

QUESTION	ANSWER
<p>How do you compare exit opportunities in AU with the US?</p>	<p>Exit opportunities are very deal-specific, but if the business has applicability or reach into a much larger market like the US / Europe / Asia, then we expect to see trends continue - valuations will commonly be higher for exits via trade sale or IPO in a bigger market like the US</p>
<p>Anyone Familiar with Agrisoma?</p>	<p>nope!</p>
<p>My perception is that clean tech investment is limited to a product. Are there opportunities to support companies that might provide a unique clean tech service? Would the funding pathway be different than a product-based company?</p>	<p>There are plenty of clean tech services businesses that are currently scaling - Amber for electricity retail; Enosi.energy for resi and SME consumers to access clean energy direct from wind and solar farms; numerous startups providing SaaS offset trading platforms etc. Where the startup can achieve more predictable revenue, faster, while having strong IP or a well defined and protected competitive advantage, arguably these may be easier to fund, but the fund-raising and DD process is much the same.</p>
<p>Do the panel have any tips for tax efficiency for start-ups outside of R and D rebates?</p>	<p>That's one for your accountant</p>
<p>Hi, what is your perspective on turning a more hardware sales into more recurring revenues, either licencing or "as a service"</p>	<p>As-a-service businesses can be very attractive, if they make it easier for customers to buy, and provide a more predictable revenue model. Customer retention then becomes a very critical metric, and cashflow management needs close attention if the upfront / capital costs of the hardware are significant.</p>
<p>I work with a company that is close to overcoming the "will it work" question, with a demonstration project used to address this. Is there benefit in approaching investors now to "prime" them or in reality will we get a better initial hearing if we hold off until the demonstration starts and can go to them with performance data and a stronger answer to "will it work"?</p>	<p>I suggest approaching this question from the perspective of the investor, rather than your pilot process. VCs typically take time to invest, and like to see teams making progress against their KPIs and milestones, so it makes good sense to start engaging them well before you need capital. Plan for 6 month lead times as an absolute minimum, and 12-24 months is common, especially for larger raises. So, if you'll be looking for capital in the next 6-12 months, you should be looking to engage soon</p>