

Optimal Portfolio

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

OPTIMAL PORTFOLIO LIMITED | ACN 691 717 272

CORPORATE PRESENTATION | NOVEMBER 2025



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Consultants manually stitch data together – 6-month projects & USD 500K bills – deliver static reports that are outdated on arrival.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

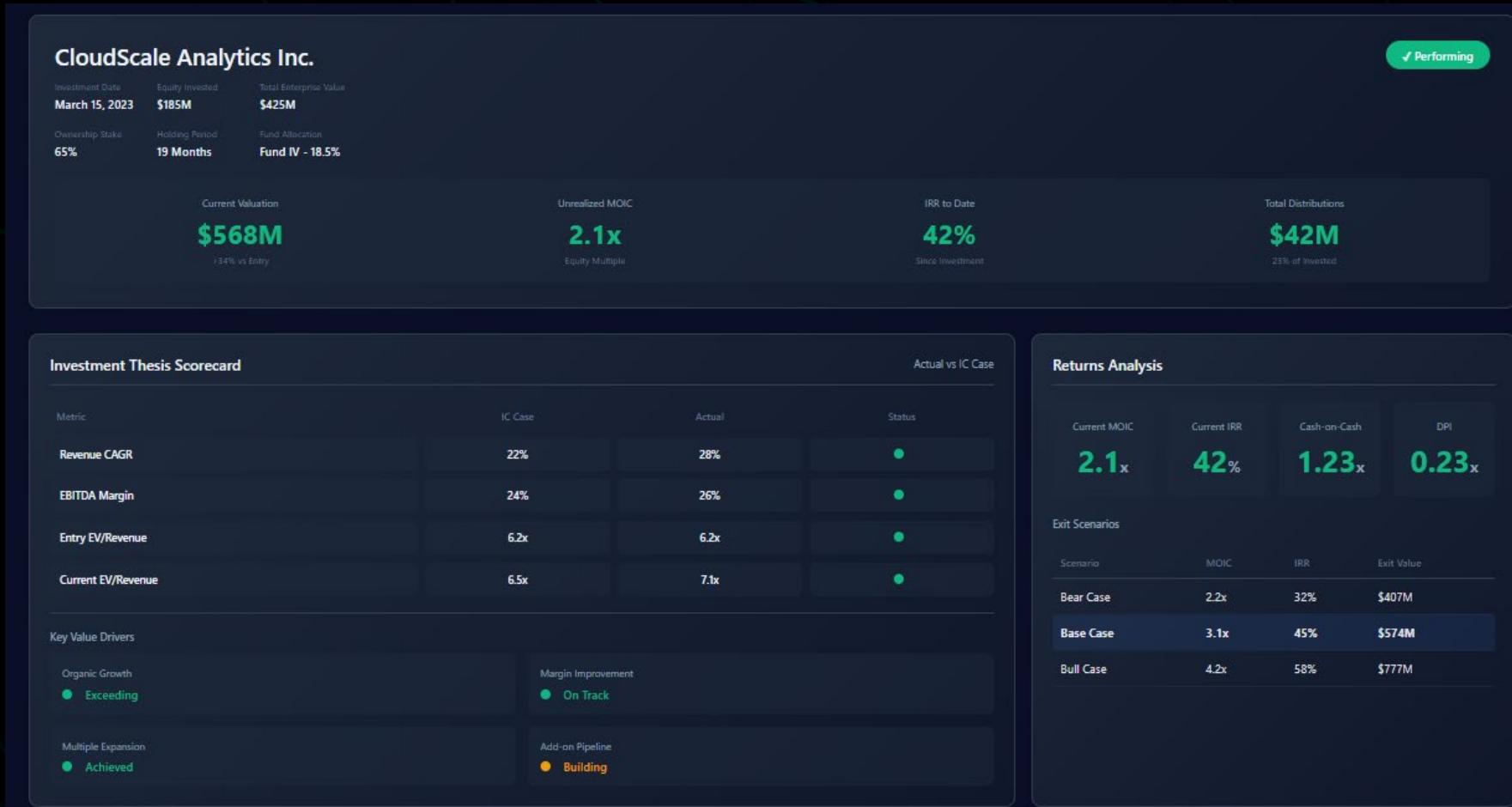
- The Optimal Portfolio AI Architecture Engine is a multi-data framework that teaches AI how to understand an organisation — its structure, strategy, operations, and data.
- It unifies disconnected corporate information — from documents, spreadsheets, databases, and systems — into a single contextual 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

