

Optimal Portfolio

A proprietary system that
enables AI to understand &
manage complex data at scale

OPTIMAL PORTFOLIO LIMITED | ACN 691 717 272
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The Problem: AI Is Powerful, But Context-Blind

Every enterprise is drowning in data that AI can't understand.

- Businesses generate millions of files, reports, and spreadsheets — but AI can't connect them into a single picture.
- LLMs are good at text, but they don't understand context — how a balance sheet, an ESG report, and an operations plan relate.
- As a result, analysts and consultants spend months manually organising data that AI should already be able to process.
- Companies spend millions each year just to get information they already have — trapped in silos.

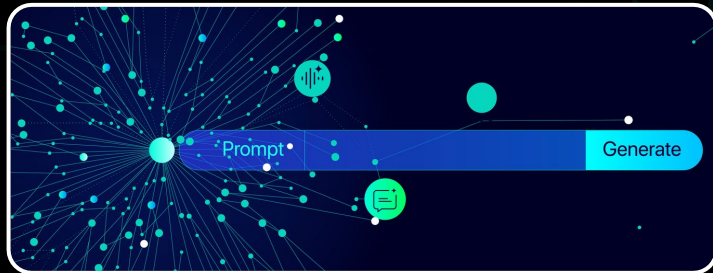
The world has AI, but no infrastructure to process complex data



- *Companies spend USD 1trn+ annually on consulting and data analysis — because AI tools can't interpret complex organisational data.*

Why Current Solutions Fail:

Each solves part of the problem, but none give AI the structure it needs to connect data across every business unit



Large Language Models: Excellent with language, but lost without structure

They can summarise documents, but they don't understand relationships — like how a financial model connects to operations or governance.

Result: Confused responses that sound smart, but miss the bigger picture



Business Intelligence Tools: Great at Numbers, Weak on Meaning

Business-intelligence platforms analyse structured data, but they can't read contracts, plans, reports, or describe the meaning of the data.

Result: Great dashboards, but no explanation of what's driving the numbers or why they matter



Consulting Firms: Great at Insight, Not at Scale & Uneconomical

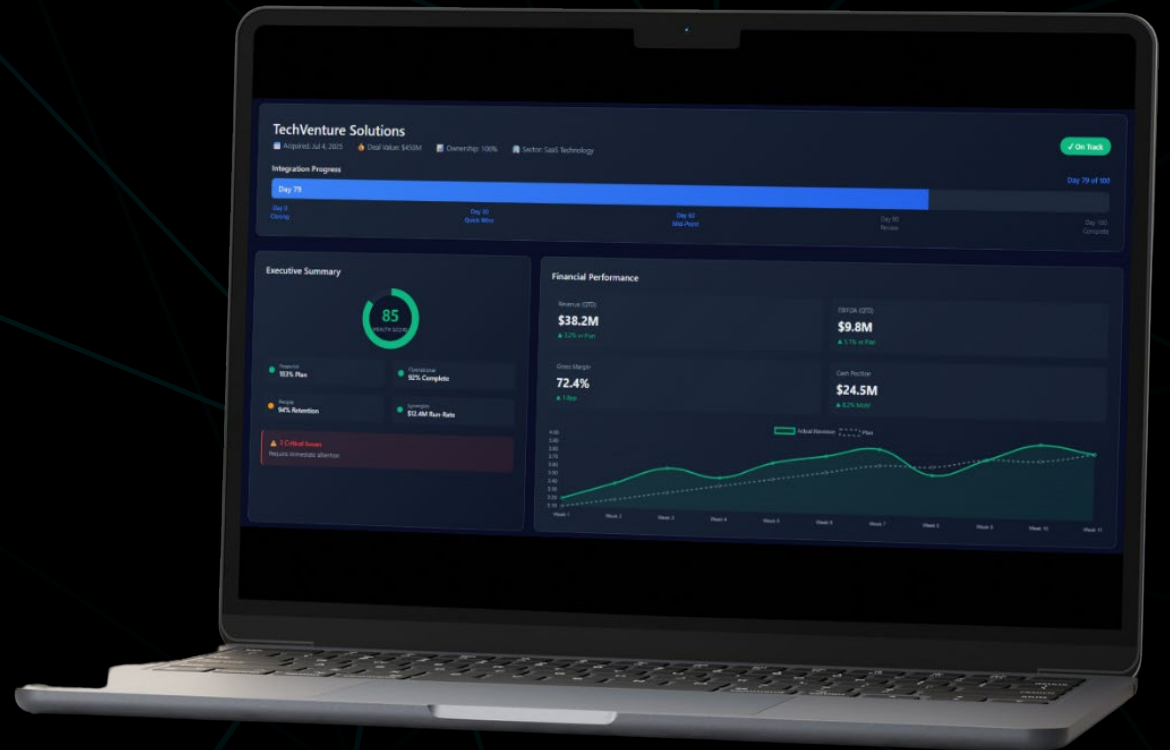
Consultants manually stitch data together — 6-month projects & USD 500K bills — deliver static reports that are outdated on arrival.

