



WELCOME TO THE

CTV



SOCIAL  
WELLNESS

6

1

MEDICAL



MINDFULNESS

5



HEALTH

2

FITNESS



NUTRITION

4

3

SLEEP



# MARKET LANDSCAPE & KEY TRENDS



# The remittance industry has evolved in the last 20 years, and we are at another inflection point

**\$153B<sup>1</sup>**  
Total Global Remittance Volume<sup>1</sup>

2008: Global Financial Crisis

**\$494B<sup>1</sup>**

2015: Fallen Oil Prices

2020: Covid-19 Pandemic

**\$809B<sup>2</sup>** (est.)



## Key Innovations

- Proprietary Agent Networks

- Pay With/To card
- Originate Online
- Embedded Remittances (API/White Label)
- 3<sup>rd</sup> Party Networks
- Aggregator Models

- Digital Only Remitters
- UI/UX
- Service Differentiation
- Influence of the Receiver
- Digital Issuance
- Digital Wallets

**2002**

**2012**

**2022+**



(1) Source: World Bank (World Bank Remittance Prices Worldwide database data until 2021E)

(2) Allied Market Research (remittance forecasts 2022E - 2026E), Business Insider, The 2020 McKinsey Global Payments Report, World Economic Forum.

# Banked populations are growing in the top remittance markets, fueling the shift to **digital payments**<sup>1</sup>

Top remittance corridors<sup>1</sup> - banked population % 2011 v. 2021<sup>2</sup>





**WISSA**

**2005**



**Money Movement and Visa Direct**

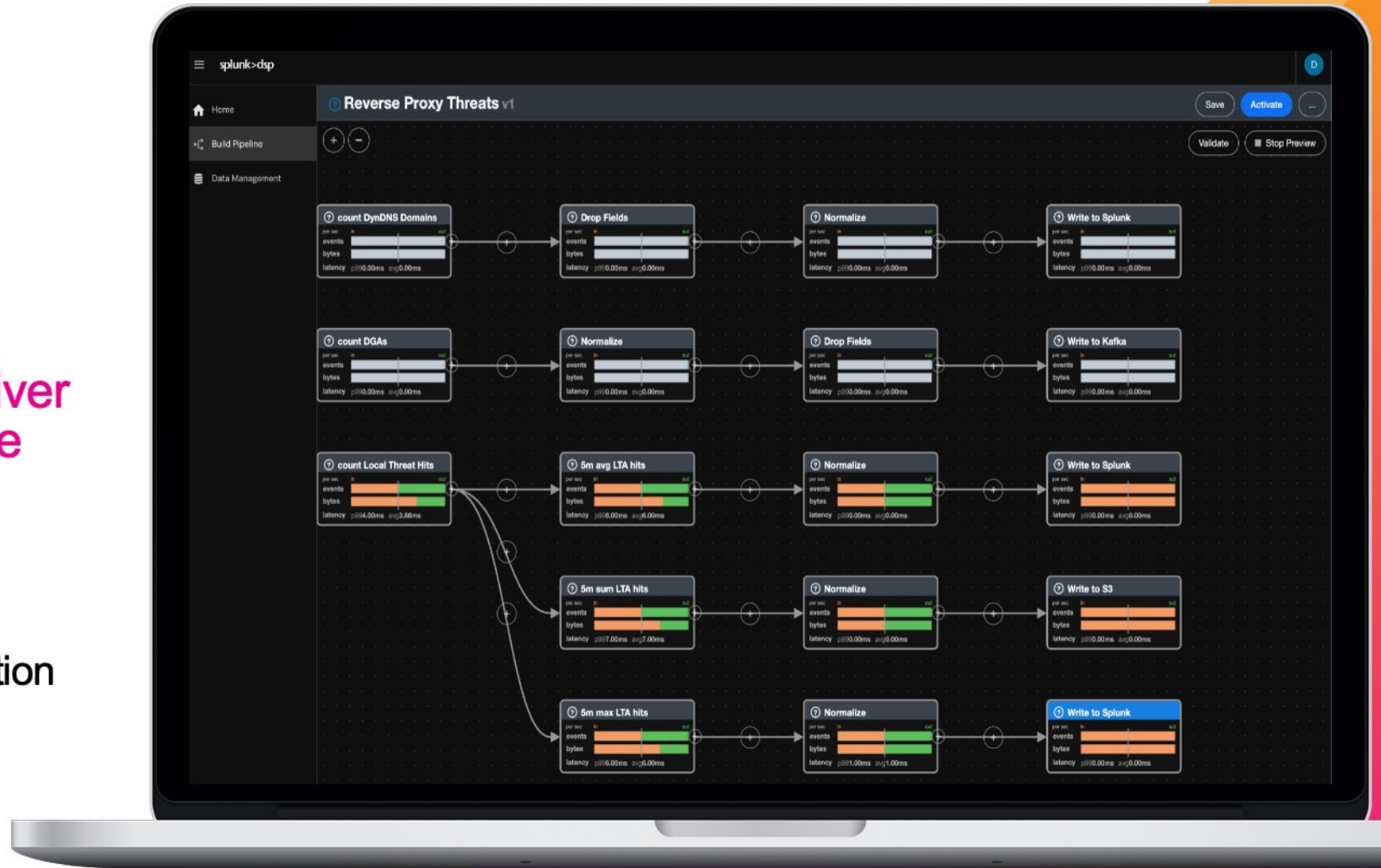




# Splunk Data Stream Processor

Collect, Process, and Deliver Data across the Enterprise

- Turn raw data into high-value information
- Take action on the data in motion
- Protect sensitive data
- Distribute data to multiple destinations





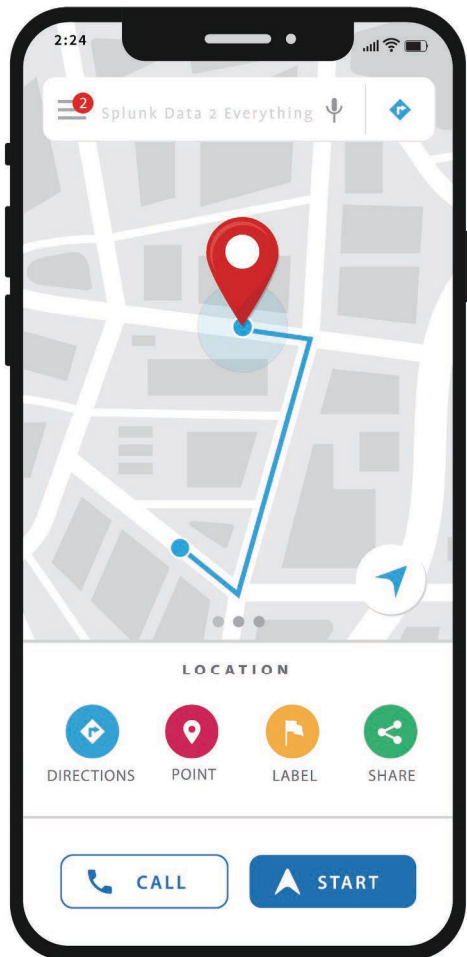
# Taking the “And” not “Or” Approach

//////////

Splunk is committed to leading in Standards Committees, contributing back to major code bases, and hardening best-in-class Free-Open-Source solutions... Like the Red Hat of Data Analytics – we will scrub code, package it, and give you an 800-number to call for support.

# Our Industry Roadmap

How are we driving to targeted outcomes?



## 'All In' Customers

Grow Splunk's presence in top global customers in each vertical



## Develop 'All In' Domain Partners to Deploy Splunk

Build and work with industry relevant partner ecosystems for 'all in' deployments



## Vertical Campaigns Customer Stories

High value industry use-cases tailored to customer needs

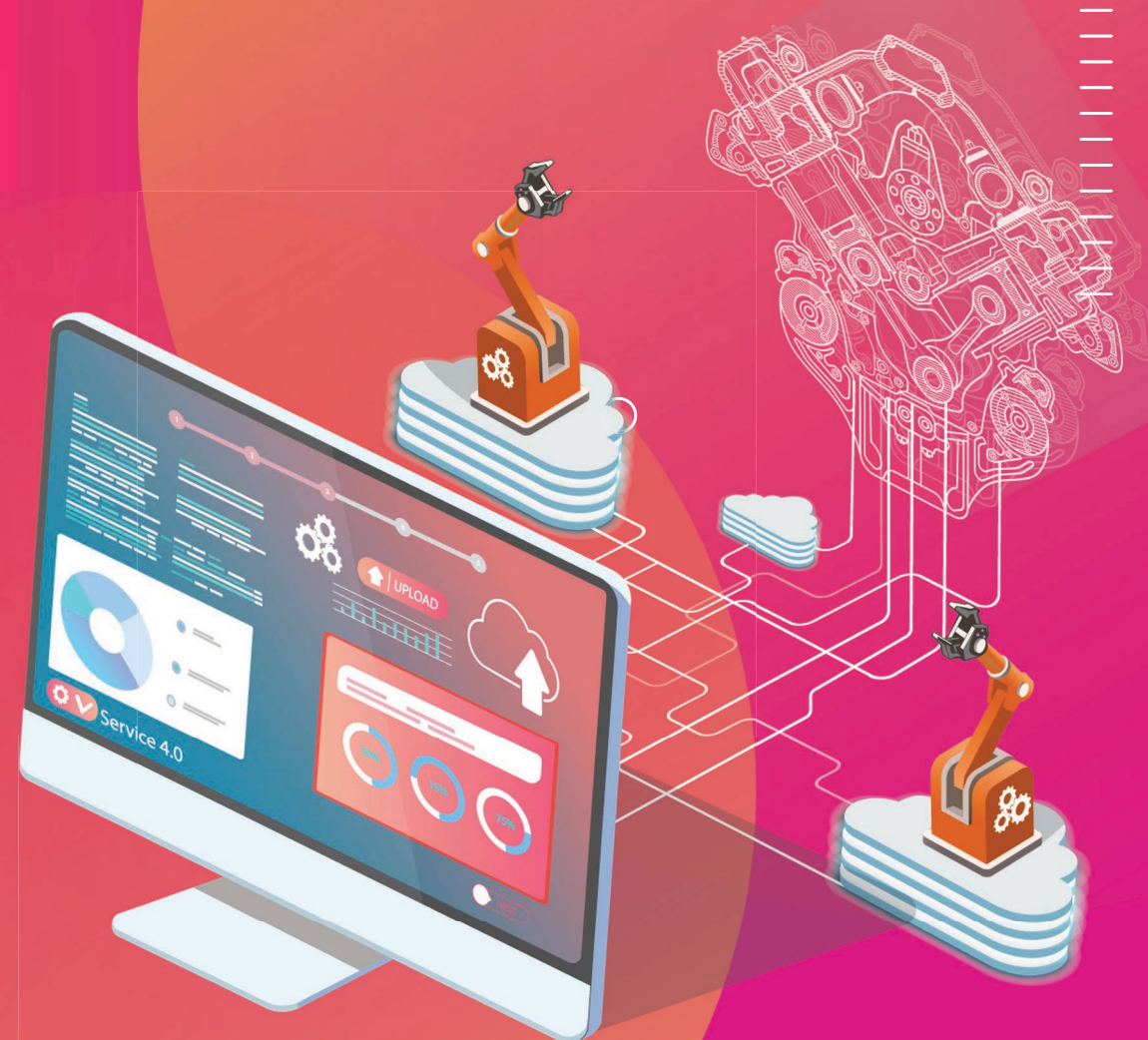


## Investing in Vertical Specific Sales Experts

Deep domain knowledge and expertise

Smart Manufacturing systems are —  
“fully integrated, collaborative systems  
that respond in real time to meet  
changing demands and conditions in  
the factory, in the supply network, and  
in customer needs.”

