



JayBee Partnership Program

*JayBee: We simplify regulatory processes
to empower our clients to fulfil their vision.*

JAYBEE ON LINKEDIN



**Together we shape
the future.**

If you want to go fast, go
ALONE.

If you want to go far, go
TOGETHER.





PARTNER OFFERING

- ✓ Partner act as **entrepreneurs** and offer their services via JayBee either as **JayBee Partner** or **Consulting Partner**
- ✓ Compensation depends on the **turnover generated** by the partner
- ✓ Partner get **rewarded** for introducing new clients
- ✓ **JayBee Partner** are part of the JayBee team and enjoy full **JayBee backup** incl. infrastructure, soft- & hardware, IT support & IT security, accounting (VAT, invoicing, debt collection), insurance, and admin
- ✓ **JayBee Partner** are entitled to overtake outsourcing mandates
- ✓ **Consulting Partner** enjoy the **JayBee backup** incl. infrastructure, software, IT support & IT security, accounting (VAT, invoicing, debt collection) and admin
- ✓ **JayBee Partner** enjoy social security & retirement fund participation, **Consulting Partner** maintain their own social & retirement framework
- ✓ Partner enjoy the support of a highly advanced **JayBee team**
- ✓ Partner enjoy access to the **JayBee network** (business & software partner, clients)
- ✓ Partner enjoy access to **JayBee documents**, templates, and marketing material





PARTNER REQUIREMENTS

Partner bring along the following qualifications

MUST

- Entrepreneurial mindset and result-oriented focus
- An advanced service offering in relevant areas
- Experienced professional background dedicated to add value for clients
- High quality standards and business conduct, independent working approach

PLUS

- Consulting experience and experience in the financial industry
- Specialist know-how in fintech & crypto environment
- A strong network, sales & marketing skills
- Business development & strategical competences



