

Desautels Capital Management

Honours in Investment Management

Shoals Technologies Group

Fall 2023

Energy & Utilities

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Executive Summary

Recommend a BUY – Building exposure to renewables through superior technology at the forefront of innovation

Business Overview

- Shoals is a leading provider of **electrical balance of system (EBOS)** “wiring” solutions for solar energy projects in the US including solar, storage, and EV charging systems
- After a successful IPO in Q1/21, the company has grown to 835 employees and issued 35+ patents
- Recently, stock price has suffered under general solar crash

2.07
Beta (5y)

16.98x
P/E

15.5x
EV/EBITDA



Primary Risk: **Interest rate hikes or tax incentive slowdowns could slow down solar expansion**

Market Valuation

Values as of October 26, 2023

Share Price	\$15.10
Shares Outstanding (M)	169.9
Market Capitalization	2,565.5
Add: Total Debt	210.6
Add: Minority Interest	-
Add: Preferred Stock	-
Less: Cash & Cash Equivalents	5.8
Enterprise Value	\$ 2770.3

Investment Theses

1

Market Underappreciates the IRA tailwinds benefitting Shoals Technologies Group

A profitable US manufacturer combining uncapped tax-breaks, Shoals is overly punished by market pessimism regarding Chinese Tariffs

2

Market misprices growth potential from efficiency and simplicity gains from Shoals' patented technology

Shoal's patented technologies reduces installation cost – a heightened competitive advantage in the context of electrician shortages

Current Price:
\$15.10

Price Target:
\$20.70

Implied Upside:
37%

Source: Bloomberg, CapIQ, Company Filings

I. Sector Overview

II. Company Overview

III. Investment Theses

I. Thesis 1: Macro

I. IRA

II. Leverage

III. China

II. Thesis 2: Product specific

I. Electrician shortage

II. Resistance

IV. Valuation

I. Comparables Multiple Valuation

II. Discounted Cash Flow

V. Risks & Catalysts

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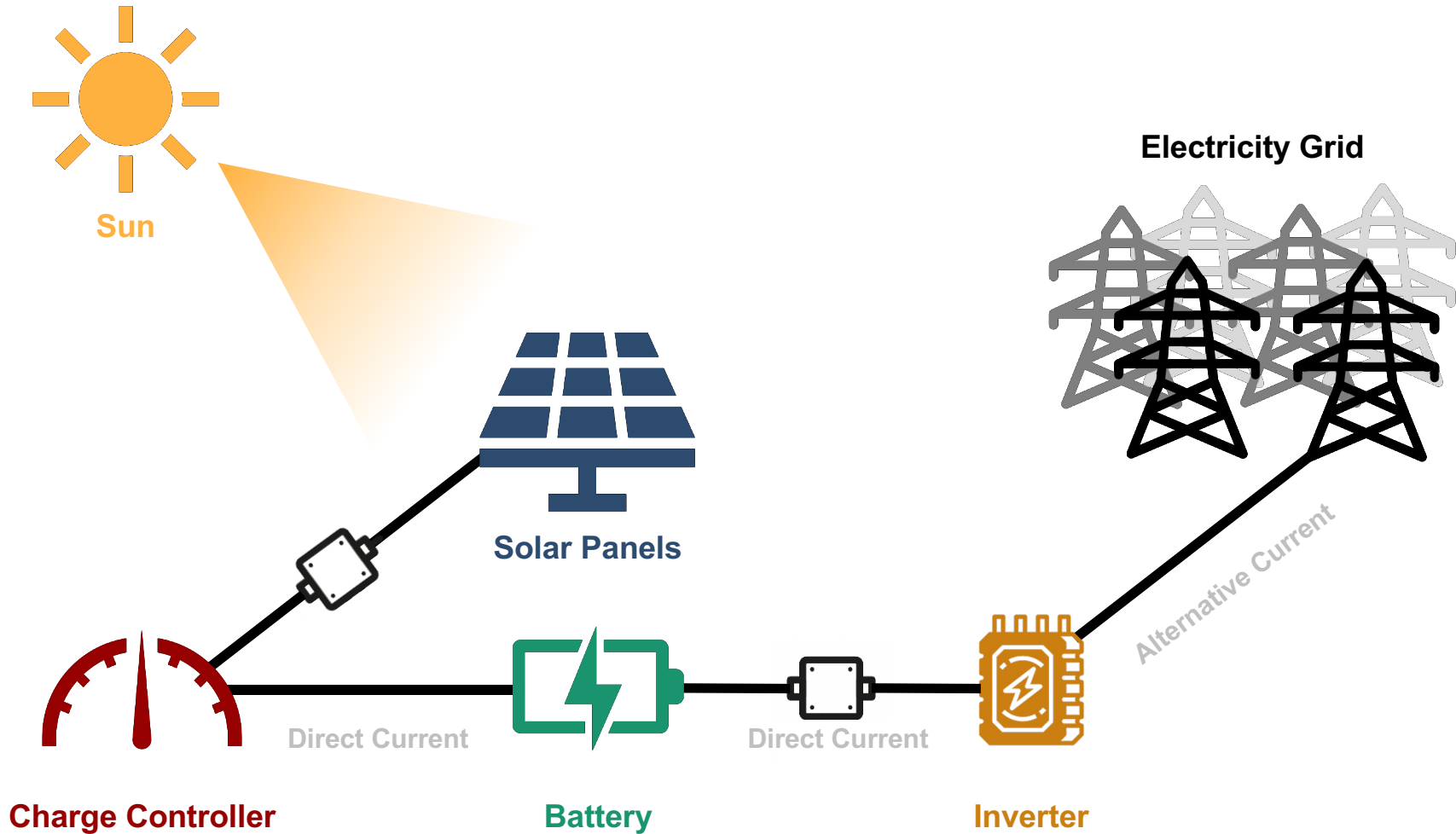
Industry Overview

