

equipped

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

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

> €50_{bn}

TOTAL FACE VALUE

900,000+

LOANS TRACKED

75,000+

ASSETS TRACKED

30

SERVICER INTEGRATIONS

21

EUROPEAN COUNTRIES



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



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



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



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



Sector – Infrastructure
Remit – Asset Management, Pipeline Monitoring, CRM, Investment Committee & Fund Reporting



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



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.



minerva

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

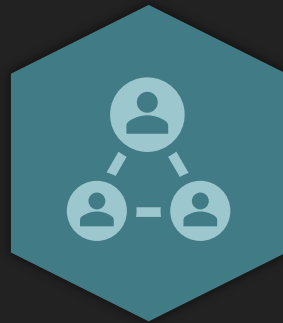
Pipeline



Investment Committee



CRM



Granular Credit



Portfolio Monitoring



Investor Relations



Compliance & ESG





Fully customisable user interface & workflows

Operational integration with client's existing systems

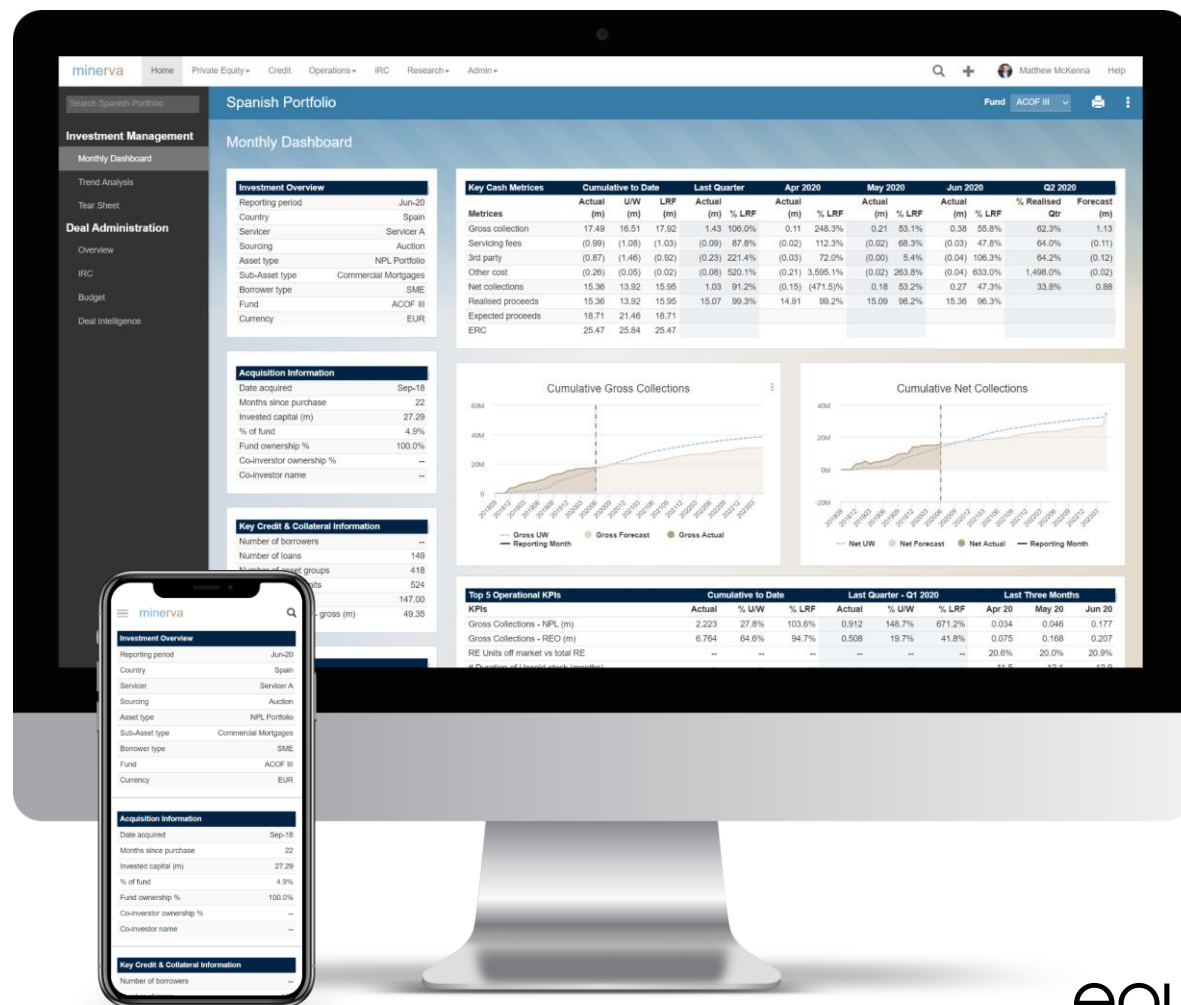
Easy to navigate & user friendly

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.



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

The screenshot displays the Minerva CRM interface for a contact named Sun-Hwa Kwon. The interface is divided into several sections:

