

# Minerva for Impact Investors

An all-in-one platform for  
portfolio monitoring and ESG  
reporting



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One platform, fully customisable, built for your specific needs

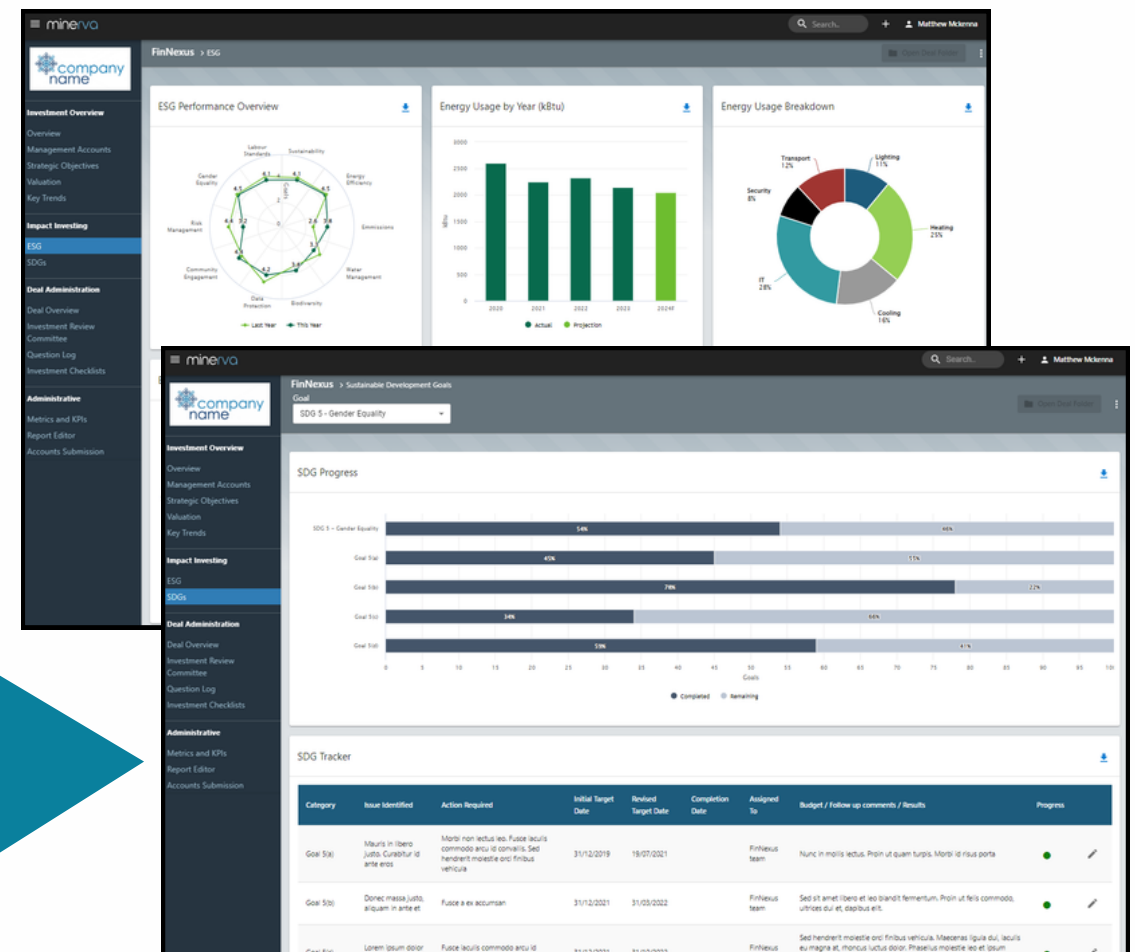
## Before

Multiple spreadsheets, poor formula, manual work, frequent errors, no analysis, poor visualisations

