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# Information Memorandum I BMMI Venture

## AI-Driven Board Meeting Minutes Intelligence Platform



This information memorandum has been submitted to **Global Business Owners, S.L.** on the 24<sup>th</sup> day of April 2026

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# BMMI – Board Meeting Minutes Intelligence

AI-powered board meeting preparation and minutes generation for better governance

**Value Creation – Alternative and P30 Xhuman Labs have joined forces to launch BMMI platform**



## FOUNDERS



**Christophe Schwoertzig**  
Director Value Creation - Alternative



**Magnus Jern**  
CEO P30-Xhuman Labs

**AI-powered  
board meeting  
preparation  
and minutes  
generation for  
better  
governance**

A venture combining commercial access, AI product expertise, and governance-focused execution

# The problem

Board meetings are still underprepared, manual, and risky

## Board meeting preparation and minutes remain manual, fragmented, and costly for governance-sensitive organisations

### The Pain

- ❖ Board meetings are **underprepared**
- ❖ Minutes are still manual and **inconsistent**
- ❖ Decisions get **delayed** or made on **incomplete information**
- ❖ follow-up actions are **weakly tracked**
- ❖ governance and compliance **risk increases**

### Who Feels the Pain

- ✓ **VC/PE** firms and their portfolio companies
- ✓ **Fiduciary** / Corporate service firms
- ✓ **Regulated** companies

### Market Metrics Overview

- **10 hours** average writing time per minutes
- Secretarial firms charge **\$100-\$250** per set of minutes
- **\$600 to \$1 600 annual retainer** SME compliant packages (outsources services)
- **\$3 500 subscription fee** for 4 quarterly meetings charged by high-end law firms
- **\$50 - \$200 per month** to use board portals (50% time saving)
- **\$1 000** per meeting hidden cost in lost billable time when writing is done in-house (SMEs)

Real, expensive workflow problem with governance consequences

# The solution

BMMI turns board meeting complexity into structured governance outputs

**BMMI transforms board meeting preparation, documentation, and follow-up into a structured AI-powered workflow**



- |                          |                            |                          |                            |                        |
|--------------------------|----------------------------|--------------------------|----------------------------|------------------------|
| ✓ Board Updates          | ✓ Historical Board Minutes | ✓ Proprietary Financials | ✓ Secure Recording         | ✓ Compliance Review    |
| ✓ Predefined Tasks       | ✓ New Projects Analysis    | ✓ Secure Environment     | ✓ Board Minutes Generation | ✓ Human in the Loop    |
| ✓ Customisable AI Agents | ✓ Compliance               | ✓ Board Insights         | ✓ Action Points            | ✓ Downloadable Reports |

**BMMI automates the full board meeting documentation workflow, not just note-taking**

## Why now

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**AI maturity and rising governance expectations create the right moment for a purpose-built board workflow platform**

- ❖ **AI quality is now good enough for document-heavy workflows**
- ❖ **Governance expectations are rising**
- ❖ **Regulators are increasing pressure in banking, payments, fintech, etc.**
- ❖ **Organisations want focused AI tools, not generic assistants**

Technology readiness and compliance pressure are converging

# Product differentiation / Why BMMI wins

Built for governance, not generic transcription

## BMMI creates a new category between generic AI note-takers and traditional board tools

Capability	Generic AI Tool	Traditional Board Tools	BMMI
Board meeting prep	Limited	Partial / manual	Yes
Minutes generation	Basic summaries	Manual drafting	<b>Structured, AI-assisted</b>
Decision extraction	Limited	Manual	Yes
Action tracking	Basic	Manual / fragmented	Yes
Uses prior board knowledge	No / weak	Static archives	Yes
Uses support docs	Limited	Manual review	Yes
Compliance review	Limited	Manual	Yes
Security	Source of concern	Confidentiality agreement	<b>AWS Bedrock or air-gapped</b>

