



Fund Structuring & Investments

Liberland Investment International Corporate Presentation, 2022

Liberland **Investment** International

Agenda

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What we do

- Liberland Investment International is a passionate corporate transactions firm that matches growth-focused companies with a worldwide network of professional investors and business partners to get you where you want to be. We provide capital for expansion, acquisitions, recapitalisations and management buyouts. We love business and we love finance, and we mix these up to create the most effective investment, structuring and financing solutions out there.
- In a world of opportunities, we absolutely believe in business beyond borders. Geographically, but above all mentally. Business beyond borders means pushing the envelope on new ideas and thinking differently. So we involve specialists, take a global view and leverage our local legal, tax and investment connections to deliver the best results for our clients at home and abroad, beyond borders.



What we do

- Most big corporate finance practices act as if they know everything better than you do. We're not like that, because we are entrepreneurs too. Entrepreneurs who are on a mission to build the best corporate, finance, tax and legal practice. We think like you. We respect you. And we listen before we talk.



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Multiplier effect

- We love building businesses and taking them to the next level. We may be the financial guys, but we're as enthusiastic about business, business growth and business beyond borders as you are.
- Through our network of finance professionals, we enable companies and investors to go further. We use new ideas and local-for-global knowledge to create innovative solutions for corporate transactions – corporate investments, corporate funding and corporate structuring.
- And unlike other corporate finance practices, we put our money where our mouth is by investing our resources directly. We take what's great about you and multiply it.



Corporate Transactions

- Liberland Investment International has a proven track record in helping companies expand across borders. This includes securing private equity and venture capital for business expansion into new markets and brokering win-win mergers or acquisitions anywhere in the world. We guide the entire process on crystal clear terms and for a transparent fee.
- Most importantly, we have an eagle eye for results. The combination of international overview and in-depth knowledge of the legal and economic situation in dozens of domestic markets puts us in a great position to help you identify both the right financial and regulatory conditions for your business, and the best fit in terms of strategic alliances as well.



Corporate Funding

- As entrepreneurs ourselves, we love financing other entrepreneurs. And if we believe in what you have in mind, we'll go all the way to help you realise your dream.
- Currently, we manage over 30 legal entities for our clients, in 12 jurisdictions, we've raised over € 1.4 billion for various clients around the world, and we have aggregated assets worth some €3.2 billion in advisory management. We also manage six private equity funds.
- All this is backed by our underlying structure: our network of international and local investors, our one-on-one contacts and our strong mix of institutional and private investors that together provide real strength in depth.



Corporate Investments

- When you've worked hard to build something up, it's natural to want to pass on your successful business to the next generation. We can help you do this. We invest in private equity and venture capital environments in which Liberland Investment International can add value by solving succession issues for business owners. As entrepreneurial people ourselves, we get real pleasure out of taking care of your heritage, stakeholders and future growth to keep your enterprise together.
- We present international Funds for investors and companies that offer a solid solution within a stable and safe legal structure. Within the funds, we concentrate on European growth companies that have a proven track record and are ready for the next phase of their development, focussing on technical or strategic innovation.
- There are two possible tracks. The first involves setting up your own fully serviced Investment Fund structure. By leaving the accounting, regulatory, investors relations and tax issues to us, you can focus on your core business: making a return on investment.
- The other option is to use a Sub-Fund within a white-label Umbrella Private Equity and Real Estate Fund structure. This lower cost option is ideal for small to medium size funds as fixed costs are shared, while you benefit from a shorter time to market and our specialised knowledge.



Corporate Structuring

- You have ambitions and see opportunities. But the success of a cross-border transaction depends as much on how smartly it is structured as on the quality of the transaction itself. Details matter in corporate structuring and corporate transactions. Success requires local as well as global expertise plus strong relationships with national and international banks. Boots on the ground.
- Liberland Investment International has a wealth of experience working with businesses, entrepreneurs and high net worth individuals to create tailored international corporate structures. We can identify the best ways to maximise your profitability, make your assets more transferable and increase your asset security. We can set up legal entities in almost all major financial centres worldwide. We can take care of the bookkeeping via our real-time online accounting system. And we can assist with bank account applications, authorisations and everything else needed to create a smart, secure corporate structure that will help you expand your business beyond your current borders.



Business Beyond Borders

- The idea of doing business beyond your current borders, whether geographical, cultural, financial or legal, has been central to Liberland Investment International since the firm was founded in 2002. Liberland Investment International means Yes in Finnish, and that by definition makes us open, outgoing and forward-thinking.
- We founded Liberland Investment International because we saw a need among medium-sized businesses and high net worth individuals for corporate finance and investment services that combine international reach with an entrepreneurial approach. This has evolved to become Business Beyond Borders, and it's a belief that is powerfully personal for every Liberland Investment International partner and associate.



