

We digitize asset and wealth management

niiio finance group AG - 01/2024



niiio – digitalizing the asset and wealth management industry

Building the leading pan-European private cloud-based SaaS platform with a comprehensive value chain supported by an attractive client base and defined M&A strategy

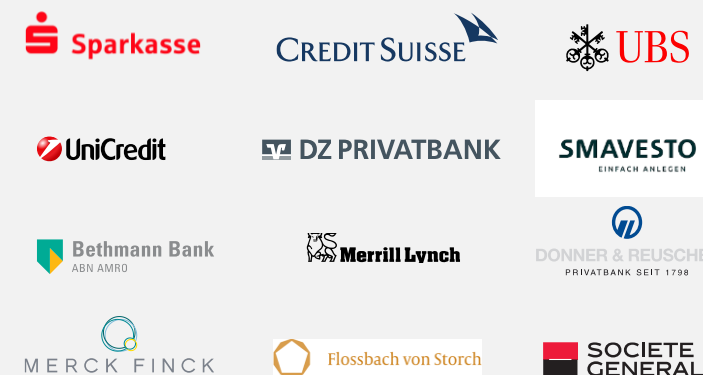
A one-stop-shop SaaS platform...

- We provide **private cloud-based** SaaS solutions for asset and wealth managers, covering the **whole value chain**.
- On a “mission” to build a **pan-European platform for asset and wealth managers** leveraging significant organic growth momentum with execution of well-defined M&A pipeline
- **Over 117 MAK with > 22 years of professional and technological experience** and customers in 7 European countries. We are an **experienced and well-rehearsed management team**
- Listed since 2016 in the Primary Market with headquarter in Goerlitz and 6 branches in Germany, Luxembourg and Georgia

... with a compelling business case...

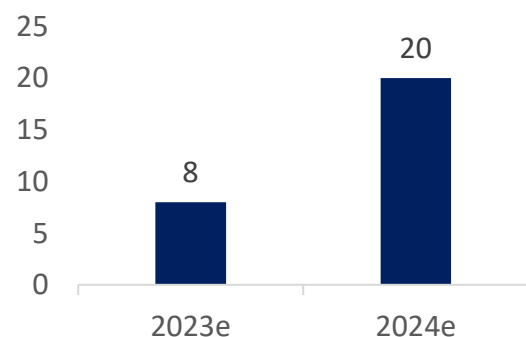
- 1 Growing and fragmented EU market
- 2 Increasing demand for efficiency and products
- 3 Highly attractive “one-stop-shop” platform
- 4 Private banking and wealth management as DNA
- 5 First mover in market consolidation
- 6 Strong team: management, supervisory board, advisory board

... Serving a Blue-chip client base

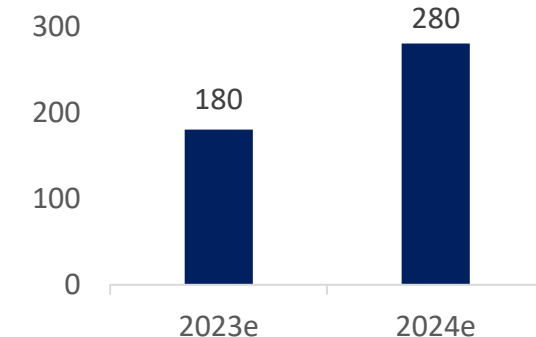


Financial stability and European expansion with strong investor

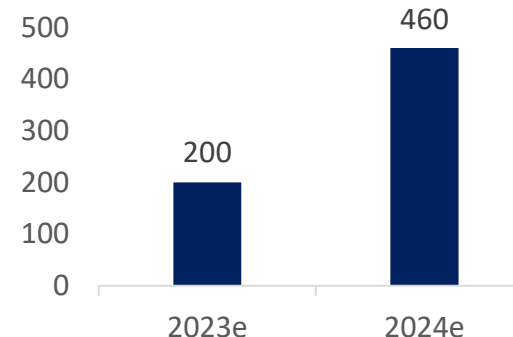
Strong revenue growth, in EUR million



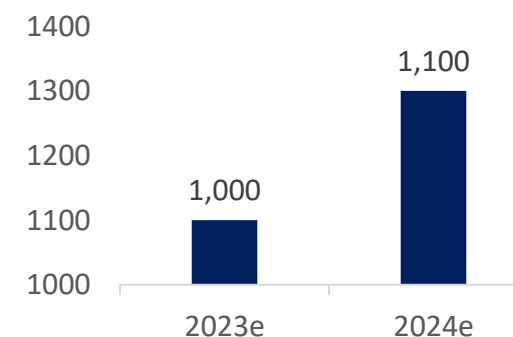
Assets under management in EUR billion



Number of customers (#)



Transaction volume in EUR billion



Two-pillar strategy: Comprehensive product range for asset and wealth managers

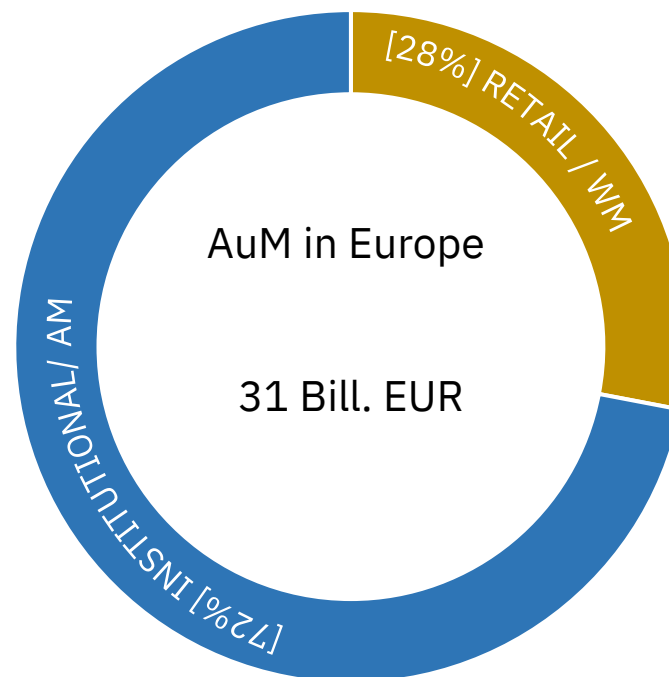
niiio's diversified AM and PWM strategy - organic growth in the AM market and inorganic growth in the PWM market

● **ASSET MANAGEMENT**

Homogeneous and highly scalable AM market;
massive expansion of the potential market size: 3x
the original niiio market size (PWM).



