Example 1

Attention-Getting Opening

1.5 Billion


Attention-Getting Opening

Attention-Getting Opening




Attention-Getting Opening

Executive Summary

SAMARITAN'S FEET



Purpose

Advocate our company to Partner with Samaritan's Feet

Motivation

Make a Positive Impact

Enhance our Global Reputation

Action

F2F meeting with Manny Ohonme

Consider Initial $20K Donation

Agenda

Why Samaritan's Feet?

Why Us?

Call to Action

Closing



"H" = Highlight the Point,
"O" = OK, So What
"R" = Relevant Information

Why Samaritan's Feet?

SAMARITAN'S FEET

Founded in 2003 by Manny Ohonme

Mission: Provide shoes, Inspire hope



Global Reach

- 6.5 million pairs of shoes
- 91 countries and 366 U.S. cities



Created the World Shoe

- Anti-microbial
- Bio-degradable
- Able to brand w/ our logo

"R" = Relevant Information

Manny’s Video

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"H" = Highlight the Point,
"O" = OK, So What
"R" = Relevant Information

Why Us?

Impact

Gives children hope, enables classroom education

Global Reach

Reputation

Enhances Global Image



Strategic Alignment

Will increase STEM population

Our products connect the world

Connect, Protect, Explore



Call to Action





Step 1

Meet and Greet w/ Manny Ohonme

Step 2

Consider Initial $20K Donation

Impact: 1000 Children given a chance


Finish Strong Close

Finish Strong Close



Finish Strong Close



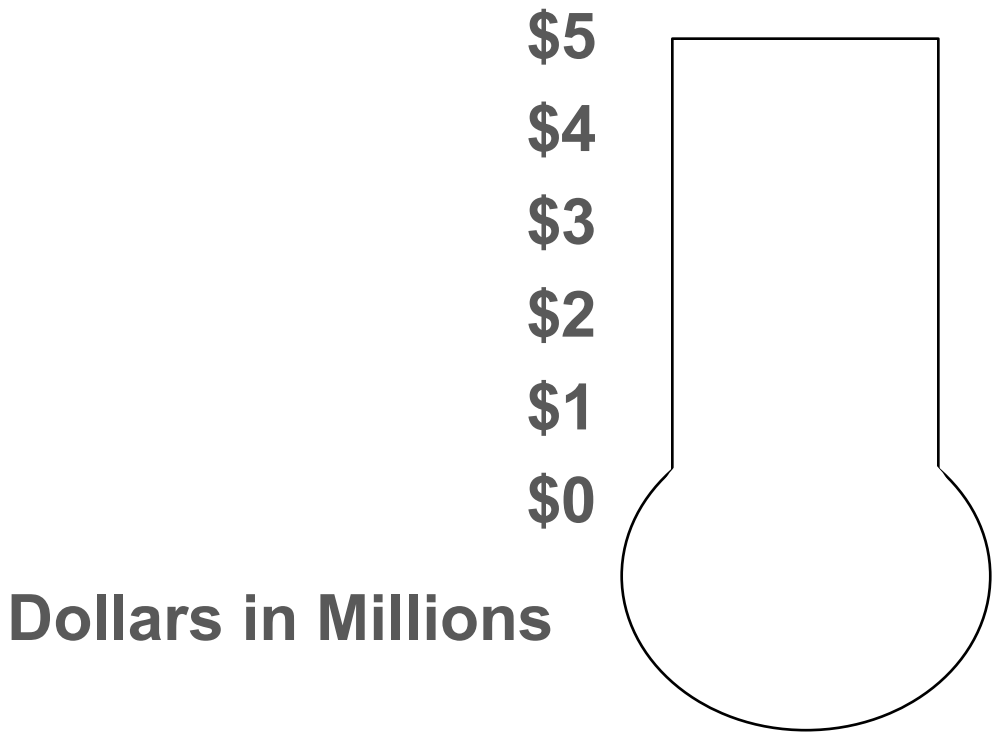
Example 2

Working Capital Update

John Smith
Executive Committee Review

Attention-Getting Opening

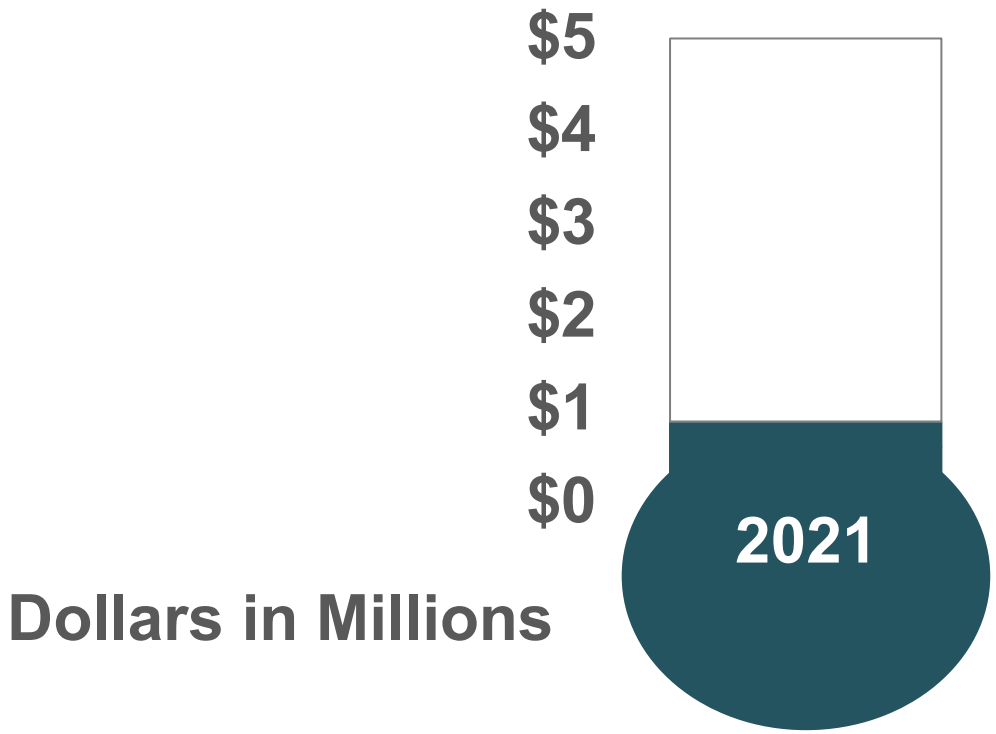
Working Capital Status



Initially Targeted $5M Improvement

Attention-Getting Opening

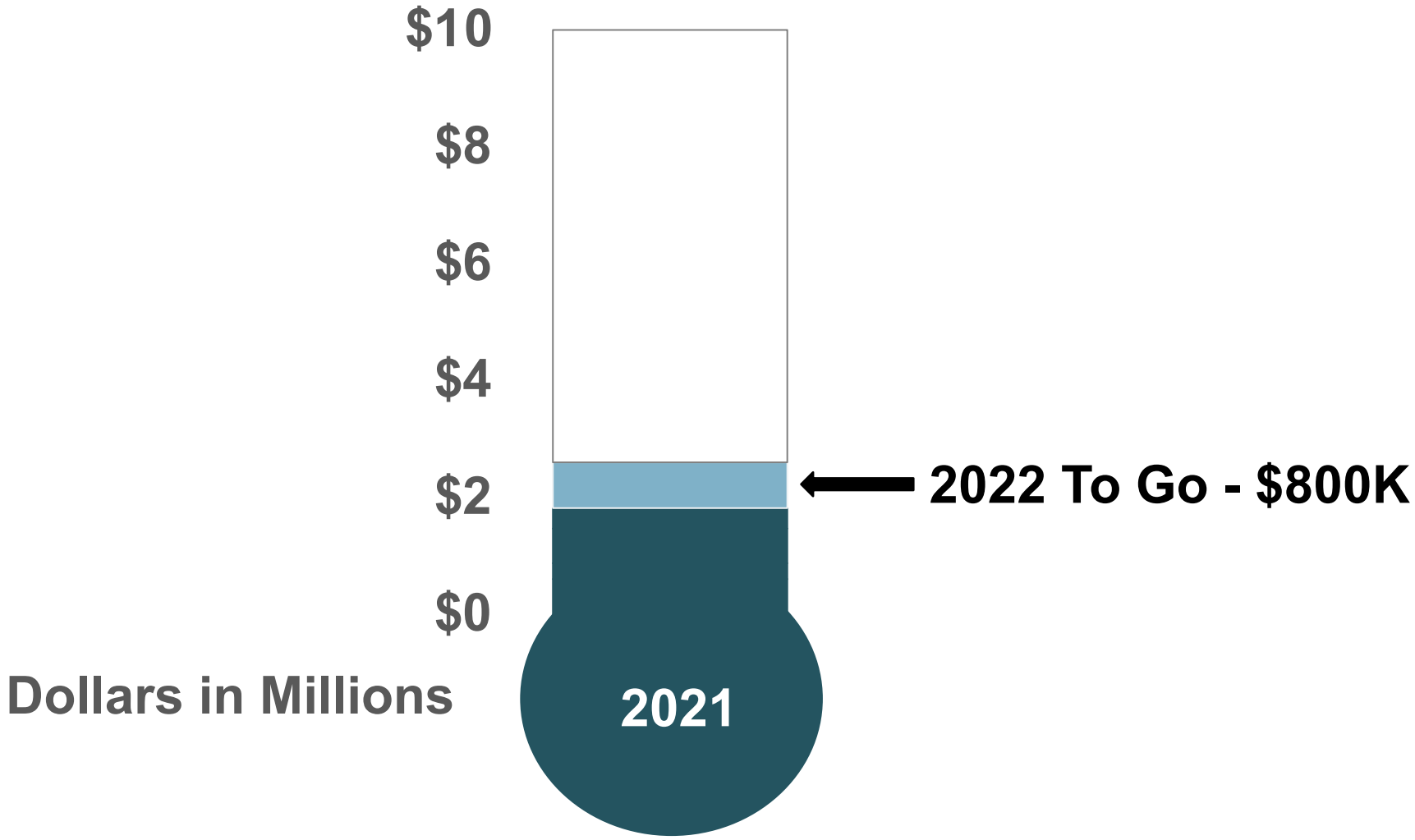
