HYBRID FINANCIAL

CLIENT ONBOARDING

Thank you for choosing Hybrid Financial. We're looking forward to getting your campaign started but first we'll need a number of items before we kick things off. Please review the following:

1 Publicly Available Material (URL links)

1. Presentation
2. Factsheet
3. Other relevant public material
4. Please send all relevant material ahead of the 1st onboarding call, ensuring our team has an opportunity to review and prepare questions.

2 Management Kick Off Call

We'll be scheduling 2 management calls ahead of the Hybrid team kicking off your campaign.

1st call – Please provide dates/times for a 1hr call to discuss points 1-4 of the 1st call agenda (pg. 2)

2nd call – We'll schedule a 30 min call the day before starting your campaign, to cover points 1-2 of the 2nd call agenda (pg. 2)

3 IT Contact Information

1. Email Setup - We will need to set up a call with your IT contact and ours to setup @companydomain email addresses for our sales team.

4 Accounting Contact

Please provide your company's accounting contact (email & phone number) for invoicing purposes.

5 Do Not Contact List / Current Investors

1. List of Brokers, Institutions, Family offices that you already have a relationship with and don't want Hybrid to Contact.
2. If you want Hybrid to contact everyone, please provide a list of current relationships / shareholders so that our team can tailor our conversations with them accordingly.

6 Hybrid Press Release

1. A sample release announcing your engagement with Hybrid will be provided.
2. As stated in our agreement, we must approve the written content of the release prior to distribution.

Upon completion, our team will require a 48-hour turnaround to set up the technology and prepare the templates for your review.

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Kick Off Calls

CALL 1

1 Brief introduction to key members of both teams

2 Management Presentation

A. Management to present company to Hybrid as if they were a potential investor hearing about the opportunity for the first time.

B. Company's near-term and mid-term catalysts (3-month, 6-month, 12-month)

C. Q&A from Hybrid team

3 Financial information about Company

A. Cap Structure

B. Insider Ownership

C. Past Financings (date, amounts raised, valuation/price)

D. Current Cash Position

E. Burn Rate

F. Target for next financing (timing and price)

4 Current Investors/Analysts

A. Who are your most important investors?

B. Do you have any sell side analysts or buy side portfolio managers?

C. Who are your most prominent banker relationships?

D. Do you have a market maker?

CALL 2

1 Communication

A. Point person(s) from each team and who to include on email chains

B. Best contact from your team for calls with potential investors

C. Process for email template approval

D. Process for Press Release dissemination

E. Do you have any other IR/PR companies you work with?

F. Scheduled IR calls (weekly, bi-weekly)

2 Hybrid Process

A. Onboarding Checklist

B. Links for documents

C. IT setup

D. Accounting contact

E . Hybrid Reporting (Weekly/Monthly)

F. Walkthrough of Hybrid's pipeline stages