

EMERGING MARKETS & DEVELOPING ECONOMIES

EMDEs have favorable demographics, a thriving middle class, rapid urbanization and rising educational standards making them ripe for investment.

We focus on 4 key markets with strong indicators of burgeoning entrepreneurial activity and investment returns.



AREAS OF FOCUS

We believe the following industries, each closely aligned with ESG principles, will produce the next generation of game changing startups.



CLEAN ENERGY



SUSTAINABLE FOOD & AGRICULTURE



HEALTH & MEDICAL TECHNOLOGY



SMART CITIES & MOBILITY

INVESTMENT OBJECTIVE

- Targeting 25% IRR.
- Leverage an established network of accelerators and partners to invest in a highly diversified portfolio of early stage startups.
- Provide access to a global pipeline of capital-lite startups focusing on our core EMDE markets at the Seed and Series A stages.
- Enable investors to select the top performing startups with a clear path to exit.

MARKET OPPORTUNITY

- Strategic acquisitions by corporates < \$250M are the most liquid exit strategy for venture investments globally.
- Traditional VCs aren't equipped to exploit this because they tend to invest later stage and rely on unicorn exits to meet targets.
- An opportunity exists to invest in a high volume of early stage startups at modest valuations and capitalize on this liquidity.
- The Fund can deliver compelling returns by targeting higher probability <\$250M exits while maintaining exposure to unicorns without being solely reliant on them to meet our targets.

INVESTMENT STRATEGY

- The Fund will identify, nurture and invest in a diverse portfolio of early stage, capital-lite startups capable of producing 5-25x returns from increasingly active <\$250M corporate acquisitions.
- A distinguishing feature is the ability to leverage our existing infrastructure – a global network of accelerators and partners – to access a high volume of de-risked, quality deal flow.
- The 5 key tenets of the Fund's investment strategy are:
 1. Create a global pipeline of de-risked, scalable startups focusing on our target EMDEs and industries.
 2. Use our infrastructure to make small bets in many pre-seed startups to acquire pro rata rights and generate optionality.
 3. Support investee growth by connecting startups with corporations looking to access innovation.
 4. Double down during Seed and Series A rounds in startups that exhibit traction and have external validation.
 5. Target higher probability <\$250M exits via corporate M&A.

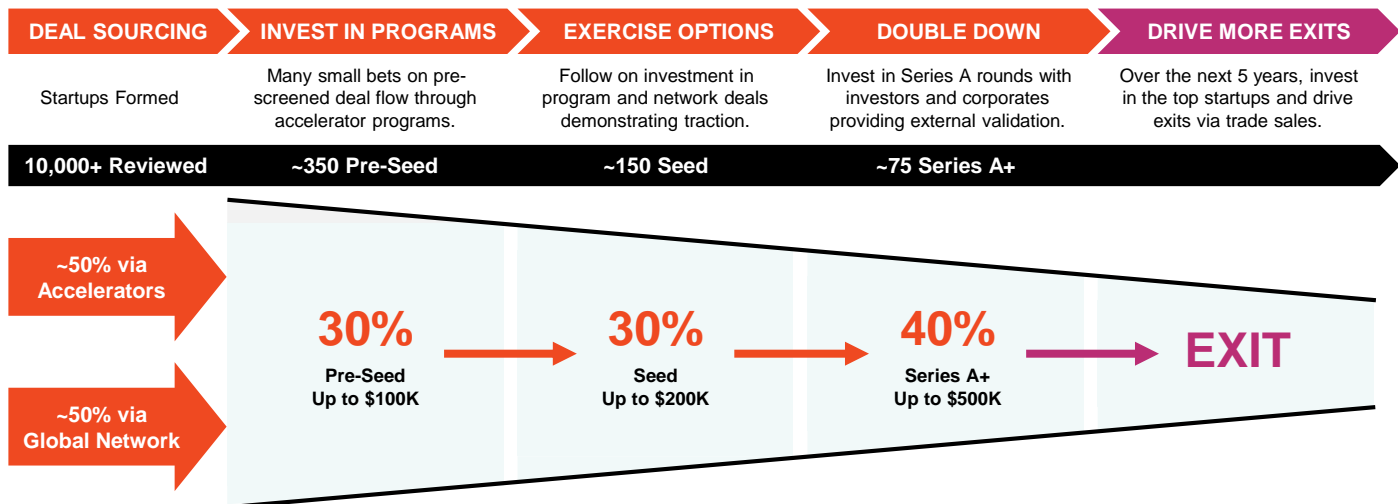
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DE-RISKED & PRE-SCREENED STARTUP PIPELINE



ABOUT BRINCARTESIAN

- BrincArtesian is a joint venture between Brinc and Artesian, combining their experience, resources, geographical footprint, infrastructure and networks offering access to high quality investment opportunities across EMDEs.
- Artesian, established in 2004 as an alternative asset manager, is Australia's largest and most active seed stage venture capital firm with more than \$400M FUM and 400+ portfolio companies. Artesian has operations in Australia, China, Singapore, Indonesia, USA and UK.
- Brinc, established in 2014, is one of Asia's most active technology accelerators specializing in connected hardware (IoT), drones, robotics, food technology and clean energy. Brinc has 110 portfolio companies in Hong Kong with deep networks across Asia, MENA and Europe.

KEY TERMS

Fund Name	EMDE Access Fund
Fund Domicile	Cayman Islands
Target Size	\$150M
Initial Close	\$50M
Target Return	25% IRR
Fund Life	10 years
Investment Period	5 years
Management Fee	2%
Carried Interest	20%
GP Commitment	1%
LP Commitment	\$1M minimum

INVESTMENT COMMITTEE



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