Presentation

Start-up Insights 1: Kapnative

Philipp Hemmersbach CEO Kapnative

“89% of high net worths cannot invest in private market funds which generate 5% (p.a.) better returns.”

Sensitivity: C2 Internal

KAPNATIVE

We Identify the Quality Leaders in Private Markets

For Wealth Managers, Banks, Family Offices and Investors

Philipp Hemmersbach

Co-Founder and CEO

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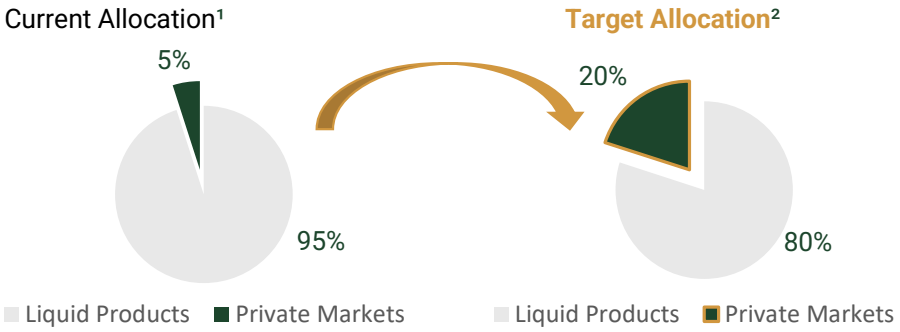
Market Opportunity

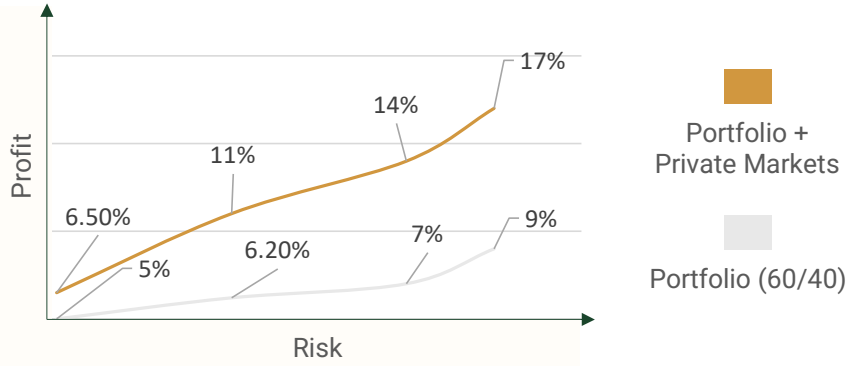
There Is Increasing Demand across Both Professional and Advised Investors to Diversify Their Portfolios with Private Market Assets

Private Market Allocation of Affluent- and HNW-Clients



89% of Affluent- and HNW-clients want to increase their allocation in the upcoming years from in average 5% to 20%

Shift of the Chance-Risk-Profile through the Use of Private Market Funds



Private Market Funds achieve on average 4.8% p.a. more performance compared to listed Equity Funds

¹ CAIA Association -- THE NEXT DECADE OF ALTERNATIVE INVESTMENTS: From Adolescence to Responsible Citizenship
² Roland Berger – Wealth Managament Meets Tech Event, Statista, Credit Suisse
³ Study led by Stephen L. Nesbitt, CEO and CIO of Cliffwater

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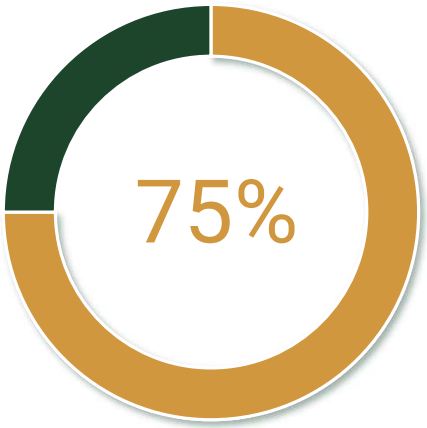
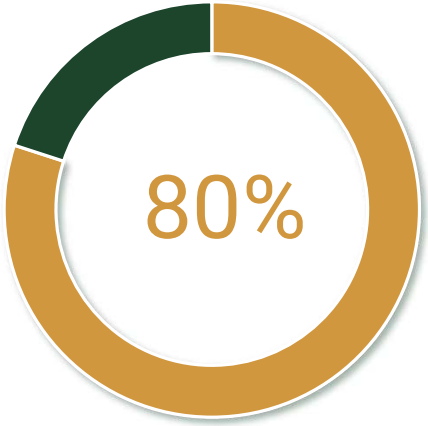
Challenge

