities. In particular, Singapore has emerged as the country with the highest concentration of millionaire investors (11% of households with in excess of US\$1M in investable assets – according to Boston Consulting Group). As a result, Singapore is also a major “wealth management hub” with all the world’s major private banks having set up their Asia-Pacific regional headquarters in Singapore.

With the high concentration of high net worth individuals, as well as investment banks and other financial institutions in Singapore, we are able to leverage our Asian connectivity, insights and relationships to provide you with the best services for your Capital Raising needs.

Ventures International Group Overview

- Headquarters in the heart of the financial district of Singapore
- Member of the Asia-Pacific Investment Alliance, giving access to partnering intermediary firms across Asia and globally
- Team includes principals and a multicultural team of expat and local associates, all of whom are either entrepreneurs or industry professionals with successful track records
- Extensive and constantly growing database of active investors in Asia-Pacific and globally
- Systematic matching of investment opportunities to the individual preferences of our investors to ensure high success rates
- Assistance in capital raising in the most time and cost-effective manner
- “Hands on” facilitation of the entire investment process
- Highly customised solutions, offering sophisticated and flexible funding arrangements
- Specialised in highly attractive, alternative investment opportunities other than property, stocks and mutual funds
- Quality analysis of investment opportunities by seasoned entrepreneurs
- Stringent selection of only the most rewarding opportunities for our investors
- Constant engagement with successful companies through our Asia Gateway services leading to a pipeline of high-quality investment opportunities
- Wide network of international business contacts to source additional, attractive and unique investment opportunities

Investor Registration

We invite professional investors to register with Ventures International (in complete confidence) in order to receive regular information on new investment opportunities. Please either call, or send an email to: investor@ventures-international.net. Please specify your full contact details, and specific types of investment opportunities that are of interest (industry sector, investment quantum, stage of company development).



For more information on how we can assist with Capital Raising for your business expansion, your Market Entry into Asia or to expand your existing business in Asia, please contact us by email or by calling the numbers below.

Singapore Headquarters Office:
Ventures International (Singapore) Pte Ltd
20 Cecil Street, #15-08 Equity Plaza
Singapore 049705

Email: info@ventures-international.net

Singapore: +65 9185 3044 & +65 9624 9828

International: +61 405 448 938 | **Australia:** 0405 448 938 | **Thailand:** 080 284 7227



Company Information

Ventures International Group is an international Capital Raising, Business Development Services and Strategic Advisory firm with headquarters in Singapore and an office in Sydney. It provides a range of value adding services to assist clients to get their businesses funded, to get started and grow their operations in Asia, to engage with Asian business partners, and to structure beneficial business relationships.

Our key focus is to identify and assist with international business opportunities, to provide effective access to new markets, and to smooth the process of successful business investment and market entry into Asia. We place high value in providing our services to the mutual benefit of our clients, their partners and investors.

Ventures International's main areas of activity are:

- **Capital Raising** – connecting Investee Companies with an extensive network of Investors in Asia-Pacific and globally
- **Asia Gateway and Connectivity** – Business Development Services. Connecting businesses with the right clients and partners across Asia

Our **Capital Raising** activities are focused on successful facilitation of the entire Capital Raising process for carefully selected Investee Companies with growth potential via qualified Investors, achieving a successful outcome for all parties.

There is strong synergy between the company's Capital Raising and the Asia Gateway services, with Capital Raising clients often requiring Business Development Services, and vice versa.

Our **Business Development** focus is to assist Technology Companies (with, or without, an existing Asia market presence) to gain rapid market traction in Asia with a detailed Market Entry Plan, by engaging with channel and strategic alliance partners, and by securing initial customers, revenues and reference sites – all with a strong focus on generating revenue, whilst minimising our clients' investment and maximising the return.

Ventures International Group is also affiliated with, and represents, Milestone Group in Asia-Pacific (www.milestone-group.com). Milestone Group is based in Silicon Valley and provides a broad portfolio of rigorous and proven consulting and implementation solutions that enable technology-driven organizations to monetize technology more effectively. Milestone Group provides a complementary global capability to Ventures International Group's clients by being able to assist with market entry and business development services in US and Europe.



Asia Pacific Investment Alliance



Ventures International Group (Asia and Australia) is a founding member of the Asia-Pacific Investment Alliance. Participation in this alliance allows Ventures International Group to have access to a broader range of Investors and investment opportunities, through close collaboration with the other alliance members.

The following partners currently form the growing APIA network:



Collins Street Group; an Australian intermediary firm based in Melbourne, Australia

Dayton Way Financial Pty Ltd; an Australian intermediary firm based in Sydney, Australia

Nobilis Thai, a Thai intermediary firm based in Bangkok, Thailand



Contact Us

Ventures International Group has a strong and expanding network of professionals in Asia (Singapore, Thailand) and Australia (Sydney, Melbourne). Please contact any of our team members with your inquiries.

Singapore

Olavs Ritenis, CEO

*Mobile: +65 9185 3044 (Singapore) and
+61 405 448 938 (Australia)*

Email: olavs@ventures-international.net

Olaf Lohmann

Mobile: +65 9624 9828

Email: olohmann@ventures-international.net

Simon Lang

Mobile: +65 9337 1144

Email: simon@ventures-international.net

Thailand

Dr. Warunyar Saadeam, Bangkok

Mobile: +66 8 0284 7227

Email: warunyar@ventures-international.net

Darren White, Bangkok

Mobile: +66 8 6553 2574

Email: darren@ventures-international.net

Australia

Jeremy Brown, Sydney

Mobile: +61 411 157 609

Email: jeremy@ventures-international.net

Robert Linsdell, Sydney

Mobile: +61 424 147 714

Email: robert@ventures-international.net

Peter Moule, Sydney

Mobile: +61 414 868 197

Email: peter@ventures-international.net

Peter Robilliard, Melbourne

Mobile: +61 434 398 758

Email: probilliard@ventures-international.net



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www.ventures-international.net