Working Capital Status



$600K in 4Q 2021

Attention-Getting Opening

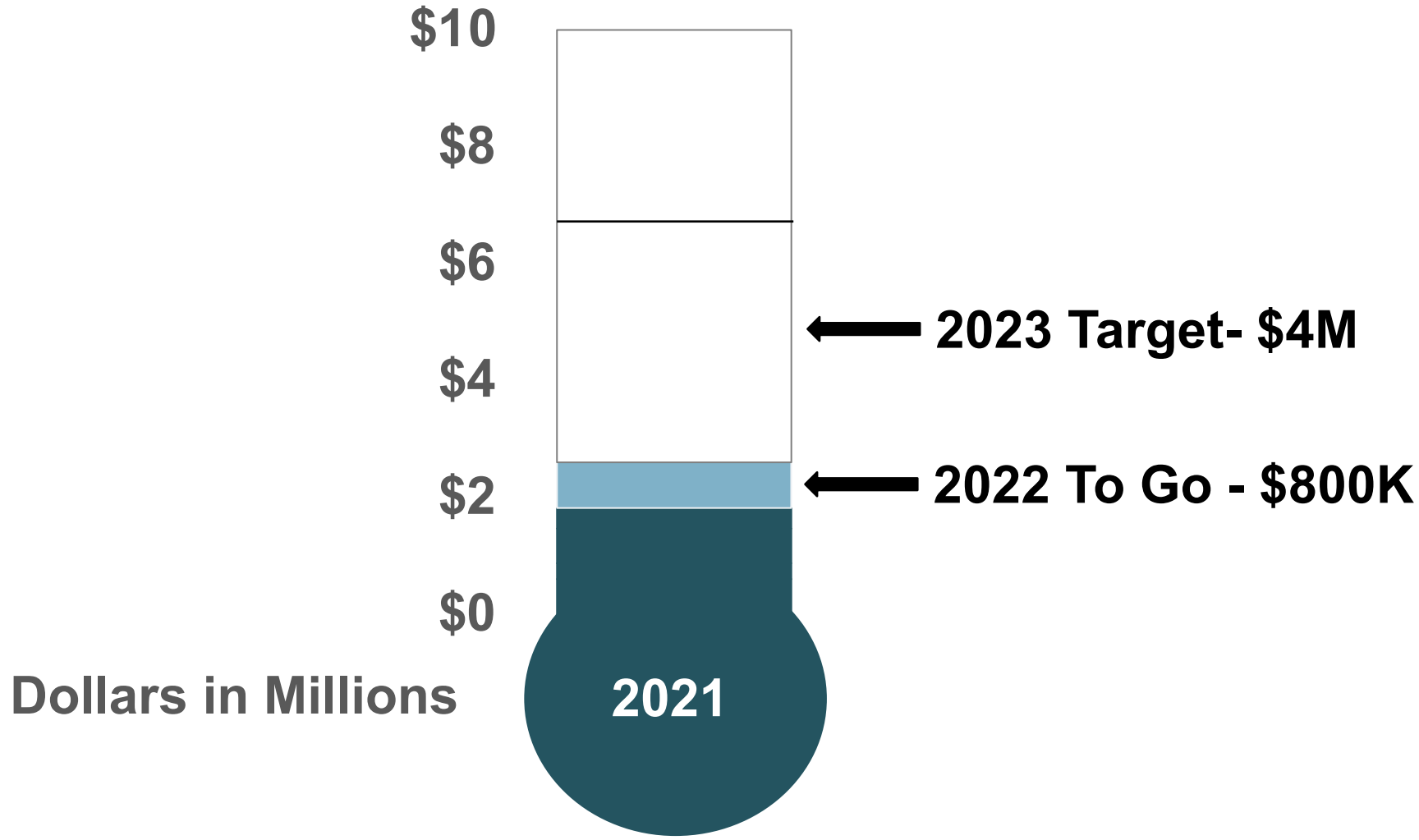
Working Capital Status



$1.8M Through 2Q 2022 . . . Increased Target to $10M

Attention-Getting Opening

Working Capital Status



$4M Target in 2023

Executive Summary

- **Purpose:**
  - –Update on Working Capital improvements
- **Value Proposition:**
  - – Improve operational efficiency
  - – Cultural change has started
  - – Potential 25% - 30% increase in stock price
- **Action:**
  - – Flow down of recommended communication message

