

**niiio**  
finance group

**Building The Pan- European WealthTech  
Platform for Asset and Wealth Management**

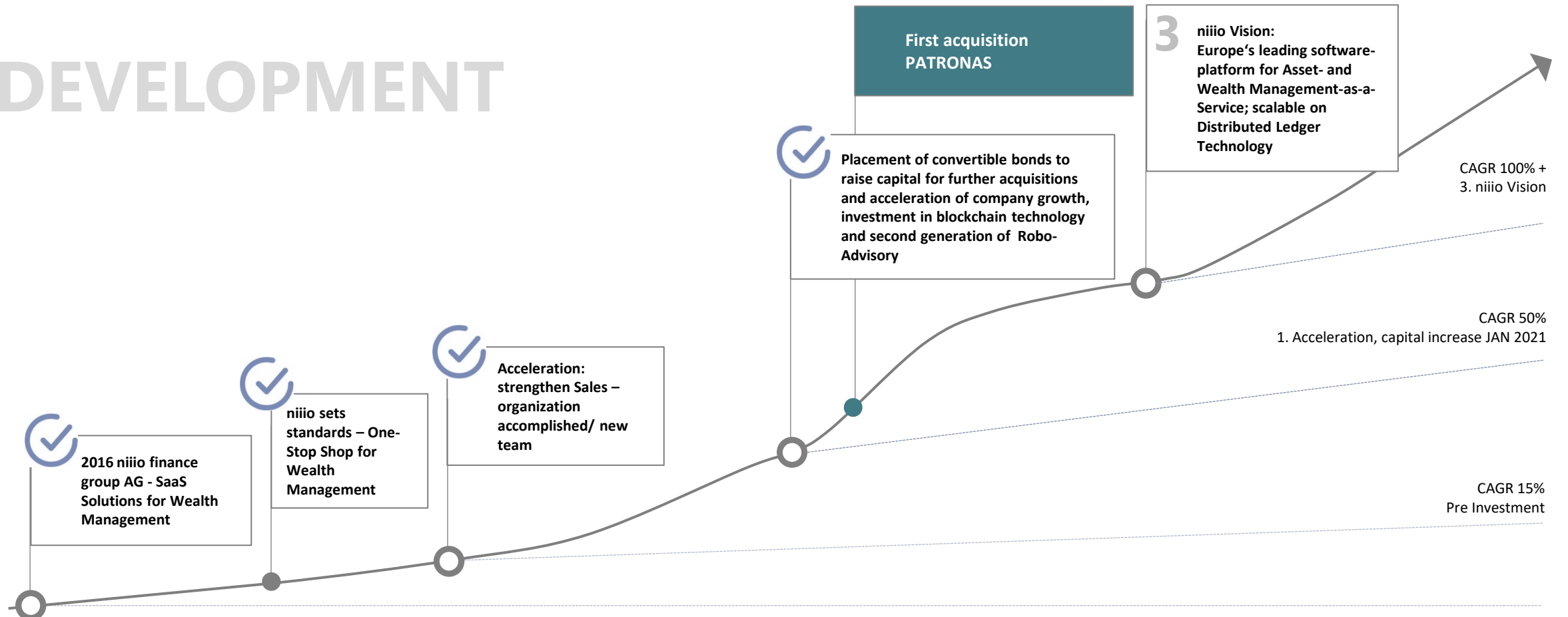



Corporate Video




# niiio finance group Roadmap

## DEVELOPMENT



 Banks and financial institutions under pressure, need for digitalization

 Software provider market – highly fragmented and inefficient

 New technologies

## MARKET TRENDS

## Summary: Rationale



With PATRONAS we enter an additional market segment which will triple niios' total addressable market base



