

Mountain Alliance AG

Riding the Wave of Digital Transformation



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We provide access to the winners of digital transformation through a publicly listed company.



Mountain Alliance leadership



Highly experienced leadership drives Mountain Alliance's success



Daniel Wild

Founder & Board Member

Serial founder and early-stage investor in more than 120 companies over the last 20 years.

Founded getmobile AG in 1999, which he took public in 2005.

Amongst his best-known seed and early-stage investments are XING, Trivago, Shirtinator, mybestbrands.



Manfred Danner

CEO & Executive Board Member

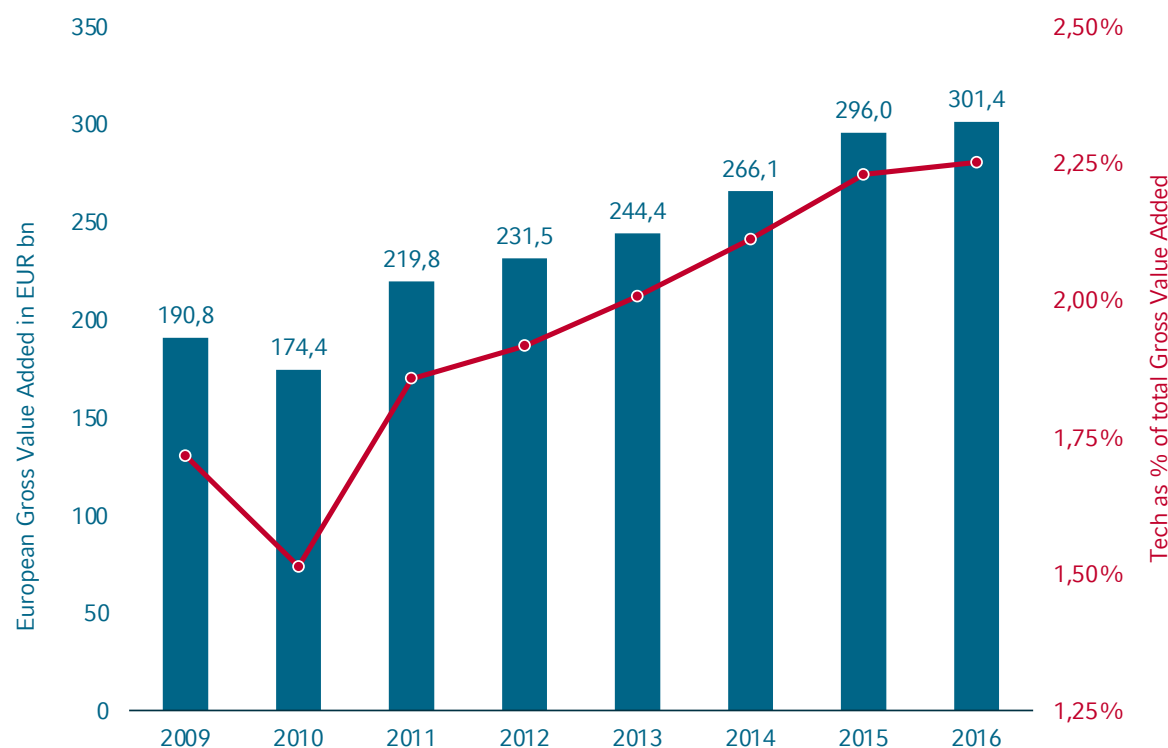
Joined MA in 2010 and significantly shaped the transformation of MA into a digital investment company.

Previously in senior management positions at different industrial and technology companies.

Member of the executive board since 2017. Since July 2021 CEO.

Tech as European growth-driver...

