

OpsLock Final Presentation

Business Intelligence & Analytics Software
Environment, Health and Safety (EHS) Software

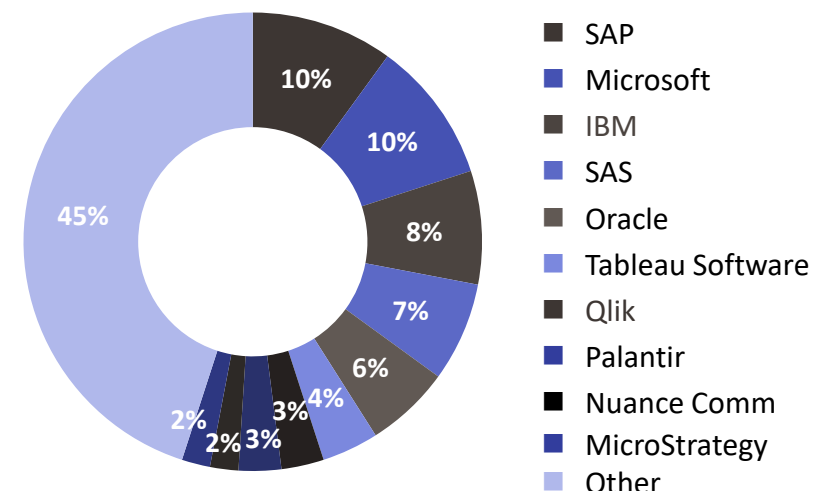
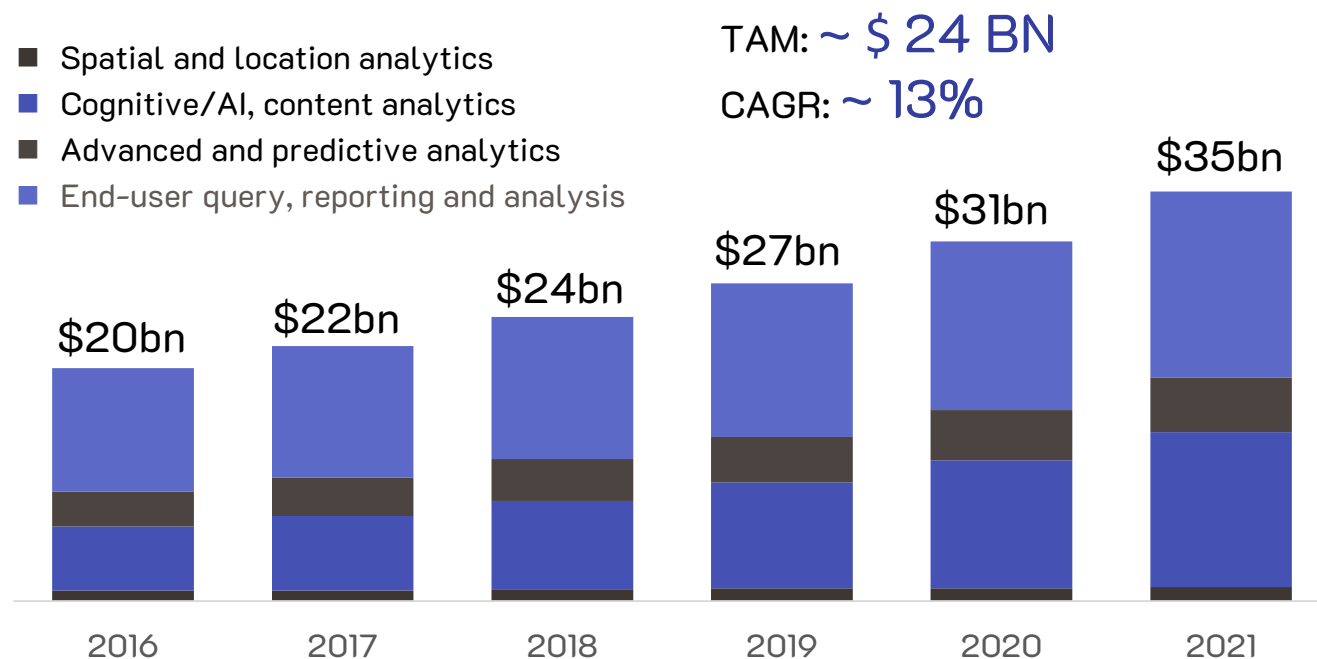


