

2002 Australian Universities International Alumni Convention

"TAKING RISKS - TALES FROM VENTURE CAPITALISTS"

Bill Ferris is Executive Chairman , and a founding principal, of Castle Harlan Australian Mezzanine Partners Pty Limited, Australia's leading private capital provider.

Bill's other directorships (past and present) include:

Chairman Garvan Institute of Medical Research
Chairman Bradken Resources Pty Ltd
Director Tucker Seabrook (Aust) Limited
Director Austal Limited
Director RAMS Home Loan Pty Limited
Director Australian Institute of Management (NSW) Limited (1998 - 2001)
Chairman Macquarie University Asia Pacific Council (1998 - 2001)

Known as "the father" of the Australian venture capital industry and from the vantage point of nearly a decade as Deputy Chairman and Chairman of the Australian Trade Commission and with over three decades spent pioneering venture capital in Australia, Bill is well placed to illustrate important (and entertaining) lessons for success with venture capital and to identify the pitfalls that await the inexperienced.

In this session, he will identify some of the essential ingredients for success and failure in the world of venture capital and also highlight the thrills and pains experienced in a sometimes very rough and tumble world. He will also cite case studies (described in racey and "no holds barred" detail in *Nothing Ventured, Nothing Gained*) including real life company examples such as the new economy company, LookSmart as well as some older economy companies such as the high-speed ferry group, Austal Ships.

These recollections will be of interest to entrepreneurs and management teams who are thinking about finding growth capital to expand their enterprises. It is also relevant to management groups contemplating management buyout transactions of enterprises they are presently running.

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