

February 2022

Atlanta's Technology Executives Roundtable

M&A – New 2022 Trends in Deals, Valuations & Hot Markets

*Please hold until
the session begins*



David Brinkman

President 2022

Technology Executives Roundtable

Founder & CEO, CAMDA Investments

Strategic Advisor, Nintex

Former President & CEO, AssureSign

Your Forum

Candid discussion

CEOs, CFOs & Investors

Subject Matter Experts

Complex leadership issues

Share, challenge & test ideas

ZOOM Etiquette

- “Pin” the TER video box on your Zoom feed
- Please mute audio/video during presentations.
- Chat if you want to ask a question.
- We are recording for educational purposes; this is not specific legal, accounting or tax advice; consult your advisor

Thank you to our generous ATL sponsors

- **Arketi Group**: Digital Marketing for B2B tech companies
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Bill Leonard

**Founder and President
Wm. Leonard & Co.**

Special thanks

**for your support of TER as a
sponsor and board member**

1993-2021



Rob Pinataro

CEO, Payspan, Inc.

Special thanks
for your work and leadership
as our TER President
2020-2021



ANTHOS

Introduction to Anthos

OUR FOCUS

- Up to \$150 million investments in growth-stage private companies
- Pursue rapidly growing areas fueled by technological, economic, demographic, and social changes
- Primary focus on technology and consumer sectors
- Minority ownership positions
- Partner with dynamic entrepreneurs who can benefit from our value-added involvement

OUR FIRM

- Launched in 2007 - founding team worked at Goldman Sachs and attended Stanford grad school together
- Headquartered in LA with staff in Seattle, Bay Area, New York, and Charlotte
- \$3.5 billion assets under management across Anthos funds
- Staffed in functional business units to execute strategy
- Operators and Advisors from Starbucks, Google, Facebook, Salesforce, Goldman Sachs, Cisco, Snap, and others



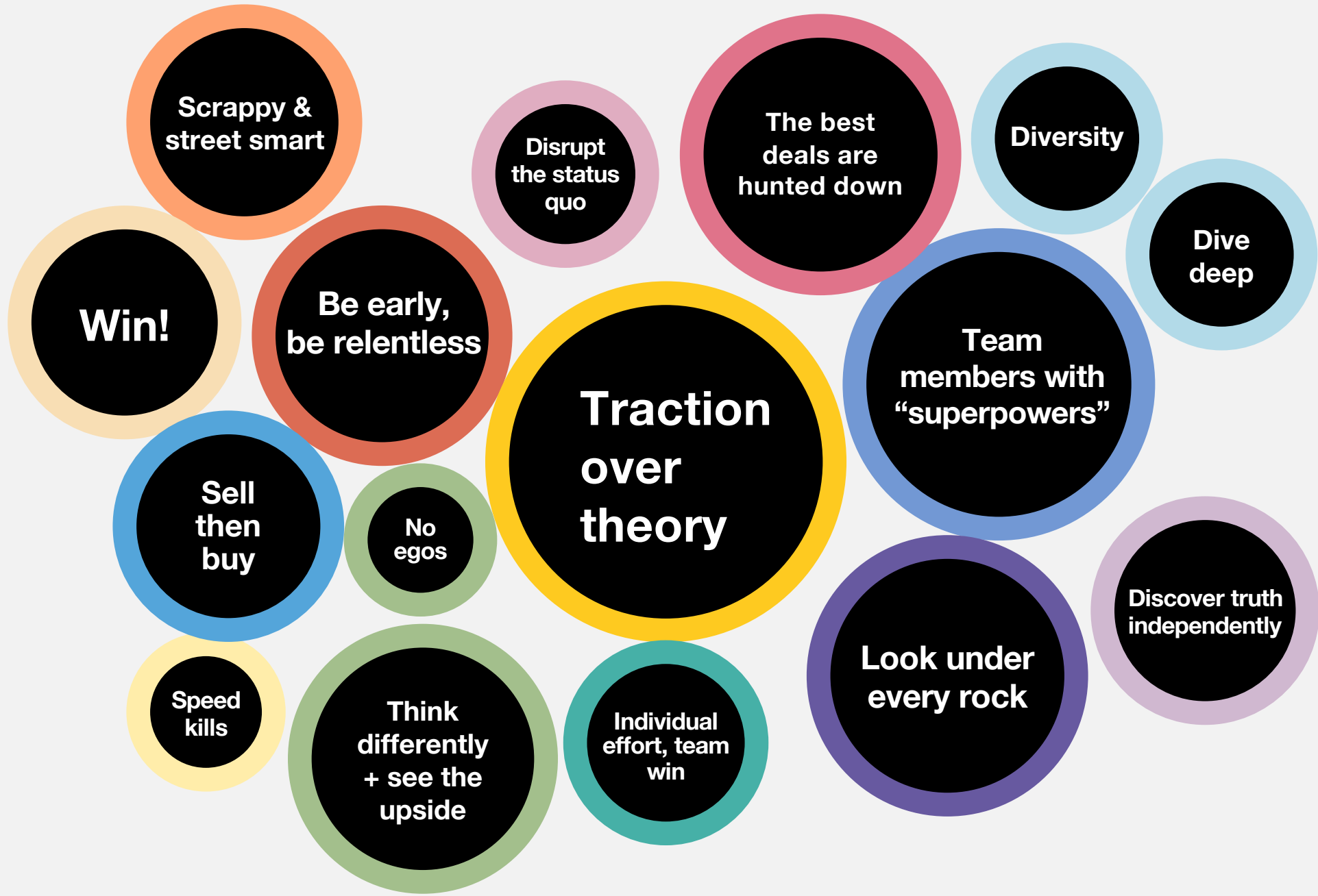
We seek the highest potential private company investments across sectors and stages