Result: Deep analysis that can't be repeated or scaled without more consultants and more cost.




The Solution: Optimal Portfolio's AI Architecture Engine

Revolutionising Organisational Intelligence

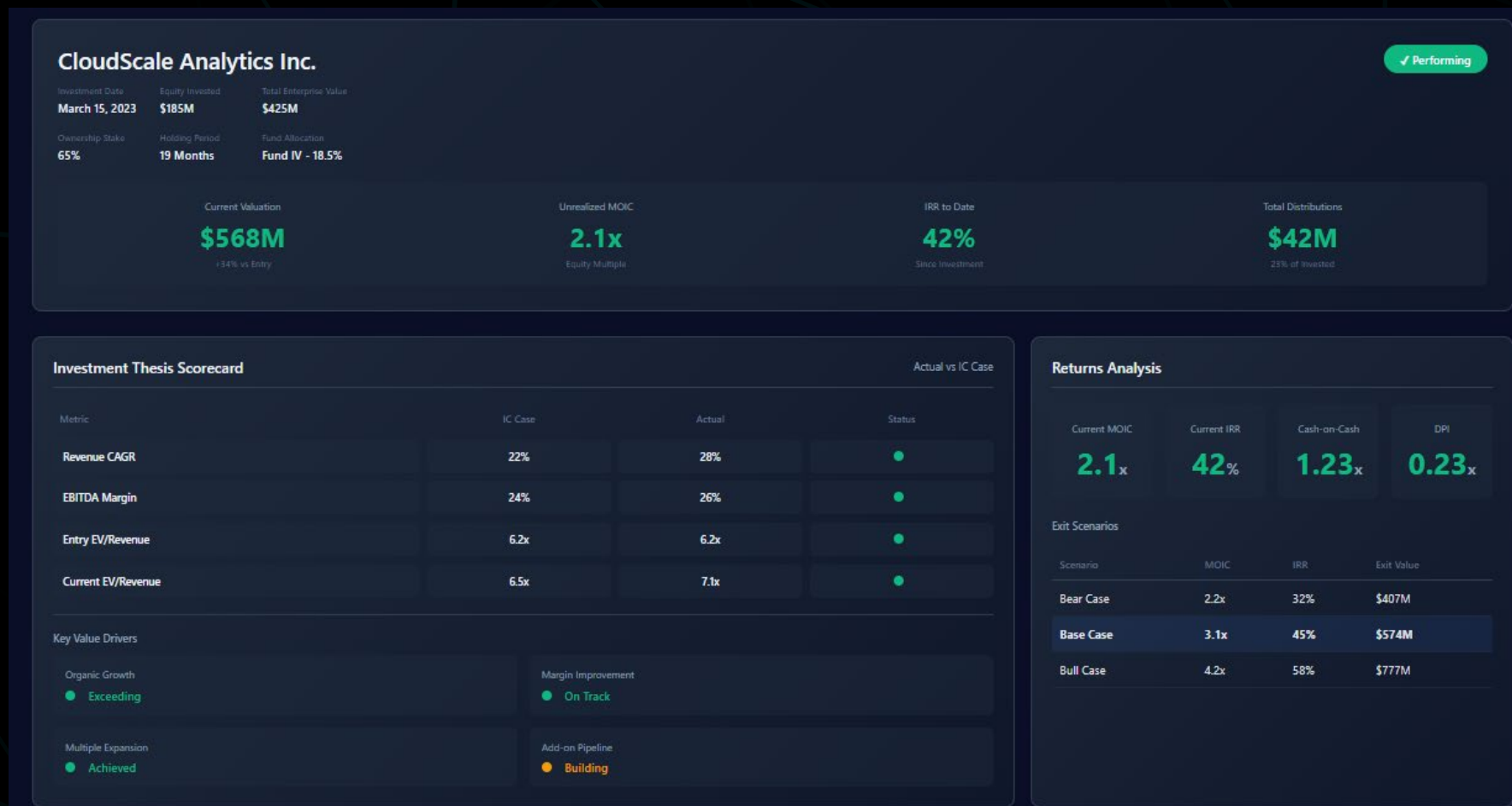
- The Optimal Portfolio AI Architecture Engine is a multi-data framework that teaches AI how to understand an organisation — its structure, strategy, operations, and data.
- It unifies disconnected corporate information — from documents, spreadsheets, databases, and systems — into a single contextual model that captures how the business actually works.
- This foundation allows AI to reason, analyse, and generate insights with the precision of a Tier-1 management consultant, but in real time and at enterprise scale.