OPSLOCK MARKET OVERVIEW BUSINESS INTELLIGENCE & ANALYTICS SOFTWARE

Total Addressable Market, Market Forecast, Leading
Players, Market Share

Total Addressable Market and Market Forecast

Within TAM, Credit Suisse view business intelligence (BI) as a \$ 24bn market, which encompasses end user query reporting, predictive analytics, Cognitive / AI content analytics as well as spatial and location analytics. Global revenue in the business intelligence (BI) and analytics market is forecast to reach \$ 24 billion in 2018 and is expected to grow at a 13% CAGR through 2021 and reach to 35 billion USD.



Leading Players & Market Share

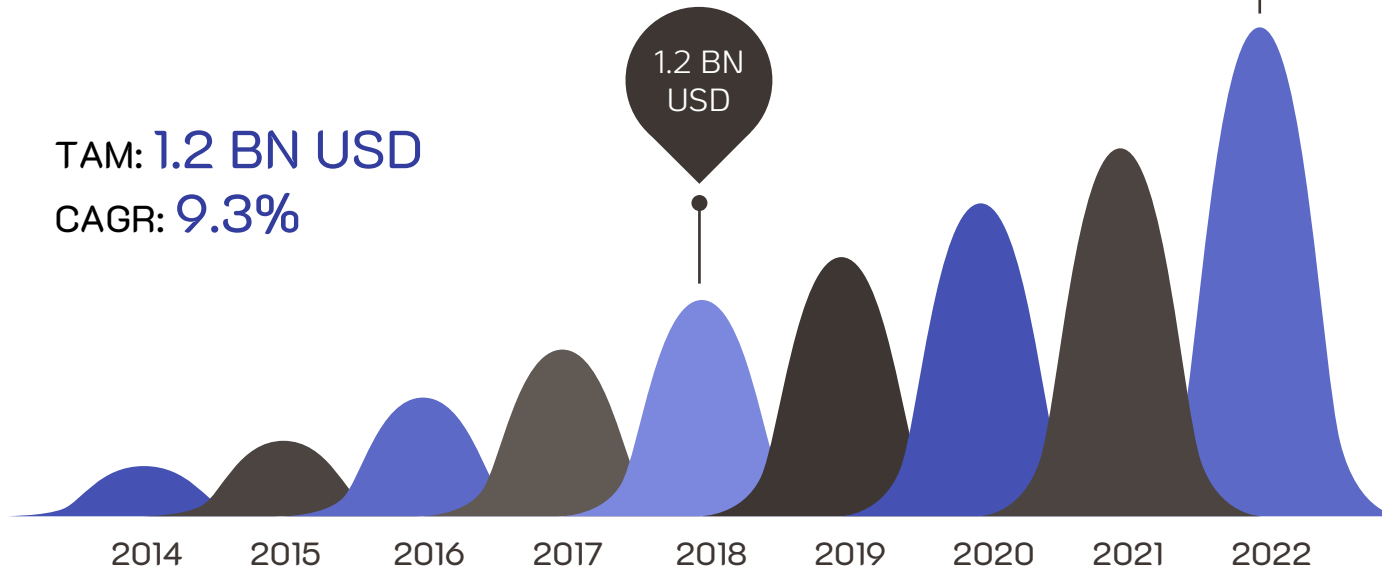
Major players in BI & Analytics markets are Microsoft, Tableau, Qlik. Business Intelligence & Analytics markets has not experienced too much changes. Most companies in the industry are visionaries and niche players. Small and medium-sized companies occupy more and more market share, and the market share of leading players is correspondingly shrinking.

