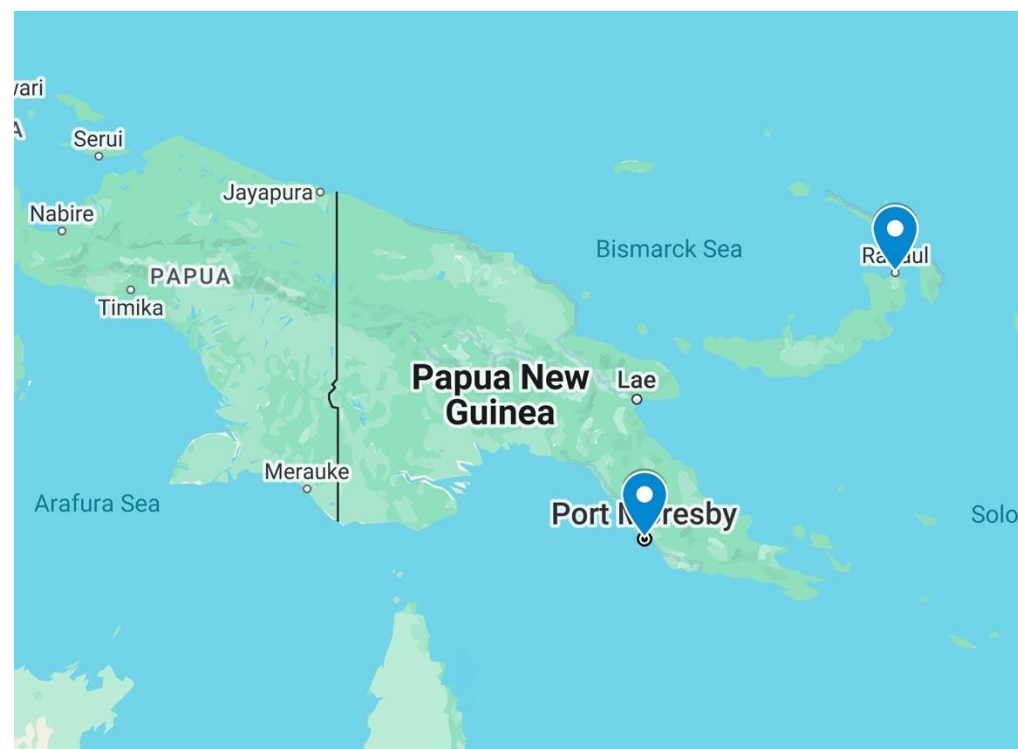


Financing Innovation for PNG's Future

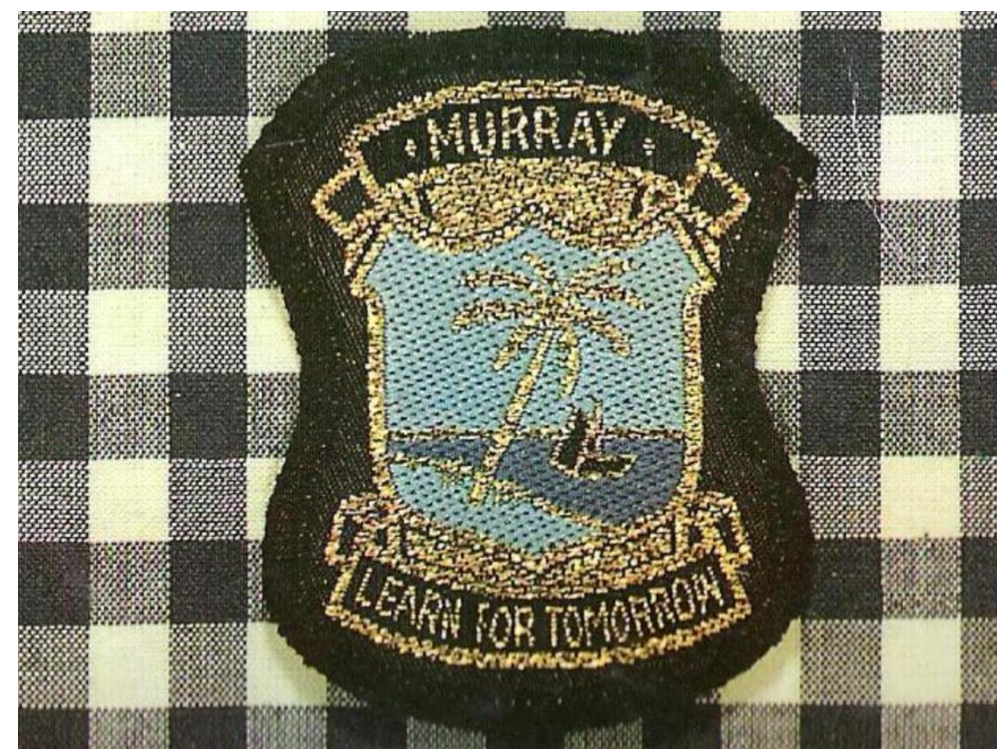
A PERSPECTIVE FROM A VENTURE CAPITALIST,
VIGNESH KUMAR, CO-MANAGING PARTNER GD1 VC



