



Hakan Gundogdu

Graphic Designer – Presentation Expert

Presentation Portfolio





Company Presentation



Welcome Title

Melbourne
20.04.2019

MARIA MARKMAN maria@mariamarkman.com linkedin.com/in/mariamarkman

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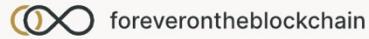
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Thank You


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Presentation Title

January 2021

Presentation Template



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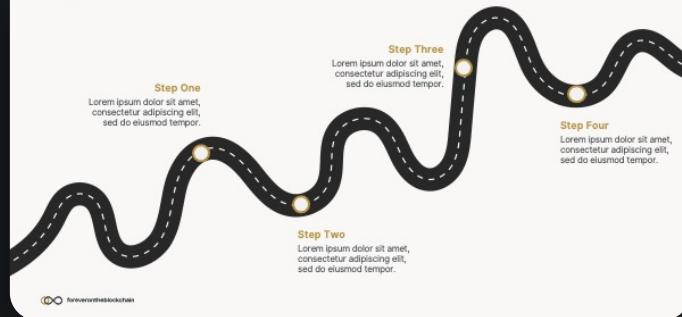
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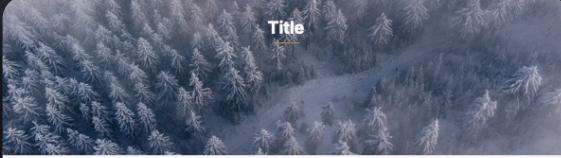
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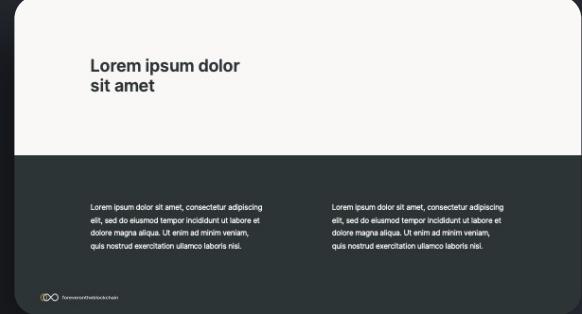
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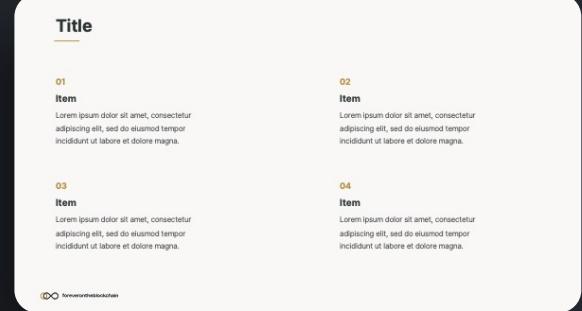
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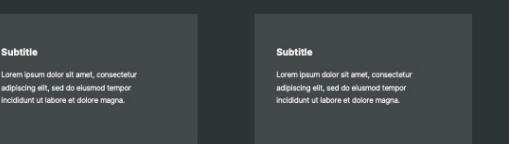
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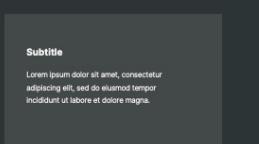
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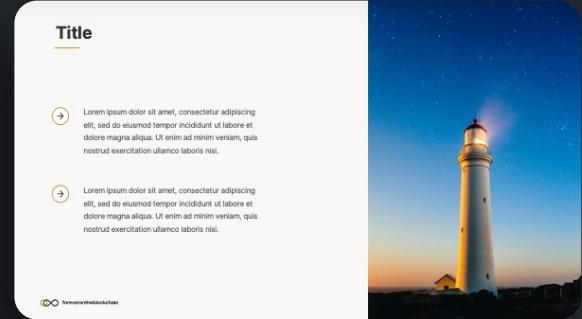
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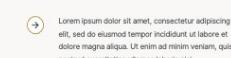
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foreverontheblockchain

Financials

500
Users

98%
Margin

\$120K
Monthly Revenue

75K
Growth

foreverontheblockchain

Financials

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Year	Product 1	Product 2	Product 3
2014	\$125,456	\$145,687	\$135,894
2013	\$141,500	\$138,000	\$148,878

