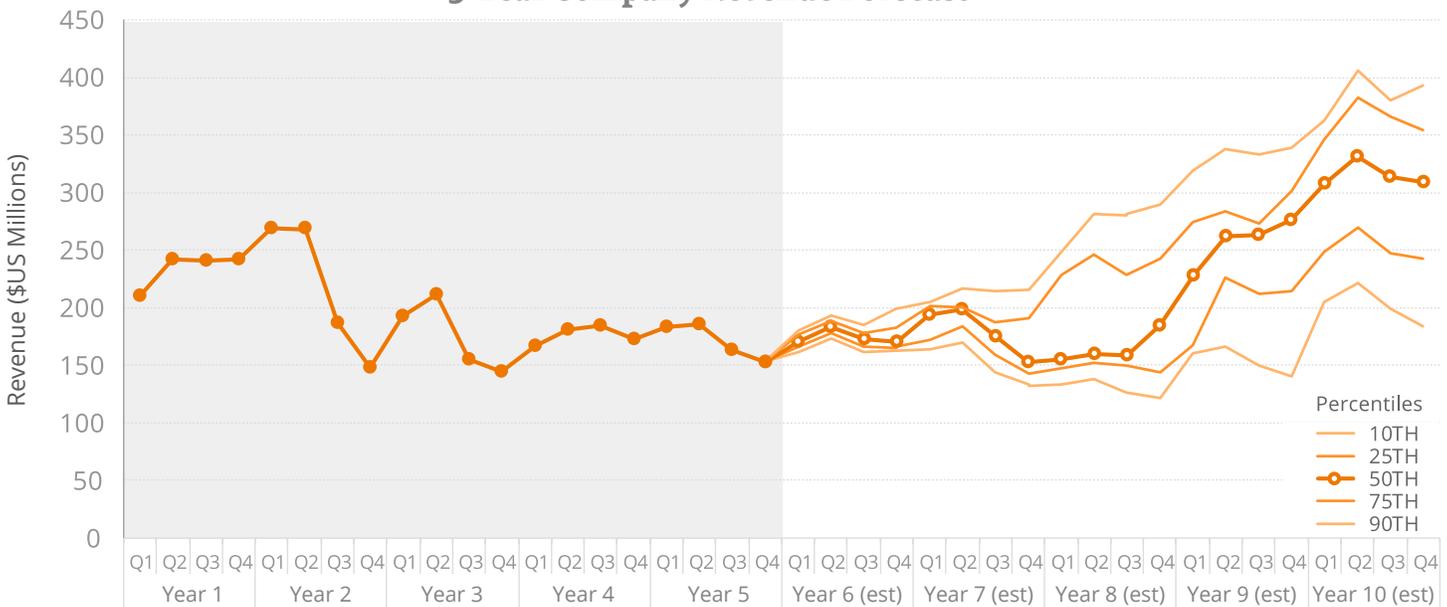


Take the guesswork out of critical investment decisions

Intensity provides the very best revenue forecasts of public companies. Our forecasting machine incorporates an unprecedented breadth of data, business cycle models, advanced computational methods, and leading-edge scientific testing to provide investors with a competitive edge.

Intensity's forecasting machine provides scientific rigor and compelling insights to improve investment decisions for private equity firms, hedge funds, asset managers, investment banks, valuation advisors, mutual funds, corporate development executives, and other investment professionals.

5-Year Company Revenue Forecast



What

Intensity provides a subscription-based web service that delivers exceptionally accurate revenue forecasts of public companies. Our forecasts are updated daily to reflect the latest developments in the economy and at the company level.