Current Capabilities: Six High Value Capabilities

	Capabilities	Description
	M&A Target Screening & Integration	Strategic rationale, detailed implementation, actionable integration playbook
	Target Operating Model	Executive storyboard, comprehensive blueprint, actionable playbook for post-acquisition optimisation
	Oversight Report	Governance and accountability mapping with risk identification and control blueprints
	Strategic Response Model	Proactive framework for market changes and strategic triggers
	Digital Twin	Digital data rooms and portfolio-management systems exist, but integration between due diligence, reporting, and strategy is limited.
	Cross-Organisational Dependencies Report	Lean central team that relies heavily on external consultants for diligence, integration, and post-close planning.

Dashboard Example: Target Screening



Technology Overview: The Missing Layer Between Enterprise Data & AI Understanding

How its Built

- **Serverless Scalability:** Supports thousands of concurrent users and workflows.
- **API-First Integration:** Connects seamlessly with CRMs, ERPs, data rooms, and analytics platforms.
- **Data Security:** SOC 2-ready design with encrypted storage and role-based access.
- **Models:** Embedded for lead scoring, portfolio analysis, and predictive insights.
- **Cross-Industry Deployment:** Schema extensions allow instant configuration for new verticals (PE, mining, energy, government).

Key Features

- **Unified Data Understanding:** Harmonises data from diverse business domains — finance, HR, operations, risk, projects, and strategy — into one cohesive framework.
- **Contextual Reasoning:** Allows AI to interpret multi-functional meaning, not just several documents.
- **Automated Insight Generation:** Produces reports, recommendations, and strategic deliverables that mirror Tier-1 consulting outputs.
- **Dynamic Adaptation:** Continuously learns and refines relationships as new data enters the ecosystem.

Technology Stack: A Multi-Layered Solution

Level	Core Function	Output
AI Architecture Engine	Gives AI Structured Understanding	Defines how data across finance, operations, ESG, HR, and strategy connects. The AI Architecture Engine turns unstructured text into a unified business map.
Processing Automation & AI Document Pipeline	Transforms Raw Data Into Structured Intelligence	Serverless AWS architecture with Lambda, Step Functions, and Pinecone vector indexing. Automatically ingests PDFs, spreadsheets, emails, and APIs, then classifies, embeds, and links them through the AI Architecture Engine.
Delivery & Insight Layer & Digital Twin Dashboards	Delivers Real-Time, Decision-Ready Intelligence	Generates dynamic dashboards and “living documents” that update automatically as new data arrives — replacing static consulting reports with continuously evolving intelligence.

Targeting Private Equity: Evaluate Deals and Portfolios — Save USD 180K and 10 Weeks per Engagement






Traditional Approach

- 20 deals analyzed annually
- USD 200K per analysis
- 12-week delivery
- 6-month integration delays
- Quarterly portfolio reviews

With Optimal Portfolio

- 200 deals analyzed annually
- USD 20K per analysis
- 2-week delivery
- Day-one integration
- Real-time monitoring

Customer Needs: Solving Challenges Backed By Economic Rationale

	Challenge	Solution
	Cost of due diligence & analysis limits deal flow	Target screening cuts costs by 90%+, enabling 10× more evaluations, with ROI from one extra successful deal per ten.
	Integration planning delays value realisation	Integration Readiness Planning provides a 100-day roadmap before deal close, cutting integration time by 50% & improves success rates 20-30%
	Lack of real-time portfolio visibility	Continuous Portfolio Intelligence offers live dashboards, predictive alerts, & risk heatmaps, reducing cost by 90% while increasing oversight frequency
	Fragmented consulting & internal data sources	AI Architecture Engine provides consistent schema across strategy, risk, finance, and performance
	Regulatory and LP reporting pressure	Built-in audit trails, GDPR-compliant data handling, and SOC 2-aligned security framework

Feedback from PE Firms in H2 2025 Report

This highlights the structural divide in the industry. Firms are enthusiastic about AI, but few have invested in the data foundation that makes it truly effective.

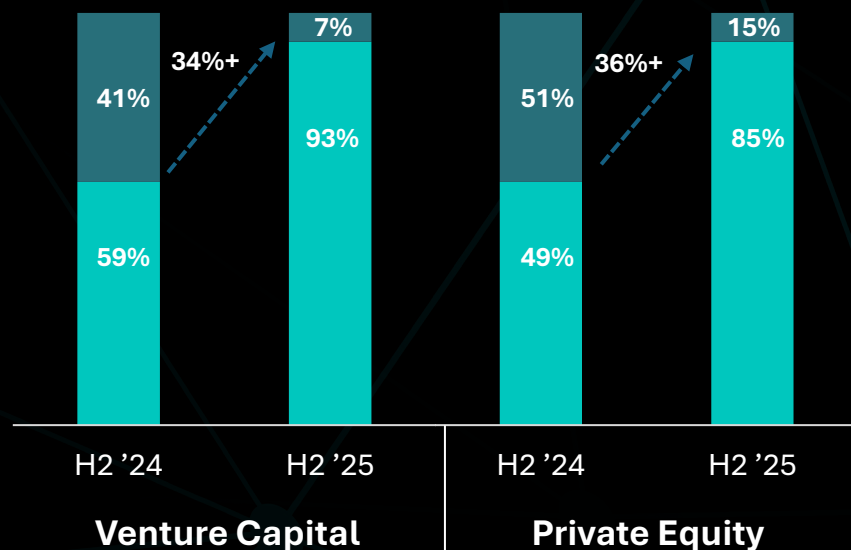
We feel strongly that the most value and efficacy from AI come from building the data layer first & then building an AI solution to link the previously siloed data.

