

Sample Research Slides

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Certain information is replaced with generic content for confidentiality reasons

AS A RESULT WE ARE WITNESSING SOME SHIFTING TRENDS AS INTERNET MATURES IN CHINA

The acceleration of 4G speed and market penetration and the proliferation of smart hardware devices have enabled rapid adoption and usage of smarter mobile applications for both consumers and enterprises.

15.41

mbps

Average download speed for accessing internet on Mobile 4G reached 15.41 MB per second

44

trillion GB

Amount of data created and copied annually will reach 44 billion in 2020, 10 times of 2013

21

billion

Titan V, the newest and most powerful consumer GPU by Nvidia, contains 21 billion transistors

Internet of things is transforming traditional devices by bringing connection and intelligence to traditional devices in an incredible speed, and vast amount of capital has been invested in its technology, applications and solutions.

93

%

Projected penetration of smart TVs by the end of 2020

100

%

All new cars are estimated to be connected vehicles by the end of 2025

6.25

billion dollars

Total amount of capital invested in Internet of Things in 2016

Fintech is creating new business opportunities and revolutionizing the way traditional financial services and products are designed or delivered, and China is undoubtedly the leader in mobile payment.

69%

vs 33%

Adoption and utilization of Fintech between China and US companies in 2017

1970

billion

Forecasted revenue enabled by Financial technology by the end of 2020

630

million

Number of mobile payment users in China will exceed 630 million in 2020

Augmented Reality and Virtual Reality are disrupting the way we experience and engage media and content, creating massive opportunity for new applications and solutions.

29.9

billion dollar

Total market size for Virtual Reality will reach \$29.9 billion by 2020

90.8

billion dollar

Estimated Augmented Reality market size will become \$90.8 billion by 2020

75.5

%

Compounded annual growth rate of AR/VR market from 2016 to 2020

The exuberance of Artificial Intelligence, nurtured by investments and tech talents results in an escalation in prediction accuracy and usability, is empowering a plethora of applications to be smarter and more intuitive

29

thousand

Number of Artificial Intelligence related patents filed by the end of 2016

97%

from 75%

Accuracy of Deep Learning prediction improved from 75% to 97% during 2012-2016

50

%

About half of new applications will be developed in the form of bots vs. mobile Apps

Cloud First is now a global priority for organizations that prefer deploying applications in the cloud, and Cloud Security has become one of the most important issues that is slowing down adoption.

80

%

Percentage of global IT budgets committed to cloud apps and solutions next year

60

%

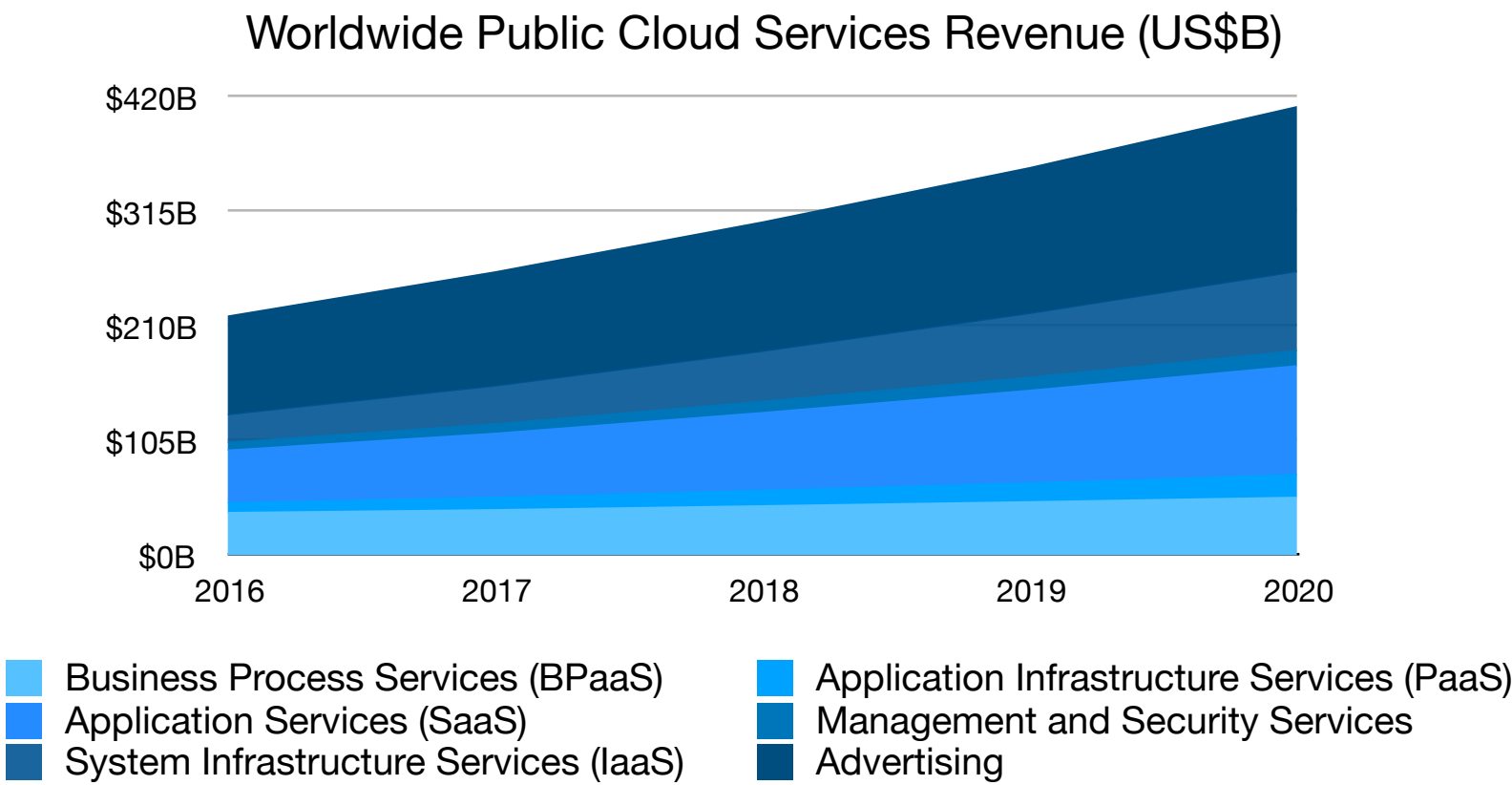
60% of engineering firms say that a lack of security skills is slowing down their cloud adoption