Select features include:

- Quarterly revenue forecasts with 5-year horizon
- Distribution of outcomes (10th, 25th, 50th, 75th, and 90th percentiles)
- Top performance predictors for each company
- Business cycle effects on each company
- Customizable benchmarks, including peer groups, competitors, and customers
- Established forecasts for 1,000+ public U.S. companies

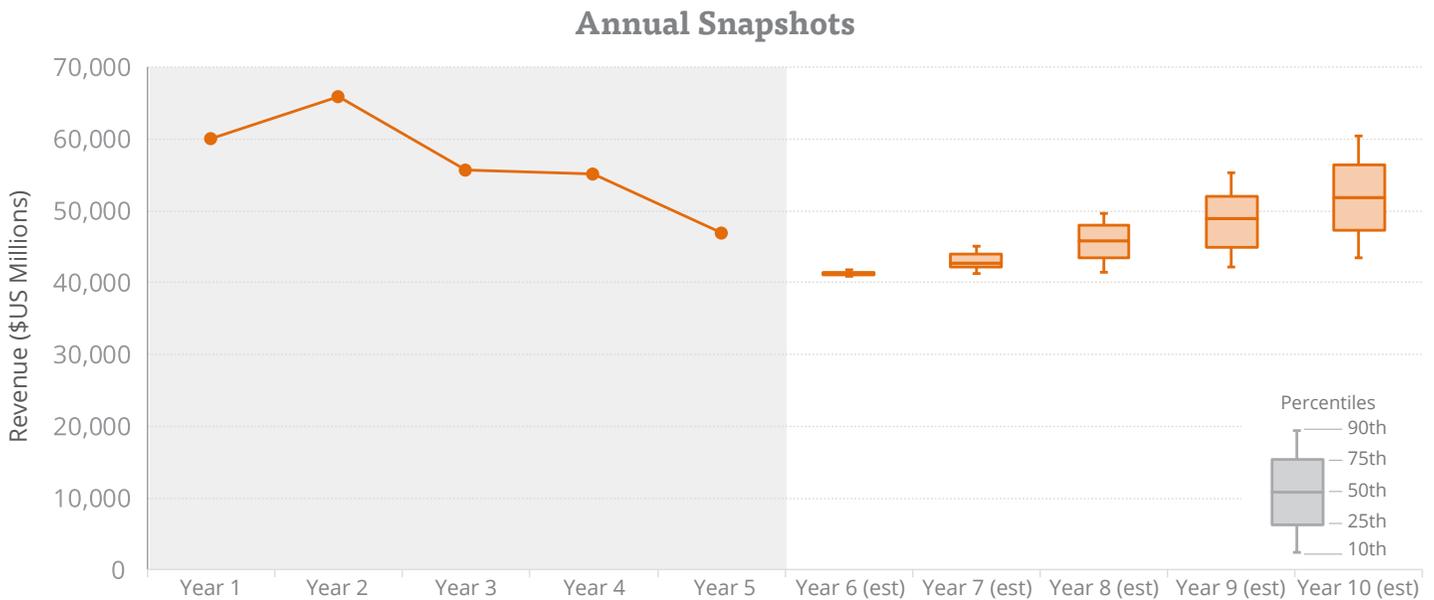
Intensity's revenue forecasts are available as TruePaths and SnapShots, depending on the unique needs of each user.

TruePaths

TruePaths are simulated forecasts that are ranked based on the discounted present value of future revenue across the five years of forecasts. Each TruePath represents one possible revenue path, with each path equally likely. TruePaths convey actual paths that revenue may follow, and are especially useful in evaluating the potential volatility of future revenue, along with seasonality and cyclicalities. See chart on page 1.

SnapShots

Snapshots provide the distribution of forecasts within each period, from 10th to 90th percentiles. SnapShots view potential outcomes at any given point in time, and are especially useful in evaluating the timing of entry and exit. See figure below.



Why

Intensity's revenue forecasts provide a unique competitive advantage for critical business decisions:

Industry research

Evaluate companies and industries, including both upside potential and downside risk, to identify opportunities for investment.

Deal qualification

Quickly assess prospective deals as they arise using customized benchmarks of peer group companies, competitors, and customers.

Due diligence

Conduct detailed analyses of customers, suppliers, and competitors using the best available forecasts of business performance.

Valuation

Perform reliable valuations of business segments and companies using forecasts of revenue and profit as inputs to valuation models.

