



spreads

**2018,
the year of change**

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COMPANIES

63

Number of launched campaigns in 2018



136

Number of campaigns since 2012

17

The most launched campaigns within a month in 2018



€32M

Amount raised by our companies in 2018

€80M+

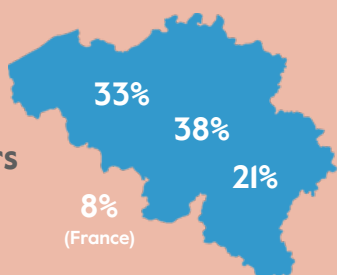
Amount raised by our companies since 2012

45% TAX SHELTER

90 %

Proportion of Tax Shelter campaigns in 2018

Headquarters of portfolio companies



INVESTORS



40,820

Members

6 hours

Quickest fundraising of 2018 (€100,000)

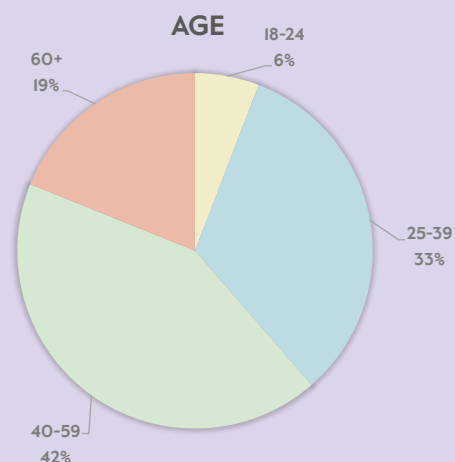


+30%

Average transaction amount (evolution since 2017)

+16%

Average amount invested per campaign (evolution since 2017)