We extend our client portfolio and services



We enter European markets and internationalize our platform



We generate synergies and cross selling potentials



We more than double our revenues

# Benefits at a glance

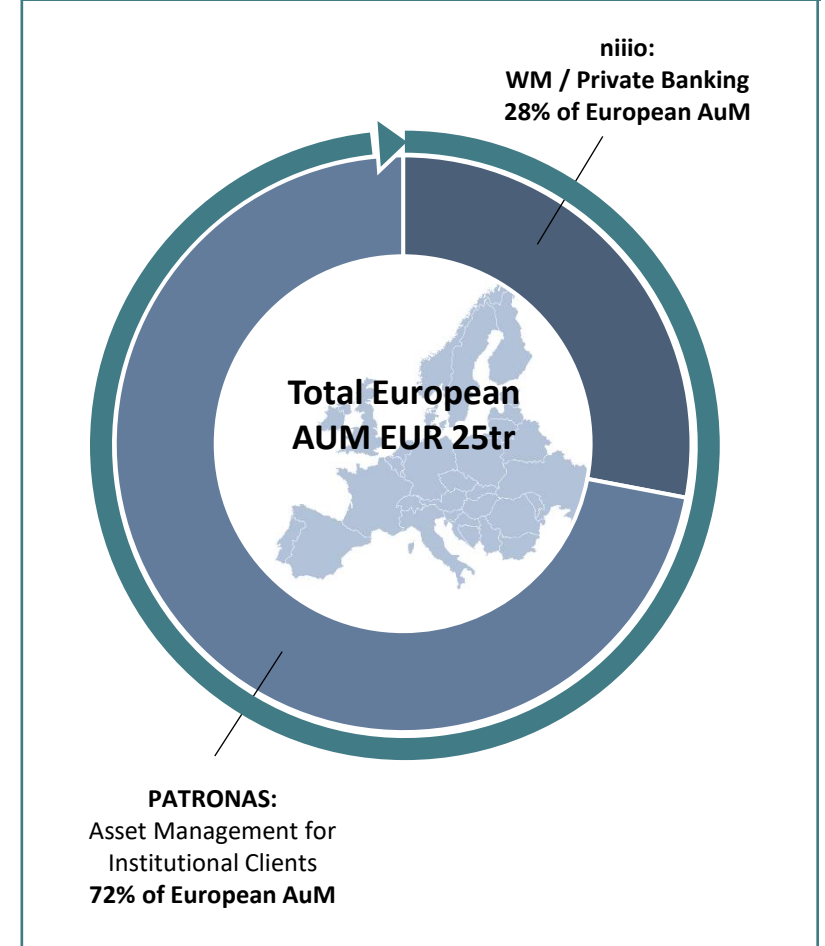
## Group-wide Cross-Selling potentials



## Internationalization: Market entry in further European countries

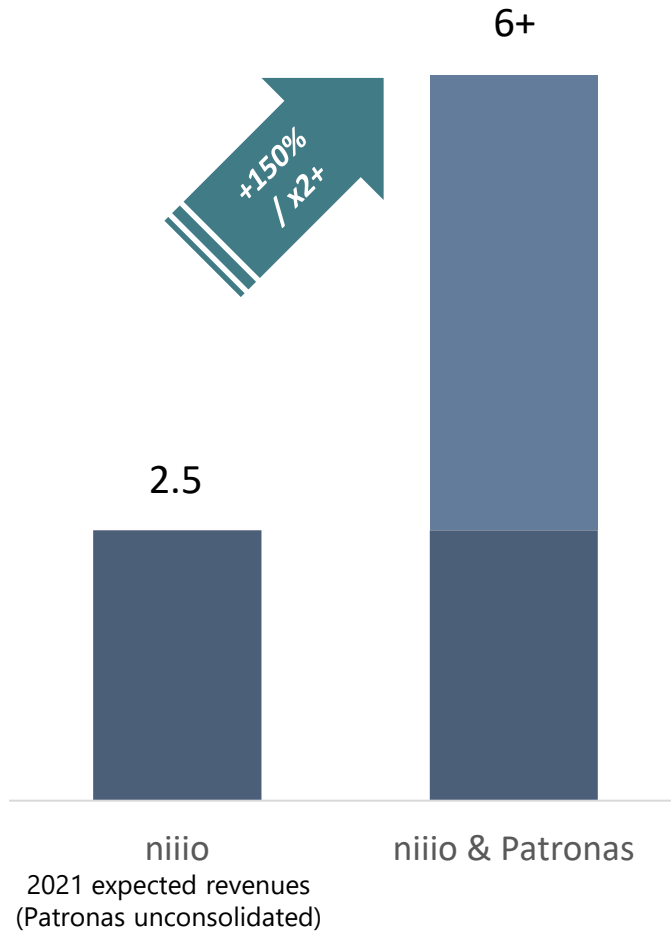


## Massive expansion of Total Addressable Market: x3 of initial niio TAM base

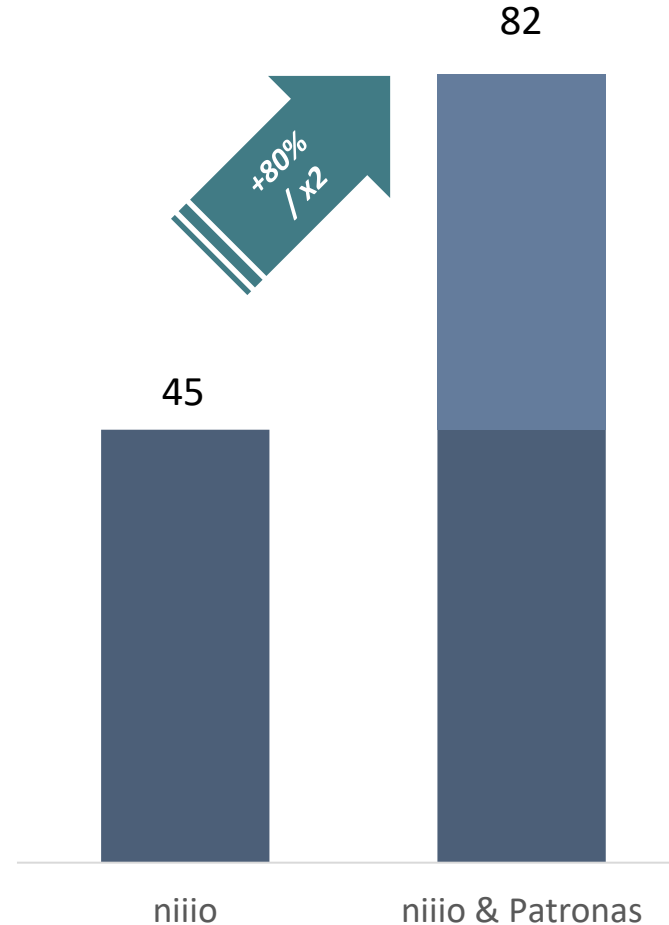


