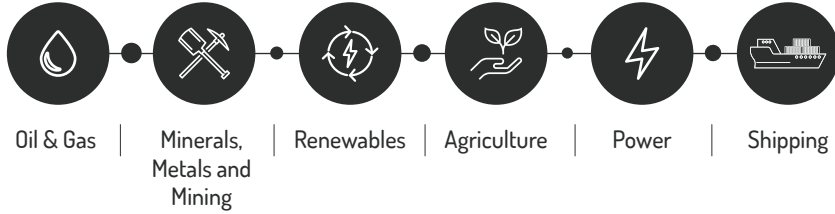


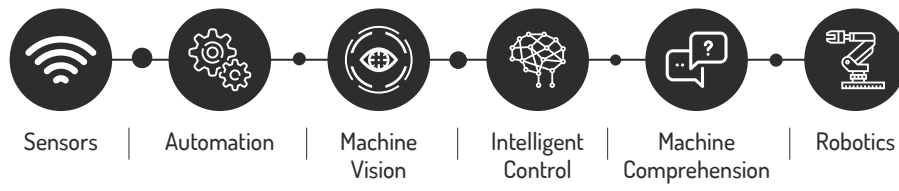
# Introducing AIP

Welcome to AIP. AIP is an international service, advisory and investment firm based in Central London. We provide a competitive range of investment, technical and commercial services to international investment firms, industry, R&D and professional services groups from across the Commodities and Artificial Intelligence sectors.

## COMMODITIES coverage



## ARTIFICIAL INTELLIGENCE coverage



**“An outstanding team with a vast array of investment, commercial and technical experience...”**

Sir Mark Moody-Stuart, Former Chairman, Royal Dutch Shell and Non-Executive Director, Saudi Aramco



**“An exceptional international network of industry, financial and strategic investors and partners from across the AI, intelligent systems, technology, energy and commodities sectors. AIP and their Partner Antony Sommerfeld come highly recommended.”**

Dr. van Lierop, CEO and Founder, Chrysalix Venture Capital



# Cross-Sector Services



## Capital Introduction

Providing capital introduction services to firms globally, supported by our extensive access to international investors across the private and public markets.



## Deal Origination

Sourcing new investment opportunities for our clients from both the public and private markets through AIP's specialist opportunity origination network.



## Business Development

Creating and augmenting our client's business development funnel through access to our international network of businesses and investors.



## Incubation and Acceleration

Establishing, structuring, staffing and introducing capital to a broad range of AIP custom built businesses and investment platforms.



## Deal Screening

Helping our client's to select and manage investments and personnel through carefully considered sector-focused due diligence and expert advice.



## Human Capital

Providing international junior through to executive level recruitment services on a permanent, consultancy and real-time basis through DRS-Commodities and DRS-Human Capital which are jointly owned by AIP.



## Investment

Investing both as principals and co-investing alongside a consortium of investment partners.



## Consultancy

Providing high profile executives, consultants and consultancy teams into industry, finance, investment and professional services firms.



## Research and Business support

Providing on-call research and a business concierge service. This has previously included Equity Research, Asset Modelling, Web Application Development, Video Production and IR assistance.



“Antony [AIP Partner] maintains an extensive network of international investment relationships with the world's leading public and private investment groups. His reach extends deep into the family office, endowment/foundation and ultra-private office universe which investment banks have traditionally found difficult to access...”

Richard Redmayne, Former Chairman, Cantor Fitzgerald



# AIP's differentiators



## Our Access

- ✓ An unparalleled, proprietary investor relationship database of over 40,000 investment companies and 180,000+ contacts, across 155 countries with US\$80 Trillion+ AUM.
- ✓ Investors ranging from family offices, sovereigns, investment banks and high net worth individuals through to private equity funds, endowments, foundations and many more.
- ✓ The AIP private online deal room used by the world's leading strategic and financial investors for access to the latest deal flow in Commodities and AI.
- ✓ The proprietary AIP Commodities database of 300,000+ professionals.
- ✓ The proprietary AIP AI database of 50,000+ professionals and growing.



## Our Team

- ✓ Top tier professionals from industry, finance, investment, professional services and consulting backgrounds.
- ✓ An international network of Executives, Senior Advisors and on-call consultants.