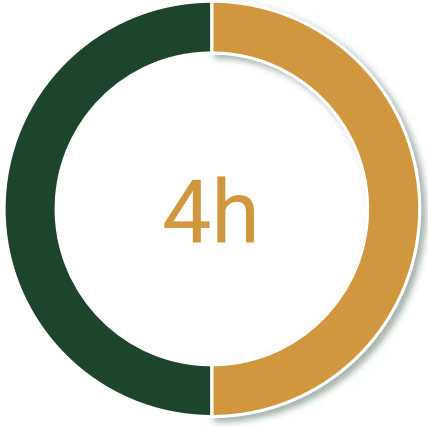
Advisors and Investors Face a Number of Barriers



don’t have enough resources for due diligence and lack education[1]



complain about time consuming investment processes and report creation[2]



on average to create documentation, due to increased regulatory demands[3]

[1] BCG – Global Wealth 2020 – 20th Edition, Forbes - The Barriers To Investing In Private Equity Are Too High, 1EXCHANGE - Difficulties In Private Market Investing,
[2] Deloitte - On chain asset tokenization, Deloitte – Wealth and Asset Management 4.0, BCG – When clients take the lead,
[3] Alto 2022 Alternative Investing Report, Wealth Briefing - Why Wealth Managers are the Ultimate Private Market Matchmakers

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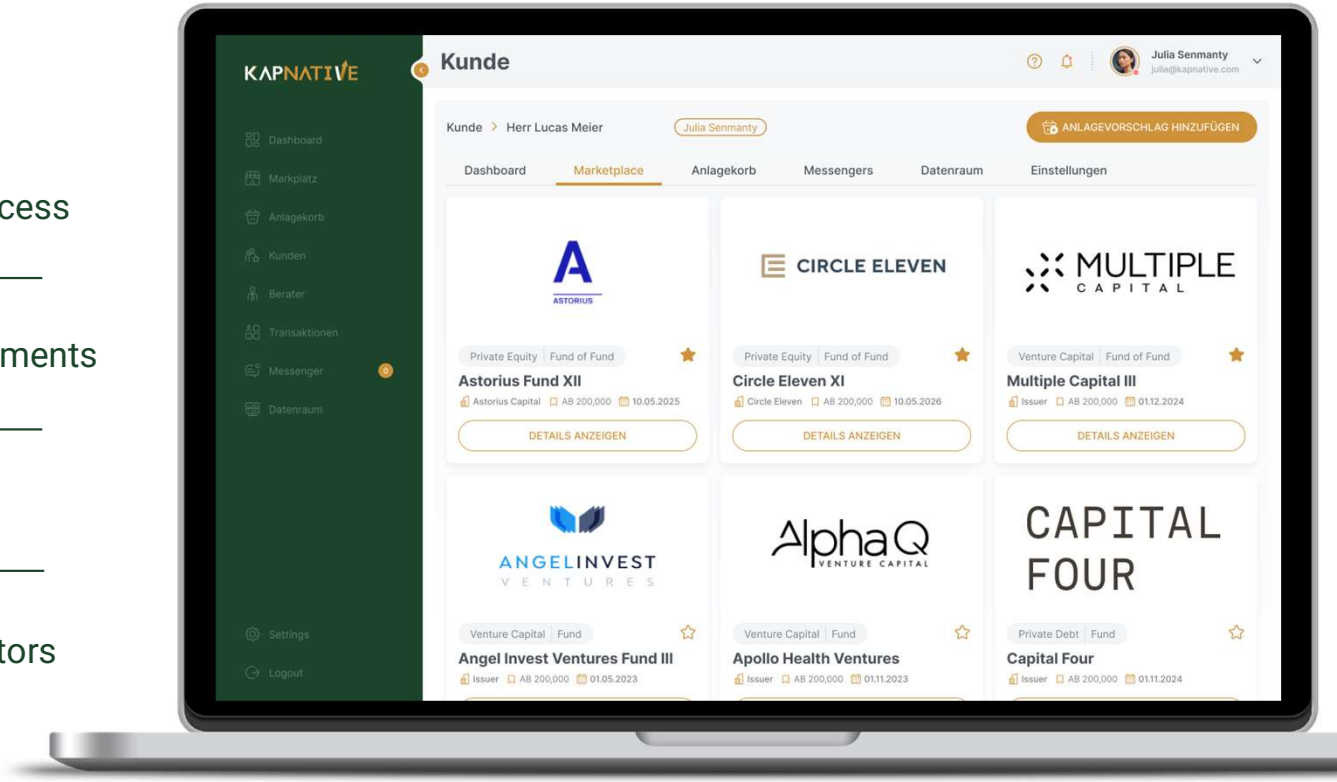
Solution

