



JOBS FOR NSW

# Introducing Jobs for NSW

**Roxanne Roberts – Client Engagement**

**Danny Thai – Investment Strategies**

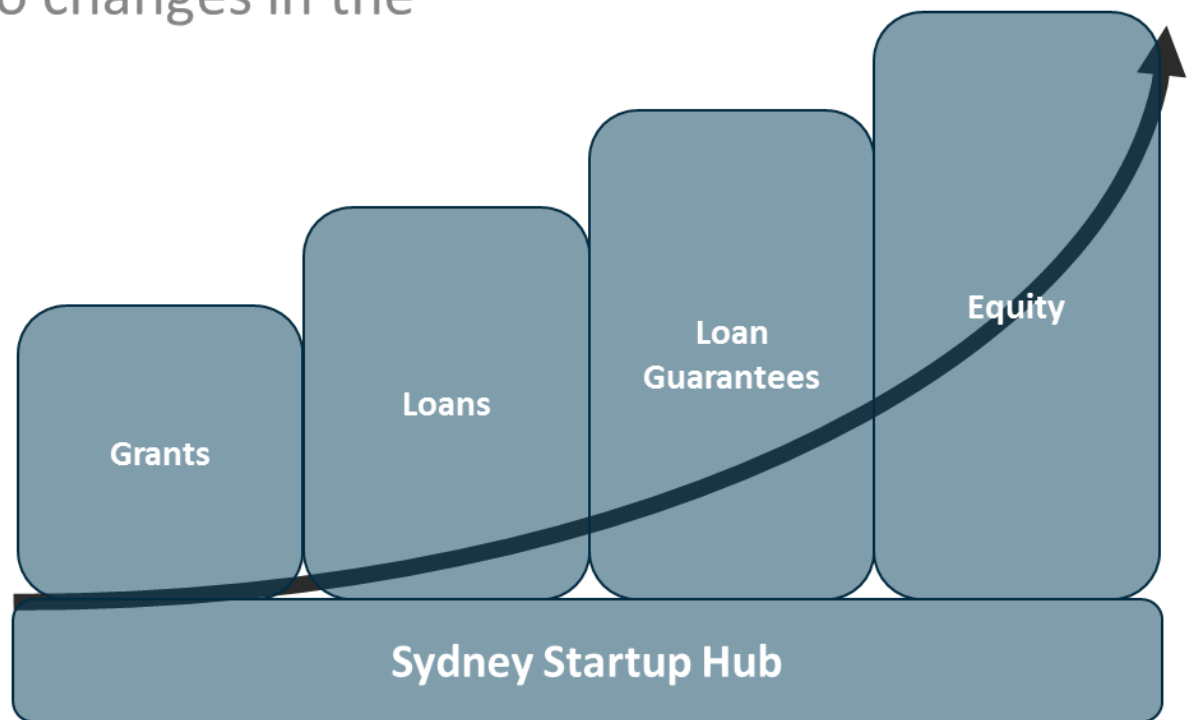
# Jobs for NSW Fund

## Purpose

“to facilitate the **creation of new jobs** in New South Wales in a way that is responsive to changes in the economy”

*Jobs for NSW Act*

A product for every part of the product startup lifecycle



# Product Portfolio

## Our Customers

Net job creators  
Who cannot access traditional financial markets

### Promising startups

No paying customers  
or too few to start scaling

- “New economy” businesses
- Disruptive
- Scalable business model
- Owned IP

### Emerging Fast Growth SMEs

Growth restricted by available cash  
Bank policy prevents a business loan

- New, rapidly scaling businesses
- Building key accounts
- Capacity constrained
- Exporting
- Potential to export

### Fast Growth SMEs

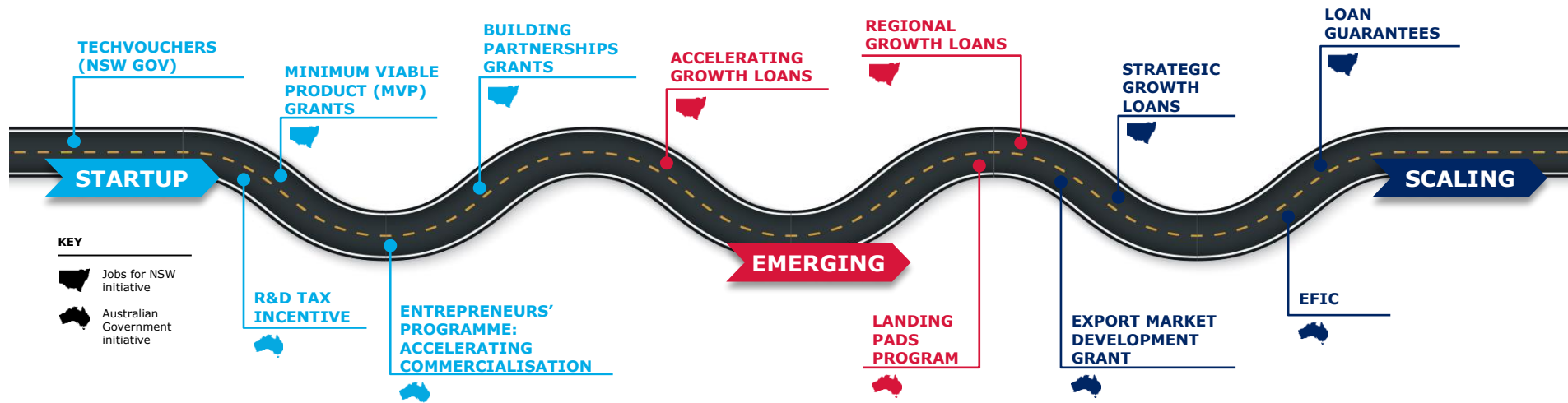
Growth restricted by existing capability  
Bank unwilling to fully fund expansion project