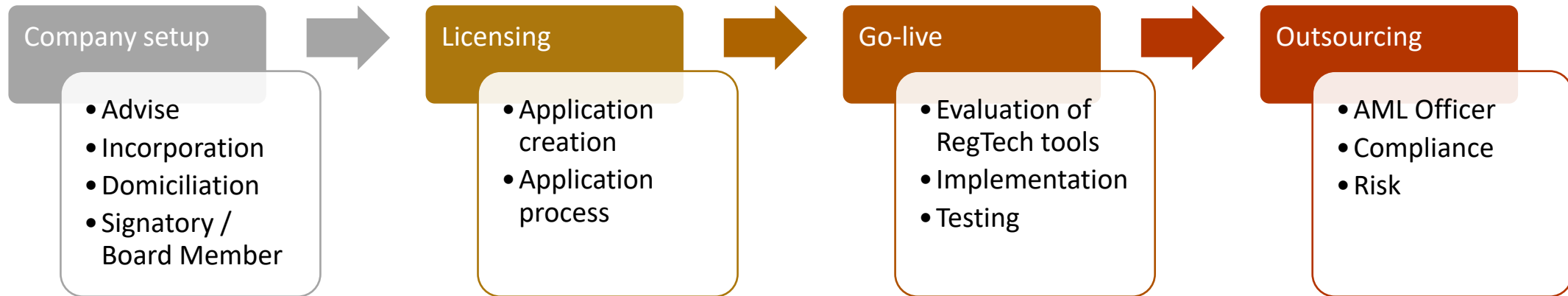


JayBee Key Figures

- JayBee was **founded in 10/2017**, is **domiciled in Zug**, and serviced about **210 clients** (03/2025) so far
- The JayBee includes **eight staff member** (03/2025) and is fully owned & self-financed by its founder **Jürg Baltensperger**
- The customer base includes **banks, fintech licensed** companies, financial intermediaries with **SRO membership**, **educational institutions**, and **software companies**
- About 85% of the JayBee clients are **crypto & fintech** related financial intermediaries
- The client base includes **crypto brands** like Copper, Binance, BitMEX, Bitcoin Suisse and FIAT24 as well as banks such as Sygnum, Julius Bär, Maerki Baumann and LGT Switzerland.
- JayBee covers the whole **lifecycle of its clients** incl. company incorporation, domicile & signatory / board mandates, business case & legal support, licensing support, staff lending & recruiting, and compliance & risk outsourcing
- JayBee holds a **staff lending and recruiting license** and is approved as **FINMA investigator**
- JayBee maintains an **international network** of business & referral as well as ecosystem partners
- JayBee representatives are teaching at various **educational institutions** in Switzerland and abroad
- JayBee was represented at various **events covering speaking slots** such as Blockchance (Hamburg), Crypto Assets Conference (Frankfurt), Cardano Summit (Lausanne), Digital Asset Conferences (Seoul), Payment & RegTech Conference (Zurich, Valletta & Limassol), and the World Economic Forum (Davos)
- JayBee is listed as a **leading service provider** in the Crypto Valley according to the CV VC TOP50 report



Client Life Cycle



JayBee supports clients from the moment of their decision, to build up business in Switzerland until the moment such business is ended, transferred or the role of the AML Officer is insourced.

In order to facilitate their journey, JayBee advises, guides, supports and overtakes responsibility with the goal that clients can fully focus on fulfilling their vision.

Shall there be needs in an area JayBee is not covering, suitable partners will be introduced.

JayBee stands out with a solution-oriented, risk-based approach and its transparent flat fees.

JayBee Partner

FRAMEWORK FOR PARTNER

- Partner join JayBee under a **partner agreement** either as a **JayBee Partner** or a **Consulting Partner** and are listed on the homepage, promoted on LinkedIn and added to marketing material
- The partner gets a **participation of the turnover** effectively generated as compensation:

Partner participation	55%
Consulting Partner add-on	15%
Referral fee for client introduction	15% <i>if client introduced by partner</i>
- Partner enjoy **flexible working times & working location**, and the agreement includes **no fix working pensum**
- JayBee Partner are covered by **social, illness & accident insurance**, Consulting Partner are covering themselves
- Partner are committed to **JayBee quality standards** and follow a **flawless business conduct**
- The partner has access to **JayBee specialists and their knowledge** for performing its work as well as for clients introduced
- Partner share their **knowledge** within JayBee and support the JayBee specialists if needed
- A **non-competition clause** is part of the agreement, and the partner is subject of the **duty of loyalty**
- Consulting Partner can run their own business aside of the engagement with JayBee
- Partner are promoted for overtaking **speaking slots** and **educational engagements**

JayBee may offer at its own discretion partners to purchase **JayBee shares** and become **Equity Partner**

SERVICE OFFERING





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Risk & Compliance	Regulatory & Legal	Company Services
Compliance framework	SRO membership application	Company incorporation (with FIAT or crypto)
Risk framework (risk assessment, ICS, risk policy)	Fintech licensing (FINMA) and portfolio manager setup (AO)	Signatory and/or Board Member mandate
Remediation & compliance process optimisation	DLT trading facility & banking licensing	Domicile offered at JayBee premises in Zug, Switzerland
Cross-border framework & training concept	Token classification, regulatory assessment, legal opinion, SAFT agreement	Company housekeeping
Teaching & training	FINMA non-action letter	



SERVICE OFFERING

Business Development	Outsourcing & go-live	Staff lending & recruiting
Advise on company setup	AML Officer outsourcing	Additional manpower in regulatory, risk & compliance
Business case assessment and creation	Risk and/or Compliance Department outsourcing	Bridging bottlenecks & breaking peaks
License evaluation based on a business case assessment	Go-live support incl. process description	Strengthen teams with qualified experts
Introduction to suitable partners	RegTech tool implementation	Staffing of temporary projects
Relocation to Switzerland		



JAYBEE | YOUR REGULATORY GUIDES

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Disclaimer

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