

Quantitative Survey Group

*Custom, Proprietary Data Analytics
Public Equity*

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Please see last page for disclosures and disclaimers

Quantitative Survey Group | QSG: What We Do

- Customized, analytically robust surveys across multiple sectors
- Statistically significant/large sample sizes; global reach
- High-quality, company, industry and sector insights & unique data points
- Syndicated (limited distribution) as well as exclusive (one-on-one) studies/projects
- Anonymous/aggregated online responses; non-cash incentives

QSG Differentiators

- **Provides an edge to facilitate and validate investment decisions and hypotheses**
- **Speed** (turnaround time approximately 2 weeks)
- **Competitive cost**
- **Panel size/reach** (private panel & *global* panel partnerships, incl. WebMD; access to millions)
- **Efficient/compliant replacement or supplement to expert networks**
- **Growing portfolio of clients across the entire investment spectrum as well as other channels** (institutional investors, private equity/VC firms, corporates, consulting firms, law firms, etc.)
- **Deep quantitative research competencies to support key strategic and tactical initiatives/objectives across many use cases** (acquisition strategy/due diligence, sales and spending trackers, pricing elasticity analysis, satisfaction ratings, voice of the customer, etc.)

Key Stats

- **Group originally launched in 2008 and is now comprised of 6 professionals**
- **More than 250 clients overall including primarily investors (institutional, private equity/venture capital) plus corporations, consulting firms, and others throughout U.S. Europe and Asia**
- **Historical database/data library is both broad and deep**
 - 350+ current and recurring surveys
 - 500-600 companies under coverage across all industries
 - Up to 15 years of historical research and data
- **95% of custom research is client driven**
- **85% repeat/retention rate**

QSG and Public Equity/Institutional Investors...Customized Use Cases

- **Quantify and track market share and penetration, top and bottom line performance and potential**
- **Evaluate the landscape including ranking direct competitors**
- **Quantify total addressable market (TAM) estimates and opportunities**
- **Measure customer satisfaction ratings including Net Promoter Score NPS ratings**
- **Pricing elasticity analysis; measure the impact of prices increases/changes**
- **Track technology and other operational spending trends**
- **And more.**

Broad Sector Coverage

- **Consumer (Staples & Discretionary)**
- **Internet and Enterprise Software**
- **Technology, Media & Telecommunications (TMT)**
- **Healthcare**
- **Other (Energy, Financials, Industrials, Business Services, etc.)**

Consumer (Staples & Discretionary)

- **Examples of insights/information we can gather:**

- Competitive brand position
- Customer acquisition/retention data
- Past/current/future spending trends
- Average spend/ticket data
- New product adoption rates
- Net promoter score (NPS) data
- Market share trends
- Customer satisfaction

- **Examples of industry categories we can study:**

Discretionary

- Home furnishings, Appliances, Housewares
- Apparel, Handbags, Footwear, Luxury goods, Athletic
- Hotels, Restaurants, Casinos, Amusement parks
- Cable, Satellite, Movies, Media entertainment
- Retailers - Internet, Brick & Mortar, Outlet

Staples

- Retailers - Food, Drug, Super centers
- Beverages - Beer, Liquor, Coffee, Soft drinks
- Packaged foods
- Cleaning products, Diapers, Paper products
- Beauty care, Cosmetics, Personal products

Recent/Current Consumer Case Study: LULU

- **1,000 LULU shoppers – U.S. and Canada**
- **Quarterly deployment schedule (began Sep '15)**
- **Key takeaways**
 - Consistently strong current and future purchase intentions; driven by improved styles, quality and fit
 - Elevated brand position relative to competitors
 - Uptick in men's adoption

Internet and Enterprise Software

- **Examples of insights/information we can gather**

- Competitive/brand penetration/position
- Usage data (time, use cases)
- Past/current/future spending trends
- Business models (license vs. sub/on-site vs. cloud)
- New product adoption rates
- Net promoter score (NPS) data
- Satisfaction ratings
- ROI

- **Examples of industry categories we can study:**

Internet

- Online retail
- Social media
- Online travel/leisure
- Online media/entertainment

Enterprise Software

- Data analysis/processing
- Security
- HR management
- Cloud services

Studies target both end-consumers and business decision makers (e.g., CIOs, CTOs, business owners, other senior decision makers, etc.)

