

Dear Investors,

We wanted to give you an update on progress made during Q1 of 2022 over at Kingmakers / Acquirea.

Progress on our 2022 Goals

In case you missed the Q4 2021 Update, which included our annual goals for 2022, we've attached it to this email. For our own accountability we will be including our progress on each of our main goals from that update.

2022 Goal #1

Create new roll-ups, and close \$6mm in EBITDA for our roll-up partners

Q1 2022 Update

Our largest individual investor Ken Lavertu, will be issuing an APA this month for 1.3mm in EBITDA, with an anticipated close of July 1, 2022. He plans on closing a 2nd deal in Q4 as well, and rolling over both of his deals into KM Inc and becoming an active operating partner.

2022 Goal #2

Scale the Search Program side of the business to service 50+ active partners at a time by the end of 2022. This should bring in a run-rate of \$6.5M/yr from fees and commissions, at an 80%+ contribution margin

Q1 2022 Update

We have successfully grown our outbound deal-sourcing teams from 8 to 20 people, and are calling over 4000 new businesses per week.

We have created a version of our Search Program that is cohort based with 8 partners per cohort, named "The Accelerator". You can see [more information on the Accelerator program here](#).

Last week was a record week with 400 potential buyers applying for the Accelerator.

The first cohort launched February 28th, and the 2nd cohort launches in 30 days. We estimate each cohort to represent \$150k in training revenue, \$400k in commission revenue, \$400k in integration/growth revenue, and \$4mm in EBITDA under option. Our goal is to launch 5 cohorts in 2022, along with 20 individual search program partners.

2022 Goal #3

Launch an accredited ACE course for business coaches and accredit 10 coaches

Q1 2022 Update

We have been building out the framework and have started opening it up to partners. You can [learn more information about the ACE program here](#). We plan to accredit 2 people from our team this quarter, and hire and begin training another 2.

2022 Goal #4

Launch a fund for financing acquisitions and deploy \$10M in it as a test tranche

Q1 2022 Update

We have drafted the terms and PPM for the debt fund, and will begin the raise in Q2. We are also having conversations with partners that may be interested in accelerating the raise and closing up to \$50mm worth of deals in its first 12 months.

When this fund is created, all KM inc investors will own a corresponding share of the GP of the fund.

Closing off our equity round

We will be closing off our equity round and opening up the aforementioned acquisition fund over the next 30-60 days. If you're interested in re-upping your investment on the same terms, or learning about the acquisition fund schedule a call with Arpit our head of Investor Relations below:

https://calendly.com/arpit_acquira/30min?month=2022-04

Best regards,
Hayden Miyamoto

Co-founder, Kingmakers Inc