



Molten

Portfolio Development

The Why, the How and the What – Andrea Kerwat



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Supporting our Founders throughout the entire investment lifecycle leads to better outcomes and strengthens our ties to the ecosystem

Driving Outcomes

Accelerate the impact of the funding round and maximise available execution time within runway

Optimise exit outcomes through multi-year structured approach

Deepening Networks

Being the first port of call for exited Founders launching their new ventures

Enhance deal flow capabilities through our Founders' networks

The How

Centralising the firms' networks

Productise and cross-pollinate best practices

The What

Talent acquisition and People Operations

Sales and Customer Success

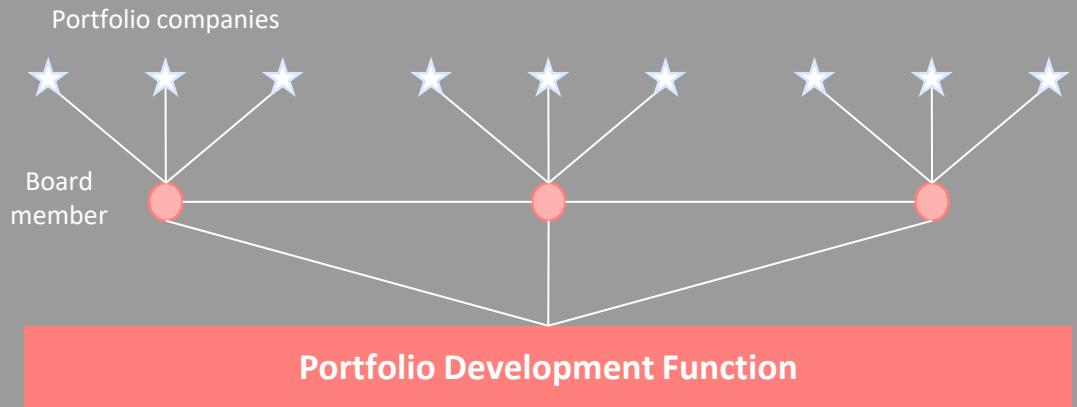
Finance and Operations

Marketing and PR

Exit Preparedness

Board Effectiveness and ESG

Operating model



Executive Talent Acquisition

Talent needs and organisational structure

Search strategy and materials

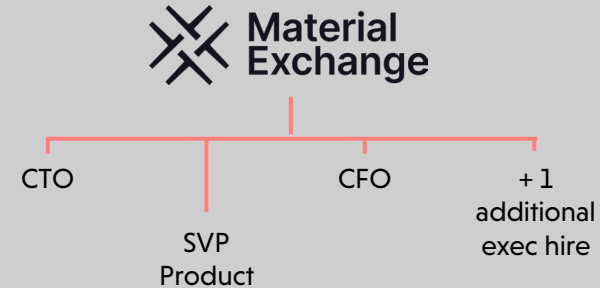
Facilitating access to top-tier talent

Talent acquisition operational excellence

Navigating the executive search landscape

Case Study: Material Exchange

Searches we supported Material Exchange on



- Activities performed:
- Scoping roles and org structures
 - Search strategy definition
 - Talent and Exec Head-hunter introductions and evaluation
 - Candidate introduction and interviews
 - Troubleshoot to help close candidates



"Hiring the right people is often difficult and time consuming. Having Molten on hand to support us during different stages of our growth is reassuring. Molten continues to help us find and attract top talent."

- Darren Glenister
CEO and Founder of Material Exchange

Go-to-market Acceleration

Sales Operations and GTM Best Practices

Ideal Customer Profile (ICP) Strategy

Strategic Customer Introductions

PR and Brand Support

Case Study: Annual Corporate Innovation Summit



Panel about AI Partnerships



Matchmaking



Post-Event Networking



Sharing Insights from our Investments

Selection of Corporates In attendance



Go-to-market Acceleration

Sales Operations and GTM Best Practices

Ideal Customer Profile (ICP) Strategy

Strategic Customer Introductions

PR and Brand Support

Case Study: Unilever showcase

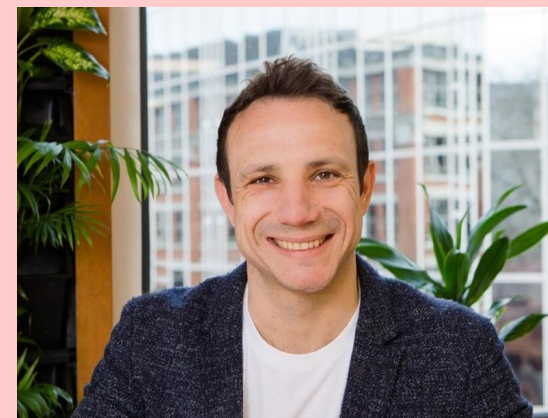
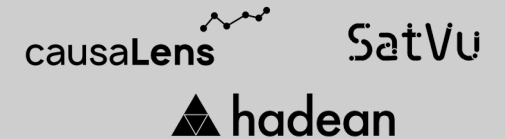


Portfolio Company presentation to Unilever's leadership team

Selection of Executives in the Room

- Global CTO
- Global CIO and CISO
- Head of Vendor Management
- VP Consumer Tech
- VP Data
- CTIO for a business unit
- + 12 other execs

Portfolio Companies Brought to Pitch



"Molten helped us tap into C-Suite execs at Fortune 100 accounts - significantly accelerating our sales cycles"