Portfolio management

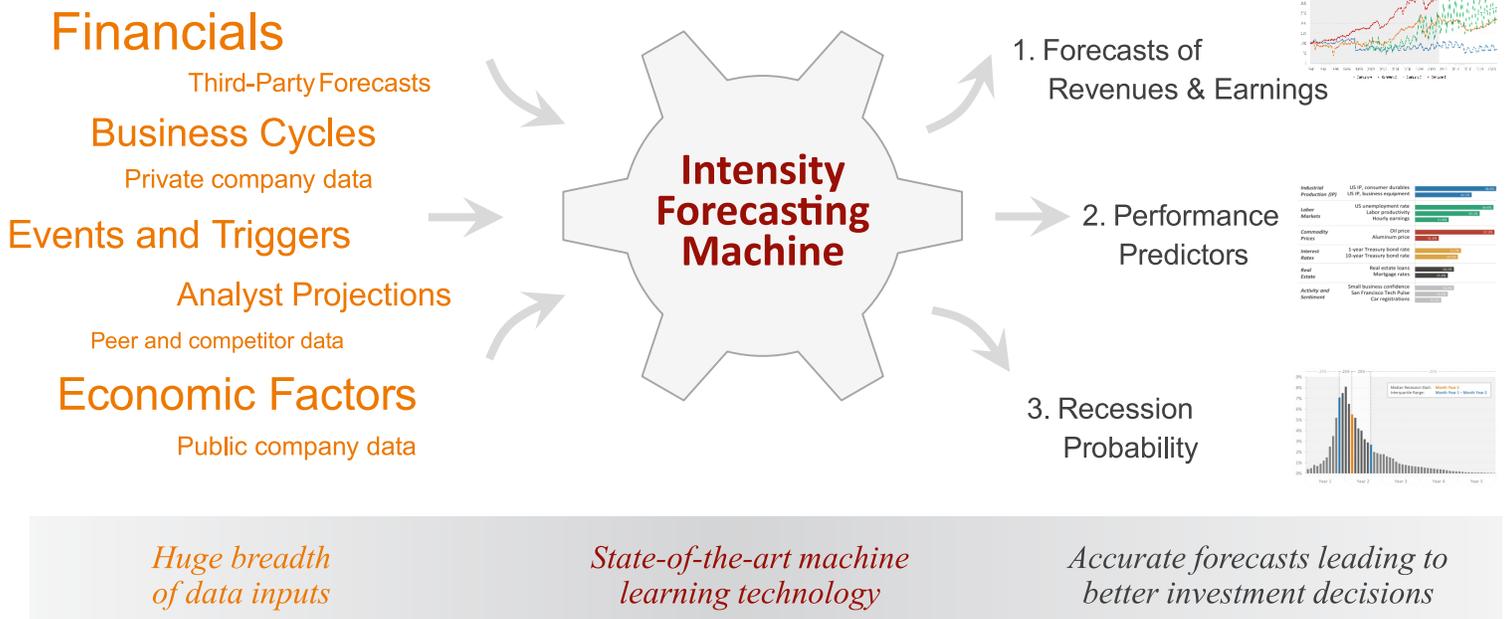
Identify investment portfolios and the timing of entry and exit to maximize upside potential and reduce downside risk.

Risk assessment

Assess the downside risk of candidate investments of current holdings due to potential future developments.

How

Intensity forecasts incorporate an unprecedented breadth of data, advanced computational methods, and leading-edge scientific testing to deliver reliable revenue forecasts of public companies.