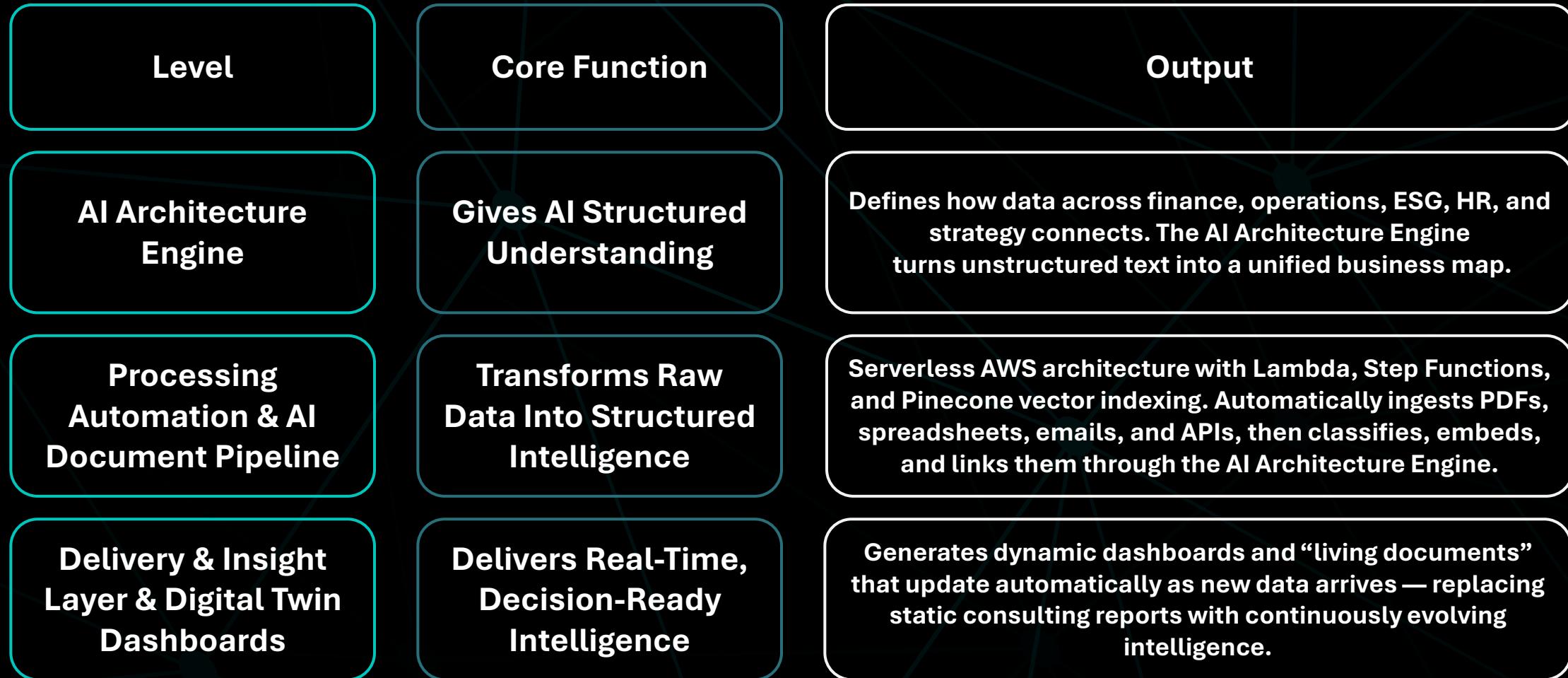
How its Built

- **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).

