Strategic Acquisition Opportunity in Business Intelligence Network

reciprocus

General Information

Reciprocus International is proud to bring to your attention an acquisition opportunity of a business intelligence network company founded in 2014 with proprietary technology in network analytics.

The business offers digital analytics solutions by drawing meaningful links between an organization's data and supplementing these with external data to provide insights into lead generation and management, risk and fraud.

Name: Project Jade

Industry: Business Intelligence Network

Core Business: Market Development Solutions, Risk Management Solutions and Data Services

The Platform

Maps out relationships between individuals and entities in a network, including the **strength of the relationship**

Use of **self-learning algorithms** to learn from feedback, with ability to work with both **qualitative and quantitative information**

Uncovers the **previously unidentified relationships** and the existing connections that can be leveraged on

Increases effectiveness of sales strategy by allowing client outreach to be **more targeted** and **of a meaningful basis**

Key Clients

Zuger Kantonalbank   UniCredit

SwissLife   die Mobiliar   ELLWANGER.GEIGER PRIVATBANKHAUS SEIT 1912

suva   VER SICHER UNGS KAMMER BAYERN   SFP Swiss Finance & Property Group

Key Highlights

- **Proprietary and unique network and rating algorithms,** grounded in AI, with the following features:
  - Allow conclusions with a **higher degree of precision** to be drawn
  - Applications in a broad range of areas such as:
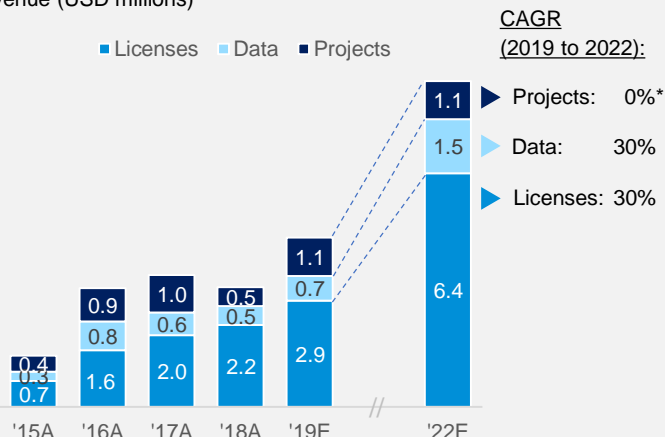
  Wealth   Risk   Fraud

- Data network comprises more than **200 million data points** covering companies, decision-makers and personal relationships

- Data partnerships that give access to qualified commercial registered data to **increase the quality of data** and **enhance the accuracy** of the platform

Business Performance

Revenue (USD millions)

■ Licenses ■ Data ■ Projects

CAGR (2019 to 2022):
- ▶ Projects: 0%*
- ▶ Data: 30%
- ▶ Licenses: 30%

	'15A	'16A	'17A	'18A	'19E	'22E
Projects	0.4	0.9	1.0	0.5	1.1	1.1
Data	0.3	0.8	0.6	0.5	0.7	1.5
Licenses	0.7	1.6	2.0	2.2	2.9	6.4

*CAGR of projects is forecasted at 0%, as revenue from projects are non-recurring in nature, and Management intends to just maintain the number of new projects and revenue at the existing level. Instead, Management's focus is on aggressively increasing recurring revenue streams, which are derived from data and licensing fees, and have shown stronger performance:

- Constituted more than **80% of total revenue** in 2018
- USD 2.2 million per year on average, with a CAGR of **42.1%**, from 2015 to 2018

Contact

Loh Yun Xuan
Associate
E: yun@reciprocus.com
T: +65 6225 9986
M: +65 9800 6809
www.reciprocus.com

Reciprocus International
International Plaza
10 Anson Road #10-22
Singapore 079903
Tel: +65 6225 9986
Fax: +65 6225 8223

Reciprocus Europe
Täfernstrasse 22a
5405 Baden-Dättwil
Switzerland
Tel: +41 56 470 42 70
Fax: +41 56 470 42 72

Reciprocus Americas
GlenPointe Centre East
300 Frank W. Burr Boulevard, Teaneck
Suite # 720 New Jersey 07666
Tel: +1 212 465 9555
Fax: +1 646 349 3532