Recent/Current Internet Case Study: NFLX U.S.

- **1,000 U.S. subscribers to in-home TV services**
- **Quarterly deployment schedule (began Feb '15)**
- **Key takeaways:**
 - Strong adoption growth in web-based streaming options, at expense of more traditional options (i.e., cable and satellite)
 - Netflix has dominant (and growing) position
 - Amazon Prime is a distant second
 - Content increasingly important attribute for Netflix
 - Pricing not having significant impact on Netflix churn rates
 - Satisfaction levels remain very high for Netflix

* Also available a large portfolio of International NFLX studies (Brazil, Mexico, Germany, France, Japan, India, Philippines)

Recent/Current Enterprise Software Case Study: ADBE Marketing Cloud

- **135 chief marketing officers, marketing managers or other senior marketing decision-makers at large corporations**
- **Roughly quarterly deployment schedule (began Feb '14)**
- **Key takeaways**
 - Significant shift to digital marketing solutions
 - Adobe Marketing Cloud has leading market share
 - Users are increasingly utilizing multiple platforms
 - Marketing departments are main driver in tool selection process
 - Competitive landscape is expanding, including emerging new entrants

TMT

- Examples of insights/information we can gather:
 - **Competitive brand position**
 - **Satisfaction levels**
 - **Past/current/future spending trends**
 - **New product adoption rates**
 - **Net promoter scores**
 - **Market share trends**
- Examples of industry categories we can study:

Technology

- Consumer electronics
- Enterprise electronics

Media

- Advertising, Publishing
- Broadcasting, Cable, Satellite, OTT content
- Movies, Entertainment, Video Games

Telecom

- Integrated Services
- Wireless Carriers

Recent/Current TMT Case Study: Internet/Media

- **More than 2,500 U.S. consumers**
- **Annual deployment schedule (began May '13)**
- **Key takeaways**
 - Significant relative growth (and future intentions) in usage of newer social networks, such as Pinterest, Instagram, Snapchat and Whatsapp; No shift away from Facebook
 - Twitter currently skews more male than female and males are much more active
 - Online shopping/eCommerce: A meaningfully larger cohort of males plan to spend more on Amazon.com than females
 - Online entertainment/streaming: A larger cohort of males have already cut the cord and are accessing entertainment online than females, and males are far more likely to use all options more often going forward

Healthcare

- **Examples of insights/information we can gather:**
 - **Competitive brand position**
 - **Satisfaction levels**
 - **Past/current/future usage trends**
 - **New device/treatment adoption rates**
 - **Market share trends**
 - **Treatment efficacies and side effects**
- **Examples of industry categories we can study:**
 - Healthcare devices/equipment/supplies
 - Healthcare services/facilities
 - Managed healthcare
 - Pharmaceuticals
 - Biotechnology
- **Studies target qualified physicians & other healthcare professionals (e.g., surgeons, PCPs, specialists, etc.)**

Recent/Current Healthcare Case Study: PAD (peripheral artery disease treatment devices)

- **300 interventional cardiologists, interventional radiologists and vascular surgeons who treat peripheral artery disease (PAD)**
- **Biannual deployment schedule (began Aug '15)**
- **Key takeaways**
 - Rotational is the most common type of atherectomy procedure, followed by directional, orbital and laser
 - Each procedure category has a clear market share leader; generally high satisfaction levels and future usage intentions
 - During angioplasty, plain balloons are currently utilized more frequently than drug coated balloons, but future intentions indicate higher growth potential for drug coated
 - Significant future growth potential for device usage in both coronary atherectomy and in-stent restenosis

Representative Library of Recent Custom Studies...