# niiio finance group AG and PATRONAS combined

Revenues in EUR m, plan 2022



FTE, plan

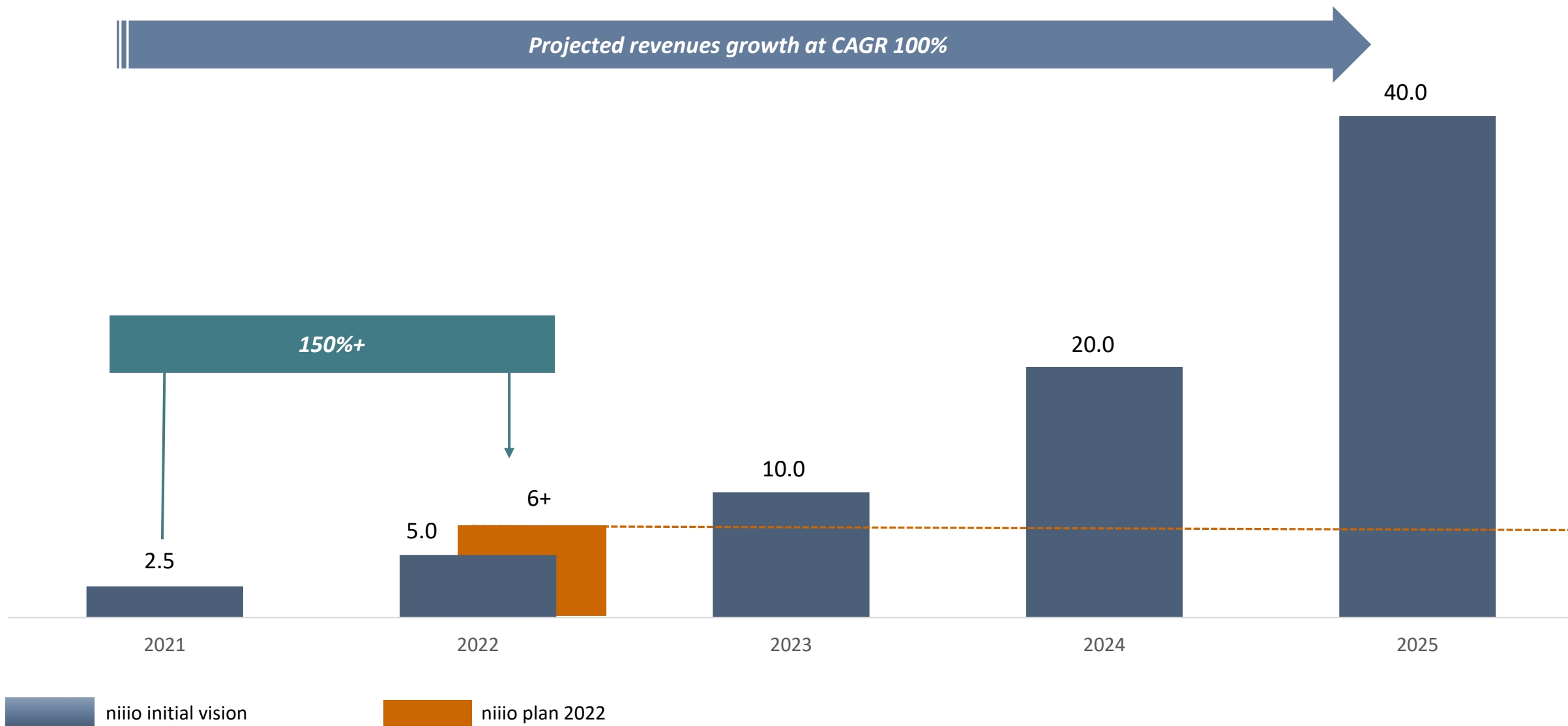


In 2022, the companies expect to generate combined revenues of EUR 6+ m, which is more than double of niiio current revenues

The PATRONAS deal is expected to deliver positive EBITDA contributions from Day 1

The number of employees will almost double, leading to extended sales force and R&D capacities

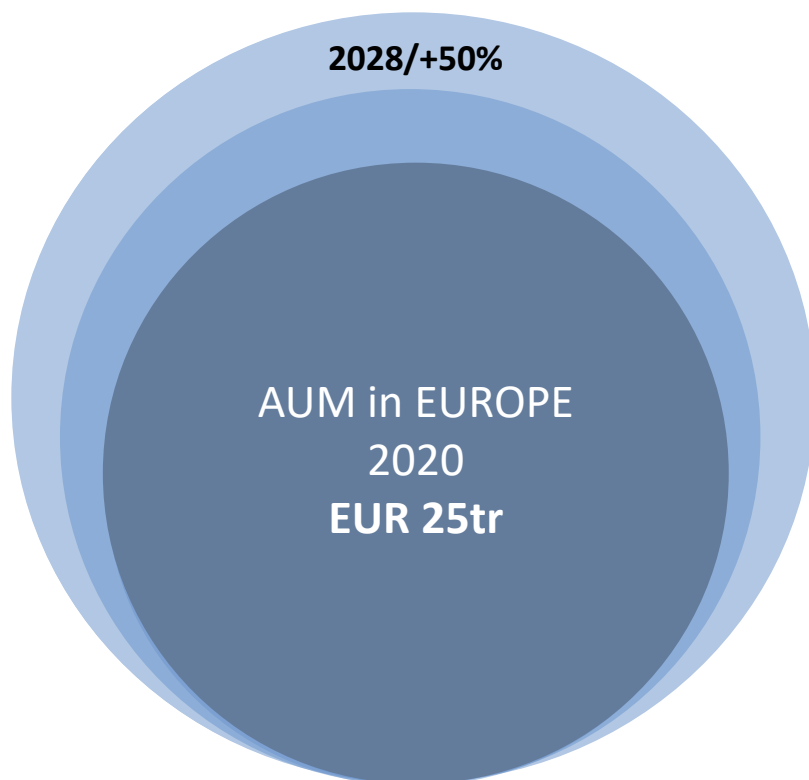
# niiio finance group AG and PATRONAS combined: Outperforming our vision for 2022