- Company Details:** Includes tabs for General and Contacts. The General tab is active, showing the company name (Sun-Hwa Kwon), email (amoeller@acme.com), phone numbers (070 9065 6252, +45 4046 3326), and a map of the company's location (200 West Street).
- Recent Activity:** A list of recent interactions, including a "Final DD Call" on 10/06/2021 and a "VC: Kent Ba" on 10/06/2021.
- Related News:** A list of news articles related to the contact, including "Private equity heads for its best-ever fundraising year in the secondary market" and "Sequoia in talks".
- Investor Overview:** A table showing the contact's investment history, including the source, investor type, relationship, and consultant.
- Basic Details:** A section for personal and professional information, including first name, last name, company, job title, department, and assistant.
- Relationships:** A section for managing relationships with other contacts, including AnaCap owner, M&A Adviser, Candidate, and Investor Contact.
- Notes:** A section for adding and viewing notes about the contact.

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.

Deal Pipeline Management

Pipeline Management

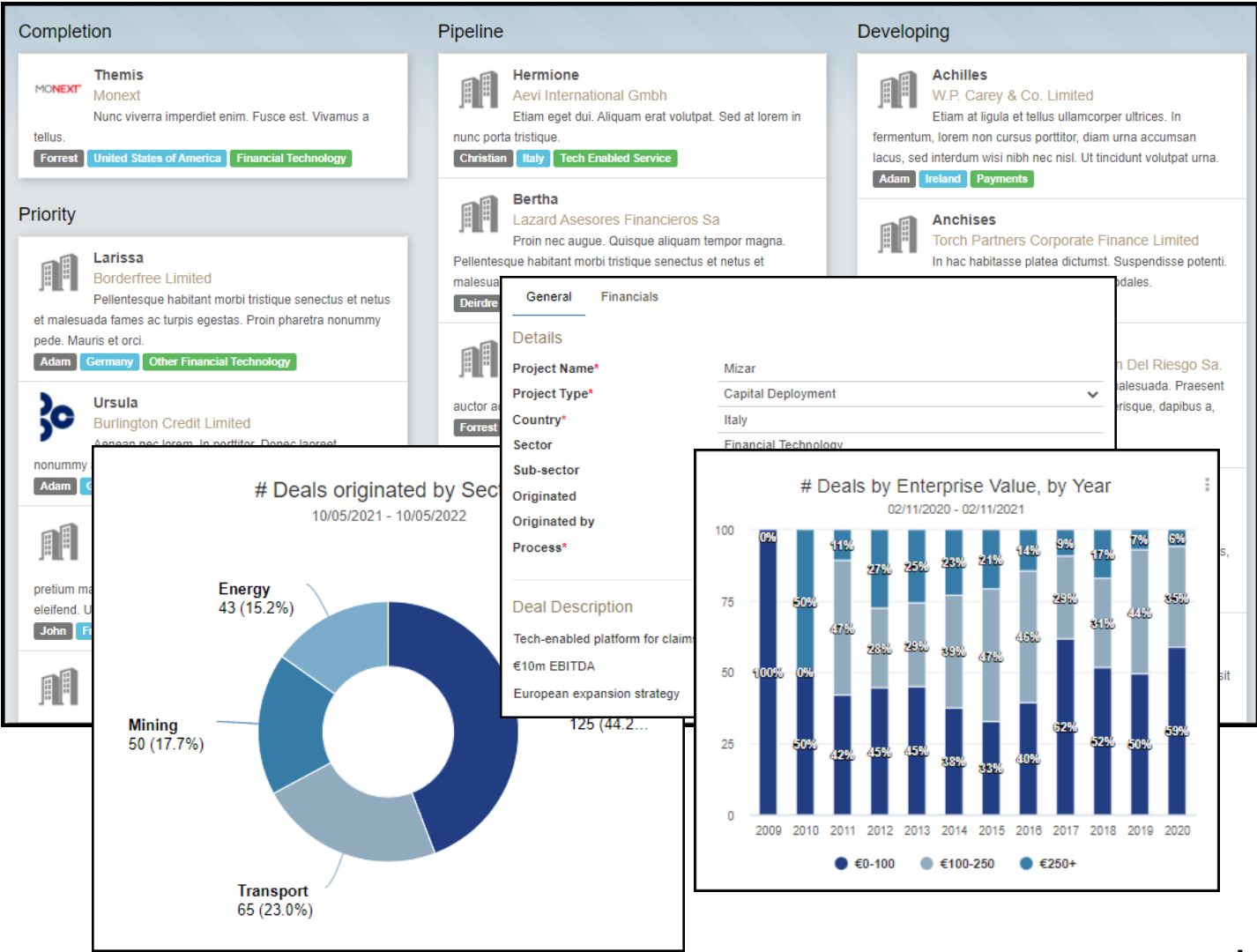
Track deal progression and key milestones. Manage deal teams and resourcing. Conduct post-mortems on killed deals.