Contribution of Tech to European economic value added



Tech
disproportionately
contributes to
economic growth

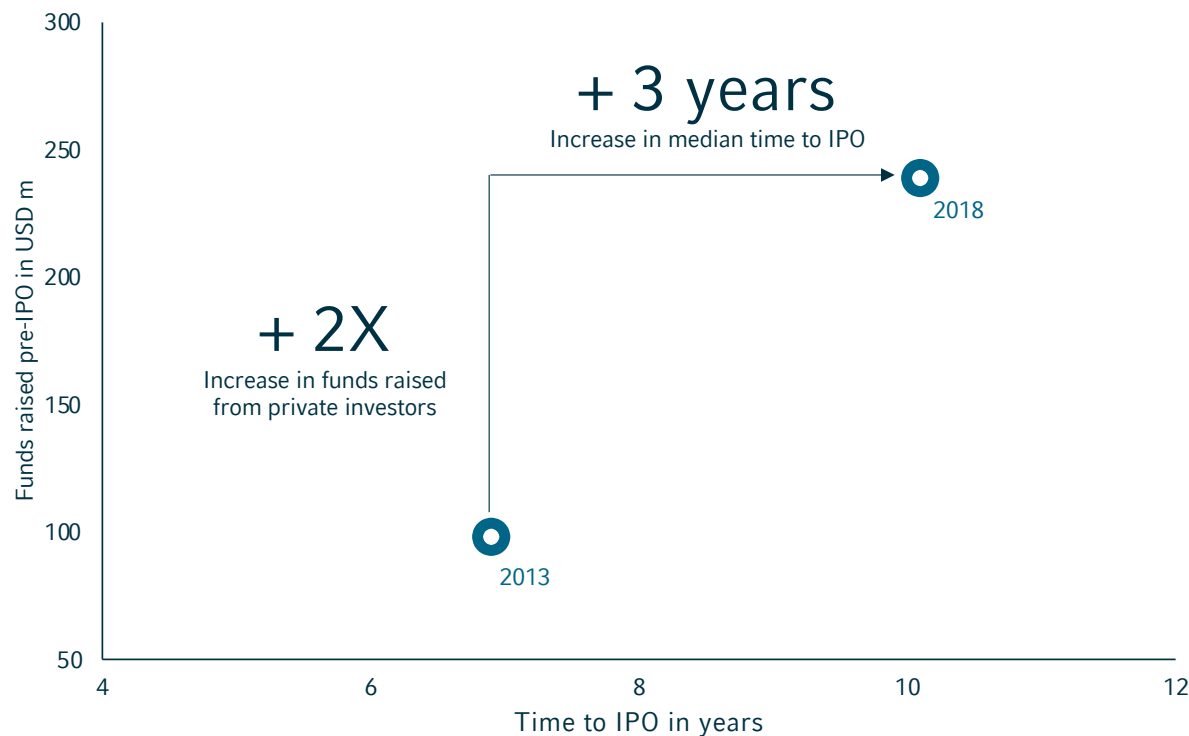
Comparatively low
base allows for
significant acceleration
in the future

Source: Eurostat, "Tech" refers to European NACE J62: "Computer programming, consultancy and related activities" and J63: "Information service activities"