OPSLOCK MARKET OVERVIEW ENVIRONMENT, HEALTH AND SAFETY (EHS) SOFTWARE

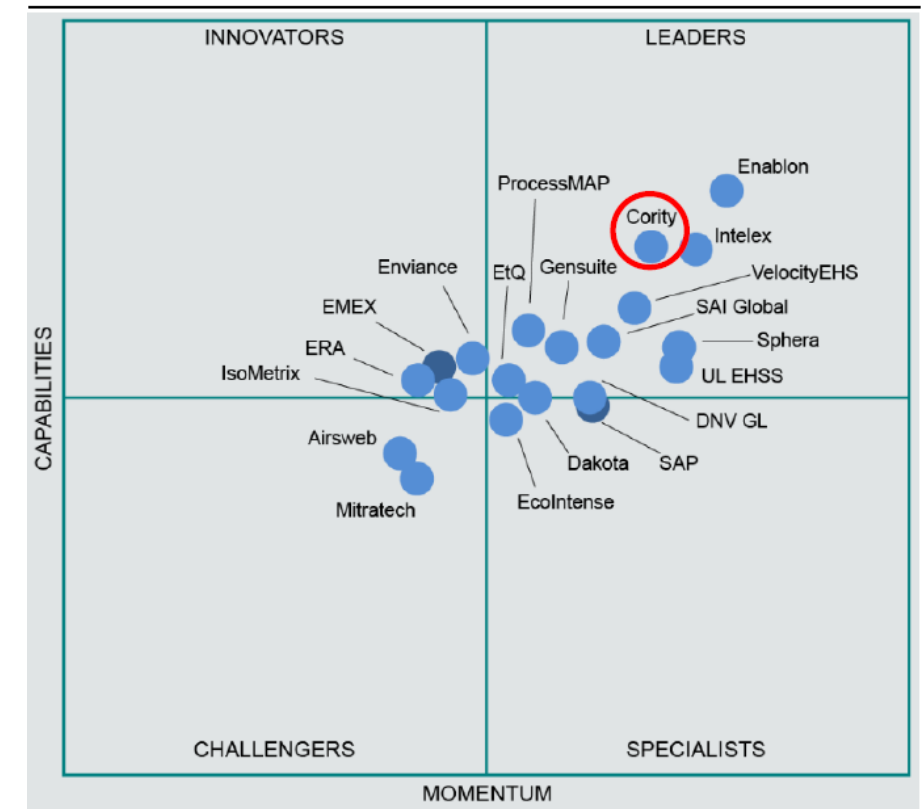
Total Addressable Market, Market Forecast, Market
Vendors

Total Addressable Market and Market Forecast

The increasing regulatory burden has accelerated spending growth in the EHS market. EHS software is estimated to grow at an annual rate of ~15% over the past four years, reaching \$ 1.1 billion in 2017. While the industry's spending trajectory is expected to slow, we forecasts a five-year CAGR of 9.3% and EHS spending more than \$ 1.7 billion by 2022



