

# Project Scale Up

x

## Technology Industries



Project Scale Up is a focused approach to financing a select portfolio of New Zealand's highest growth, highest potential scale up tech businesses.



Information and Communication Technology (ICT) or Software



ICT-enabled or Software enabled



High-tech Infrastructure



High-tech Manufacturing



Biotechnology

### Project Scale Up Portfolio

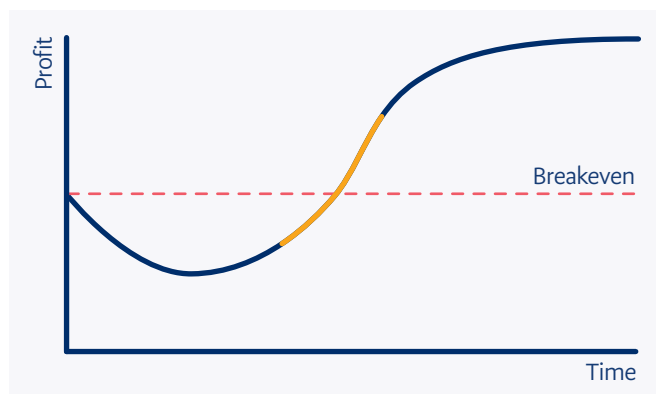
- New Zealand tech business.
- Minimum \$5m of revenues (no maximum).
- 15-20 of New Zealand's highest growth, highest potential tech businesses.
- Access to Project Scale Up Growth Capital and Growth Panel.

### Growth Capital

- Growth financing, including by acquisition.
- Tailored to each portfolio business, including working capital and/or core debt.
- More non-dilutive capital than ordinarily available.
- For up to three years.

### Growth Panel

- Curated Growth Panel of select industry founders, ex-founders, advisors, and professionals experienced in scaling businesses and navigating the complexity that comes with fast growth.
- Tailored to your key identified areas of opportunity and risk.
- Formal Project Scale Up Growth Panel sessions and opportunity for ad hoc support.



Project Scale Up supports BNZ's Growth Sectors' focus on fostering New Zealand's productivity and prosperity by accelerating the growth of clever New Zealand businesses. It's another big milestone in our journey to be the Bank of Tech, following our recent launch of Revenue Based Financing and a long track record in New Zealand's technology industries so far. We're committed to keep learning from New Zealand's technology businesses and adapting our approach to the wants and needs of the market, and Project Scale Up presents another opportunity to do just that.

- Tim Wixon, Head of Technology Industries

For more information on banking for tech businesses, please contact [Timothy\\_Wixon@bnz.co.nz](mailto:Timothy_Wixon@bnz.co.nz)

Eligibility criteria, T&Cs, and fees apply



# Project Scale Up

x  
Technology Industries



## Further information on Growth Panel

“We’re building up a pool of the best tech business minds in New Zealand and around the world, and pairing their expertise with the country’s highest potential and highest growth technology businesses, to help these businesses navigate their scale up journey. An opportunity for experienced individuals to give back and pass on their learnings and expertise to support the next generation of New Zealand tech businesses.”

### What is it?

- A pool of 24 Growth Panelists from a selection of professionals, advisors, founders, and ex-founders.
- To support businesses with three, four, or five key risks and opportunities identified through Growth Capital due diligence.
- Introductory information provided to Growth Panelists.
- Four formal Growth Panel sessions per annum.

### The principles

- Growth Capital first, Growth Panel second (opt-in basis for portfolio companies).
- Voluntary, active approach.
- Confidentiality (NDAs) and Chatham House rules.
- Safe environment for thought provoking sound boarding.
- Outcomes oriented, not a sales opportunity or forum.
- No conflicts of interest, independence of views.

### The Growth Panel sessions will be held on the basis that:

- They’re solely for mentoring and exchanging information. They aren’t the provision of financial or other professional advice.
- No party, including BNZ or any panellist, is liable for direct or indirect loss or damage resulting from the content of any Growth Panel session.
- Confidential business information may be exchanged. BNZ may assist in procuring non-disclosure agreements, but takes no responsibility for their content, compliance, or enforcement.

For more information, please contact [Timothy\\_Wixon@bnz.co.nz](mailto:Timothy_Wixon@bnz.co.nz)