The next phase of AI adoption isn't about new tools - it's about firms building the data infrastructure that unlocks their full competitive advantage.

Industry Report for H2 2025 finds 85% of PE Firms are using AI

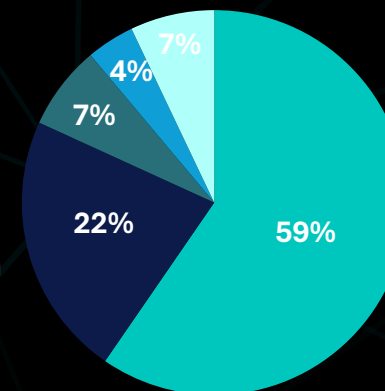
Are you currently using or planning to use AI tools in your firm?

■ Yes ■ No

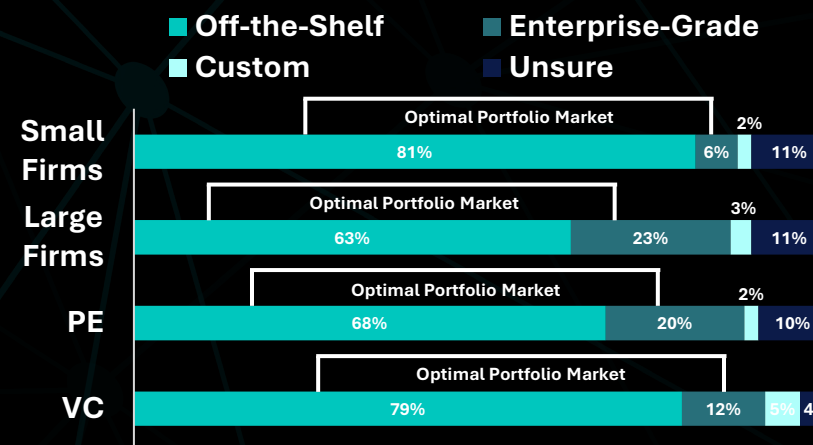


What is your firm's biggest operational priority?

■ AI / Workflow
■ Data Collection
■ LP Reporting
■ Software Integration
■ None Planned



What is the leading AI tool your firm is considering?



Current Clients

NEO

SIRIUSX



Oper8
GLOBAL



Case Study: Value Increases as Architecture is Scalable Across Industries



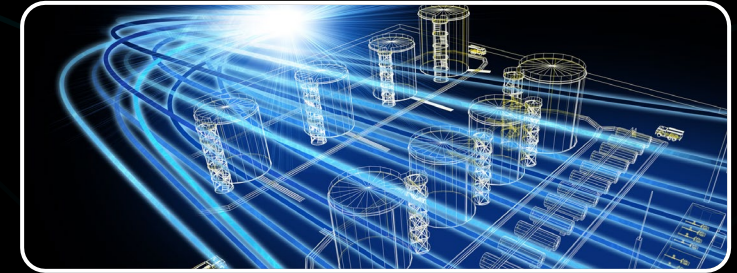
Challenge

- Mid-tier mining operator with two underground sites running multiple disconnected systems (Deswik, Maptek Vulcan, Micromine Pitram, Sandvik Automine).
- No unified data architecture for real-time operational visibility or reporting.
- Deliver a conceptual architecture and 5-year roadmap.



Solution

- Deployed Optimal Portfolio's Digital Twin Architecture Engine to integrate all operational and spatial data.
- Applied schema-first rigor and automated capability gap analysis across systems.
- Established a repeatable framework for cross-site data integration, forming the template for future deployments.



Results

- 90% cost reduction vs. Tier-1 consulting benchmarks.
- Delivered a board-ready architecture and 5-year digital roadmap in under 4 weeks.
- Designed full data interoperability and real-time operational oversight across both sites.