Section II



Solar Deep Dive

Where does SHLS operate within the solar space?

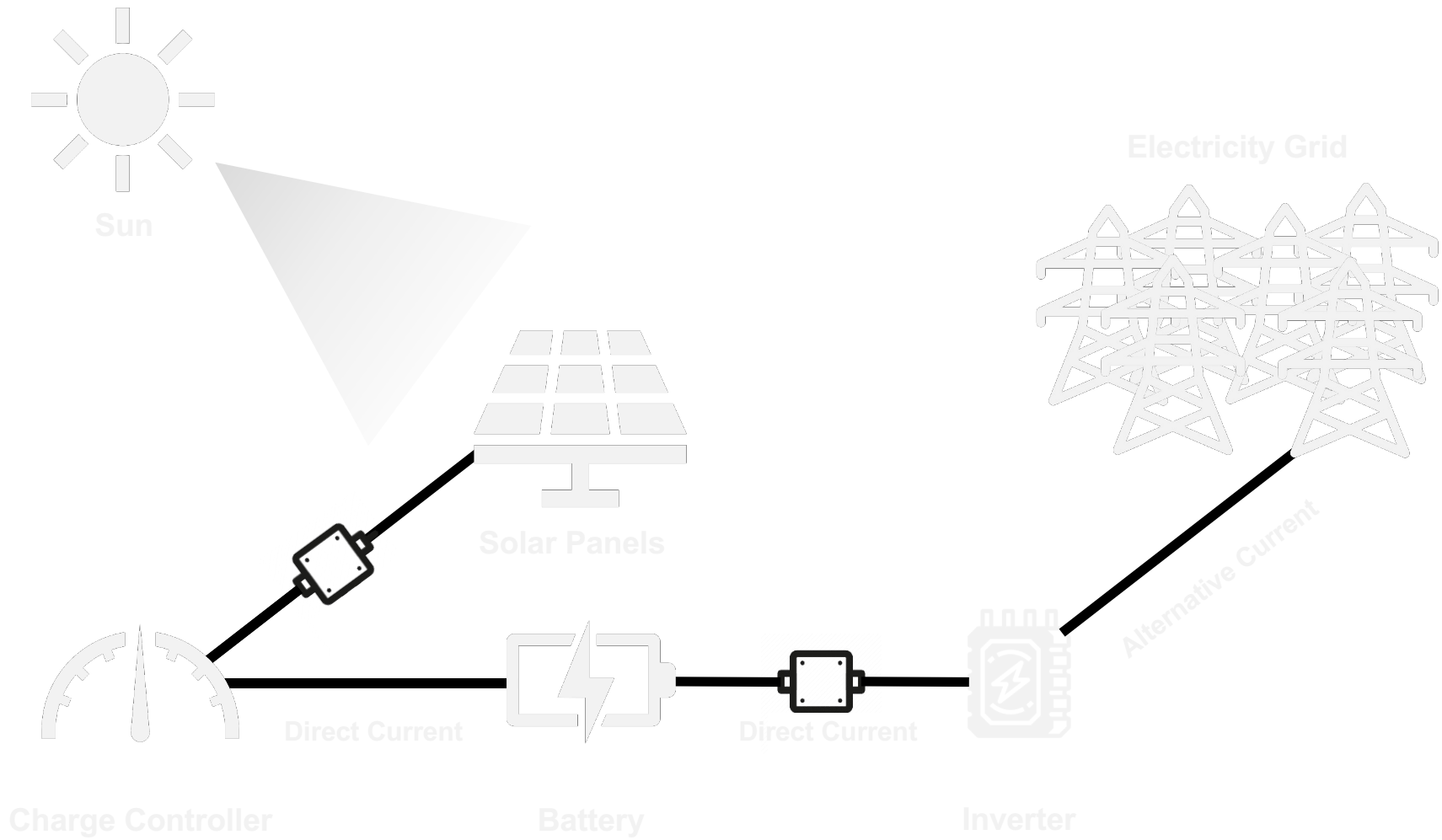


There is electricity loss throughout the grid due to inefficiencies, with the goal being to minimize those losses at low cost

Source: Deloitte

Solar Deep Dive

Where does SHLS operate within the solar space?



There is electricity loss throughout the grid due to inefficiencies, with the goal being to minimize those losses at low cost

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Company Overview

Section III



Recommend a BUY – Building Exposure to Solar Renewables

Shoals Technologies Group



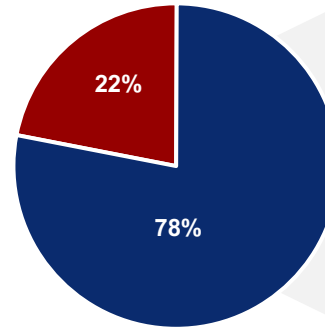
Shoals: Simplifying Solar Technology

- Leading U.S. manufacturer & provider of **EBOS** components and solutions for **solar**, battery **storage**, and **EV** charging
