

**Atlanta's
Technology Executives Roundtable
December 15, 2020**

**ECONOMIC FORECASTS FOR
2021:
Impact on Atlanta and our
Technology Community**

*Please hold until
the session begins*

Technology
Executives
Roundtable

TEER



Rob Pinataro
President, Technology
Executives Roundtable

CEO, Payspan, Inc.

Your Forum

Candid discussion

CEOs, CFOs & Investors

Subject Matter Experts

Complex leadership issues

Share, challenge & test ideas

Technology
Executives
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TER

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Arketi Group: Digital Marketing for B2B tech companies

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Wm Leonard & Company: Real estate specialists for high growth companies

Zoom Etiquette

--Please mute 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

NAPLES TECHNOLOGY VENTURES





Naples Technology Ventures (NTV) invests in early-stage Software-as-a-Service (SaaS) companies primarily in the FinTech (including InsurTech and RegTech) and Digital Health verticals. NTV launched its first fund, NTV Fund I, in 2018 with \$10m in capital and invested in 12 companies.

NTV is currently investing from its \$50m NTV Frontier Fund (Fund II). The fund is investing in companies throughout the U.S. that have finished developing their products, are generating revenue and desire capital from experienced operators to take the company to the next level. NTV leads rounds and appoints one of its industry expert advisors to the board.

- ❑ **Stage:** Seed +, Series A
- ❑ **Investment Size:** \$0.5m to \$3.5m
- ❑ **Company Stage:** Completed product, ARR ~ \$1m
- ❑ **Sector:** SaaS; primarily in FinTech and Digital Health
- ❑ **Technologies:** AI/ML, Blockchain, IoT and Robotics

SENIOR TEAM



Mike Abbaei



Mike is the Co-Founder and Managing Partner at Naples Technology Ventures.

Mike retired from Broadridge Financial Solutions where he served as Vice Chairman and Head of Broadridge Customer Communications, a multi-channel communications business. He joined the company when he sold DST Systems' North American customer communications business to Broadridge and created the industry's premier customer communications provider. Prior to joining Broadridge, Mike served as Head of DST Customer Communications, overseeing DST's customer communications business segment. His executive leadership positions include serving as Executive Vice President and Chief Information and Operations Officer at Legg Mason and President of Legg Mason Technology Services. Mike has also served in leadership roles with Kidder Peabody, Lehman Brothers, CS First Boston and Bell Laboratories.

Brij Sharma



Brij is the Co-Founder and Managing Partner at Naples Technology Ventures.

Brij has more than 25 years of experience as an entrepreneur and investor in the US, India, and international markets. Brij founded Tela Sourcing, recognized by Gartner as a leading specialized company in healthcare insurance services and sold Tela to TriZetto, a healthcare technology and solution company controlled by Apax Private Equity. Brij also founded Express Clinics, a network of owned primary care and population health management centers and MDIndia, one of the largest Third-Party Administrators in India. MDIndia manages more than 15M lives, handles \$1B+ in premiums and provides healthcare access through a contracted national network of more than 4,500 hospitals and healthcare centers.

Neeraj Vohra



Neeraj Vohra is the Chief Investment Officer at Naples Technology Ventures.

Neeraj has 25 years of strategic financial management and capital markets experience. He has been the CFO of four private companies and his investment banking experience includes execution of more than \$3B of capital raise transactions and 12 M&A deals. His deep investment banking experience includes leading fintech teams at Friedman Billings Ramsey in DC and Signal Hill in Baltimore. He has managed numerous initial public offerings, follow-on equity offerings and M&A transactions for a wide range of clients, including Access Data, Bancotec, Online Resources, Open Solutions and PayPal.



Fund investments primarily in the Series Seed and Series A rounds with the following characteristics:

- ✓ **Companies that have extensively completed the development stage of their product offerings**
- ✓ **Established revenue streams from signed contracts with referenceable clients**
- ✓ **A recurring revenue model that shows sustainable and realistic growth potential**

The Fund places a high value on proper Governance and Transparency at each of its portfolio companies. As such, the Fund will be represented on every portfolio company's board-taking an active role in guiding and helping each management team.