-Darko Matovski
Founder and CEO of
CausaLens

Board and Operational Effectiveness

KPI alignment

Converting funding plans to operational plans

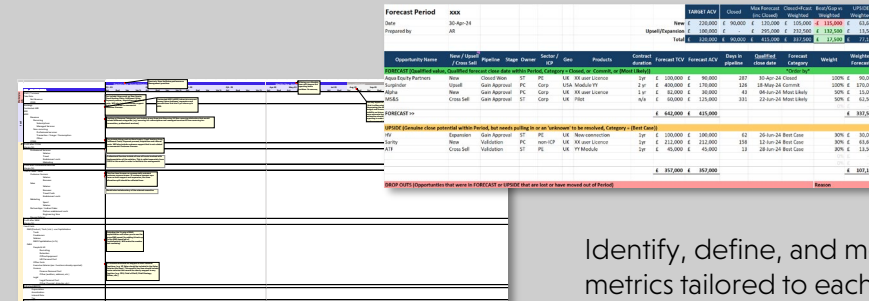
Board composition

Board effectiveness and Reporting

ESG

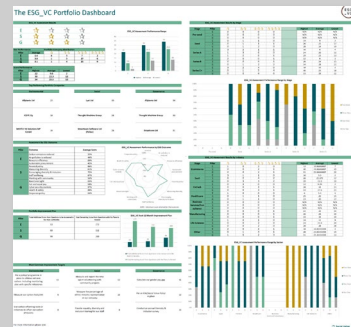
Case Study: Board and ESG initiatives

Defining and tracking key milestones



Identify, define, and monitor the right metrics tailored to each business for sustained progress.

Bolstering Board effectiveness and ESG



Measuring and reducing your emissions from use of data centres

Scope 3, Category 8 – Upstream Leased Assets
OR Category 1 – Purchased Electricity

1.5
Embedding climate risk into Form3

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By monitoring and reporting ESG metrics across the portfolio, we are also able to provide feedback to our portfolio companies through an aggregated benchmarking exercise of ESG performance against peers of a similar size and sector.

Exit preparedness

Buyer Mapping

Equity Story Definition

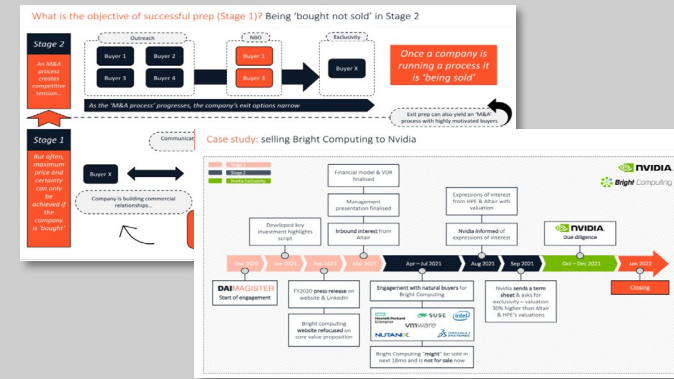
Corporate Communication Plan

Corp Dev and Banker Introductions

Internal Transaction Team in support

Case Study: Coaching our Portfolio Companies to exit

Coaching companies through "Phase 1" of Exit Prep.



In essence, all the steps that need to be performed **before** a buyer even expresses interest.

Portfolio Companies coached to exit over the past year



10+ companies coached in exit preparedness over the past year

We foster community and design playbooks to help scale the support we provide

Founder Community

- Curated events inviting our Founder network to share best practices
- Workshops and conversations focusing on relevant and turn-key challenges
- Bringing our eco-system and portfolio network together to unlock new opportunities



NYC Portfolio Day
Capital Markets Day



Functional Peer Groups

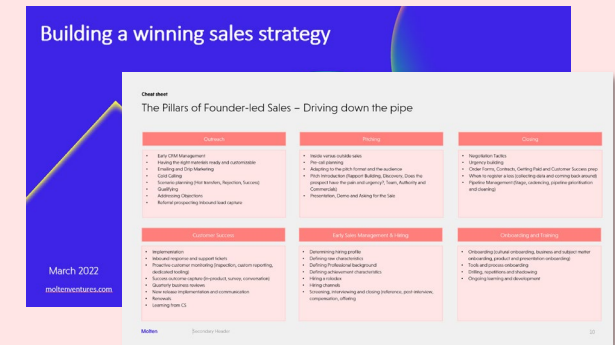
- Powerful sharing of function-specific insights
- Active engagement via recurring events and dedicated communication channels
- Opportunities to secure mentorships and grow as a leader
- Communities of CFOs, VP Sales, Chief Product Officers, Chief People Officers, GCs and more



Functional peer groups – CFO and Chief People Officers dinners

Turn Best Practices into products

- Knowledge bases and market monitoring (e.g. banking facilities, debt, option schemes, comp plan design, FP&A, metrics, operational benchmarks)
- Productised expert network to tap into to solve key operational challenges



Best Practice Playbooks and Benchmarks

We measure success via our engagement level, the depth of our network and the outcome we deliver for our Founders

Our work over the past year

3 0 0 +	Portfolio support tickets completed
5 0 +	Companies supported
2 5 +	Executive talent searches supported
7 5 +	Talent Introductions
1 5 0 +	Customer and GTM Introductions
1 2 +	Portfolio Companies Onboarding

Our network in numbers

1 2 5 +	Corporates (e.g. potential customers)
2 0 0 +	Portfolio Operators we work with
1 0 0 +	Vetted Advisors across functional areas
5 0 +	Vetted Executive Headhunting firms
1 2 5 +	Vetted Executive Head-hunters
1 0 0 +	Vetted M&A Advisors
7 5 +	Vetted service providers

Make more possible
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The background is a solid salmon color. It features two large, overlapping geometric shapes. The first is a light blue shape with a white outline, consisting of a large triangle pointing downwards and a trapezoid extending from its base to the right. The second is a dark blue shape with a white outline, consisting of a large semi-circle on the left side and a trapezoid extending from its base to the right, overlapping with the light blue shape.

Thank you

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