Business Beyond Borders

- Business Beyond Borders is not only about literally doing business in different jurisdictions; it's about never giving up, original thinking, challenging convention and the conventional, exceeding expectations and exploring solutions that will ultimately help to raise humans to a higher level.
- Business Beyond Borders is also about partnership, dealing with international challenges and working with different cultures, habits and regulatory processes to provide unique, personalised and exceptional solutions for our clients.
- Business Beyond Borders is about helping you go further.



Why Liberland Investment International

- Liberland Investment International is a fast and responsive independent corporate transactions firm that believes in having the best network of advisers rather than the biggest. We bring investors and businesses together, finding new solutions to finance needs and building business relationships that go beyond borders.
- Being agile and flexible keeps costs down. But it also enables us to move faster than our competitors and treat your situation individually. Unlike the rest, we don't use set criteria to judge a proposition; we judge each proposal on its own merits. The result is that we can capitalise on opportunities that others may be too slow or too conservative to go for.
- Our solutions are always complete and always contain some original, innovative or out-of-the-box thinking. We have extensive experience of creating the appropriate business structures for corporate clients, established entrepreneurs and high net worth individuals.



Our Favourite stories

Investment in a medical startup

- A startup in diagnostic-psychiatry needed finance for its research into a new technique for diagnostics. The tool it is developing could lead to a more timely and substantiated choice of treatment and medication. By securing venture capital financing, we enabled the venture to start confirmation studies and start design and production of the diagnostic material. With a secure financial platform, the company expects to grow to 12 employees over the next few years and to successfully bring its technology to the market. The expected exit value of this venture is €50 million.

Corporate Funding

European corporate structure for a non-EU mining giant

- A major mining company based outside the European Union wanted to improve its market reach and distribution within the EU without having a costly European infrastructure. We suggested structuring and managing a company to enable distribution throughout continental Europe. We then managed its accounting, tax reporting, compliance and banking relations. Over seven years, the company's EU revenues grew from €2 million to €270 million per year, and we ensured that the corporate structure remained capable of supporting this exponential growth.

Corporate Structuring



Our favourites stories

Corporate structuring for an international investment and commodity trading company

- An international investment and commodity trading company wanted to use local legal entities to enable their international business activities. We set up a group of companies in Switzerland, the UK, Singapore and the Middle East. In close cooperation with the shareholders, we were also involved in the management, investments and structuring. This included setting up an online, centralised and always up-to-date bookkeeping system with local accounting firms to secure proper accounting standards and tax compliance in all the jurisdictions. We have also supported our client in making miscellaneous investments in real estate, mining and manufacturing.

Corporate Structuring

Corporate structure for a Mediterranean resort hotel development

- Liberland Investment International was asked by an international investor to structure and manage the companies that hold the assets to an A-brand beachfront Mediterranean resort hotel. The resort comprises luxury villas, apartments and an exclusive marina. As well as handling the corporate structure aspects, we supervised the compliance, banking relationships and accounting aspects of the business. We also supported a corporate transaction that included a change of ownership and corporate funding.

Corporate Structuring



Our favourite stories

Creating an investment fund for renewable energy in Southern Europe

- A fund focusing on biodiesel plants in Greece and the Balkans was looking to structure a private equity investment fund for renewable energy in Southern Europe. The fund would be registered in the Netherlands. Liberland Investment International led the entire structuring process, which included the legal framework, the information memorandum, compliance, accounting, auditing and investment subscriptions.

Corporate Investments

Eastern European real estate investment fund

- Liberland Investment International structured, financed and managed a private equity fund for real estate investments in emerging markets. The fund, which is listed on an international stock exchange, focuses on residential, retail and commercial real estate development in the CEE region. As part of this, we also identified potential investors as well.

Corporate Funding

Managing the marketing and fundraising for a Luxembourg shipping fund

- Liberland Investment International manages the marketing and fundraising campaign for a Luxembourg private equity shipping fund focusing on the acquisition and management of Handysize and Supramax vessels.

Corporate Funding



Our favourite stories

Online tools to manage Corporate Transactions

- Liberland Investment International has developed a sophisticated yet easy to use online accounting system for Corporate Transactions. Clients can access the system 24/7 and simply email documents, such as purchase invoices, loan agreements and the like to a special email address or scan them in using an App. The documents are then processed in the bookkeeping system within 3 working days. Bank statements can be processed automatically during the night and sales invoices created and sent via the system. The system can also take care of related debtor management processes. Some clients have legal entities in several countries, and with our online accounting solution, we can manage the accounting centrally and have a local partner handle the tax reporting. This way our clients always know the financial position of their businesses.

