

## Netcapital

# Formalizing A Successful Partnership

A Powerful Fintech Leader in Private Capital Markets

## Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on the current beliefs and expectations of ValueSetters' management and are subject to significant risks and uncertainties. Actual results may differ from those set forth in the forward-looking statements. Factors that could cause ValueSetters' actual results to differ materially from those described in the forwardlooking statements can be found in ValueSetters' Annual Report on Form 10-K for our fiscal year ended April 30, 2020, which has been filed with the Securities and Exchange Commission and is available on ValueSetters' website (https://valuesetters.com/sec-filings) and on the Securities and Exchange Commission's website (www.sec.gov). ValueSetters does not undertake to update the forward-looking statements to reflect the impact of circumstances or events that may arise after the date of the forward-looking statements.



## **Merger Creates a Powerful Fintech Leader**



- Leverages Netcapital's established, rapidly growing technology platform to scale ValueSetters' services, particularly its digital marketing capabilities
- Provides substantial increase to VSTR's potential revenue streams
- Streamlines experience for clients raising capital online



## Merger Creates a Powerful Fintech Leader

## Benefits to: Netcapital

- Provides access to ValueSetters' proven digital marketing expertise and strategic advisory services
- Allows Netcapital to capitalize on ValueSetters deep network of potential investors
- Enables sourcing of promising deals, including disruptive technology companies
- Delivers enhanced value proposition for clients



## History of Successful Collaboration & Compatibility

**Strong track record:** Collaborative efforts have resulted in Netcapital's most successful fundraising campaigns.

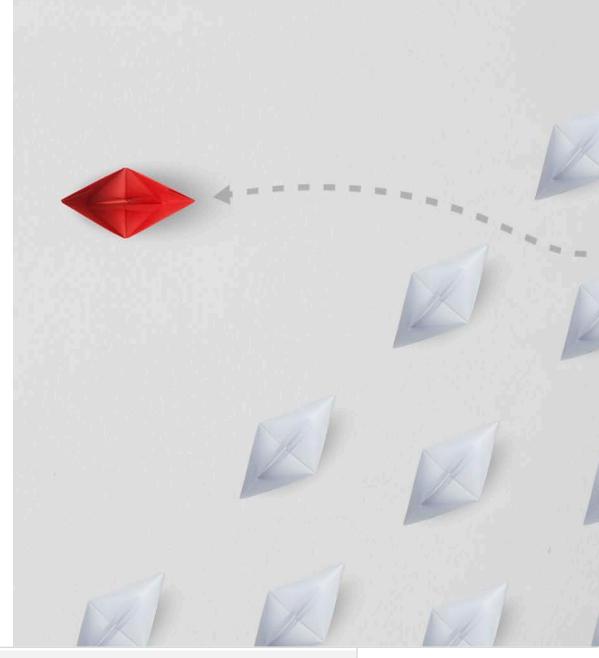
#### Shared aspirations, cultures, values:

- Commitment to empowering innovators, entrepreneurs and business leaders to successfully build and grow their companies
- Shared vision of democratizing private capital markets



## Netcapital: A Leader and Innovator in Private Capital Markets

- Built one of the first online private fundraising platforms.
- Differentiated platform provides both a primary and secondary market.
- Enables entrepreneurs and investors to work together to create value.
- Democratizing private capital markets.



## **Prior Model - Flawed & Antiquated**

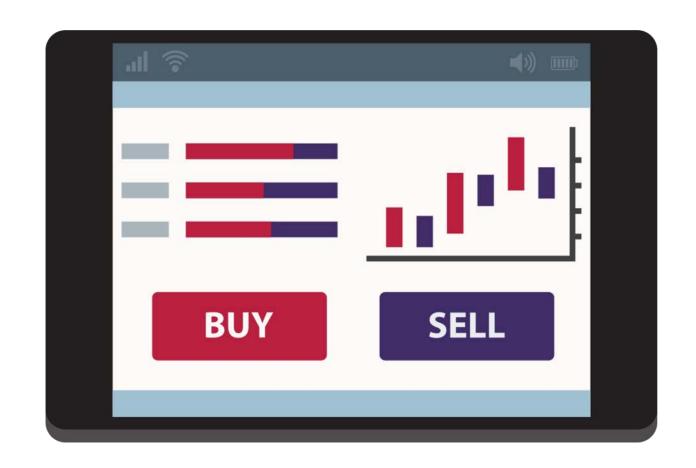
#### **Obstacles for Investors & Issuers**

#### Investors: Lack of Access & Liquidity

- Only 3% of U.S. households qualify as accredited investors
- Private investments locked up until IPO or takeout