A Quick Intro



PNG Raised



PNG Educated



**PNG Lifelong
Connection**

A Quick Intro

Fisher & Paykel
HEALTHCARE



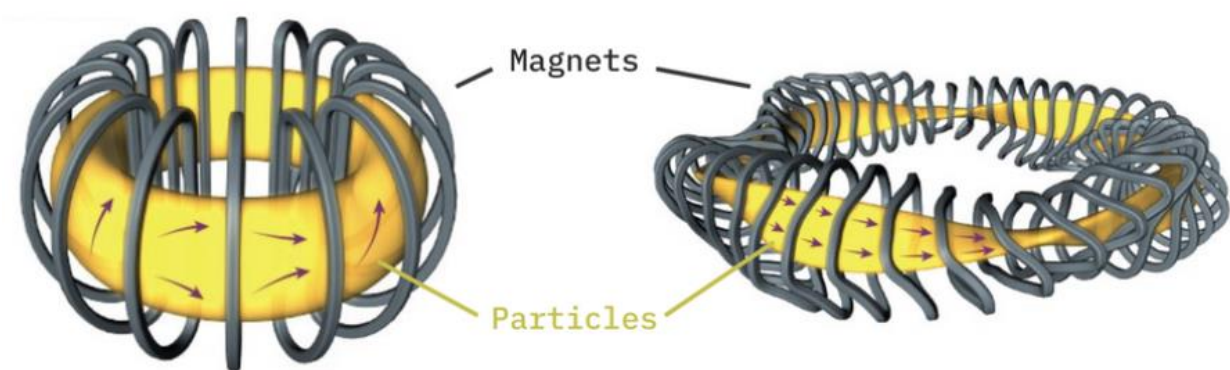
Seed to Series B Venture Capital Fund

NZ\$250M

Funds Under Management



What we invest in



Fusion Energy Reactors



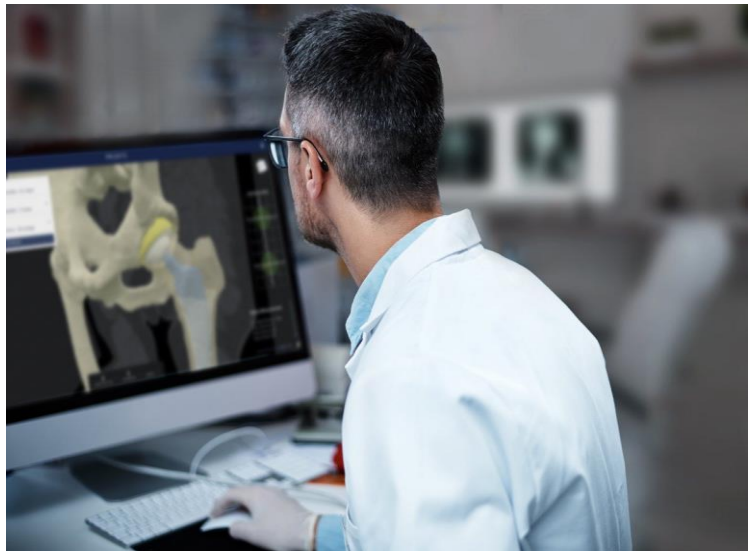
Space Planes



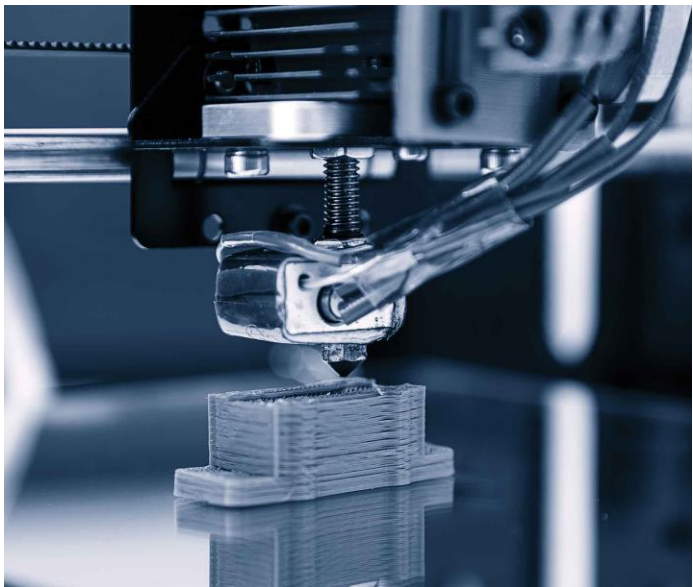
Smart Switchboards



Retail Crime Prevention Software



Healthcare Software



Manufacturing Technology

3 Core Questions

What is innovation?



How do you finance it?



Why is it important?



What is Innov



What is Innovation?

Innovations that are typically *technology enabled*, these are *high growth potential, high risk of failure*. These companies are not your traditional SME companies.

They are referred to as “start ups”, and are transformative for how we live, work, and play, typically go IPO or acquired

MKT CAP/ACQ. VALUE:
YEAR FOUNDED:



NASDAQ:
RKLB
US\$9B
2006



ASX:X
RO
US\$15B
2006



ACQUIRED
NYSE: LSPD
US\$350M
2010

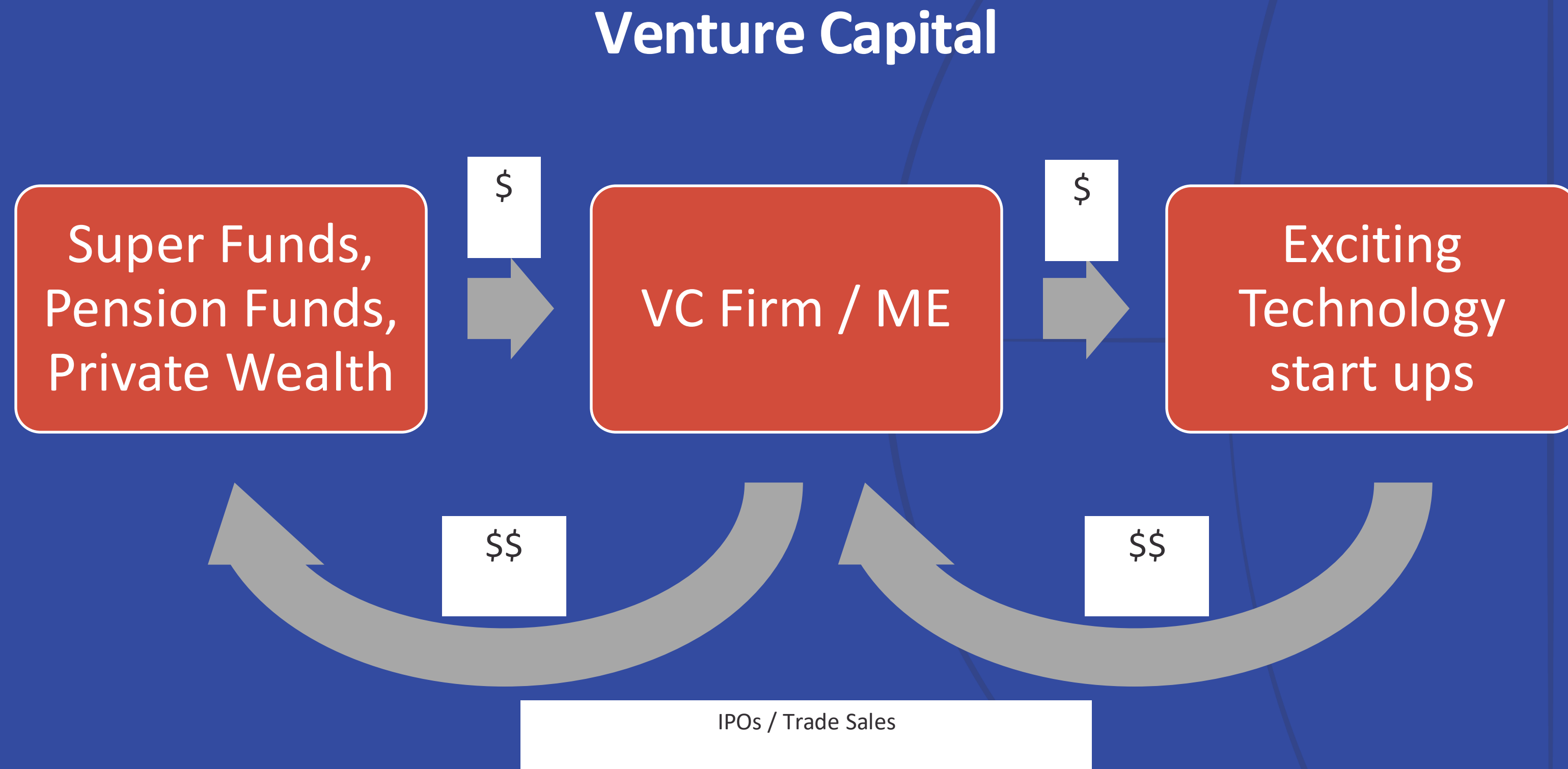


