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ANALYTICAL INTELLIGENCE

minerva OVERVIEW 2023

About Us

Formed in 2017, Equipped AI is a global analytical intelligence and software company that works with leading real estate, infrastructure and private equity/credit investors.

Our team was built from within an alternative investor, and we know first-hand that data can be a strategic asset to surface actionable insights and ultimately drive superior returns.

To help our clients achieve this, we combine data science and technology to produce and deliver not only clean, structured data but also a fully flexible software intelligence platform (Minerva) across the front and middle offices. The combination of the two provides a single source of truth across the organisation, enabling advanced analytics, scenario modeling, bespoke dashboards, automated reporting, workflows and more.

2017
EQUIPPED AI ESTABLISHED TO SUPPORT ANACAP FINANCIAL PARTNERS' INTERNAL PE AND CREDIT FUNDS

2019
TEAM GROWS TO MORE THAN 30 STAFF, PROVIDING FULL-SERVICE RESEARCH AND ANALYTICS

2020
EQUIPPED SPLITS OUT FROM ANACAP TO FORM WHOLLY INDEPENDENT BUSINESS AND TO SUPPORT EXTERNAL CREDIT, PE AND REAL ESTATE INVESTORS ACROSS EUROPE

2021
TOTAL FACE VALUE OF ASSETS TRACKED EXCEEDS €21bn; HEADCOUNT SURPASSES 50 STAFF.

2022
EQUIPPED SYSTEMS TRACKING MORE THAN 75,000 CLIENT ASSETS ACROSS 20+ COUNTRIES

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Significant directly applicable experience across the alternative investment landscape in multiple geographies

>€50bn
TOTAL FACE VALUE

900,000+
LOANS TRACKED

75,000+
ASSETS TRACKED

30
SERVICER INTEGRATIONS

21
EUROPEAN COUNTRIES

AnaCap Financial Partners
Sector – Private Equity, Real Estate, Debt Management
Remit - End-to-end data management, portfolio monitoring and investment analysis

veld capital
Sector – Private Credit, Real Estate
Remit - End-to-end data management, portfolio monitoring and investment analysis

AMITRA
Sector – Non-performing portfolios, Real Estate
Remit - Data management, portfolio monitoring, cash reconciliation

BLAZEHILL
Sector – SME Speciality Lending
Remit – Loan monitoring dashboards, borrower portal, statement generator

John laing
making infrastructure happen
Sector –Infrastructure
Remit – Asset Management, Pipeline Monitoring, CRM, Investment Committee & Fund Reporting

QUILAM CAPITAL
Sector – Specialty Finance
Remit – Portfolio monitoring dashboards & investment analysis

novia

Rcapital

MILLEIS BANQUE

AFE Asset Solutions

nest BANK

DANSK SUNDHEDS SIKRING

jobandtalent

belasko.

MRH TROWE

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What is Minerva?

Minerva is an award-winning digital platform built for investment professionals by investment professional to be a centralized intelligence platform, automating workflows, data capture and analysis to help investors better understand their portfolios and make smart informed decisions.

Minerva offers huge operational efficiencies, freeing up staff to focus on value-add activities; it is a robust scalable platform, ensuring operational excellence across the core business functions.

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Minerva launched in 2007 and has been in continuous development ever since. It is the foundation upon which our clients run their multi-fund, multi-asset, global PE & Credit strategies

15+ years

IN CONTINUOUS DEVELOPMENT

500+

ACTIVE USERS

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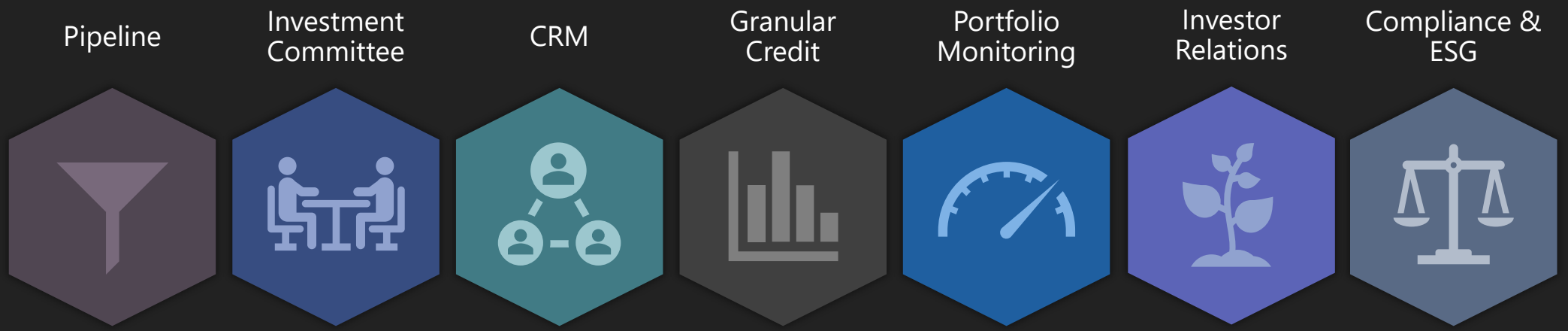
Our modular, digital intelligence platform providing actionable intelligence at your fingertips

- Securely hosted in Microsoft Azure
- Client data is held in separate databases
- Accessible from any device and location via 2-factor authentication
- Operational integration with clients existing systems infrastructure
- Fully customisable user interface