83

%

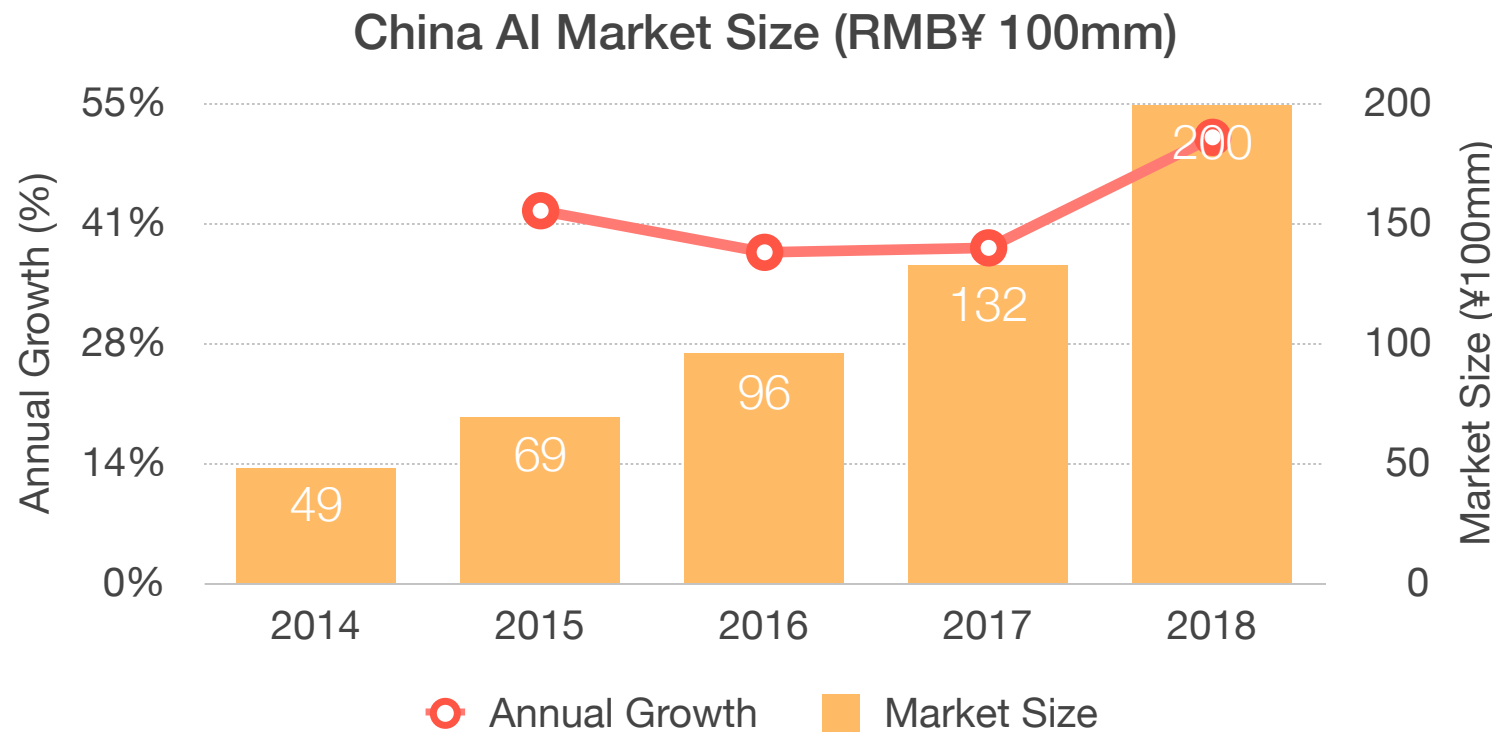
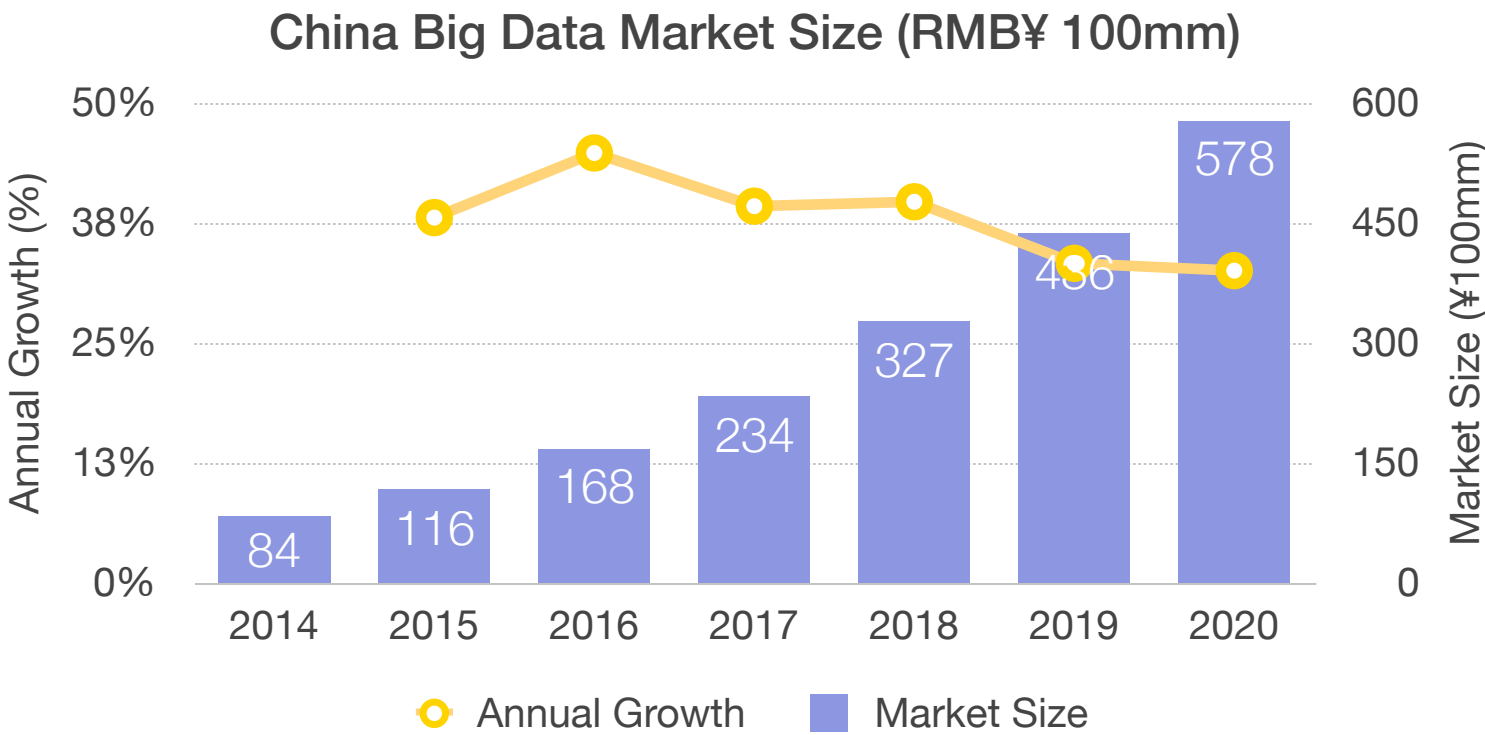
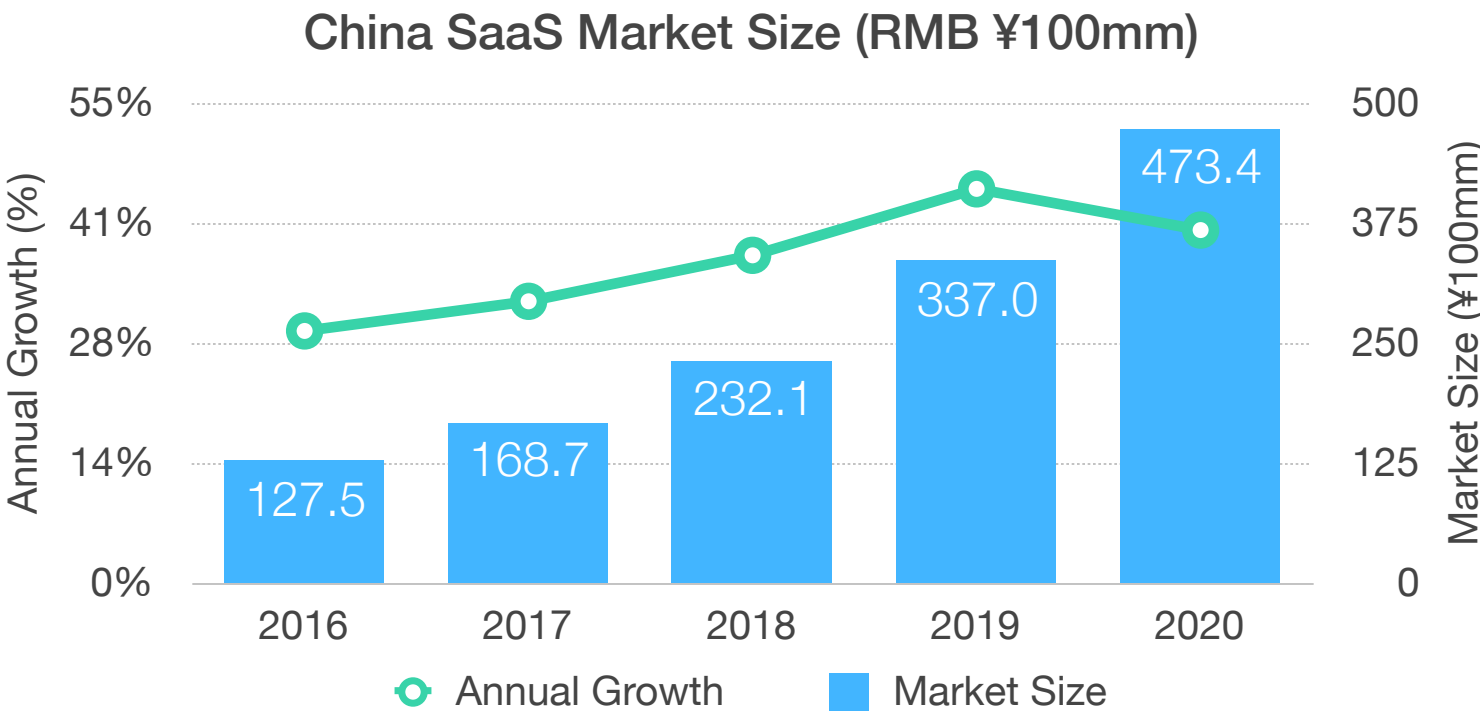