FUND I PORTFOLIO



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EVERYWARE™



**TOMAHAWK
ROBOTICS™**



Tom Cunningham

Senior Vice President and
Chief Economist
Metro Atlanta Chamber

Tom is Senior Vice President and the Chief Economist for the Metro Atlanta Chamber (MAC). Tom joined the MAC in July 2015 following a 30-year career at the Federal Reserve Bank of Atlanta. He is a specialist in open economy macroeconomic policy and regional analysis. At the MAC, he manages an internal team that supports the research and advocacy roles of the economic development and public policy departments.



Technology Executives Roundtable

Tom Cunningham, Ph.D.
Chief Economist, Metro Atlanta Chamber
tcunningham@macoc.com

December, 2020

Total Change in U.S. Employment, Monthly Jan 1990 – Dec 2019



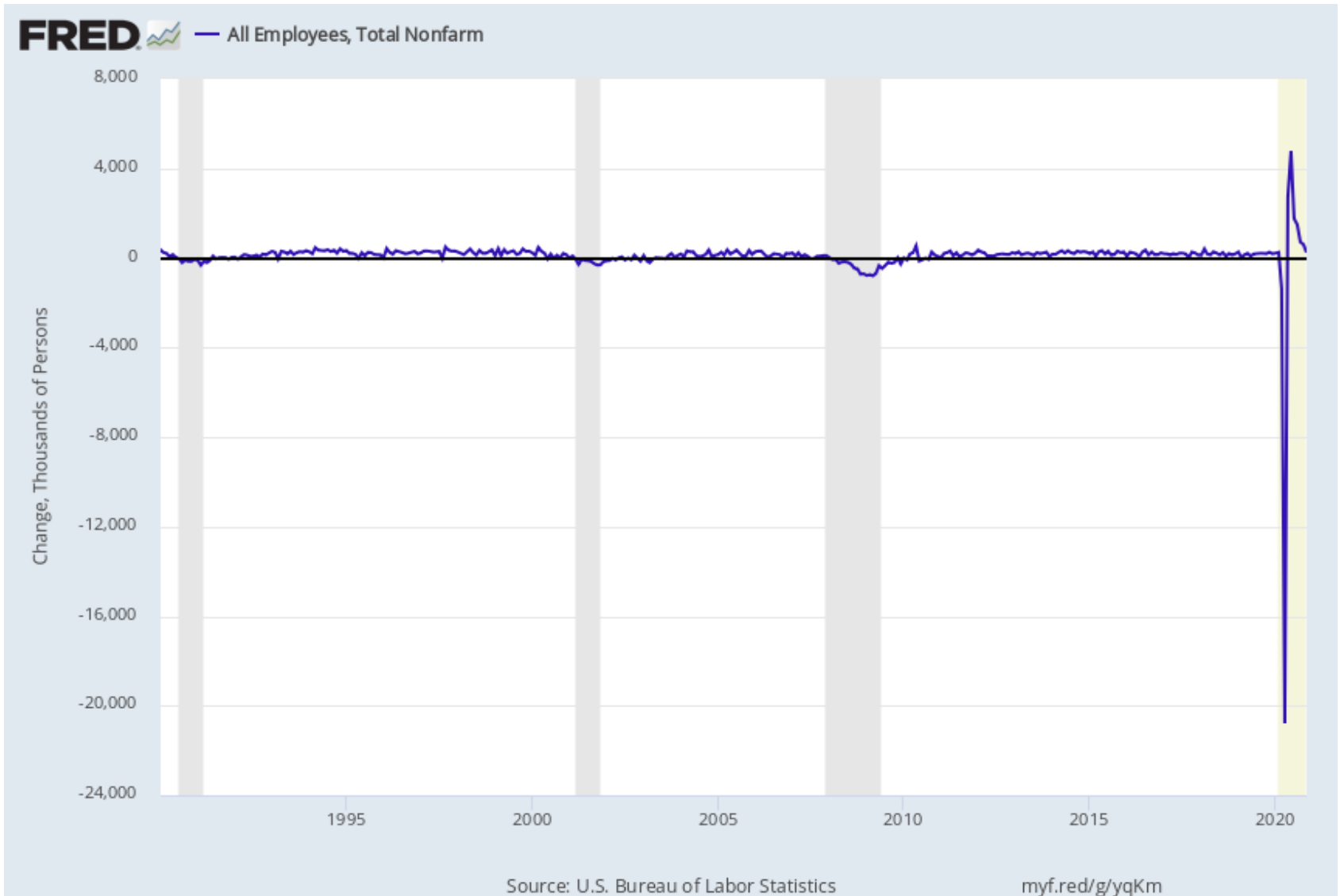
Shaded areas are recessions

Total Change in U.S. Employment, Monthly Jan 1990 – Dec 2019



Shaded areas are recessions

Total Change in U.S. Employment, Monthly Jan 1990 – Nov 2020

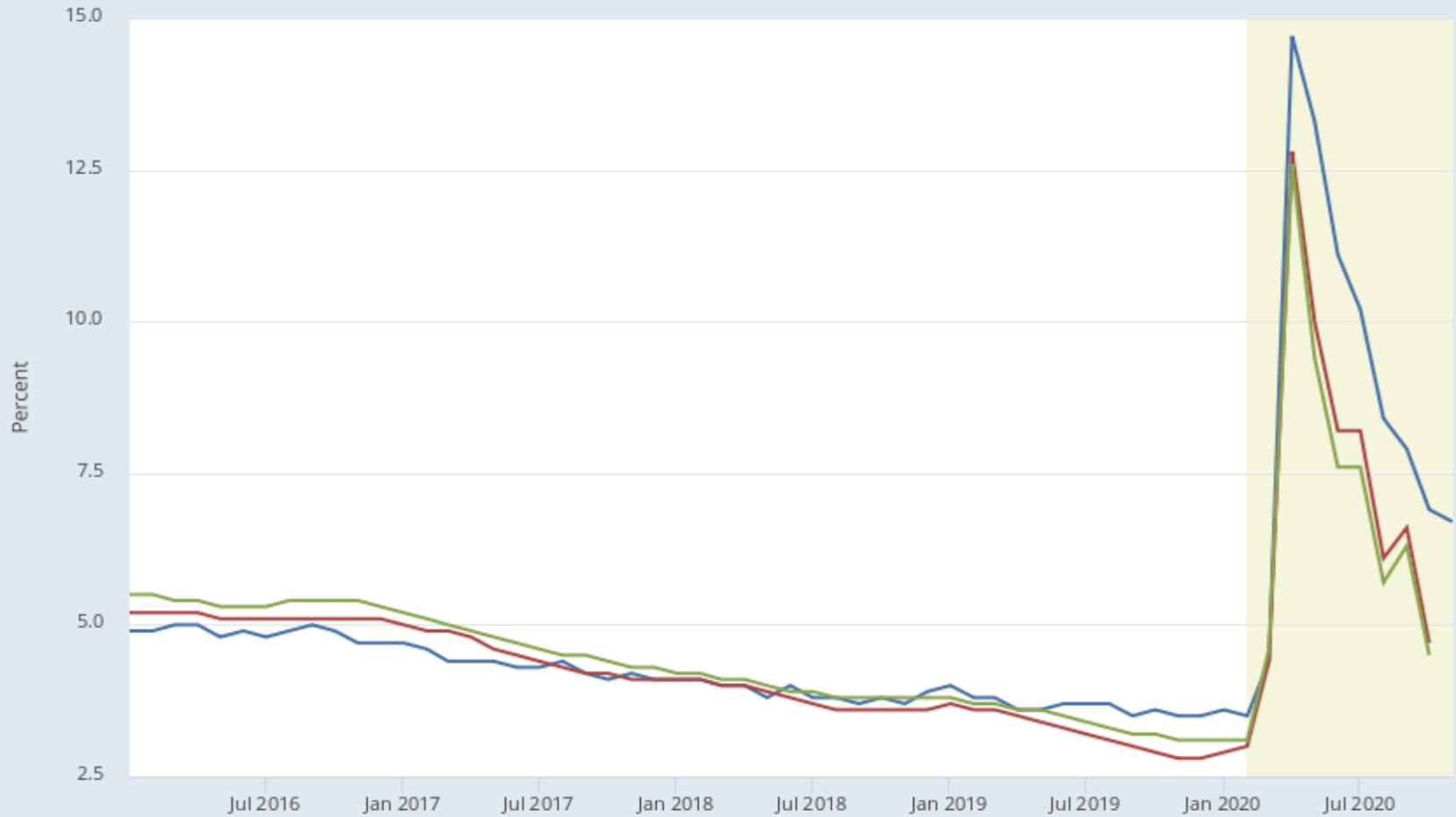


Shaded areas are recessions

U3, U.S., Atlanta and Georgia, 2016 - present

FRED

- Unemployment Rate
- Unemployment Rate in Atlanta-Sandy Springs-Roswell, GA (MSA)
- Unemployment Rate in Georgia