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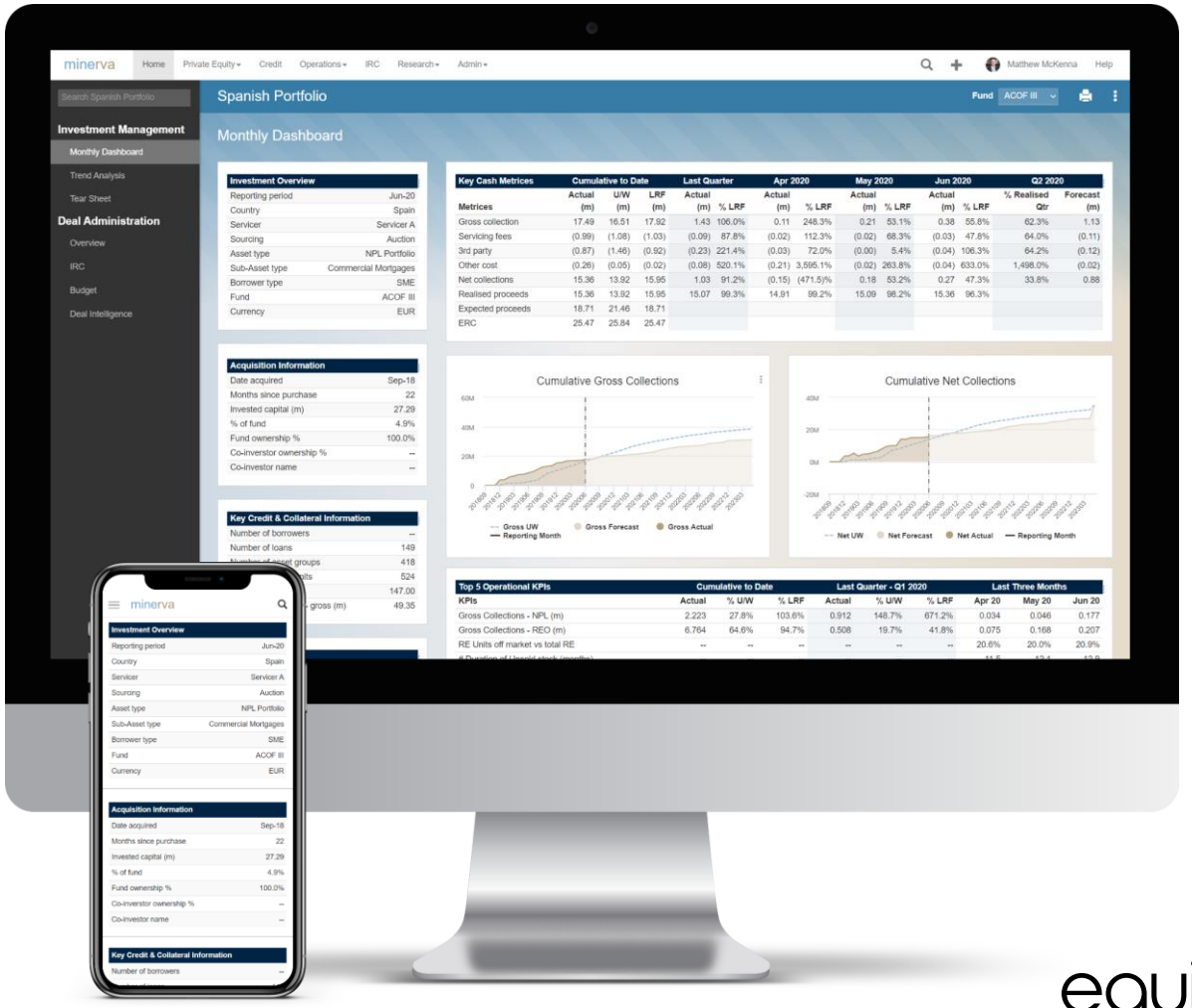
- Fully customisable user interface & workflows
- Operational integration with client's existing systems
- Easy to navigate & user friendly
- Accessible from multiple devices including mobile and tablet
- Provides operational efficiencies, greater control & clarity
- Scales effortlessly

Minerva is your "digital gel", consolidating data and workflows from across the firm onto a unified portal, hosted in the cloud and accessed anywhere, anytime.



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minerva Modules and Sample Options

Origination

- Advisor relationship tracker
- Company screener
- Lead review tracker
- Data enrichment

Pipeline Management

- Customised pipeline reports
- Pipeline analysis
- Automated reporting
- Resource management

Investment Committee

- Approvals tracker
- Document automation (previous minutes, question log, budget requests, etc)
- Investment checklists
- Customized workflows and gatings
- Budget tracking + Invoice approval
- Dead deal costs

Portfolio Monitoring

- Monthly/quarterly/annual accounts
- Portfolio and fund reports (PDF/PPT/Word/Excel)
- Weekly/daily KPI dashboards
- Bespoke MI dashboards
- Portfolio company portal for data submission
- Strategic objective tracking

Compliance

- PA trade approvals + stop lists
- Gifts & hospitality register
- Company directors register
- Deal insider lists
- Compliance declarations

ESG

- Questionnaires + scoring
- Metric tracking and reporting

Fundraising

- Fundraising reports
- Investor engagement tracker
- Invest tear sheets
- Roadshow planner
- Investor analysis

