

# Scaling Up: We're here to help

Techweek 2023: Tomorrow Expo  
Government tech start-up support  
10 May 2023

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**NZ GROWTH**  
CAPITAL PARTNERS



## What I'll cover today

1. Who we are
2. Why we exist
3. What support we provide
4. When a founder should connect with us
5. How a founder / investor can connect with us



1.

# WHO WE ARE.

# NZGCP overview

- We are a Crown Agency set up in 2002 to help stimulate investment into early-stage tech companies with high-growth potential.
- **Aspire NZ Seed Fund** (direct equity investments)
- **Elevate NZ Venture Fund** (investments into venture capital funds).
- Market development mandate; \$750k govt funding to help develop the early-stage ecosystem through programmes, events, and sponsorships.





2.

# WHY WE EXIST.



Our purpose

**To support New Zealand  
early-stage technology  
businesses and investors to  
be world-class.**



3.

# WHAT SUPPORT WE PROVIDE.

# Aspire.

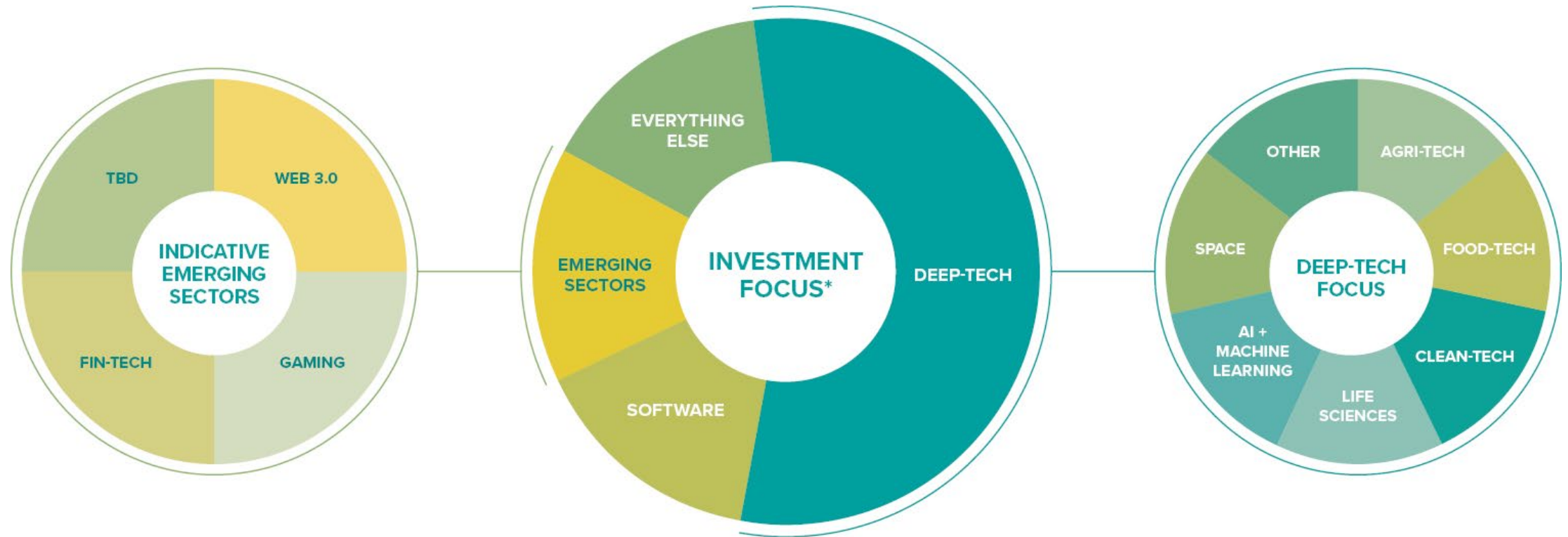
- Invests directly into early-stage tech start-ups at proof of concept, pre-seed, seed and early expansion investment stages
- We co-invest alongside private capital investors
- Generalist fund, with investment focus on deep-tech (including agri-tech, food-tech, clean-tech, life sciences, space, AI, and machine learning) and supporting emerging sectors
- 160+ active portfolio companies
- Up to 50 direct investments per year (new and follow-on)



**ASPIRE**  
**NZ SEED FUND**



# Aspire investment focus.



\*GRAPH NOT TO SCALE

# Aspire investments.

268

Total # of companies  
invested in

39

Investments made  
in FY21 / 22

\$14.1<sub>m</sub>

Amount invested  
in FY21 / 22

Our latest investments ...