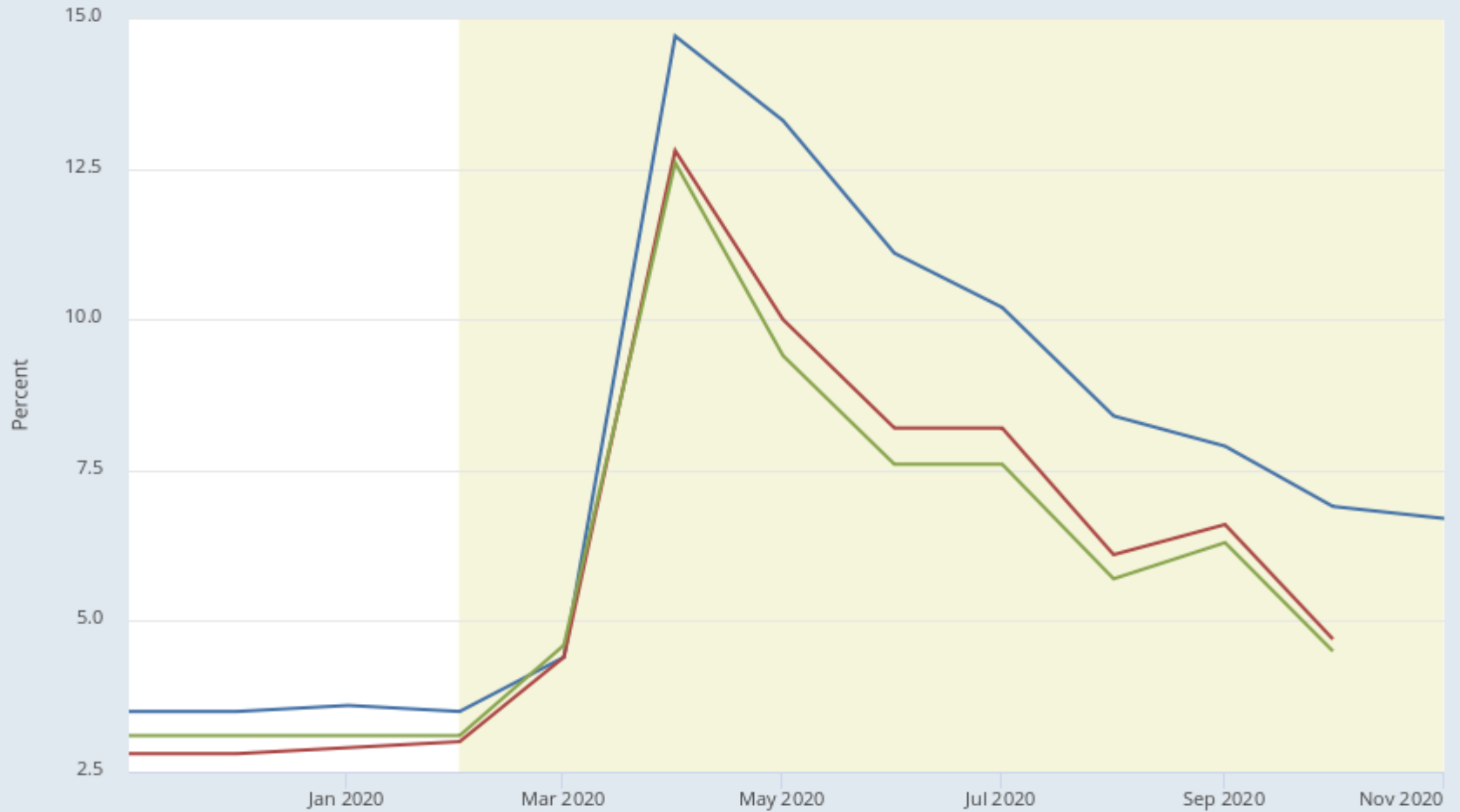
Source: U.S. Bureau of Labor Statistics

[myf.fred/g/yqML](https://myf.fred.stlouisfed.org/g/yqML)