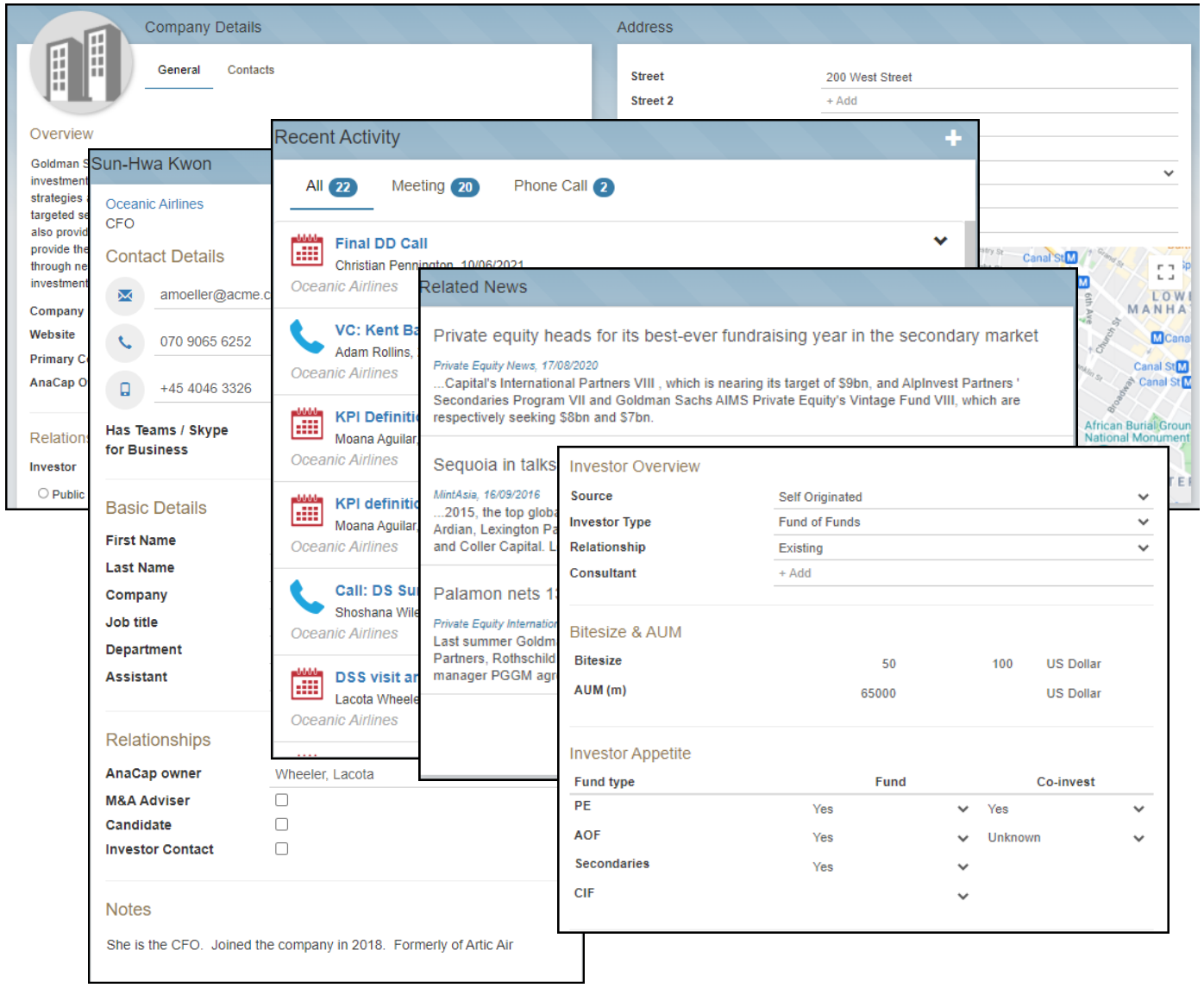
CRM

- Office 365 integration
- Address book synchronisation
- Automated meeting tracker
- Activity feeds
- Custom workflows + reporting

Intranet

- Personalised landing pages
- Internal announcements
- Key documents + knowledge management
- Questionnaires / polls
- Integrations with HR systems

Customer Relationship Management



Built for you

Our CRM module is highly configurable. Fields, business rules, workflows and security can all be customised to meet the specific needs of each of your teams: Origination, Investor Relations, Portfolio, Finance, Operations, etc.

Office 365 Integration

Capture meeting notes and assign follow-up actions. Minerva can also connect to your Office 365 environment, allowing you to automatically synchronise contacts, meetings and emails between Outlook and Minerva, using rulesets defined by you.

Reporting and Notifications

Track activity across your organisation with feeds and reports. Build custom reports to track specific initiatives. Receive reminders for follow-up items.