Our asset management will mainly follow an organic growth strategy to further upscale the business and leverage cross-selling potential.



● **WEALTH MANAGEMENT**

Our wealth management will focus on an expansion of our product and client portfolio across Europe.



Our wealth management division will mainly focus on an inorganic growth strategy. We will achieve maximum synergies by implementing our roll-up strategy.

Creation of the first pan-European platform for asset and wealth management

End-to-end solutions for digital private banking and wealth management

Solutions for digital asset and wealth management: modular and end-to-end

- niiio is a **licensed outsourcer** in accordance with the German Banking Act (KWG) and offers **MiFID-compliant processes** and regulatory security in compliance with the Legal Regulatory Card Standards
- **Certified operation in public or private cloud** in Germany
- **Cost-efficient** and **fast time-to-market**, as all solutions are already developed and in operation
- **Connection** to various **custodian banks, core banking systems** and **brokers** in Germany and abroad
- Connected to **providers of share price and market data**



For ALL customer and banking segments

- Private banks
- Independent asset managers and advisors
- Cooperative banks
- Savings banks
- insurance intermediaries, pools
- Investment companies
- Capital management companies
- Institutional asset managers
- Brokers
- International blue-chip banks
- Insurance companies

Experienced team with a clear strategic vision

Combination of first-class technical know-how and leadership qualities at C-level

Executive Board and Group Functions



Johann Horch
CEO



Dr. Daniel Berndt
COO



Axel Apfelbacher
Group Finance and Legal



Heribert Steuer
Group Technology



Christian Ropel
Head of Corporate
Development and M&A

Board of Directors



Ina Just
Managing Director Wealth
Management



Carsten Osswald
Managing Director Asset
Management



Rolf-Henning Hackel
Managing Director Wealth
Management



Paul Huber
Managing Director Wealth
Management

Supervisory Board



Dr Martin Setzer
Banks / insurance,
technology –
Chairman



Joerg Brandt
Finance, M&A, PMI



Philipp von Girsewald
M&A



Prof Dr Peter Balzer
Banks & markets
reg. law



Michael Pannwitz
Private banking



Our investor Pollen Street Capital - expert in consolidation

Accelerating change in European financial & business services



HIGHLY EXPERIENCED SECTOR SPECIALISTS

- Independent asset manager with private equity and credit strategies dedicated to financial services sector
- **5 Founding Partners** with **16 years' experience** working together across **multiple market cycles**
- Focus on **financial and business services** since 2008
- **£2bn** deployed in 27 platform investments

Clear investment
criteria in specific
target segments

- Targeting **tech & tech-enabled companies in the financial & business services sector in Europe**, with potential to become leaders in their chosen markets
- **Buyout** investments in **high growth** businesses, supporting **entrepreneurial teams**
- Equity investment size **£50m - £250m**, typical EV **£50m - £500m**
- **Values** based approach

Focus on innovation
and growth

- Attracted to **accelerating structural change** in financial and business services sector
- **Systematic framework** to deliver growth through digital adoption, innovation and target market expansion
- **Hub** – centres of excellence, networking and talent to accelerate growth

Our vision: Create the dominant and scalable pan-European WealthTech platform by bundling technological innovation to empower digital wealth management leaders