Data

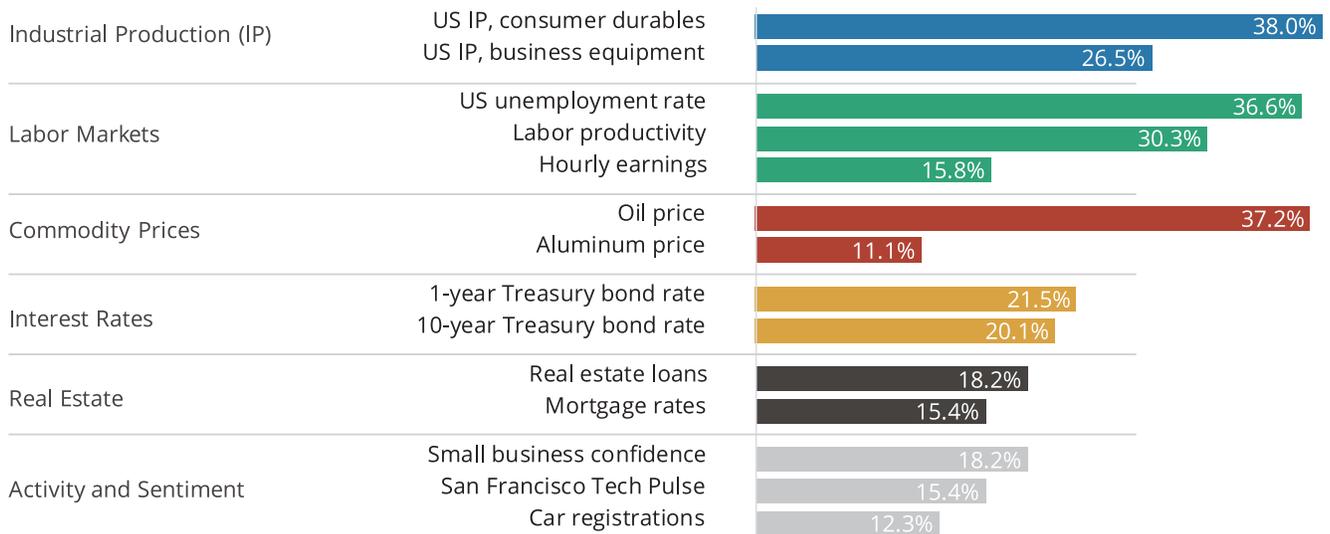
Intensity forecasts are built upon an extensive and continually growing breadth of data inputs, including company financials, third-party forecasts, analyst projections, company events, peer and competitor data, and macroeconomic factors, among others.

Methodology

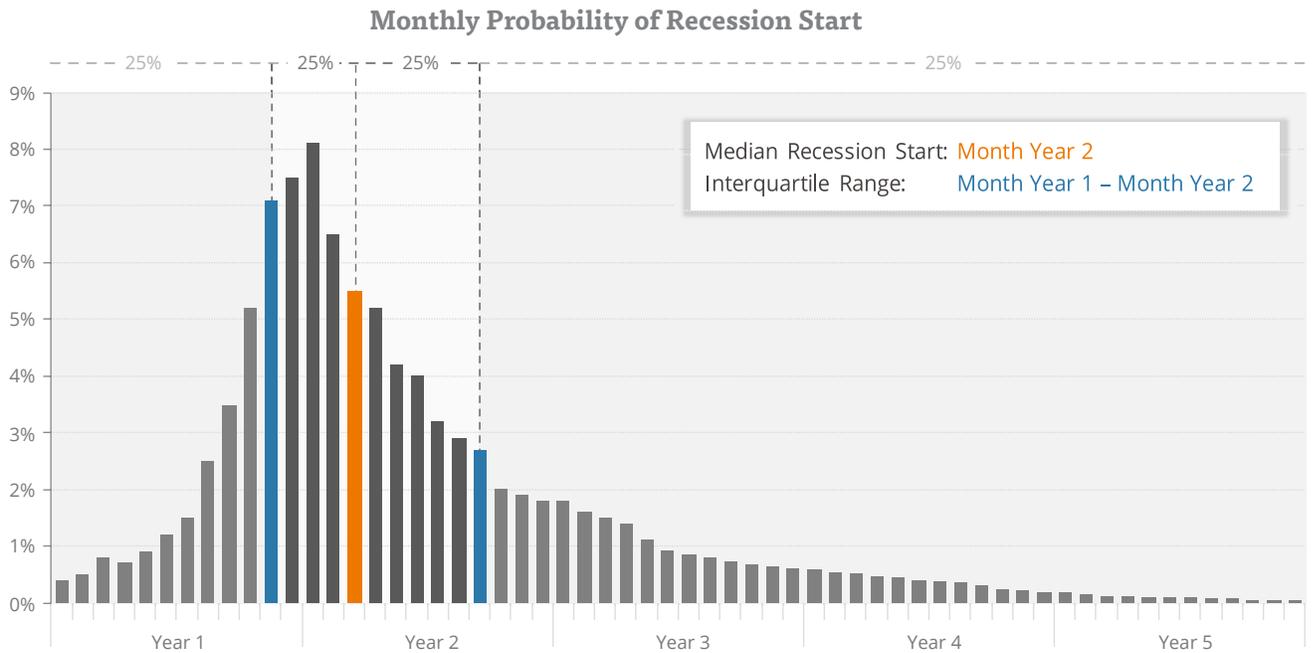
Intensity employs advanced quantitative methods and machine-learning techniques to ensure unparalleled forecast accuracy. Methodology highlights include:

- A large selection of impactful performance predictors (see example below)
- Evaluation of analyst forecasts
- Numerous computational and machine learning techniques
- Advanced simulation engines
- Robust forecast aggregation
- Integration of cutting-edge business cycle models
- Powerful scientific methodologies for evaluating forecast performance

Example Company: Top Performance Predictors

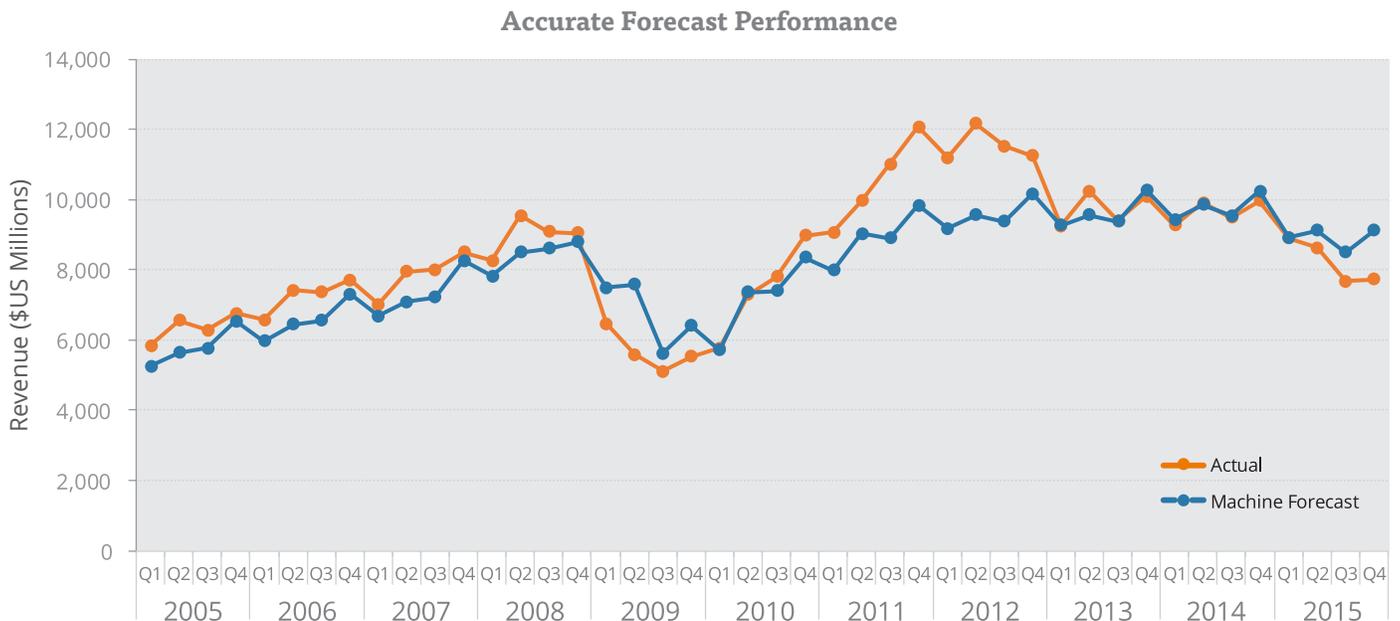


Intensity's revenue forecasts utilize our pioneering business cycle forecast model to reflect the unique effect of business cycles on each individual company (see chart on next page). All companies do not respond in the same way or at the same time to a recession and related developments in the economic environment, including changes in commodity prices, interest rates, production, and employment.



Scientific testing

Our cutting-edge scientific testing and validation methodologies ensure superior short and long-range out-of-sample forecast performance. We carefully correct for biases resulting from spurious correlation and data snooping. And, importantly, we directly measure the accuracy of our forecasts to quantify uncertainty and ensure continual performance improvement (see chart below).



Intensity’s machine-learning environment, together with a huge breadth of data sources, enable continual evolution and rapid response to changing conditions in the economy, industry, marketplace, and at the company level.

The data and information herein are generalized for illustrative purposes only and do not reflect true data or technical implementation of methods.

Who

Our forecasts fully capture the expertise of our deeply skilled team, which includes world-renowned Ph.D. forecasting experts.



Ryan Sullivan, Ph.D.

Chief Executive Officer

Ryan Sullivan, Ph.D. is Chief Executive Officer of Intensity and a leading expert in economics, finance, and statistics. He applies his expertise to solve the most complex and challenging issues that organizations face in the marketplace and the courtroom. Career highlights include:

- Nearly 25 years of professional economic consulting experience
- Established Quant Economics in 2006 and Intensity in 2014
- IAM Patent 1000 Top Economic Expert (2014, 2015, 2016, and 2017)