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Deal Pipeline Management

Pipeline Management

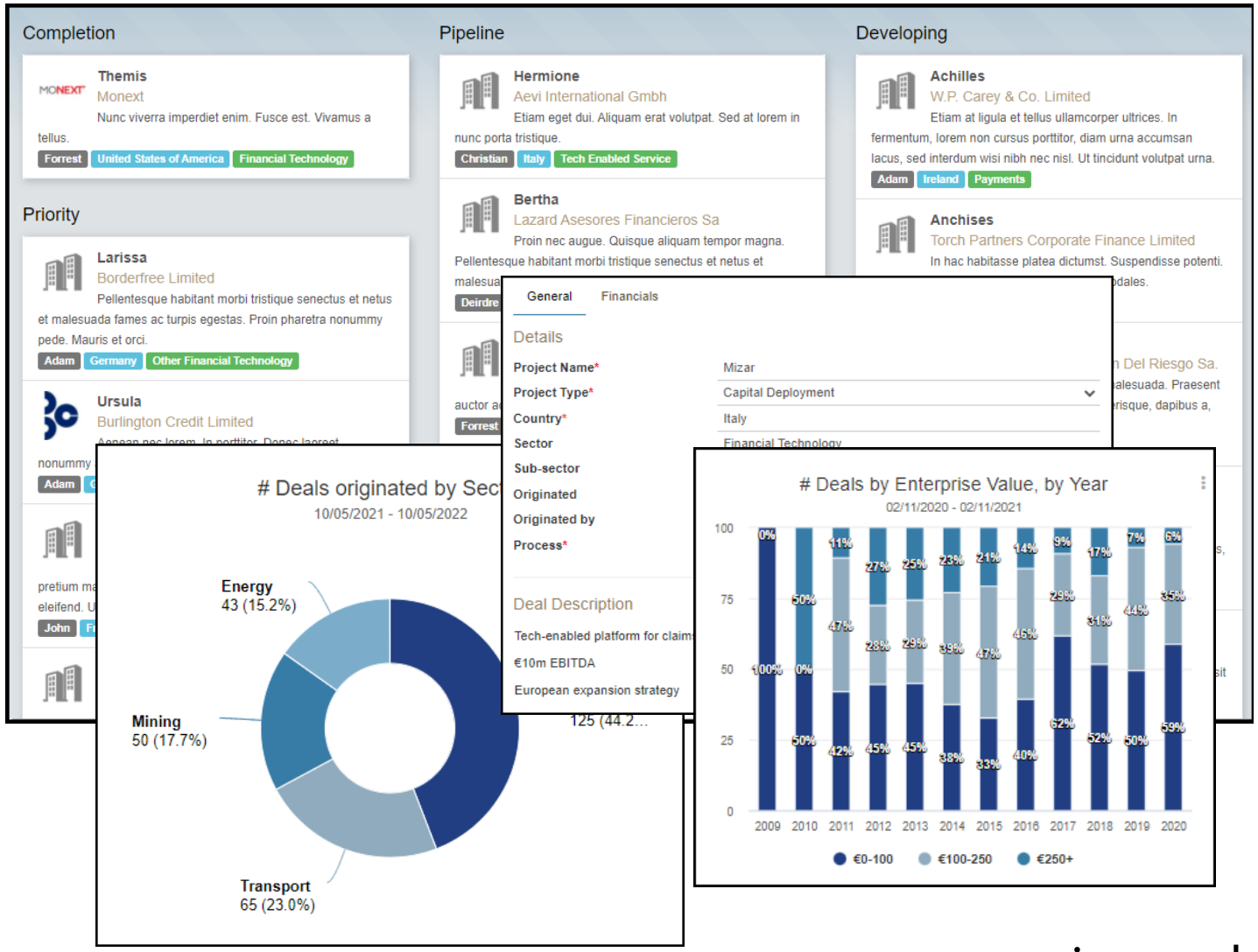
Track deal progression and key milestones. Manage deal teams and resourcing. Conduct post-mortems on killed deals.

Pipeline Analysis

Interactive pipeline analysis dashboard. Drill down by deal manager, sector, geography, deal size, etc. Track deal manager activity and pipeline progression statistics.

Pipeline Reporting

Scheduled and on-demand pipeline reports including completions and priority deal metrics. Outputs are fully customisable and can be generated in PDF, Excel or PowerPoint formats.