EHS Software Market Vendors

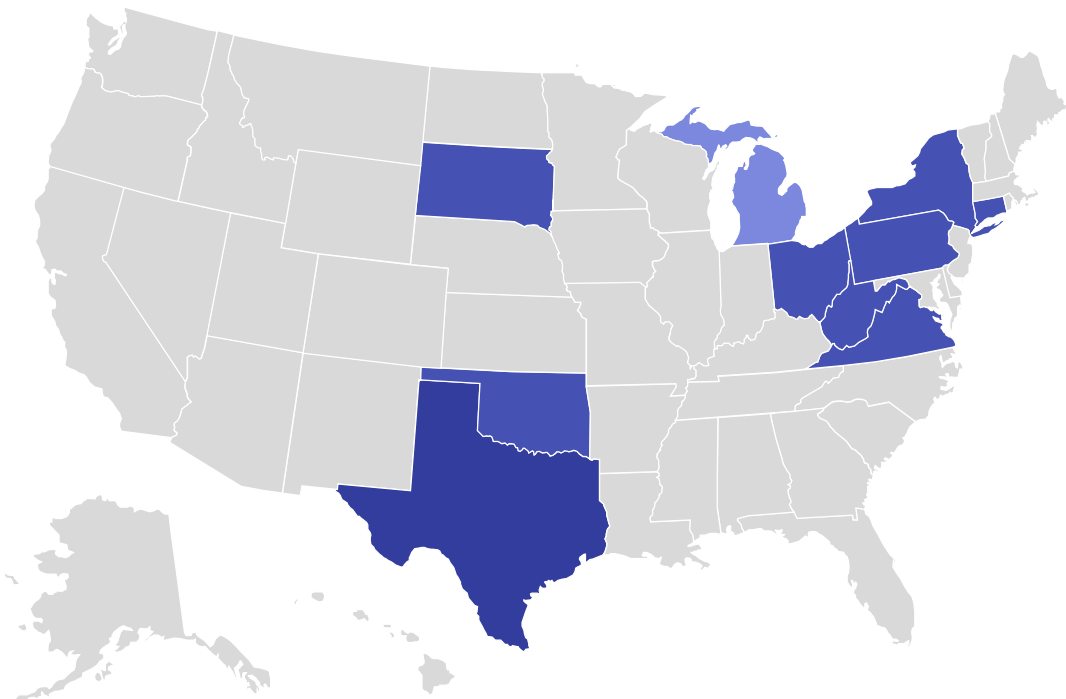


Source: Verdantix Green Quadrant EHS Software 2017

OPSLOCK CUSTOMER INFOGRAPHIC

Customer Distribution by Geologic Region

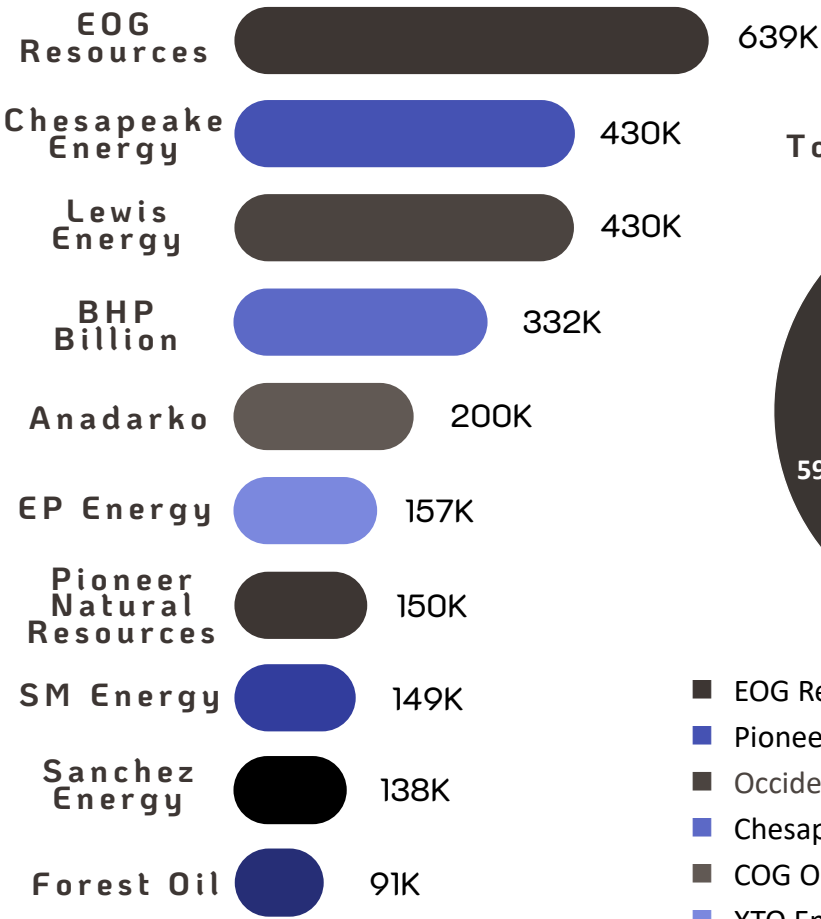
Customer Distribution by Geologic Region