Agenda

- Working Capital Status
- Metrics
- Next Actions

"H" = Highlight the Point,
"O" = OK, So What

Working Capital Status



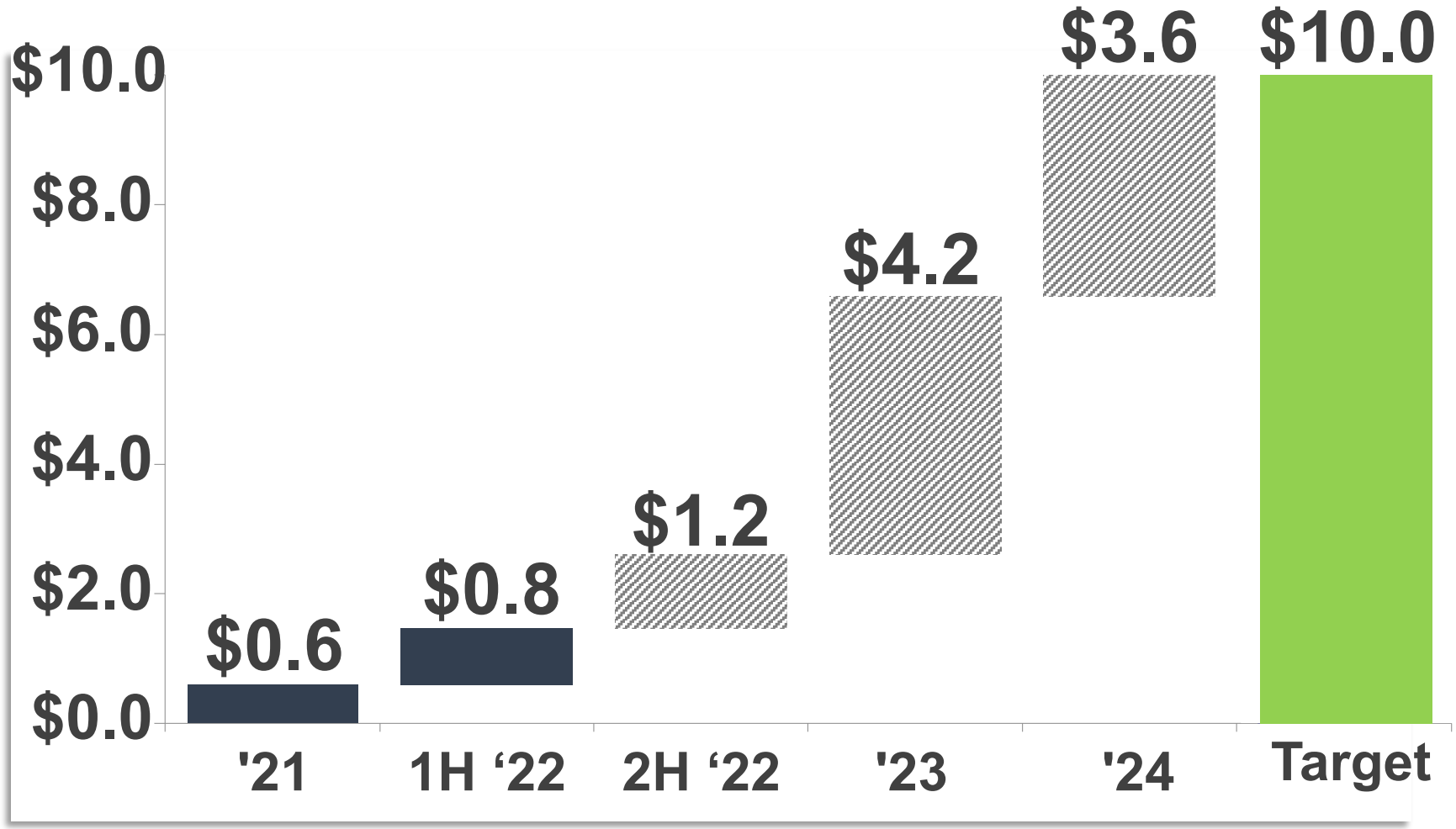
- 2022 target - $2.0M improvement
- Procure to Pay
- Inventory Management
- Communication strategy in place