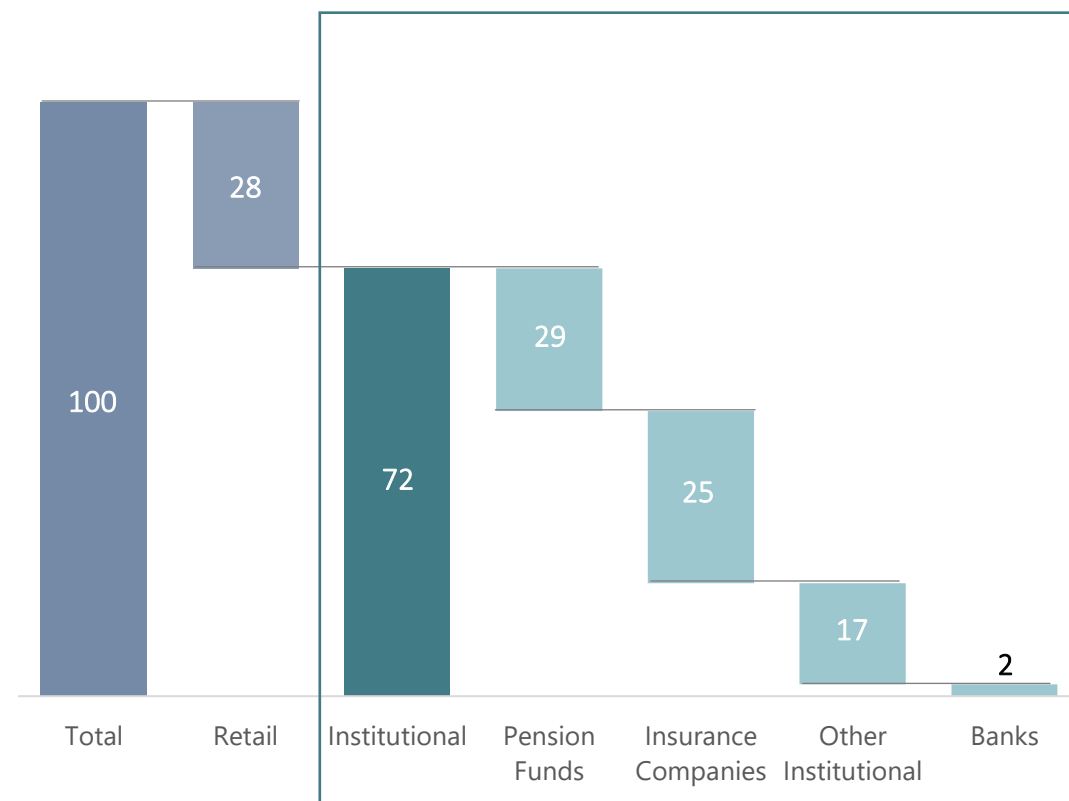
## **Strategy insights: Behind the deal**

# Our industry is driven by Assets Under Management: AUM in Europe at a glance

AUM in Europe is growing with a **stable CAGR of min. 5%**, **outperforming European GDP growth rates by 100%** in average



**More than 2/3 of the European AUM base are managed for institutional clients.** Breakdown of clients by AUM at the End of 2018 in %



