

# Factsheet niiio finance group AG (1/2)

WKN A2G833 | ISIN DE00A2G8332

## What we do

- niiio provides private cloud-based SaaS solutions for asset and wealth managers, covering the whole value chain
- On a "mission" to build a pan-EU platform for asset and wealth managers leveraging significant organic growth momentum with execution of well-defined M&A pipeline
- Experienced and well entrenched management team
- 75 FTEs with >20 years of technical know-how and client exposure across 7 countries
- Listed since 2016 in the Primary Market, and has its registered office in Görlitz with additional hubs across 5 locations

## Our customers

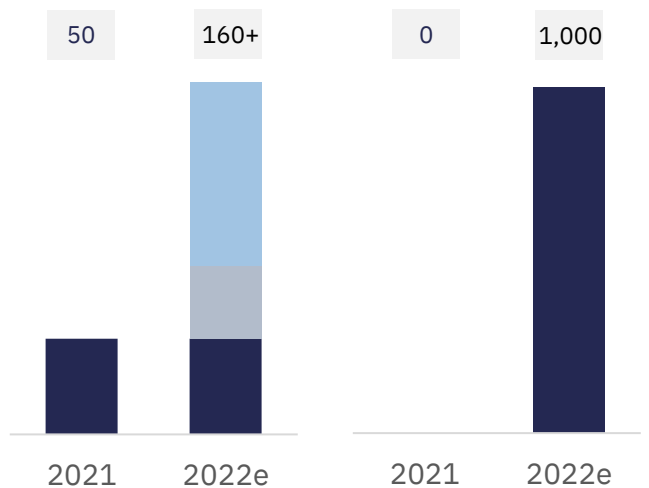
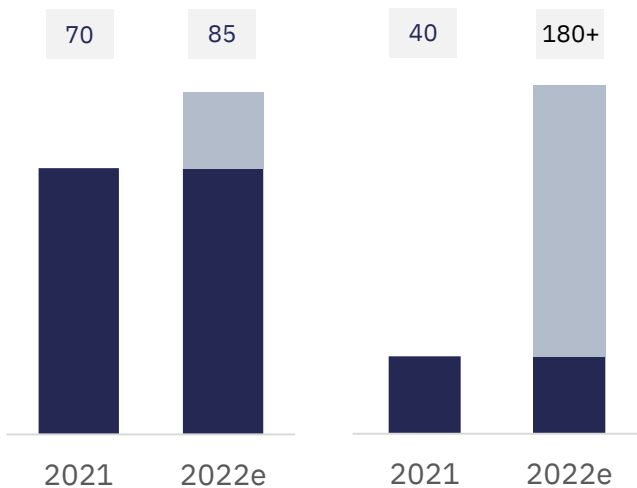


### Annual recurring revenue in %

### Assets under administration in EUR bn

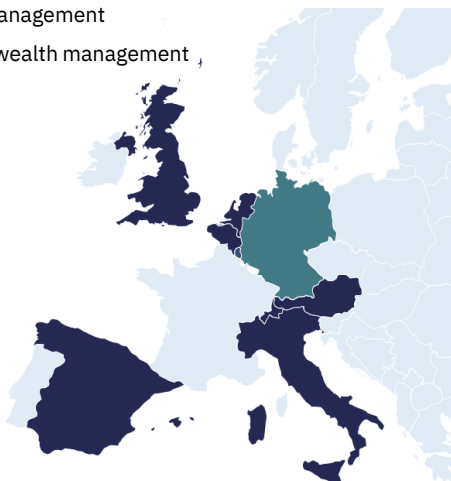
### Customers #

### Trading volumes in EUR bn



## Client geographical presence

- niiio asset management
- niiio private wealth management



## Investment highlights

- Highly attractive opportunity in the growing and fragmented European market
- Increasing demand for efficiency and new products
- Superior full service SaaS platform proposition
- Actively driving market consolidation with proven M&A and integration track record
- Platform with embedded growth and untapped opportunities
- Experienced management team with clear strategic vision

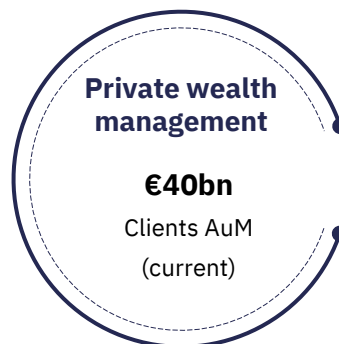
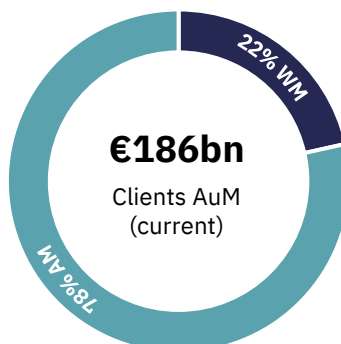
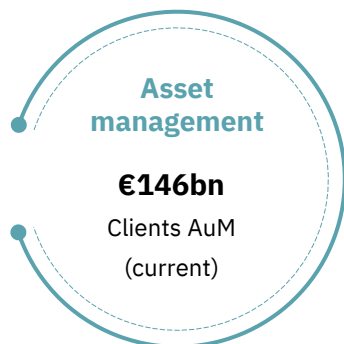
# Factsheet niio finance group AG (2/2)

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## Our asset management strategy

### Opportunity

- Highly scalable business model
- AuM based revenue model with strong upside potential



### Asset management key priorities

- Focus on European expansion of existing product and client portfolio
- Aggressive organic growth by leveraging the platform and new initiatives like ManCo
- Selective acquisitions of software modules

## Our private wealth management strategy

### Opportunity

- Fragmented market with room for consolidation and increase of scale
- Potential for synergies and cross-selling

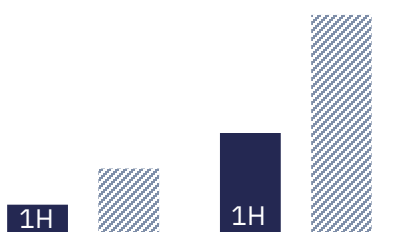
### Wealth management key priorities

- Focus on roll-up strategy
- Solid organic growth rates

### Revenues

1H vs. full-year, in T EUR

1,104   2395   3,670   7,500e



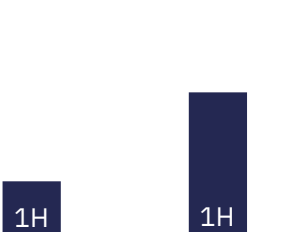
2021

2022

### Cost

1H, in T EUR

1,540   3,941



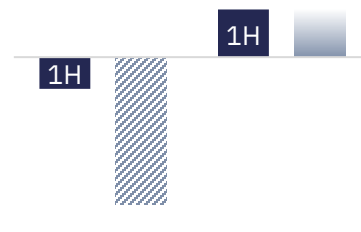
2021

2022

### EBITDA

1H vs. full-year, in T EUR

-183   -857   278   N/A



2021

2022

- **Tripled revenues** within one year (guidance FY) and 1H2022 vs 1H2021

- **Initial revenue growth target of 100% significantly outperformed**

- **Revenue growth of 232% outperforms cost growth of 155%**

- **Relative cost reduction to contribute to neutral to slightly positive FY EBITDA**

- **Positive EBITDA: in line with guidance**

- **Positive effects of acquired companies and niio's own efficiency measures drive the profitability enhancement**