U3, U.S., Atlanta and Georgia over the last year

FRED

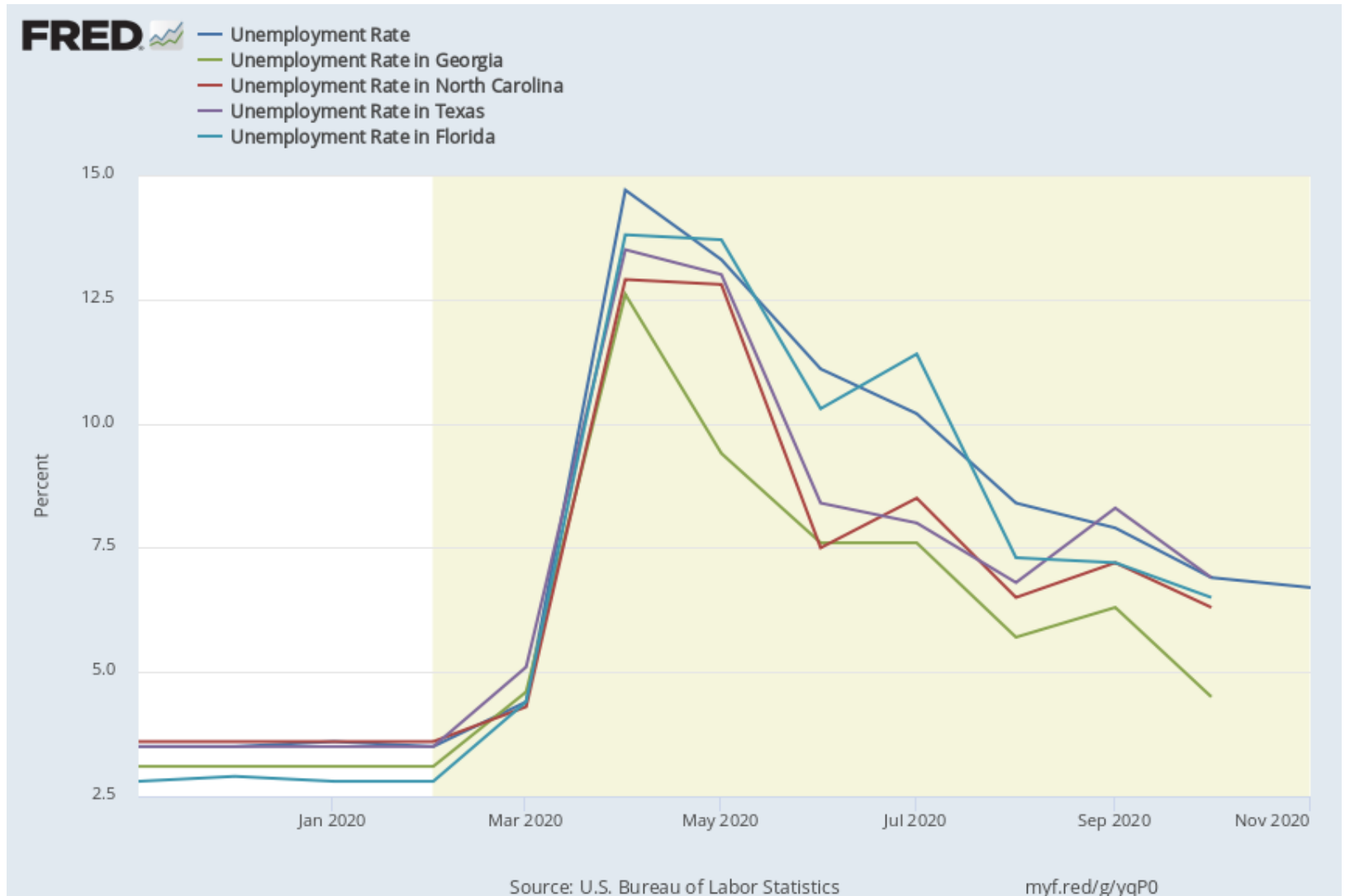
- Unemployment Rate
- Unemployment Rate in Atlanta-Sandy Springs-Roswell, GA (MSA)
- Unemployment Rate in Georgia