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.



Pipeline Statistics & Analysis

minerva

Customisable interactive pipeline analysis dashboard.

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

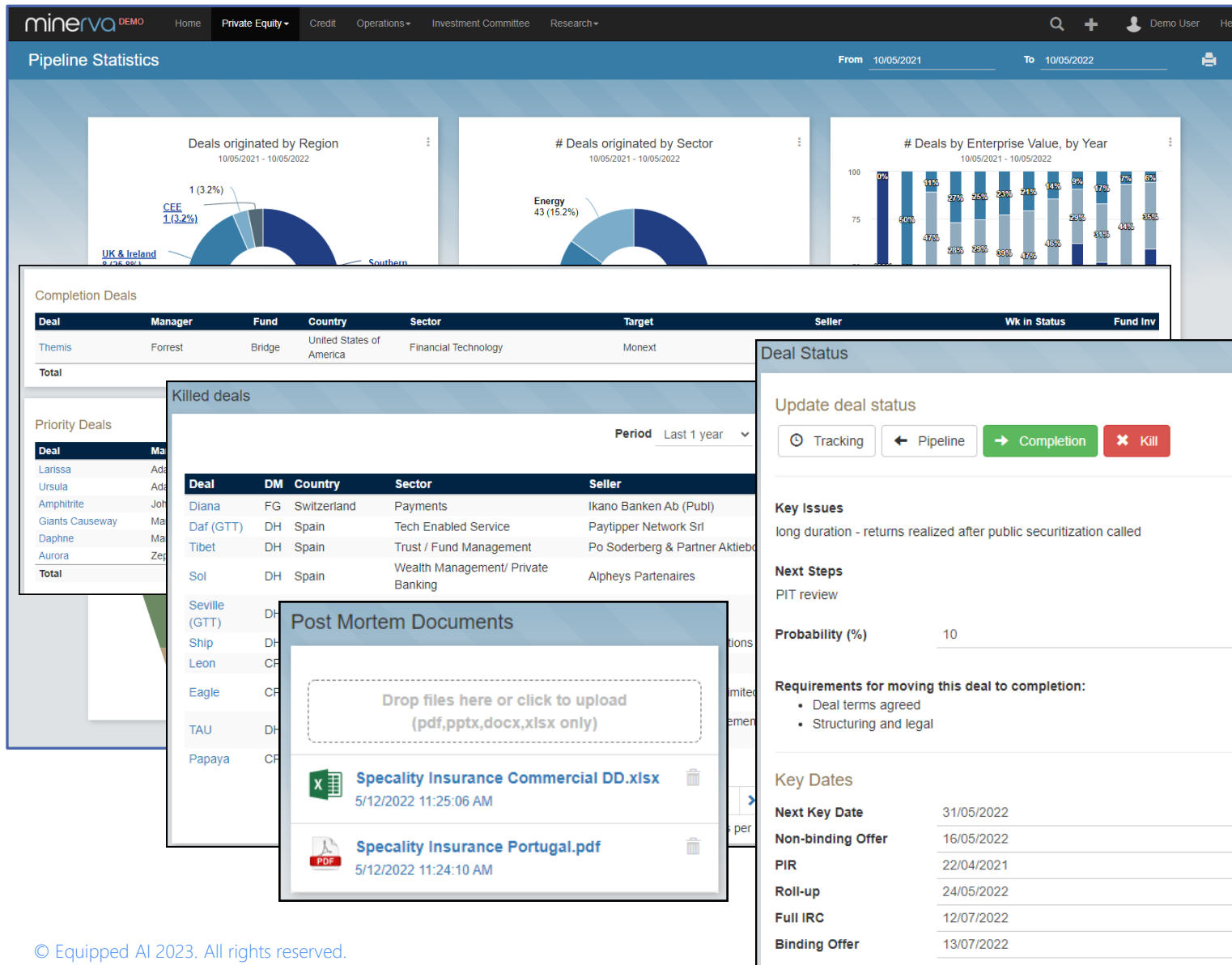
Track deal manager activity, deployment targets, pipeline progression statistics.