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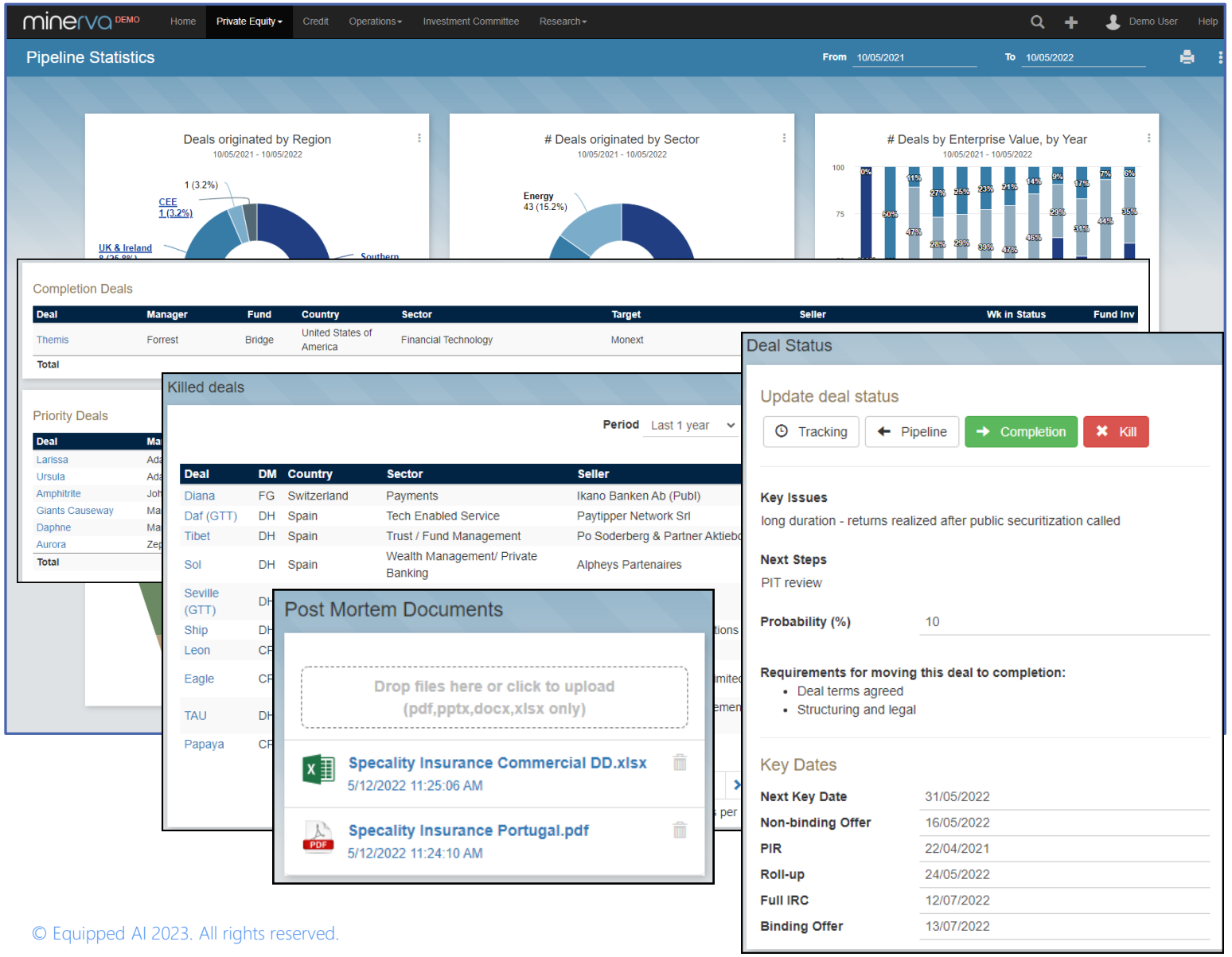
Pipeline Statistics & Analysis



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Customisable interactive pipeline analysis dashboard.

Drill down by deal manager, sector, geography, deal size or custom fields.

Track deal manager activity, deployment targets, pipeline progression statistics.

Analyse deals lost & reasons why

Set reminders, activity trackers, task lists to maintain a clean pipeline

Automatically generate detailed pipeline analysis & schedule reports to be emailed out

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Investment Committee Workflows

Meeting Governance

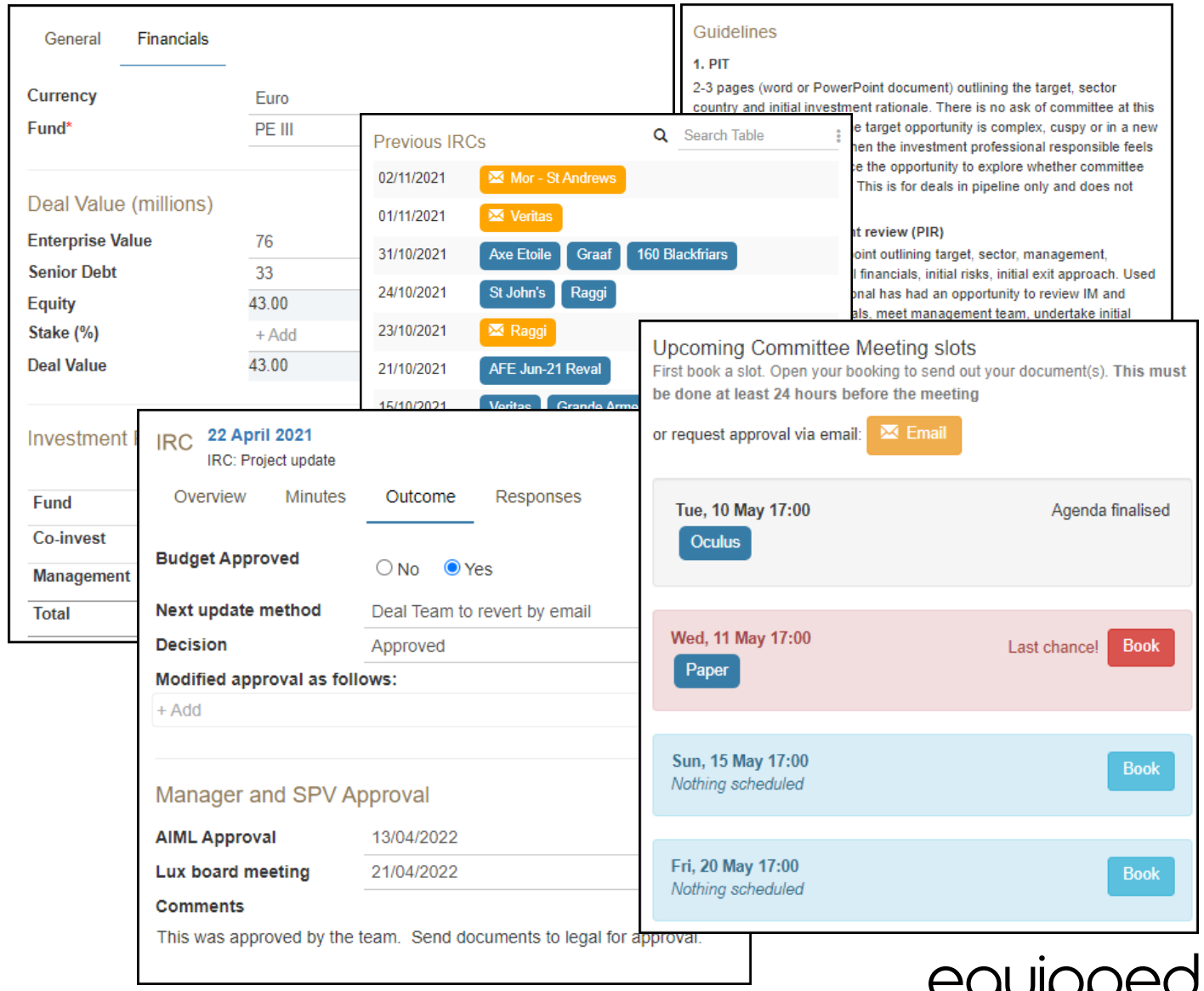
Firm-wide consolidation of committee materials, including meeting minutes, question logs, budget requests and email chains. Generate standardised committee paper inputs from the system.