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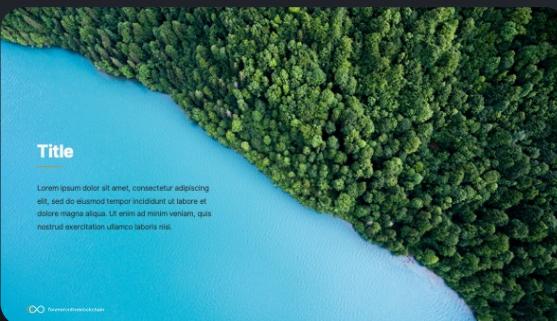
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Company Presentation



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Dr. Drew Provan
Leading ITP expert, Barts & The London School of Medicine

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Leading ITP expert, Barts & The London School of Medicine

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Flexibility

We bring you the very best dedicated medical communications expertise. At your service: exceptional PhD-level medical writers, scientists, statisticians, highly trained medical illustrators, leading-edge graphic designers, digital solutions experts and pharmaceutical medical communications professionals.

Open Culture

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Our Purpose

We partner with clients to **uncover insights that transform communications for better medical decision making.**

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Company Presentation



Private Equity Solutions

December 2019

The M|science Overview

The pioneer in data driven research & analytics

M Science assists public equity managers, corporate and private equity sponsors in understanding data and applying it directly to their process

Data driven insights covering thousands of public and private companies across US, Europe, and China

2002

M Science is founded as one of the earliest data driven equity research firms

2016

M Science becomes a portfolio company of Jefferies Financial Group

Today

300+ global clients
Corporate Coverage
Private equity

M|science

2



M|science Private Equity

Actionable Insights from Data

Market Leading Breadth of Data Resources



Data Science and Engineering

25+ person team responsible for turning millions of rows of unstructured data into usable raw material for our research teams

Dedicated Private Equity Research

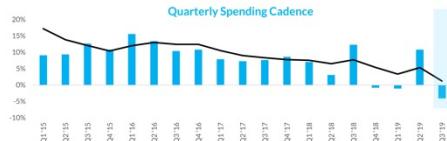
Industry and subject matter experts derive relevant, **actionable insights** from our unique data resources to support origination, due diligence and value creation efforts



4

Case Study: Due Diligence

What is the pulse of the shopper today?



Overall spending growth for a consumer products vertical indicated deceleration and an inflection of Y/Y spending growth

Near real-time read on spending trends indicated a need for further diligence on current health of industry

Source: M|Science

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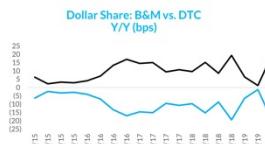
Case Study: Theme Development

Is DTC beauty really expanding the category?



In 3Q'19, overall spend across the Prestige Beauty category declined for the first time in the dataset

DTC's are taking share from Brick and Mortar but the industry is contracting



Direct to consumer beauty companies are taking share from traditional brick and mortar retailers

Source: M|Science

8



Private Equity Solutions

December 2019

Case Study: Due Diligence

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Case Study: Theme Development

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The M | science Overview



The pioneer in data driven research & analytics

M Science assists public equity managers, corporate and private equity sponsors in understanding data and applying it directly to their process

Data driven insights covering thousands of public and private companies across US, Europe, and China

2002

2016

Today

M Science is founded as one of the earliest data driven equity research firms

M Science becomes a portfolio company of Jefferies Financial Group

300+ global clients
Corporate Coverage
Private equity

M | science

2

M | science At a Glance

300+

Global Clients

50+

Highly cleansed datasets

50+

Sub-Sectors Covered

200+

Public Equities Covered

150+

Data experts, investment professionals and business leaders

18+

Years utilizing data for business and investment decision making



M | science

3

M | science Private Equity

How leading PE Sponsors are leveraging alternative data throughout the deal lifecycle

Origination/Theme Development

Identify burgeoning consumer brands using advanced web scraping techniques of blogs, social media & reviews
Obtain a more holistic picture of customer spending behavior through transactional data
Discover insights hidden by the Targets, understand data using sophisticated data practices and machine learning techniques
Understand how a customer **buys**

Enhance a P/E against competitors using a mosaic of transaction/purchase, geolocation, web traffic data and more

