

**Lado Gurgenzidze**

+995 599 477 272

+44 7747 756 681

lg@libertysecurities.ge

S lado.gurgenzidze.2008

l lado.gurgenzidze@gmail.com

Electronic Money, Wallets & PaymentsInvestments made in May 2013 & June 2014; **partial exit in December 2016**Majority Investment made in June 2011; **regular dividend flow**Majority Investment made in June 2011; **full exit in September 2016****Cryptocurrencies & Blockchain***

Investment made in December 2012



Investment made in May 2015



Investment made in January 2017

Alternative Scoring & Credit Lead Generation

Investment made in December 2015

Marketplace Lending & Funding Platforms

Investment made in May 2016



Investments made in June 2013 and April 2016



Investments made in May 2015 and October 2016

Savings & Wealth

Investments made in April 2013 & May 2014; Advisory Board member



Investment made in June 2016; Special Advisor

Other*

Investment made in October 2016

* Investments made via FundersClub

**XIRR

Key FactsInvesting in early-stage fintech startups for **5 years**Exclusive focus on fintech for the past **3 years****50+** opportunities screened**17** fintech investments madeTypically invest in **seed** rounds and follow up in **A** and **B** rounds**1** full exit with **96%** annualised return** (**2608%** cumulative return)**1** partial exit with **117%** annualised return** (**393%** cumulative return)Three **flagship investments** made, Lado Gurgenzidze's involvement in two of which (TransferWise and Raisin) was solicited by the founders

Investment	Participation (Date & Round)	Estimated Cumulative Return (US\$)	Estimated Unrealised Annualised Return** (US\$)	Transactional Validation
coinbase	December 2012 Convertible/Series A	2016%	110%	US\$75 mln Series C (January 2015) led by Draper Fisher Jurvetson
TransferWise	May 2013 Series A June 2014 Series B	3370%	156%	US\$26 mln Series D (May 2016) led by Baillie Gifford
raisin.	April 2013 Series A1 May 2014 Series A2	690%	85%	€ 30 mln Series C (January 2017) led by Thrive Capital Partners



Founded the first incubator and venture capital firm in Georgia (2012)

Local investments made in several key areas: digital wallets & payments, managed P2P lending, local deals & discounts and VoIP communications

Majority stakes in and active management of acquired businesses

Aggregate amount invested (2011-2016) € 1.3 mln, recouped fully by cumulative dividends received

2015 consolidated revenue of the majority-owned companies € 11.2 mln (+55% y-o-y)

In the harvesting mode since 2014

Two cash exits made within three and five years, with gross exit proceeds of 6.4x and 19.0x (26.1x the amount invested including dividends received)

Background (relevant highlights; see www.linkedin.com/in/ladogurgenzidze)

Focused on the fintech sector in 2001-2004 as an investment banker

2003-2004 Head of Europe at Putnam Lovell (now part of Jefferies & Company, Inc.)

2001-2003 Head of Technology Corporate Finance at ABN AMRO Bank

Key clients at the time included Reuters (now Thomson Reuters), Radianz (now BT Radianz), SWIFT, Finantix and others

2004-2007 Built Bank of Georgia, a leading universal bank in Georgia with highly advanced retail service and delivery channels

2009-2016 Built Liberty Bank, one of the most technologically advanced mass-market retail banks in the frontier markets

2009-2015 & 2014-2016 Hands-on involvement as Chairman in the modernisation of two African banks/lenders – Bank of Kigali and Bayport Management Limited