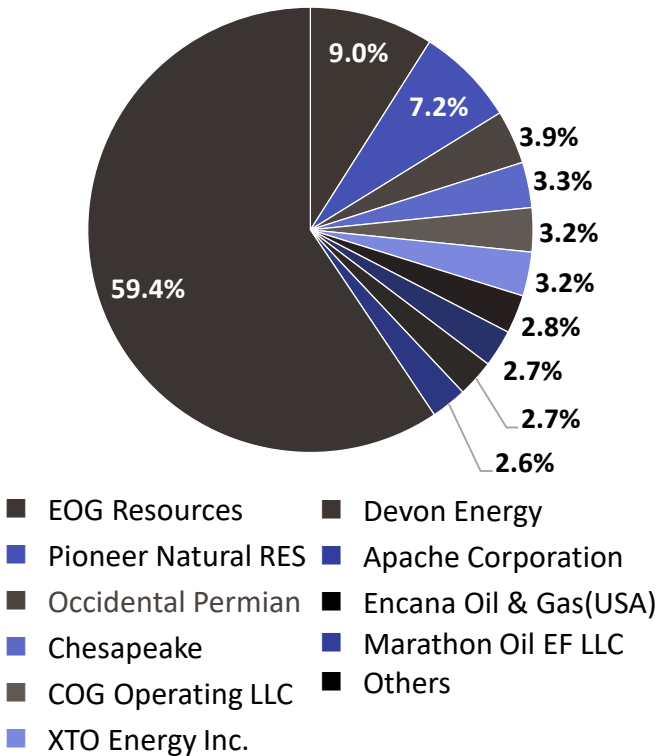
4,293
MM USD

was spent in US EHS Management
expenditure for oil and gas industry, 2017

Oil Acreage by Operator



Top Operators in Texas



OPSLOCK CUSTOMER PSYCHOGRAPHICS

What are EHS Software Buyers Looking For?

Deliver Tangible Benefit to the Firm

94%

86%

70%

55%

of EHS professionals believe their CEOs see EHS as helping to:

Achieve regulatory compliance

Improve risk management

Strengthen competitive advantage

Enhance financial performance

High Quality User Experience

92% of EHS Professionals

said that quality of UI was either 'very important' when evaluating EHS software.

Control Costs

46% of EHS Professionals

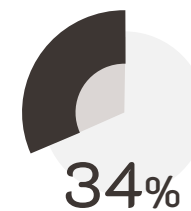
said that software implementation costs were 'very important' when evaluating EHS software.

Solutions with Highest Intentions

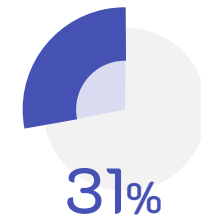
INCIDENT
Management

RISK
Management

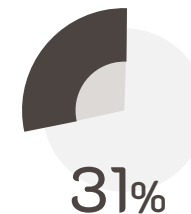
Other Important Criteria



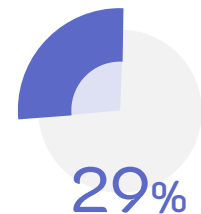
Software license/
subscription costs



Platform covers all
EHS workflows



Configurability
without
consultants



Software hosting
costs

OPSLOCK COMPETITIVE LANDSCAPE MAGIC QUADRANT

Leaders, Challengers, Visionaries, Niche Players

Parameters Definition

Y axis: available funds company obtains, which refers to company revenue or funding from other companies or organizations.

X axis: application capabilities, which mainly refers to product diversity, measured by how many industries does the company involve, and solution diversity, measured by how many solutions does the company provide.