Identify new channels for potential **growth** by tracking mobile and online engagements relative to peers
Inform pricing strategies by identifying near real-time changes in competitor's pricing via advanced web scraping

Develop a custom dashboard of key metrics to aid in determining optimal exit timing

Align banking community with deep competitive intelligence to expedite sale process

M | science

6

M | science Private Equity

How leading PE Sponsors are leveraging alternative data throughout the deal lifecycle

Ideas

Theme Development
Origination
Deal Screening & Due Diligence
100 Day Plan
Value Creation
Private Monitoring
Exit

M | science

5

M | science Private Equity

Actionable Insights from Data

Market Leading Breadth of Data Resources



Data Science and Engineering

25+ person team responsible for turning millions of rows of unstructured data into usable raw material for our research teams

Dedicated Private Equity Research

Industry and subject matter experts derive relevant, actionable insights from our unique data resources to support origination, due diligence and value creation efforts

M | science

4

Process for working with us

Our Project Management Process Reinforces High Quality On-Time Delivery

Scoping Meeting

1. M Science team and client align on key questions/issues

2. M Science does feasibility analysis, proposes methodology and timeline

3. Client reviews refined scope of work

4. Project initiated

Project Launch

1. Delivery of initial findings

2. Intermediary check-in, reinforce objectives

3. Exploration into additional areas of interest

Final Read-out of Deliverables

1. Delivery of insights & key findings

2. Alignment on calendar of future insight delivery

Ongoing Monitoring

1. Client reviews refined scope of work

2. Exploration into additional areas of interest

M | science

11



Pitch Deck



Digital Solutions for Cardiovascular Health

Confidential



Product - Therapy
A digital therapy drives lifestyle change and medication adherence.

Personalized therapy plan

Daily Curriculum

Specific digital coaches tailored to cardiovascular disease

Digital nutrition coach

Digital exercise coach

Medication Coach

VANTIS

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Market Timing

Two developments pave the way for a digital solution now.



New re-imbursement path



Shift in patient readiness

2020

Digital Care Act opens reimbursement path

>60%

of patients open for prescribed Apps

2020

Virtual care start

85%

smartphone penetration of 55+ population



Confidential - 10

Problem

This problem is due to an insufficient treatment of the disease today.

Typical treatment today

Episodic check-ups

Patients / doctor interaction < 15 minutes every 6 months

Reactive interventions

Focus on reactive vs. proactive interventions (with stent implantation / by-pass surgery)

One size fits all

Standard medication and behaviour change recommendations

Treatment needed

Continuous therapy

Risk increases without continuous lifestyle modification and optimal medication intake

Proactive care and monitoring

Vital parameter monitoring, blood pressure, fitness level, blood oxygen saturation, symptoms, medication

Data driven care

Treatment tailored to specific needs of every patient – based on data



Product – Virtual Care

Virtual care provides access to remote care and proactive health analysis.



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Source: Understanding human behaviour in designing a future of health, Deloitte insights 2020, EHC Guidelines 2020



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Digital Solutions for Cardiovascular Health

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Source: International journal of designing a future of health, Desirée Insights 2016, 1(1), Summer 2016



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Clinical Study

A Vantis beta product was successfully tested with 43 patients at the Heart Centre Bonn.

70% all patients with a smartphone and minimal fitness level started with the Vantis test program independently

95% would recommend the program to others
High perceived long-term benefit (8 out of 10 points)

82% of active users increased physical activity

59% of active users improved guideline conform eating habits



Study accepted for publication

Partner:

(Ranked 9th of German hospitals ranking 2020)

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Team

Our management team has extensive experience in company building product development and health.



Tim Jansen
CEO
CFO and Managing Director at Magistino from 2010 to 2016
Strategic consulting at Booz & Company



Maximilian Baudel
CPO
Lead Product Management for Advanced Inventory at Booz & Company
Strategy consulting at Booz & Company



Kevin Wiesner
CTO
Head of App Development at Booz & Company
Strategy consulting at Booz & Company



Ulrich Klaas
CDO (Chief Quality Officer)
Head of Software Development at Magistino
10 years experience and +35 publications in software and hardware development



Prin-Der Dr. Felix Janusz
CMIO (Chief Medical Officer)
10 years experience and +35 publications in software and hardware development

E G Y M

amazon

tado°

MAGAZINO

Bundesamt für gesundheit und verbraucherschutz

VANTIS

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Confidential - 10

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VANTIS

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VANTIS

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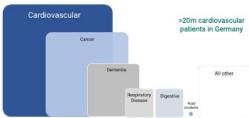
Confidential - 12

Problem

Chronic cardiovascular diseases are the largest health problem in Germany and worldwide.