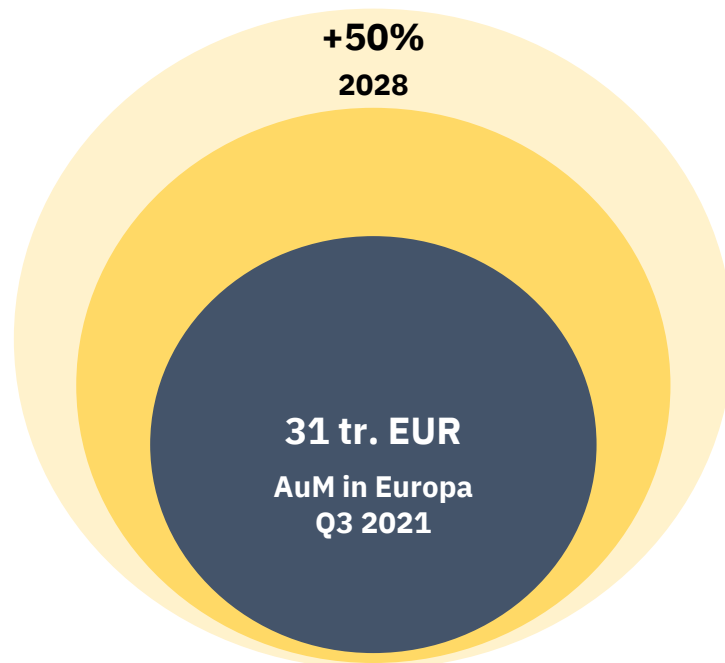


**TOP 5 SaaS
Provider**
in the asset and
wealth
management in
Europe

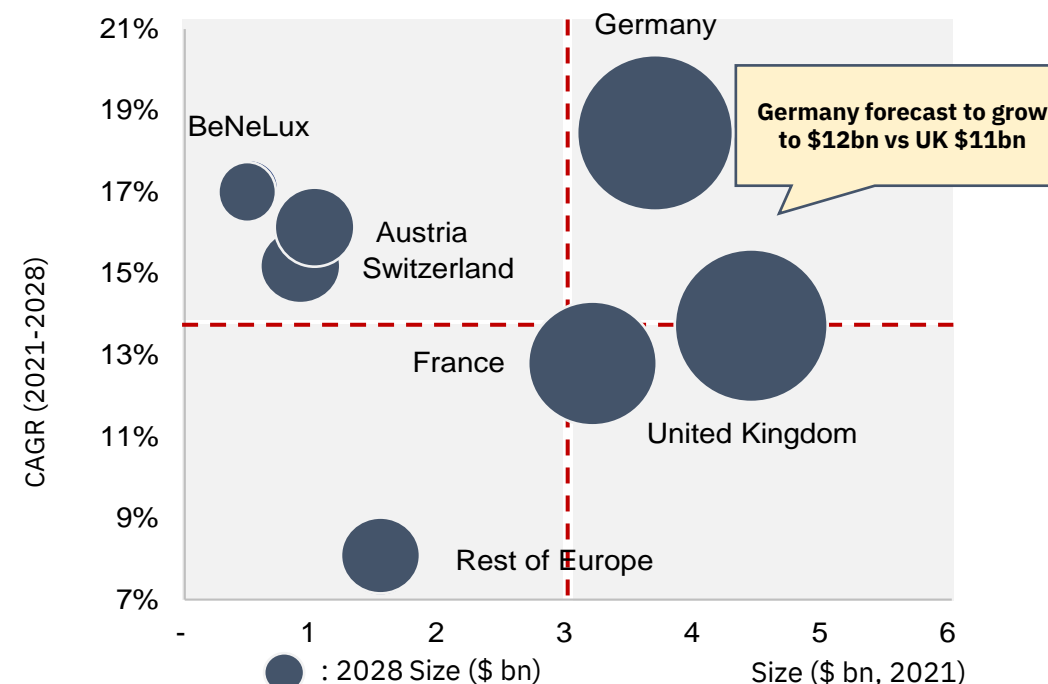
Highly attractive opportunity in fast growing but fragmented asset and wealth management market in Europe (1/2)

Growth in underlying and target markets expected on the back of digitalization efforts and shifting investment needs

European asset management market AuM trajectory



Europe WealthTech solutions select markets¹



European asset management AuM expected to grow at min. 5% (current CAGR range 5-9%) per year until 2028

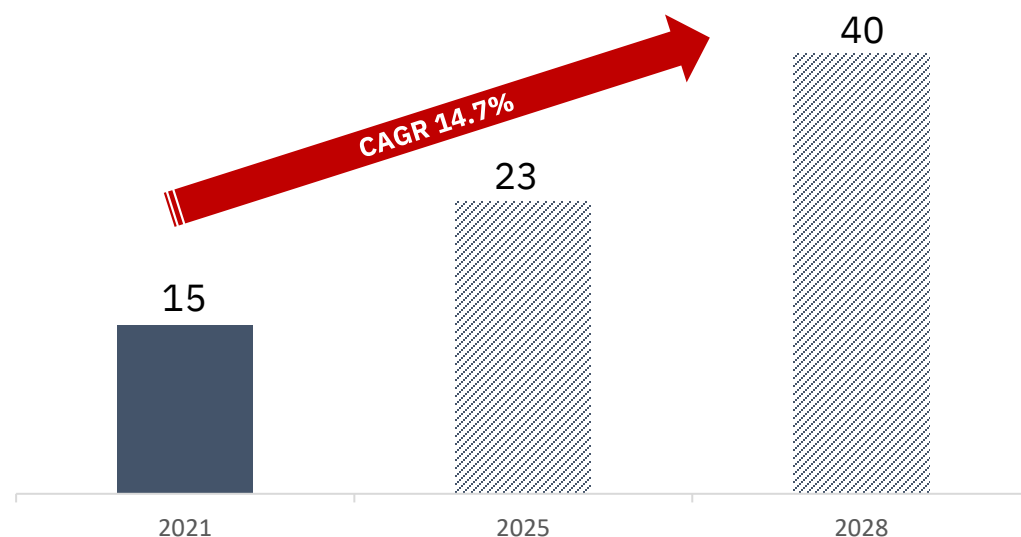
Transition to digitized solutions fuelled by end user demand which has been accelerated by the global pandemic

Highly attractive opportunity in fast growing but fragmented asset and wealth management market in Europe (2/2)

Significant organic and inorganic growth potential sustained by a doubling TAM and accelerated consolidation of a highly fragmented market

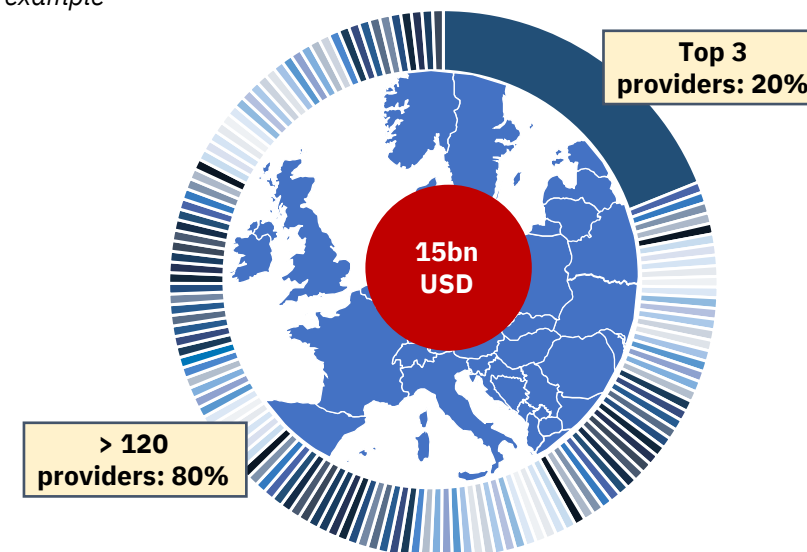
Total Addressable Market revenue evolution