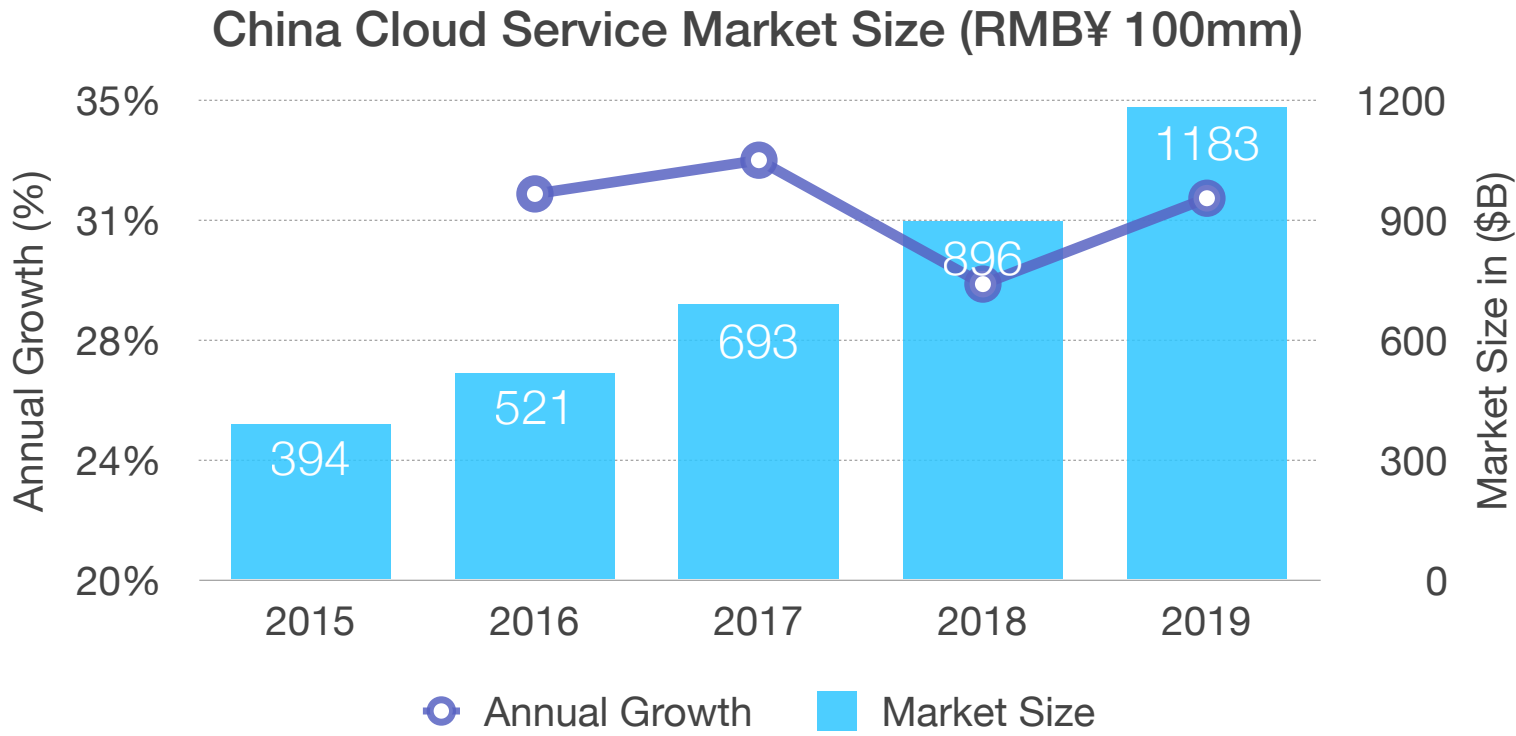
83% of organizations are actively using containers today