Shared CRM system provides real-time transparency

- One of the things we are passionate about is being totally transparent when are asked to approach investors. To ensure this, we give our clients access to the same online CRM system that we use so you can see exactly which investors we have contacted, what we discussed and the stage of the transaction these took place. Our ideal is to collaborate closely with our clients to create a united team and build synergy during the corporate funding process.



Fundraising Phases

Liberland Investment International can offer its services to source funding for your diversified portfolio of activities and start in a specific project. Depending on specific needs for this project a first inventory should be made based on market appetite, market trends and legal needs to structure the project.

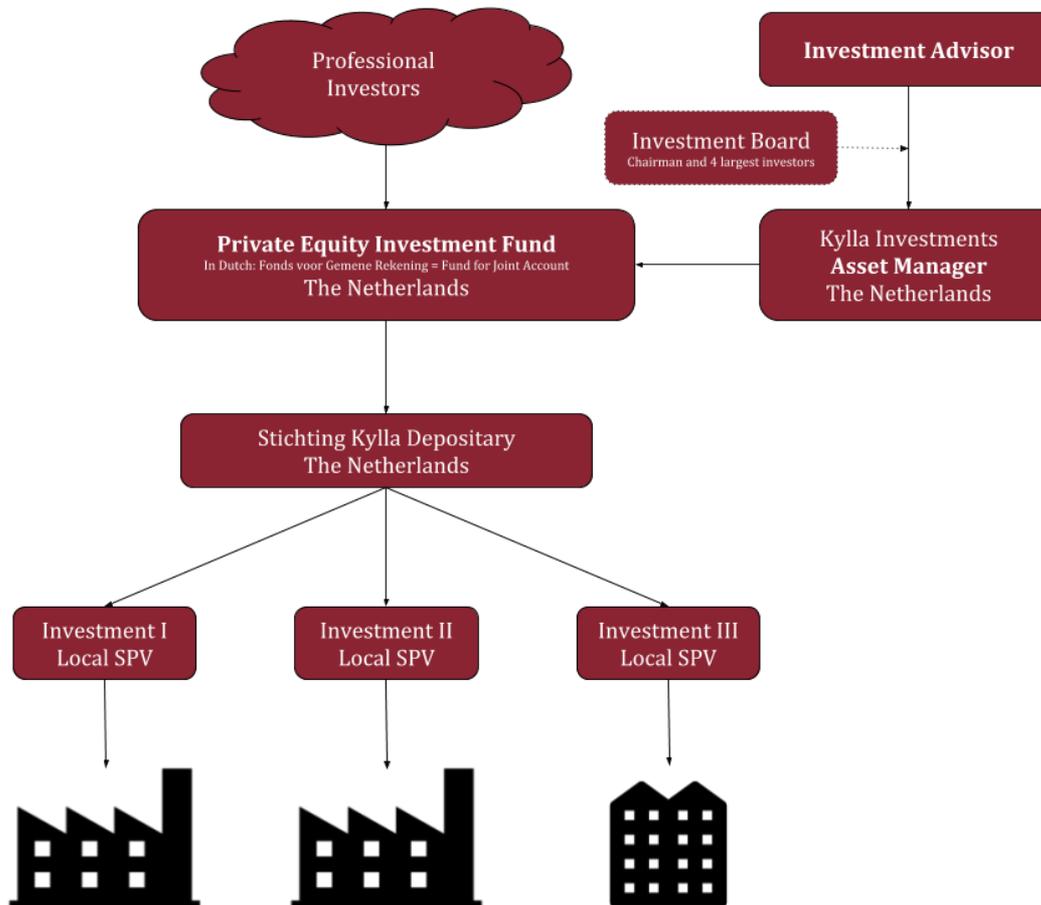
In order to obtain the proper legal and cost-efficient structure, Liberland Investment International presents the following process:

- **Defining the mandate**
- **Legal structuring**
- **Quick Scan**
- **Site visit**
- **Subscriptions**
- **Prepare marketing**
- **Investment offer**
- **Roadshows**
- **Collecting commitments**
- **Investor relations**