We Simplify Private Market Investments for Advisors and Investors

Kapnatives' digital platform:

1. Provides curated private market access
2. Creates easy to digest fund assessments
3. Streamlines compliance processes
4. Educates wealth managers & investors



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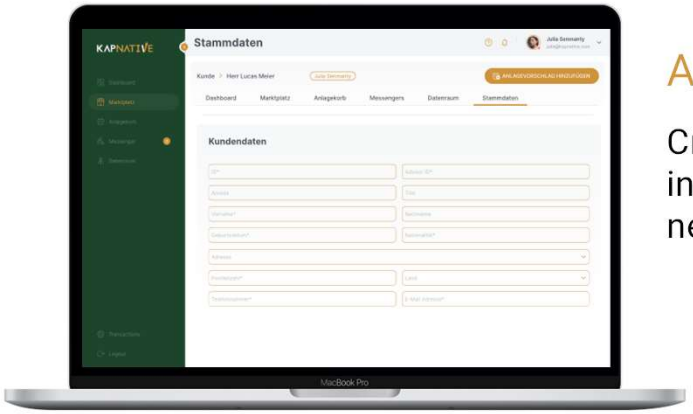
Platform Overview

Benefit from Time-Efficient, one-time Onboarding and Automated Investment Processes

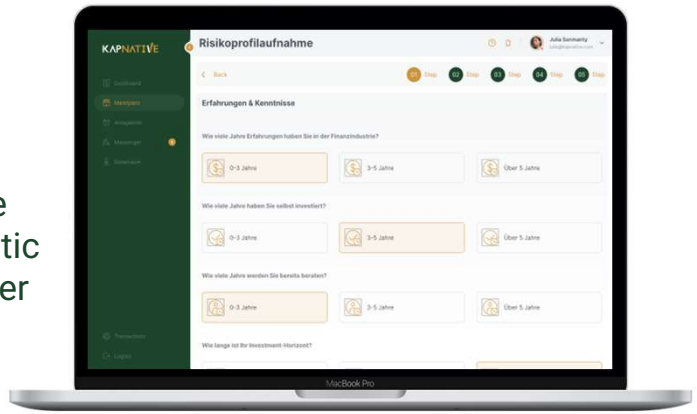


Add customers

Creation of customers time-efficiently in the customer manager, including all necessary KYC and AML checks.

Risk profiling

Adding the customer's risk profile to the platform once and benefit from automatic target market matching and data transfer to subscription forms.



1

Onboarding

- MIFID II-conform onboarding with risk- and ESG-Profiling.
- Automation of target market matching and subscription forms.