European WealthTech market (\$ bn)¹



Revenue distribution of software providers for European AWMs

Illustrative example



Continued growth in asset and wealth management in Europe driving need for innovation

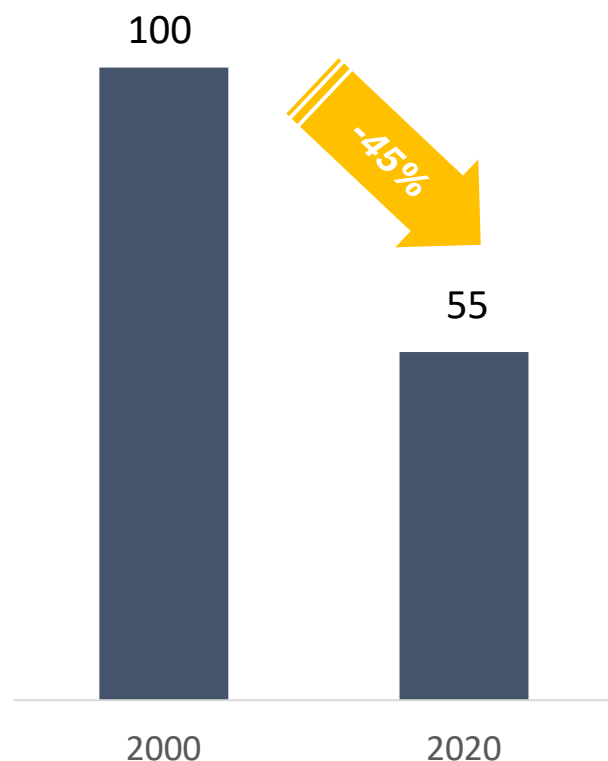
Over 120 small niche providers with revenues of less than €10m, often unprofitable and not competitive

Increasing demand for efficiency and new products

Changing industry landscape with asset and wealth managers facing declining margins and clients demanding less complex, faster, and more affordable services

Declining profitability of European wealth managers

Average profit margin index (2000 = 100)



Market fragmentation driving inefficiencies

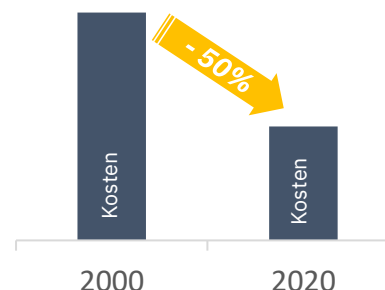
- Declining profitability of market participants driven by declining fees and higher administrative costs
- Increasing regulatory requirements adding another layer of complexity

Legacy technologies are failing to satisfy current trends and state-of-the-art services

- Switch to private cloud proving difficult for both established software companies and clients
- Cost pressure and competitive threat (e.g. FinTechs) also contributing to structural under-investment in technology

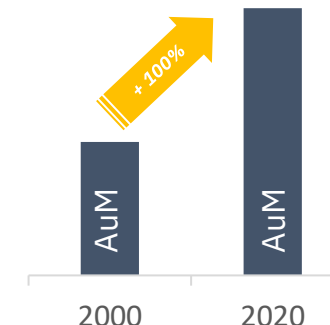
Profitability via cost reduction ...