## Our Approach

- ✓ A fully customised approach for each client: Need to raise capital AND screen deals? Need to create a company AND hire a CEO? Need to build new business AND originate new transactions? AIP can help you.
- ✓ We are entrepreneurial. We move fast. We help you capture the opportunity.



## Our Research

- ✓ A unique market intelligence service customised to focus on your industry, sector, key players and top performers.
- ✓ An on-call team of highly qualified university research professionals consulting into AIP on a variety of large (week-months) to micro (days-hours) research projects for our clients.



# AIP in Commodities

AIP is an active player in the global commodities sector. We specialise in assisting clients who range from start-ups through to multinationals in accessing sector investors, deal flow, and new business opportunities, in addition to helping to screen transactions, create and accelerate new companies and funds, and accessing the top professionals in the Commodities sector. Our services are underpinned by best in class market research and market intelligence capabilities delivered by a highly capable team of hard and soft Commodities professionals.



## AIP's coverage:



Oil & Gas



LNG



Minerals, Metals  
and Mining



Agriculture



Renewables



Power



Shipping



Chemicals &  
Plastics



Carbon

## Example AIP activity:

### Energy Private Equity

Introducing over **US\$250m** to a maiden oil & gas private fund.

### E&P Corporates

Introducing **US\$100m** to an energy company targeting the Permian Basin, USA.

### Mining Debt

Leading a **US\$50m** mining debt finance capital introduction campaign.

### E&P Farm-out

Leading farm out marketing for European and South American energy companies.

### Investor Research

Developing a major Family Office investor database through market mapping (Global, **4000+**).

### Business Development

Introducing a major consultancy, information company, and oilfield services group to prospective new corporate and financial clients outside their typical client ecosystem.

### Deal Origination

Identifying, contacting and delivering Clean Tech, Mining and E&P opportunities for established private equity firms, family offices and sovereign funds.

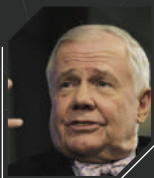
### Incubation and Acceleration

Leading the set-up, team build and capital introduction process for two E&P companies active in the Middle East.



"AIP have a world-class team with a demonstrable track record in origination, appraisal and principal investment."

Ifty Nasir, Former CEO E&P, Essar Energy; CEO, VESTD



"If the world economy gets better, commodities are very good place to be in... even if the world economy does not improve, commodities are still a fabulous place to be."

Jim Rogers, Chairman of Rogers Holdings and Co-founder of the Quantum Fund

# AIP in Artificial Intelligence

Just as electricity transformed the way industries functioned in the past century, artificial intelligence has the power to substantially change human society over the next 100 years and beyond. The management consultancy McKinsey, believes that US\$20+ trillion of value will be created by AI and Robotics by 2025, generated through the automation of knowledge work, the Internet of Things, advanced robotics, autonomous and near-autonomous vehicles, and 3D printing. AIP was an early mover in AI and developed our suite of services to help our clients capture this once in a generation opportunity.



"If you don't have an AI strategy, you are going to die in the world that's coming."

**Devin Wenig**  
CEO, eBay



"AI is one of the most important things humanity is working on. It's more profound than electricity or fire."

**Sundar Pichai**  
CEO, Google



## AI technologies covered

- Deep Learning
- Reinforcement Learning
- Machine Comprehension
- Machine Reasoning
- Machine Vision
- Machine Interaction
- Composition of Learning Systems
- Intelligent Control
- Natural Language Processing
- Sensors / Automation
- Robotics

## AI and our Sector Focus

- Energy & Natural Resources
- Fintech
- Healthcare & Pharmacology
- Defence
- Materials Science
- Aerospace
- Robotics
- Space Exploration
- Transportation
- Agriculture

## Example AIP activity:

### VC Capital Introduction

Introducing **US\$500m+** of AI-focused investors to a North American VC fund.

### Corporates

Introducing VC, PE and HNWI investors to AI-focused healthcare, pharma, and materials science companies.

### R&D platform

Creating a major **US\$150m+** AI R&D platform.

### Research

Mapping all AI-focused strategic, financial and R&D investors globally and their key decision makers.

### Deal origination

Delivering private and public AI opportunities to investors across the natural resources, healthcare, and fintech sectors.

### Incubation and Acceleration

Developing a brand-new AI oil & gas business, securing an AI data training deal, and leading the AI-focused investor introduction.