Investment Checklists

Capture and organise deal due-diligence materials. Provide gating between deal statuses to ensure that investment checklists are complete.

Budget Tracking

Capture and approve deal budget requests. Track deal expenses through an integrated invoice approval workflow. Monitor spend by project, supplier, deal manager, etc.



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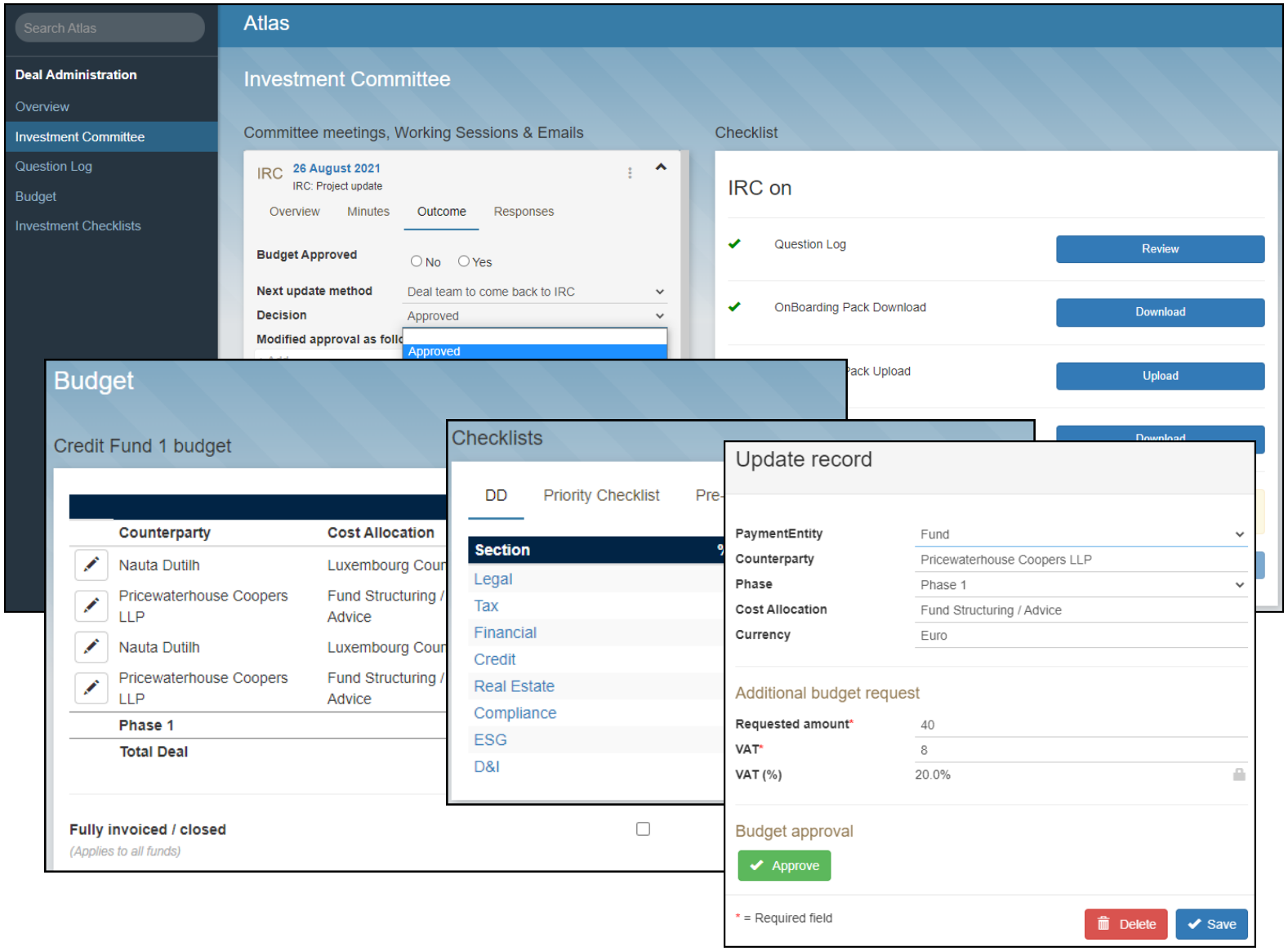
Investment Committee Repository



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Deal due diligence materials, all budgets, questions, decisions made, even recordings of meetings are kept in one place for evermore.