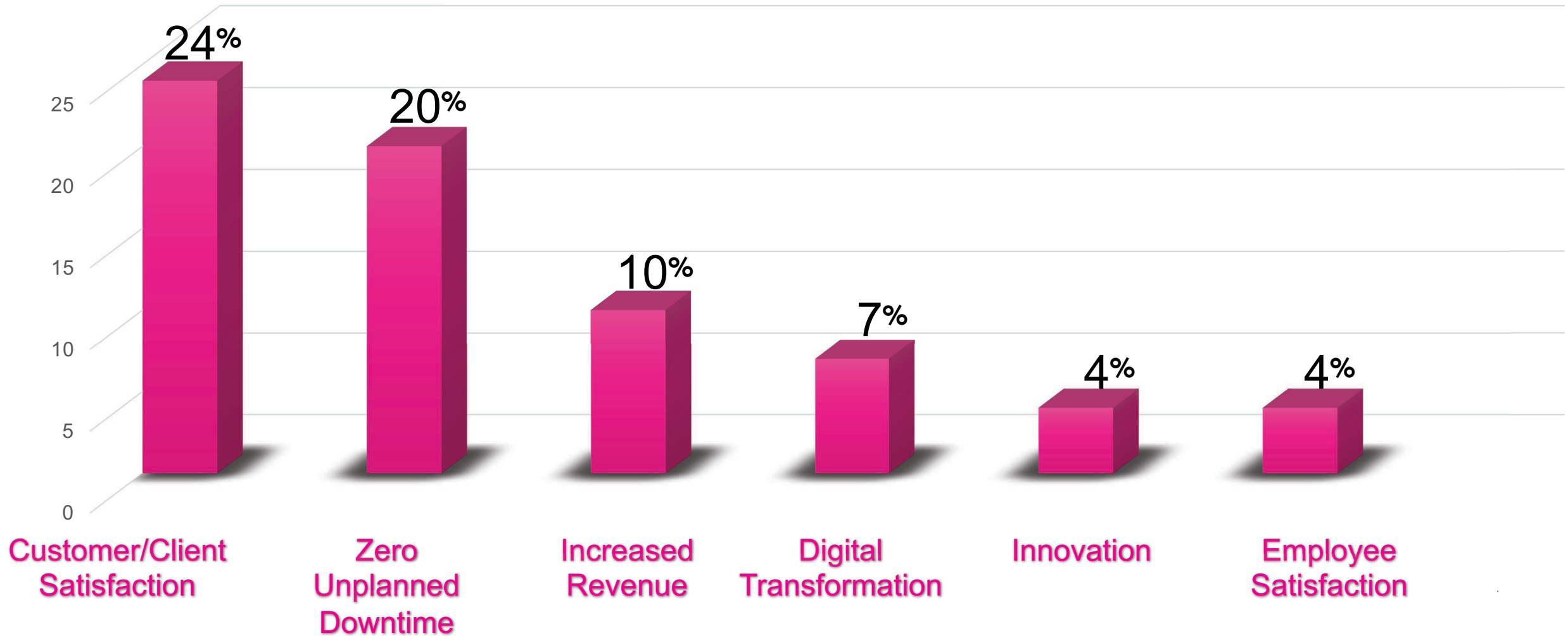
— *The National Institute of Standards and Technology (NIST)*



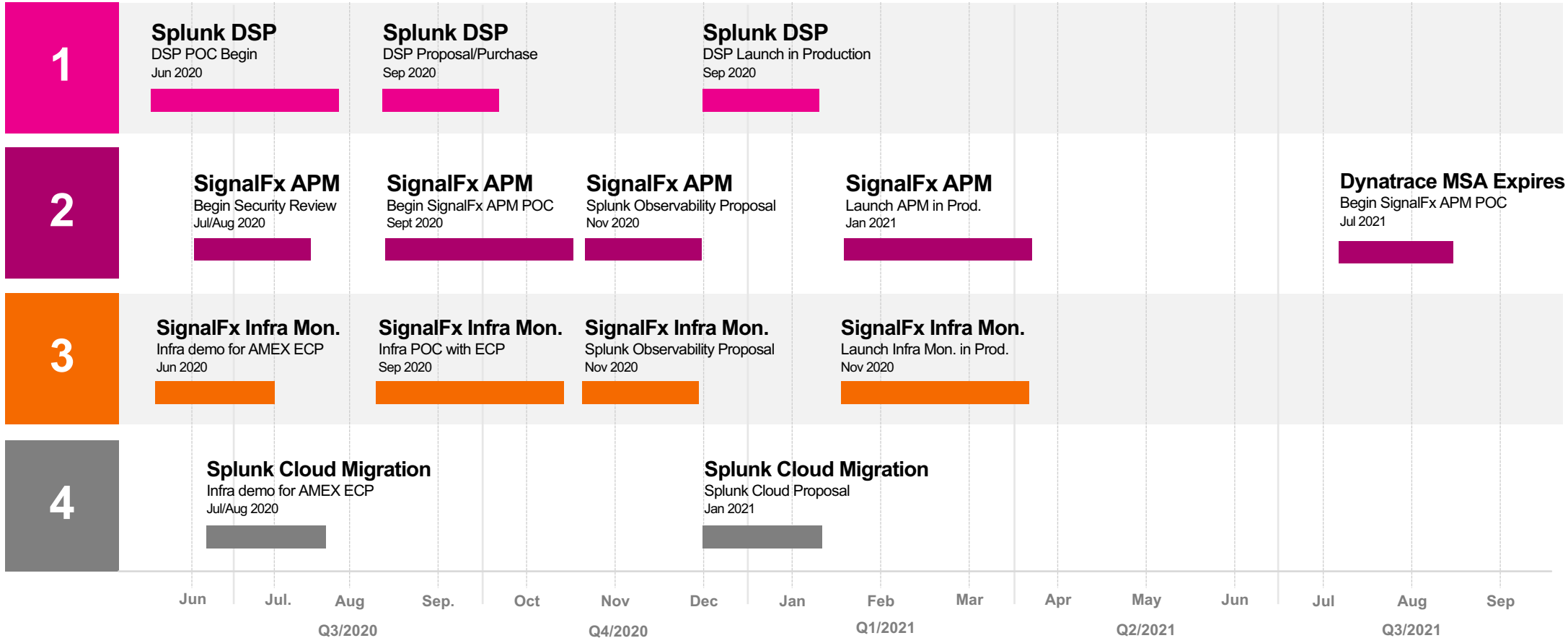
# Organization Priorities

Top Priorities For 2020

Source - Vanson Bourne Global Study



# Splunk Observability Roadmap for AMEX



A large advertisement is displayed on a central stage screen. The ad features two women in white lab coats, one with her arms crossed. The background of the ad is split into two large, close-up images of a woman's face with eyes closed, overlaid with a digital rain effect. The text on the ad includes the brand name 'what if' in a stylized font, followed by the headline 'IT'S NOT YOUR DNA, IT'S YOUR R+F...'. Below this, a paragraph states: 'YOU CONTROL 80% OF YOUR SKIN'S DESTINY! (only 20% is genetics). THE RIGHT RODAN+FIELDS REGIMEN CAN DRAMATICALLY CHANGE THE WAY YOU SKIN'S AGES. TODAY... AND YEARS FROM NOW. STAY SMOOTH, SUPPLE... AND FOR THE FUTURE, FORGET GENETICS... STAND FIRM. LET IT BE MULTIMED THERAPIES INTERVENE, and stop blaming Mom & Dad!'. At the bottom of the ad, it says 'life-changing SKINCARE' and 'RODAN+FIELDS'. A small figure of a woman in a white dress stands on the stage in front of the screen.

**what if**

**IT'S NOT YOUR DNA,  
IT'S YOUR R+F...**

YOU CONTROL 80% OF YOUR SKIN'S DESTINY! (only 20% is genetics). THE RIGHT RODAN+FIELDS REGIMEN CAN DRAMATICALLY CHANGE THE WAY YOU SKIN'S AGES. TODAY... AND YEARS FROM NOW. STAY SMOOTH, SUPPLE... AND FOR THE FUTURE, FORGET GENETICS... STAND FIRM. LET IT BE MULTIMED THERAPIES INTERVENE, and stop blaming Mom & Dad!

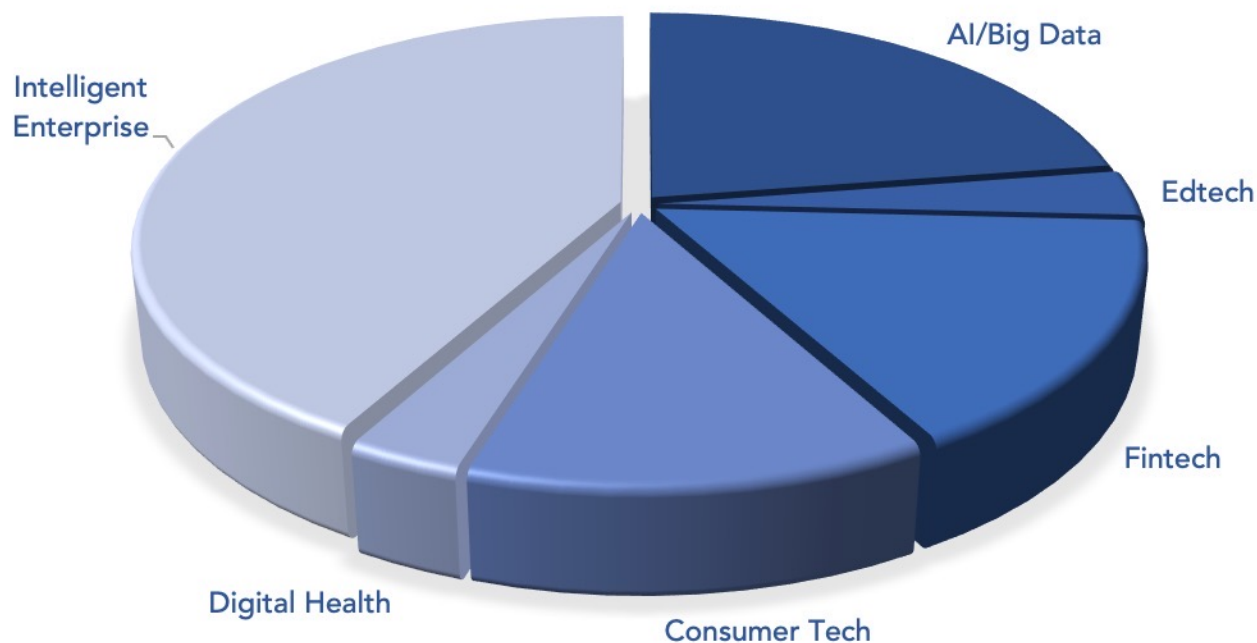
life-changing SKINCARE  
RODAN+FIELDS



# Investment Exposure by Sector

*We allocate into top-performing managers before following on in their exclusive Pro-Rata rights and Secondary transactions across a wide-range of technology sectors.*