 CAPTIVATE  
TECHNOLOGY

 kitea  
HEALTH

 The Insides  
Company

 OPUM

 Scannable

 AVERTANA

 IntDevice

# Elevate.

- \$300 million fund-of-funds
- Invests into venture capital funds; aimed at filling Series A and B capital gap for high-growth tech companies
- The Guardians of NZ Superannuation Fund are responsible for delivery/oversight, NZGCP are appointed managers
- Commitments of \$200m into 8 venture capital funds since launch in March 2020.



# Elevate underlying funds.

Our commitments have resulted in over 100  
Kiwi tech start-ups being backed.





# Market development.

Sponsorship + support of capability-building programmes and initiatives.










4.

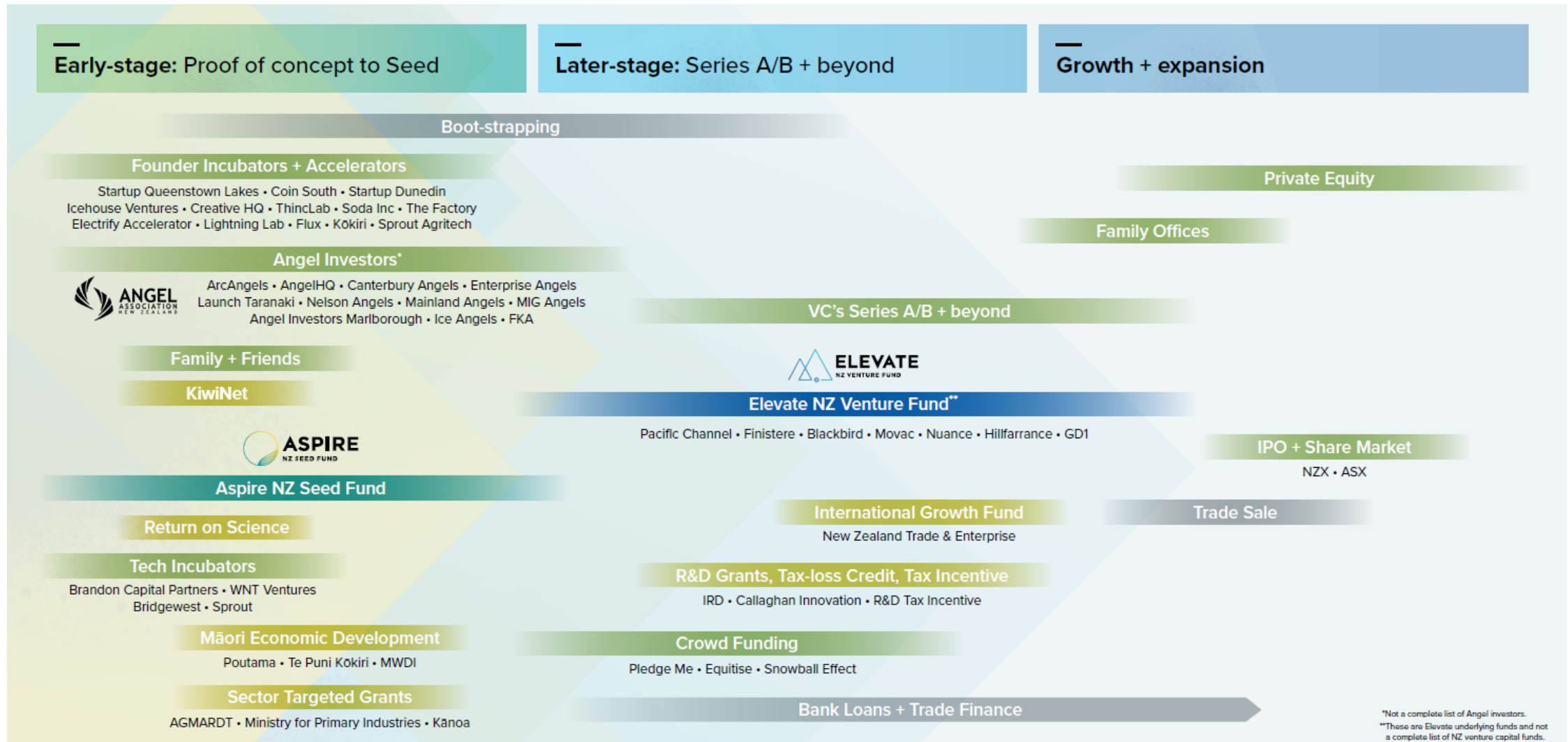
**WHEN A FOUNDER /  
INVESTOR SHOULD  
CONNECT WITH US.**