For Patients

#1 reason for death



For Insurances

#1 cost factor for payers



Source: Institute for Health Metrics and Evaluation, Global Burden of Disease, Informationen der Gesundheitsaufsicht und Statistik (www.gesundheitsaufsicht.de)

VANTIS

Product - Virtual Care Virtual care provides access to remote care and proactive health analysis.



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Investor Presentation



INVESTOR PRESENTATION

December 2020

Confidential



THE MEAPAY SOLUTION

The MeaPay APP enables SME-merchants and independent workers to accept contactless and digital payments on all NFC-enabled devices.

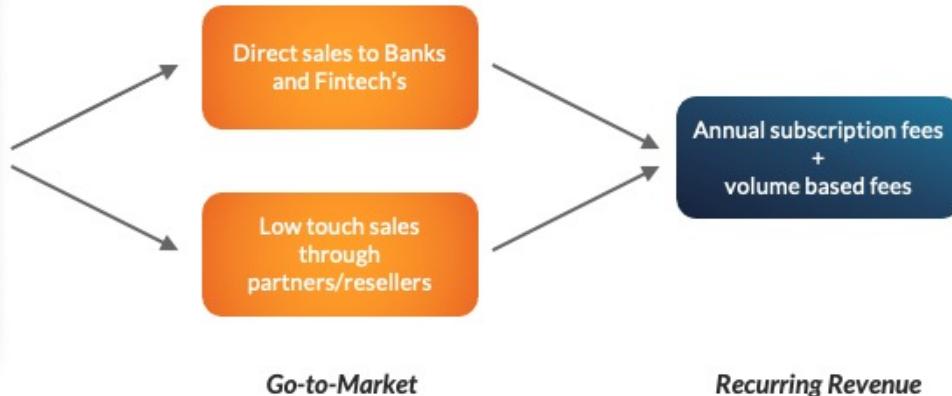
- No logistics or lead time – just download to your favourite phone or tablet
- No hardware required - substantially lower upfront and monthly running cost possible
- Update accounting & inventory systems, integrate with CRM, maintain loyalty programs and employee compensation + more
- Multi purpose device and easy onboarding of new employees



meapay



MEAPAY BUSINESS MODELS



THE TEAM



Nurit Shlomo, CEO
20 years experience in the Internet and Fintech business. Prior to joining MeaWallet, Nurit was a board member and executive in Clear where he managed its consumer business unit and was responsible for Open Banking strategy. In the last 5 years, started the biggest mobile money operation in Nigeria – OnPay.



Gil Noyfeld, COO
Long term experience from the IT industry as well as from the Financial industry. Building acquired, Gil is a founding member of MeaWallet. Before founding MeaWallet, Gil held leadership position in companies such as IBM, Zivcon, SEB Bank among others.



Thomas B. Normann, COO
Digital wallet and digital payments product expert. Founding team member of MeaWallet. Thomas has extensive experience from working with the partner of MeaWallet and lead the business unit.



Jan van IJzendoorn, Executive Chairman
Multiple years of experience from active ownership in technology companies. Jan van IJzendoorn has taken multiple companies from its infancy to success. Jan van IJzendoorn is a strong advocate for fintech and believes that the PSC2 and the great opportunities it creates for new payment services. Jan van IJzendoorn has been CEO and board positions in several companies during his career.

Organization



35 Employees and consultants
4 Sales Personnel, 2 Project Managers,
25 Software Engineers, 4 Strategy/Financial Personnel



Offices in Oslo and Riga.
Sales office in Singapore planned 2021 Q1.