## Contributed Portfolio *Fund Investments*



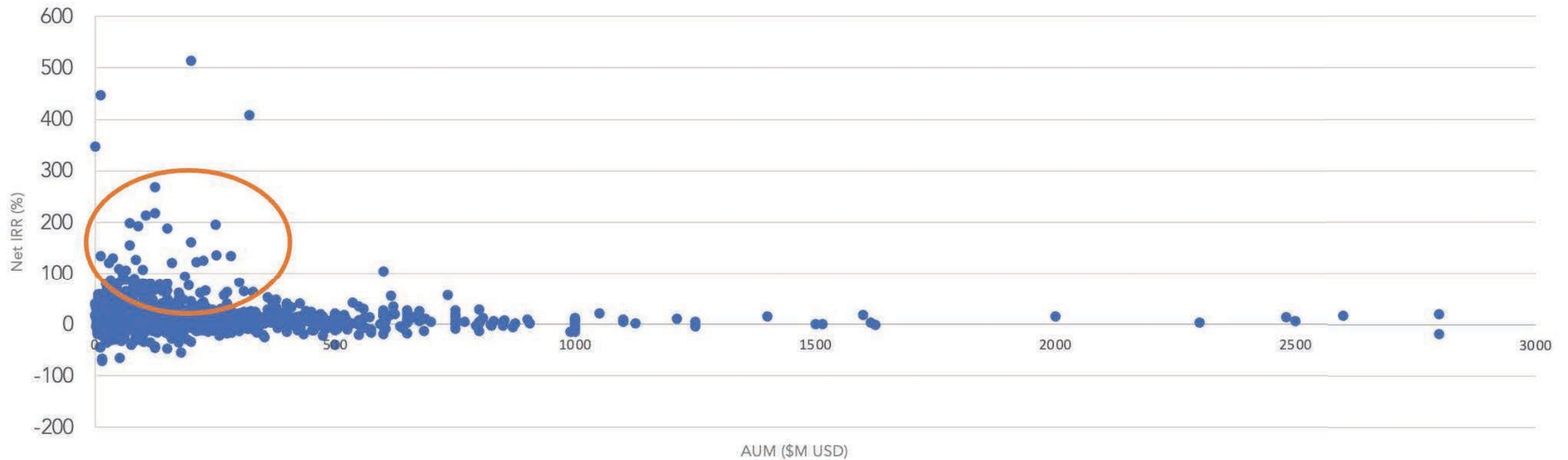
*The above is for illustrative purposes only and represent target allocations based on expected Day 1 portfolio contribution. Please refer to the fund's documents for information regarding important risks and disclosures regarding portfolio construction, allocation and contributions.*



# Why a Portfolio of Funds?

*Direct access, thorough diligence and strong relationships aim to capture sweet spot*

## Fund Size vs. Net IRR (%)

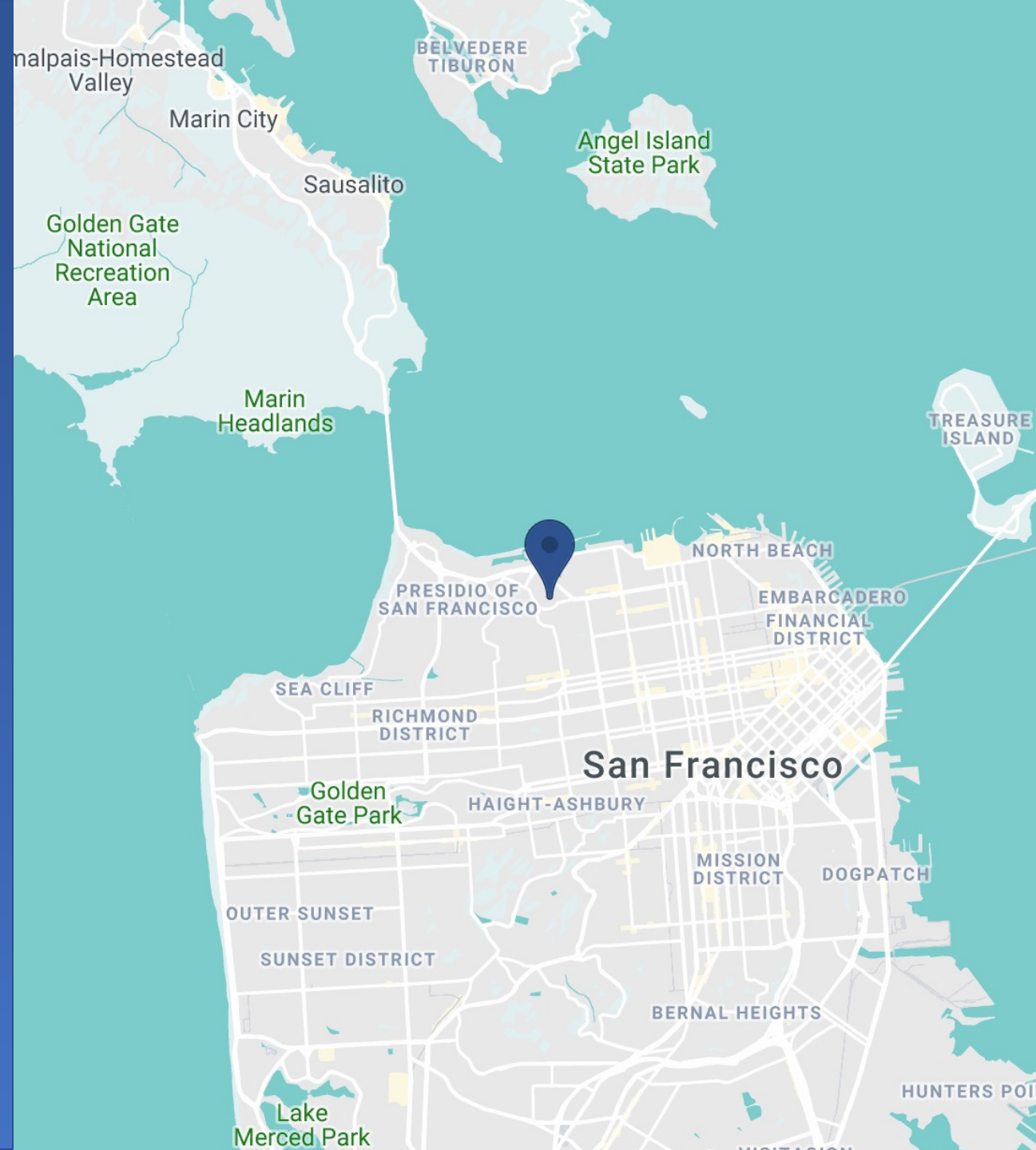


*All US-based venture funds for which Preqin has IRR performance data. n = 1,104 - Returns (y axis), vs. Fund Size (x axis)*

# NIMBLE PARTNERS

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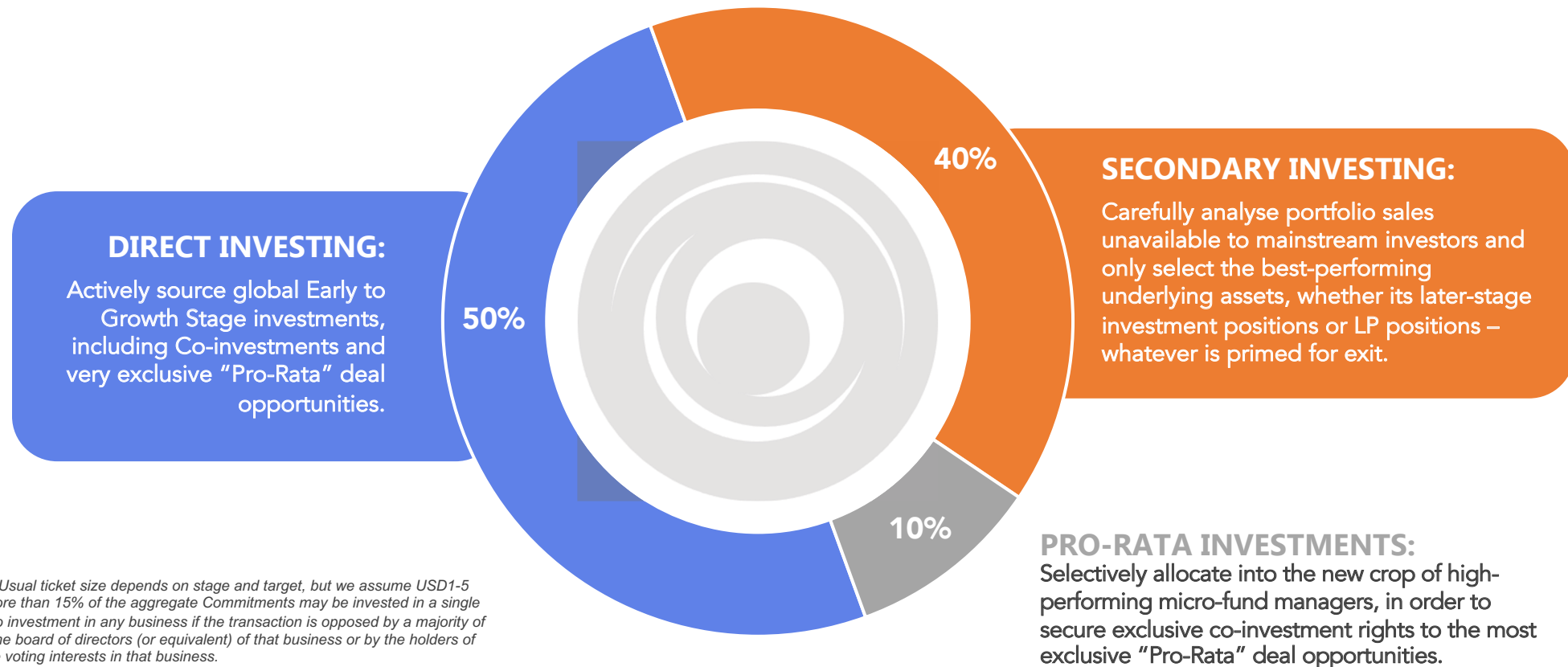
1 Letterman Drive  
Building A - Suite 4900  
San Francisco, CA 94129



# Constructing a Meaningful Portfolio

## Allocation by Strategy:

- Our portfolio is concentrated around GSV's expert-level methodology designed to identify winners early, access opportunities unseen by traditional players and extract Alpha-size returns at precisely the right time.



*Assumptions: (a) Usual ticket size depends on stage and target, but we assume USD1-5 million; (b) Not more than 15% of the aggregate Commitments may be invested in a single investment; (c) No investment in any business if the transaction is opposed by a majority of the members of the board of directors (or equivalent) of that business or by the holders of the majority of the voting interests in that business.*

# Future of Transportation + Mobility

Demand for low-cost, convenient and environmentally oriented tech solutions has continued to drive robust investment into the mobility industry. In the first three quarters of 2021, venture investors have poured a staggering \$75B into global mobility tech startups — way more than any prior year.



