



An End-to-End Automated
Solution for VAT Reclaims
And Expense Management

Amos Simantov, Founder and CEO



Three Conferences, One Mission: Empower the European Digital Ecosystem



**Connecting Israel's Startups
with Large Corporates
and Investors**

9-10 April 2019
Hangar 11, Tel Aviv

Mission

**To promote Israel - European
relationships and enable funding**



**Connecting European
Champions
and Challengers**

13-14 June 2019
STATION Berlin

Mission

**To bring together future-shaping
executives and investors active
across segments driven
by digital revolution**



**Connecting
Capital with
Entrepreneurs**

30-31 October 2019
Old Billingsgate, London

Mission

**To provide a physical marketplace
that facilitates funding of
digital European companies
at all stages**

Our Story



TO CHALLENGE THE VAT
INDUSTRY'S STATUS QUO,
**WITH VAT REFUNDS
GLOBALLY ACCESSIBLE
TO ALL**



2 YEARS AGO



Established: **2016**

Employees: **36**

Offices: London & Tel Aviv

Patent granted in the US

NOW

- Proprietary combination of contextual, visual and semantic AI
- Human-annotated data corpus and synthetic data augmentation using photorealistic rendering

Patent No.

1001
9740

THE ONLY VAT VENDOR WITH A GRANTED PATENT IN THE U.S.

MORE THAN 40 CUSTOMERS

INVESTORS



The Market

\$20B of **Unclaimed**
Annual **Foreign VAT**

PUT THE VAT BACK IN YOUR POCKET
TRAVEL / SHIPMENTS / MARKETING EVENTS / OTHER EXPENSES

What We Offer

ONE-CLICK TO CLAIM

A fully automated and modular **solution** for VAT reclaim and expense management, based on an AI proprietary technology