Source: U.S. Bureau of Labor Statistics

myf.red/g/yqNu

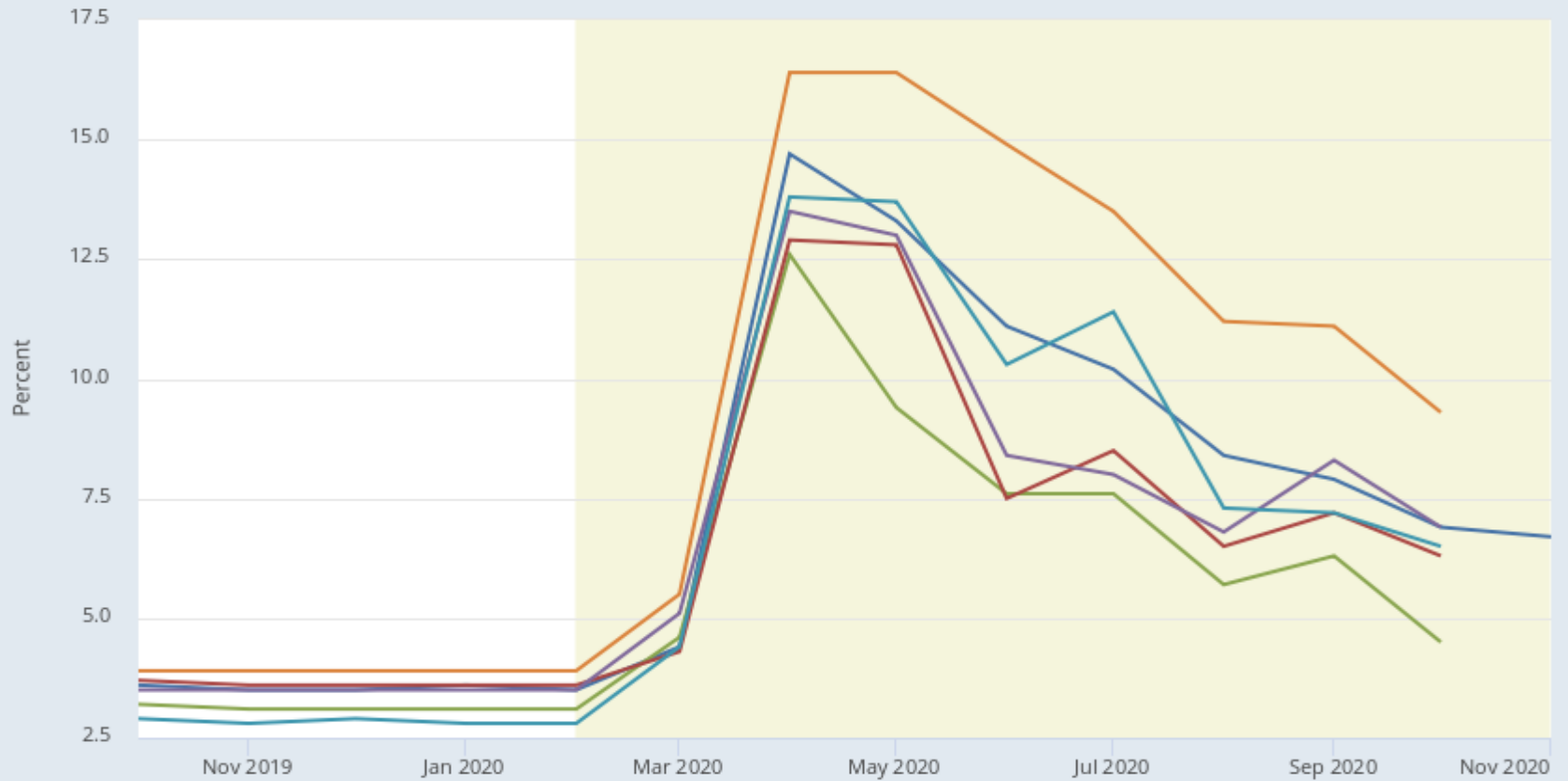
U3 over the last year, U.S., Georgia, North Carolina, Texas, and Florida



Previous slide plus California



- Unemployment Rate
- Unemployment Rate in Georgia
- Unemployment Rate in North Carolina
- Unemployment Rate in Texas
- Unemployment Rate in Florida
- Unemployment Rate in California



Source: U.S. Bureau of Labor Statistics

myf.red/g/yqPk

Please join our
January Virtual
Meeting

2021 Accounting, Tax & Legal Update:
WHAT EVERY TECHNOLOGY
COMPANY NEEDS TO KNOW IN 2021.

January 19, 2021



Technology Executives Roundtable

Tom Cunningham, Ph.D.
Chief Economist, Metro Atlanta Chamber
tcunningham@macoc.com

December, 2020

Please stay after
for

Q&A
with today's Speaker