## Connected

- Diagnostics
- Infotainment (Content & Interface)
- Security
- Smart Cities
- Vehicle to Everything
- Dongles

## Autonomous

- Sensor Technology
- Simulation/Generation of Data Sets
- Vertical Mobility (Drones)
- Software for Autonomous Driving (AD) and Advanced Driver Assistance Systems

## Shared Mobility

- Ridesharing
- Carpooling
- On-Demand Rentals
- Carsharing
- Aggregators
- Mobility as a Service (MaaS)

## Electric/Hydrogen

- Light EV (E-scooters, Micro-scooters)
- Charging Infrastructure
- Charging Service Providers
- Battery Management

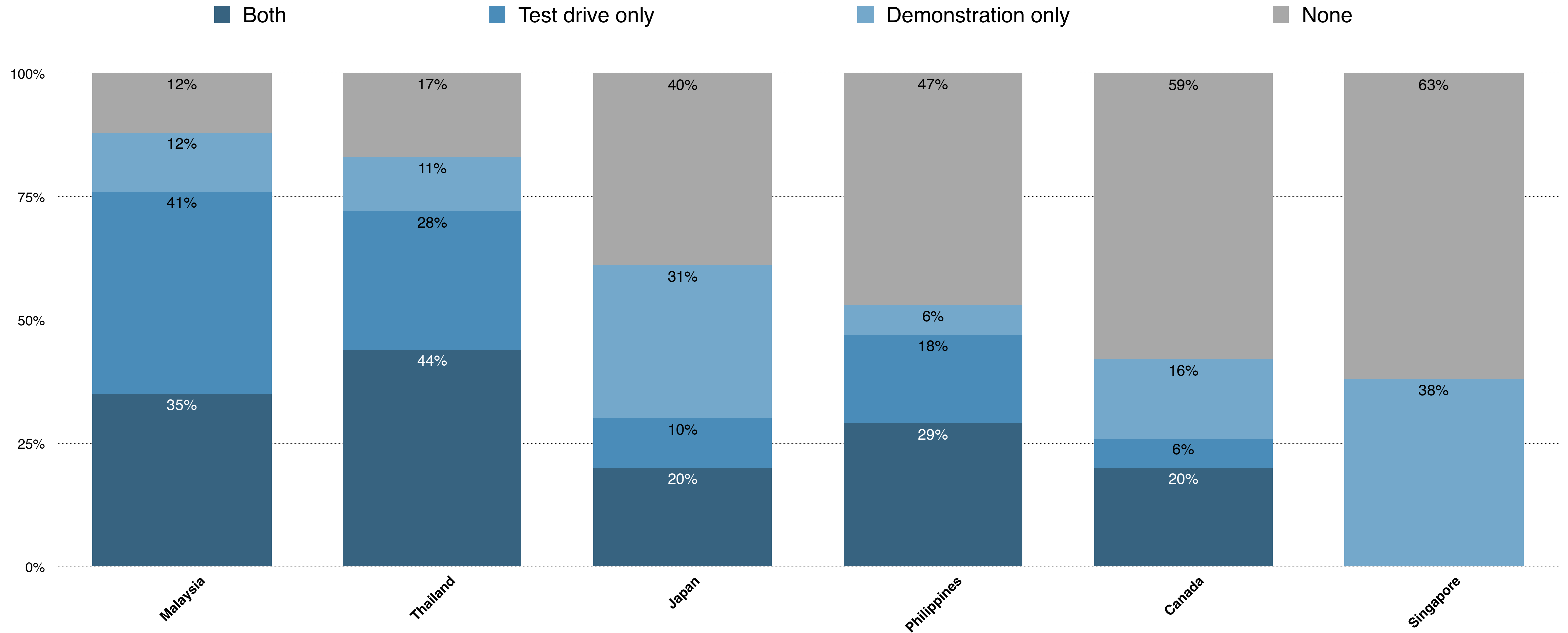
## +Digital Services

- Mapping & Navigation
- Leasing
- Driver Behavior Based Insurance
- Freight Logistics
- Last-Mile Delivery
- Parking

Sources: Independent Analyses; TechCrunch; Gartner Group; PitchBook Research; Mobility Fund

# Demonstration and Test Drive

Retailer | Q4'17



# iPad Features Presented

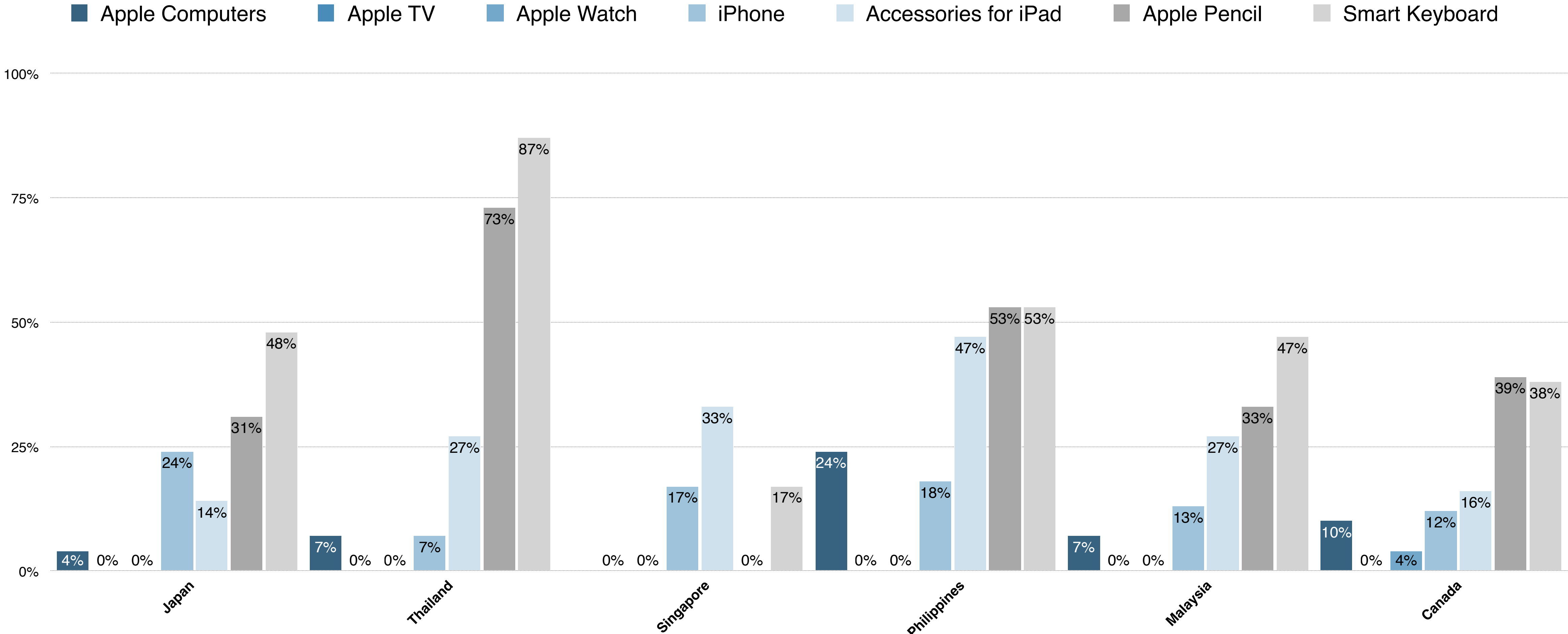
Retailer | Q4'17 | All Features

	SEA					
	Canada	Japan	Malaysia	Philippines	Singapore	Thailand
A10X chip	40%	74%	82%	47%	38%	83%
Easy to use	66%	60%	47%	59%	38%	89%
Thin, light design	54%	40%	47%	65%	25%	83%
Smart Keyboard	20%	48%	18%	59%	75%	94%
iOS	39%	36%	41%	59%	50%	78%
Camera	50%	29%	53%	76%	38%	56%
Retina HD display	36%	35%	53%	82%	13%	67%
iWork	34%	26%	29%	59%	63%	67%
Mail, Calendar, or Safari	33%	45%	41%	59%	38%	61%
Apple Pencil	20%	39%	29%	41%	50%	89%
Durable	46%	8%	6%	53%	50%	39%
App Store	17%	60%	18%	18%	38%	50%
Secure and virus-free	21%	17%	24%	41%	25%	61%



# Other Products Mentioned

Retailer | Q4'17



# John Williams



“  
Como guitarrista o compositor, Barrios es el mejor de todos, independiente de la época. Su música está formada mejor, es más poética, ¡Es más todo! Y es más de todas esas cosas de una manera atemporal.”



A large, semi-transparent, stylized '@' symbol is positioned on the left side of the slide, overlapping the background.

# How a Simple Health Check Can Elevate your Nautilus Solution

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Jered Ehni - Professional Services Technical Consultant, Team Lead

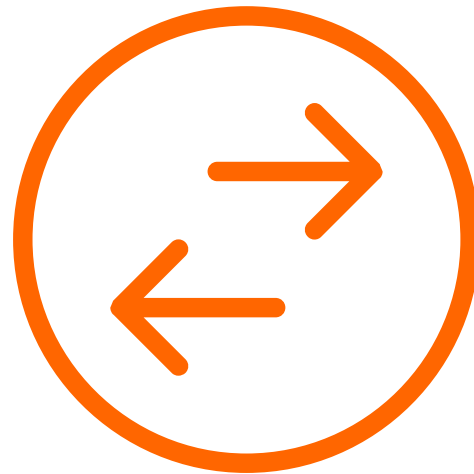
Tuesday, August 27 2019 – 1:15pm



# Your Path to digital transformation: Elevate your Nautilus System

# Acceleration by Automation - Workflow

## Workflow

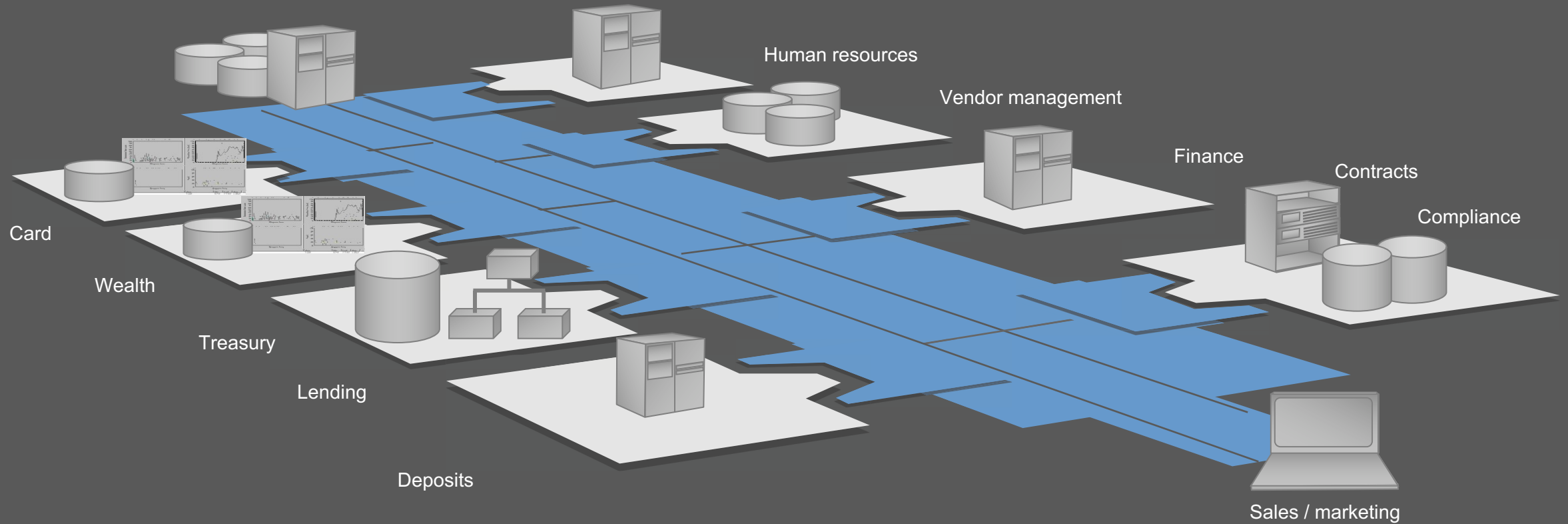


- Reduce manual steps
  - Check for needed Documentation
  - Check for File drops
  - Check for required keyword information

