



True EV Pty Ltd – Electric Vehicle Opportunity

Secured Private Credit Facility Opportunity – Bridge funding Capital Raise of AUD \$2,000,000 (\$1m Secured already)

Sophisticated & Wholesale Investors Only

TRANSACTION SUMMARY

Date: September 5th 2024

Borrower: True EV Pty Ltd (ACN 670 677 255) of Suite 31.05 - L31 Tower Two, International Towers, Barangaroo NSW 2000

Subsidiary: True Distribution Pty Ltd (ACN 675 726 191) of Suite 31.05 - L31 Tower Two, International Towers, Barangaroo NSW 2000

Transaction : Secured private Credit facility for up to **\$2,000,000 AUD**

OFFER DETAILS

True EV Pty Ltd is a forward-thinking electric vehicle (EV) business. The business dedicates its efforts to simplify the introduction of EV for its customers. The business is experiencing growing demand for its eco-friendly and innovative EV products, as more companies are seeking sustainable transportation solutions in response to increasing environmental awareness and regulatory pressures. **The company is raising a bridging round to fund its growth, to date there are 236 confirmed orders secured for the Xpeng G6 base model which translates to over \$12m AUD in revenue, these are all 100% direct sales and as such the net profit is circa \$1.5m AUD already.**



True Ev Pty Ltd is the exclusive Importer , Distributor & Retailer for Xpeng Vehicles in Australia. Xpeng is amongst the largest ev producers globally and is listed on the NYSE with code XPEV. Its Market capitalization exceeds \$7b USD. In 2023 Volkswagen AG invested over \$1bn AUD into Xpeng in a landmark partnership agreement.

<https://edition.cnn.com/2023/07/27/cars/china-volkswagen-xpeng-investment-intl-hnk/index.html>

To give investors an equivalent market comparison , On July 3rd 2023 listed dealer group Eagers Automotive Limited (ASX: APE) paid \$70M AUD to acquire a 31% ownership interest in the distribution entity for BYD vehicles in Australia, this investment valued the distribution rights at **\$220M AUD**. **Current Deloitte Financial valuation supports the True Ev/Xpeng business in excess of \$100m AUD.**

(Source: [2572819.pdf \(dealersolutions.com.au\)](#))

Xpeng Media links

<https://www.investors.com/news/china-ev-sales-tesla-archrival-byd-nio-li-auto-xpeng/>

<https://www.drive.com.au/reviews/2024-xpeng-g6-international-first-drive/>

<https://cnevpost.com/2024/09/01/xpeng-deliveries-aug-2024/>

<https://www.carsales.com.au/editorial/details/hundreds-of-1000-deposits-for-xpeng-g6-in-australia-147124/>

<https://www.ft.com/content/26282979-afc2-48cd-be90-af8b1f77940b>

The recent easing of restrictions on EV imports by the Australian government has significantly boosted the domestic market, creating new opportunities for companies like True EV Pty Ltd to expand their offerings. The company is offering to investors a coupon rate of 20% per annum. The EV transition is an investment megatrend and the investment is an excellent opportunity that provides investors direct exposure to this thematic with a strong risk/reward ratio.

INVESTMENT TERMS

- **Facility Limit:** AUD 2 million +, plus coupon, plus costs.
- **Conversion:** **The Investor has the right to convert at anytime at a \$30m AUD pre money valuation.**
- **Coupon:** 20% per annum, accrued until maturity
- **Maturity Date:** 6 months from the drawdown of the initial advance.
- **Security:** General Security Agreement over the Borrower, General Security Agreement over the Subsidiary Second registered mortgage over 7-13 Pearl Street, Tweed Heads to be released on or before 1 October 2024 Personal guarantee by each Director and Shareholder of the Borrower.