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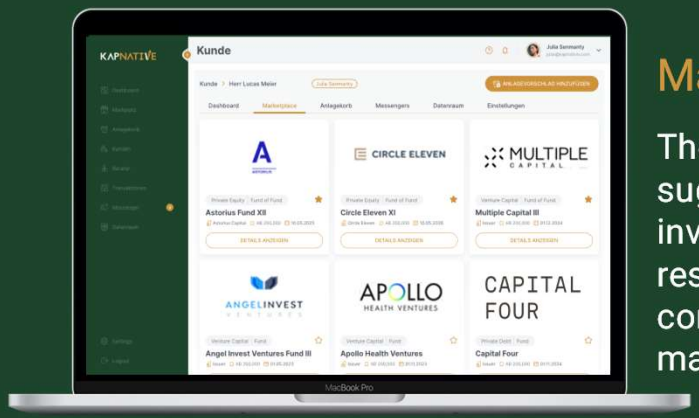
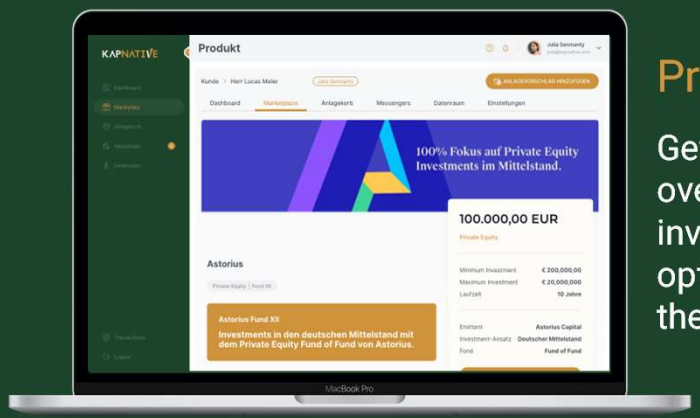
Platform Overview

Get all Suitable Investment Opportunities at a Glance with Direct Contact Options for Each Individual Issuer



Marketplace

The marketplace will only suggest alternative investments for the respective client that correspond to their target market



Product view

Get a transparent overview of each investment with the option to contact the issuer

2

Marketplace

- Fully automated and regulatory audited target market matching
- Centralized access to all required product information as well as the possibility to contact each individual issuer directly

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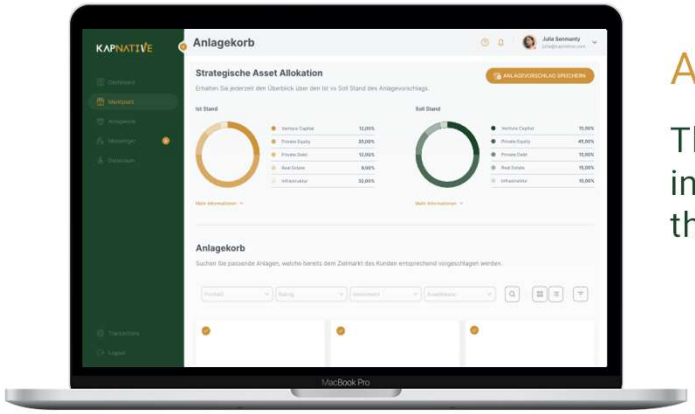
Platform Overview

Implement Strategic Asset Allocation and Always Maintain an Overview of all Client Assets

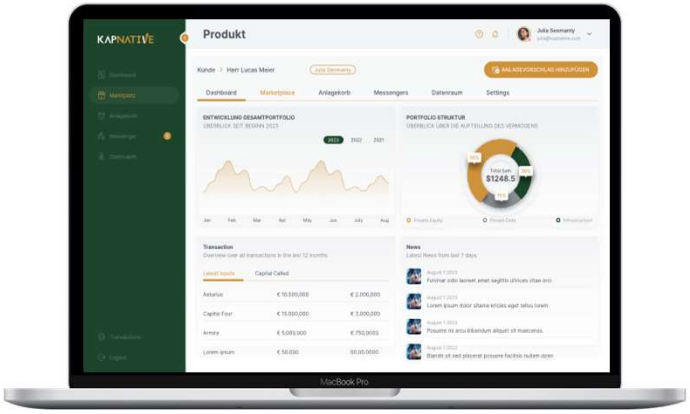


Asset allocation

The investment basket shows selected investments and supports to implement the strategic asset allocation.

Dashboard

The dashboard gives customers an overview of the portfolio, including an overview of all transactions made.



3 Investment

- Time-efficient selection and coordination of investment proposals based on strategic asset allocation.
- Paperless, digital drawing and complete overview of the entire portfolio.