Cost reduction of 50%



... or doubling AUM

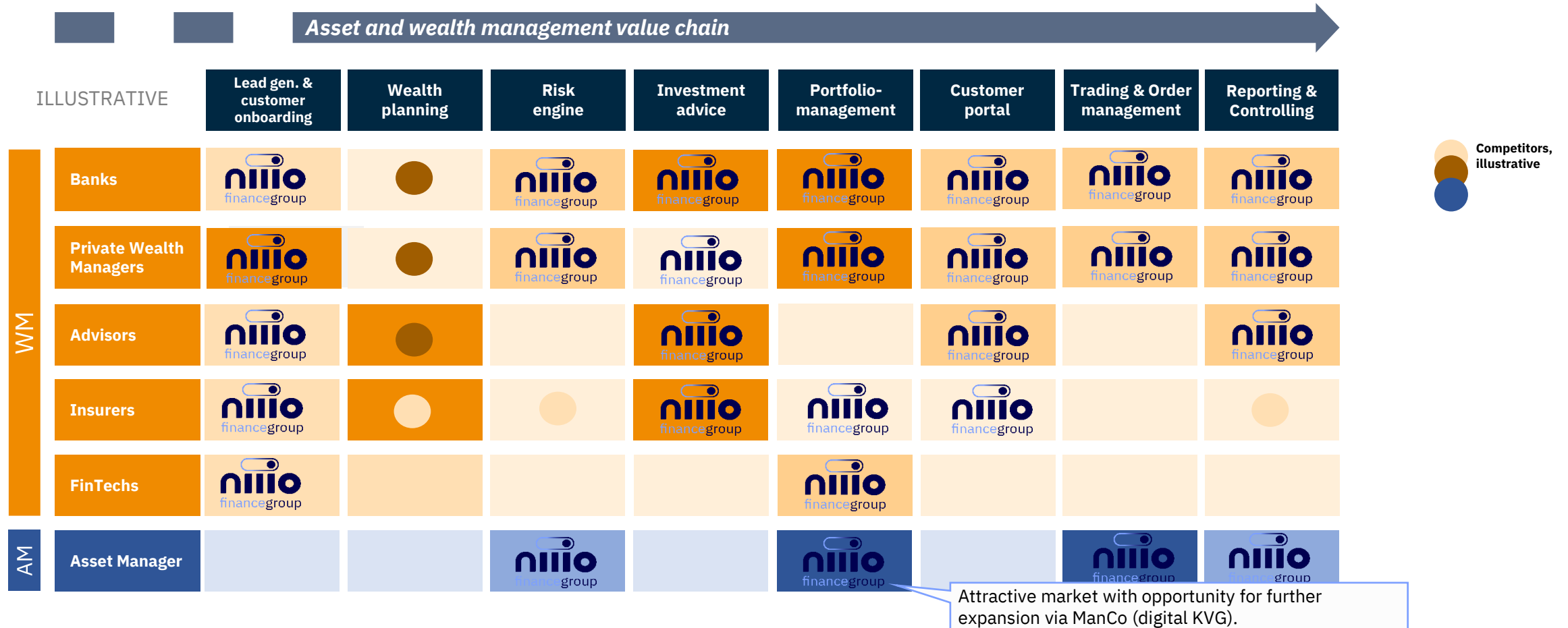
Doubling AUM



Superior SaaS platform with complete product range



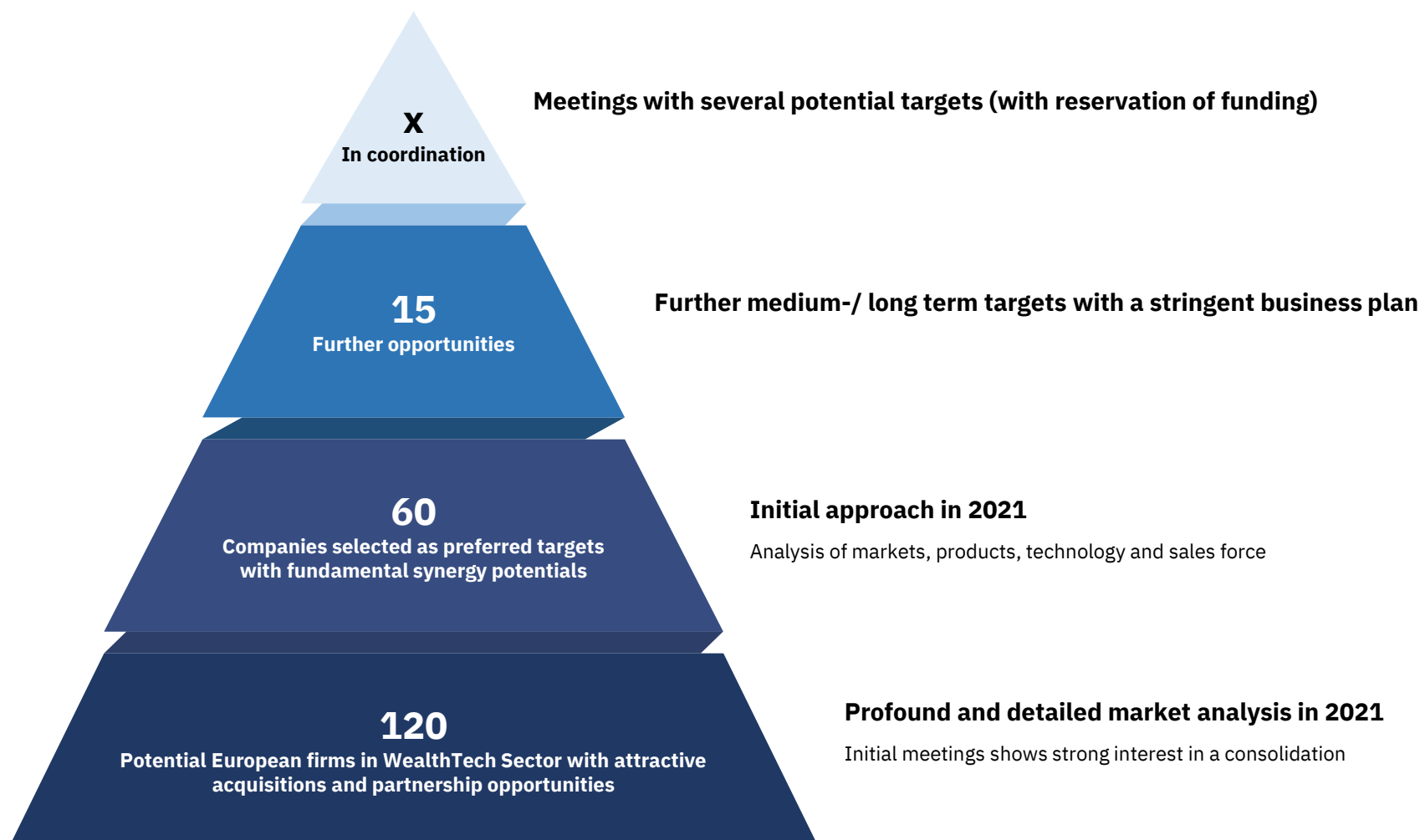
Comprehensive offering covering the full asset and wealth management value chain and UX to digitize customer end-to-end process architecture



Benefits of an "end-to-end" product range

- Fast ,time-to-market'
- Real-time service and information
- Cost efficiency and scalability

Clearly defined M&A pipeline as the result of a systematic and continuous analysis of the European competitive landscape



We are actively driving market consolidation

... with a clearly defined roadmap of potential highly synergetic targets

.... to close existing gaps in the short term, enter new markets and leverage synergies

WM	Lead gen. & customer onboarding	Wealth Planning	Risk engine	Investment advice	Portfolio management systems	Customer portal	Trading & order management	Reporting & controlling	Custody
AM									
Banks		T2 			T1 	T1 			Market entry via DLT Technology
Private Wealth Managers		T2 	T4 		T1 	T1 			

