

# **VERTE**

A SUSTAINABLE BUSINESS DEVELOPMENT FUND

From Tiny Seeds Grow Mighty Trees

### Verte's Venture Strategy

Focus on the Emerging Technologies rather than Real Estate

## Why High-Growth Businesses?

Higher Returns Larger Tax Benefits Greater Social Impact Lower Capital Needs

#### VC Differentiation Versus RE OZ Investing

- Less than 1% of QOFs are in Operating Business; 99% RE
- Only sliver of that 1% pursuing in Venture Capital (VC)
- 10-year historical return example: 3X on RE vs 20X on VC
- Larger capital gains tax benefit potential in VC-OZ
- Lower capital needs of VC; larger economic impact, diversification per dollar

#### **Typical Investor Profile**

- RE-OZ investors already
- Looking for something different, more growth orientation
- Some diversification away RE
- Relatively small capital commitment

#### Portfolio Strategy

- As a single asset, VC is riskier than RE
- Asset diversification: currently 12 curated companies
- Long-term time diversification: evergreen strategy
- Rolling opens to new investors; annually around mid-year
- Internal retention of gains and income through 2026







#### <u>Investment Strategy</u>

- Early-stage growth companies, typically in seed round
- Small initial investments
- Follow-ons added along company's VC financing path
- Growth: technology orientation
- General industry-verticals and geographic dispersion

#### **Fund History**

•	2019 launched late in	n year
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•	2020 initial price	\$1.00 per share
•	2021 at estimated NAV (YE 20)	\$1.10 per share
•	2022 at estimated NAV (YE 21)	\$1.25 per share
•	2023 at estimated NAV (YE 22)	\$1.25 per share

- 2023 positive operating cash flow
- 2024 expected positive operating cash flow

# Verte's Dynamic Portfolio

- ✓ Reliable Deal Flow Active Pipeline of Quality Investments to Match Timing of Investment Capital
- ✓ Ability to Achieve Scale and Portfolio Diversification
- ✓ Capital Planning to Offer Multiple entry/exits for Shareholders

### 4 of 12 Companies

## 0 U PL 0 0 K

- Animation Studio
- Own their IP or "content" Creator
- Kulipari series on Netflix and Hulu new season (23) and movie (24)
- Preschool series, international, video, VR games, etc
- 2 other OZ funds invested

### SONOSA

- Medical Device
- Diagnostic and therapeutic for sleep apnea using ultrasound
- Patents and non-dilutive grants
- Clinical trials on FDA-approval path
- Launched by MDC Engineering Studio, strong deal sourcing

### AAC East, LLC

- State-of-art Building Material
- Autoclaved Aerated Concrete
- German technology
   Protected licensee in the US
- Lighter, stronger compared to concrete better fire-retardation and sound
- Strong sales, profitable



- RiseKit, Software as a Service
- Free to job-seekers, typically in OZ communities and facing barriers to workforce entry
- Based on text messaging
- Interactively connects to nonprofits, local governments, services and companies seeking employees



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