cosmofunding

Vontobel's Financing Ecosystem

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Why cosmofunding?

The Swiss financing market is CHF 989bn p.a.¹

- As a borrower, do you have access to the capital market with its key institutional investors?
- As an investor, do you have access to relevant and interesting investment opportunities?



¹ This figure is based on a careful analysis of the Swiss financing market in the individual submarkets by compiling various data sources from SNB, EFV Admin, SIX / SBI and Bloomberg LP.

cosmofunding provides solutions to challenges of capital markets

	CHALLENGES OF CAPITAL MARKETS	COSMOFUNDING SOLUTIONS
MARKET	 Access only via banks and few others (e.g. brokers) Market excludes many participants Fragmented 	 Open: issuers and investors connect directly – no middle man Financing market opened to new participants Centralized via platform
PRICE	 Offer from just a few / one - party Opaque, untransparent, inefficient 	 Competitive, lower pricing More efficient and transparent market
PROCESSING	 Manual (via mailings and phone) Laborious tendering process Not standardized 	 Digital end-to-end Search costs close to zero thanks to network effects and data Scalable with significantly lower transaction costs Securitized, bankable and repo-enabled fin. Instruments
ECOSYSTEM	BilateralUnsatisfactory user experience	 Network effect: platform increases utility of every user Tailored user experience using data



Your benefits at a glance

Public



cosmofunding update

Platform News Continued issuer, investor and volume growth despite (or due to) rising rates \checkmark Exclusive partnership with Innergia – André Hoffmann new shareholder of Innergia \checkmark Contracts can be signed by QES (Qualified digital signature) since August 2022 \checkmark **Issued volume Issued lifetime Issued volume** Financials 2018: CHF 0.4bn CHF > 7 bn2019: CHF 1.9bn YTD 2022 2w / 20y CHF 0.3 / 300 Mio 2020: CHF 4,2bn CHF > 20 bnMin. / Max. Min. / Max. 2021: CHF 7.0bn since launch 4Q18 **Current Trades** Growth drivers: utilities, semi-public and corporates asking for financing Real Estate: Capital market investors' appetite for mortgage financing clearly lower cosmofunding to redesign mortgage offering to allow direct mortgages New product: Public Private Partnership solutions for climate neutrality

cosmofunding - ecosystem connecting issuers & investors



Proprietary matching platform is at the heart of cosmofunding (investor view)

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We are here for you

Your personal contact



Public

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