Foreign VAT Reclaim Locations



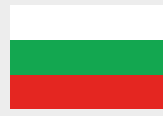
Australia



Austria



Belgium



Bulgaria



Croatia



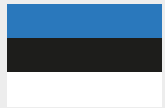
Cyprus



Czech Republic



Denmark



Estonia



Finland



France



Germany



Greece



Hungary



Iceland



Ireland



Italy



Japan



Latvia



Lithuania



Luxembourg



Malta



Netherlands



New Zealand



Norway



Poland



Portugal



Romania



Serbia



Slovakia



Slovenia



South Korea



Spain



Sweden



Switzerland



Taiwan



United Kingdom



Canada

8% - 27% VAT Rate

Bottom Line



Deep Learning
solution

Deciphers Any Invoice
Torn, Crumpled,
Stained And
Handwritten

Every Format,
Language,
And Currency

Optimal Granularity
And Accuracy

Fraud Detection

Identify Anomalies

5 Seconds, Up to 30% More Returns
THE ONLY SOLUTION WITH HUMAN-LEVEL PERCEPTION

Forward Looking Strategy Leveraging AI for VAT Automation



FULL VAT AUTOMATION PROCESSING

Growth in
ARR from
Y17

5X

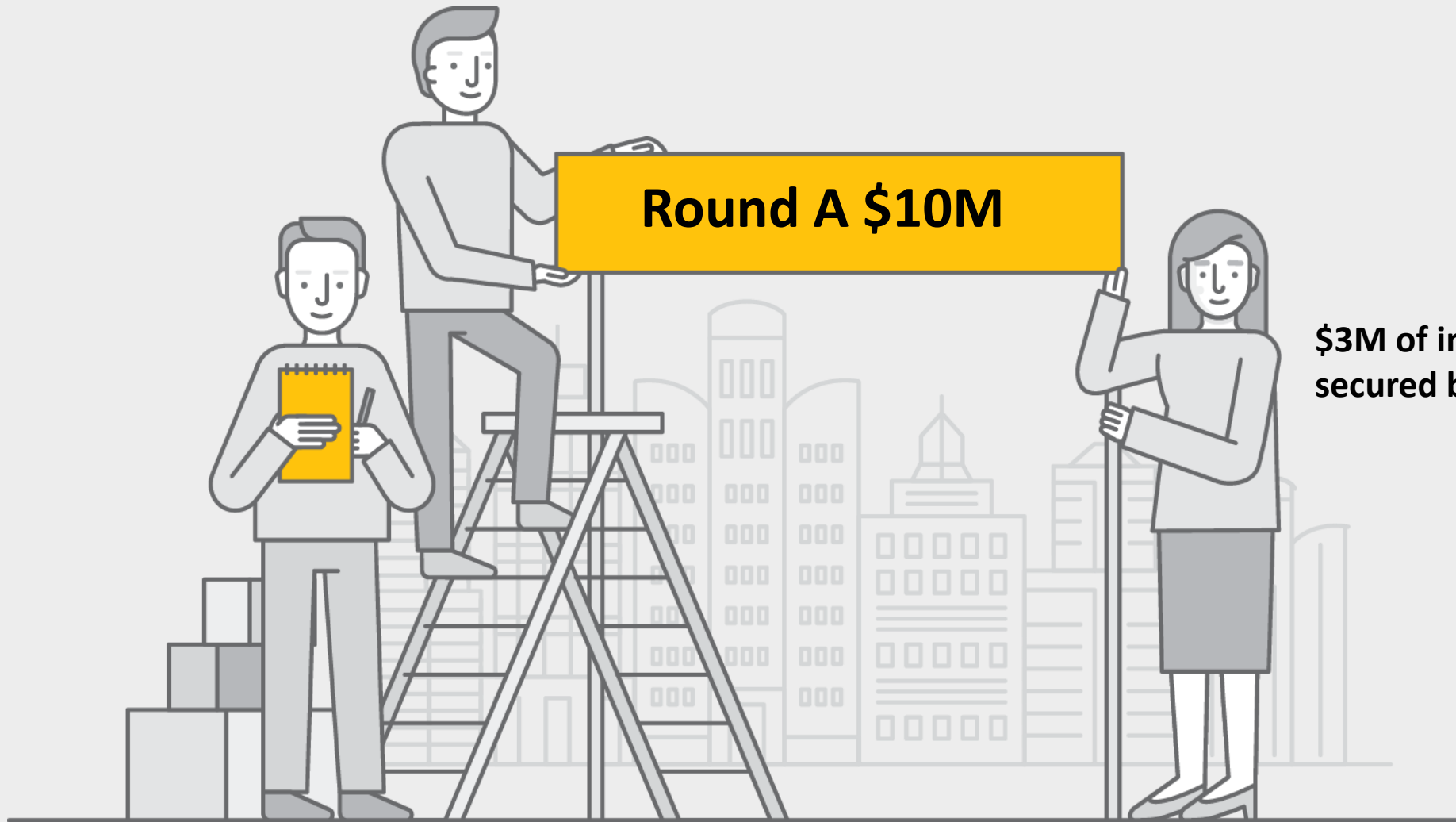
ARR
Forecast
(2019)

\$11M

ARR
Forecast
(2020)

\$28M

Investment



**\$3M of investment already
secured by current investors**

Bottom Line

LET ME TELL YOU A STORY

EUROPE'S LEADING INTERNET CORPORATE FINANCE BOUTIQUE

Unique Industry Know-How

- ✓ Focus on Leading European Internet companies
 - Covering over 400 companies across 25 online verticals, a broad range of over 500 investors as well as 100+ online-focused corporates
- ✓ Deep understanding of industry dynamics
- ✓ Ability to add value beyond banking advice
 - Facilitates overall process and minimizes management distraction

Unmatched Network and Relationships

- ✓ NOAH Advisors is globally well connected and has direct access to virtually all key players in the industry
 - Knowledge of and strong relationships with potential buyers' key decision makers
 - Proactively finds and unlocks attractive investment opportunities for leading investors
- ✓ Annual NOAH Conference in its 8th year

Strong Investment Banking Competence

- ✓ Over 40 years of combined relevant M&A experience
 - Routine execution of M&A and financing transactions with sizes of several billion euros
- ✓ 25+ successfully completed NOAH Advisors transactions underline successful transfer of M&A competencies to the Internet sector

Full Commitment - We Are Entrepreneurs!

- ✓ Entrepreneurial mind-set, focused on growing the business and establishing a reputation for excellence
- ✓ Ability to deliver top results in short time frames
- ✓ Highly success-based compensation structures align interests of clients and NOAH Advisors, and demonstrate conviction to deliver top results
- ✓ Creative deal solutions

The NOAH Advisors Core Banking Team



Marco Rodzynek
Managing Director & Founder



Jan Brandes
Managing Director



Nikhil Parmar
Director



Olek Skwarczek
Analyst



Lukas Schlund
Analyst

Selected Completed NOAH Transactions

September 2018

Sale of 100% in



for €135m to



Financial Advisor to 10bis and its shareholders

July 2018

Sale of 100% in



to



Exclusive Financial Advisor to PromoFarma and its shareholders

August 2017

Acquisition of a Majority Stake in



by



at a valuation of \$200m

Financial Advisor to EMK Capital

December 2016

Investment in



by



Financial Advisor to Silver Lake

October 2016

Investment in



by



84% Ownership

Exclusive Financial Advisor to KäuferPortal and its Shareholders

December 2014

Sale of 100% of



for \$800m to



Exclusive Financial Advisor to Fotolia and the Selling Shareholders

October 2014

Sale of 100% of



for €80m to



Exclusive Financial Advisor to Trovit and its Shareholders

May 2014



sold 100% of



for \$228m to a joint venture between



Exclusive Financial Advisor to Yad2 and its Shareholders