



# ARIE CAPITAL

OVERVIEW Q4 2019



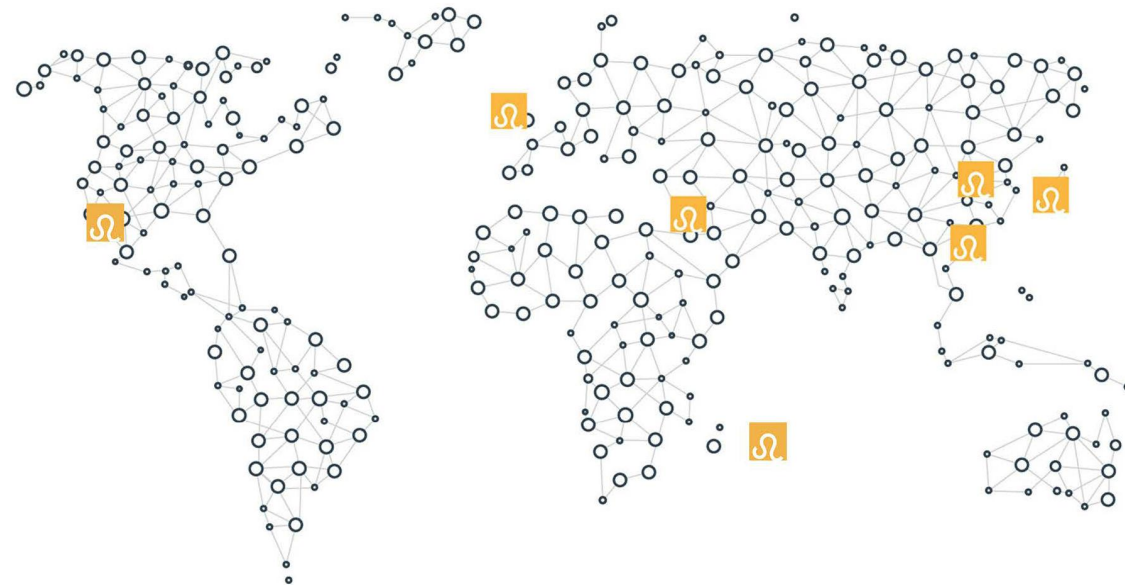
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**ARIE Capital** is an international financial services & investment group with offices in London, Paris, Beijing, Mauritius, Tel Aviv and Los Angeles

**ARIE Capital** focuses on venture capital and M&A, capitalising on the growing interest of Chinese investors in Israeli technologies and overseas opportunities in general.

We believe that with our extensive experience in both venture capital investment and startup management, we can optimise global reach and increase a company's capacity in high-growth economies.



ARIE Capital and its Chinese partners raised their first fund in 2016 specifically investing in "deeper technologies" which present both a strategic interest for Chinese investors and a significant growth potential in China.



ARIE Capital is able to show a tangible track record with one exit (acquired by Google) within the first 9 months post-investment and a total book value of the portfolio of approximately 2x (90% + IRR). **See page 9 for more details on our portfolio.**

ARIE Capital has now finalised a 200m RMB joint fund with the Nanjing Local Government/Jiangning Development Zone, with the government contributing 49% of the fund. **See page 8 for more details on this exciting new fund.**

ARIE Capital is currently finalising a further raise of \$5M for its banking group, ACIB, which oversees the activities of its revolutionary banking service ACBM. **See page 6 for more details on ACBM.**

Of ARIE Capital's portfolio companies, CUJU has enjoyed a particularly noteworthy quarter. A Chinese web-based platform displaying original football-related content around the English Premier League, CUJU's videos now regularly attract more than 2m viewers per episode, particularly in the wake of its success following Manchester United's pre-season tour to China. **See page 11 for more details on CUJU.**





We invest in Israeli technologies (approximately 60% of our portfolio, the remainder in the rest of the world) with a strong potential for development in China



Strong investment focus in deep technologies of 5 silos: **Connectivity, Life Sciences, FinTech, Sports & Media Tech, EdTech**



We created the 1st fund connecting the UK, China, and Israel, and continue to form partnerships with top provincial governments, technoparks and leading corporations



We help companies with Israeli technologies to expand internationally, focusing on providing significant assistance in reaching the Chinese market



We support startups and portfolio companies with business development expertise to develop their commercial competencies and management capabilities



We aim at developing regional investment hubs to bridge the investment gaps among China, Europe, Israel and Africa



ACBM



## ARIE Capital Investment

Established in Mauritius in late 2017 as part of ARIE Capital's global finance group, ACBM is the first fully-regulated native digital investment bank in the world and is here to change the way investment banking is conceived and implemented in cross-border, rapidly changing and challenging environments.

Our unique and proprietary digital platform allows our clients to put the focus back on what really matters for them: developing their business, the nurturing of their wealth and designing the most adequate investment strategy.

Since 2008, financial institutions have become less and less inclined to accompany mid-market companies, family offices and financial institutions in cross-border transactions, especially around emerging markets, due to growing compliance constraints and associated costs.

ACBM is introducing a vastly needed and long-awaited approach in combining the latest technologies in a fully-customizable digital platform.

With a successful track record in investment banking services and a deep expertise in international business, ACBM and its team aim is to bring back banking to its rightful place: to support our clients' growth and as a partner to their continued success.



ARIE Capital, in collaboration with leading Israeli EdTech incubator MindCet, has launched the first UK/Europe/Israel-dedicated EdTech seed fund named HighGrade Ventures ([www.highgradevc.com](http://www.highgradevc.com)).

Backed by an experienced team and relevant strategic partnerships, this formal initiative was launched in 2016 by the current UK Prime Minister Boris Johnson (in his former role as Mayor of London) and Israeli Prime Minister Benjamin Netanyahu.