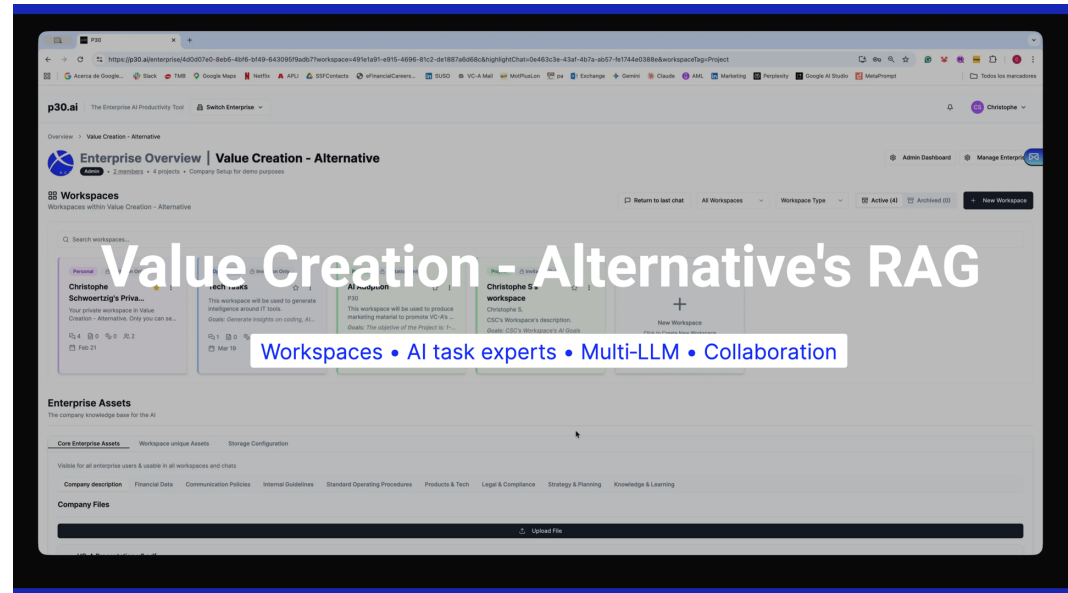
Purpose-built for formal board environments, BMMI is an AI-native governance workflow platform

# Product differentiation / Why BMMI wins

BMMI is based on RAG P30

**Built on RAG P30, BMMI combines trusted AI infrastructure, board context, and secure enterprise delivery**

- ✓ **Smart Context Integration**  
Upload previous minutes, agendas, and presentations so P30 can align outputs with board history and corporate voice.
- ✓ **Audio-to-Minutes Transformation**  
Turn recordings or transcripts into structured minutes, speaker summaries, decisions, and action items.
- ✓ **Enterprise-Grade Security**  
Segregated, encrypted environments designed for confidentiality-sensitive board workflows.  
Air-gapped infrastructure available on-demand.
- ✓ **Multi-LLM Accuracy**  
Cross-verification across Claude, Gemini, OpenAI or other LLMs to improve reliability and output quality.



- **Up to 80% time saved**
- **Compliance-ready with AWS Bedrock**
- **Zero technical training required**

P30 provides enterprise-grade building blocks that accelerate secure product delivery

# Market focus

Starting with high-value, governance-sensitive customer segments

**BMMI starts with high-trust customer segments where governance pain is acute and willingness to pay is high**

## Primary target segments

- ❖ **VC / PE firms & Family Offices**  
Need structured board visibility across portfolio companies and recurring governance workflows
- ❖ **Portfolio companies**  
Require better board preparation, formal minutes, and more reliable decision tracking
- ❖ **Fiduciary, legal & corporate service firms**  
Manage board administration for multiple clients and can deploy BMMI across accounts
- ❖ **Regulated organisations**  
Banking, payments, fintech, and other supervised sectors where compliance, traceability, and confidentiality are critical

## Why these segments first

- ❖ **High pain, clear ROI**  
Manual board prep and minutes create delays, risk, and inefficiency
- ❖ **High willingness to pay**  
Governance-sensitive buyers value reliability, auditability, and security
- ❖ **Strong expansion potential**  
One client can lead to multiple boards, entities, and portfolio-wide deployments

Focused on customers where board governance is business-critical

# Business model

Recurring B2B SaaS revenue with premium upside from multi-entity and secure deployments