#### Issuer: Difficulties Raising Capital

- Average entrepreneur meets with 40 institutional investors before closing 1
- 82% of small business failures driven by lack of funding
- Must forgo potentially significant ownership and control



## Netcapital: An Innovative Model - Democratizes Fundraising

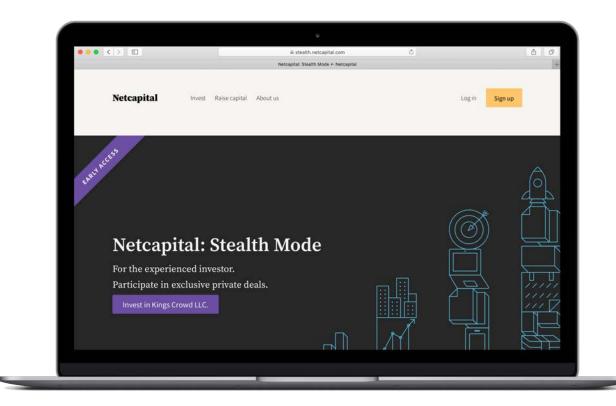
#### **Provides Solutions & Creates Opportunities**

Allows investors to buy and sell shares in private companies through FINRA registered funding portal

- Individuals gain access to private company investments previously only available to Venture Capital and other institutional investors
- Ability to invest easily and quickly online

Enables entrepreneurs to raise capital using an easy, efficient, digital, and standardized process:

- Platform facilitates both primary offerings and potential liquidity through a secondary market.
- Entrepreneur maintains control
- Levels the playing field for women and minorities



## **Market Opportunity: Significant and Growing**

Democratization of private capital markets and online fundraising is in its infancy.

#### 2019 Market Overview

Rule 506(b) of Regulation D \$1,492 billion  Rule 506(c) of Regulation D \$66 billion  Regulation A: Tier 1 \$0.044 billion  Regulation A: Tier 2 \$0.998 billion  Rule 504 of Regulation D \$0.228 billion  Regulation Crowdfunding \$0.062 billion  Other exempt offerings \$1,167 billion	Exemption	Amounts Reported or Estimated as Raised in 2019
Regulation A: Tier 1 \$0.044 billion  Regulation A: Tier 2 \$0.998 billion  Rule 504 of Regulation D \$0.228 billion  Regulation Crowdfunding \$0.062 billion	Rule 506(b) of Regulation D	\$1,492 billion
Regulation A: Tier 2 \$0.998 billion  Rule 504 of Regulation D \$0.228 billion  Regulation Crowdfunding \$0.062 billion	Rule 506(c) of Regulation D	\$66 billion
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Other exempt offerings \$1,167 billion	Regulation Crowdfunding	\$0.062 billion
	Other exempt offerings	\$1,167 billion

Source: https://www.sec.gov/rules/proposed/2020/33-10763.pdf

## **SEC Regulatory Changes Benefit Private Markets**

In March 2020, The <u>Securities and Exchange Commission</u> (SEC) proposed meaningful changes to multiple private securities exemptions.

#### Offering Limits were increased

#### **Regulation Crowdfunding:**

- Raised to \$5 M from \$1.07 M
- Accredited investors: limits removed
- Non-accredited investors: revised limit calculation to the greater (from lesser) of annual income or net worth



## **SEC Regulatory Changes Continued**

Offering Limits were increased:

#### **Regulation A**

- Tier 2 raised to \$75M from \$50M
- Secondary sales raised to \$22.5M from \$15M

#### Regulation D, Rule 504

Raised to \$10M from \$5M

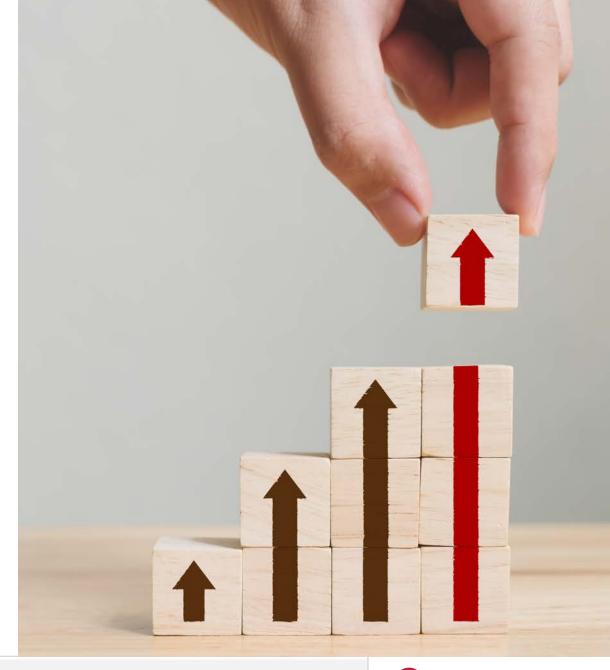
#### **Marketing and Other**

Additional positive revisions to marketing ("Test-the-Waters", "Demo Day"), special purpose vehicles and integrated offerings regulations

We expect these changes to be implemented by the end of 2020.