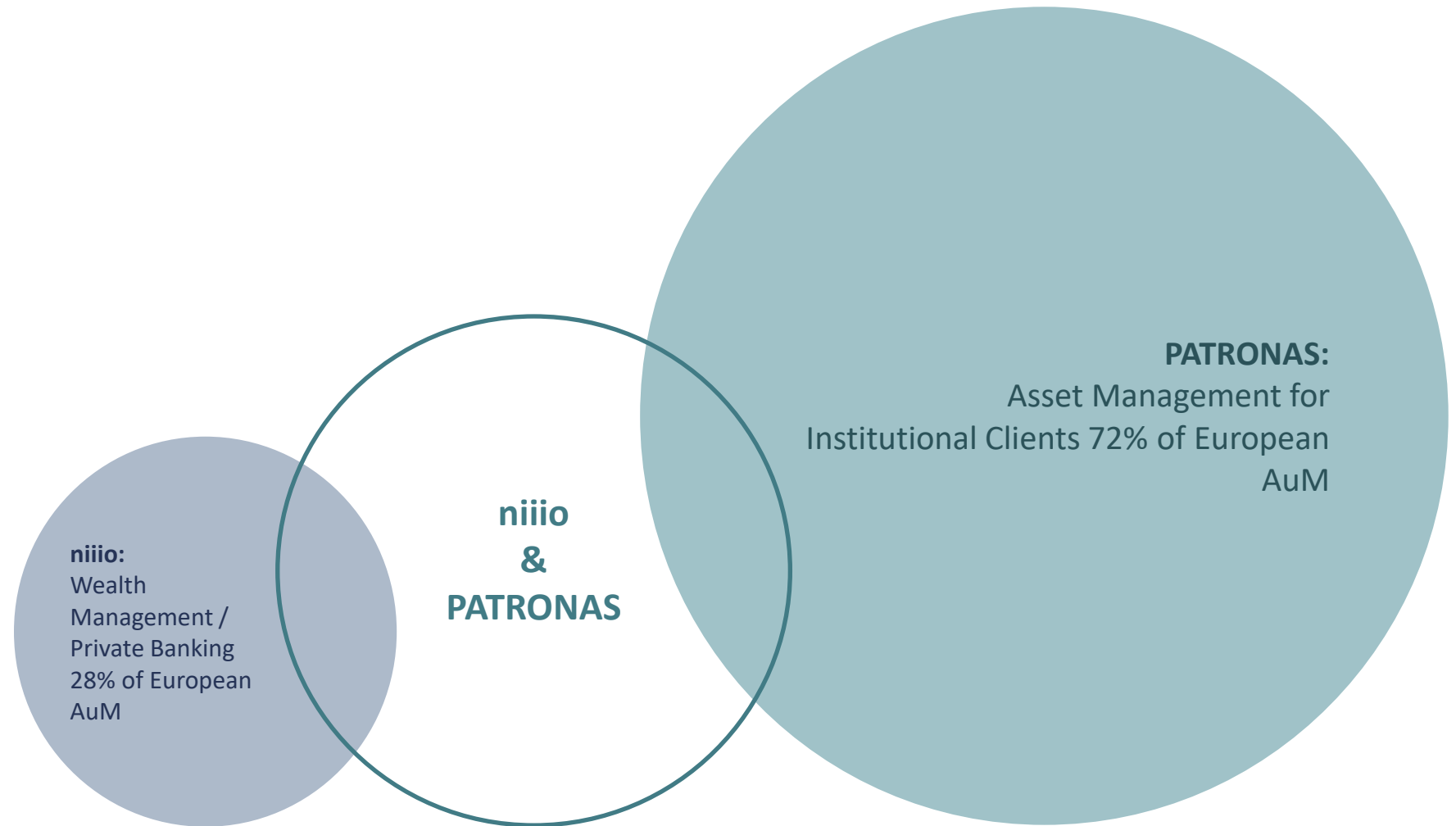


# With PATRONAS deal we enter a new market segment which is servicing 70% of our Total Addressable Market (TAM) base...

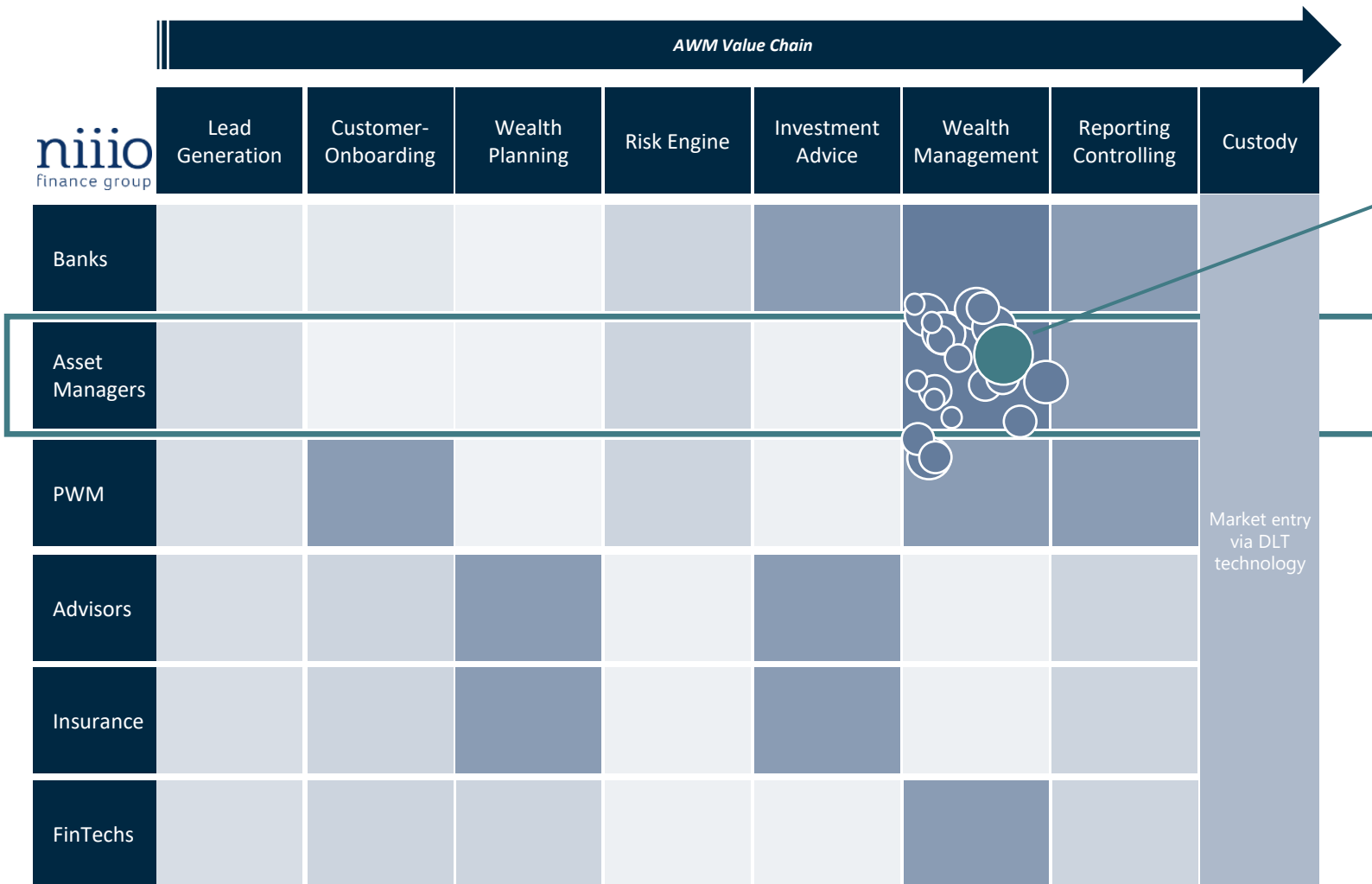
The total AuM share of institutional clients rose to 72% in 2018 and continuing growth

Merger with PATRONAS will provide an access to this market...

...and expand our platform and service portfolio



# ...and expand our portfolio in European countries: By merging with PATRONAS, niio finance group extends its service and client portfolio to new regions and markets, more than triple addressable market size



**PATRONAS**  
FINANCIAL SYSTEMS

- PATRONAS Financial Systems GmbH is a renowned software provider for the financial services industry in Europe.
- With its core product PATRONAS OPUS, the Freiburg-based company offers software for portfolio, order and risk management for institutional securities businesses.
- PATRONAS software addresses a new customer group for niio and thus represents an optimal addition to the group's existing product portfolio.
- PATRONAS customers include well-known asset managers and wealth management companies in Europe.

