



**IndiEnergy**  
PUTTING THE PIECES TOGETHER

# INDIGENOUS IMPACT INVESTMENT

PROFIT WITH PURPOSE



# PROVEN CAPABILITY, EXPERIENCE AND OPPORTUNITY

INDIENERGY PTY LTD IS A MAJORITY INDIGENOUS OWNED AND OPERATED FIRM SPECIALISING IN CORPORATE ADVISORY AND INDIGENOUS-RELATED PRIVATE EQUITY INVESTMENTS.

Never before has there been such a ready made market and leverage for Indigenous and mainstream Joint Venture Partnerships (JVP). The emergence of new Commonwealth Indigenous Procurement Policies, corporate participation and a resource royalty regime is driving an unprecedented opportunity to create "Profit with Purpose".

Since 2012, IndiEnergy has steadily built a portfolio of investee companies that demonstrate financial value and viable returns for investors, while at the same time, create opportunities for economic and social development in Indigenous communities.

At IndiEnergy, we are skilled in originating and structuring strong financial investment opportunities that deliver sustainable social impact outcomes.

## Our services include:

- Deal origination
- Private equity
- Property syndication
- Corporate advisory

## DELIVERING FINANCIAL OUTCOMES FOR INVESTORS

The success of our qualified and highly experienced team is underpinned by a well-respected Advisory Board, strategic professional partners and a strong commercial approach. IndiEnergy creates opportunities and access to investments with:

- Strong financial returns
- Robust risk mitigation and management
- Sustainable competitive advantage
- Scalability
- Profitable exit options
- Positive social impact

*"If it doesn't make financial sense for our Indigenous partners, mainstream operators and investors, it's not worth doing."*

**Joe Procter**, Managing Director – IndiEnergy





# IMPACT INVESTMENT CASE STUDIES

INDIENERGY HAS A UNIQUE TRACK RECORD OF COMPLETED DEALS, WHICH HAVE SUCCESSFULLY DELIVERED COMPELLING FINANCIAL OUTCOMES FOR INVESTORS.



## INDIENERGY ROADHOUSE INVESTMENTS (IRI)

**Project Type:** PROPERTY SYNDICATION **Executed:** 2014

Together with our commercial property partner Acure Asset Management, IndiEnergy completed a property investment syndication, which included major Traditional Owner Groups. The investment saw the purchase of two bulk-fuelling stations strategically located between Newman and Carnarvon in Western Australia. Supplied by British Petroleum (BP), the assets include homesteads, mini-marts, restaurants, driver lounge facilities, a stand-alone steak house and 144 accommodation units and public facilities.

Acure, a boutique property investment, development and funds management company is supported by global investment bank, Moelis & Company through an investment and underwriting agreement.

Two Traditional Owner groups from the Pilbara and Northern Territory invested alongside IndiEnergy and benefited through our deal origination, extensive due diligence, financial modelling, debt finance arrangement, document preparation and execution.

### HIGHLIGHTS FOR THE IRI INVESTMENT INCLUDED:

- Financially strong tenant
- **15 year triple-net leases** with option to extend
- Projected Internal Rate of Return of **17.4%**
- Average 7 year cash distribution (paid quarterly) of **15.8%**
- Improved corporate governance with a newly established Traditional Owner entity and sign-up of over 70 individuals
- Entry and understanding for conservative investment class for future royalty payments



## WEDGETAIL LARRAKIA CORPORATION

**Project Type:** PRIVATE EQUITY & CORPORATE ADVISORY **Executed:** 2014

Wedgetail Larrakia Corporation (WLC) is a Joint Venture Partnership (JVP) between IndiEnergy and the Larrakia Development Corporation (LDC) - the responsible commercial entity for the Larrakia people.

In 2012, the LDC approached IndiEnergy requesting support to improve and develop the corporation's commercial strategy and positive profile in the wider community.

The WLC was formed in early 2014 to enable key business development opportunities capable of returning positive financial and social outcomes for the Larrakia people of Darwin.

### HIGHLIGHTS INCLUDED:

- Successful corporate restructure and turnaround
- Creation of the Larrakia Trust, which has provided over 200 Larrakia people with opportunities for direct share ownership, as well as financial and social benefits
- Design and implementation of a strong community engagement strategy
- Strengthening of existing JVP and origination of new business opportunities

### FACILITIES MANAGEMENT

A JVP with Compass Group, servicing the Inpex Ichthy's LNG construction project, has been ongoing since 2012. Compass Group is a global leader in facilities management and has demonstrated leadership in corporate responsibility to achieve positive, sustainable and capacity building outcomes for Aboriginal and Torres Strait Islander people.

Through IndiEnergy's involvement, the relationship between all JVP partners has strengthened and created a range of commercial and social benefits for WLC members including employment, small business development and service contracts.





## ONE KEY RESOURCES

Project Type: LABOUR HIRE SOLUTIONS Executed: 2015

Meaningful employment is a major factor in improving the quality of people's lives. IndiEnergy identified a gap in the market for the supply of credible talent in resource and infrastructure projects in Darwin. With this key focus in mind, the shareholders of WLC formed a JVP with 'One Key Resources', a specialist provider of workforce services based in Queensland.

The 'One Key Larrakia' JVP was negotiated over a 12-month period, providing the WLC with the capacity to provide quality labour solutions to the mining, construction, oil and gas sectors across the Northern Territory. To date, up to 40 people have been placed through the JVP at any one time, with 90% of these workers being Indigenous.

### HIGHLIGHTS INCLUDED:

- Negotiation and establishment of commercial terms, responsibilities and legal structures
- Execution of agreements
- Partner scoping
- General support including marketing, management, relationships and reporting
- Investment

The success of this initiative has led to the formation of a nation-wide joint venture agreement, taking a national approach to the delivery of employment services.



### Joe Procter

Managing Director

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