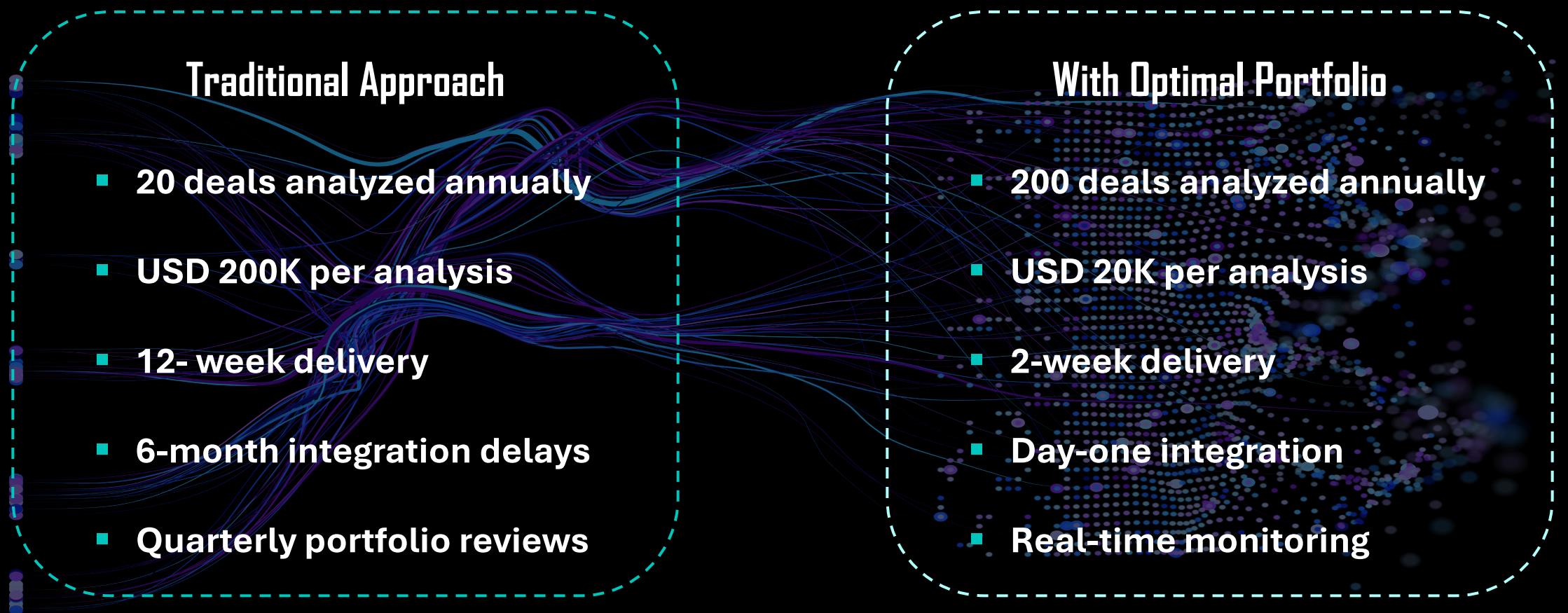
Key Features

- **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



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



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 10x 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

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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.

