



maria fierro <maria.fierro.massana@gmail.com>

Catch-up + opportunity

Antony Baker <ab@claret-capital.com>

Tue, Jul 11, 2023 at 2:49 PM

To: maria fierro <maria.fierro.massana@gmail.com>

Maria – it is great to hear from you! I hope all is well! Our loan matured in Housfy in May – amazing to see the progress since we have been involved.

Good to hear about the role, congrats! Alfred Smart sounds really interesting, but a little early for us at the moment. Thank you for thinking of us, greatly appreciated. In terms of our thesis:

- High growth tech/tech enabled/life sciences businesses across Europe
- Minimum of €4m-€5m in revenues (note we sometimes will go earlier)
- Good unit economics
- Low levels of debt relative to the size of the business

Please let me know if you have any questions!

All the best Maria!
Antony

From: maria fierro <maria.fierro.massana@gmail.com>

Sent: 10 July 2023 11:06

To: Antony Baker <ab@claret-capital.com>

Subject: Catch-up + opportunity

Hi Antony,

I trust you are doing well. It would be good to catch-up this or next week, if you have a slot

I am fully recovered since a couple of months ago and I have recently registered a Part-time CFO company together with two more partners supporting PEs, VCs and BAs to accompany their portfolio companies along with Finance and Business follow-up / advisory services on their behalf.

On the other hand I am Advising a Venture Builder with 25 companies on their portfolio. 6 of them are in Series A or Pre-Series A.

Regarding the first, I have a company in my portfolio that could potentially be a target for Claret. This Company is **Alfred Smart** <https://alfredsmart.com/en/> a PropTech based in Barcelona focused on Smart Building that provides energy efficiency solutions through IoT, sensing, PM and space digitalization. Their platform is hardware agnostic (except for

their Gateway) and YE23 is expected to close with around € 4-5M turnover and 5k assets under management (active gateways)

They are currently focused on BTR (The space with the highest growth market across Europe. In prior round Grupo Amper (Industrial Partner) got in with a 25% stake and they are now seeking to complement their cap table with a VC to give velocity to their growth. That is a 8M€ round focused on development of new specs (R&D) and with a special push on client, both for acquisition and Account maintenance and upselling (S&M), in the meantime a push from a VD to get to the round closing would be helpfull for them

See deck attached FYI and happy to share further details on our catch-up call if you see some fit here, otherwise, it would be good to recall your thesis to make sure I share the right companies to you going forward

Best

/M