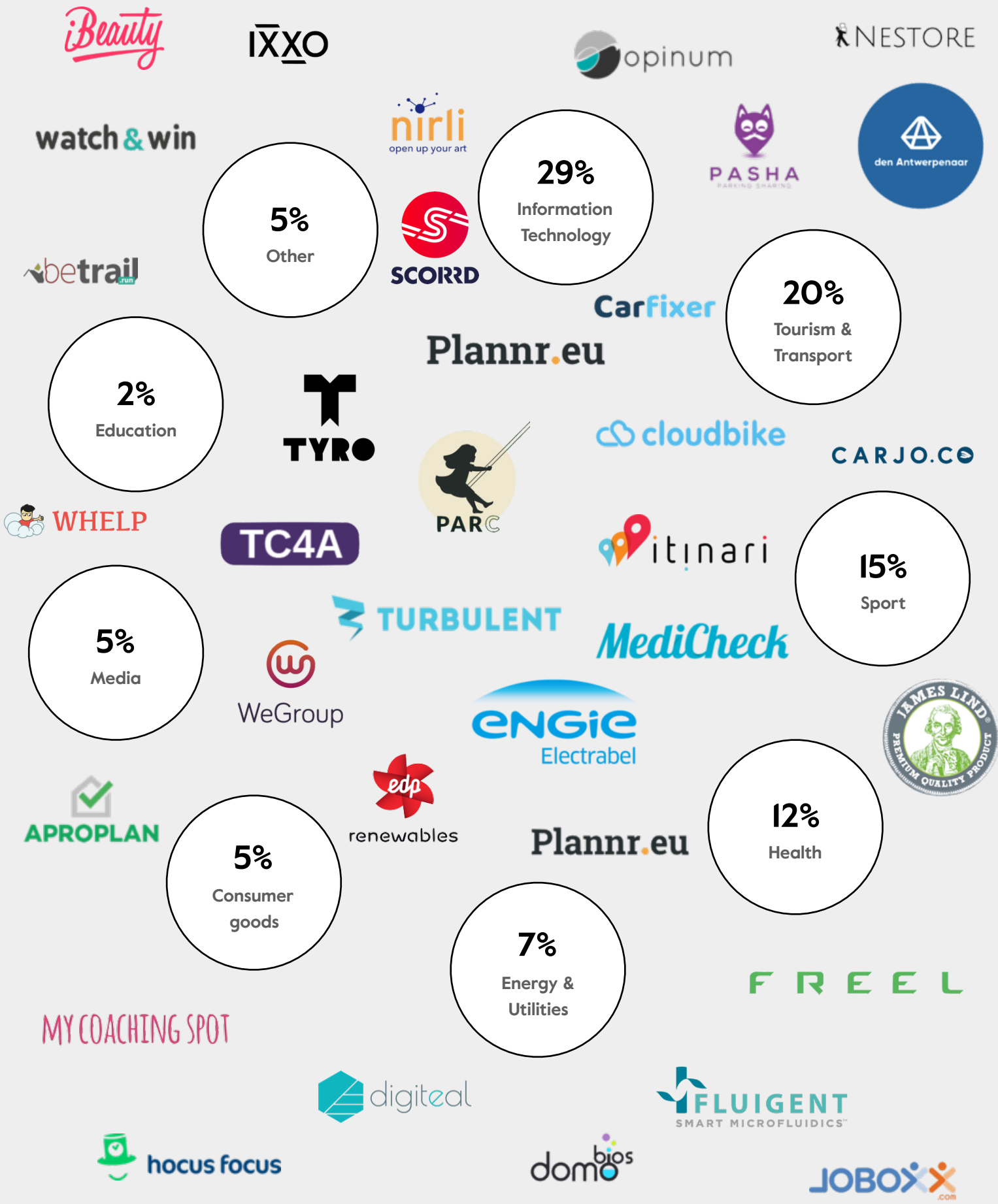


20%



80%

SUPPORTED INDUSTRIES IN 2018





A LOOK BACK ON 2018

In more ways than one, 2018 has been a pivotal year for Spreds

I. Strategy

2018 began with an exciting change thanks to the **rebranding** of our company. Even though time-consuming for all our teams (which in turn impacted our Q1 results), this big change was extremely beneficial for our market positioning and gave us the necessary tools and structure to spread our wings independently and **improve our operational focus**.

After the launch of our **Tracer service** in 2017, 2018 quickly became an impacting year thanks to the expansion of our portfolio in order to fit and answer the various needs of our investors. By successfully investing a total of **€1,786,200** through 3 different Tracers (the Tax Shelter Tracer, the Startup Factory Tracer and the Impact VC Tracer) in 28 eligible companies, our investors were able to get back €783,940 thanks to the Tax Shelter incentive.

2. Deals

During 2018, we had the chance of witnessing a few successful fundraisings thanks to the **Turbulent** campaign that raised €250,000 in less than four days and thanks to our partnership with **ENGIE Electrabel** which helped us reach new heights thanks to a **record-breaking Green Bonds campaign** that raised about **€1,3M**. Another campaign: Queen's View, even though having closed unsuccessfully (due to a change within the contract), allowed us to find €12M in equity (direct investment) to invoice in 2019.

3. Exits

During 2018, we had the pleasure of announcing the **official exit** of our participations in the companies **iReachm.com** (36% net profit) and **Jumpsquare** (35% net profit after only 9 months).

4. Risk & Compliance

After the rebranding and GDPR, our teams have been busy with **two other major projects: automation and AML** (anti-money laundering). The last 6 months have been a chance for us to implement a legally necessary anti-money laundering policy on our platform in order to reduce risks (establishment of risk factors, automatic flagging of unusual or suspicious activity, etc) and to automatise a few features (terms and conditions, invoicing, etc), thus reducing our costs and putting us way ahead in terms of innovation and competitive advantage.

With a deadline set to May 2018, our platform was ready and **GDPR compliant**. Unfortunately, like any other company, our database took quite a hit and our new member acquisition rate dropped. However, in the following months, we were able to focus our attention on converting a maximum amount of members into investors in order to minimise the consequences of GDPR on our revenues.

3

2019, BRIDGING THE EQUITY GAP

After a very high demand from our investors for debt campaigns, we decided to team up with **PrivateLending**, the specialist in peer-to-peer lending, to launch a new kind of Tracer dedicated to **Short-Term Lending**. Through this new service, we aim to offer an alternative financing solution to companies that find it difficult to meet their working capital requirements. We now offer our investors the possibility to finance IO eligible companies that are analysed and structured by PrivateLending. Through their investments, our members will get to benefit from interest rates ranging from 6 to 12% over a period of 6 to 24 months.



2019 was also the start of our **Jungle Bells** project in partnership with **Euronext, ONEtoONE Corporate Finance, B-Hive, PwC Legal, Co.Station and SPFI-FPIM**. After raising funds on the Spreads platform, a few companies came back to us three or four years later to finance their growth. We've noticed that the Belgian players working on this scale-up segment are rare and so companies end up being financed by foreign funds or not at all. That's why we decided to take this matter into our own hands and offer a solution to these young companies, but not without a solid partner at the other end of the chain (Euronext). According to Vincent Van Dessel, CEO of Euronext, *"there is no reason why today's start-ups can't enter the BEL20 of tomorrow"*.