# Investment stages.

Where in your start-up journey we could help you via investment

Proof of Concept	Pre-seed	Seed	Series A	Series B
 <p>The realisation of an idea alongside demonstration that a concept or theory has practical potential.</p> <p>Plan out what the product could look like, the problem it wants to solve and the ideal team to help realise this vision.</p> <p>Funding predominantly from the founders themselves, angel investors, accelerators, Crown Research Institutes (CRIs) and, in some instances, Aspire.</p>	 <p>The period in which a company's founders are first getting their operations off the ground.</p> <p>Starting to build the product, get an Minimal Viable Product (MVP) and iterating.</p> <p>Funding available via Aspire and angel investors.</p>	 <p>Companies use this round of funding to iterate the product and find Product Market Fit. A repeatable go-to-market strategy should also be proven to secure interest from Series A investors.</p> <p>Funding available via Aspire, angel investors or venture capital (VC).</p>	 <p>Once a business has developed a track record (an established user base, consistent revenue figures, or some other key performance indicator), that company may opt for Series A funding.</p> <p>Scale the team and expand sales efforts.</p> <p>Funding via domestic and overseas VC manager. Elevate invests into eight VC funds that target Series A/B rounds.</p>	 <p>Series B rounds are all about taking businesses to the next level, past the development stage so that it can meet the levels of demand.</p> <p>Expansion offshore or into new markets.</p> <p>Funding via domestic and overseas VC manager. Elevate invests into eight VC funds that target Series A/B rounds.</p>

# Investment support.







5.

**HOW A FOUNDER /  
INVESTOR CAN CONNECT  
WITH US.**

# Contact.

All connections can be made through **NZGCP.CO.NZ**  
(via LinkedIn or email)

- Connect with any NZGCP team member:  
About Us > Our People
- **Founders** seeking investment in their tech start-up:  
Funding > Aspire NZ Seed Fund > Apply for funding  
(please read the FAQs before completing the application)
- **Investors seeking co-investment** into a tech start-up:  
Connect with Jacques Richter, Associate Investment Director
- **Market development sponsorship** support:  
Connect with Katie Hickmer, Marketing Manager
- **Venture capital funds seeking investment:**  
Funding > Elevate NZ Venture Fund > Apply for funding  
(please read the FAQs + application guide before completing the application)

The image shows a screenshot of the NZ Growth Capital Partners website. The top navigation bar includes 'Home', 'Funding', 'Portfolio', 'Start-up Resources', 'About Us', and 'Contact Us'. The 'About Us' dropdown menu is open, showing 'Our people', 'News, Resources and Reports', and 'About'. Below the navigation, there are three columns of team member profiles. The first column features Rob Everett, Chief Executive Officer, with a 'Learn more' button. The second column features James Pinner, Chief Investment Officer, with a 'Learn more' button. The third column features Jacques Richter, Associate Investment Director, with a 'Learn more' button. Below the team profiles, there are three more profile images. The main content area is divided into two sections. The first section is for the 'ASPIRE NZ SEED FUND', featuring the logo and the text: 'Bold ideas. Big dreams. We'll invest in those. Supporting Kiwi tech start-ups to become world-class companies.' with an 'Apply for funding' button. The second section is for the 'ELEVATE NZ VENTURE FUND', featuring the logo and the text: 'Backing the best venture capital managers to invest in New Zealand's best early-stage companies. Together we're building a sustainable Kiwi VC market.' with an 'Apply for funding' button. Both sections have a navigation bar with 'Overview', 'Portfolio', 'Criteria', 'Process', 'Documents', and 'People'.

# Thank you.

## Let's stay connected.

[nzgcp.co.nz](https://nzgcp.co.nz)

[info@nzgcp.co.nz](mailto:info@nzgcp.co.nz)

Connect with us on LinkedIn

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