Pricing Structure

Product	Price	Service	Description
Target Acquisition Review	AUD 20,000	Sold as a fixed-fee service per target company Typically commissioned during deal screening or early due-diligence.	<ul style="list-style-type: none"> Provides a complete automated M&A review including strategic rationale, synergy analysis, and risk assessment within one week. It enables private equity firms to screen 10× more targets at 92% lower cost and 75% faster turnaround than traditional consulting, producing full artefacts such as the Strategic Imperative Analysis, Integration Blueprint, Actionable Playbook, and Synergy Quantification.
Integration Readiness Planning	AUD 30,000	Sold as a pre-close engagement during due-diligence per transaction).	<ul style="list-style-type: none"> Delivers comprehensive integration strategy and 100-day execution plan before deal closure. It eliminates the typical six-month integration delay, enabling immediate post-close execution. Core deliverables include a Day-One Integration Roadmap, Cultural Alignment Framework, Technology Migration Strategy, and 100-Day Execution Plan. Provides 85% cost savings versus traditional methods and improves integration success rates by 20–30%.
Continuous Portfolio Intelligence	AUD 132,000	Annual subscription — covering up to 10 portfolio companies; +AUD 300 per additional user; Monthly payment add 10%)	<ul style="list-style-type: none"> A real-time monitoring and analytics platform that replaces static quarterly reviews. It offers live dashboards, monthly intelligence reports, predictive alerts, and portfolio-wide analytics, delivering 90%+ cost savings. The system enables early detection of risks and opportunities, proactive portfolio management, and measurable IRR uplift through continuous insight delivery.