**BMMI is designed as a recurring SaaS business with premium upside from secure and multi-entity deployments**

## Core revenue model

### Annual SaaS subscriptions

Pricing based on:

- ❖ number of boards / legal entities
- ❖ meeting volume
- ❖ security and compliance requirements
- ❖ hosting environment

## Commercial approach

- **Start with a strategic pilot**
- **Convert pilot into a paid annual contract**
- **Expand within account through:**
  - ❖ additional boards
  - ❖ additional entities
  - ❖ more users / admins
  - ❖ higher security tiers
  - ❖ partner or portfolio-wide rollout

## Target contract structure

**Core ACV:** €12k–€25k

**Enterprise / secure deployments:** €30k+

**Air-gapped deployments:** premium pricing with infrastructure and setup fees

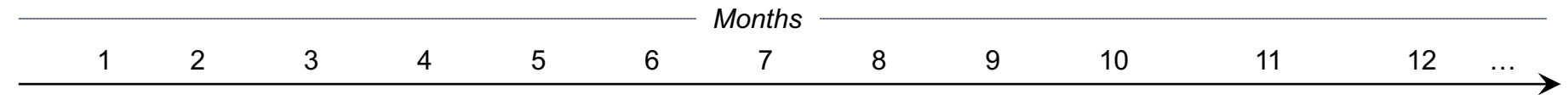
## Additional revenue streams

- ✓ onboarding and implementation
- ✓ premium support
- ✓ private-cloud / air-gapped deployment
- ✓ customization and integrations

# Go-to-market (GTM)

Strategic pilot first; then focused European expansion

The first commercial milestone is a strategic pilot that validates the product, supports SOC 2 Type I readiness, and opens the path to European scale



Strategic Pilot - 0-6 months

Commercial Launch 4 – 8 months

European Expansion 12+ months

**Target:** VC/PE or Family Office

**Goal:** 1 flagship design partner + potential strategic investor

**Outcome:** product refinement, enterprise validation, SOC 2 Type I readiness

**Markets:** Rest of Europe

**Growth:** portfolio deployments, partner channels, multi-entity expansion

**Base:** Malta

**Markets:** Spain, UK, France

**Goal:** convert pilot into paid annual contract and win first reference clients

- **Pilot target:** 1 flagship partner
- **Launch-ready timeline:** 4–6 months
- **ACV:** €12k–€25k
- **Expansion:** portfolio / multi-entity upsell

A flagship pilot partner will serve as the launchpad for commercial scale

# Traction & roadmap

MVP completed, now preparing for commercial launch

With the MVP completed, BMMI now moves from product proof to compliance readiness, pilot conversion, and commercial launch



Beyond idea stage: a clear execution path from MVP to revenue

# Financial outlook

3-year SaaS growth outlook

**A focused beachhead strategy supports a credible path from first pilots to recurring SaaS revenue over three years**

## Revenue forecast (conservative)

Year	Clients	Avg. ACV	ARR
1	6	€12k	€72k
1	24	€15k	€360k
1	60	€18k	€1.08M

Hypothesis:

One client monitors or partakes in [6-10] boards on average

## Use of funds

- **Product hardening**
- **Security/Compliance**
- **GTM**

*“Our initial plan assumes targeted penetration of a focused beachhead segment rather than broad market capture.”*

Revenue growth driven by focused market entry, pilot conversion, and recurring annual contracts

(1) ACV: Annual Contract Value; ARR: Annual Recurring Revenue; GTM: Go-to-Market

# Team & venture structure

A venture combining market access and AI execution

**BMMI brings together complementary founders with the market access and product expertise required to execute**



**Christophe Schwoertzig**  
Co-Founder

- MBA, IESE Business School
- Former consultant at IBM, Accenture and CGEY
- Founder and Director of Value Creation - Alternative
- Extensive experience in M&A, fundraising and consulting

**➔ To leads GTM, partnerships, and fundraising**

Sponsored by:



***BMMI will own the commercial IP rights to use and develop the P30-based solution for the board meeting intelligence use case.***