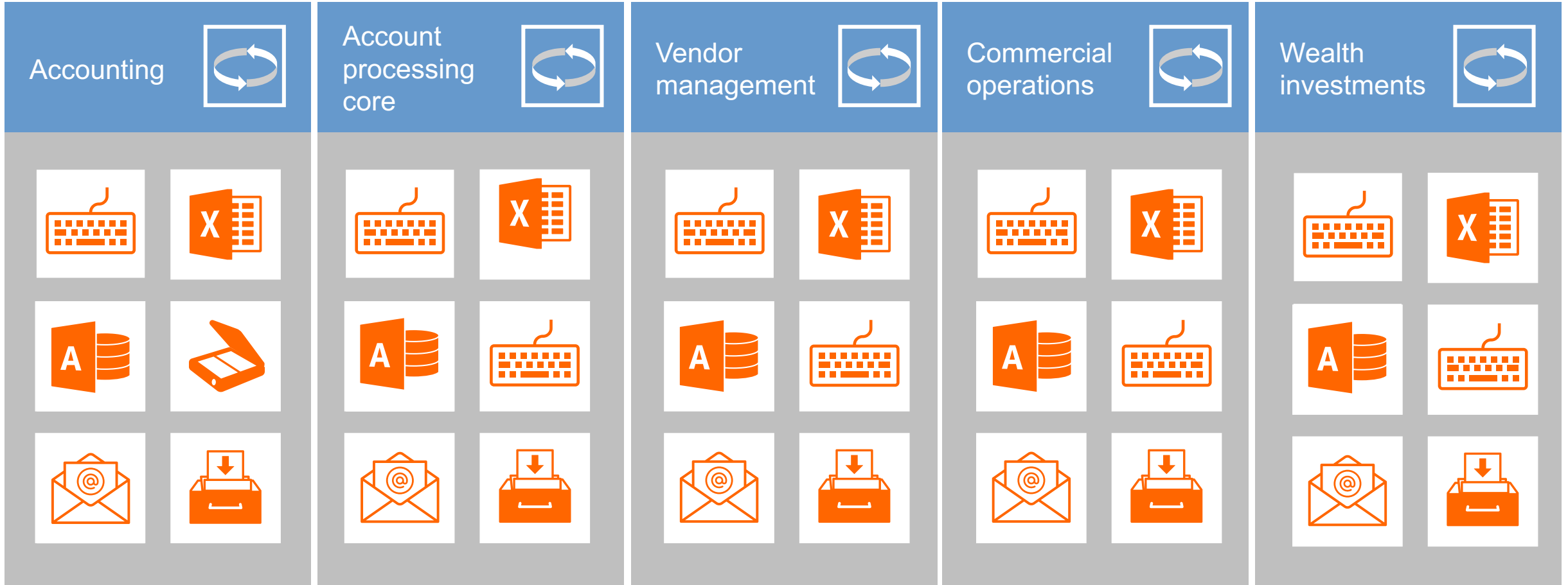


# Enterprisewide Information Management Infrastructure

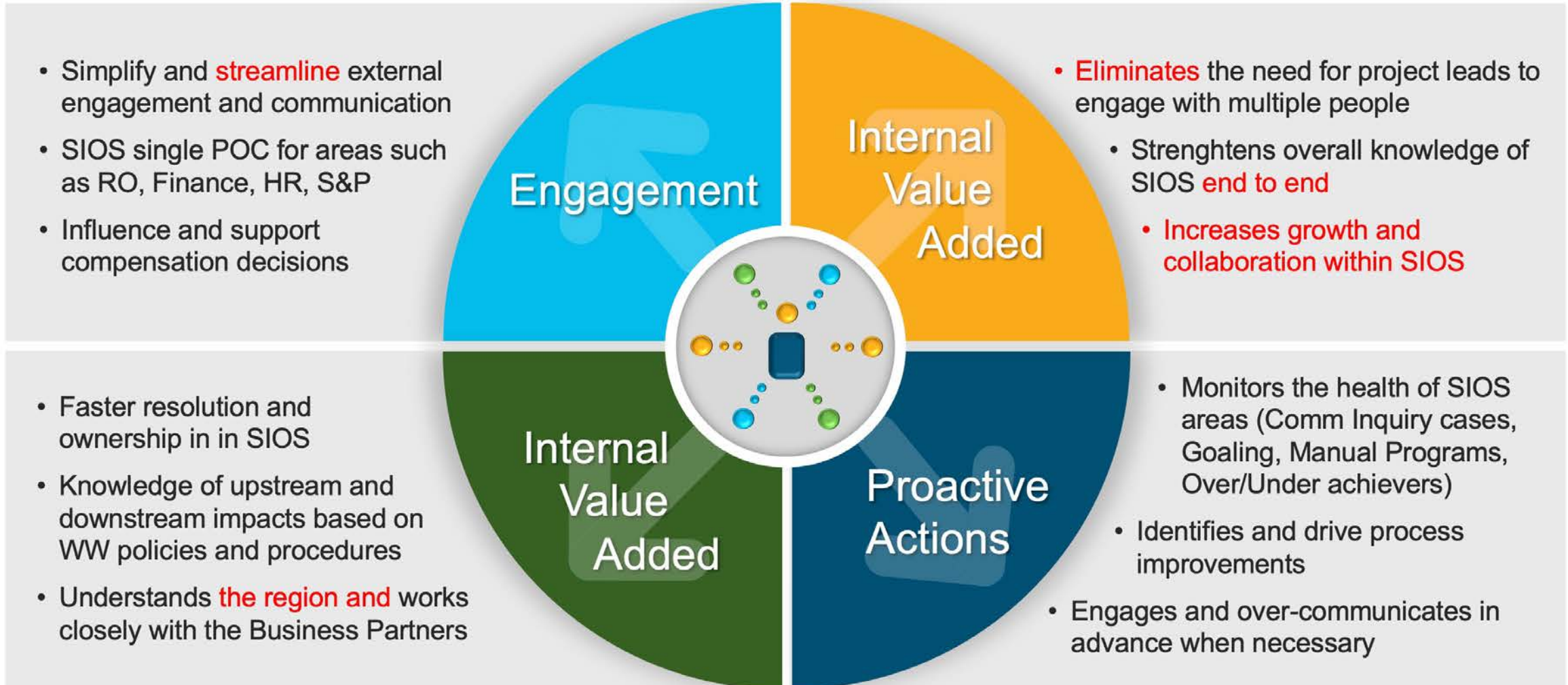
## Nautilus – Enterprise Content Management (ECM)



# Departmental Application Process Gaps



# The Four Drivers for SAs New Role



## Fund Summary

Culmen Global Focus Fund LP is a value driven global long/short equity sector focused on industrial and automotive related sectors where the Founding Partner/Chief Investment Officer has 20 years of research and investing experience.

The Fund, launched in June 2013, seeks to generate double-digit returns over the long-term while paying paramount attention to downside risk and capital preservation.

The firm strongly believes investment focus, intense research, global perspective and experience provide a long-term investment edge through up and down market cycles.

As a proven stock picker, Culmen Capital utilizes in-depth, bottom-up fundamental analysis to uncover pricing inefficiencies between stock prices and our estimate of a company's intrinsic value .

While highly disciplined and selective, our approach is opportunistic and agnostic in our search for value and mispriced stocks.

The fund's investment universe is narrow but diverse with 700 stocks in numerous distinct subsectors ranging from industrial technologies and alternatives to deep cyclicals.

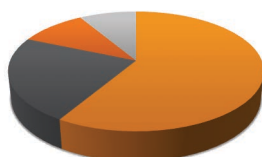
## Portfolio Manager Overview

Kent Lucas, Found is the Portfolio Manager and Founding Partner and of Culmen Capital Management, LLC and Culmen Global Focus Fund, LP. Mr. Lucas has 20 years of research and investing experience including from 1994 to 2001 where he was Research Analyst and Vice President at Capital Research & Management Company. While at Capital he personally managed over \$1 billion in equity assets focused on automotive and industrial related companies across nine mutual funds in the American Funds family.

Prior to founding Culmen Capital Management, LLC in 2013, Mr. Lucas served as Research Analyst & Director of Equity Research at XP Investimentos CCTVM, Brazil's largest independent broker dealer, in their São Paulo office. From 2011 to 2012, he led the development and launch of the firm's fundamental equity research product and served as the senior analyst for the Brazilian agribusiness and industrial food sectors.

Before XP Investimentos, Mr. Lucas founded an independent equity research firm where he provided proprietary equity research focused on global industrial and automotive companies. He started his career in 1988 in fixed income at Citibank (now Citigroup).

Mr. Lucas received a B.A. in Economics from Harvard University an MBA from Stanford University's Graduate School of Business where he was a Corporate Executive Fellow.



## Kent Lucas

### Founding Partner and Chief Investment Officer

B.A. in Economics from Harvard University and a Master of Business Administration degree from Stanford University's Graduate School of Business where he was a Corporate Executive Fellow (awarded full tuition for both years)

He has been Series 7 licensed since 2012.

## Fund Information

<b>Strategy</b>	Global Long/Short Equity Sector Fund
<b>Sector Focus</b>	Industrial & Auto-Related, Industrial Technologies
<b>Investment Universe</b>	700 equities (approximately)
<b>Number of Positions</b>	25-40: Long Book 15-30; Short Book: 10-30
<b>Market Capitalization</b>	small (>\$500M), mid and large
<b>Geographic Exposure</b>	1/3 Americas, 1/3 EMEA, 1/3 Asia 1/2 Developed, 1/2 Developing
<b>Position Size</b>	Longs: 2-5%; Shorts: 1-3%
<b>Net Exposure</b>	-20 to 80%
<b>Gross Exposure</b>	100-200%
<b>Leverage Range</b>	Up to 2 times

## Fund Terms

<b>Fund Partnership</b>	Culmen Global Focus Fund, LP
<b>Investment Manager</b>	Culmen Capital Management, LLC
<b>Inception Date</b>	June 2013
<b>Minimum Investment</b>	\$250,000
<b>Management Fee</b>	2% per annum
<b>Performance Allocation</b>	20%
<b>Highwater Mark</b>	Yes
<b>Contributions</b>	Monthly
<b>Redemptions</b>	Quarterly
<b>Fiscal Year-end</b>	December 31st
<b>Prime Broker</b>	Interactive Broker Institutional LLC
<b>Auditor</b>	Spicer Jeffries LLP
<b>Legal Counsel</b>	Riveles Law Group
<b>Fund Administrator</b>	Yullish & Associates

# Performance Summary

## Culmen Global Focus Fund, LP Monthly Returns vs. Indexes

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Sharpe Ratio <sup>4</sup> ITD
2013	<b>Culmen Global Focus Fund, LP Net<sup>1</sup></b>	—	—	—	—	—	-0.45	0.76	0.89	0.96	-1.87	-0.19	3.25	<b>3.32</b>
	<b>MSCI ACWI IMI Index<sup>2</sup></b>	—	—	—	—	—	-2.92	4.69	-2.08	5.39	3.9	1.42	1.77	
	<b>Dow Jones World Index<sup>2</sup></b>	—	—	—	—	—	-3.22	4.96	-2.54	5.17	3.8	1.27	1.65	
	<b>CSFB Hedge Fund Index<sup>3</sup></b>	—	—	—	—	—	-1.66	0.88	-0.54	1.27	1.59	1.31	1.19	
2014	<b>Culmen Global Focus Fund, LP Net<sup>1</sup></b>	-2.12												<b>0.99</b>
	<b>MSCI ACWI IMI Index<sup>2</sup></b>	-3.73												<b>0.25</b>
	<b>Dow Jones World Index<sup>2</sup></b>	-3.83												
	<b>CSFB Hedge Fund Index<sup>3</sup></b>													

1 Performance results are presented on a net-of-fees basis and reflect the deduction of, among other things: management fees, brokerage commissions, administrative expenses, and performance allocation.