... while public investors are locked out



Amount of private financing raised and average time to IPO



Private investors took over funding of promising tech-companies

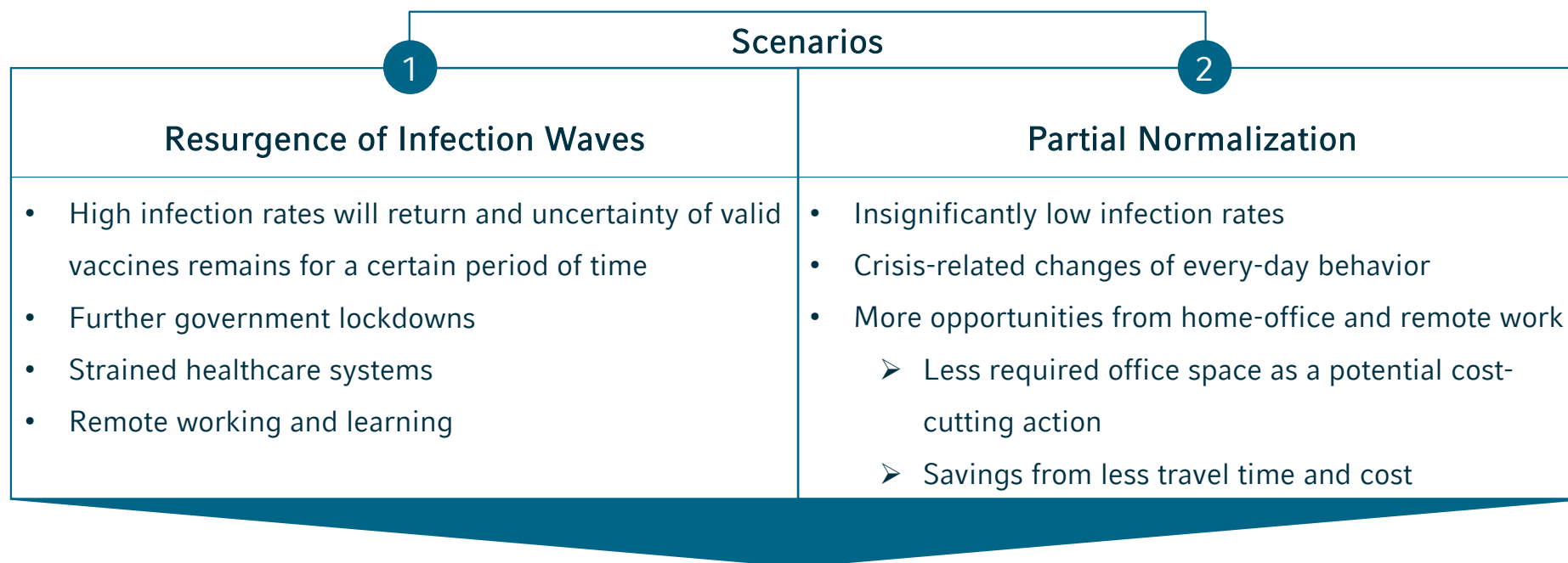
Public Market Investors only get to invest after a lion-share of value creation occurred

Source: CB Insights: Includes IPOs of US-headquartered VC-backed tech companies on major US exchanges, Median time between first funding and IPO