Strategic partnerships have been established with some of the world's leading EdTech ecosystems including Tel Aviv University, as well as with GESA (Global EdTech Awards), the largest competition of its kind with more than 2,000 startups applying each year from all around the globe to win the prestigious GESA Awards.

With an initial fund size of \$4M and 2 investments made so far of \$300k each in early-stage startups, HighGrade Ventures now aims to raise a round of \$20M in order to build its investment presence around Europe (with a focus on the UK) and in Israel, whilst also actively seeking new and exciting EdTech startups in which to invest.



In mid-2019, ARIE Capital established an Israel-focused joint fund in China with the Nanjing government in the Jiangning Development Zone [the 'JNDZ']. The total fund amounts to 200m RMB, with around \$25m available for active investment.

As well as hosting the annual Nanjing Tech Week, Nanjing has developed into one of China's most prominent tech hubs. The joint fund between ARIE Capital and the JNDZ aims to help cement its status both within China and internationally as a world-class place to do business.

Each investment will be between \$750K and \$4M and will be split between US\$'s and RMB. It is envisioned that there will be up to 4 investments of the larger amount with the rest at between \$750k and \$1.5m. The investee company must be at (or close to) Round A, with some proof of concept already established.

The majority of the investee companies must be prepared to commit to establish some significant activity in the JNDZ. The activity can range from marketing to R&D to manufacture or anything else that contributes to Nanjing's thriving tech scene.

The fund is currently looking for suitable investments.







PORTFOLIO

SatixFy

eyeSight

INTEGRA  
HOLDINGS



flo.  
LIVE

NET4



IntelliGym®  
Think Faster. Play Better.

MYCAB

bosco

JobJob



REDUX



## Satixfy



SatixFy is a leading provider of satellite and quasi-satellite communication technology that radically reduces the cost, size, weight, power and increases the performance of user-terminals, payloads and gateway equipment. SatixFy is the only company in its field to offer an integrated solution from chips to pilots and their integrated approach allows them to grow market shares quickly in IoT satellite and ISP areas.

## eyesight



eyesight is the most advanced machine vision and deep learning solution on the market, with applications in VR, AR, automotive, smart home, medical devices and more. Its unique facial and gesture recognition technology is already being used in the automobile industry to great effect.

## Integra Holdings



Integra is a unique healthcare investment company that aims to bring Life Sciences IP from Hebrew University to commercialization and success. Currently 10 companies in their portfolio with a \$61m value, of which 1 has filed with the FDA, 4 have obtained clinical licenses and 5 have pre-clinical licenses

## Peratech



Peratech is a force-sensing HMI (Human Machine Interaction) solutions company, founded in 1996 and inventor of the proprietary QTC® (Quantum Tunneling Composites) materials, providing next-generation touch/force-sensing solutions for next-generation user machine vision.



## flo



flo is a global Internet of Things connectivity enabler. Most players in the IoT space talk about 'connected devices' but the vast majority do not have the connectivity capability nor the ability to secure these connections. flo is making this possible via a 'virtual core network' and a unique IoT security layer.

## Net4



Net4 is currently operating two platforms: "Voica" (enabling anonymous voice calling to be added to any app), and "Thingable" (creating dashboards to control and interpret data received by sensors). Net4 has the capability to provide sensors, gateways and IoT devices, connectivity (Cellular, LoRa & BLE), connectivity management and distribution, and has channel partners of IBM, Arm and SCC..

## CUJU



CUJU is a web-based platform creating original content that brings the excitement of the English Premier League to a football-obsessed audience in China. Present on all the major web platforms, CUJU captures the unique spirit of English football fans before, during and after the matches and creates an authentic Chinese community around the Premier League teams.

## IntelliGym



IntelliGym is a comprehensive and adaptive cognitive training programme for athletes that significantly enhances Sport IQ and improves on-field performance. Working with professional teams and elite teen athletes, IntelliGym improves a range of crucial skills – perceived as untrainable until recently – including awareness, anticipation, decision-making under pressure, execution, concentration and avoiding errors.



## MYCAB



MYCAB offers a fully-managed professional car service that includes round-the-clock support. For corporate travel companies and booking platforms, MYCAB offers consolidated invoicing and reporting to reduce admin costs and identify global cost efficiencies for large organisations. The MYCAB product and technology is already integrated with most of the world's leading travel management companies and GDS booking platforms.

## Bosco



Bosco is an AI-powered app that predicts threats to children. Boscos's innovative approach offers parents insights about their children's activity (such as alerts whenever behavioral patterns shift suddenly or something out-of-the-ordinary occurs) without providing the data itself. It's a solution that keeps kids safe without compromising their privacy.

## JobJob



JobJob is an innovative, location-based mobile app for the hourly-wage industries. It provides a full-stack HR solution for enterprise clients. JobJob easily and quickly allows job seekers to find a job that suits their needs, whilst also allowing employers to find the right candidate for the job.

## CementDAO



CementDAO is the only decentralized platform that curates and unifies the best stablecoins to provide risk-protection to stablecoin holders. Our independent rating agents select qualifying stablecoins into a basket and a market-driven insurance provides the holders with risk protection.



## Oasis



Oasis Smart SIM provides both end-to-end and customized services to enable the deployment of global Smart SIM technology connectivity and management. Oasis solutions are key in enabling IoT solutions (soft SIM) as well as creating the next generation of connectivity devices (E-SIM).

## Redux



Redux creates technology that uses vibrations to turn the surfaces of phones or tablets into speakers to provide haptic feedback. Its technology can bring benefits to a variety of markets, including the automobile and industrial sectors.

**REDUX WAS ACQUIRED BY GOOGLE IN 2018.**



## TEAM



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