## Netcapital Competitive Advantages

- Early mover advantage:
  - Trusted and well recognized brand and platform
  - Strong existing investor base that is growing rapidly
- Integrated secondary platform provides easy transferability of marketable securities



## Netcapital: Strong, Scalable Business Model



75% success rate of offerings raised on the platform



Dollars invested have doubled over the last six months



Volume traded through
Secondary Transfer
Platform has quadrupled
over past six months



New investors up more than tenfold over past year

### **About ValueSetters**

#### ValueSetters is a Boutique Advisory Firm

We work with companies at all stages to provide assistance with:



Raising Capital



Strategic Advice



Digital Marketing



Technology Consulting



Economic Development



#### **Business Model**

#### Fee-Based Revenue Model Plus Equity Stakes

- Charge fixed fees for services provided
- Take equity stakes in select technology start-ups, including:











## ValueSetters Value Proposition

#### **Experience and Results Attract Clients**

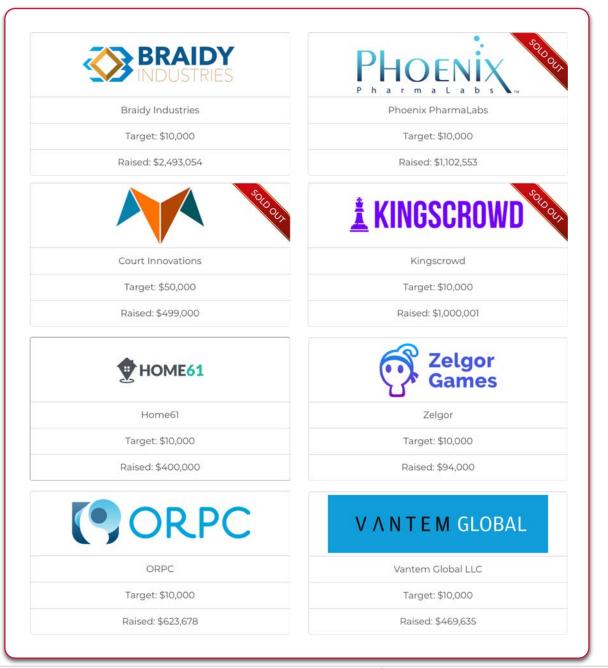
- Professional investor experience provides unique capabilities
  - Effective message crafting to all types of investors
  - Deep network of potential shareholders
- Experience in starting/selling/growing successful businesses
- Political and economic development expertise
- Digital marketing capabilities, including expert targeting and analytics



#### **Track Record**

#### ValueSetters Delivers Results for Clients

- Established strong <u>track record</u> in marketing private, online capital offerings
- Proven unique capabilities in targeted digital marketing to potential investors
- Successfully completed multiple multimillion-dollar equity raises



#### **Team**

#### Existing Management Team Remains in Place



## Cecilia Lenk CEO ValueSetters, Inc.

- Ph.D., Harvard
- Angel Investor, Launchpad Venture Group



Coreen Kraysler, CFA CFO ValueSetters, Inc.

- S.M., MIT Sloan
- Former Morningstar 5-star Rated Portfolio Manager



Kathy Kraysler CMO ValueSetters, Inc.

- M.B.A., Yale
- Former Director of Audience Analytics at MIT



Jason Frishman CEO Netcapital Systems, LLC

- B.S., Summa Cum Laude, University of Miami
- Advisor, The Capital Network

#### **Transaction Details**

#### Reverse Stock Split

Pursuant to the agreement, prior to the closing date:

- ValueSetters shall complete a reverse stock split at 2000 for 1
- Once effective, ValueSetters common shares issued and outstanding will be reduced to approximately 415,000 from approximately 831.3 million
- Further information regarding timing is forthcoming



## **Investment Case Summary**

#### Powerful Fintech Leader in Private Capital Markets

- Creates a powerful and differentiated fintech leader that is well positioned for growth within private capital markets.
- Combines ValueSetters' unique and proven capabilities and Netcapital's scalable technology platform
- Synergies lead to increased revenue generation potential
- Elevates value proposition:
  - Streamlines experience for clients and partners
  - Full suite of services and solutions

- Team: Experienced institutional investors, angel investors and entrepreneurs
- Democratization of private capital markets and online fundraising is in its infancy
- SEC regulatory changes are a tailwind



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