# niiio finance group AG and PATRONAS combined: Synergies and shared services

## Business

- Combined sales and marketing activities
- Cross-selling via extended product range for clients
- Shared data and service provider
- Unified training and knowledge base standards
- Service overflow in sourcing
- Joint marketing planning and activities
- Website content and design



## Administration

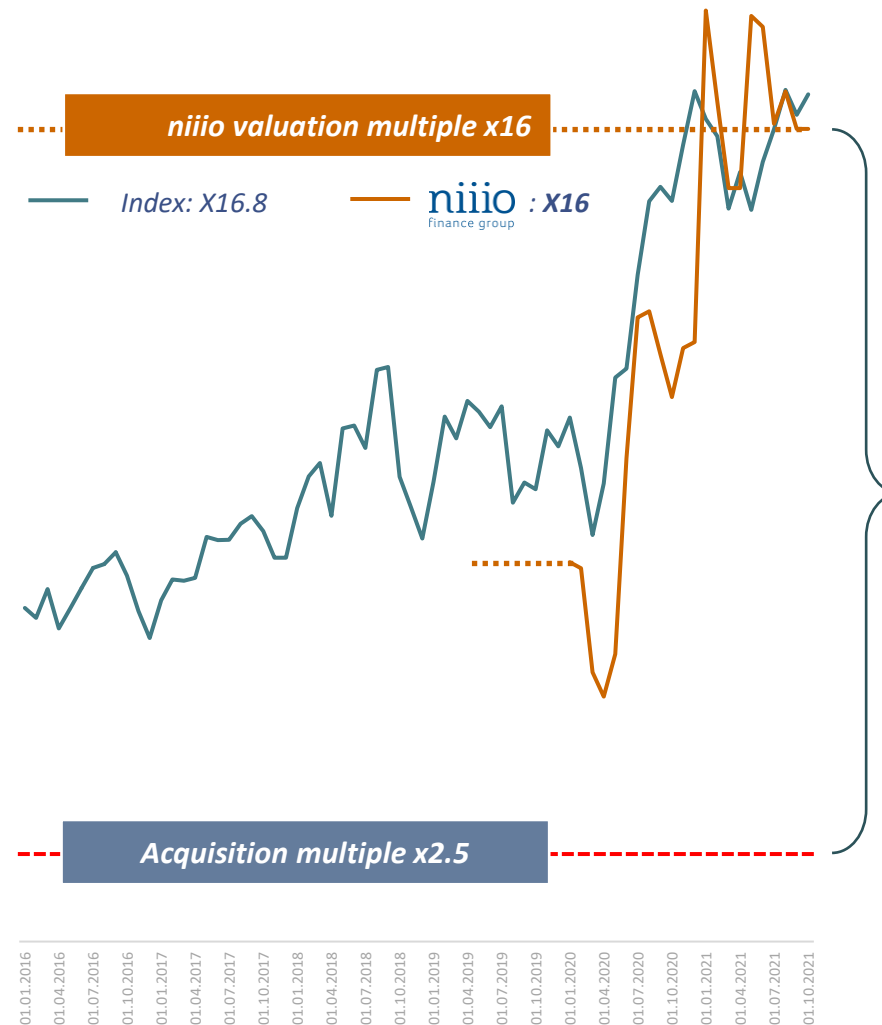
- Central management and divisional functions (HR, Finance, Compliance)
- ISO certification 27001 (ISMS), data protection
- Compliance checks and audit

## Product and Technology

- Shared-resources model in IT infrastructure & focused teams
- Pooling of licenses and tools
- Broader product spectrum

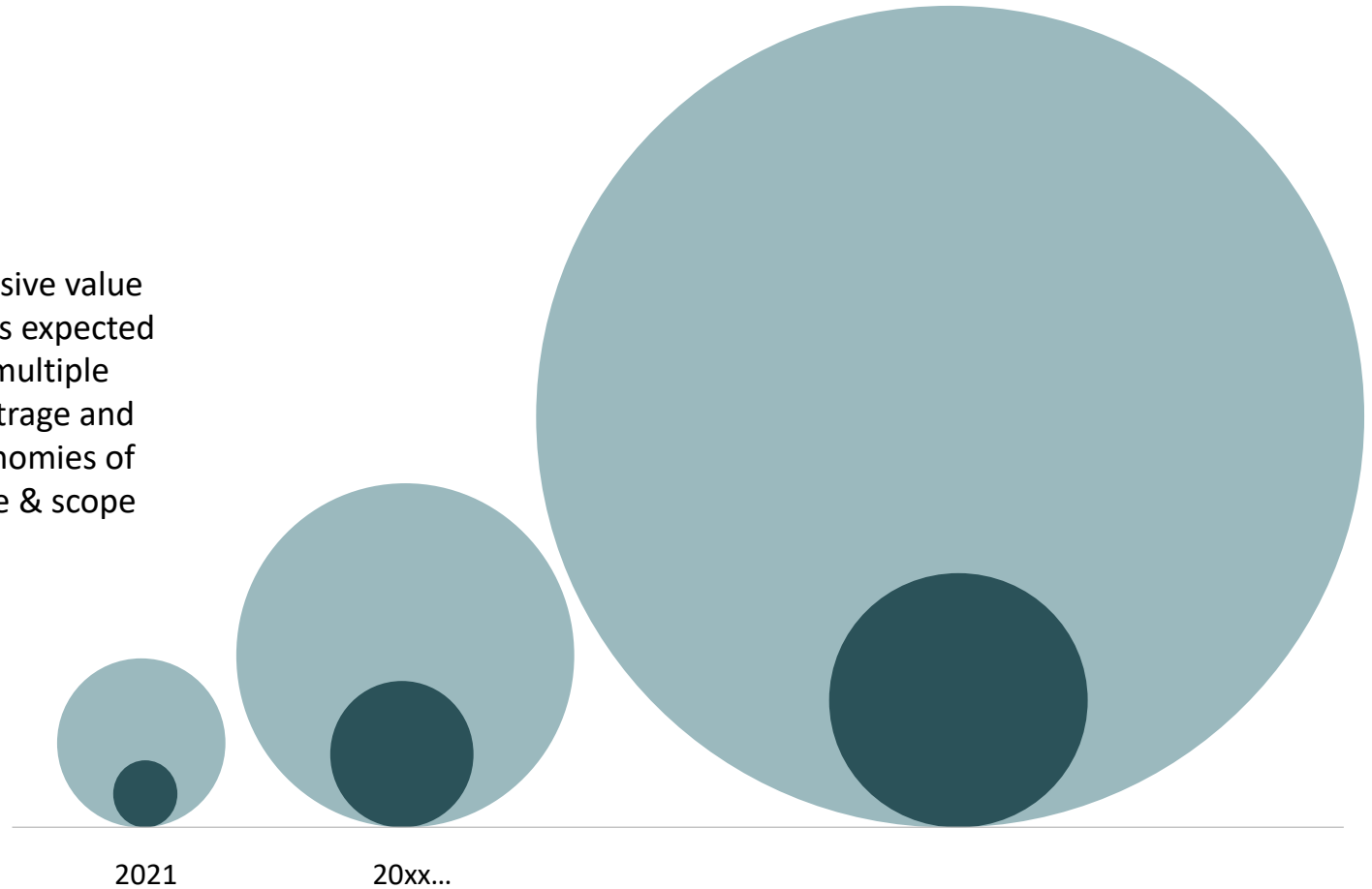
# Shareholder value creation at a glance