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Asset Classes

We Facilitate Investment Processes for All of the Strategic Asset Allocation Relevant Private Markets Asset Classes

M&A

- Corporate Sales
- Sale of Majority Shares
- Sale of Minority Shares

Funds

- Private Equity
- Venture Capital
- Hedge Funds
- Private Debt
- Infrastructure
- Real Estate

Mezzanine Financing

- Mezzanine Projects
- Structured Finance Products
- Participation Rights

Miscellaneous

- Restructuring Deals
- Pre-IPO Growth Deals

Due Diligence Process

Our Due Diligence is Constructed and Performed by Exceptional Industry Experts

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Investment Committee

Our Committee Combines 200+ Years of Stellar Experience in Wealth Management, Private Equity, Asset Management and Risk Management

Christian Maria Kreuser
Co-Founder Quirin Bank and Merck Finck AG

Prof. Werner Gleissner
Board FutureValue Group AG,
Board of the Federal Association of Rating Analyst

Ex-CFO Skandia and Nordea Asset Management

Dr. Matthias Geurts
Partner Schalast,
Ex-Partner Noer LLP

Stefan Zuschke
Ex-Partner BC Partners

Markus Buncsak
Ex-MD Investment Banking
HSBC / Santander

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Business Model

Investors Pay Exactly the Same as They Would If They Paid the Issuer Directly

Transaction Fee

- Kapnative gets paid on committed capital by the issuers
- In average based on todays placement agreements we earn 2% either up-front or during the fund lifecycle

Software as a Service

- White Label of the software earns:
  - € 2.500 – € 25.000 Set-up fee
  - € 150 per advisor access
- Non White Label of the software earns:
  - € 500 Set-up fee
  - € 75 per advisor access

Due Diligence as a Service

- Our AI enabled Due Diligence as a Service will be used by Fund of Funds, Banks etc. and will earn:
  - € 25.000 Set-up fee
  - € 10.000 - € 20.000 per product

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Why Now?

Market Inefficiency and Increasing Demand Is Driving the Need for Transparent Digital Platforms

80% Of financial institutions are searching for digital solutions to simplify the assessment of and investment in private markets.[1]

46% Of wealth managers want to increase clients private market allocation within the next 18 months.[2]

68% Increase of private market AuM from €13,7T to €23T by 2027.[3]

MC Kinsey – Performance Edge: Investors hone their strategies for a new era[1]
Blackstone – Advisor Trends in 2023 [2]
Preqin – Global Report 2023: Alternative Assets [3]

Traction

A Built and Ready to Go Alternative Asset Network With € 20Bn. AuM

823K

Raised from Senior-
Industry Experts and Tenity

6 senior experts in
our investment committee

100K

In Revenue Signed
for the Next 12 months

Acquired Private Placement software
from M.M. Warburg Bank

60+

Funds in our
due diligence process

27 podcast episodes
recorded with c. 150 listeners

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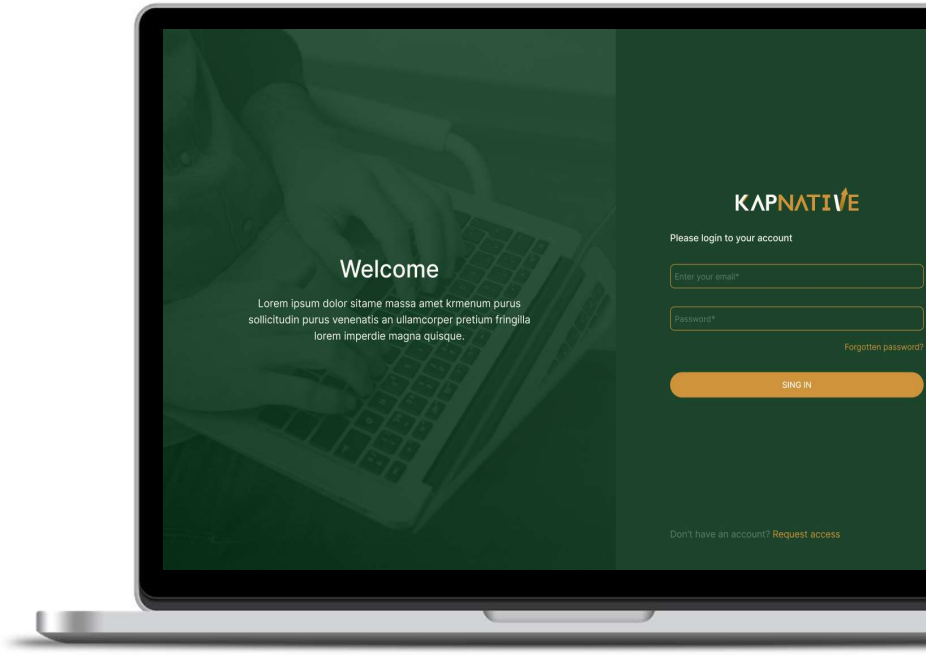
Why Kapnative?

