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## ABOUT ARETE CAPITAL ASIA

Arete Capital Asia is a boutique financial advisory firm based in Hong Kong. Our two Directors have an average of 25+ years each in the financial markets.

We dig deep and push boundaries to uncover compelling risk/reward opportunities for our clients.

## ABOUT SYMPHONY:

Symphony Communications Services ("Symphony") is a secure cloud communication service replaces multiple sources of unsecured, low security digital comms used by large corporations and SMEs.

This is done by a provision of a user interface that is convenient to use and has top level security built in from the ground up. The platform features communications, content and enterprise level customization and surveillance.

This makes Symphony platform not simply an alternative to any single messaging app, it is a solution to ALL the various low security, low functionality email and messaging apps combined.

Investor backing includes a consortium of big cap tech & financials. Other industries expressing interest Health Care/Pharma, Governments, Education.

A few of the c. 20 large companies that have invested in Symphony: Google, GS, UBS, CS, JPM, HSBC, Morgan Stanley, Black Rock.

Over 230,000 users as Symphony seeks the benefits of "network effects". C. 100 employees with offices in Palo Alto, New York, London and Hong Kong, Singapore, Stockholm.

## SYMPHONY ADVANTAGES

### Workflow Platform

- Content
- Community
- Communications

Free for end users, cost for Enterprise

Problem: digital communication has grown much more quickly than security. Email is ubiquitous but is very weak security wise.

Security built into the heart of Symphony. Security should not compromise Convenience.

Protection at Motion (when sending), Protection at Rest (when stored)

### CEO DAVID GURLE AND SYMPHONY

- David Gurle joined Microsoft in 1999.
- David was also the GM and VP of Skype's Business Unit
- He was appointed CEO by Symphony in 2014.

### SYMPHONY PREVIOUS FUNDING ROUNDS

- 3 funding rounds USD 229 million in total investments.
- I. In its Private Equity round dated October 2014, 16 firms invested a total of \$66 million into Symphony. Wells Fargo, Morgan Stanley, JP Morgan Investment, Deutsche bank, Credit Suisse, Citibank
- II. In October 2015, A series funding by Symphony raised \$100 million from investors UBS, Societe Generale, Merus Capital, Google, Citigroup, Bank of America
- III. May 2017, Symphony again raised \$63 million in funding from investors spearheaded by BNP Paribas. Recurring investors included Google, UBS, Societe Generale, JP Morgan, Goldman Sachs, Deutsche Bank.

## SYMPHONY PRODUCTS PORTFOLIO MANAGERS

### ONE PLATFORM

- Extend the benefits of secure, real-time communications to partners and customers while maintain regulatory compliance.

### SALES AND TRADING

#### SECURITY

- Protect communication with end-to-end encryption and customer-controlled security keys to ensure the safety of your data.

#### COMPLIANCE

- Maintain organizational compliance with information barriers, room monitoring, disclaimers, expression filters, and content exports to your archiving and retention systems.

#### GLOBAL AVAILABILITY

- Access documents and conversations from your laptop, phone, or tablet, providing world-class scalability and global availability with the same state-of-the-art security in place.

#### TRUSTED COMMUNITIES

- Extend the benefits of secure, real-time communication to partners and customers while maintaining regulatory compliance.

#### ANALYSTS

#### OPTIMIZED WORKFLOW

- Easily find group and one-on-one conversations by customizing your workflow. Group deal or coverage content any way you choose

#### COMMUNITY

- Connect with your entire organization using social collaboration tools that track posts, followers, and @mentions.

#### RISKS

Incumbents improve offering to try and neutralize advantages of Symphony  
Challenge to build out enough users, and therefore not achieve benefits of "Network Effects"

#### HELPFUL LINKS

Symphony website  
[www.symphony.com](http://www.symphony.com)

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