 **GROWTH**

 **EARLY**

	GROWTH	EARLY
PRIORITY SECTORS	<ul style="list-style-type: none"> • Technology, Consumer, and Healthcare 	
PORTFOLIO \$ CONCENTRATION	<ul style="list-style-type: none"> • Majority % of the fund 	<ul style="list-style-type: none"> • Minority % of the fund • Opportunity for future growth stage investments
TYPICAL FINANCIAL PROFILE	<ul style="list-style-type: none"> • Revenue • High growth • Break-even or profitable 	<ul style="list-style-type: none"> • Revenue or pre-revenue • Explosive growth • Unprofitable
OPPORTUNITY	<ul style="list-style-type: none"> • Performing strongly • Company doesn't need to take capital • Entrepreneur values Anthos Help 	<ul style="list-style-type: none"> • At an inflection point • Company needs capital to scale • Entrepreneur values Anthos help







Company Overview - TER Atlanta

Empowering Tomorrow's Grid

Observability and control for renewable energy

Wattch

The Wattch ecosystem makes utility-grade performance monitoring simple and affordable for the next generation of distributed energy providers



Company Timeline

May '20 ● **Founding of Wattch**

July '20 ● **First Commercial Project**
Emory Rooftop with Cherry Street Energy

Dec. '20 ● **Department of Energy Award**
Winners of the American Made Solar Prize

January '21 ● **Venture Capital Seed Funding**
Chris Klaus, Volo Earth, Jon Hallett, Woodleaf First

August '21



Growing the Wattch team

Added two UI focused software engineers

July '20



First Out-Of-State Project

New region, new customer, new project type

Dec. '21



Top Monitoring Products of 2021

Featured in Solar Power World's annual product review

Jan. '22



Release Wattch 1.0

Full commercial release

Today!



Hiring for Sales and Marketing!

Planning another capital raise for H2



Panelists



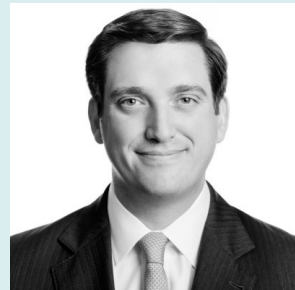
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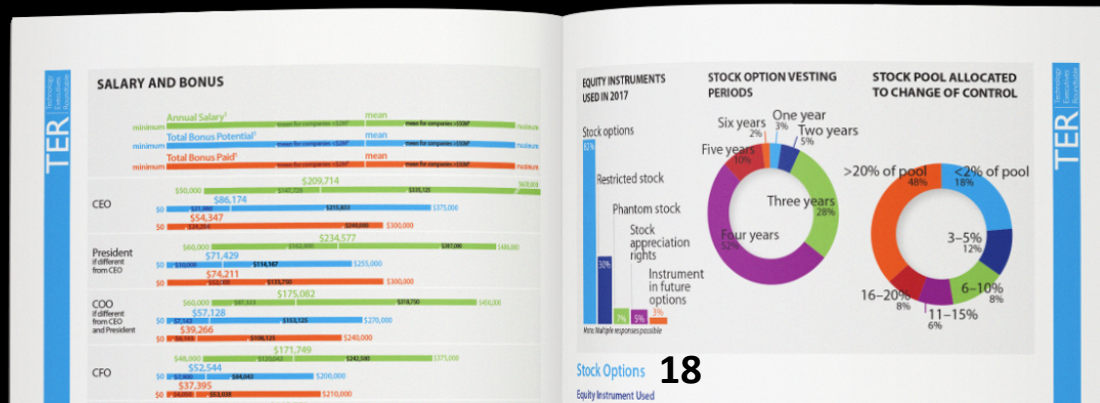
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March Meeting
(in-person or virtual)**

**Competing for Top Talent
In 2022
March 15, 2022**

PLEASE
STAY AFTER FOR
Q&A
with today's panelists

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