Through this new initiative, we have been able to gather **300 investors** (100 per edition) so far, put 15 companies in contact with professional investors, of which 5 have reached their financing objectives, 2 have closed their financing round and **2 are pre-IPO candidates!**

This Jungle Bells project helped us **boost our sourcing** tremendously but also brought us closer to our Funded Family that can immediately think of us for their new financing rounds. A new action plan has also been put into place with our entrepreneurs in order to reconnect with our existing portfolio every few months through special **Funded Family events** where we network, educate, interact with our entrepreneurs and allow them to accelerate through the various partnership agreements we have elaborated.

4.

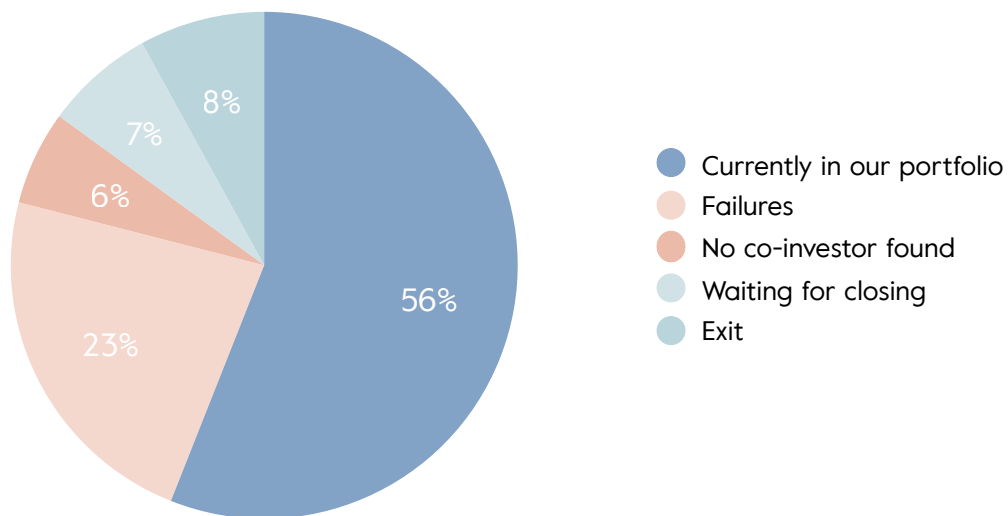
LOOKING FORWARD

Green Bonds, Jungle Bells, automation and lending

Now that we are able to closely control our costs, we will be mainly focusing on increasing our revenues and on improving the efficiency of our platform.

We will more than ever concentrate on developing our **B2B segment**, mainly through the implementation of a new **Green Bonds project** to target more eligible Green Bonds issuers to our platform (public authorities, corporates, etc). For the moment, only 2% of our campaigns are Green Bonds campaigns, we hope to increase this number in the coming months.

220 campaigns launched since 2012



When it comes to our Issuers, we will also be focusing on connecting with more **corporates, incubators and accelerators** while also keeping close contact with our **Funded Family** in order to help them grow and become IPO-ready thanks to our Jungle Bells collaborations.



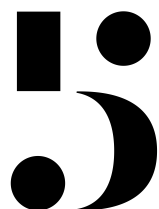
We will also be dedicating some time to our Tracer service and especially our new **Short-Term Lending Tracer** in order to offer the most interesting opportunities to our investors.

Developping our **co-investing** network will also be one of our main focuses of the year. This will be done mainly through our Jungle Bells events where business angels and venture capital funds come together and discover brand new promising companies in which they can invest at least €100,000 or more for Series A, B or C.

We are also looking forward to working on furthering the **automation** of our platform in the coming months. More and more projects are being developped internally in order to ease the overall workload of our teams, manage the possible risks and finally to make the platform more scalable.

How can you help us? Here are a few ways you can help us boost our business:

1. Introduce us to Green Bond issuers (Luminus, etc).
2. Introduce us to short-term debt targets (SME's with needs to bridge end of year inventories, big contracts, summer months, ...).
3. Introduce us to co-investors and react to our new monthly newsletter featuring our co-investment opportunities.
4. Attend our Jungle Bells events and invite 5 other interested investors.
5. Invest in our Tracers.