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.



General

Financials

Currency

Euro

Fund*

PE III

Deal Value (millions)

Enterprise Value

76

Senior Debt

33

Equity

43.00

Stake (%)

+ Add

Deal Value

43.00

Investment

Fund

Co-invest

Management

Total

Guidelines

1. PIT
2-3 pages (word or PowerPoint document) outlining the target, sector, country and initial investment rationale. There is no ask of committee at this point when the target opportunity is complex, cuspy or in a new market. The investment professional responsible feels the need to explore whether committee review (PIR) is required. This is for deals in pipeline only and does not include a formal review (PIR).
2. Joint outlining target, sector, management, financials, initial risks, initial exit approach. Used as a reference point. Personal has had an opportunity to review IM and financials, meet management team, undertake initial

Previous IRCs

Search Table

02/11/2021 Mor - St Andrews

01/11/2021 Veritas

31/10/2021 Axe Etoile Graaf 160 Blackfriars

24/10/2021 St John's Raggi

23/10/2021 Raggi

21/10/2021 AFE Jun-21 Reval

15/10/2021 Veritas Grande Arme

IRC 22 April 2021

IRC: Project update

Overview Minutes Outcome Responses

Budget Approved

☐ No ☒ Yes

Next update method

Deal Team to revert by email

Decision

Approved

Modified approval as follows:

+ Add

Manager and SPV Approval

AIML Approval

13/04/2022

Lux board meeting

21/04/2022

Comments

This was approved by the team. Send documents to legal for approval.

Upcoming Committee Meeting slots

First book a slot. Open your booking to send out your document(s). This must be done at least 24 hours before the meeting

or request approval via email: [Email](#)

Tue, 10 May 17:00

Agenda finalised

Oculus

Wed, 11 May 17:00

Last chance!

Book

Paper

Sun, 15 May 17:00

Nothing scheduled

Book

Fri, 20 May 17:00

Nothing scheduled

Book

Investment Committee Repository



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

Search Atlas

Atlas

Investment Committee

Committee meetings, Working Sessions & Emails

Checklist

Deal Administration

Overview

Investment Committee

Question Log

Budget

Investment Checklists

IRC 26 August 2021

IRC: Project update

Overview Minutes Outcome Responses

Budget Approved

Next update method

Decision

Modified approval as follows

IRC on

Question Log

OnBoarding Pack Download

Review

Download

Upload

Budget

Credit Fund 1 budget

Counterparty	Cost Allocation
Nauta Dutilh	Luxembourg Court
Pricewaterhouse Coopers LLP	Fund Structuring / Advice
Nauta Dutilh	Luxembourg Court
Pricewaterhouse Coopers LLP	Fund Structuring / Advice
Phase 1	
Total Deal	