ACQUIRED
NASDAQ: BSY
US\$1B
2003



ACQUIRED
NASDAQ: AAPL
US\$200M
2007

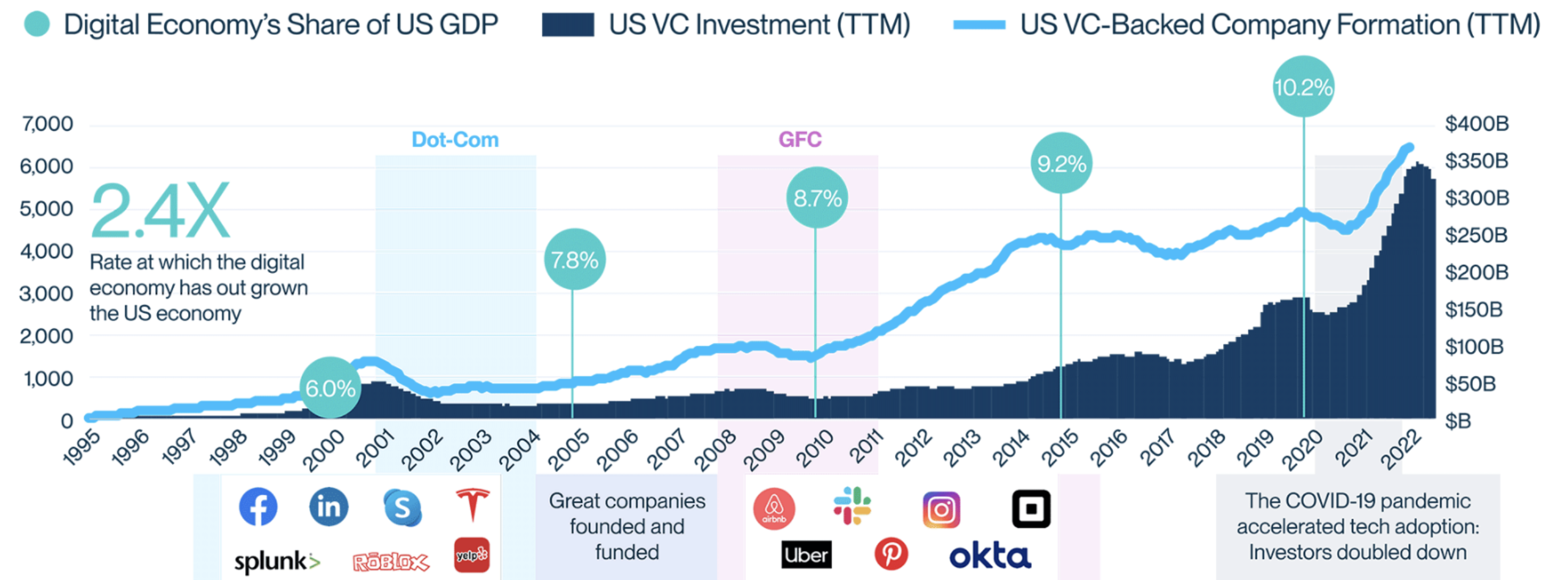
How do you finance it?