We Believe we are the Ideal Partner for Private Markets, Offering Unmatched Expertise and Pre-Vetted Access

- **Get** access to the quality leaders of the private markets with much lower min. ticket sizes
- **Use** the chance of our educational support through e.g. our podcast Private Markets Unleashed
- **Benefit** from an independent platform that has an investment Committee with senior industry experts
- **Ensure** that you are using private markets in a time efficient and regulatory compliant manner



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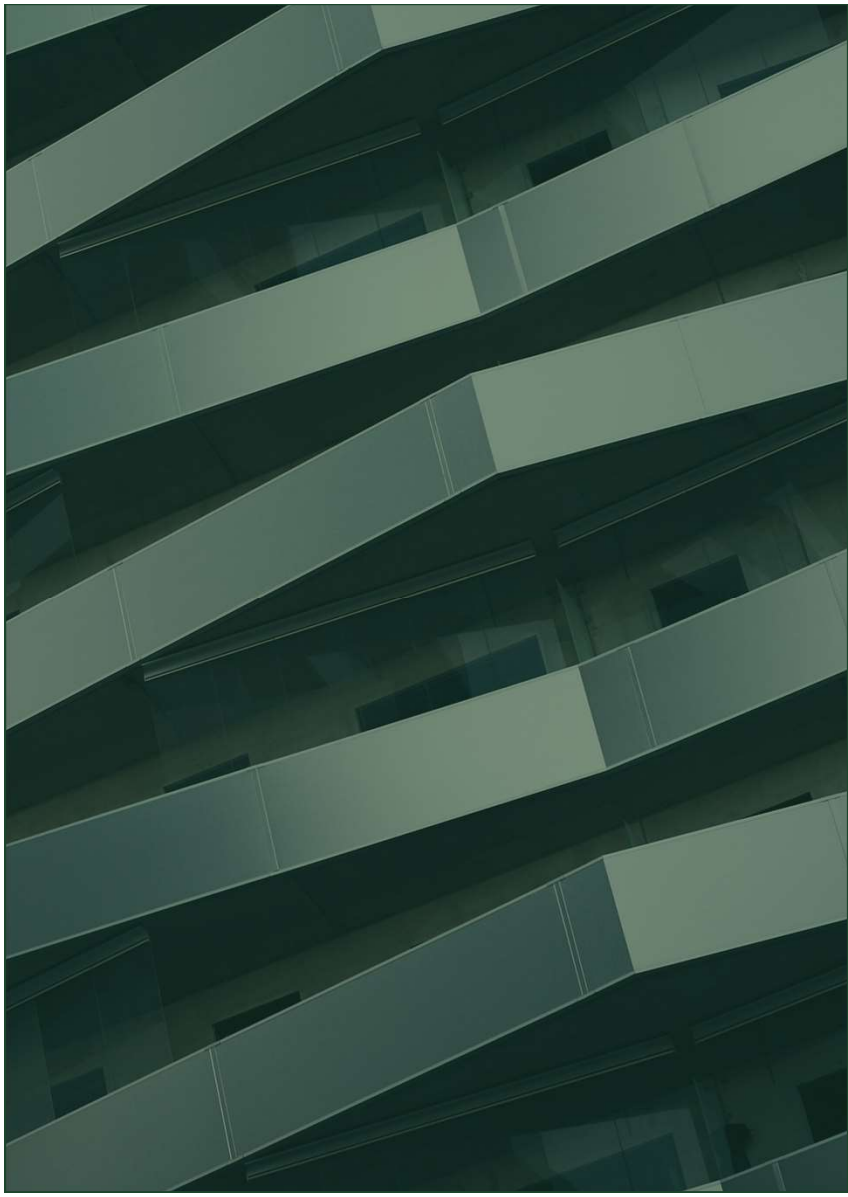
KAPNATIVE

Talk to Us

If You Want to Learn More About How to Access and Invest in Private Markets

Philipp Hemmersbach
Co-Founder and CEO



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