Accelerating financial benefit…driving working capital culture

"R" = Relevant Information

Working Capital Status

$ in Millions



$10M Improvement over 3 Years

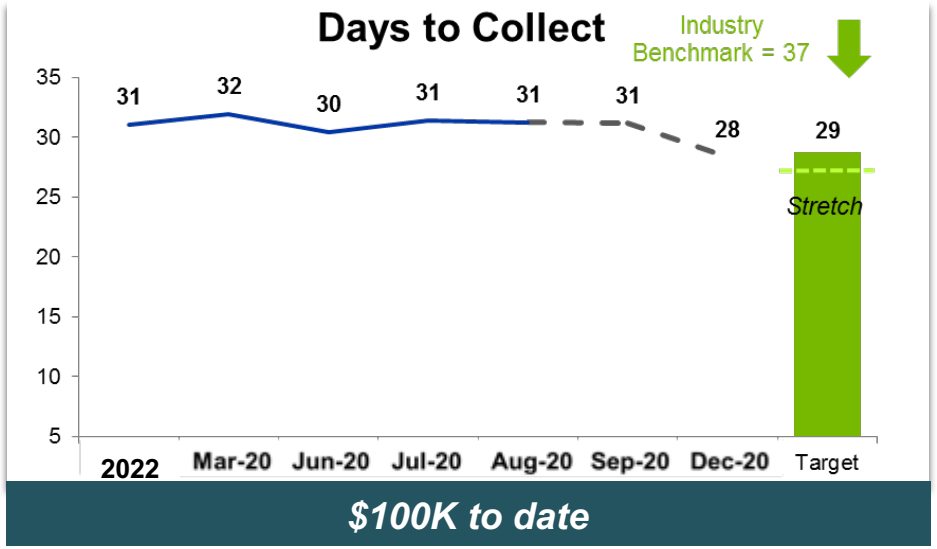
"E" = Ease to Next Point

Agenda

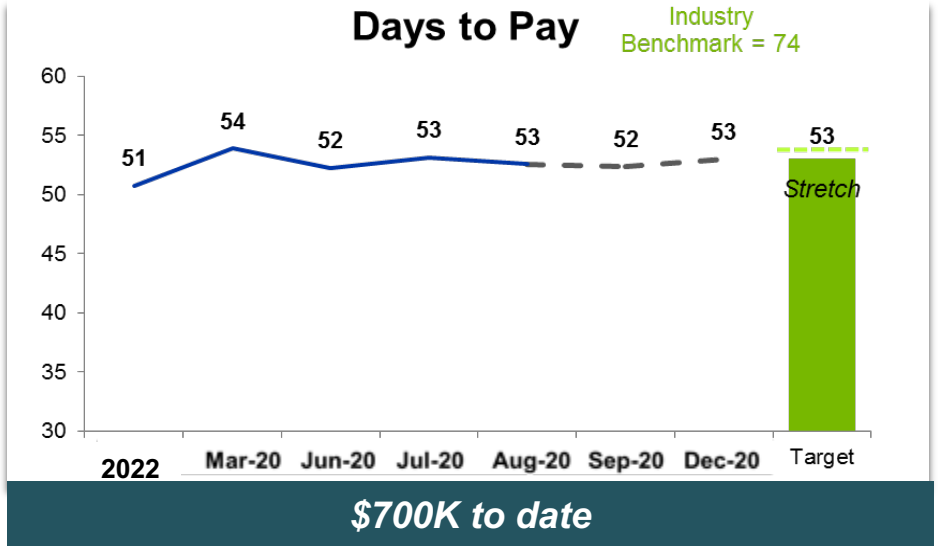
- Working Capital Status
- Metrics
- Next Actions

"H" = Highlight the Next Points (Overview)

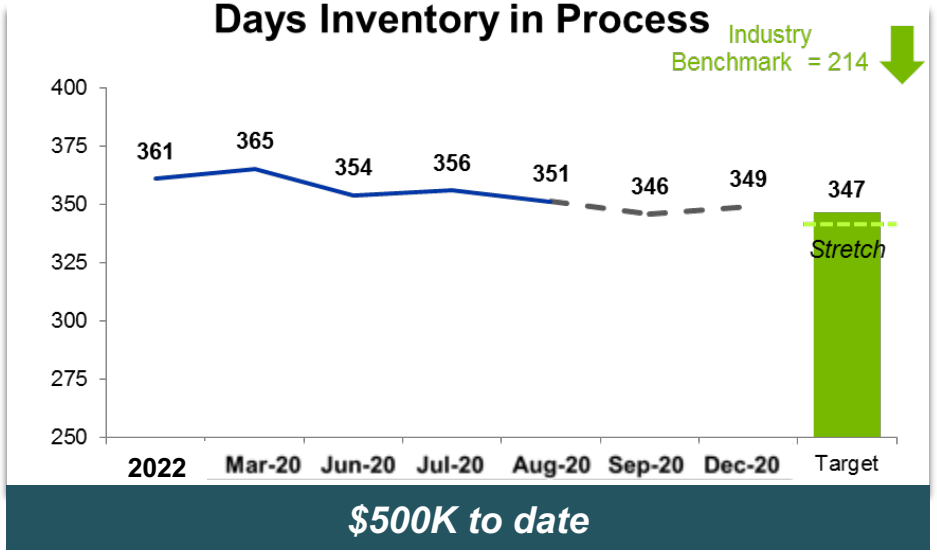
Working Capital Metrics "Overview"