THE ENTERPRISE MARKET IS AT A TIME OF PROFOUND TRANSFORMATION & INNOVATION



Cloud Service	2020 Revenue	CAGR
BPaaS	\$54B	6%
PaaS	\$21B	18%
SaaS	\$100B	16%
Management & Security	\$14B	14%
IaaS	\$72B	23%
Advertising	\$151B	11%

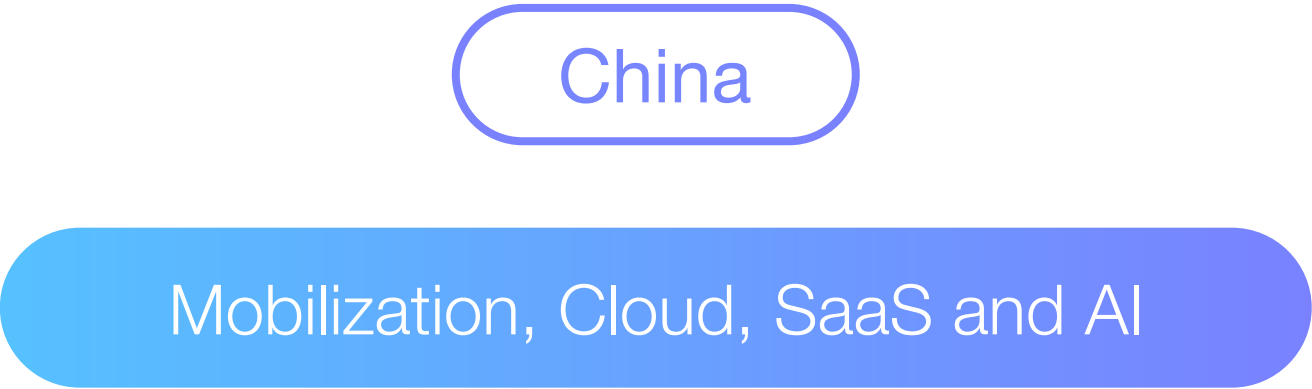
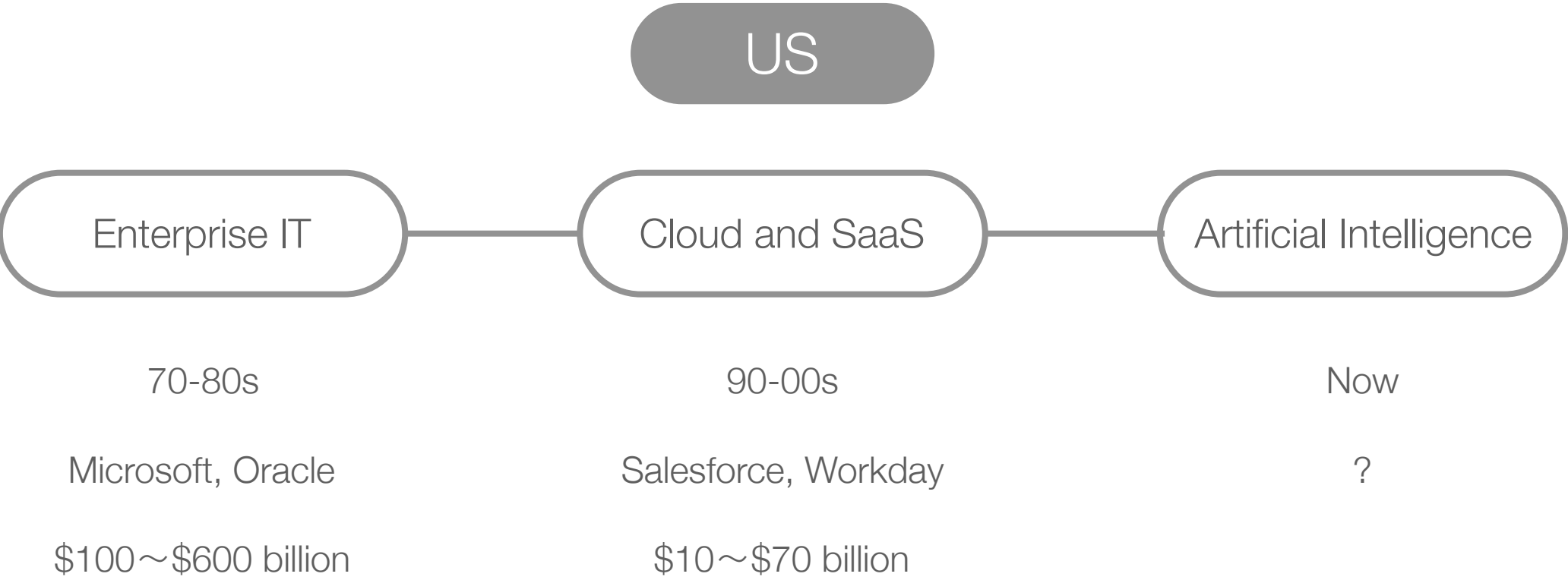
Data from IDC



