

# Investors



***Goodness is the only investment  
that never fails – Walden***

# BAL R&D

- *World Class Business & Technology Advisory*
- We are 100% Self-Funded and Debt Free with all profits from Business Consulting invested in our Intellectual Property IP R&D.
- Our Business Exit Strategy is to sell our Intellectual Property to Investors.
- We specialise in Knowledge Capital and Valuation.
- We have a Track Record of IP Creation since 1970s with a 20+ year 2020+ future horizon.

# Investment Classes and Values

- Class I Consulting < US\$1m
- Class II Messaging & Directory Services  
Intellectual Property IP < USD\$10m +  
Royalty
- Class III Postal Services and Logistics  
Intellectual Property IP > USD\$70m +  
Royalty
- Options negotiable from as low as 5%

# **Investment Class I: Consulting**

- **Investors seeking a boutique high end Internet & Telco Consultancy**
- **Ideal for a general consultancy wishing to franchise our knowledge, extend to our areas of specialization or get a base in the Sydney – Australian Market**
- **Business Exit Strategy & Valuation**
- **Get BAL to innovate your Business**
- **Investment sought under US\$1m**

## **Class II: Messaging IP**

- **Class II comprises of all our Messaging & Directory Services IP for sale except for our IP in Postal Services & Logistics**
- **Class II IP is valued USD\$10m + Royalty**
- **Examples of class II IP for sale: @Phone and Anti-Spam developed as an integrated Multi-Channel Hybrid Messaging Switch**
- **Ideal for parties wishing to invest in Messaging & Directory Services IP**

## **Class III: Postal Services IP**

- **Class III comprises of all our Postal Services and Logistics IP on Sale**
- **Class III IP is valued in excess of USD\$70m + Royalty**
- **See @Fulfilment and @Post as examples**
- **Buyers targeted include major Postal Services and Global Logistics Companies**

# **Our IP Valuation**

- **IP Value = f(Period, Terms, IP on Offer)**
- **IP is dynamic and constantly evolving.  
We offer any additions to our IP and to support any IP sold for a Period=20 years**
- **All our IP is backed by extensive Market Research and Business Modelling**
- **Experts in Knowledge Capital Valuation**