$100K to date



$700K to date

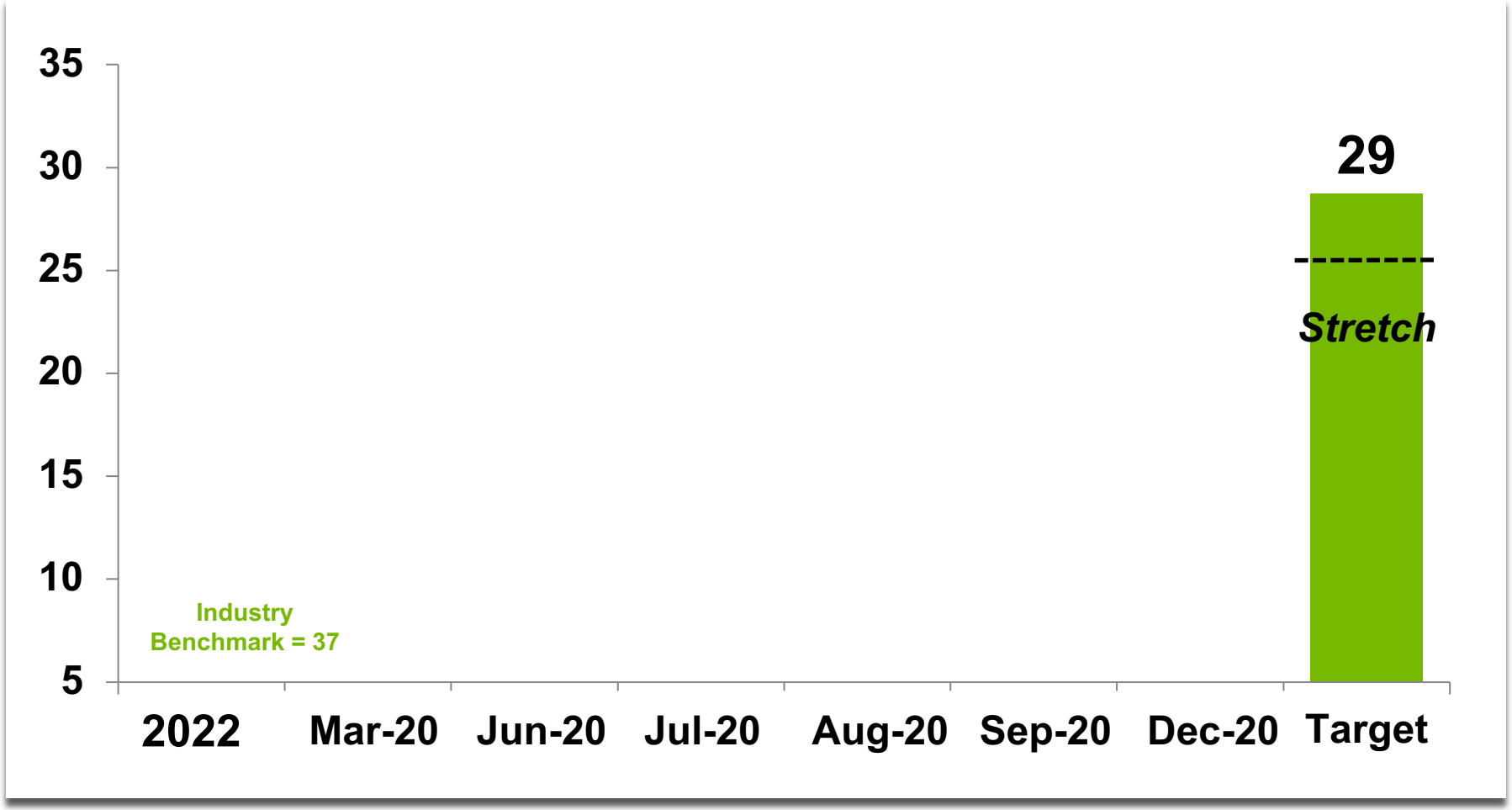


$500K to date

Business Unit	Achieved YTD	YE Target
Alpha	$594	$1,000
Bravo	$398	$600
Charlie	$210	$400
Delta	$16	
Total ($ in Thousands)	$1,218	$2,000