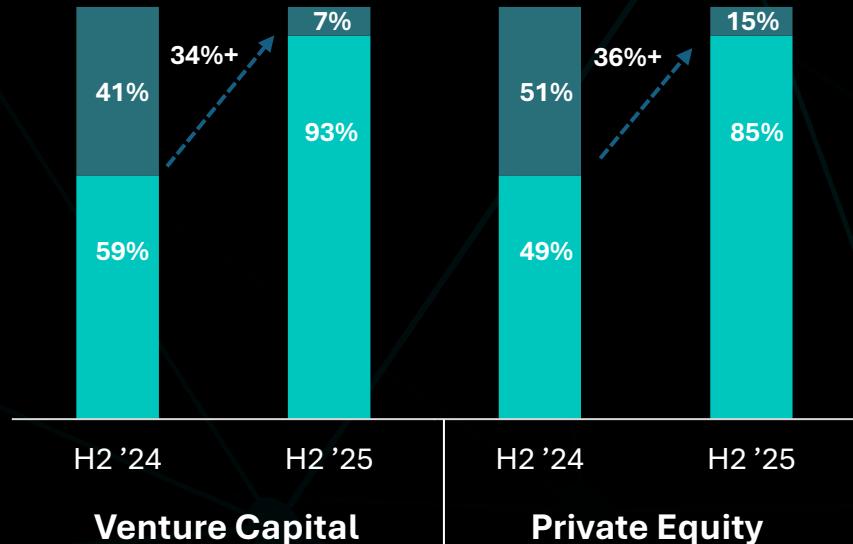
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We feel strongly that the most value and efficacy from AI come from building the data layer first & then building an AI solution to link the previously siloed data.

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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

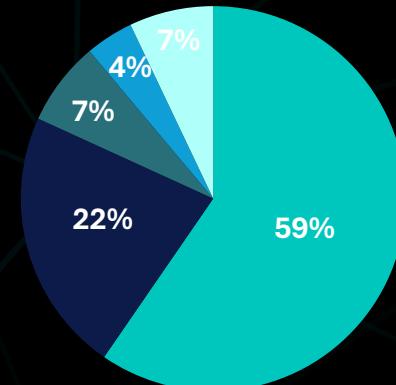
Are you currently using or planning to use AI tools in your firm?

■ Yes ■ No

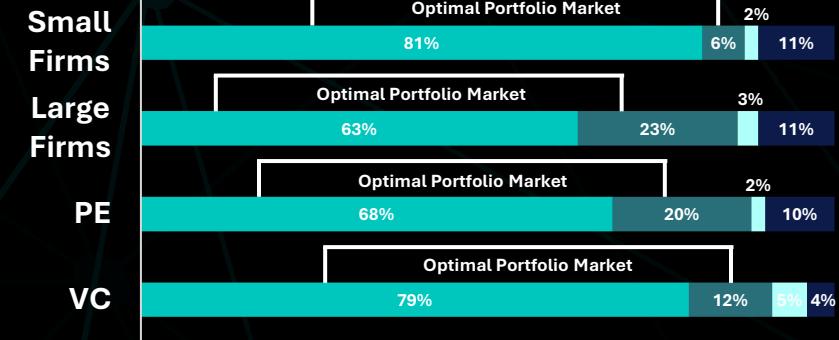


What is your firm's biggest operational priority?

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



What is the leading AI tool your firm is considering?



Current Clients

NEO SIRIUSX

 VIRIDIS
Green Data Centres

Oper⁸
GLOBAL


TalkVia AI

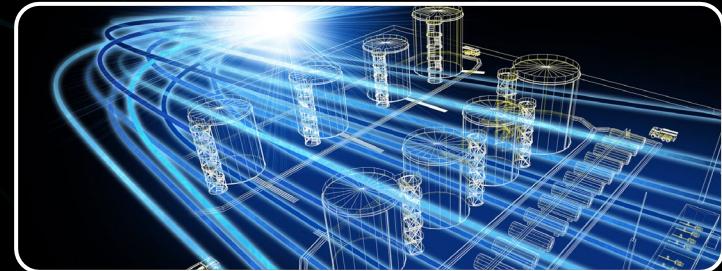
 Liberty
Energy Capital


ORCA Opti


FUTURUMIN DIGITAL
Imagine to Transform

 ZERO
CARBON
BANK

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 10x 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