- Business expansion
- Exporting
- Potential to export
- Expand facilities
- Upgrade CAPEX
- Expand capability

# Product Portfolio Levers



“utilise high level private sector  
business experience”

*Jobs for NSW Act*



Open doors to government,  
finance and other networks for  
fast growth businesses

# Product Portfolio

	Accelerating Growth Loan	Accelerating Growth Loan	Regional Growth Loan
	 <b>intersective</b>	<b>ENDEAVOUR</b>	
Company	Early stage edutech business with fast growth in revenues and employees	Endeavour Beverages is the world's only vintage beer company with successful domestic wholesale model, expanding into retail and export markets	Cumulus is a Bangalow based VFX film contracting to some of the largest film production companies in the world.
Target Segment	International Education	Food and other quality goods to Asia	Creative industries
Project	Development of a cloud-based platform called Practera, to help students and mentors collaborate on work-integrated learning experiences, such as business projects, internships, competitions, and workplace learning and development.	Establish a microbrewery in The Rocks and execute export model	Software developed to access data & information from its original source anywhere in the world
Job creation	25 FTEs over 5 years	40 FTEs over 5 years	43 FTEs over 5 years in regional NSW
Further impacts on business	"The pipeline of assistance and endorsement of Jobs for NSW was quite a powerful signal to our customers; it helped us to go out and get new customers as we had the stability of the NSW Government brand behind us"	"The application process with Jobs for NSW has been robust, yet efficient. This loan will allow us to get people back into jobs within an Australian-owned industry"	"It's a great industry for youth to be involved in as it's unlikely a robot can replace you. It's fast-growing, and with a lack of youth employment in the area, I hope to be able to bring on one junior for every senior staffer that I hire"

# Product Portfolio

Strategic Growth Loan

Loan Guarantee

Equity Investment




Company

Longtail UX is a search experience automation platform that helps brands and agencies unlock incremental revenue from their existing SEO and SEM channels using AI and machine learning to help marketers maximise longtail keyword opportunities.

Gundagai located meat processor employing over 180 people and embracing new technology to supply lamb to national supermarket chains and export markets

Stone Axe Pastoral Company: an ultra-premium beef production company building the world's largest vertically integrated fullblood wagyu enterprise

Target Segment

Start-ups and Digital Innovation

Regional HQs and Food and other quality exports to Asia

Food and other quality goods to Asia

Project

Fast track new jobs creation to meet client demands and open international offices

Unlocked access to a \$36M loan allowing GMP to automate machinery, meet market demand from USA and Asia

Expansion of wagyu beef heard and supply chain investment

Job creation

55 FTEs over 5 years

76 FTEs over 5 years in regional NSW

76 FTEs over 5 years in regional NSW

Further impacts on business

“These funds will allow us to accelerate our growth plans so that we can hire additional developers, sales personnel, project managers and software engineers to really build out our team as we pursue our plans to expand our presence into key international markets”

“Businesses like ours need initiatives like Jobs for NSW to enable us to expand our operations, increase our capacity and generate new job opportunities for people living in regional areas.”

“we are delighted with NSW Government and First State Super’s decision to invest in our business. The partnership with the NSW Government and First State Super will help the company expand in and around Ebor in regional NSW.”

# Contact Jobs for NSW

## **Danny Thai**

Email: [danny.thai@jobsfornewsw.com.au](mailto:danny.thai@jobsfornewsw.com.au)

Phone: +61 410 334 932

## **Roxanne Roberts, Client Engagement**

Email: [roxanne.roberts@jobsfornewsw.com.au](mailto:roxanne.roberts@jobsfornewsw.com.au)

Phone: +61 439 529 011

Visit [jobsfornewsw.com.au](http://jobsfornewsw.com.au)