Portfolio positioning regarding COVID-19



Speed and focus of digital transformations depend on the post-COVID scenario



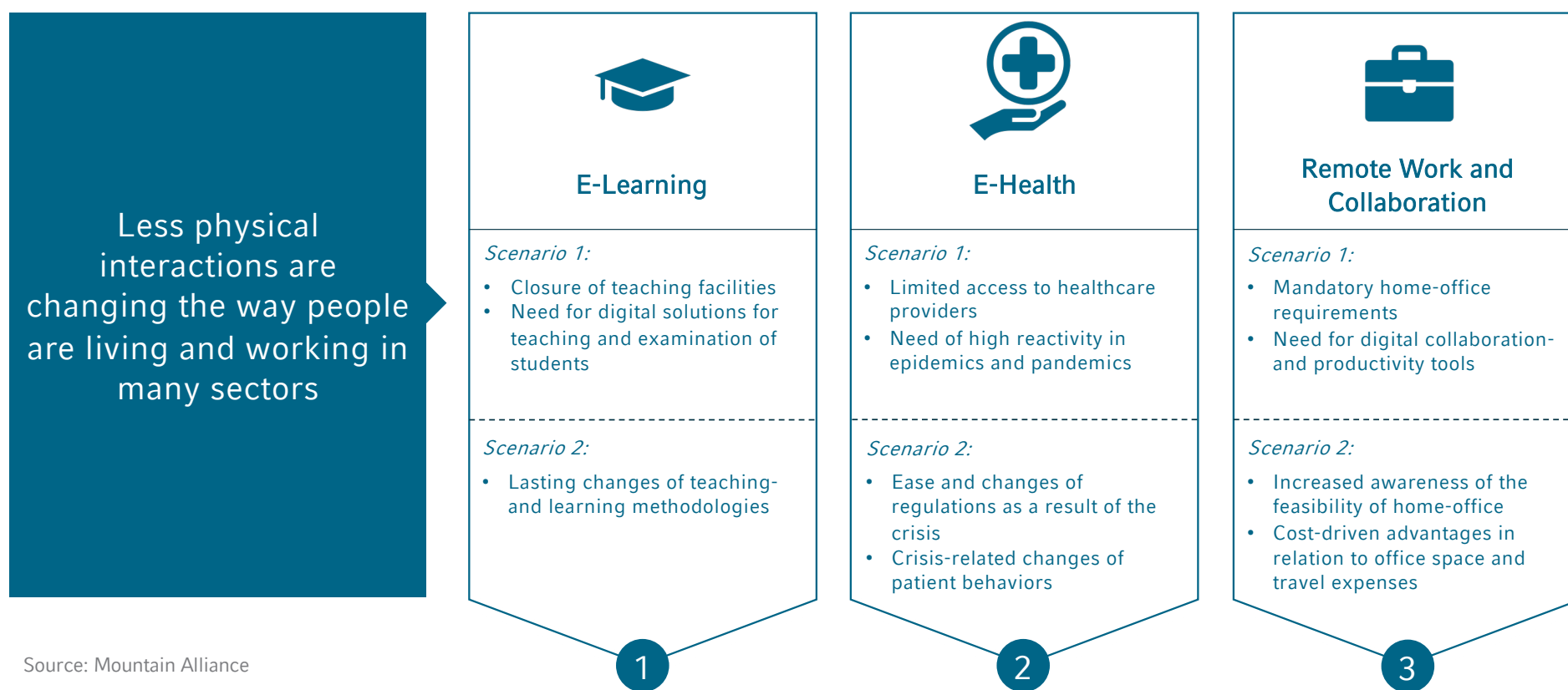
Less physical interactions in any scenario!

Source: Mountain Alliance & Mountain Partners

Emerging technologies in the post-COVID era



Technology companies gain importance from increased demands for digital solutions in several areas