SEVEN WEST MEDIA



Will Davidson
Executive Director



Luke Oxenham
CFO



Effy Abbsar
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Optimal Portfolio

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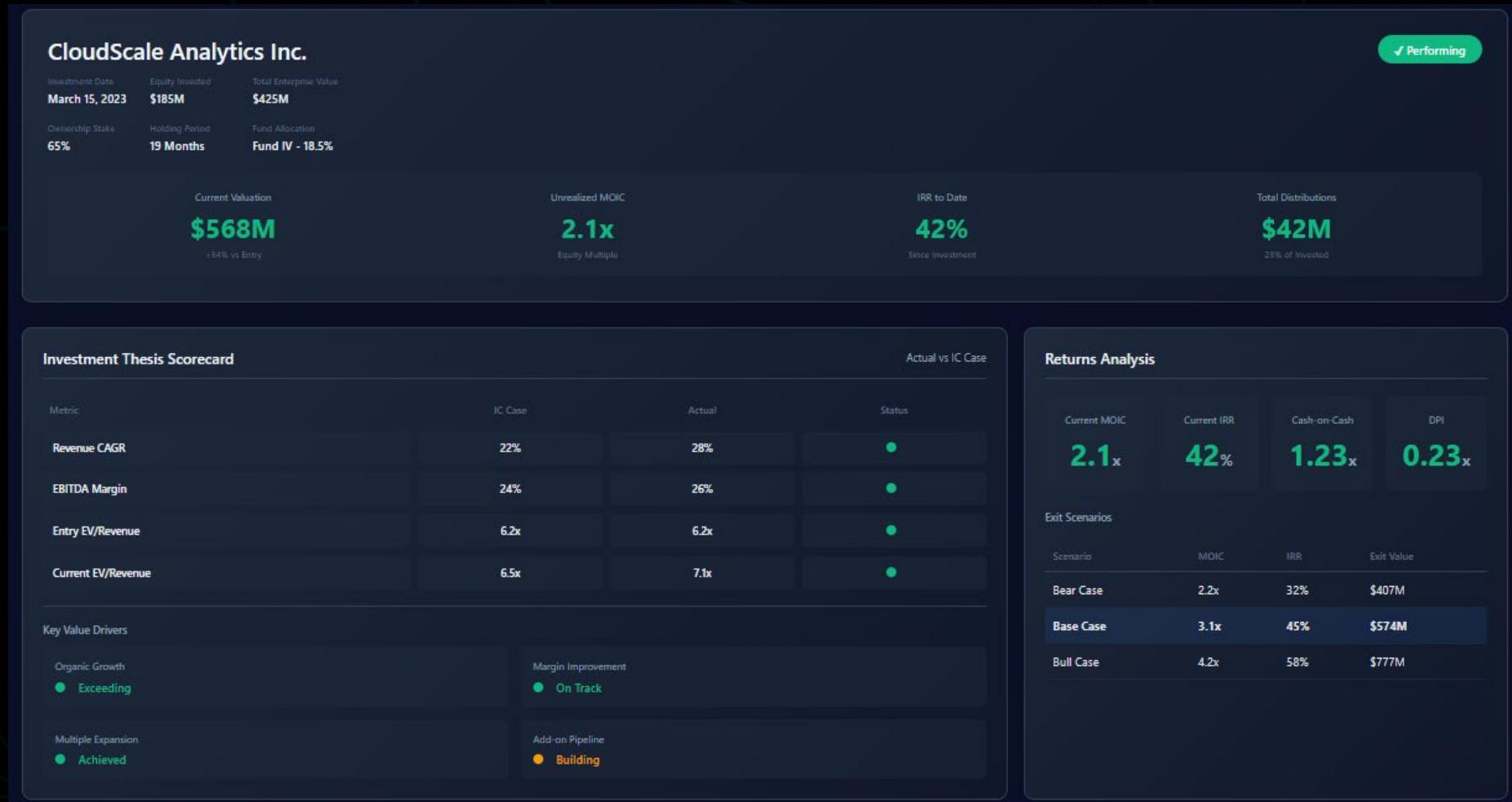
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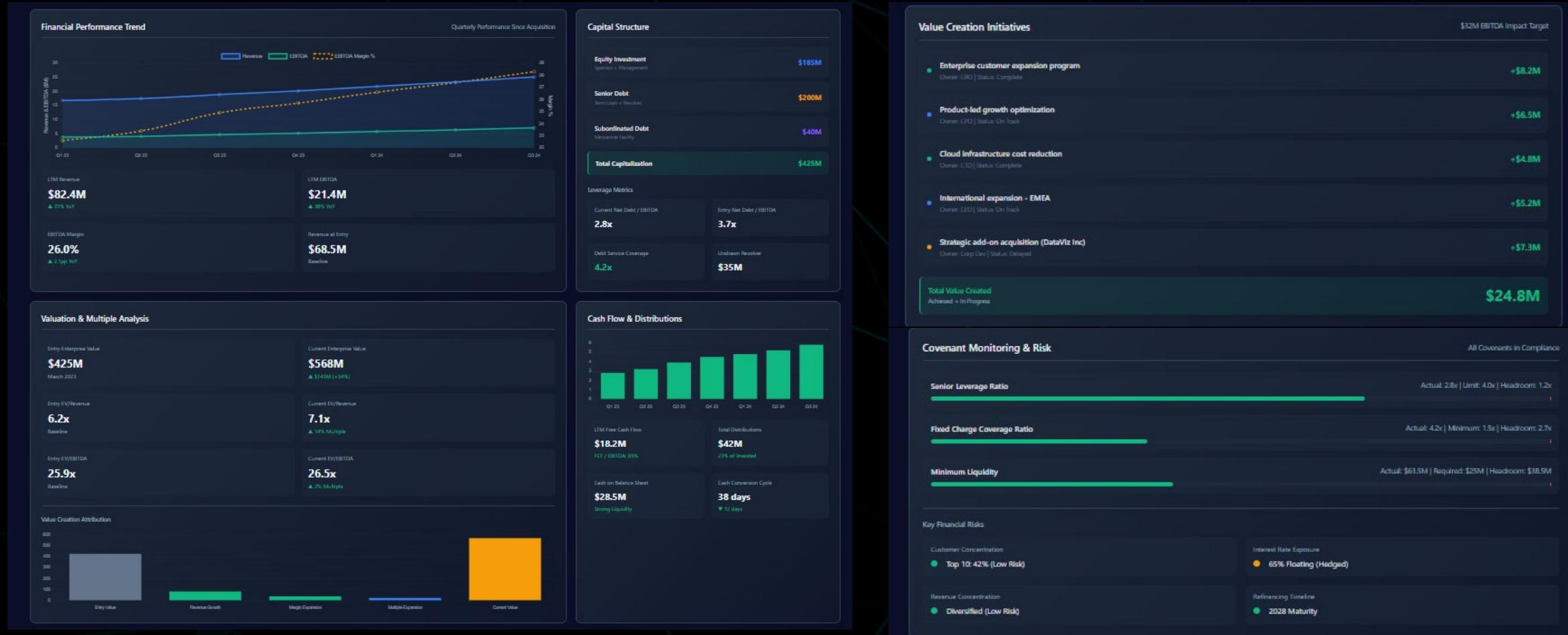
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Target Screening Dashboard