2 ....

3 The Credit Suisse Hedge Fund Index is compiled by Credit Suisse Hedge Index LLC. It is an asset-weighted hedge fund index and includes only funds, as opposed to separate accounts. The index uses the Credit Suisse Hedge Fund Database, which tracks approximately 9,000 funds and consists only of funds with a minimum of US\$50 million under management, a 12-month track record, and audited financial statements. The index is calculated and rebalanced on a monthly basis, and reflects performance net of all hedge fund component performance fees and expenses.

4 Unaudited. Sources: Interactive Broker Institutional, MSCI, St. Louis Federal Reserve data and Culmen Capital Management estimates. MSCI risk-free rate based on 1 month US\$ LIBOR





# Culmen's Edge III: Exploit Investable Secular Trends & Technologies

## Industrial renaissance confirmed by rapid convergence of technology and industry

- Rapid adoption of vehicle electrification, infotainment and telematics
- Increased automation and robotics beyond traditional manufacturing uses
- Sensors and monitoring technologies for "old economy" asset intensive sectors such as mining, trucking and agriculture

## Environmental concerns, fuel costs and efficiency shaping industries

- Race between traditional and alternative energy vehicles
- Vehicle light weighting demands affect use of materials such as aluminum
- Pollution, emissions concerns at crisis levels: e.g. China's "airpocalypse"

## Meeting large global transportation and infrastructure requirements

- Addressing ageing and inadequate global infrastructure; urbanization
- Solving pending water crisis: e.g. "peak water"

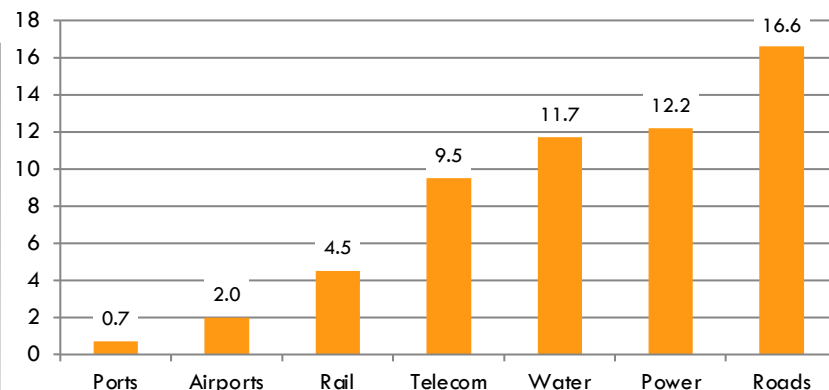
## Feed the world

- Exponential growth in consumption and diets (e.g. higher protein demands) driven by China and emerging markets
- Farming trends: from manual to mechanized; and from small to large scale

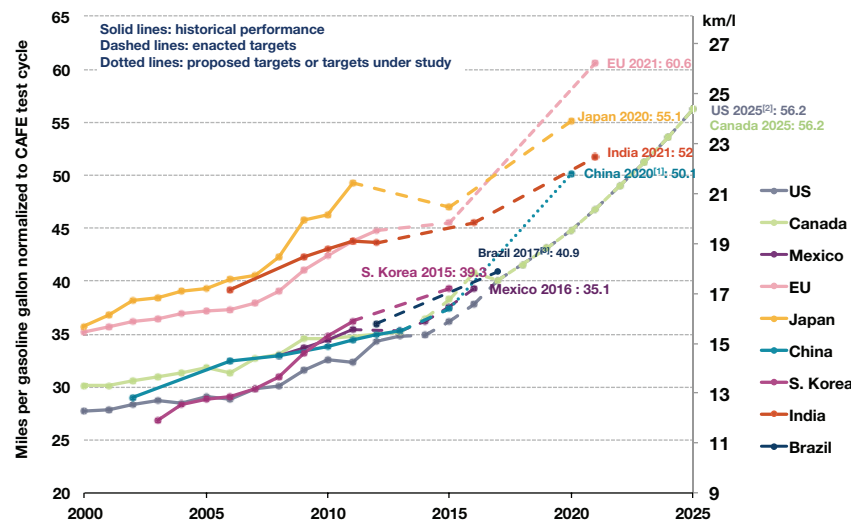
## Constantly evolving global energy paradigm - imbalances & geopolitics

- Evolution of renewable and clean(er) energy sources such as shale, nuclear, solar and wind
- Winners & losers of global infrastructure and delivery requirements for LNG

Example B: Aggressive Increase in Global Vehicle Fuel Economy Requirements (Passenger Cars)\*\*



Example A: \$60 Trillion Investment Required to Meet Global Infrastructure Demand by 2030 (~4% CAGR)\*



[1] China's target reflects gasoline vehicles only. The target may be higher after new energy vehicles are considered.  
 [2] The U.S. standards are fuel economy standards set by NHTSA, which is slightly different from GHG standards due to A/C credits.  
 [3] Gasoline in Brazil contains 22% of ethanol (E22), all data in the chart have been converted to gasoline (E00) equivalent  
 [4] Supporting data can be found at: <http://www.theicct.org/info-tools/global-passenger-vehicle-standards>.

\* Source: McKinsey Global Institute. \*\* Source: International Council on Clean Transportation



**Trustpilot**

There are

4

ways businesses  
should use **reviews**

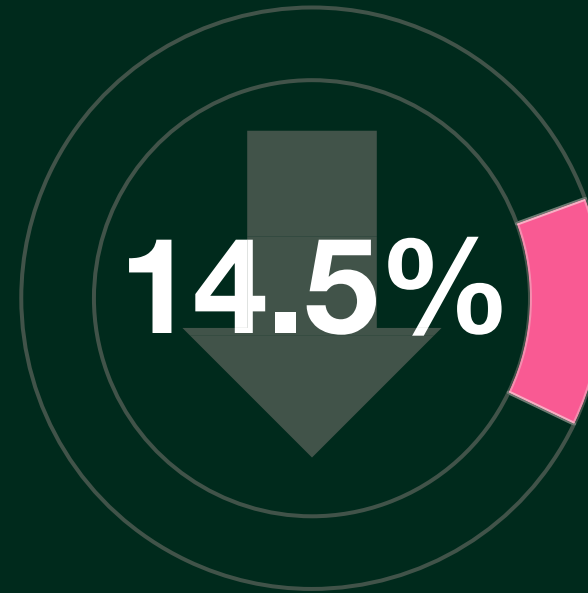




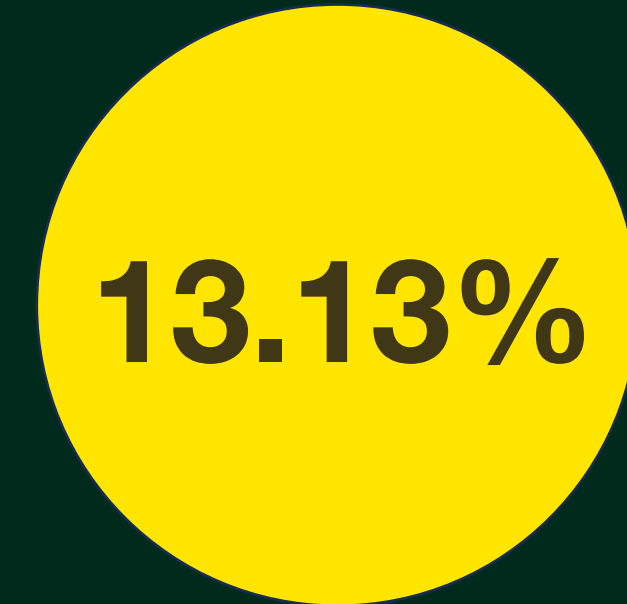
# Reviews **improve** your SEO and online success



Rich snippets



Google seller ratings  
reduce cost per click



Reviews signals of total local search  
ranking factors





**Oronite**

**Welcome to our  
100 year celebration!**

# Summary



Oronite

- *Total cost of ownership, fuel economy and extended drain main focus for next 10 years*
- *Vehicle fuel economy demands are leading to new driveline technologies entering market*
- *Technology advances and engine design changes place greater demands on engine oil formulations*
- *Engine durability and lifespan can not be sacrificed for fuel economy gains*
- *Oronite has solutions to help customers bridge the gap from GF-5 to GF-6*

# NGEO summary



Oronite

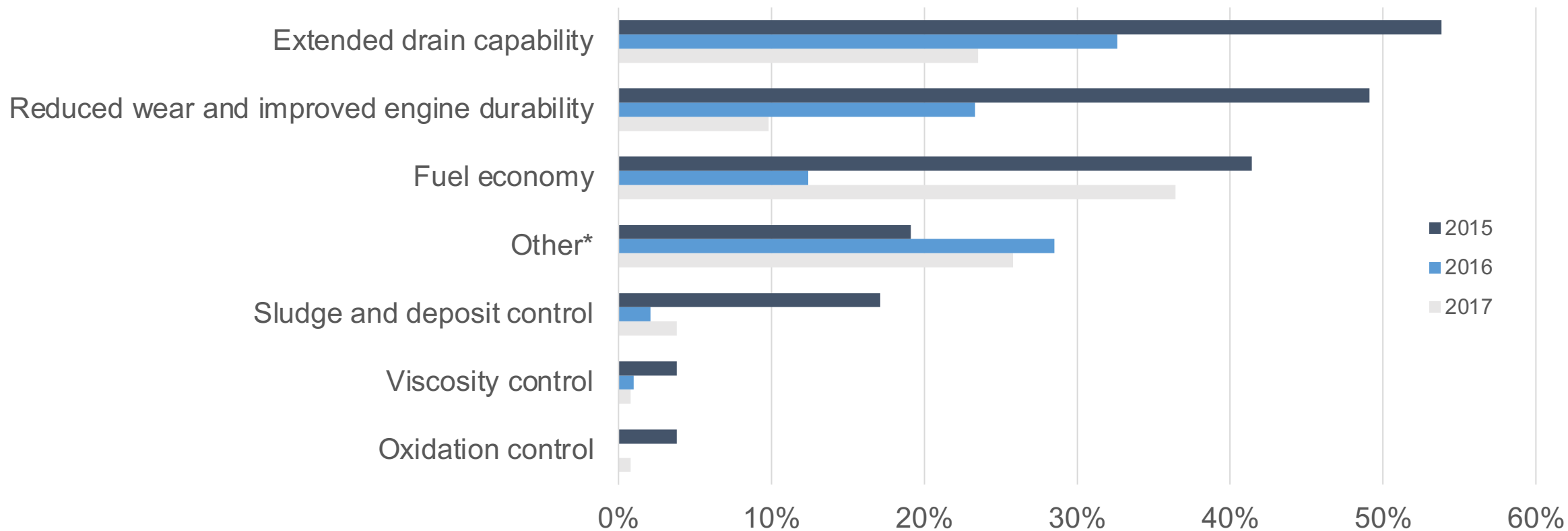
- Natural gas continues to be a desirable, lower cost, clean energy source
- Global engine population utilizing natural gas is increasing
- Future engine designs require higher lubricant performance
- NGEOs must continue to evolve addressing dynamic engine modifications
- Oronite delivers technology solutions that will help you meet escalating performance demands

# Consumer engine oil performance preferences



Oronite

**Q** ■ Which engine oil performance areas are most important to your customers today  
■ (More than one answer allowed)?