Source: Mountain Alliance

Our portfolio companies in these areas

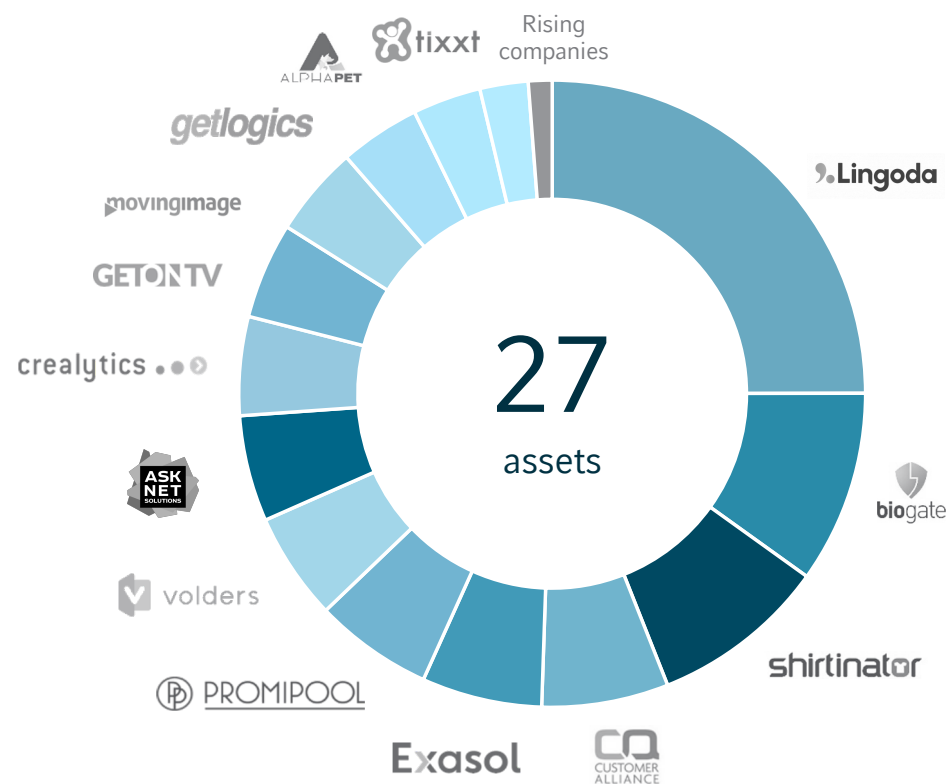


E-Learning	E-Health	Remote Work	E-Learning, E-Health, remote work and collaboration are integral sectors in the Mountain Alliance portfolio
<div>The Lingoda logo, consisting of a stylized 'L' with a dot and the word "Lingoda".</div> <div>Online language learning platform</div> <div>Other Portfoliocompanies:</div> <div>The ASK NET SOLUTIONS logo, featuring the text "ASK NET SOLUTIONS" inside a stylized hexagonal shape.</div>	<div>The mentavio logo, with the word "mentavio" in green and a speech bubble icon.</div> <div>The ak arztkonsultation.de logo, with "ak" in a circle and "arztkonsultation.de" in orange and blue.</div> <div>Arztbesuch online. Hier und jetzt.</div> <div>Online platform for digital diagnostics, psychotherapy and coaching</div>	<div>The movingimage logo, with the word "movingimage" in green and a stylized 'm' icon.</div> <div>Provider of secure cloud-based enterprise video platforms</div> <div>Other Portfoliocompanies:</div> <div>The tixxt logo, featuring a stylized figure icon and the word "tixxt".</div>	

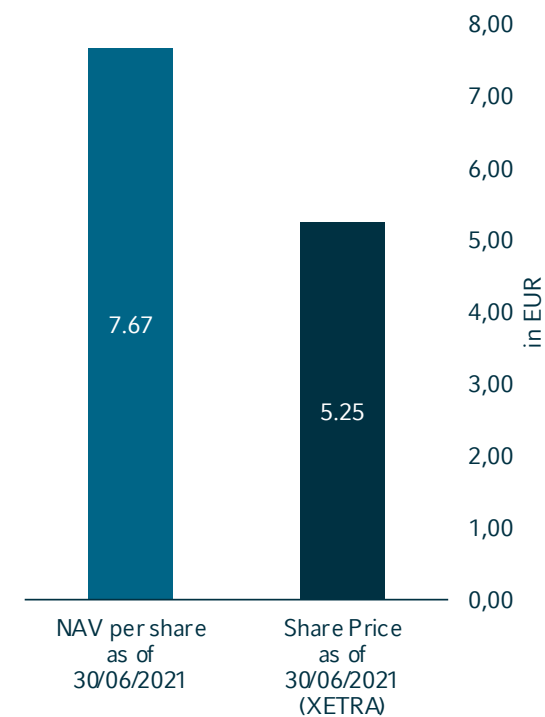
Top-level overview of current portfolio



Mountain Alliance portfolio breakdown and valuation



Portfolio as of 30/06/2021



Portfolio transactions



Mountain Alliance acquired two portfolios in recent years, next acquisitions already in negotiation

	Mountain Internet	Mountain Technology	Portfolio A	Portfolio B
Number of Assets	9	6	3-6	TBD
Average shareholding	12,6%	15,3%	TBD	TBD
Fair Value	EUR 12,9 m	EUR 13,1 m	EUR 5-10 m	TBD
Transaction date	H2 2017	H2 2018	TBD	TBD