	Lead gen. & customer onboarding	Wealth Planning	Risk engine	Investment advice	Portfolio management systems	Customer portal	Trading & order management	Reporting & controlling	Custody
Banks	Target 6 	Target 7 		Target 9 	Target 14  Target 6 	Target 19 		Target 12 	Market entry via DLT Technology
Private Wealth Managers	Target 6 	Target 12  Target 8 		Target 17  Target 9 	Target 7  Target 10  Target 11 			Target 12 	
Advisors		Target 12  Target 8 		Target 9 	Target 18 			Target 20 	
Asset Managers					Target 15  Target 16 				
Insurers	Target 13 			Target 9 					
FinTechs			Target 22 				Target 21 		

.... and to strengthen and further expand our presence in Europe in the medium and long term...

We drive market consolidation with a proven M&A and integration track record



Creation of a leading pan-European "one-stop-shop" platform for asset and wealth managers

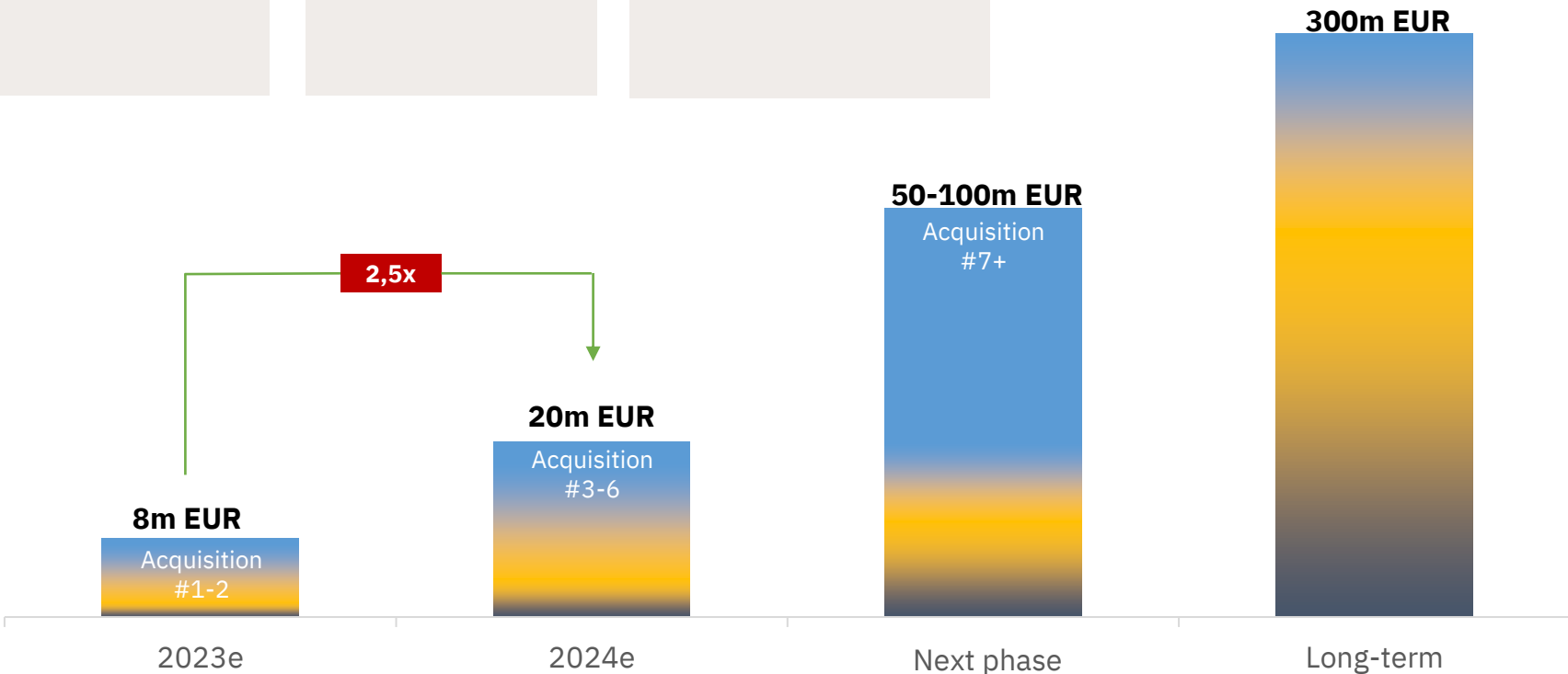
- New strategy implemented
- 2 acquisitions consolidated in 2022
- 4 acquisitions in 2023. Consolidation in 2024.
- Further M&A activities planned along the pipeline

Inorganic strategy - focus

- Holistic financial planning
- Customer portals
- Digital asset reporting
- Mass Affluent securities advisory

Organic growth targets

- Growth along the market growth 9-16%



MAILESTONES ACHIEVED

1

2 successful acquisitions

- ✓ PATRONAS successfully integrated
- ✓ FIXhub merged with niiio GmbH and successfully integrated

2

Expansion of sales

- ✓ 20%+ customer growth, financial impact from 2023 et seq.
- ✓ Pipeline value more than 7.5 m EUR

3

M&A strategy

- ✓ gained Rothschild, an international investment bank, as a partner
- ✓ Pollen Street, a PE firm with roll-up experience, acquired as an investor
- ✓ Deal structure set up for 5 M+A activity p.a.
- ✓ Discussions with potential targets ongoing

4

Costs under control

- ✓ Cost reductions implemented as planned
- ✓ Overall profitability improved

5

Revenue on target

- ✓ Strongly growing AM business
- ✓ Utilization of synergy effects
- ✓ Customer growth as a driver for future new business