- Within cloud service markets there are many high growth segments, including SaaS, Big Data and Artificial Intelligence. By 2020:
- SaaS market size will exceed 47.3 billion and will grow at about 40%.
- Big data market will surpass 57.8 billion, with a growth rate of about 40% annually.
- Artificial Intelligence market will continue to grow at 40-50% per year, and will reach 20 billion.

- Worldwide public cloud service revenue will exceed \$411 billion in 2020 and will grow at 13% per year. SaaS market size will cross \$100 billion milestone and continue to grow at more than 16% annually. Advertising will continue to be the largest segment., while IaaS market will experience the highest growth of over 23% year-by-year.
- China cloud service market size will reach 118.3 billion in 2019, with a compounded annual growth rate of more than 30%, more than 1.36 times faster than the global market growth rate.

CAPITALIZE ON ENTERPRISE SOFTWARE MARKET IN CHINA REQUIRES A DIFFERENT APPROACH



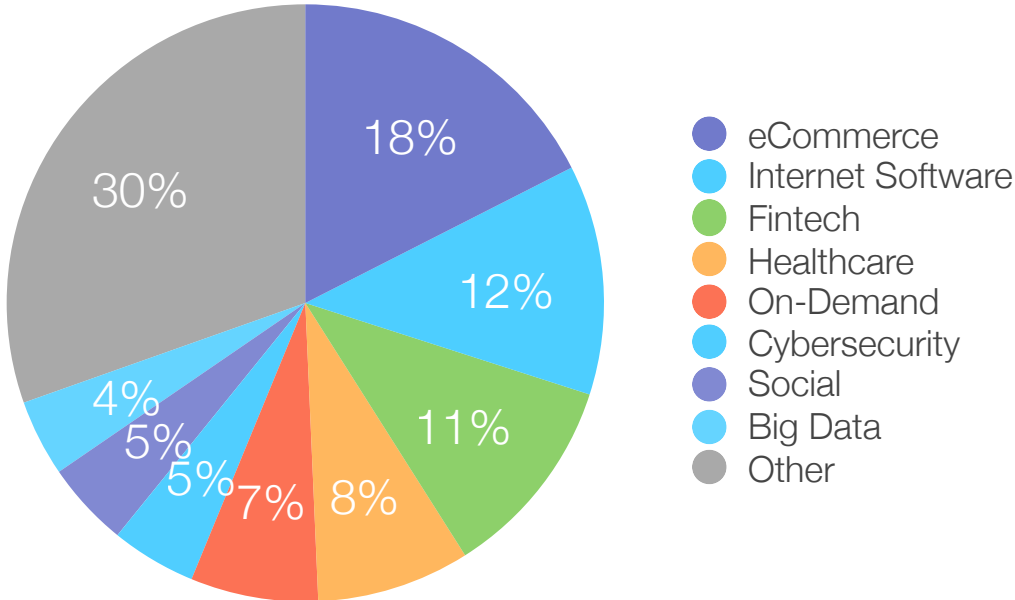
Enterprise software companies in China integrate the benefits of mobile, cloud computing, SaaS and Artificial Intelligence to address a much larger market

20%

More than 20% of global unicorns are in SaaS, Cybersecurity, or Big Data

10x

SaaS IPOs in 2017 received over 10x P/S valuation



Labor Growth

The workforce growth rate has turned negative, and by 2030, young population is estimated to drop to 28%

Cost

Labor costs in China have increased 5 times since 2015, and 15 times since 1995

Data-Driven

The increasing need of automation and data-driven operation spurred the demand of enterprise software

Technology

The explosive growth of cloud computing reduced enterprise software entry barriers

Talents

The increasing number of educated workforce enhanced the user experience of IT products

Corporations

As corporations become more mature, the adoption rate of enterprise software increases

Name	Overview	IPO Date	IPO	Current	G/L%	P/S TTM
Appian	Low-code Development Platform	2017-05-25	\$12.00	\$29.50	146%	11.1
Alteryx	Self-service Big Data Analytics	2017-03-24	\$14.00	\$26.21	87%	13.1
Okta	ID as a Service	2017-04-07	\$17.00	\$26.07	53%	13.2
MuleSoft	Enterprise Application Integration	2017-03-17	\$17.00	\$23.32	37%	11.5
SendGrid	Email Marketing Platform	2017-11-15	\$16.00	\$21.73	36%	8.9
SailPoint	ID Governance & Management	2017-11-17	\$12.00	\$14.74	23%	7.7
MongoDB	Distributed Database Platform	2017-10-19	\$24.00	\$28.80	20%	10.4
Cloudera	Big Data Management Platform	2017-04-28	\$15.00	\$16.76	12%	7.0

Quanergy

Sensors - LiDAR



LiDAR sensors and software for capturing and processing real-time 3D mapping data