Investment criteria



Investing in companies that shape the world of tomorrow

Disruption

Digital, disruptive, scalable businesses

Growth

Growth companies with significant revenues

Profitability

Visible and credible path to profitability

Maturity

Exit horizon of 3-5 years

Price discipline

Pursue accretive acquisitions by buying portfolios at discount to NAV

Network

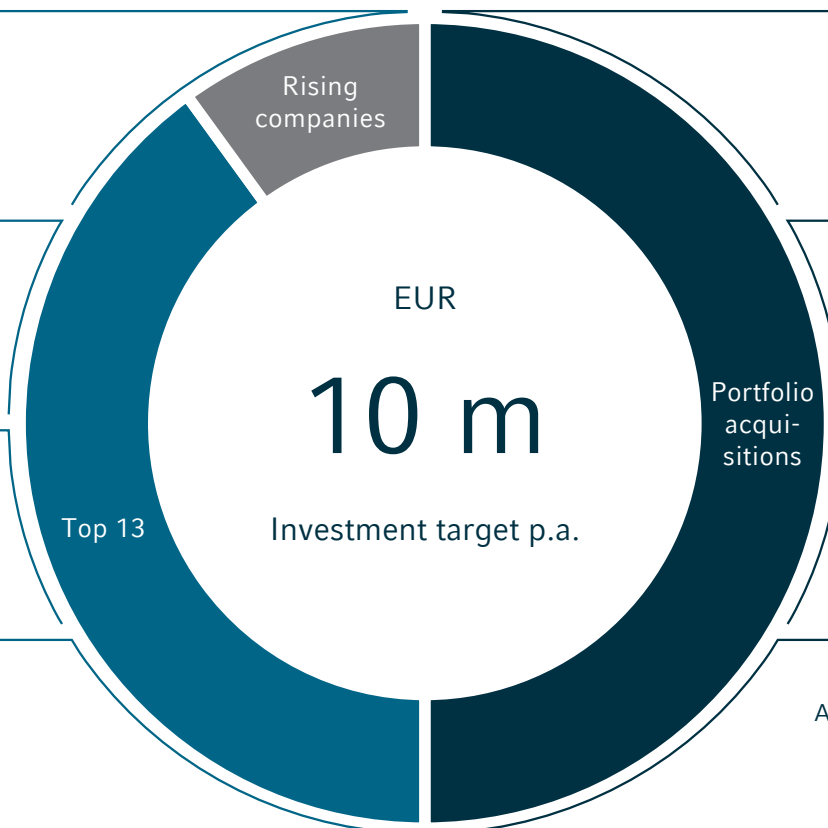
Leverage network via MA & MP that provides access to a large number of interesting portfolios

Diversification

Invest in portfolios containing companies that we already hold shares in rather than single assets