6

Positive EBITDA above expectations

- ✓ Improvement in EBITDA compared to expectations due to stronger customer growth and
- ✓ Positive EBITDA margin

7

4 acquisitions completed in 2023

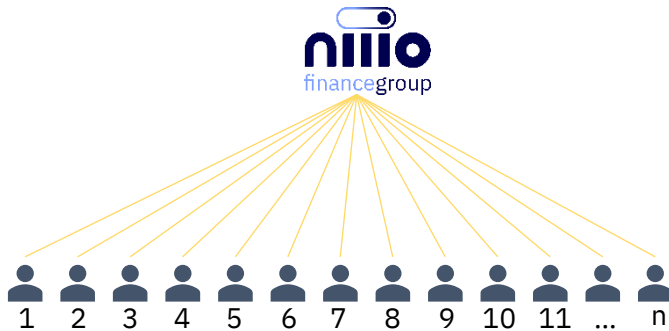
- ✓ fundsaccess AG, (2022) EUR 7,2 million revenue and (2022) 27 employees
- ✓ FundHero and FinTecc IT Solutions, (2022) EUR 1,4 million revenue and (2022) 10 employees
- ✓ MiFIDRECORDER, (2022) EUR 0,8 million revenue and (2022) 5 employees

Size matters: niiio's "roll up" strategy

Bundling various niche players creates a highly profitable business

High scalability

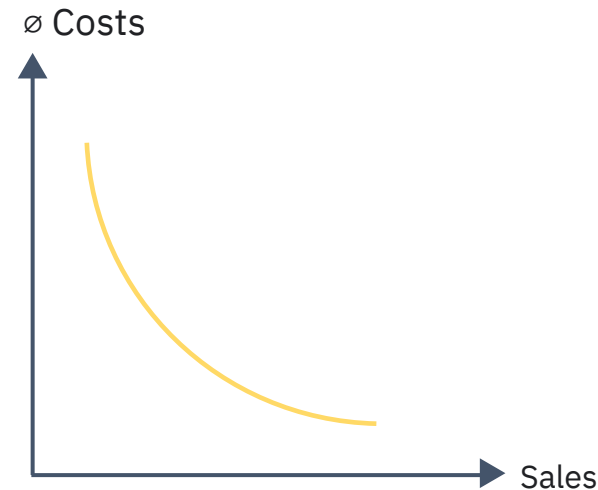
Operating in your own private cloud allows enormous scalability. New customers can be connected in just a few minutes.



niiio's platform enables unlimited scalability at stagnating costs.

Cost reduction due to economies of size & scale

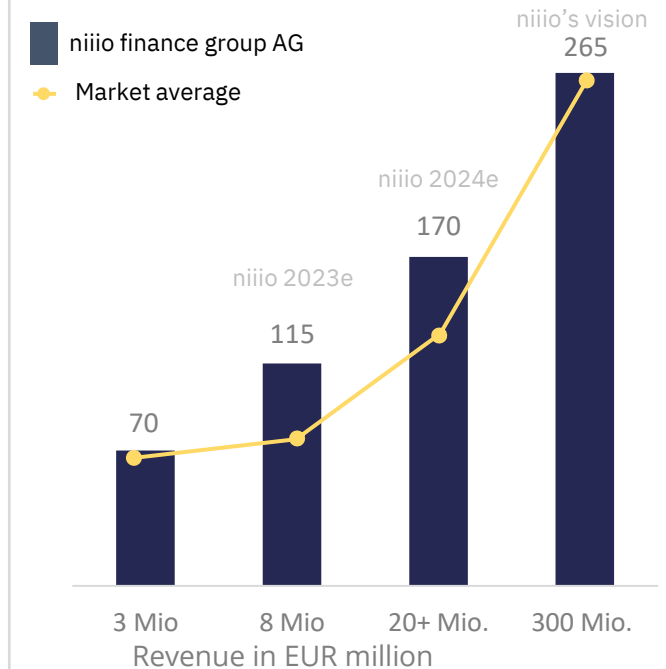
Higher sales figures result in lower average costs for the company.



Furthermore, niiio is utilizing cost synergies from the upcoming market consolidation to further increase profit margins.

Increasing revenues per FTE due to scalability

Due to the high scalability of our business, a higher market share will consequently lead to higher sales / FTE.



Source: Own research based on P&L and balance sheet figures from competitors, other known data, ZEB evaluations from September 2021

Planned measures in 2022 and 2023 were consistently achieved



Disclaimer



This presentation may contain forward-looking statements regarding the business, results of operations, financial condition and earnings of niiio finance group AG, which may be identified by the words "anticipate", "believe", "estimate", "expect", "forecast", "intend", "may", "plan", "project", "predict", "project", "should" and "will" and variations of such words or similar expressions. These forward-looking statements are based on the current expectations, assumptions and forecasts of the Management Board and the information currently available to it and have been compiled to the best of its knowledge and belief. They are therefore only valid at the time they are first published.

