

PRESS RELEASE

Tapping the full potential of wealth management for everyone: wealthpilot receives investment for expansion into new market segments

Munich, 19 January, 2021 – wealthpilot taps the full potential of wealth management for end customers, wealth managers and banks – with this goal in mind, wealthpilot has created the financial home of the future for customers of wealth managers, banks and insurance companies. In order to further develop the software-as-a-service platform (SaaS), the Munich-based FinTech has raised 8 million Euros in a new financing round. The total amount includes a contribution of 3.4 million Euros from investor Seventure, with the remainder coming from previous investors Bayern Kapital, MIG Fonds and a consortium of business angels. wealthpilot provides a digital platform enabling hybrid wealth management: based on a digital aggregation of customers' financial information, a wealth manager is able to provide individualized advice. The model is proving highly successful: the sum of assets entered onto the platform has increased tenfold since the middle of 2018 to a total of 42 billion Euros. With the funds raised through the latest investment round, wealthpilot aims to expand its team and product offering, maintain the strong growth dynamic in its established market segments, and develop new business among insurers.

A large proportion of the so-called mass-affluent – the middle-class population with a high level of liquid assets – are neglected when it comes to financial advice and planning. By offering hybrid services, wealthpilot aims to fill this gap and thereby addresses a segment of the population which numbers approximately half a billion people worldwide. The idea of hybrid wealth management is to combine the advantages of a data-driven, digital wealth platform – such as transparent analysis on all assets – with comprehensive and personalized advice. At the customer's request, wealthpilot's SaaS platform automatically aggregates, analyses and plots out all financial information, regardless of asset class and financial institution, and displays it in a digital overview at the touch of a button. From real estate to equity funds, securities accounts and deposit accounts to fund-driven life insurance. This enables the customer to create a personalized and holistic financial strategy together with their bank advisor, broker or wealth manager. The technology goes far beyond European payment services (PSD2) standards and classic multi-banking. Customers remain fully in control of their own data.

With the fresh capital, wealthpilot also plans to further develop its data aggregation depth and breadth, so that in future expanded data interfaces for investments in liquid assets, additional assets such as real estate and investments are available in the transparent overview as well. "In this way, wealthpilot creates a basis for everyone to have a clear picture of what their financial situation looks like and how, based on this, they can achieve all of their financial goals", explains Stephan Schug, Co-CEO of wealthpilot, "We want to give the customer a financial home for his or her assets. Today and in the future, this new home is on a digital platform that aggregates and analyzes all assets at a high level of data quality, and which allows for the planning and realization of a personal financial strategy along with a wealth advisor."

More than 8,500 banks, insurance companies, broker pools and wealth advisors and their customers now work with the Munich-based FinTech's software solution – and wealthpilot was able to increase assets managed via its platform to 42 billion Euros. Customers include well-known German financial



institutions such as Berliner Volksbank, Volksbank Mittelhessen, various savings banks of the Sparkassen-Finanzgruppe, as well as Helvetia life insurance.

In addition to optimizing data aggregation, wealthpilot intends to use the new funds to strengthen the team and further expand sales with the aim of making exclusive wealth management accessible to a broad section of the population, both nationally and internationally.

"We are very proud to support wealthpilot in its expansion strategy. Beyond meeting the needs of a growing part of the population to manage its financial assets, wealthpilot will be enabled with this new funding to deliver a more global wealth management solution including all types of assets. We have the strong conviction that wealthpilot will be one of the forefront pan-European FinTechs", says Andreas Schenk, Venture Partner in the Digital Technologies team at Seventure Partners.

"wealthpilot's growth rates continue to be impressive", says Dr. Georg Ried, Managing Director at Bayern Kapital, "The coronavirus crisis has further accelerated digitalization in the financial sector enormously. In recent years, the company has achieved an impressive development and we still see considerable potential for growth and expansion, which is why we are looking forward to support wealthpilot throughout its further growth steps."

"Particularly in today's low interest environment, investors need to engage with their financial situation proactively", says Boris Bernstein, Venture Partner at MIG Fonds, "We see great potential for wealthpilot, since its platform supports both advisors and end customers in planning and realizing their financial goals more effectively. wealthpilot's growth during last year's crisis demonstrates how well its service offering is received in the market."

About wealthpilot:

wealthpilot GmbH, based in Munich and Graz, is a fast-growing technology company and provides a digital infrastructure for the personal wealth advice of the future. The software-as-a-service (SaaS) platform is one of the leading solutions in wealth management and enables banks, asset managers and advisors to achieve a symbiosis of digital and personal wealth advice. wealthpilot is already used by more than 8,500 cooperation partners, who analyze and manage through the platform assets of over 42 billion Euros.

For further information: www.wealthpilot.com

About Seventure Partners:

With € 850 million net commitments under management as of the end of 2020, Seventure Partners is a leading venture capital firm in Europe. Since 1997, Seventure Partners has been investing in innovative businesses with high growth potential in two fields: Life sciences across Europe, Israel, Asia and North America, and Digital technologies in France and Northern Europe. In Digital technologies, the three main areas of focus include FinTech/InsurTech, RetailTech, and other digital innovative solutions. Investments can range between € 500,000 and € 10 million per round, or up to € 20 million per company, from early to late stage, growth and Pre-IPO. Seventure Partners is a subsidiary of Natixis Investment Managers, which ranks among the world's largest asset management companies. Listed on the Paris Stock Exchange, Natixis is the corporate finance, management and financial services bank of BPCE, the second largest banking group in France.

For further information: www.seventure.com / Twitter: [@SeventureP](https://twitter.com/SeventureP)



About Bayern Kapital:

Bayern Kapital GmbH, based in Landshut, was founded on the initiative of the Bavarian government in 1995. It is a wholly-owned subsidiary of the Bavarian LfA Förderbank. As the venture capital organization of the State of Bavaria, Bayern Kapital provides equity capital financing for the founders of young innovative technology companies in Bavaria. Presently Bayern Kapital manages twelve investment funds with a total volume of around € 500 million. So far, it has invested roughly € 350 million in about 290 innovative companies in the fields of technology in various sectors including life science, software & IT, medical technology, materials and new materials, nanotechnology and environmental technology. In this way, more than 8,000 long-term jobs in sustainable companies have been created in Bavaria.

For further information: www.bayernkapital.de/en/

About MIG AG:

MIG Verwaltungs AG (MIG AG) is one of the leading German VC investors. MIG AG, through its MIG Fonds, invests in early-stage deep tech and life science technologies in German-speaking Europe and beyond. The company has so far invested over € 580 million in more than 40 companies. Its portfolio companies are developing innovations in the fields of biopharmaceuticals, artificial intelligence/machine learning, quantum tech, Digitization/IOT, precision medicine and digital health. Currently, the MIG investment portfolio includes 28 companies. The MIG investment team is a committed group of engineers, biologists, scientists and investors who understand the importance of an analytical and creative approach to the opportunities and challenges faced when trying to build a successful business. Their reputation and track record provides an excellent access to the people, firms and institutions that matter for its portfolio companies' growth.

For further information: www.mig.ag, www.mig-fonds.de

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