M&A valuations vs SaaS Multiple Index and niio revenue multiple



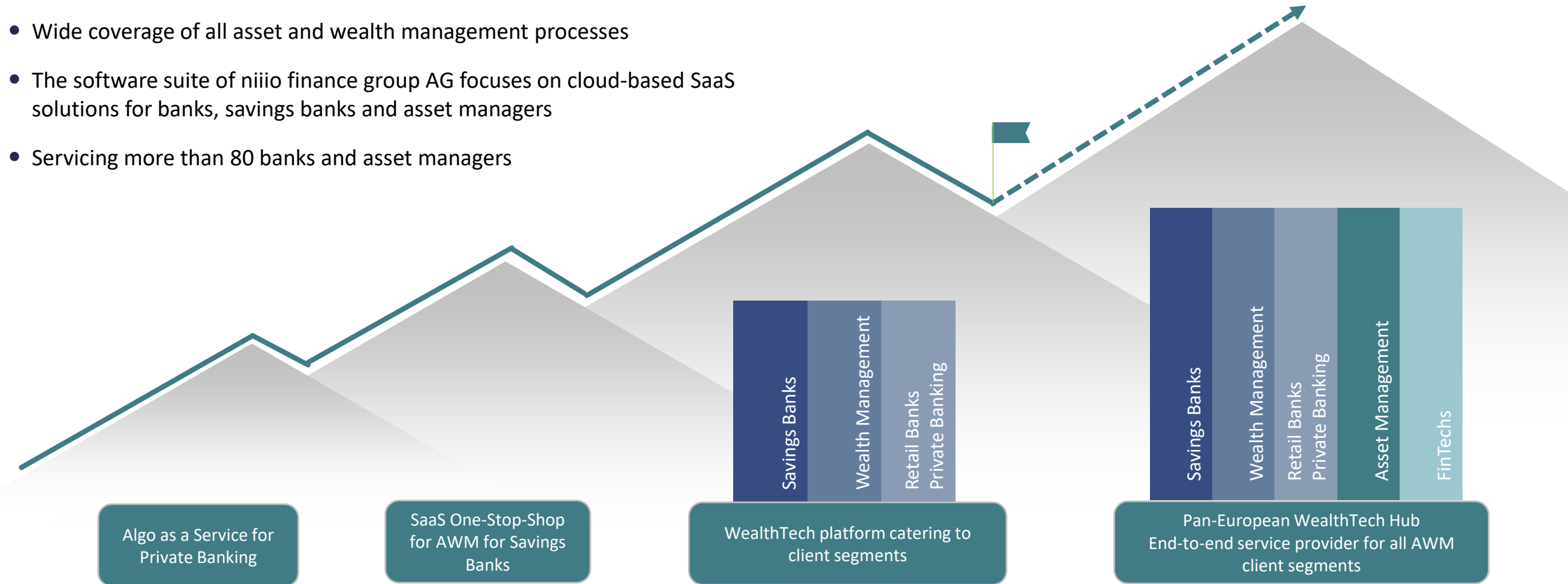
- Market Value based on average SaaS Index and current valuation multiple niio finance group
- Cumulated invested capital for acquisitions

Massive value gains expected via multiple arbitrage and economies of scale & scope



# niiio finance group AG: We are experts for digitizing wealth management

- Founded in 2006: Listing in 2016, 80+ employees group-wide
- Wide coverage of all asset and wealth management processes
- The software suite of niiio finance group AG focuses on cloud-based SaaS solutions for banks, savings banks and asset managers
- Servicing more than 80 banks and asset managers