The Role of VC

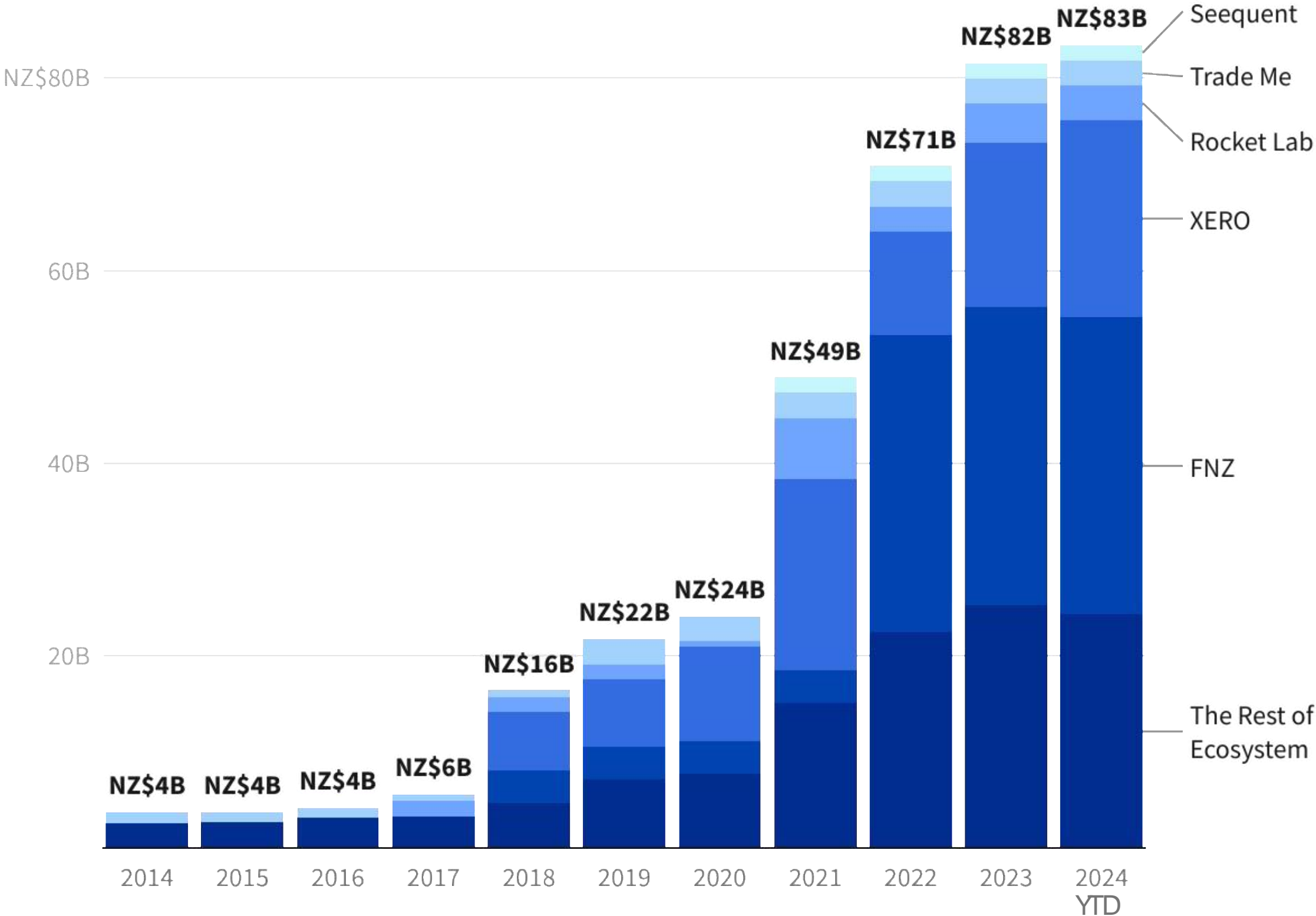
And its impact on US GDP

US VC investment and company formation, and the digital economy's share of US GDP



The Impact of VC in New Zealand

The combined enterprise value of New Zealand startups was
> NZ\$83B in 2024



Why is innovation important for PNG?

PNG's economy is anchored by:

- Agricultural, forestry, and fishing – *most of the labour force is here*
- Minerals and energy extractions – *most of the export earnings and GDP are here*

Despite abundance of resource in these sectors, there has been limited per capita income growth, and most Papua New Guineans are not enjoying the economic fruits of their labor

Why is innovation important for PNG?

This is PNG's moment to provide the foundations for innovation and help **move the economy from a commodity export focus to a weightless knowledge economy** with far **higher value exports** anchored in technological innovation, and in doing so increase GDP and prosperity.

High impact sector examples:
Logistics, Energy, Agriculture, Fintech

How can PNG Entrepreneurs be investment (VC) ready?

Modernization
Ideas aligned to
existing
industries

Strong conviction
and vision
For the future outcomes
from this idea

Strong understanding of
the customer and problem
Understand their why, and
the pain points they
experience

Recognizing that building a
company is a journey
Things take time, upwards
of 7-8 years to really build
momentum

MKT CAP/ACQ. VALUE:
YEAR FOUNDED:



NASDAQ:
RKL
US\$9B
2006



ASX:X
RO
US\$15B
2006



ACQUIRED
NYSE: LSPD
US\$350M
2010



ACQUIRED
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US\$1B
2003



ACQUIRED
NASDAQ: AAPL
US\$200M
2007

Call to action: Investing in PNG's Innovation Ecosystem

**1) Build the pool of
entrepreneurs by investing in
small business & startup
fostering activities**

Call to action: Investing in PNG's Innovation Ecosystem

**2) Policy makers and
government need to enable
super funds, and private wealth
organisations to invest in VC
and technology investment**

Call to action: Investing in PNG's Innovation Ecosystem

3) Back aspiring entrepreneurs with bold ambitions

Call to action: Investing in PNG's Innovation Ecosystem

**4) Enable PNG to move towards
a knowledge economy, it will
take time and patience, but it
will be worth it**