	Dec-23			YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
£'000						
Consulting	180.30	50	130.30	595.40	480	115.50
SaaS Revenues	124.50	#REF!	#REF!	#REF!	#REF!	#VALUE!
Other	5	5	-	132	60	72
<b>Gross Revenues</b>	<b>309.80</b>	<b>325</b>	<b>-15.20</b>	<b>2,978.80</b>	<b>3,600</b>	<b>-621</b>
Cost of Goods Sold	(18.00)	(10.00)	(8.00)	(119.60)	(120.00)	0.40
<b>Gross Profit</b>	<b>291.80</b>	<b>315</b>	<b>-23.20</b>	<b>2,859.20</b>	<b>3,480</b>	<b>-621</b>
Gross Margin %	94.2%	96.9%	(2.7%)	96.0%	96.7%	(0.7%)
Internal Team	(436.50)	(250.00)	(186.50)	(3,566.70)	(3,000.00)	(566.70)
External Development Team	(118.30)	(100.00)	(18.30)	(2,254.70)	(1,650.00)	(604.70)
External Consultants	-	-	-	-	-	-
Total Personnel Expenses	(554.80)	(350.00)	(204.80)	(5,821.40)	(4,650.00)	(1,171.40)
Software & Hardware	(13.20)	#REF!	#REF!	#REF!	#REF!	#VALUE!
Rent & Office	(14.20)	(15.00)	0.80	(157.20)	(180.00)	22.80
Travel & Hosting	(20.00)	(5.00)	(15.00)	(161.30)	(60.00)	(101.30)
Advisory	(39.30)	(20.00)	(19.30)	(284.00)	(240.00)	(44.00)
Marketing	(4.30)	(6.00)	1.70	(126.10)	(72.00)	(54.10)
Human Resources	(1.50)	(10.00)	8.50	(120.50)	(120.00)	(0.50)
Other	(3.40)	(2.00)	(1.40)	(45.90)	(24.00)	(21.90)
Customer Acquisition Costs Subsidy	-	-	-	-	-	-
Administrative expenses	(95.80)	(68.00)	(27.80)	(1,052.50)	(816.00)	(236.50)
<b>Total Operating Expenses</b>	<b>#VALUE!</b>	<b>#VALUE!</b>	<b>#VALUE!</b>	<b>#VALUE!</b>	<b>#VALUE!</b>	<b>#VALUE!</b>
<b>Cash EBITDA</b>	<b>#VALUE!</b>	<b>#VALUE!</b>	<b>#VALUE!</b>	<b>#VALUE!</b>	<b>#VALUE!</b>	<b>#VALUE!</b>
Cash EBITDA Margin %	(115.8%)	(31.7%)	(84.1%)	(134.8%)	(55.2%)	(79.6%)
Capitalisation Internally Generated Intangible Assets	316.80	250	66.80	3,611.70	2,700	912
<b>Reported EBITDA</b>	<b>(41.90)</b>	<b>147</b>	<b>(188.90)</b>	<b>(403.00)</b>	<b>714</b>	<b>-1,117</b>
Reported EBITDA Margin %	(13.5%)	45.2%	(58.8%)	(13.5%)	19.8%	(33.4%)
D&A	(169.20)	(100.00)	(69.20)	(1,408.40)	(900.00)	(508.40)
Interest Expense	(0.60)	(1.00)	0.40	(11.80)	(12.00)	0.20
Tax expense	-	-	-	-	-	-
<b>Net Income</b>	<b>(211.70)</b>	<b>46</b>	<b>(257.70)</b>	<b>(1,823.20)</b>	<b>(198.00)</b>	<b>(1,625.20)</b>

## After

Scalable platform, single source of truth, clear audit trail, automated reporting, goal tracking and insightful analysis