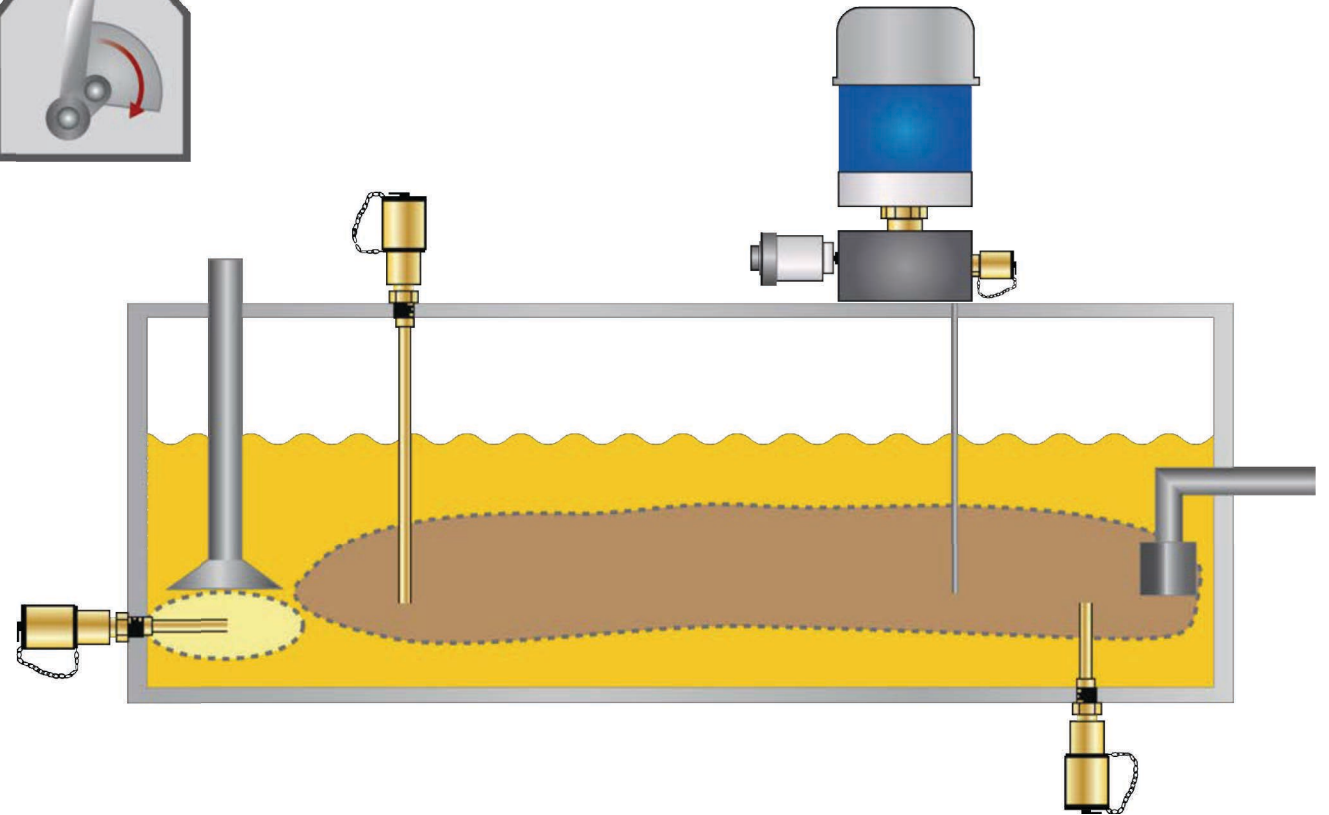
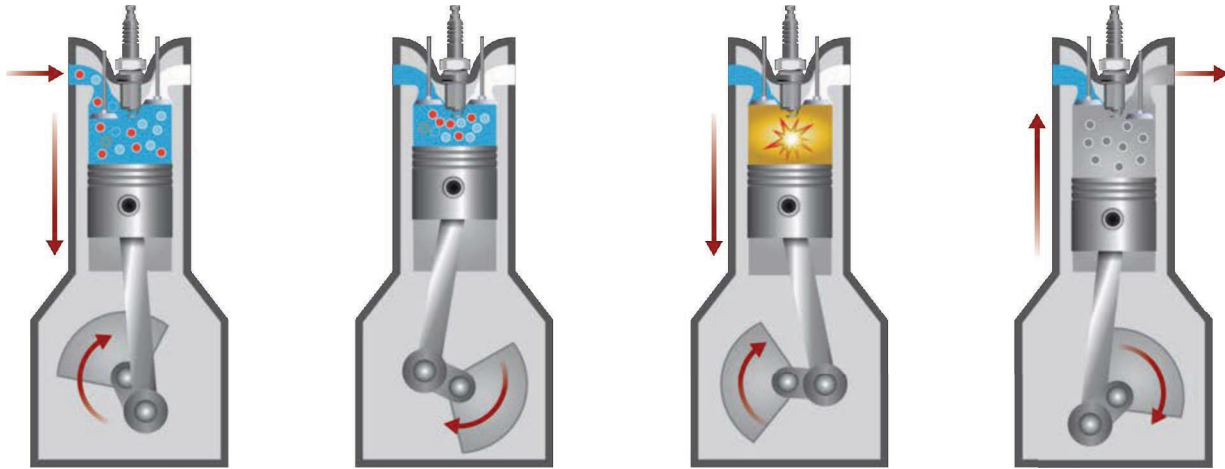


\*Other includes "price", "keeping warranty intact, and "they don't know"

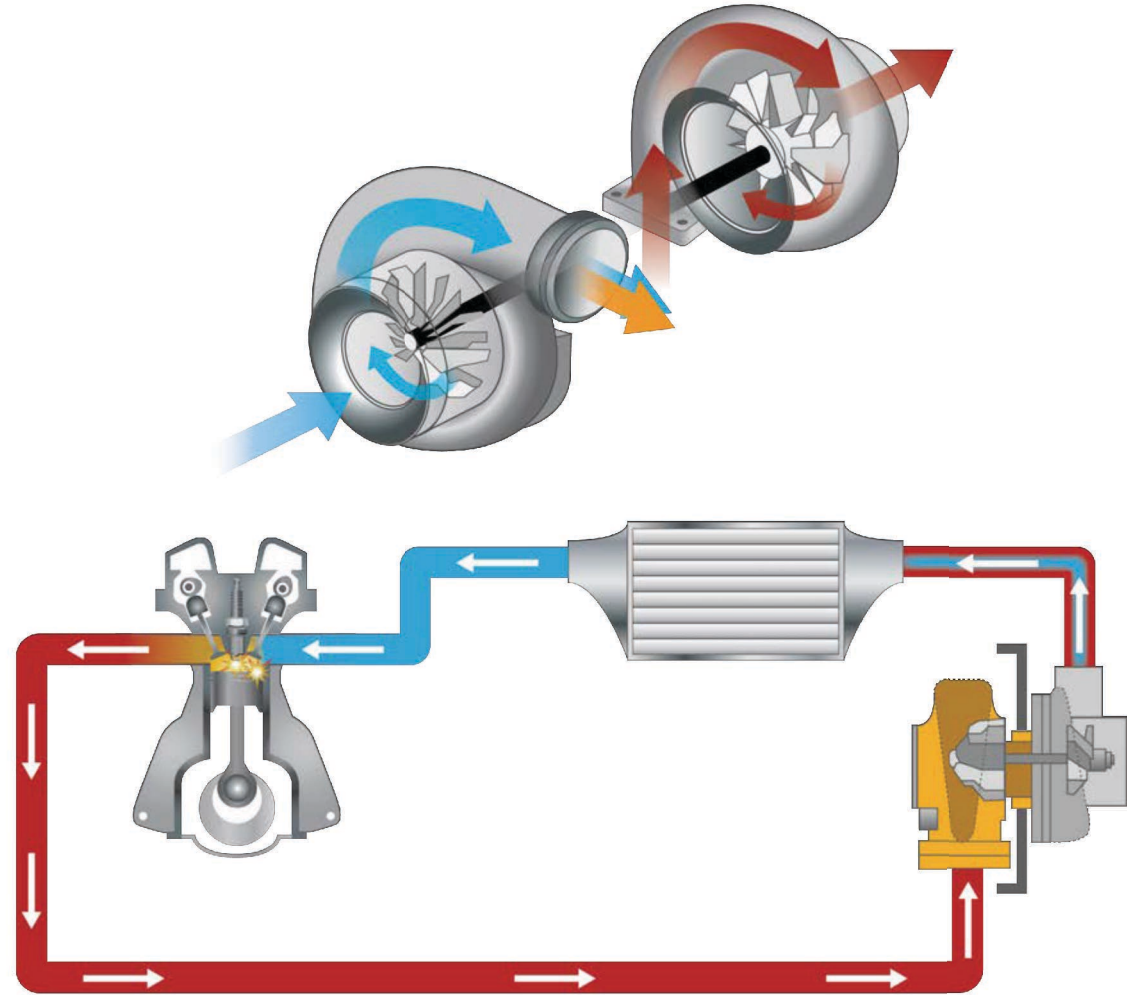
**Durability, long drain, and fuel economy are the most important features**