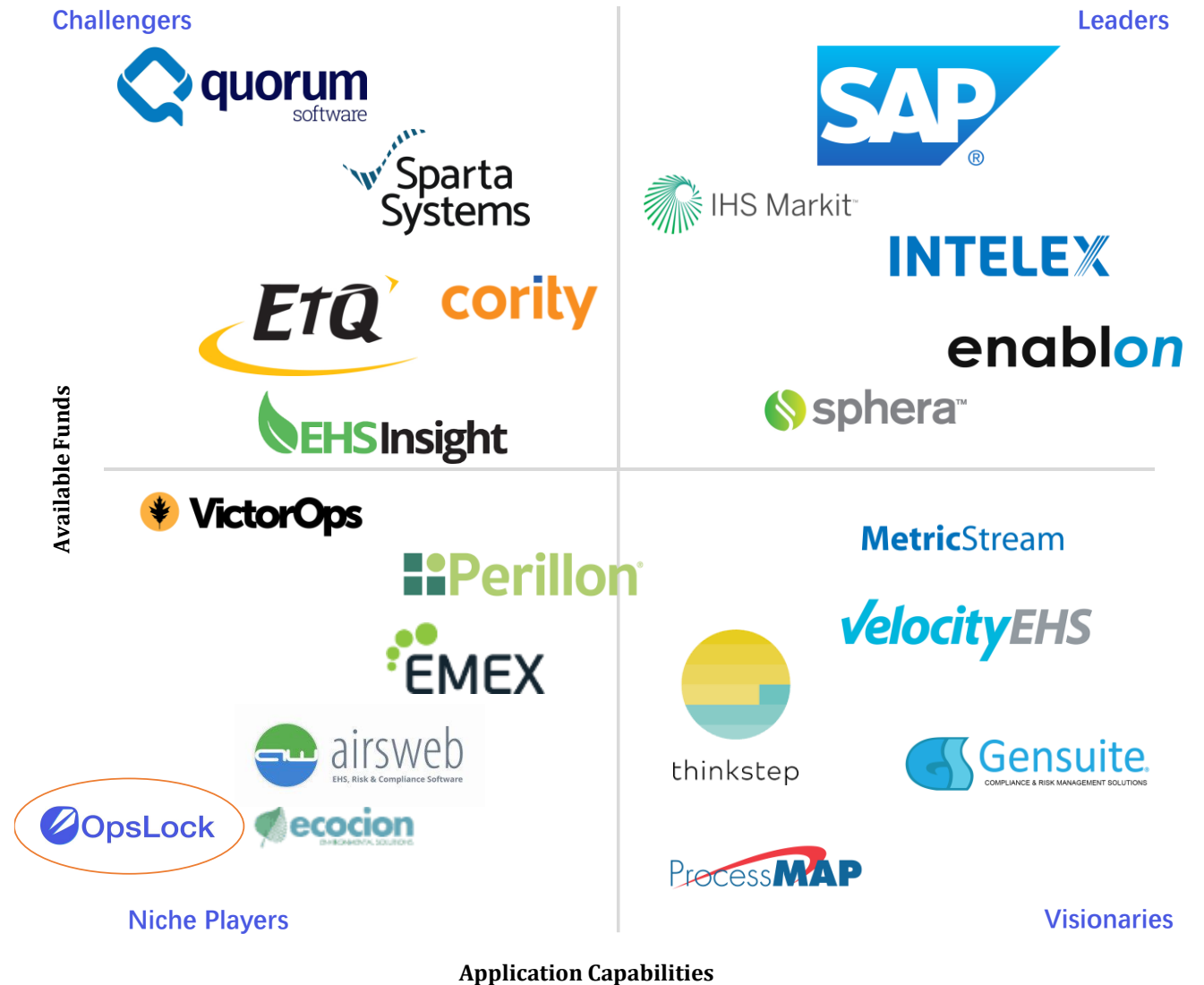
Magic Quadrant Vendors

Leaders: companies who have high revenue annually or funding with high application capabilities.

Challengers: companies with a lot of money but with low product diversity capabilities.






















Visionaries: companies have strong product diversity and solution diversity but low revenue or funding.

Niche Players: new to the EHS software market with a narrow customer base, their products are not so attractive, unable to generate revenue or profit by themselves



CLEARCAM COMPETITIVE LANDSCAPE TYPICAL 5 COMPETITORS

VictorOps Inc., EtQ, Inc., Quorum Business Solutions, Inc.,
Ecocoin, Inc., Sphera Solutions, Inc.