Target Screening Dashboard



M&A Integration Dashboard

Comparable Companies Analysis

Company	Market Cap	Revenue Growth	EBITDA Margin	EV/Revenue	EV/EBITDA	Rule of 40
Datadog Inc.	\$42.8B	28%	22%	15.2x	69.1x	50%
Splunk Inc.	\$28.5B	18%	29%	6.8x	24.3x	46%
CloudScale Analytics (Portfolio)	—	31%	26%	7.1x	26.5x	57%
Elastic N.V.	\$8.2B	24%	18%	6.2x	34.4x	42%
New Relic Inc.	\$5.8B	19%	24%	5.4x	22.5x	39%
Peer Group Median	—	24%	24%	6.8x	29.4x	46%

Exit Analysis & Readiness

Current Holding Period: **19 Months**

Target Hold Period: **4-5 Years**

Optimal Exit Window: **2026-2027**

M&A Market Conditions: **Strong**

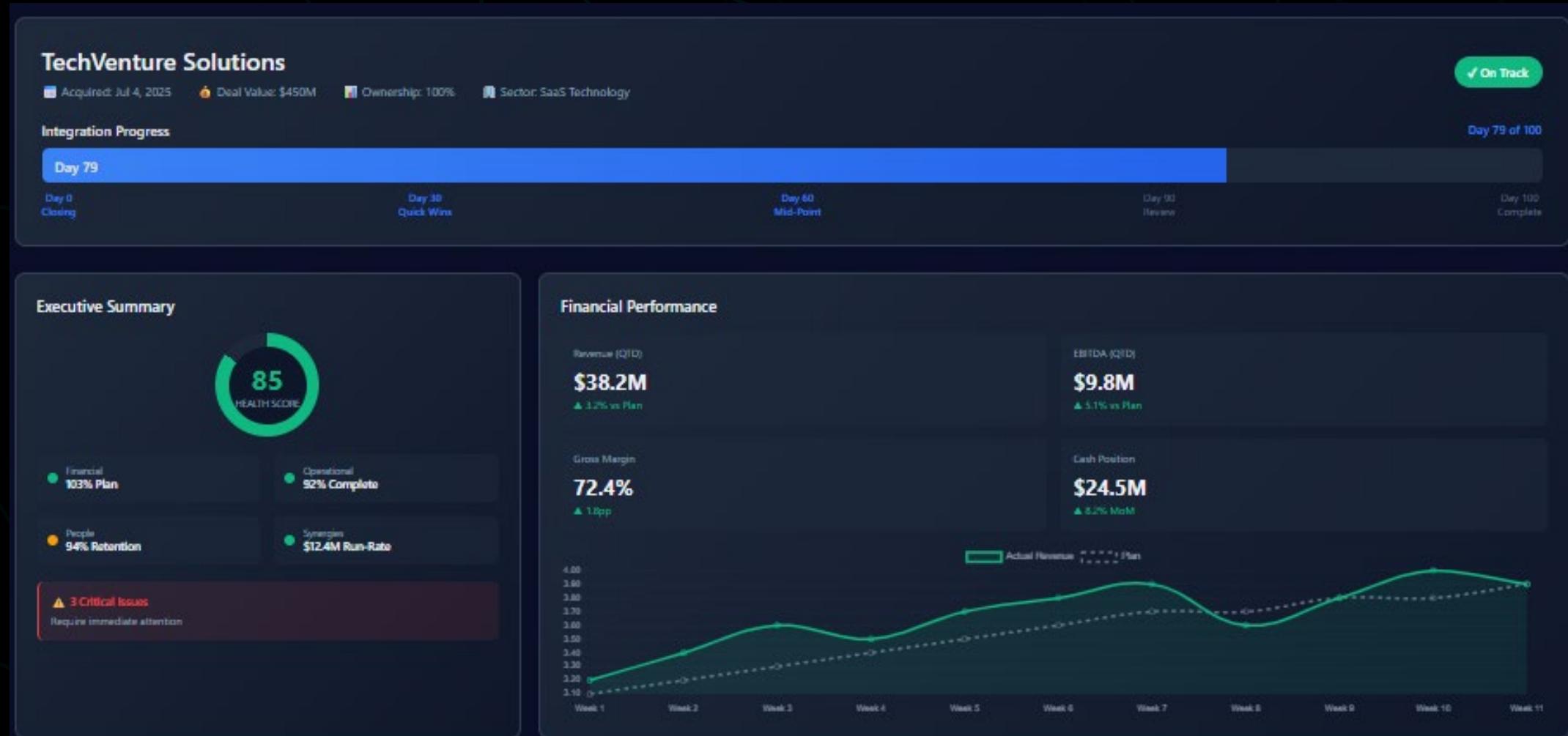