INVESTMENT HIGHLIGHTS

- True EV Pty Ltd is an established EV business to take advantage of Australia's move to the adoption of electric vehicle.
- The business identified a solution to the limited availability of affordable high quality EV in the Australian Market by an exclusive agreement with XPENG (NYSE:XPENG, HKEX:9868HK), an EV powerhouse, True EV has become the sole importer, distributor and retailer in Australia.
- Macroeconomic tailwinds include:
 1. A strategic growth opportunity for True EV Pty Ltd's to expand its business through the XPeng distribution agreement, positioning the company in the EV market.
 2. A high 20% annual coupon rate return provides the lender with a substantial return on investment, accruing monthly and capitalised.
 3. The lender has the convertible equity option, potentially benefiting from the Borrower's short-term growth and valuation increases, with a **pre-money valuation set at \$30 million AUD.**
 4. The borrower has the option for early repayment, offering flexibility while the lender's right to convert into equity remains protected.
 5. A \$10m AUD broader equity raise to run in parallel to provide an option for repayment.

The True EV Team



JASON CLARKE, CHIEF EXECUTIVE OFFICER

Jason Clarke is a financial services and technology executive, director and investor with a strong record of building revenue and earnings in highly competitive markets both in Australia and internationally.

Jason has over 25 years' experience in financial services and technology. He was responsible for identifying and leading the acquisition of Australia's leading investment research house, Lonsec, and merging the business with SuperRatings to form Lonsec Holdings. Jason has consulted to the majority of superannuation funds and to government departments and became a regular media commentator on superannuation and market performance. Jason has also presented and spoken at key Australian and International conferences on retirement savings performance, systems and strategies. Jason has significant history in managing large scale technology projects including US stock trading apps, robo financial advice and pension administration platforms

in Australia and Hong Kong. Jason is also currently a director of leading Hong Kong retirement benefits consultancy, MPF Ratings Ltd and serves as a director of Italian menswear label, Sartorial Bay



SHERAN CHALOUHI, CHIEF FINANCIAL OFFICER

Sheran Chalouhi boasts 25+ years advising small to medium businesses on accounting and taxation. Formerly the founder of Omni Management Group for 15 years, she specialises in guiding SMEs to establish and grow efficiently. Sheran's expertise tackles critical business challenges, emphasising cost-effective programs for productivity, allowing owners to focus on core skills.

Her industry experience spans Financial Services, Construction, Automotive – Retail, Wholesale and Repairs, Superannuation, and Not-For-Profit sectors. Sheran, a member of the institute of Chartered Accountants (IPA) with a Bachelor of Commerce (Accounting) and Law sub-major (UWS), is a Tax Agent, SMSF Auditor and sits on the board of various organisations as a trusted advisor.

Beyond corporate roles, she's dedicated to supporting not-for-profit organizations, aligning her passion with helping business owners achieve their short and long term business and financial goals.



STANLEY YEE, CHIEF LEGAL OFFICER

Stanley is our chief legal officer and heads our China operations. He is a practising solicitor in the state of New South Wales. With 15 years in the legal industry, he is significantly experienced in advising on both inbound and outbound trade and investment opportunities between China and Australia. The scope of the transactions he has given counsel to would be measured in the billions of dollars.

He also heads the TrueEV China Operations, assisting our cross border partners, suppliers and stake holders into Australia.



NICOLAS POLITOPOLOUS, Director

With over two decades of expertise in fund management, corporate finance, and Capital Markets. Nicolas co-founded Dinimus, a mid market lending fund. He is a Principal at Merakii House, which specialises in Private Equity and Private Credit investments with a focus on sustainability.



SRECKO LORBЕК, ADVISOR

With over 40 years in the motor industry, Srecko Lorbek, a leader in Australia's automotive sector, transformed LORBЕК LUXURY CARS into the country's premier luxury car brand. A pioneer in embracing the present reality of electrification, he founded GET ENERGY and GET ELECTRIC to address EV infrastructure challenges, combining innovative energy generation and battery storage solutions. Srecko's vision is summed up in the motto: "GET TOMORROW TODAY."

OFFER TIMELINE



All investment interest to be sent to Eli Capital Pty Limited CAR of AFSL 405469.

For access to the dataroom , to book a meeting with management or to view the financial model please contact corporate@elicapital.com.au or theo@elicapital.com.au



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