Consumer:

- Airbnb
- ADT
- Amazon
- Chewy.com/pet supplies
- Child Care Services (BFAM)
- Athletic Footwear/Apparel (NKE, UA, Adidas, LULU, ANTA, LI-NING)
- Restaurants (CMG, DRI, MCD, PNRA, SBUX)
- Coffee/beverages
- Footwear (CROX)
- Cruise Lines (CCL, RCL, NCLH)
- Beauty (ULTA, ELF, ULTA, etc.)
- Online Luxury (FTCH, RVLV, REAL, CTT, etc.)
- Furniture (RH, WSM, ETD, LZB, W, AMZN)
- Exercise equipment (PTON)
- Electric Vehicles
- Home purchase/renovation (HD, LOW)

Internet/Tech Enabled Services:

- Buy Now/Pay Later (Affirm, Afterpay, Klarna, etc.)
- Apartments.com, RentPath, Zillow
- China E-commerce (BABA, JD, VIPS, PDD)
- Brazil E-commerce (MELI, SE, AMZN, etc.)
- Car/Used Car E-commerce (CVNA, KMX, CARS, CARG, VRM, etc.)
- Payment Platforms (SQ, PYPL, GOOGL, AAPL, etc.)
- Digital Music U.S., EU, China (SPOT, AMZN, AAPL, TME, NTES, BIDU, etc.)
- Social media (FB/Insta, SNAP, TikTok, GOOGL, TWTR, etc.)
- E-Signature Trends (DOCU, ADBE)
- Website development/e-commerce enablers (GDDY, SQ, SHOP, WIX)
- Food delivery: U.S./EU/Southeast Asia
- ETSY buyers and sellers

Representative Library of Recent Custom Studies (cont)

TMT:

- Web-streaming video (NFLX, AMZN, Hulu, etc.)
- 5G/smartphone purchase cycles
- Broadband Trends/5G fixed wireless (CMCSA, CHTR, ATUS, CABO, VSAT, T, VZ, FTRCQ, etc.)
- Cryptocurrency (\$COIN, SQ, HOOD, etc.)
- Wearable Devices (AAPL, GRMN, NKE, etc.)
- Smart speakers
- Financial technology solutions (FISV, FIS, JKHY, etc.)
- RIA Custodial Services (AMTD, SCHW, etc.)
- The New York Times (NYT)
- Video games/consoles (MSFT, SONY, ATVI, TTWO, EA, RBLX, Fortnite, etc.)
- Western Union (WU)
- World Wrestling Entertainment (WWE)

Enterprise Software:

- Construction software (ADSK)
- Creative software (ADBE)
- Employee Lifecycle Management (ORCL, SAP, CSOD, etc.)
- Call center software (VRNT, NICE, ZEN, FIVN, etc.)
- Network security software/firewalls (PANW, CHKP, FTNT, etc.)
- Robotic Process Automation (PRSM, etc.)
- Office 365 (MSFT)
- E-signature solutions (DOCU, ADBE)
- Database management software DBaaS (MDB, AMZN, SAP, ORCL)
- Intuit QuickBooks (INTU)
- Cloud Solutions (MSFT Azure, AWS, SAP, WDAY, etc.)
- Payment Systems (SQ, WP, FDC,, HPY, etc.)
- Video conferencing UCaaS (ZM, AVYA, MSFT, RNG, etc.)

Representative Library of Recent Custom Studies (cont)

Healthcare:

- Colorectal cancer screening (EXAS)
- Telehealth (DOCS, TDOC, AMWL, etc.)
- Dental/clear aligners U.S./China (ALGN, DHR, MMM, SDC, etc.)
- Transcatheter aortic valve replacement/TMW (BSX, EW, MDT, STJ, etc.)
- Carotid Artery/Stenosis (SILK, MDT, BSX, ABT, etc.)
- Peripheral Artery Disease (PAD) treatments (CSII, SPNC, MDT, BCR, BSX, etc.)
- Continuous Glucose Monitoring U.S. and Europe (ABT, DXCM, MDT, etc.)
- Orthopedic surgery/robotics (ZBH, SYK, JNJ, SNN, etc.)
- Sinusitis treatment (Intersect ENT, MDT)
- Pet/animal health (ZTS, PETX, PETS, ABS, etc.)

Miscellaneous Other:

- Ride sharing trends: U.S., EU, Asia, etc. (UBER, LYFT, Ola, Grab, GoJek, etc.)
- Online food ordering Southeast Asia, India, U.S. (Shopee, Grab, FoodPanda, GoFood, GRUB, DASH, UBER, etc.)
- South Korea E-commerce
- OTAs China (TCOM, LONG, QUNR)
- OTAs Australia (EXPE, BKNG, etc.)
- Alternative energy: Solar Energy Solutions
- Online real estate platforms (ZG, CSGP, RDFN, etc.)
- Real estate agent and broker trends
- Freelancer marketplace trends (UPWK, FVRR, etc.)