**Magnus Jern**  
Co-Founder

- BSc in Computer Engineering, Lund University
- Founder/Co-founder of 7+ startups with 4 successful exits
- Founder & CEO of Golden Gekko (acquired by DMI)
- CEO, P30 / Xhuman Labs (AI product development firm)

**➔ To lead product design and technical execution**

Sponsored by:



**BMMI will be incorporated in Malta as a 50/50 joint venture between VC-A and Xhuman Labs<sup>1</sup>**

(1) To benefit from Malta advantageous corporate tax rate for SaaS company and leverage Christophe Schwoertzig's directorship at Fiduscorp

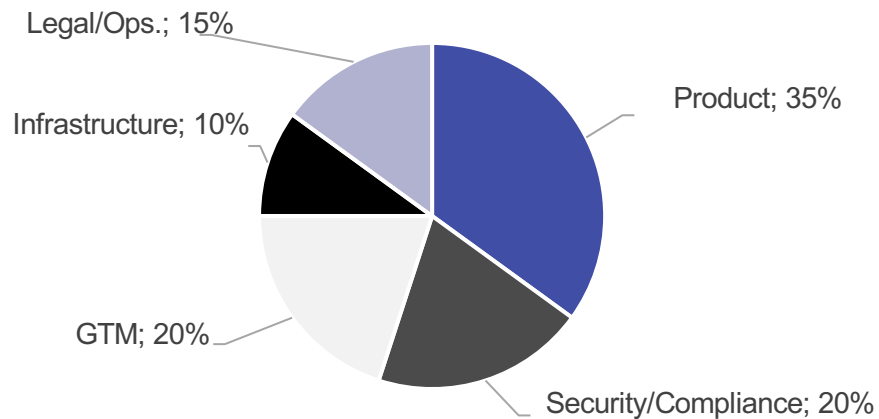
# Funding ask

Raising seed funding to bring BMMI to market

The €300k seed round is designed to convert the MVP into a compliant, revenue-generating SaaS business

Raising  
**€300,000**  
Seed Funding Round

## Funds Allocation



## Use of Funds

- **Product Hardening**  
Harden MVP into production-grade SaaS with enterprise reliability
- **SOC 2 Readiness / Security**  
Achieve Type I certification to unlock enterprise and regulated clients
- **Commercial Launch**  
Create the company in Malta and convert pilot into first paying annual contracts

Our ambition is to become the trusted AI platform for better board governance



## Addenda

- A1. Security & Compliance**
- A2. Pricing Logic**
- A3. Support Material**
- A4. About Value Creation – Alternative**
- A5. About Xhuman Labs**

# A1. Security & compliance

Privacy-first architecture for confidential board workflows and enterprise-ready deployment

**BMMI is build on top of P30 under secured IP rights, which in turn in designed to provide a secure proprietary environment, confidential document handling, AWS/Bedrock / air gapped options and SOC 2 Type 1 ready**