MTP 2025 REVENUE BUILD UP

Customer Traction

- 13 to 534 customers LTM
- Implemented partner/reseller

Avg MRR per Customer

- €1,400
- €500-20,000 spread.
- Aim to €3,000 per customer

2025 Revenues

- €10M total revenue for the period
- €9.5M in end of 2025 MRR run rate





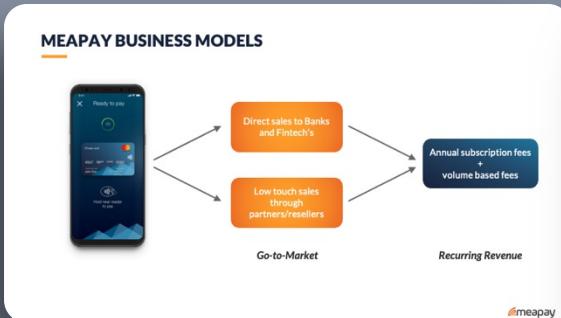
meapay

INVESTOR PRESENTATION

December 2020

Confidential

Meapay is a mobile payment solution for SMEs and independent workers. Our mission is to make it easy for everyone to accept payments. We have developed a mobile app and a software development kit (SDK) that integrates with various payment methods and service providers. Our platform allows users to accept payments via card, QR code, NFC, and bank transfer. We also offer features such as accounting and inventory management, employee compensation management, customer relationship management, and loyalty & gift card solutions.



MEA TOKEN PLATFORM (MTP)

The MEA Token Platform (MTP) is a blockchain-based platform designed to facilitate cross-border payments and tokenization of assets. It provides a secure and efficient way for businesses to manage their digital assets and engage with global markets. MTP offers a range of services, including token creation, liquidity provision, and asset management, all built on a robust blockchain infrastructure.

THE TEAM

Hans Stoov, CEO
20 years experience in the Internet and Fintech business. Prior to joining Meapay, Hans was an executive in Openbank. In his long career he managed the consumer banking division of ING and the mobile banking division of Rabobank. In the last years he started the biggest mobile money operation in Nigeria – OnPay.

Geert Herkens, COO
Long term experience from the IT industry as well as from the Financial industry. Geert has been working at Meapay since the beginning. He joined Meapay after leaving his previous role as Head of Technology at Meawallet. Geert held key tech leadership position in companies such as IBM, Euronet, CB and many others.

Thomas B. Normann, CDO
Digital wallet and digital payments product expert. Founding team member of Payline Payments. Thomas has extensive experience from a wide variety of technology companies, including payment processing, fintech, and e-commerce. Thomas has worked for companies such as PSCF and the payment solutions division of VISA. Thomas has a passion for innovation and the future of payment services. Thomas has been CEO and board positions in several companies during his career.

Jan van Diepen, Executive Chairman
Jan van Diepen has over 20 years of experience from a wide variety of technology companies, including payment processing, fintech, and e-commerce. Jan has held various executive positions in companies such as PSCF and the payment solutions division of VISA. Jan has a passion for innovation and the future of payment services. Jan has been CEO and board positions in several companies during his career.

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meapay

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meapay

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MEAPAY BUSINESS MODELS

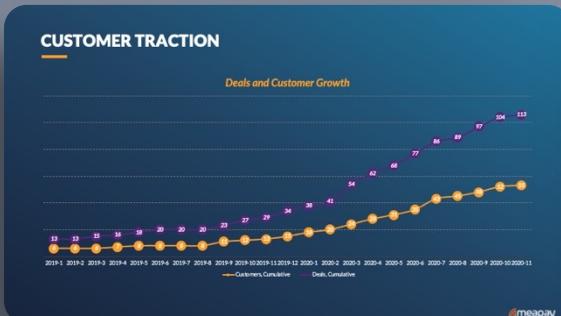
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graph LR
    MT[Go-to-Market] --> MA[MEAPAY APP promoted to merchants]
    MT --> MS[MEAPAY SDK promoted to payment processors and 3rd party APPs]
    MA --> RR[Recurring Revenue]
    MS --> RR
    RR[Recurring Revenue]
  
```

Go-to-Market

Recurring Revenue

meapay



ALL PAYMENT METHODS + SERVICE EXPANSION

SHOP

meapay **SDK**

Accounting & Inventory management
Employee & compensation management
Customer Relationship Management
Loyalty & gift card solutions

meapay



Let's talk on your project!

Contact Me



<https://www.upwork.com/f/hakan>



hakan.gundogdu@gmail.com