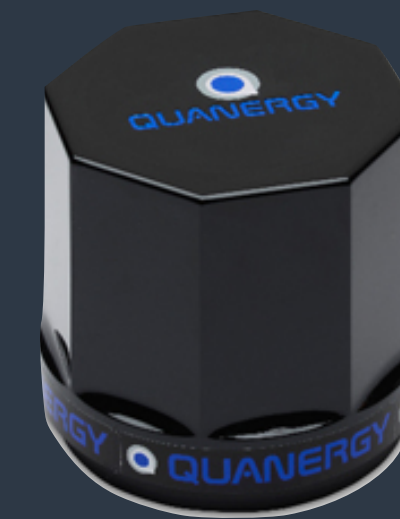


Founded in 2012, in Sunnyvale, California



Louay Eldada, Columbia Ph.D in Electrical Engineering, former DuPont Photonics CTO

Micro Solid State LiDAR (S3), Traditional LiDAR (M8), software and solutions



Partnership with Mercedes-Benz, Delphi and Sensata



Newbury Venture
TEEC
Elon Musk

\$4.5m

2013.11

\$30m

2014.12

Rising Tide
Wicklow
Wardenclyffe

Delphi

\$15m

2015.7

\$90m

2016.8

Delphi
Sensata Technology
Samsung Ventures
GP Capital

Acquired Raytheon