PORTFOLIO KPIs

Discover our complete portfolio and its key performance indicators

I. NAV (NET ASSET VALUE) AND IRR (INTERNAL RATE OF RETURN)

An investor who would have invested **€100 in each campaign** offered on the platform would have (up until today) paid a total of €12,400 and would have a portfolio with a net value of €11,539. This investor would have benefited from €1,699 thanks to loan reimbursements, paid interests and exits. He/She would have also gotten back €2,520 thanks to Tax Shelter, thus increasing the value of his/her portfolio to a total amount of €15,747. **Today, he/she would benefit from an IRR of 6.12%.**

Total initial investment	EUR 12,400
NAV of current portfolio	EUR 11,539
Exit proceeds	EUR 1,688
Tax shelter	EUR 2,520
Total value	EUR 15,747
IRR (with Tax Shelter)	6,12%

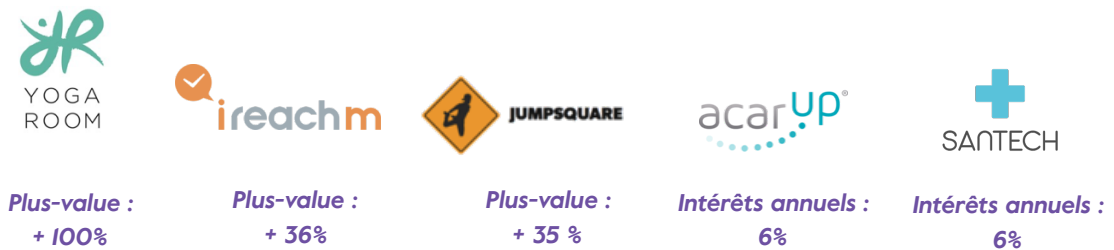
The calculation of the NAV is based on the initial valuation of the company, except if a positive or negative event takes place after the investment - in that case, the valuation is reevaluated based on the new value of the event or put to 0. This calculation is also done on a diluted basis (taking into account all future conversion of convertible loans, warrants, stock option plans, etc).

2. FULL-TIME EMPLOYEES

One of Spreds' missions is contributing to job creation. We are proud to currently have 450 active employees among our portfolio of companies.

3. EXITS

SUCCESS: EXIT AT MINIMUM 120% OF INITIAL INVESTMENT IN EQUITY OR LOAN FULLY REIMBURSED



AVERAGE : BETWEEN 80% AND 120% OF INITIAL INVESTMENT RECOUPED

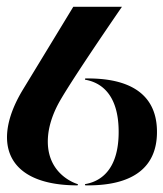


FAILURE : LESS THAN 80% OF INITIAL INVESTMENT RECOUPED



4. ACTIVE PORTFOLIO





WHO'S WHO

Discover the faces behind Spreds



Charles-Albert de Radzitzky
Co-Founder & Chief Executive Officer



Gilles van der Meerschen
Co-Founder & Chief Business Development Officer



Marie Cruysmans
Head of Investors Services & Spokesperson



Simon Schoeters
Head of Platform Services



Alex Houtart
Senior Investors Manager



Séverine Morel
Head of Corporate Services



Tiago Mendes-Costa
Web Developer



Louise Mertens
Investors Manager



Julie Sibille
Marketing Manager



Joséphine de Troyer
Issuers Manager



Eline Murat
Legal Officer



Julie Van Oostende
Premium Investors Manager



Mathieu Hanet
Funding Specialist



Marie Hargitt
Web Developer

THE BOARD

Meet our Board members



Benoît Fally
Asset Management
Specialist - CEO of
PrivateLending



Xavier Péters
Investment Manager
at Meusinvest



**Fabian
Vandenreydt**
Executive Chairman at B-
Hive Europe



**Charles-Albert
de Radzitzky**
Co-Founder and
CEO of Spreds



**Gilles van der
Meerschen**
Co-Founder and CBDO of
Spreds



**Jean-Louis
van Houwe**
Co-Founder and CEO of
Monizze & Chairman of
the board at Fintech
Belgium



Roland Vaxelaire
Founder and CEO at
Responsibility
Management



HISTORY & MILESTONES

2019 February:

The first edition of our Jungle Bells series (in partnership with Euronext Brussels, SFPI-FPMI, Co.Station, B-Hive, ONEtoONE Corporate Finance, PwC Legal) of events takes place. A sold-out edition with more than 100 guests.

January:

Our first Short-Term Lending Tracer is launched.

2018 December:

ENGIE Electrabel raises about €1,300,000 thanks to 498 investors.