**Zero-persistence frontend:** no sensitive data cached on client side or hosting layer

**Strict data segregation by customer,** with role-based access controls

**Logged access only:** internal access requires explicit, auditable permission

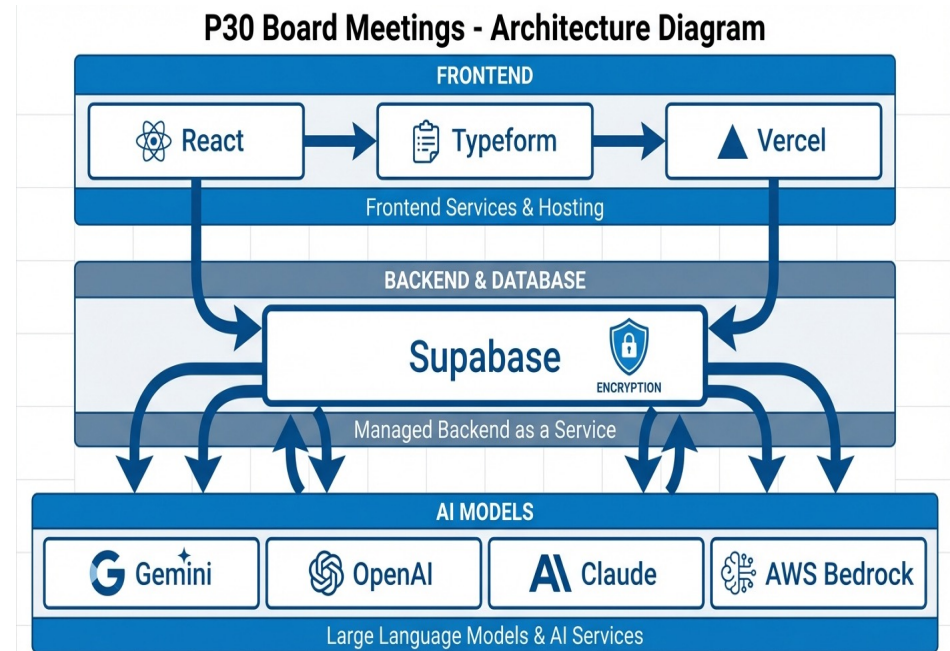
**Encrypted in transit and at rest**

- TLS 1.3 for data in transit
- AES-256 / AES-256-GCM for stored data
- Temporary signed URLs and in-memory workflows
- Secure handling of Word, PDF, Excel, images, CSV, and audio

**AWS Bedrock / air-gapped options**

**Enterprise / high-security** through AWS Bedrock

**SOC 2 readiness**



BMMI is built on a secure, privacy-first architecture designed to handle confidential board materials today and support enterprise compliance requirements as the platform scales.

## A2. Pricing logic

Recurring annual SaaS model aligned with governance complexity, security needs, and account expansion potential

**BMMI's pricing model combines predictable annual SaaS revenue with structured expansion paths across boards, entities, and security tiers.**

### Core pricing approach

#### Recurring annual B2B SaaS model

Priced to reflect the value of:

- ❖ board meeting preparation
- ❖ minutes generation
- ❖ governance workflow automation
- ❖ decision and action tracking

Designed for **predictable recurring revenue** rather than one-off project fees

### Commercial model

#### Start with a pilot

Limited-scope deployment to validate workflow fit, output quality, and user adoption

#### Convert to annual contract

Successful pilots transition into recurring paid subscriptions

#### Expand within the account

Growth comes from adding:

- ❖ more boards
- ❖ more entities
- ❖ more users
- ❖ higher security tiers
- ❖ portfolio-wide or group-wide deployment

### Tiered pricing structure

#### Pricing scales based on the client's governance footprint and operating requirements:

- **Entity count:** More legal entities increase document volume, governance complexity, and expansion potential
- **Board count / usage scope :** Pricing increases with the number of boards and recurring meeting workflows covered
- **Security level:** Standard SaaS, private cloud, and high-security / air-gapped environments command different price points
- **Support and deployment requirements:** Onboarding, configuration, premium support, and secure deployment can be priced separately

## A3. Support material

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### BMMI pitch

<https://share.descript.com/view/yXggFbVspX1>

### Products' video demos

- ❖ **RAG P30**  
<https://www.youtube.com/watch?v=l2kiaT0fRKI>
- ❖ **BMMI**  
<https://www.youtube.com/watch?v=Sw7-JIDc17s&t=17s>

### Relevant websites

- ❖ **Xhuman Labs**  
<https://www.xhumanlabs.com/>
- ❖ **Value Creation – Alternative**  
<https://vc-alternative.com/>  
<https://vc-alternative.com/vca-ecosystem/>  
<https://vc-alternative.com/vc-as-ai-adoption-program/>  
<https://vc-alternative.com/vc-a-partners-with-p30-to-accelerate-ai-innovation/>
- ❖ **Fiduscorp** (for company formation in Malta)  
[www.fiduscorp.com](http://www.fiduscorp.com)
- ❖ **Axion Blue** (for later stages fundraising)  
<https://www.axionblue.eu/>