Synergy

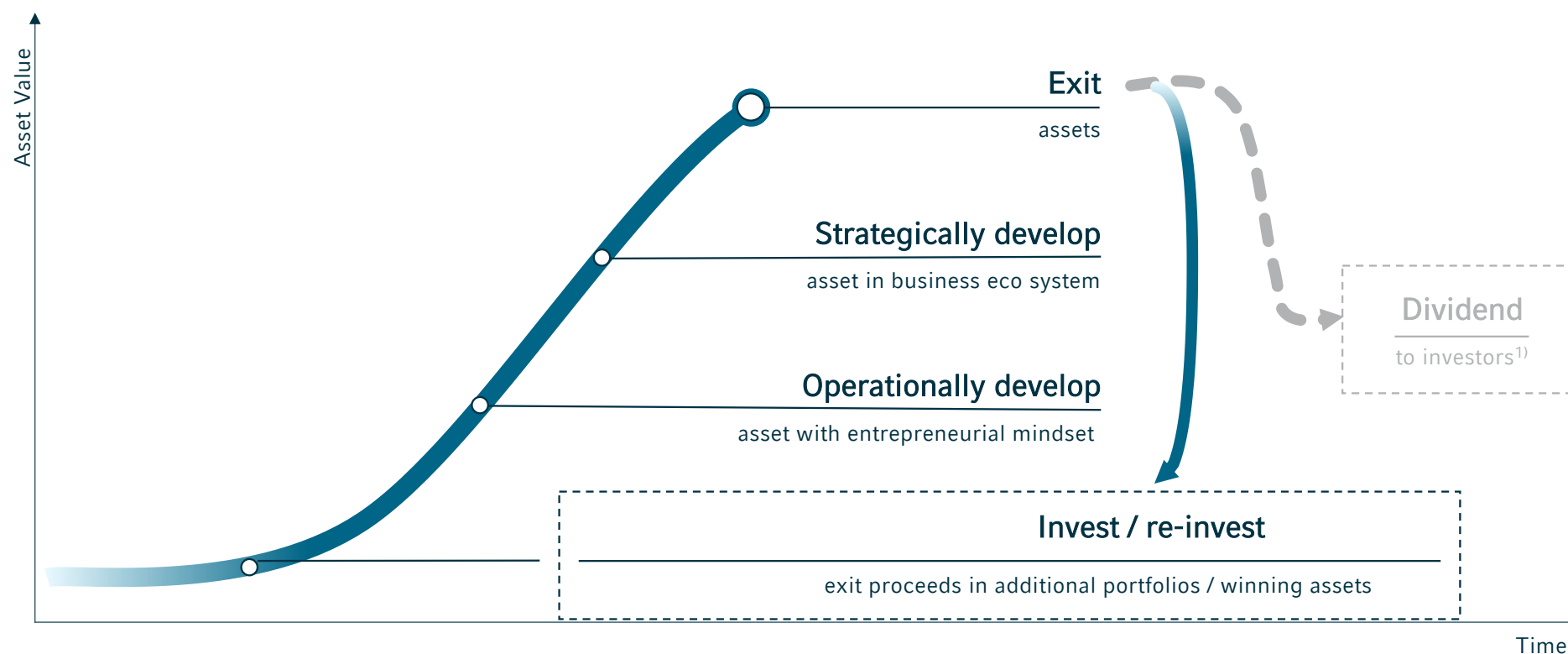
Actively seek targets that can be accelerated with existing service companies