# All-in-One Platform

Providing Impact Investors with Next Generation Software



CRM and Investment Pipeline



Investment Committee



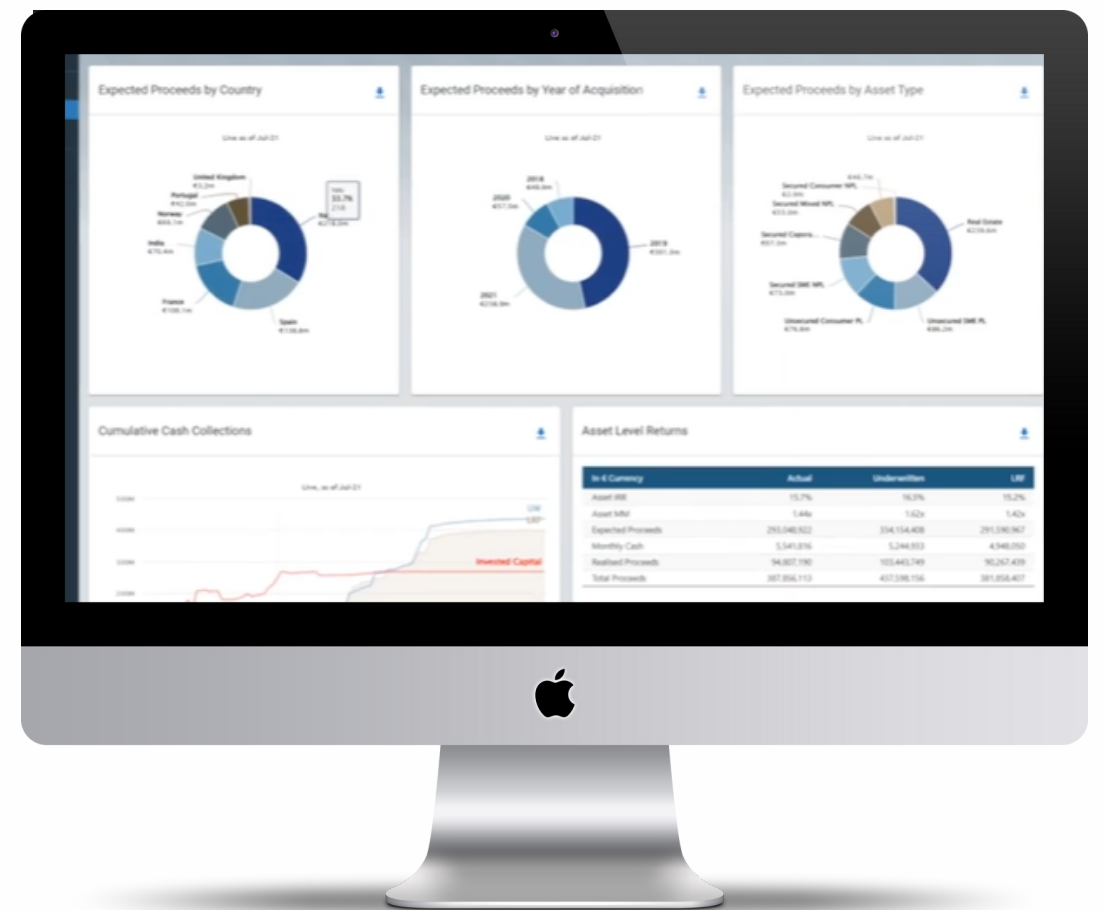
Portfolio Monitoring & Reporting



Advanced ESG Reporting



Project Management Tools



# What We Do



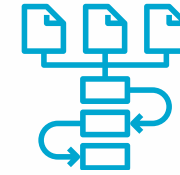
## One platform

Capture all your investment & ESG data in an easily accessible single system of record with configurable workflows, dashboards, and report generation



## Streamline Data Capture

Allow counterparties to submit data and document directly into the system, capture and process ESG questionnaires in real time



## Automated workflows

Track data submission, send email reminders, track progress against projects and specific tasks, ensuring accountability, a clear audit trail, and visibility of progress



## Cost-Effective

Our robust system eliminating onerous data management and repetitive manual tasks, generates report and analysis, significantly reducing the burden of ESG reporting



## Customizable & Scalable

Utilising cloud-based technology with self-onboarding and customisable workflows means our system effortlessly scales as you require it.



## Maximise Productivity

Intelligent automation, clear workflows and audit trails put accurate information and analysis at your figure tips

# Contact Us

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