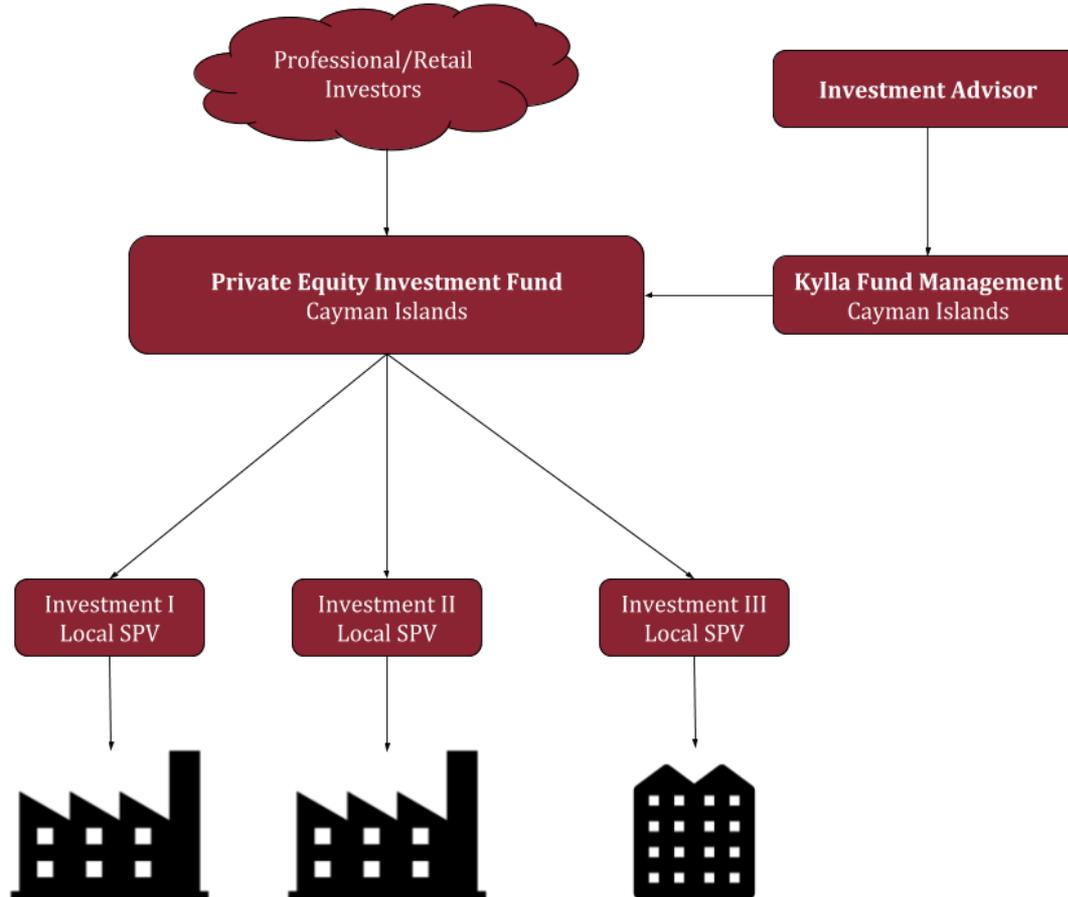
Depending on your preferences, the above phases can be planned and applied in a tailored package. In the next slides our optional phases are mentioned to be selected as preferred with estimated costs and fundraising results.



White Label Private Equity Fund in the Netherlands



White label Cayman Islands Fund



Target investors

Regarding the type of investors Liberland Investment International will target the following type of investors in our trusted network:

- Qualified private (U)HNWI investors
- Independent Asset Managers across Europe
- Family Offices across Europe
- Institutional Investors
- Financial institutions
- Pension Funds
- Government investment bodies
- NGO's

Liberland Investment International focuses on Co-financing solutions in which different kind of investors will be pooled in order to start your project with a diversified pool of investors. The above mentioned investors might provide equity and/or debt capital.

*Sample non-exhaustive listing



BNP PARIBAS

HSBC



بنك دبي الإسلامي
Dubai Islamic Bank



Vitol



European
Investment
Bank



Amsterdam Trade Bank
Member of Alfa-Bank Group

CREDIT SUISSE



UOB

Emirates NBD

FMO

CVC
Capital Partners



PICTET
1805

Entrepreneurial
Development
Bank



Company which already got financing

Leadership role in private equity fundraisings

Name	Sector	Description	Country	Amount
Montrose Development	Real Estate	Marriott Hotel & Resort	Montenegro	Euro 260 million
MachinaTrader AG	FinTech	Trading platform for digital assets	Switzerland	CHF 25 million
Brainscan	Lifescience	Molecular diagnostics for psychiatric and related diseases	The Netherlands	Euro 1.5 million
Connect Now Real Estate Fund	Financial	Bridge finance fund for Dutch real estate	The Netherlands	Euro 10 million
Urbas	Real Estate	Corporate bond convertible to listed shares	Spain	Euro 50 million
Forex Beyond Fund	Financial	Forex trading	Cayman Islands	USD 22 million
Exechon	Industrial	Machine Tools	Sweden	Euro 4 million
S2E	Real Estate	Sustainable residential real estate development in London, Ontario	Canada	USD 12 million
WOT International	Oil & Gas	Drilling equipment	Abu Dhabi	Euro 2 million
Zenvision Pharma	Pharma	Pharmaceutical R&D company	India	Euro 60 million