Leadership Team



Damian Hickey
Founder & MD



Will Davidson
Executive Director



Luke Oxenham
CFO



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Data Scientist



Abhishek Gupta
Research Lead



⚙️Optimal Portfolio

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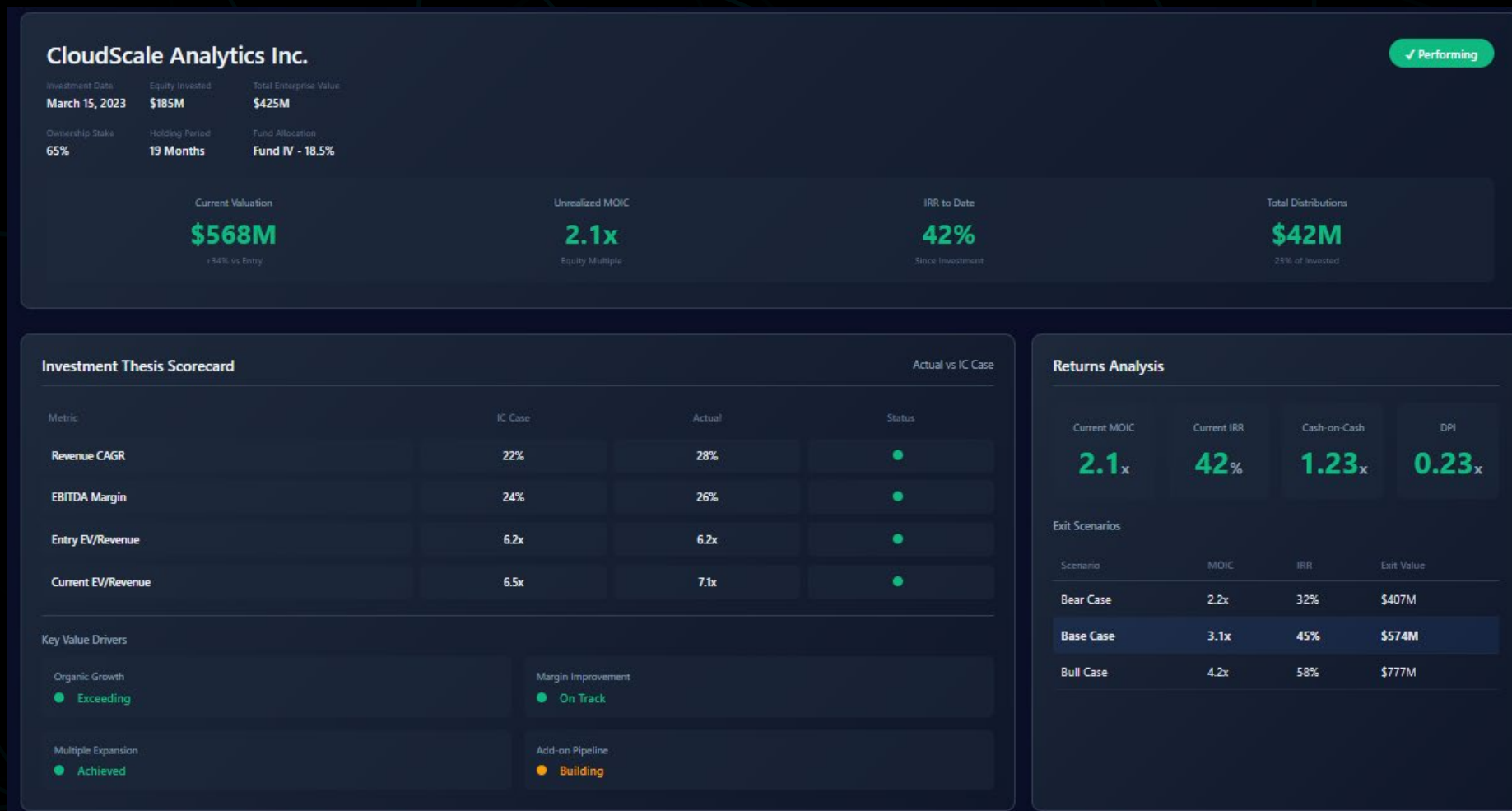
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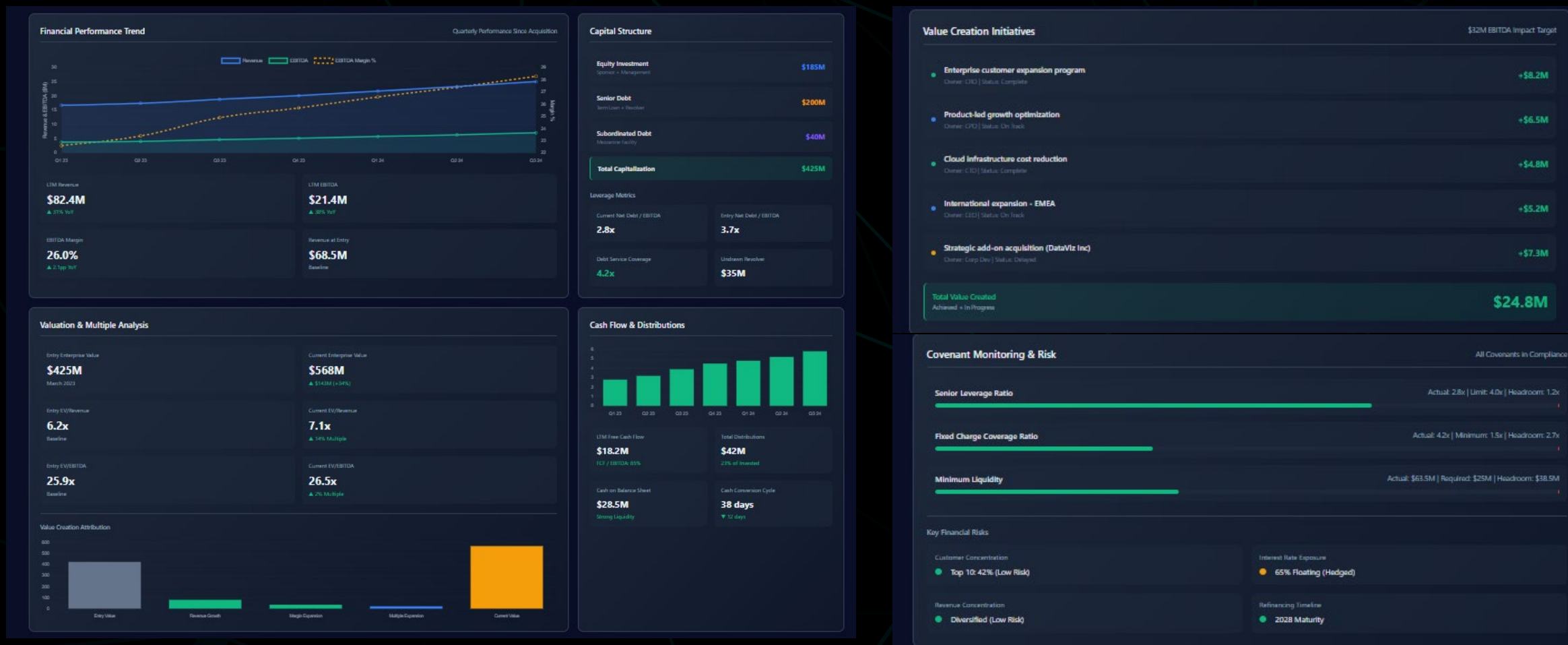
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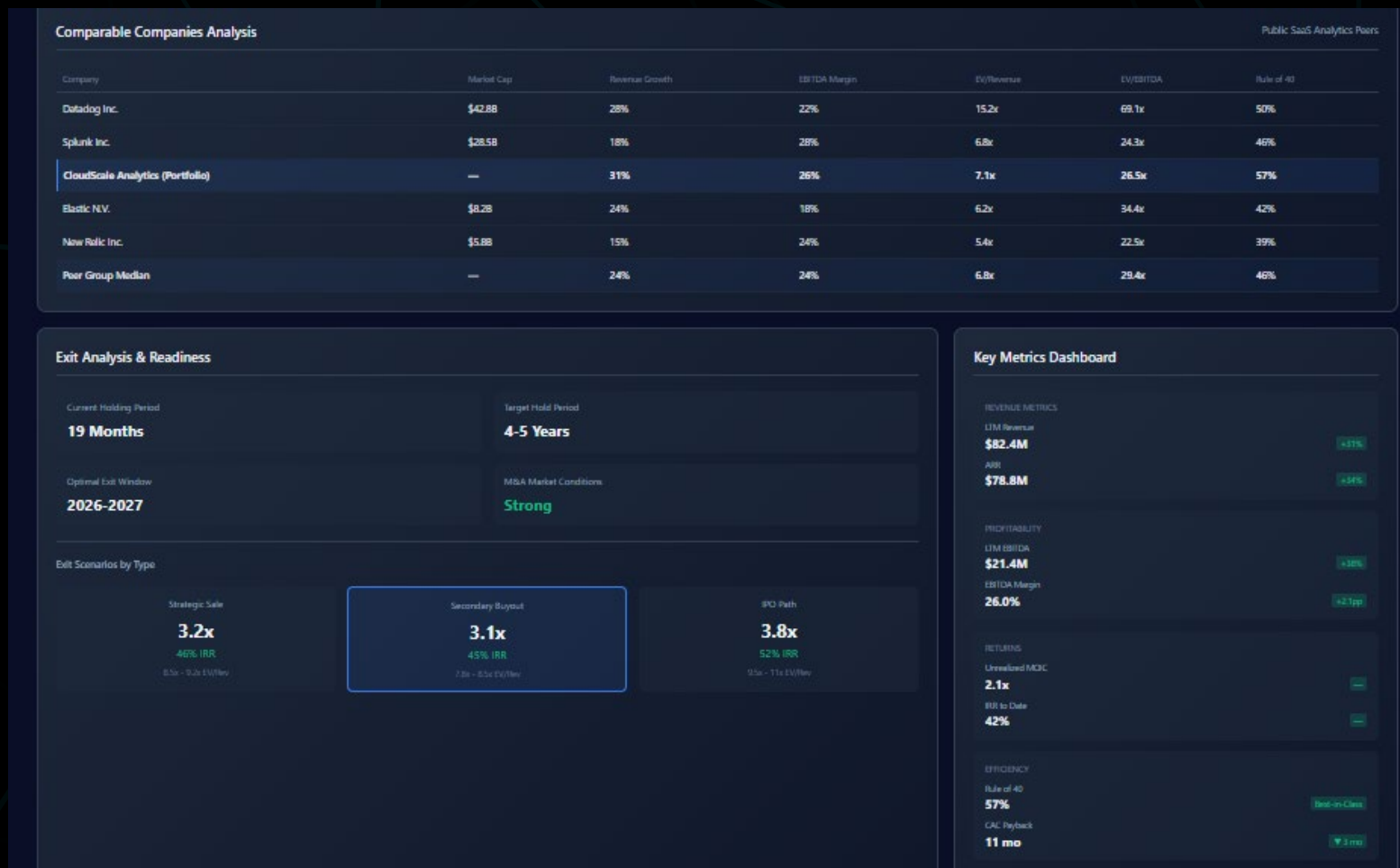
Target Screening Dashboard