Typical 5 Competitor	CORPORATE RATE	NUMBER OF INDUSTRY SERVED	Competitive Landscape Conclusion
 			<div> RESULT ONE</div> <p>Intense competition in the industry. According to the Capital IQ and Crunchbase databases, approximately 270 companies overlap with OpsLock business scope.</p>
 			<div> RESULT TWO</div> <p>The number of transaction, including PE and M&A transaction is high.</p>
			<div> RESULT THREE</div> <p>Generally speaking, EHS software companies serve different industries are more likely to obtain opportunities being acquired.</p>
			
 			

OPSLOCK PREDICTION CRYSTAL BALL

Acquisition Candidate

Probability

 Low  Medium  High

Company	Potential Acquirer	Rationale
Absolute Software	Dell EMC, Symantec, McAfee	Unique persistence technology; Activist Shareholder
BSM Technologies	Trimble, Garmin, Other telematics providers	Critical mass in the rail market; industry is consolidating; Activist Shareholder
Kinaxis	SAP, Oracle, Microsoft, JDA, Honeywell, Infor	Strong subscription software for augmenting installed SCM
Patriot One	Smiths Group, Thales, L3, OSI Systems	Highly differentiated technology with compelling economics
Avante Logixx	GardaWorld, Tyco/Johnson Controls, Securitas	High quality offering in fragmented home security market
exactEarth	MDA, Hisdesat, Descartes; regulatory hurdles may exist	Unique technology and infrastructure; significant shareholder
Maxar Technologies	U.S. Tier 1 suppliers, PE	Regulatory hurdles; previous sale to the U.S. rejected by the Canadian government
Optiva	Ericsson, Oracle, Accenture, Amdocs	Company in transition under new management
Solium Capital	Benefitfocus, Workday, ComputerShare, Netsuite	Strong product ready for growth; high percentage of insider ownership
Spectra7 Microsystems	MACOM Technology Solutions, Renesas Electronics	Unique technology and +60% gross margin profile
Stars Group	Las Vegas Sands Corp, William Hill, Financial buyers	Several large shareholders, market leading B2C poker product
Urthecast Corporation	MDA, Digital Globe	Unique asset on ISS; Firm contracts from their constellation should improve value
Celestica	Flex, Hon Hai, Jabil	Complexity, low margins; Onex controls multi voter shares
CGI	IBM, CSC, Indian IT Services	Large shareholder with multi-voter control and Quebec-based company
Computer Modelling Group	Schlumberger, Baker Hughes, Halliburton	High multiple compared to other oil/gas services provider; weak market fundamentals
Evertz Technologies	Belden, Cisco	Strong product, CEO and Chairman control 73% of shares
EXFO	JDSU, Cisco	Large shareholder with multi-voter control, new CEO and Quebec-based company
Magellan Aerospace	U.S. Tier 1 suppliers, OEMs, PE	78% insider ownership
Pollard Banknote	Scientific Games, IGT	67% family ownership
Quarterhill	Acacia, RPX, Financial buyer	Large patent portfolio & high proportion of share price in cash

CLEARCAM PREDICTION CRYSTAL BALL

Trend and Inhibitor, Opportunity and Risk



- Data discovery gaining traction
- Convergence towards governed data discovery
- Growth in cloud computing
- Shift towards cloud-based platforms
- Shift away from traditional business intelligence software to modern
- AI and Machine learning



- Mass volume of data to analyze
- Regulatory and privacy issues regarding data
- Lack of experienced professionals within businesses
- Intensifying competition
- Installation base



- Seize opportunity in BI Solutions industry. EHS companies are expected to benefit from the growing demand for business intelligent solutions.
- Surfacing Trends in Content Delivery.
- Serve multiple industry, not only for oil and gas industry.



- Regional and Economic Conditions
- Increasing Free Online Sources
- Intensifying Market Competition
- Stringent Regulatory Environment
- Cyber Threats

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COURSE

COMPETV INTEL RESOURCES/ STRATS