Fully invoiced / closed

Checklists

DD Priority Checklist Pre

Section

Legal

Tax

Financial

Credit

Real Estate

Compliance

ESG

D&I

Update record

PaymentEntity

Counterparty

Phase

Cost Allocation

Currency

Additional budget request

Requested amount*

VAT*

VAT (%)

Budget approval

Approve

Delete

Save

Streamlined On-boarding Process

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

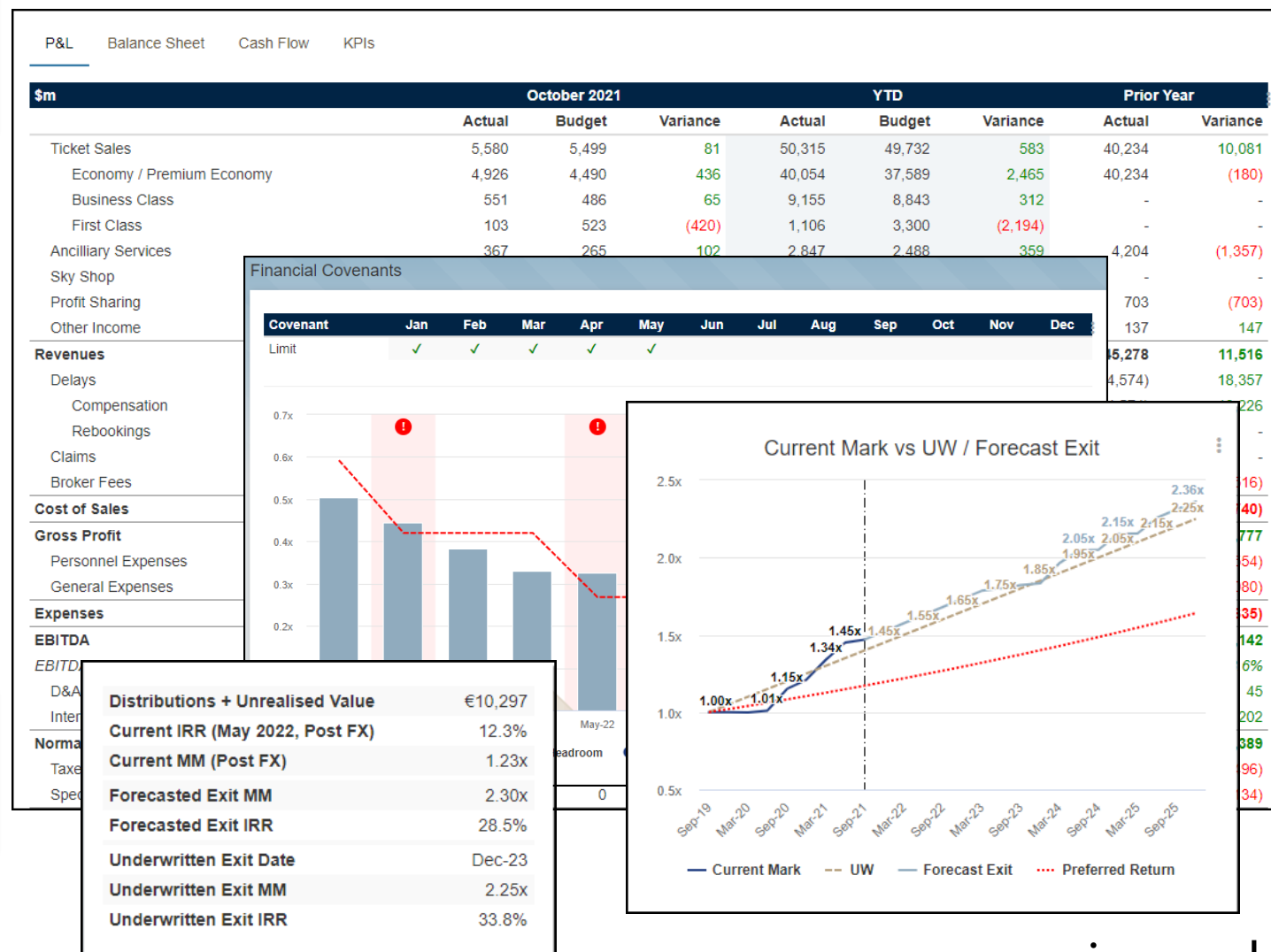
Dynamic Portfolio Analysis

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

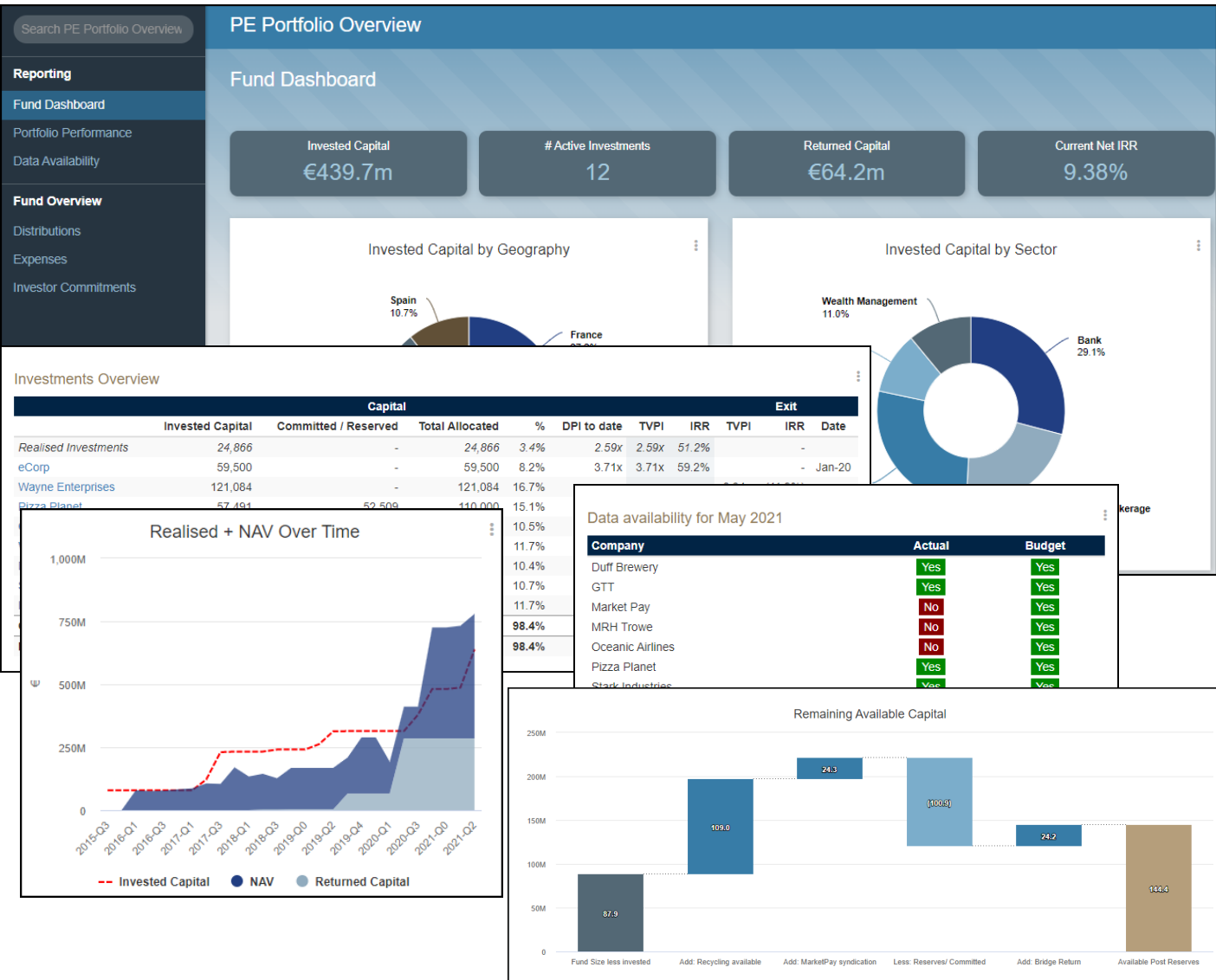
Flexible Reporting

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.

Portfolio Company Monitoring



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

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