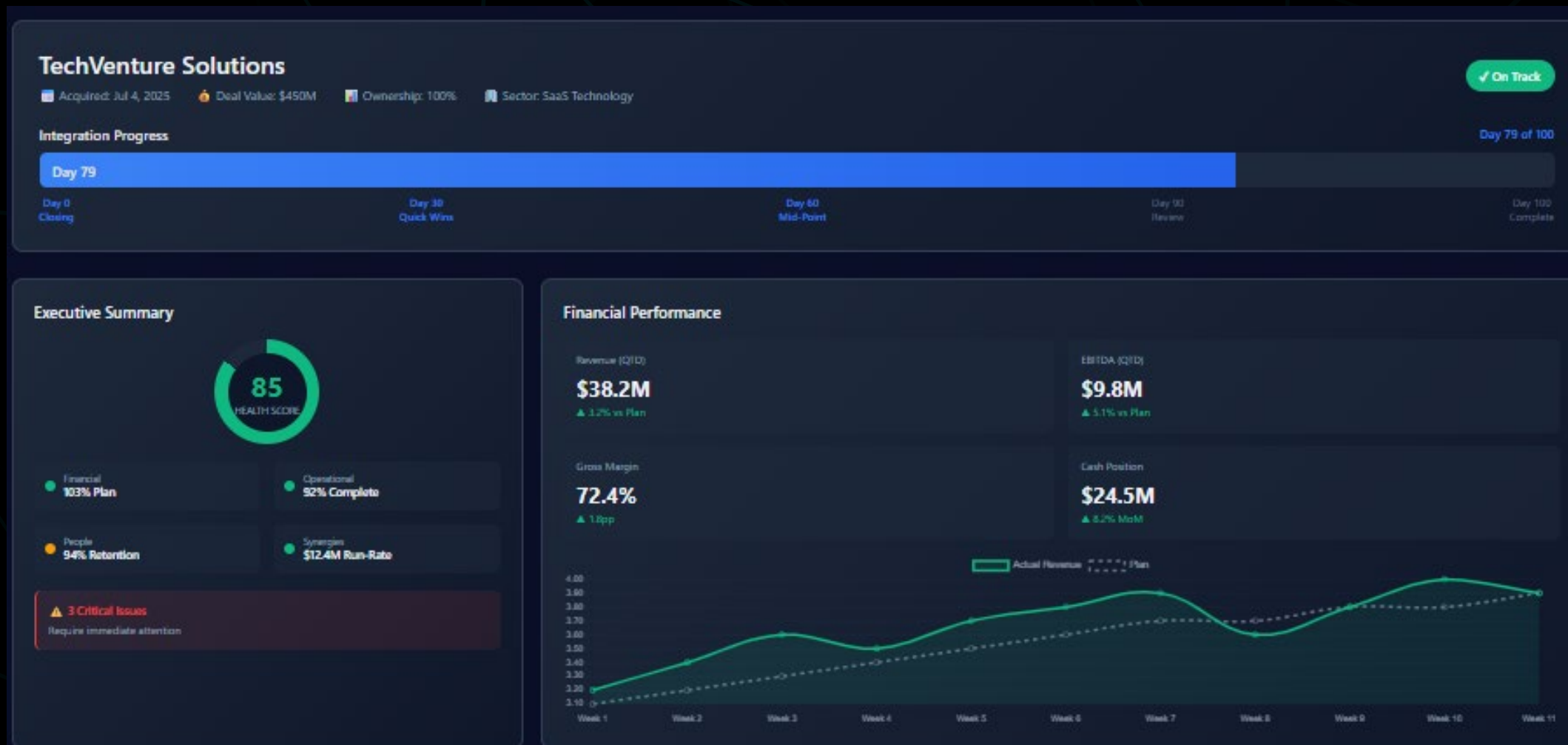
Target Screening Dashboard



M&A Integration Dashboard



M&A Integration Dashboard



M&A Integration Dashboard

Executive Summary



Financial
103% Plan

Operational
92% Complete

People
94% Retention

Synergies
\$12.4M Run-Rate

▲ 3 Critical Issues
Require immediate attention

Financial Performance

Revenue (QTD)

\$38.2M

▲ 3.2% vs Plan

EBITDA (QTD)

\$9.8M

▲ 5.1% vs Plan

Gross Margin

72.4%

▲ 1.8pp

Cash Position

\$24.5M

▲ 8.2% MoM



M&A Integration Dashboard



M&A Integration Dashboard

People & Culture

94.2%

Key Talent Retention

6.8%

Overall Attrition

428

Total Headcount

Integration Activities

- Org Design
- Comp Harmonization
- Benefits Alignment
- Culture Assessment

Employee Sentiment: 7.8/10

Based on latest pulse survey

Risk & Issues Register

3 Critical 5 High 12 Medium

Risk Description	Severity	Owner	Days Open	Status
Key customer contract renewal at risk	Critical	VP Sales	12	In Progress
Legacy system sunset delayed 3 weeks	Critical	CTO	8	Mitigating
Sales team quota attainment below target	Critical	CRO	21	Escalated
Data center migration complexity	High	IT Director	5	Monitored
Regulatory compliance documentation	High	Legal	15	In Progress
Product roadmap integration conflicts	High	CPO	18	In Progress
International tax structure optimization	Medium	Tax Advisor	22	Monitored
Brand transition communication plan	Medium	CMO	9	Monitored
Cybersecurity audit findings	High	CISO	6	Mitigating

M&A Integration Dashboard

Customer & Commercial

Customer Retention Since Acquisition

96.2%

Top Customer Health

Enterprise Corp (\$4.2M ARR)

TechGiant Inc (\$3.8M ARR)

Global Systems (\$2.9M ARR)

DataFlow Ltd (\$2.4M ARR)

Sales Pipeline

\$42.8M

▲ 12% vs Base

New Customers

34

▲ 18% vs Plan

Cash & Capital

Current Cash Balance

\$24.5M

13-week runway strong



Integration CapEx

\$8.2M

of \$12M budgeted

Working Capital

\$15.8M

▲ \$2.1M

DSO

42 days

▼ 5 days

Debt Covenants

✓

All compliant

Priority Actions

5 Overdue



Finalize Q4 synergy targets

Owner: CFO

2 days overdue



Complete vendor consolidation

Owner: Procurement

1 day overdue



Resolve TechGiant contract issues

Owner: VP Sales

Due today



Submit Day 90 review deck

Owner: Integration Lead

Due Nov 5

■ Next Milestone

Day 90 Strategic Review

November 15, 2025 (11 days)