Workflows and deal checklists act as gating items, ensuring all the relevant materials are submitted (by junior staff or admin assistants) and are easily accessible by senior management whenever or where they are

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Portfolio Company Monitoring

Streamlined On-boarding Process

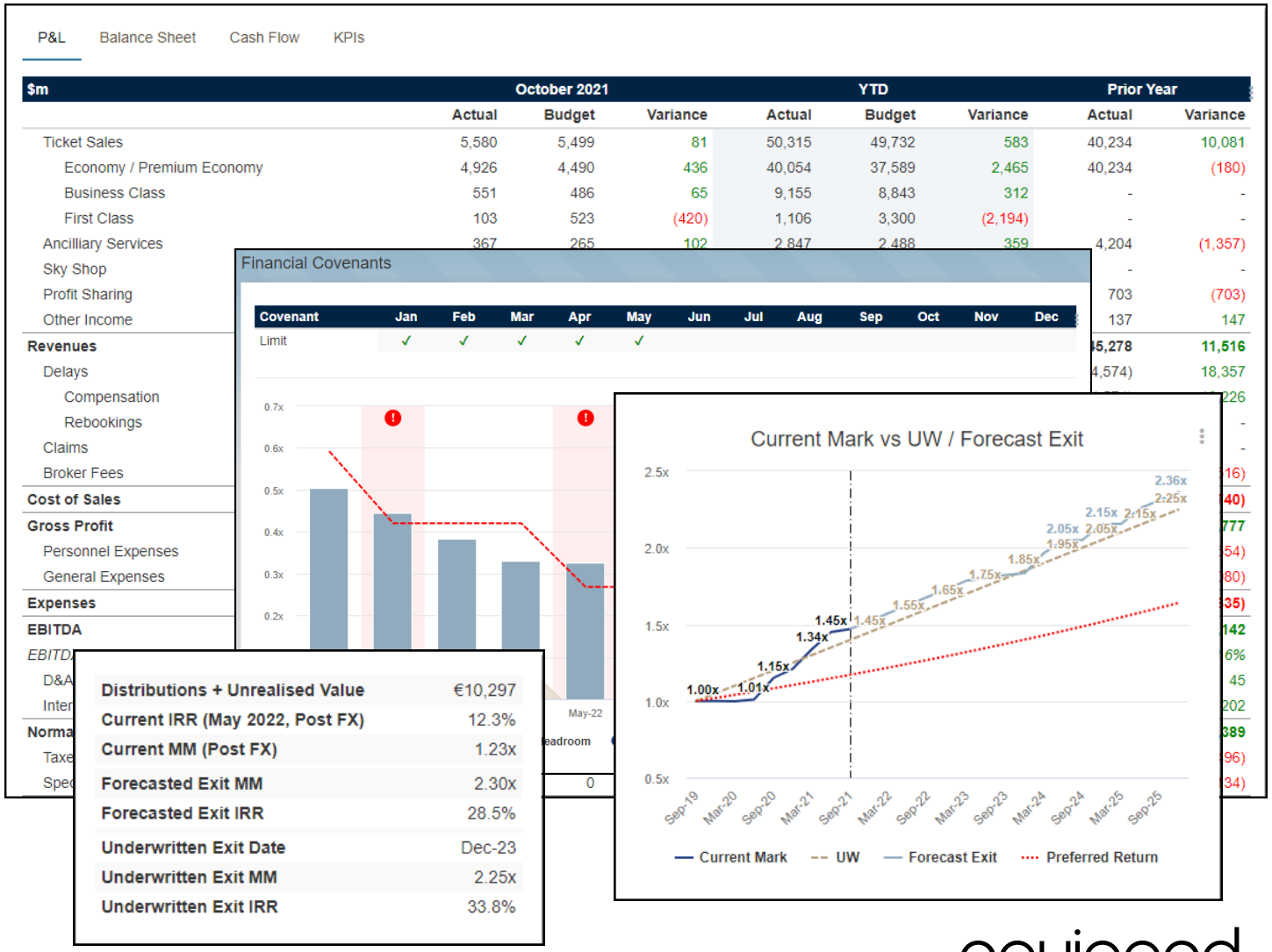
Most investments are up and running within days, using our straightforward data collection processes.

Dynamic Portfolio Analysis

Access to interactive fund-level and investment-level dashboards. Define custom calculated metrics and alert thresholds. Track financial ratios and covenants.

Flexible Reporting

Use Minerva's built-in analytics, or plug in your own. Export reports and data to PowerPoint, PDF or Excel reports using your corporate branding—either on demand or on a schedule. Create unlimited customisable reports.