BBN's OTUS People
Tracker

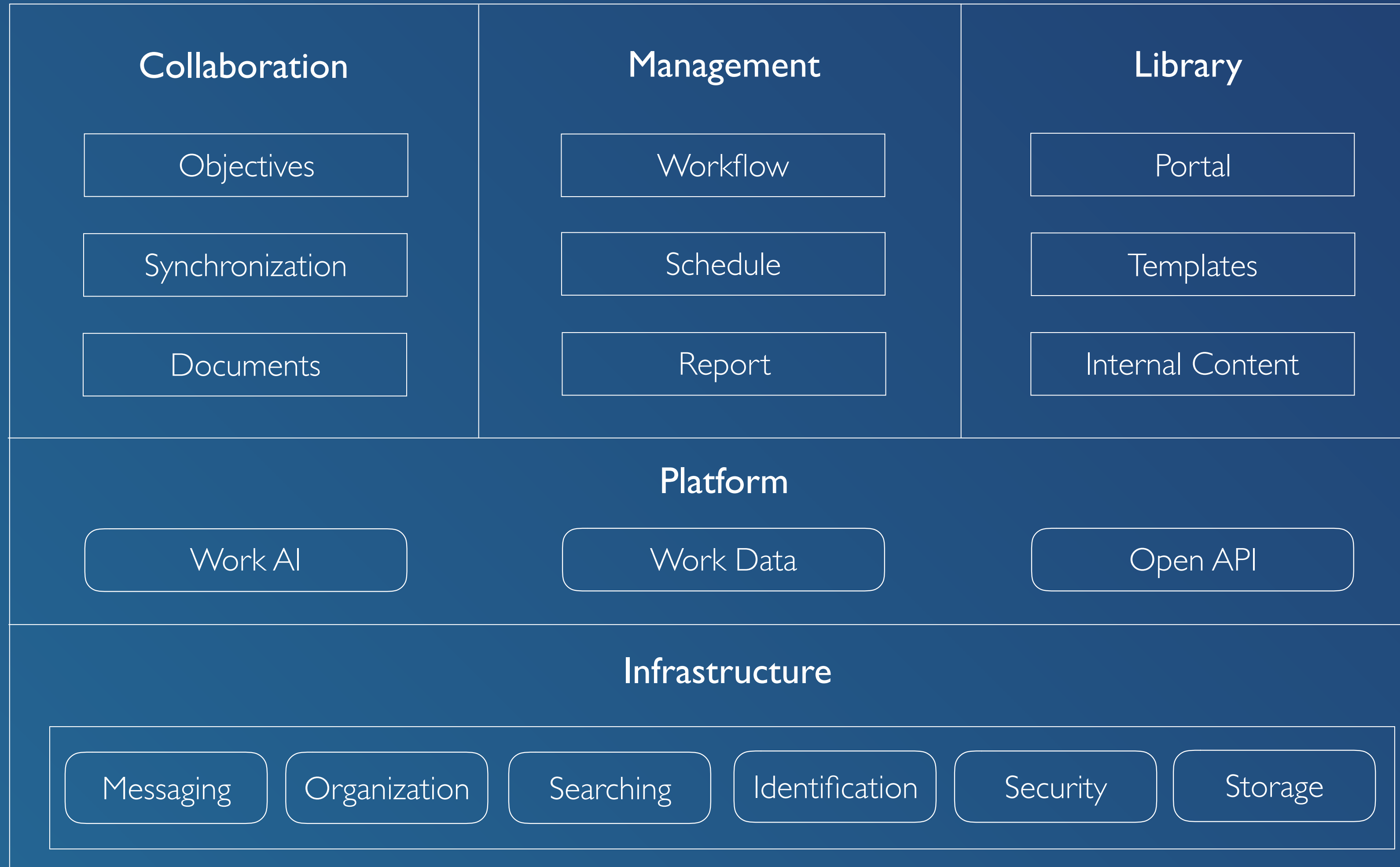
2016.8

Sample Business Plan & Presentation Deck Slides

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Product Overview



Technology Backbone

Point A

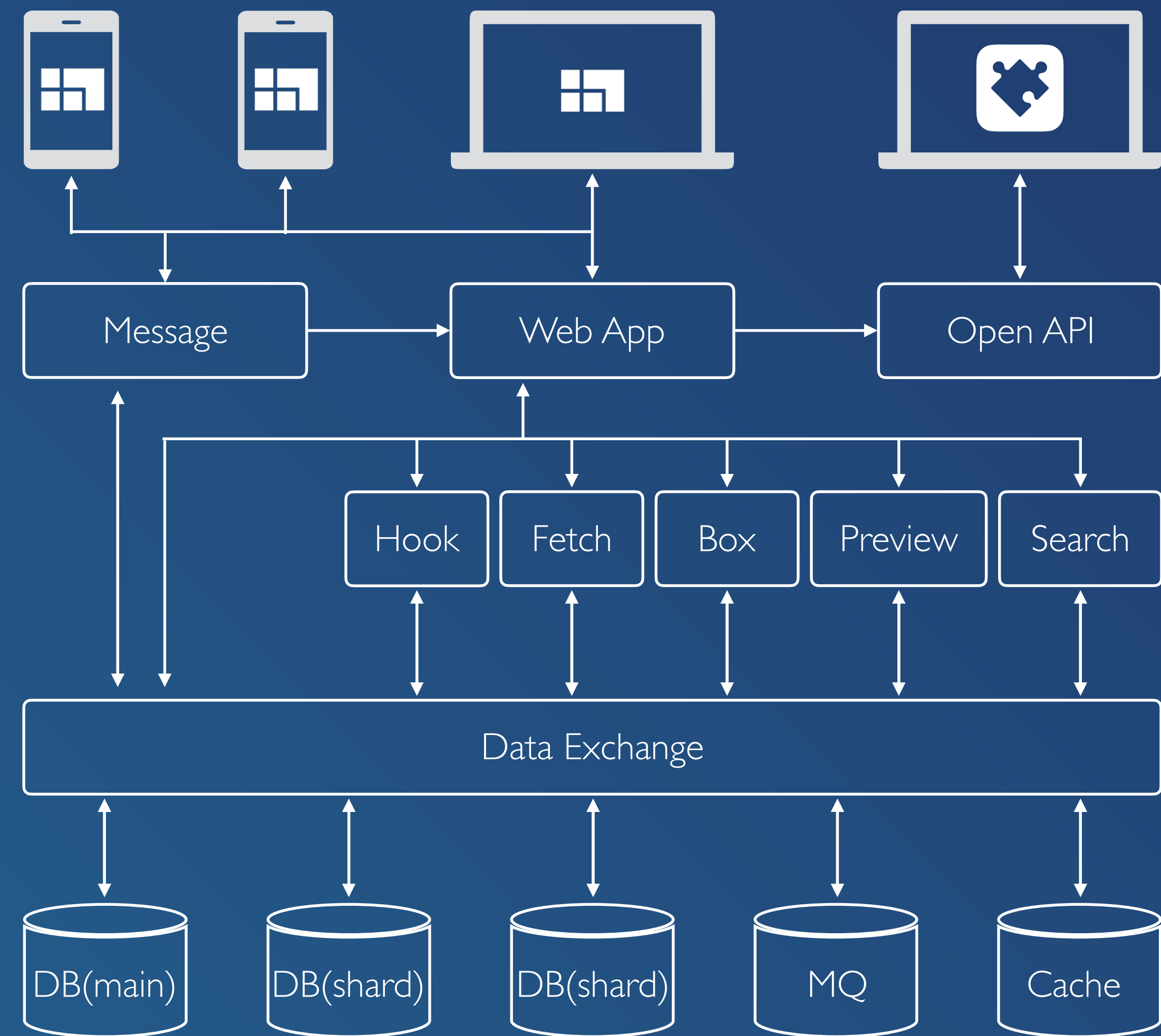
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Point B

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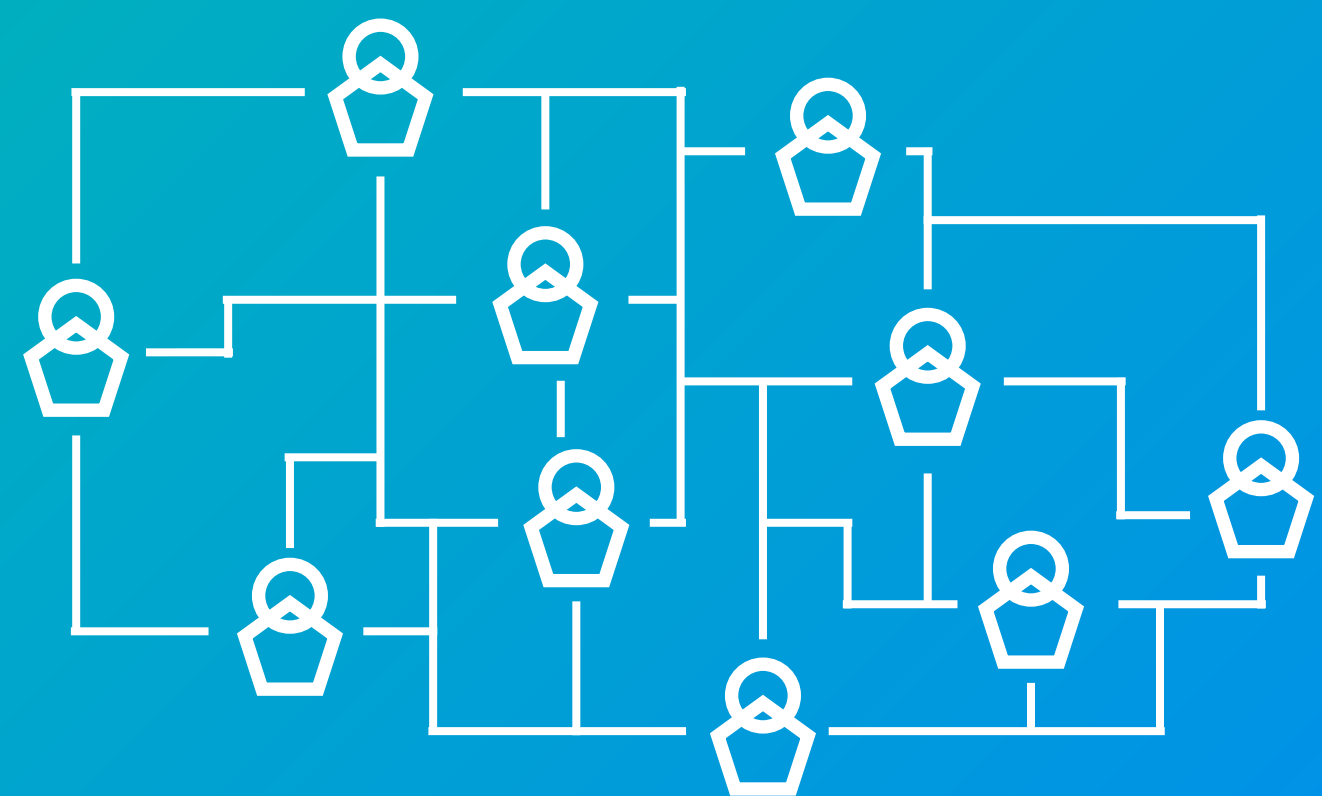
Point C

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Evolution of Next-Gen Corporations

