



TWIST CAPITAL

EMERGING OPPORTUNITIES & ACCELERATING TRENDS

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THE TECH THEMES THAT TWIST CAPITAL HAD PREVIOUSLY IDENTIFIED WILL MATERIALLY ACCELERATE

OUR INVESTMENT THEMES ARE ALIGNED WITH:

- 1) Advancement of **Edge Computing**
- 2) Re-thinking of **Supply Chains** & Business Continuity
- 3) Widespread Implementation of **Process Automation**
- 4) e-Payment Systems and **e-Commerce** Becoming a Staple of Business Interaction



VIRTUAL BUSINESS IS NOW STANDARD PRACTICE



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INFRASTRUCTURE UPGRADES ARE REQUIRED TO RELIABLY SUPPORT A WORK-FROM-HOME CULTURE

- **Employee use of physical office locations will decline, partially due to health & safety concerns**
- **Collaboration and visualization software will gain widespread adoption for business productivity**
- **Remote security will be a critical investment**
- **Edge Computing will parallel the use of the cloud and, based on the advantages of 5G, could become the primary application platform**

GREATER BANDWIDTH, COMPUTE POWER, AND STORAGE CAPACITY – ALL AT LOWER COSTS – WILL PROPEL EDGE COMPUTING

SUPPLY CHAINS MUST BE RE-EXAMINED



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BUSINESS CONTINUITY AND TRUST WILL BE DOMINANT FACTORS IN DETERMINING SUPPLY CHAIN PARTNERS. NATIONAL SECURITY, SUSTAINABILITY, AND QUALITY WILL ALSO BE KEY CONSIDERATIONS.

- **Geographic domicile is now pivotal to supply chains – over-dependence on any single geography, especially autocratic states, has proven to be dangerous**
- **Implementation of facility automation, data collection, and real-time communications will improve delivery times and reduce costs**
- **Government regulation will grow (i.e., environmental, business continuity, part sourcing) and labor rights will be enhanced (i.e., unions, worker safety standards, health benefits)**

THE BENEFITS EASILY OUTWEIGH THE COSTS OF RE-ARCHITECTING SUPPLY CHAINS, PARTICULARLY IF SUBSIDIZED BY FEDERAL GOVERNMENTS

PROCESS AUTOMATION DRIVES GREATER EFFICIENCY



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SOCIAL DISTANCING WILL BECOME THE NORM, AND A DECLINE IN SOCIALIZATION WILL CREATE AN OVER-SUPPLY OF GIG WORKERS

- **Gig workers will want steadier income and healthcare, which will require re-tooling their individual skill sets**
- **Employers will seek greater workforce productivity through investments in Process Automation technologies and A.I.**
- **Both new and existing employees will use online education platforms to align their skills with these emerging business characteristics**
- **Intellectual capital will be a critical business element that drives both hiring and retention**

AUTOMATION AND MACHINE LEARNING ARE THE TOOLS OF TOMORROW AND REQUIRE A SKILLED WORKFORCE TO DEVELOP THEM

NEW PURCHASING PARADIGMS



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CONSUMERS AND ENTERPRISES WHO PREVIOUSLY ESCHEWED ONLINE COMMERCE ARE PERMANENTLY SHIFTING THEIR BUYING HABITS

- **A globally distributed workforce requires seamless, web-based procurement and remittance portals**
- **Eliminating friction in cash flows will yield faster payment cycles and faster delivery times**
- **Ease-of-use and security are the most important problems to solve in money transfers**
- **Standardization of payment methods will eliminate confusion and reduce value leakage**

CONSOLIDATION AND MODERNIZATION IN BOTH PAYMENT SYSTEMS AND SUPPLY CHAINS WILL BE REQUIRED TO ADEQUATELY MEET DEMAND ON A GLOBAL BASIS



IN A CHANGING WORLD, THE ACCELERATION OF CERTAIN TRENDS IS PROVIDING UNIQUE INVESTMENT OPPORTUNITIES

An overwhelming number of companies will be capital constrained during these times of economic uncertainty

Twist Capital's Special Situations strategy makes hybrid **debt and equity** investments in middle market

Technology companies that may be experiencing an element of distress, dislocation or dysfunction and that we perceive to be **undervalued**

Our value-oriented approach provides downside protection while capturing meaningful capital appreciation

We uniquely combine thematic industry expertise with innovative financial structuring to build true partnerships with companies

TECHNOLOGY INVESTMENT THEMES:

1. **Edge Computing**
2. **Supply Chain**
3. **Process Automation**
4. **Payments & eCommerce**

Note: The information provided herein is not intended to provide investment advice. Readers of this document are reminded that all investments involve risk and we encourage you consult with your professional advisors before making any investment decisions.



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THANK YOU

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