A self-funding system for future growth

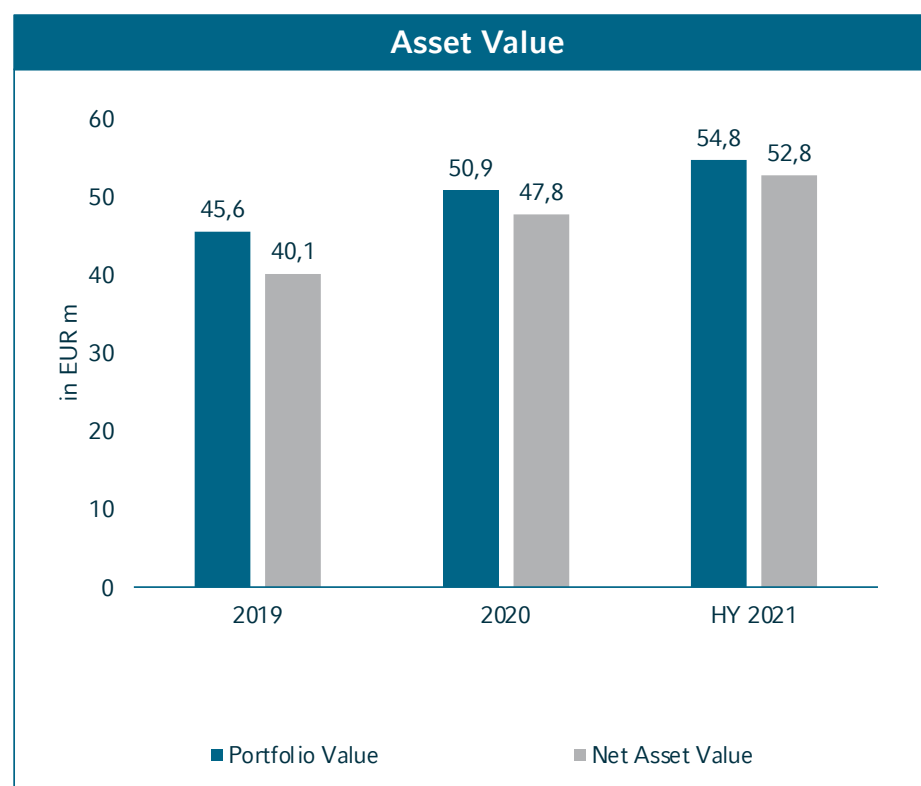
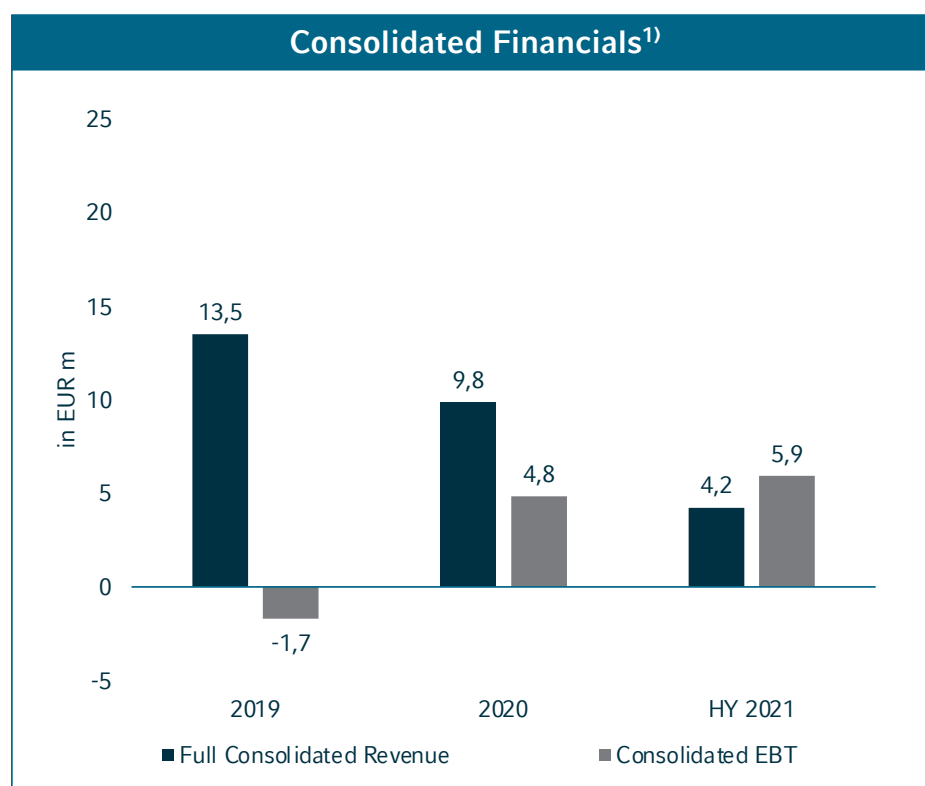


Mountain Alliance is poised to become an evergreen structure focused on sustainable growth



1) Planned at a market capitalization of € 100m

Key financials



1) Full consolidated revenue from portfolio companies: getonTV, getlogics, Shirtinator, Promipool

Exit track record



Mountain Alliance's exits in recent years

 <p>High-end and extensible analytics platform</p> <p>sold to IPO</p> <p>Headquarter Nuremberg, Germany</p> <p>Invested in End 2018</p> <p>Exited in 2020¹⁾</p> <p>Exit multiple TBD¹⁾</p>	 <p>Plattform for premium pet supplies</p> <p>sold to </p> <p>Headquarter Munich, Germany</p> <p>Invested in 2017</p> <p>Exited in 2020¹⁾</p> <p>Exit multiple TBD¹⁾</p>	 <p>Social network for expats</p> <p>sold to </p> <p>Headquarter Munich, Germany</p> <p>Invested in 2007</p> <p>Exited in 2017</p> <p>Exit multiple 4,7x</p>	 <p>Meta-platform for luxury fashion²⁾</p> <p>sold to </p> <p>Headquarter Munich, Germany</p> <p>Invested in 2009</p> <p>Exited in 2017</p> <p>Exit multiple 1,4x</p>
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1) Partially exited



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