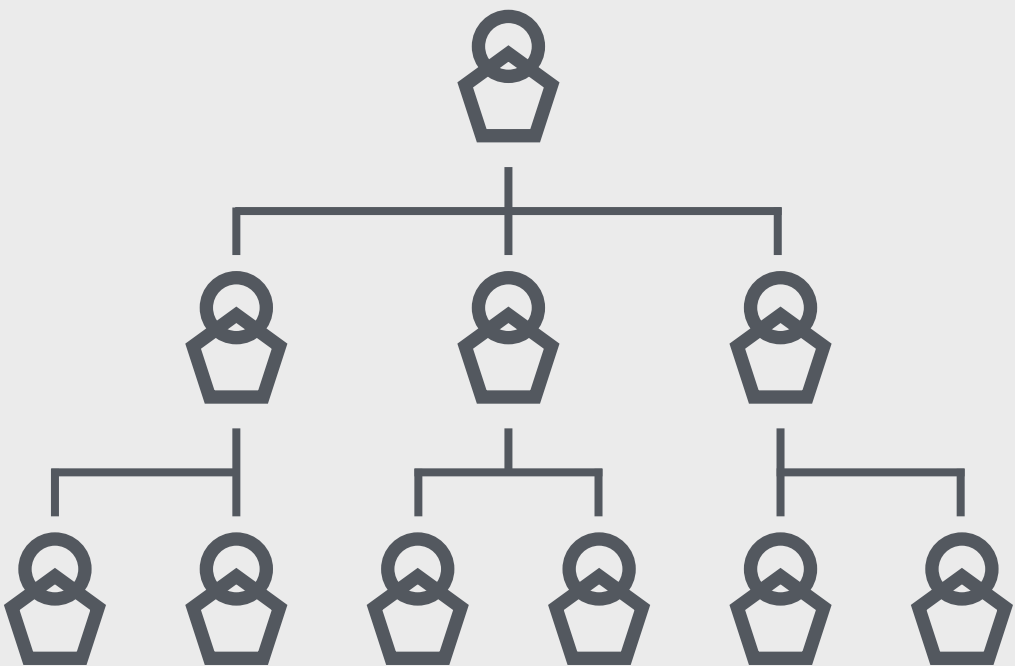
Next-Gen



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Traditional



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Structure of Next-Gen Corporations

Point A

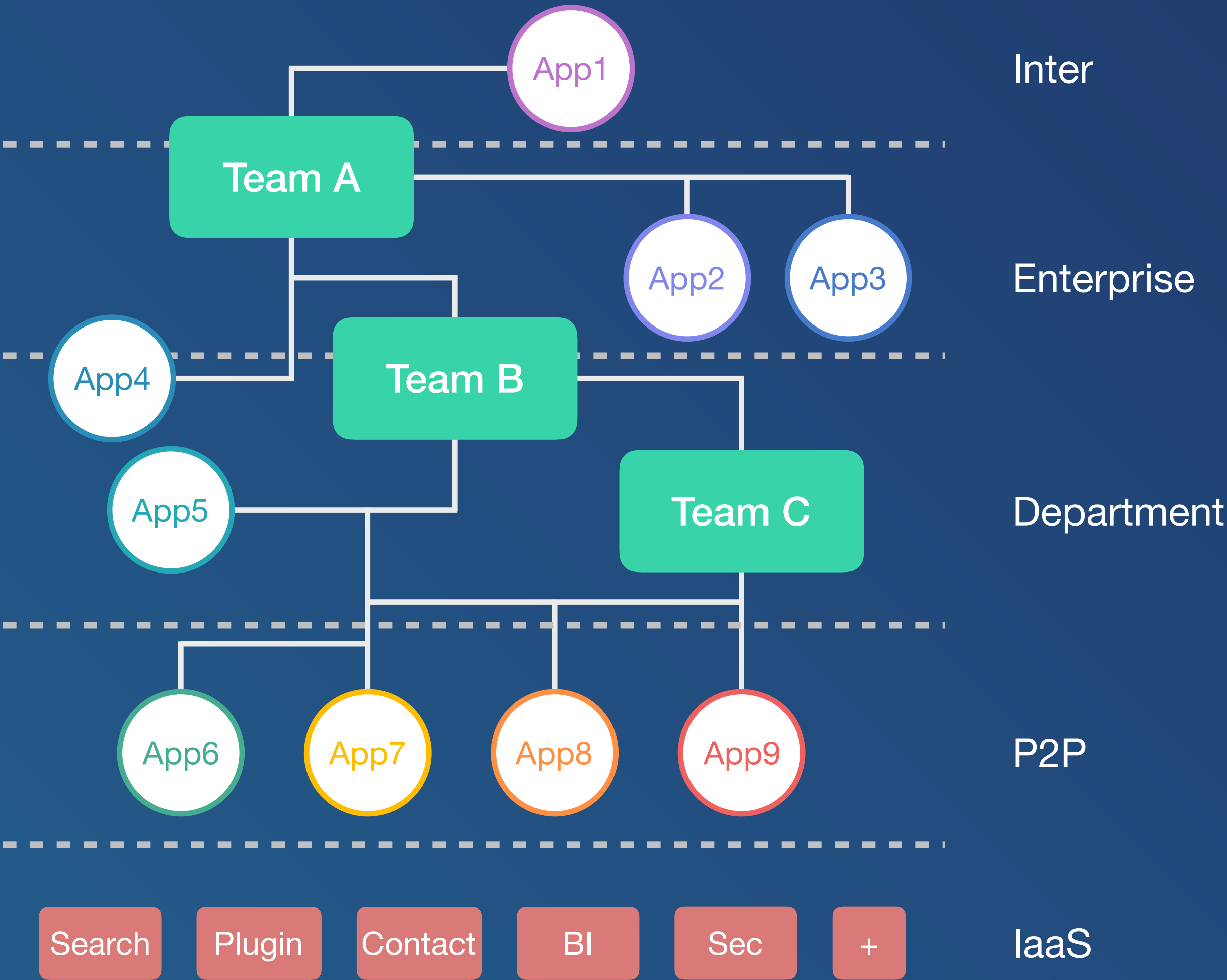
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Our Advantage

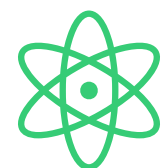
Product



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Technology



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Operations



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