- Invited member of the University of California, San Diego (UCSD) Economics Leadership Council



Allan Timmermann, Ph.D.

Senior Scientific Advisor

Allan Timmermann, Ph.D. is an expert in financial markets, securities, economic forecasting, and statistics. Dr. Timmermann applies his expertise in data and econometric techniques to understand the behavior of prices and expectations in financial markets for managing risk, making portfolio decisions, and forecasting future price movements. Career highlights include:

- Chair, Model Validation Council, U.S. Federal Reserve Bank
- Professor of Finance, UCSD
- Co-director of UCSD Master of Finance Program
- More than 100 publications and book chapters



Irina Telyukova, Ph.D.

Vice President

Irina Telyukova, Ph.D. is a Vice President at Intensity and an expert in applied economics, finance, and predictive modeling. Dr. Telyukova has more than 15 years of experience in quantitative economic and financial research and consulting. Career highlights include:

- Economist at International Monetary Fund
- Assistant Professor of Economics and Quantitative methods, UCSD
- Assistant Economist at Federal Reserve Bank of New York
- Visiting positions at Federal Reserve Board and regional Feds

Our thought leaders are supported by an exceptional team of economists, statisticians, computational engineers, software developers, and business experts from top universities.



Ryan Sullivan



Allan Timmermann



Irina Telyukova



Ray Bamford



On Amir



Brian Becker



John Gartman



Davide Pettenuzzo



Richard Brady



A. Subramaniam



Lanny Chiu



Zhewen Fan



Ajay Iyer



Aminta Raffalovich



Nathan Trujillo



Daniel Brown



Jennifer Hulst



Jennifer Rosendin



Laura Valera



Lauren Wilson



Kristyn Berretta



Matt Brundage



Robert Flanagan



Sanjana Shah



Alex Rassey



Daniel Watkins



Olga Yudina

About Intensity

Intensity generates excellence through powerful research, analysis, and expertise to solve the most complex challenges in the marketplace and courtroom. We consistently deliver reliable results that are built upon meticulous research, intense scrutiny, and scientific analysis.

Please contact us any time!

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