# A4. About Value Creation - Alternative

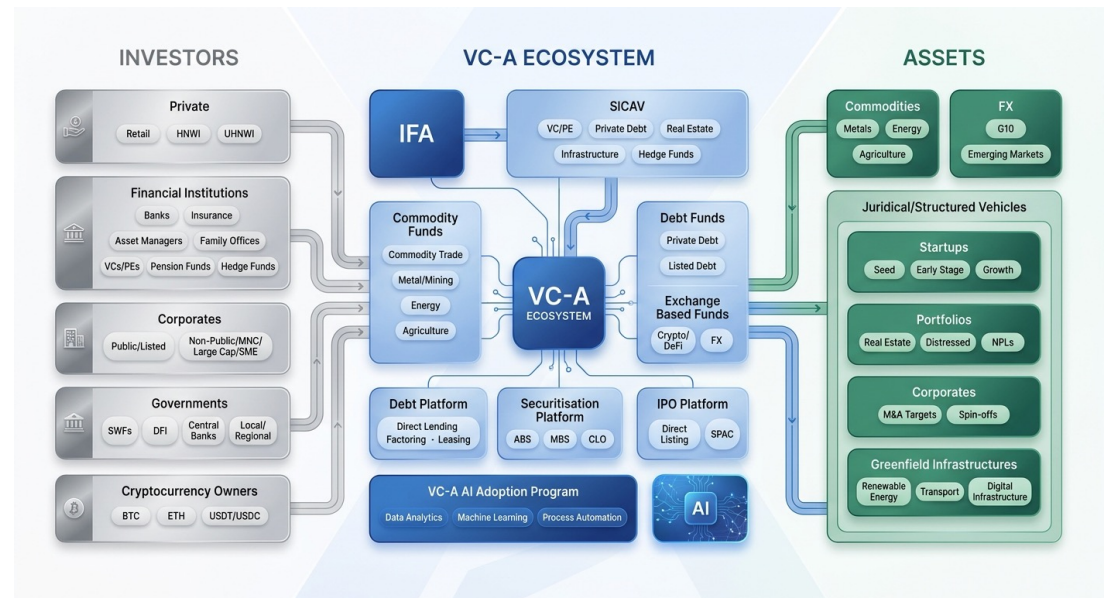
M&A, Fundraising and Strategy Consulting

Value Creation – Alternative (VC-A) operates as an ecosystem of solution providers designed to accompany companies throughout their business development journey — from strategy and fundraising to M&A, structured finance, digital transformation and AI adoption.



At the core of VC-A is a global network of more than **1,200 members**, **35,000+ contacts** and **5,000+ investors**, supported by **VC-A M&A Suite** and extensive market intelligence.

This combination of people, technology and information helps identify the right counterparty, follow the right lead and get the right message across.



BMMI is one the first pilot of VC-A's AI-Adoption Program.

More information online: [vc-alternative.com](http://vc-alternative.com)

# A5. About Xhuman Labs

AI product development partner combining advanced AI architecture, rapid execution, and real-world enterprise delivery

Xhuman Labs is the execution engine behind the product combining AI depth, cross-industry delivery experience, and the technical capability to build a governance-grade SaaS platform.

## What Xhuman Labs brings

- ❖ **AI-native product development** from MVP to enterprise-grade platforms
- ❖ **100+ projects delivered in 2 years** across AI, enterprise software, legal, HR, logistics, hospitality, and governance
- ❖ Expertise spanning **AI research, UX/product design, and robust software engineering**

## Commercial approach

- ❖ **RAG and knowledge-driven AI systems** for document-heavy and context-sensitive workflows
- ❖ **Universal LLM integration** across OpenAI, Anthropic, Gemini, Llama, and other leading models
- ❖ **Multimodal AI** for text, audio, and video analysis
- ❖ **Model optimization** for cost, speed, and performance

## References

- Delivered AI solutions for **board meeting documentation and action tracking**
- Built systems that reduce **manual effort in legal and document review workflows**
- Improved **throughput and compliance consistency** in public tender processes
- Streamlined **screening and hiring workflows** through AI-enabled automation

## Why this matters for BMMI

- ✓ Deep **AI product capability**
- ✓ Proven experience in **governance and document workflows**
- ✓ Faster path from **MVP to production**
- ✓ Strong foundations for **secure and auditable enterprise delivery**



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*Corporate Advisory*

## General Enquiries

[info@vc-alternative.com](mailto:info@vc-alternative.com)