October:

Third successful exit on the platform. Jumpsquare investors make a 35% return on their investment after only nine months.

June:

Record-breaking campaign with Turbulent that raised €250,000 in less than four days.

May:

Second successful exit on the platform. iReachm.com investors make a 36% return on their investment.

February:

Following a long and fruitful collaboration of more than six years, MyMicroInvest and Inventures have decided to continue their separate ways.

MyMicroInvest becomes Spreds.

2018 Results (cumulative)

15,690 transactions – 41,000 active members – €80 million raised by our companies

2017 September:

Launch of our own diversification “Tracer” service including two Tax Shelter Tracers (2017 & 2018) and the Impact VC Tracer.

Our platform’s first record breaking exit took place. Twenty months after taking part in Yoga Room’s fundraising, investors accepted a buyback offer of their shares in the start-up, granting them an interesting return of twice the initial amount invested in Yoga Room.

June:

Launch of our first Tracer with Startup Factory.

April:

MyMicroInvest is officially the first crowdfunding platform to receive accreditation from the Financial Services and Markets Authority.

March:

Launch of our monthly event “Online-Offline” that allows our investors and entrepreneurs to meet and share ideas.

February:

Implementation of the long-awaited new legislation for crowdfunding platforms: the Startup Tax Shelter. MyMicroInvest is the first platform to offer investors Tax Shelter opportunities. The first Tax Shelter campaign was «Europea Residences».

2017 Results (cumulative)

11,883 transactions – 40,517 active members – €49,3 million raised by our companies

2016

December:

MyMicroInvest launches Inventures II, the world's first venture capital fund empowering smart, sustainable, and scalable SMEs.

November:

MyMicroInvest hosts the Magic 5 event in Gent, with special guest Alexander De Croo, in order to celebrate its 5 years of existence, and raises almost €10,000,000 thanks to crowdfunding.

September:

MyMicroInvest launches its first European roadshow across 29 countries in Europe: an opportunity for entrepreneurs and investors to connect and plan the future of entrepreneurship and crowdfunding in Europe.

June:

MyMicroInvest hosts a live crowdfunding event which turns out to be a huge success, with more than 300 investors in the room.

MyMicroInvest also holds a call for project with Partena giving centre stage to big entrepreneurs with even bigger projects.

January:

MyMicroInvest hosts its own live crowdfunding and raises €1,750,000 from the crowd in one hour.

2016 Results (cumulative)

8,908 transactions - 35,953 active members - €32,8 million raised by our companies

2015

December:

MyMicroInvest is selected as one of the 'Leading Global Fintech Innovators 2015' by KPMG and H2 Ventures.

October:

MyMicroInvest is finalist at the EY 'Entreprise Prometteuse de l'Année' award ceremony.

July:

MyMicroInvest closes a €3 Million funding round to finance its international development.

June:

In 18 minutes, €100,000 is raised through crowdfunding for the project Acar'up.

March:

MyMicroInvest moves to the heart of Europe - Brussels!

2015 Results (cumulative)

7,040 transactions - 31,000 active members - €15 million raised by our companies

2014 December:

Two-year partnerships with both BNP Paribas Fortis and Keytrade Bank are signed. Also, the first radio spot hits the airwaves.

July:

Offering an interest rate of 10% per year, the first crowdlending operation on MyMicroInvest was launched and successfully funded.

March:

MyMicroInvest hosts its first live crowdfunding session, an event where visitors can invest while meeting the entrepreneurs who pitch their project to them.

2014 Results (cumulative)

3,520 transactions – 21,339 active members – €8.6 million raised by our companies

2013 November:

On MyMicroInvest, the largest equity crowdfunding transaction in Europe takes place: €1.3 million raised thanks to 1,487 crowd investors and professional investors in Newsmonkey.

July:

With YouScribe, a Paris-based company, MyMicroInvest executes its first cross-border transaction.

February:

MyMicroInvest wins the Accenture Innovation Award in the category Financial Services and rings the bell at NYSE Euronext.

2013 Results (cumulative)

1,910 transactions – 11,847 active members – €5 million raised

2012 October:

MyMicroInvest's first online campaign, 2houses, raises €687,000.

September:

MyMicroInvest receives the approval from the Financial Services and Markets Authority (FSMA) for the prospectus of its first crowdfunding campaign.

2012 Results (cumulative)

154 transactions – 2,725 active members – €700,000 raised

2011 July:

MyMicroInvest was founded.

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