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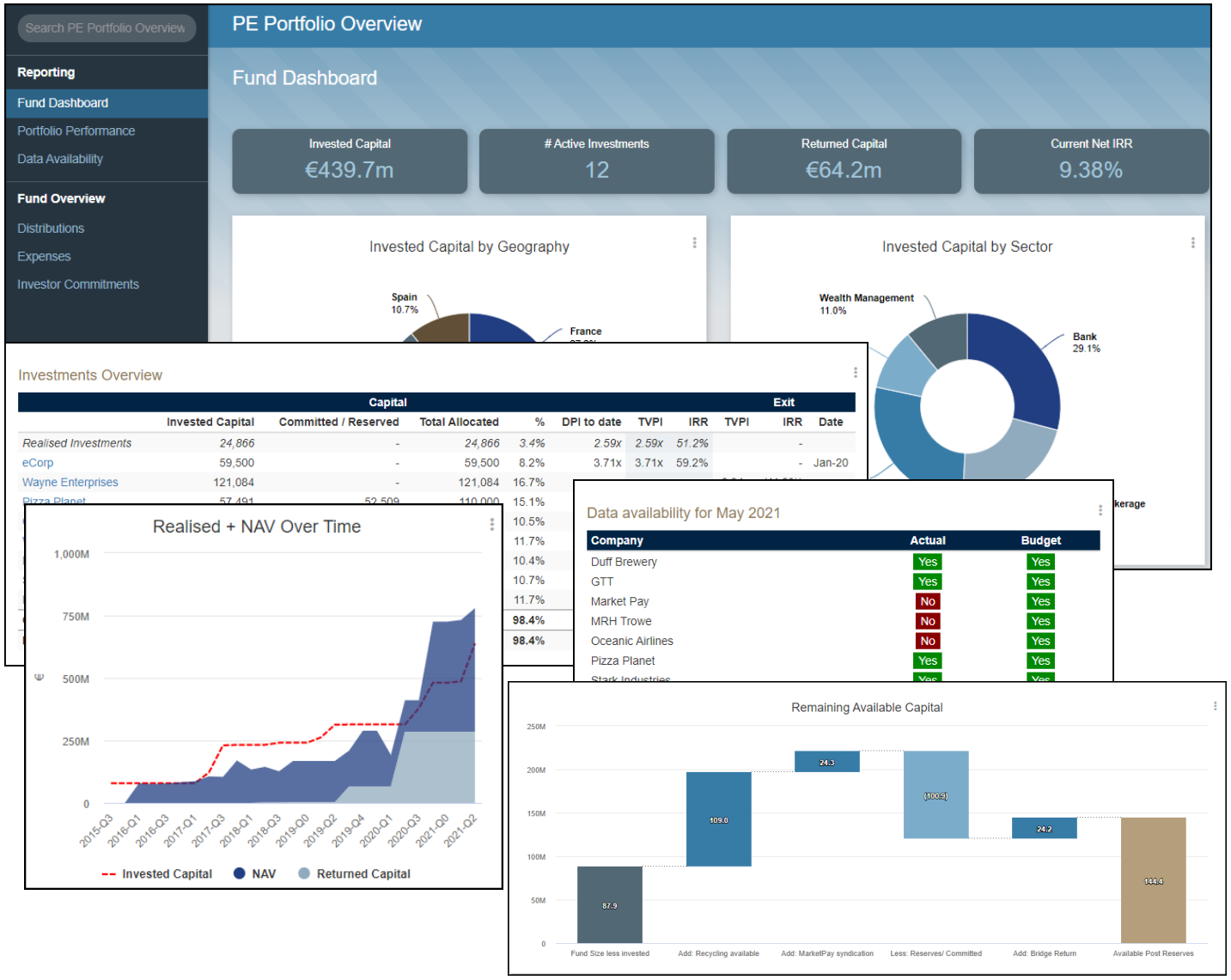
Fund Monitoring Dashboards



Capture and Visualize Performance

The Equipped team can convert raw data into granular operational dashboards, consolidating investments up to fund-level reporting with data-driven insights

Granular Operational Reporting

Minerva's built-in analytics and customisable, interactive dashboards clearly and concisely illuminate the key drivers of performance and evolution of fund returns

Customisable Aggregated Reporting

Conduct multi-variable analysis by sector, asset type, geography, enterprise value, etc. Compare current portfolio performance with initial underwriting assumptions

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Team | High calibre & experienced

Integrated London and India Analytics, Data, Product and Business Intelligence units

Edward Green
CEO
Ed is responsible for Equipped's overall strategic direction. Prior to joining Equipped, Ed was a Partner at AnaCap FP, most recently as head of the firm's European Credit Platform. Previous to that role, Ed spent ten years as part of AnaCap's PE value creation team. Ed played a crucial role in developing the Minerva software technology platform as well as building out Equipped's managed services solution. He is a CFA Charterholder with over 18 years of investment and operational experience.

Douglas Trafelet
Business Development Director
Douglas heads Equipped's business development efforts. He has more than 20 years of sales and marketing experience in the financial services industry. Douglas has opened offices, gone to market and built commercial and research teams in Europe, the US and Asia. His previous roles within private markets include leadership positions at firms including PitchBook, Moonfare, Dealroom and Coleman Research Group.

Matthew McKenna
Head of Minerva
Matthew is responsible for Equipped's software development and is the original creator of Minerva; building on years of R&D and experience at AnaCap Financial Partners. He has 15 years of Business Intelligence, Software Development and Product Management experience.

Atul Arora
Managing Director
Atul crystallized the concept of Equipped as a standalone technology solutions business for the alternative investment industry. After joining the team in 2019, Atul leveraged two decades of experience to coherently define and integrate Equipped's software and services into Equipped's enterprise-grade platform offering. He is an alumnus of BITS (Pilani) and ISB (Hyderabad).

Stephen Connolly
Managing Director
Stephen oversees Equipped's analytics and machine learning activities, with a keen focus on leveraging data to provide deep insights and operational intelligence. Stephen has over 15 years' experience in financial services, solving complex data, modelling and financial analysis problems across a wide variety of sectors.

Praveen Kumar
Manager, Data Operations
Equipped's technical deliver manger with more than 15 years experience, including roles with Barclays, Cognizant and DXC Technology.

Equipped AI team focused on delivering standardized, scalable and automated services

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