**ADDING UP**  
For 100 Years

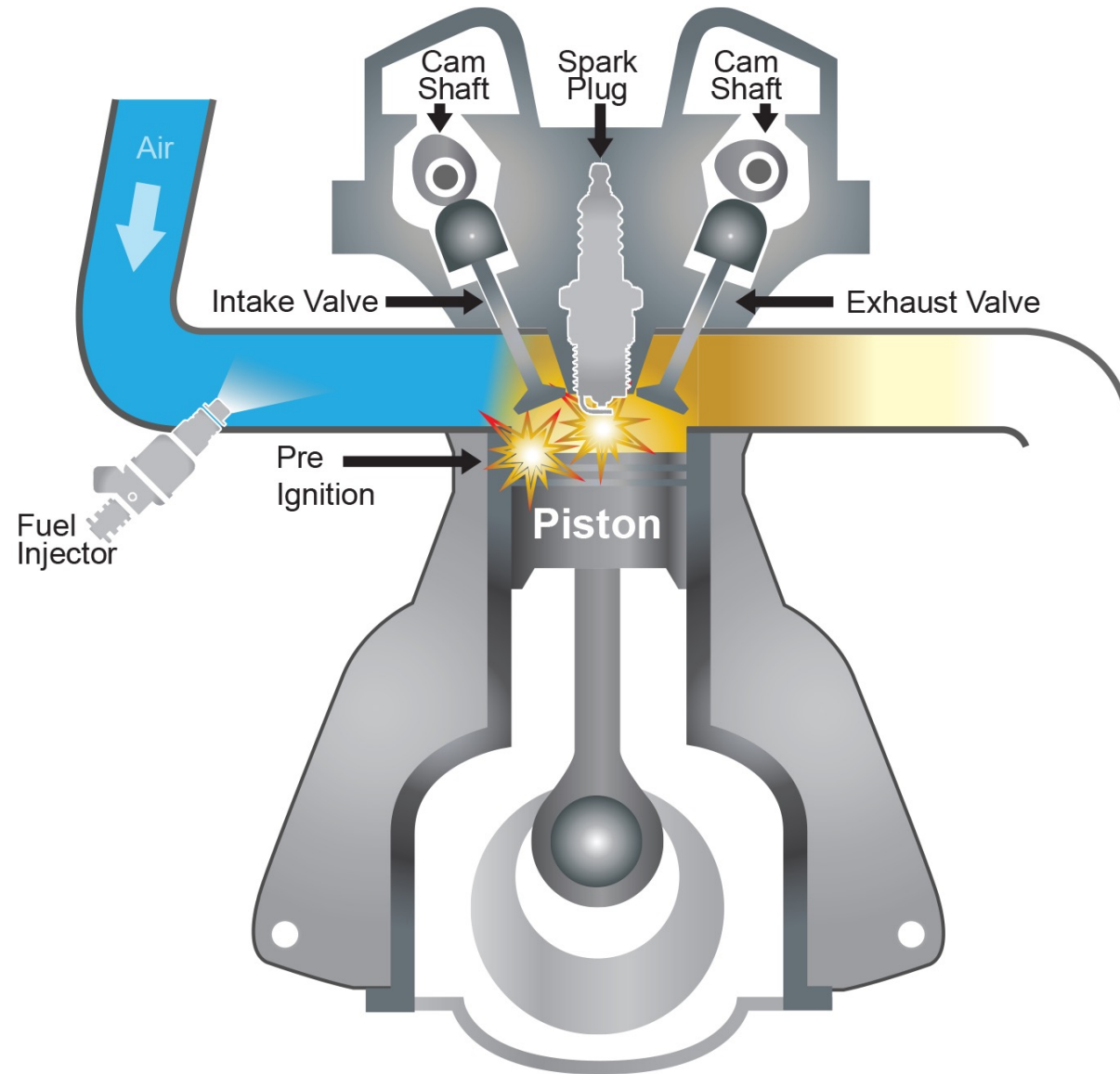




Durability, long drain, and fuel economy are the most important features



Durability, long drain, and fuel economy are the most important features



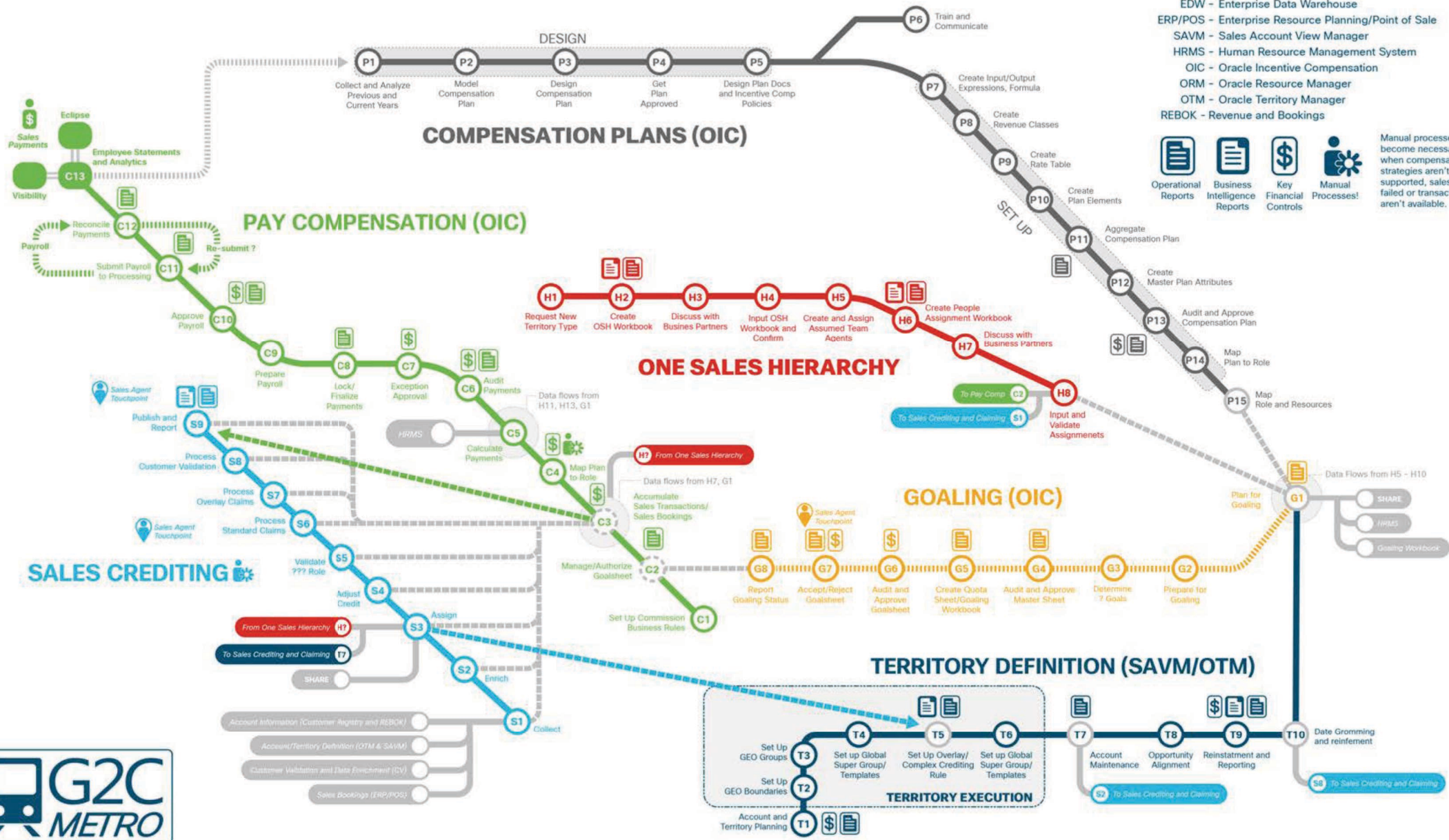
Durability, long drain, and fuel economy are the most important features



- CV - Customer Validation
- EDW - Enterprise Data Warehouse
- ERP/POS - Enterprise Resource Planning/Point of Sale
- SAVM - Sales Account View Manager
- HRMS - Human Resource Management System
- OIC - Oracle Incentive Compensation
- ORM - Oracle Resource Manager
- OTM - Oracle Territory Manager
- REBOK - Revenue and Bookings

Operational Reports  
 Business Intelligence Reports  
 Key Financial Controls  
 Manual Processes

Manual processes become necessary when compensation strategies aren't supported, sales credit failed or transactions aren't available.





WE BUILD SOFTWARE TO  
**EMPOWER**  
SALESPEOPLE

# the LAER

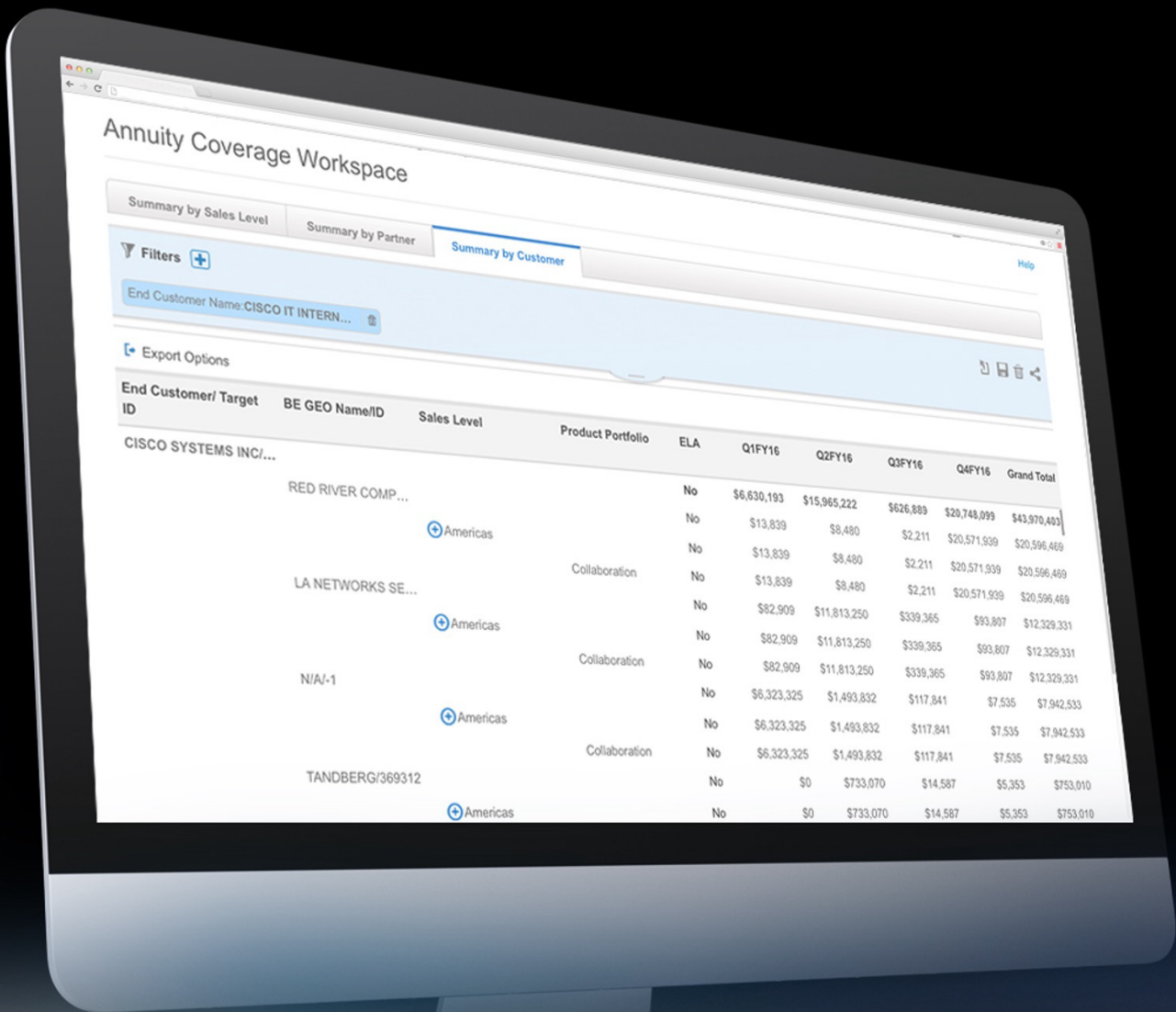
land

adopt

expand

renew





Self Define Your  
Customer/Partner

Save Your Query

Dynamic Views





**tout**app

**SALES PRODUCTIVITY PLATFORM**