"H" = Highlight Next Point, "O" = OK, So What

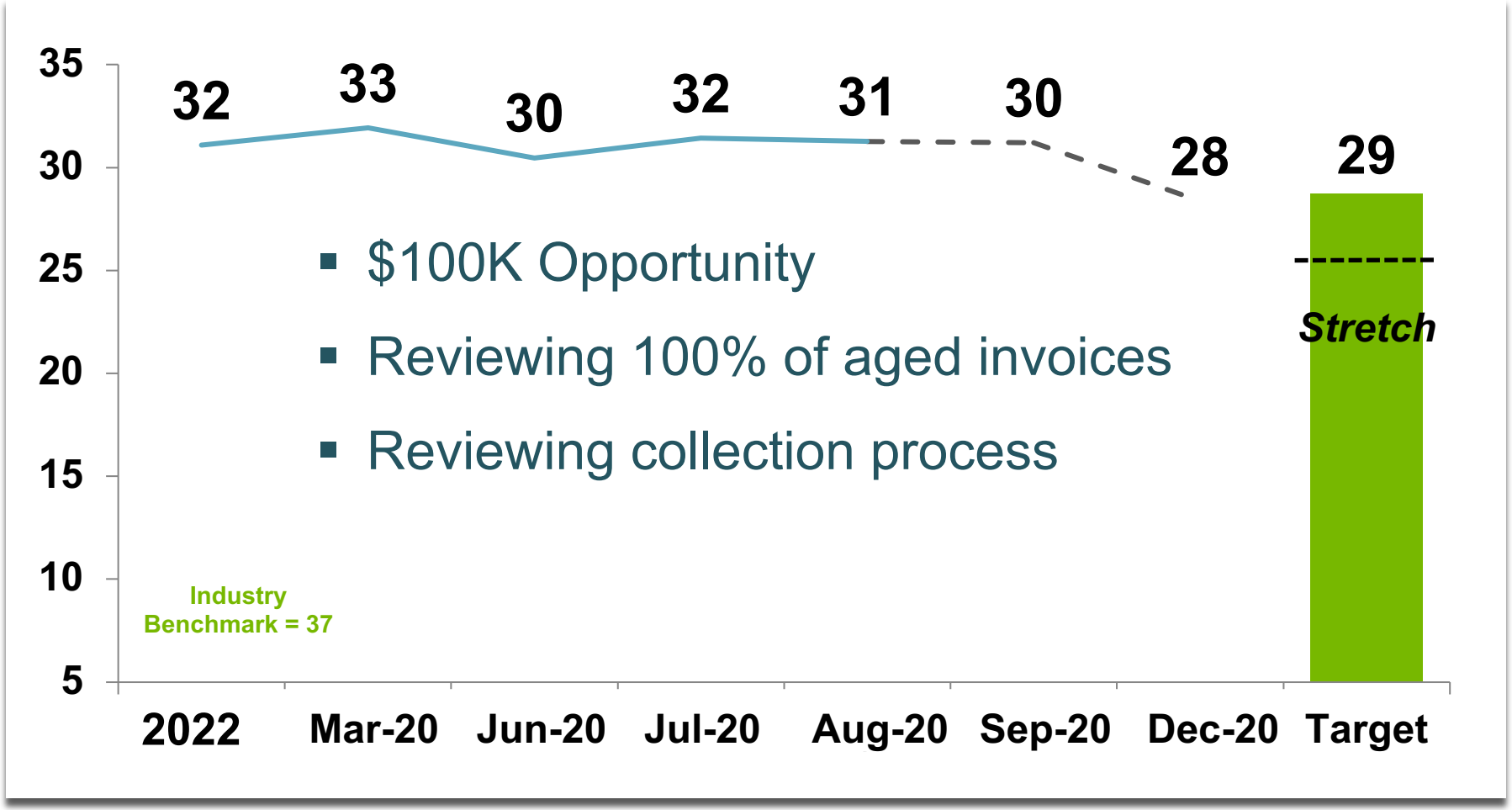
Days to Collect



$100K to date

"R" = Relevant Information

Days to Collect



$100K to date

"E" = Ease to Finish Strong

Agenda

- Working Capital Status
- Metrics
- Next Actions

Actions

- Complete 2022 Commitments
- Drive Inventory Accountability
- Enhance 2023 Financial accountability
- Flow down of recommended communication message

Cash Flow and Stock Price

