



Partners <> Intro with OPTe

3 messages

Fri, Nov 14, 2025

To: michael.love@opte.io

Cc: [Redacted]

Hi Michael,

Hope you are doing well ! I am reaching out on behalf of [Redacted] Managing Partner at [Redacted] Capital Partners, copied on this email. As a quick introduction, we are an independent, mid-market investment bank with strong North American coverage of Software Platforms and IT/Managed Service Providers.

Considering your focus on all-inclusive WordPress platform, we see a strong potential for [Redacted] to support any capital formation or M&A objectives of OPTe. Through a established network of institutional capital and strategic buyers/sellers, we have successfully executed a significant number of transactions for organizations in your space. We would love to learn more about OPTe and also share insights into [Redacted] capabilities and track record in more detail !

Would you consider a virtual intro meeting with [Redacted] to explore this further?

We appreciate your time in advance !

[Redacted] | Associate
[Redacted]
[Redacted] Toronto, ON, [Redacted]

Thu, Dec 4, 2025

To: michael.love@opte.io

Cc: [Redacted]

Hi Michael,

I am just following up on my previous email to see if you would consider a virtual intro meeting with [Redacted] to discuss potential capital solutions and/or M&A opportunities for OPTe, and also learn more about our firm. We would appreciate the chance to connect over the next couple of days, at your convenience.

Can you let us know a couple of days and times that work on your end?

Thanks,

[Redacted]
[Redacted]
[Redacted]

Michael from OPTe <michael.love@opte.io>

Sat, Dec 6, 2025

To: [REDACTED]
Cc: [REDACTED] Donald Guiney

[REDACTED]

Thank you for your follow-up over the last week. I apologize for the silence, but we were locked into an exclusive, silent process with the SFO institutional lead.

I am writing this Saturday morning, December 6th, to confirm that the exclusive window for the SFO institutional market to lead OPTe's Series A **closed at 5:00 PM Pacific yesterday.**

The SFO process definitively validated the market's consensus on OPTe's **~\$2 Billion valuation** required to secure a **\$265M Capital mandate plus a secondary purchase.**

However, this process proved that the collective **institutional VC paradigm is fundamentally incapable of matching OPTe's execution velocity and founder resolve.** As demonstrated by my previous decision to pass on the Singapore market, I prioritize execution above all else and will not tolerate indecisive, committee-driven capital.

The institutional VC fundraising channel is now permanently closed.

OPTe is pivoting immediately to capital sources - family offices, solo-GP, and sovereign funds - that are structured for high-velocity, low-paralysis execution. We have already done the work; we now seek a partner who can simply execute.

Given [REDACTED] network and explicit focus on "capital formation objectives," I will review a concrete proposal from you **only if** it is for a partner who can definitively execute a term sheet **from a source outside the established institutional VC structure** and do so with immediate speed and resolve.

I will communicate my final decision and the closing of the SFO process to the participants on Monday.

Kind Regards,

MICHAEL LOVE

FOUNDER CEO

OPTe
Build Beyond Limits



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