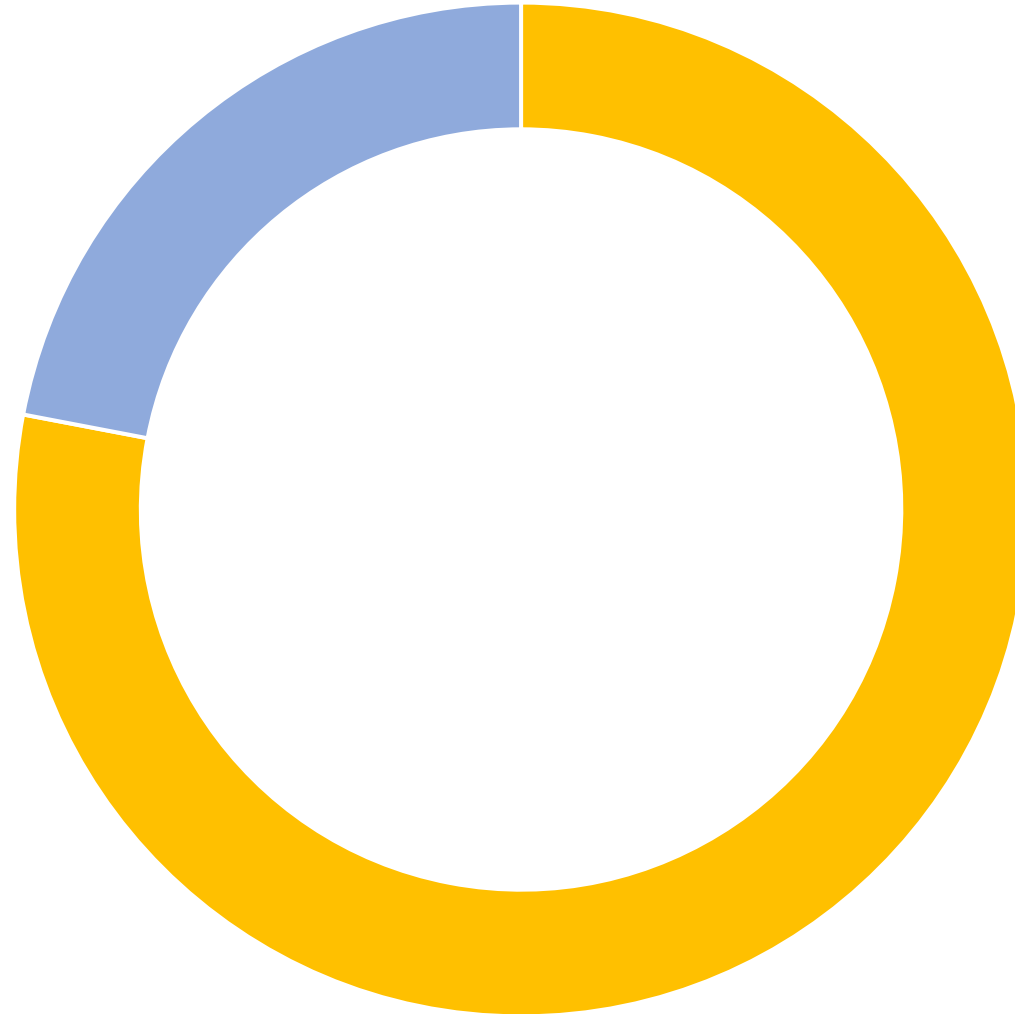
Should expectations prove to be incorrect or should existing risks or uncertainties become more concrete, the actual results and performance of niiio finance group AG may differ materially from the explicitly or implicitly described forward-looking statements. This could be due to various factors, such as the level of customer orders received, the demand for project management software on the market, conditions on the financial markets, general conditions on the software market and general economic conditions, as well as cancellations or project delays. Therefore, no guarantee or other liability can be given that these forward-looking statements will prove to be complete, correct or accurate or that the expected forecast results will actually be achieved in the future. Without prejudice to statutory regulations, niiio finance group AG is not obliged to review or update forward-looking statements as a result of new information, future events or other events.

Shareholder structure

22%

FREEFLOAT

23% of the shares are in free float.



78%

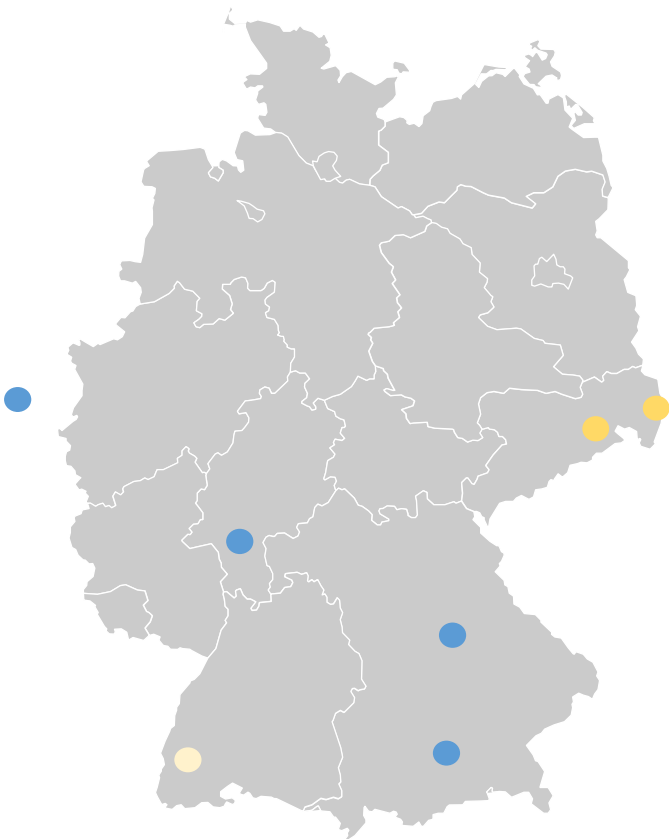
POLLEN STREET CAPITAL

77% of the shares are held by PE company Pollen Street Capital London.

niio's operating structure



Germany



Görlitz / Dresden

Freiburg

Frankfurt / Nuremberg

Munich

**Luxembourg
(FundHero)**

Office

Görlitz/ Dresden

Head office and hub for Private Wealth Management units, Head Office niio finance group, DSER, etc.

Freiburg

Head Office and hub for the Asset Management Units (PATRONAS, FIXhub); Further expansion of the business unit in Luxembourg planned in 2023

Frankfurt/ Nuremberg

Management Team and Sales

Munich

Fundsaccess and MIFIDRECORDER