

# ONBOARDING OVERNIGHT OR BOUGHT DEALS

In order for us to get started, we need the following ASAP:

- 1) Email Address Creation
- 2) A call with Management or lead Investment Banker

## 1. EMAIL ADDRESS CREATION

- Please connect Lomesh Patel E: lpatel@hybridfinancial.ca P: 647.567.1815 with the issuer's IT contact ASAP to create email addresses for our sales team.

## 2. A CALL WITH MANAGEMENT OR LEAD INVESTMENT BANKER

- Management or Investment Banker presents to Hybrid as if we are a potential investor hearing the story for the first time.
- Company's near term/mid term catalysts (3- month, 6-month, 12-month)
- Q&A from Hybrid

## 3. EMAIL TEMPLATE

- A copy of the institutional sales email template (include corporate presentation & term sheet)
- Any edits made to the email template will be sent back to you for final approval before we distribute.

## 4. DEAL STRATEGY

Please provide clear and detailed instructions for each of the 4 below points:

- Which database or combination of databases would you like us to use?
  - i. IIROC Advisors
  - ii. Institutions & Family office (CAD only or North America)
- What is the Selling Jurisdiction for the raise?
  - i. Which provinces?
  - ii. Is this for sale in the US?
- Who are the Syndicate Members?
- What is the tentative launch date and time?