Exit Scenarios by Type

Strategic Sale: 3.2x IRR: 46% EV/Rev: 8.5x - 9.2x	Secondary Buyout: 3.1x IRR: 45% EV/Rev: 7.8x - 8.5x	IPO Path: 3.8x IRR: 52% EV/Rev: 9.5x - 11x
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Key Metrics Dashboard

REVENUE METRICS LTM Revenue: \$82.4M +15%	PROFITABILITY LTM EBITDA: \$21.4M +10%
AIR: \$78.8M +54%	EBITDA Margin: 26.0% +2.1pp
RETURNS Unrealized MoIC: 2.1x	EFFICIENCY Rule of 40: 57%
IRR to Date: 42%	CAC Payback: 11 mo Best-in-Class

M&A Integration Dashboard



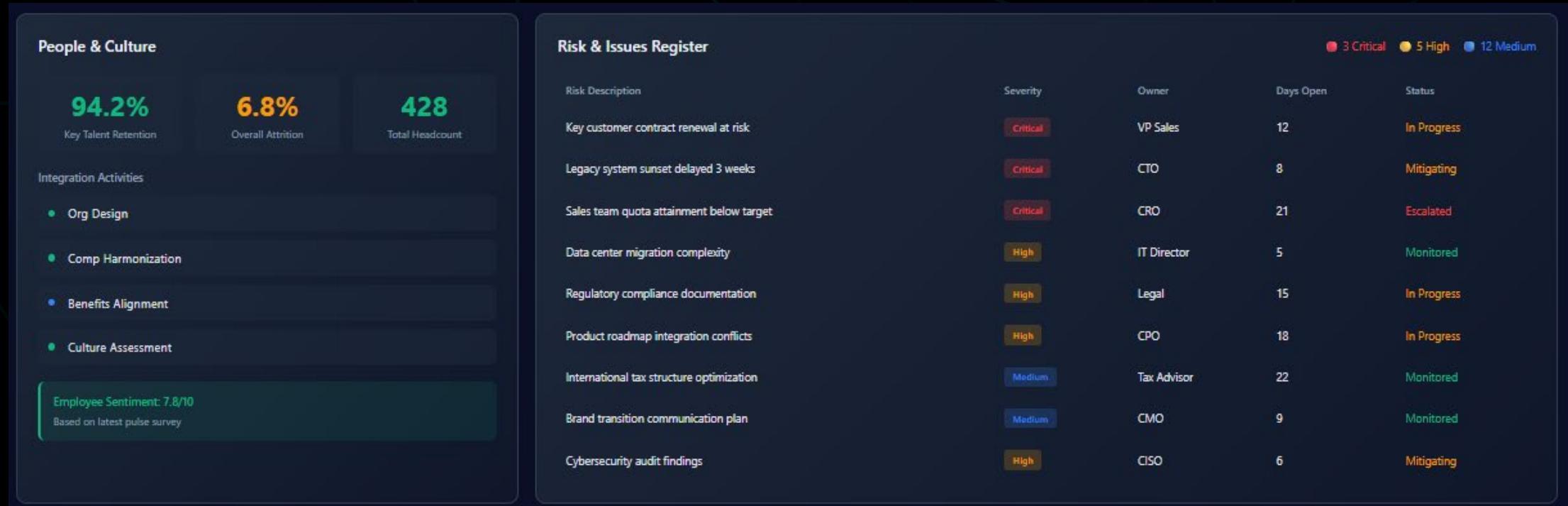
M&A Integration Dashboard



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