QSG Team Bios

Wendy D. Farina – Head of Quantitative Survey Group | QSG

Wendy serves as the Head of Quantitative Survey Group | QSG at Roth MKM. Wendy spent nearly 15 years at MKM Partners prior to Roth's acquisition of the firm in 2023. Prior to MKM, she spent over 20 years as a business strategist in the management consulting industry focused exclusively on consumer businesses. Wendy made the shift to Wall Street in 2006 when she joined Vardon Capital Management, LLC, a NYC-based investment management firm focused on consumer equities. While at Vardon, Wendy built a primary research platform that she continues to leverage at Roth MKM which facilitates high-quality actionable research at significant cost and speed advantage for clients. Prior to Vardon, Ms. Farina was a Principal with Kurt Salmon Associates. Ms. Farina is a graduate of the City University of New York/Baruch College where she earned her Masters of Business Administration, with honors. Wendy also graduated from The University of Arizona where she received her B.S., with concentrations in merchandising and marketing. Additionally, she earned a Post Masters degree in Accounting from The Leonard N. Stern School of Business at New York University.

Paul Hobson, Managing Director – QSG Business Development/Institutional and Private Equity Sales

Paul Hobson serves as Managing Director, QSG Business Development for Institutional and Private Equity Sales at Roth MKM. Paul joined MKM Partners in June 2021 as a member of the Business Development team of Quantitative Survey Group | QSG, focusing on Institutional and Private Equity sales. Prior to MKM, Paul spent over 20 years in institutional sales covering both mutual funds and hedge funds. He was a senior institutional salesperson at Susquehanna International group for 8 years. Prior to Susquehanna, Paul was one of the first employees of Guggenheim's Investment bank where he helped with the buildout of equity research, sales and trading while heading Boston sales. He began his sales career at Morgan Keegan and earned a degree in Finance from the University of Rhode Island

Cheryl DeGroat, Executive Director – QSG Business Development/Institutional Sales

Cheryl DeGroat serves as Executive Director, QSG Business Development/Institutional Sales at Roth MKM. Prior to the acquisition by Roth, Cheryl was a member of the MKM Quantitative Survey Group | QSG development team. Prior to this role, she served as a senior institutional equity research salesperson in MKM's Stamford office. Ms. DeGroat has also held positions at Guidepoint Global Group and Morgan Stanley & Co.. She holds a B.A. in Political Science from Fordham University.

Isabella Luciano – Associate

Isabella (Bella) Luciano serves as an Associate on the QSG core research team at Roth MKM. Bella joined Quantitative Survey Group in August 2021 and supports all aspects of our research process. Bella holds a degree in Economics from Boston College.

Matt Bielawski, Executive Director – Senior Analyst

Matt Bielawski serves as Executive Director on QSG's core research team at Roth MKM. Matt rejoined MKM Partners in June 2021 after transitioning in 2016 to an independent consulting role. Matt originally joined MKM Partners in June 2011 as a Research Associate covering the Communications Equipment and Mobile Technologies sectors. In the summer of 2013, he joined the MKM Quantitative Survey Group | QSG as an Analyst. His professional experience includes product design and process engineering at multiple technology companies. Matt holds an M.B.A., majoring in Finance and Accounting, from Indiana University's Kelley School of Business and a B.S.E. in Chemical Engineering from the University of Iowa. He is a CFA charterholder.

Jane Friman, Vice President – Research Implementation Manager

Jane Friman serves as Vice President on QSG's core research team at Roth MKM. Jane joined MKM Partners in April 2014 as a Research Associate in the MKM Quantitative Survey Group | QSG Group. Jane brings over 10 years of market research experience to the QSG including project management and development, survey design, programming, field monitoring and data analysis. Prior to joining MKM Partners, Jane was a Project Manager for MarketTools, Inc. where she managed multiple online market research projects simultaneously. She also served as Project Director for Perception Research Services where she oversaw multiple consumer goods packaging research projects, in both domestic and international markets. Jane received a B.A. in Psychology from Rutgers.

Disclosures

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