# We have built a powerful management team with strong track record and M&A experience



**Stefan Krause**  
Chairman of Advisory Board

C-Level in banking, venture capital, E-mobility, SPACs



**Dr. Martin Deckert**  
Advisory board

C-Level and regulatory expert in IT, banking



**Dr. Olaf Scheer**  
Advisory Board

Banking and strategy consulting



**Johann Horch**  
Founder and major shareholder  
Strategy and Sales



**Dr Daniel Berndt**  
Scalable Delivery - FinTech Builder



**Axel Apfelbacher**  
Finance and Distributed Ledger Technology (DLT)



**Marko Modsching**  
Technology and Innovation



**Ina Just**  
Product strategy and development



**Inga Gerlinger**  
Business Growth & Marketing



**Steffen Seeger**  
Chairman of Supervisory Board  
Banking industry, private equity



**Dr Martin Setzer**  
Supervisory Board  
Banking and insurance industry, technology



**Joerg Brandt**  
Supervisory Board  
Finance, M&A, PMI



**Henning Gebhardt**  
Supervisory Board  
Asset and Wealth Management



**Malte Spieß**  
Supervisory Board  
Private banking



**Prof. Dr. Peter Balzer**  
Supervisory Board  
Lawyer in banking and capital markets regulations



Düsseldorf – München

# Established governance structures



**Johann Horch**  
CEO

20 years of consulting experience, NBC Europe (marketing), Citigroup (project management), Bank of Tokyo Mitsubishi (new market analyst), Merrill Lynch (new market analyst), studies in business administration and economics, founded DSER GmbH in 2006, CEO niii finance group AG.



**Dr. Daniel Berndt**  
COO

17 years Deutsche Bank Private & Business Clients – managed and developed the largest Customer Operations unit in the head office, integration of Berliner Bank, norisbank, Postbank. 7 years Raisin/WeltSparen – set up and operated platform operations, Chief Client Officer and member of SMT.



**Stefan Krause**  
Chairman of Advisory Board

Stefan Krause is co-founder and supervisory board member of the US-based electric car startup Canoo and senior advisor for the private equity investor Warburg Pincus.

Former CFO at Deutsche Bank AG. Prior to that, member of BMW Group AG Board of Management, responsible first for Finance, then for Sales & Marketing. Postbank Supervisory Board Chairman.



**Steffen Seeger**  
Chairman of Supervisory Board

Extensive experience as member of the management team at KPMG/BearingPoint (CEO Europe until 2002) and co-founder and board member of Fidor Bank AG. Focus on strategy, governance, and project management.



**Henning Gebhardt**  
Supervisory Board Member

Headed Asset and Wealth Management at Hamburg-based Berenberg Bank. Prior to that, worked in various management positions at Deutsche Bank's fund subsidiary DWS. Henning started there in 1996 as a fund manager and was most recently responsible for the global equities business.



**Malte Spieß**  
Supervisory Board Member

Experience as Senior Manager in Private Banking (Volksbank Braunschweig/Wolfsburg, Braunschweiger Privatbank) over several decades. Focus on special mandates and capital investment.



**Dr. Olaf Scheer**  
Advisory Board Member

Scheer, who holds a doctorate in business administration, last worked at the international management consultancy zeb from 2001 to 2019, where he was a member of the management board and senior partner in charge of large zeb accounts at board level. Before that, Scheer gained almost four decades of management experience at Bayerische Vereinsbank, Dresdner Bank and most recently HypoVereinsbank.



**Dr. Martin Setzer**  
Vice-Chairman of Supervisory Board

Several decades of experience as senior manager (Deutsche Bank AG) and board member (LBBW), currently CIO on the board of the Viridium Group. Focus on governance, project management, and IT architecture.



**Jörg Brand**  
Supervisory Board Member

Many years of experience as Senior Manager in Banking & IT (Dresdner Bank, Deutsche Bank, Xchanging plc, First Data Corp.). Focus on sales, governance, M&A, and value-based management.



**Prof. Dr. Peter Balzer**  
Supervisory Board Member

Years of experience as a lawyer in banking and capital markets law. Focus on regulatory issues (such as MiFID II) and capital investment law.



**Dr. Martin Deckert**  
Advisory Board Member

In 1998, he moved to UBS Private Banking in Zurich. He then worked for UBS Deutschland AG for over ten years, the last eight as a member of the Board of Managing Directors; in this role, he was responsible for operations, IT, and project management, among other things. He has been co-founder and managing director of "Qundo Technology GmbH", a financial services start-up, since 2021.

# Disclaimer

Forward-Looking Statements This communication contains certain forward-looking statements within the meaning of the federal securities laws, including, but not limited to, statements regarding niio finance group's proposed business and business model, the markets and industry in which niio finance group AG and its subsidiaries intend to operate proposed business and future plans. These forward-looking statements generally are identified by the words "believe," "project," "expect," "anticipate," "estimate," "intend," "strategy," "future," "opportunity," "plan," "may," "should," "will," "would," "will be," "will continue," "will likely result," and similar expressions. Such statements are based on management's belief or interpretation of information currently available. Forward-looking statements are predictions, projections and other statements about future events that are based on management's current expectations with respect to future events and are based on assumptions and subject to risk and uncertainties and subject to change at any time. The niio finance group AG operates and will continue to operate in a rapidly changing industry. New risks emerge every day. Given these risks and uncertainties, you should not rely on or place undue reliance on these forward-looking statements. Actual events or results may differ materially from those contained in the projections or forward-looking statements. Many factors could cause actual future events to differ materially from the forward-looking statements in this communication, including, but not limited to, the following risks: (i) the impact of COVID-19 on the niio finance groups's business; (ii) the niio finance group's ability to realize the anticipated benefits of the business combination between niio and acquired companies; (iii) the niio finance groups's ability to implement its business plans, operating models, forecasts and other expectations and identify and realize additional business opportunities including after the completion of the business combination with potential targets and partnerships; (iv) that the final terms of any commercial transaction and strategic alliance may differ, including materially, from the terms currently anticipated. The foregoing list of factors is not exhaustive. Forward-looking statements speak only as of the date they are made. You are cautioned not to put undue reliance on forward-looking statements, and the niio finance group assumes no obligation to, and does not intend to, update or revise these forward-looking statements, whether as a result of new information, future events or otherwise.