- Headquartered and conducts all manufacturing in the **U.S.**
- **IPO in Q1/21**, the company has grown to **835 employees**

Operations:

- **Two segments:** individual **components** and **system solutions**
- **Customers:** **EPCs** (primary), utilities, power producers, solar developers, solar module manufacturers, charge point operators
- **Significant IP footprint with 35+ patents**

Revenue Mix

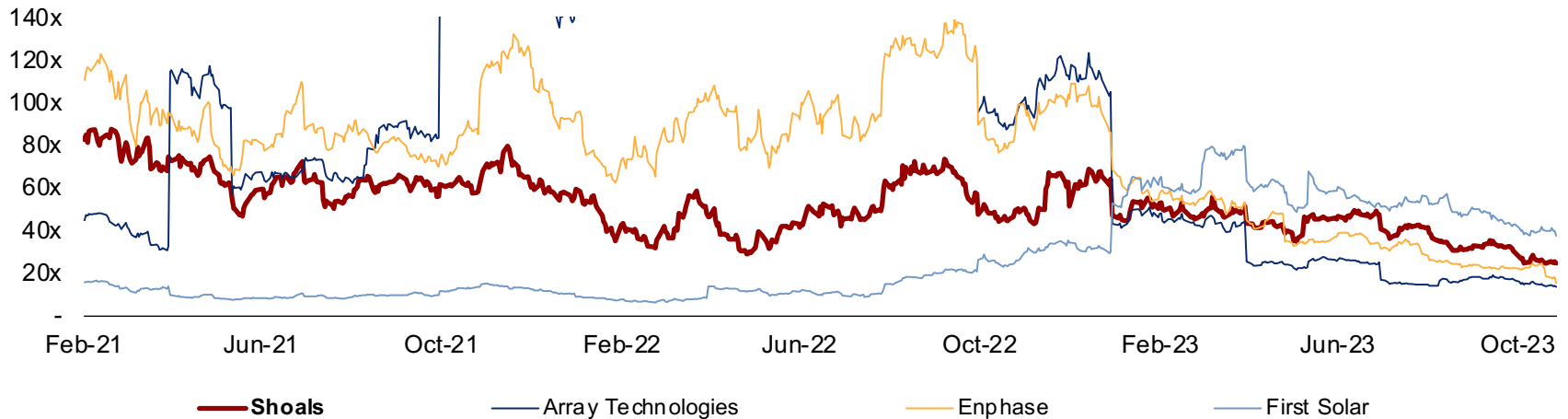


System Solutions are broken down into **two offerings**:

- upgrades to **“conventional homerun architecture”**
- Shoal’s proprietary **“Combine as you Go”** system design
- Virtually 100% of FY2022 sales are to **US customers**

■ Components ■ System Solutions

Historical EV/EBITDA

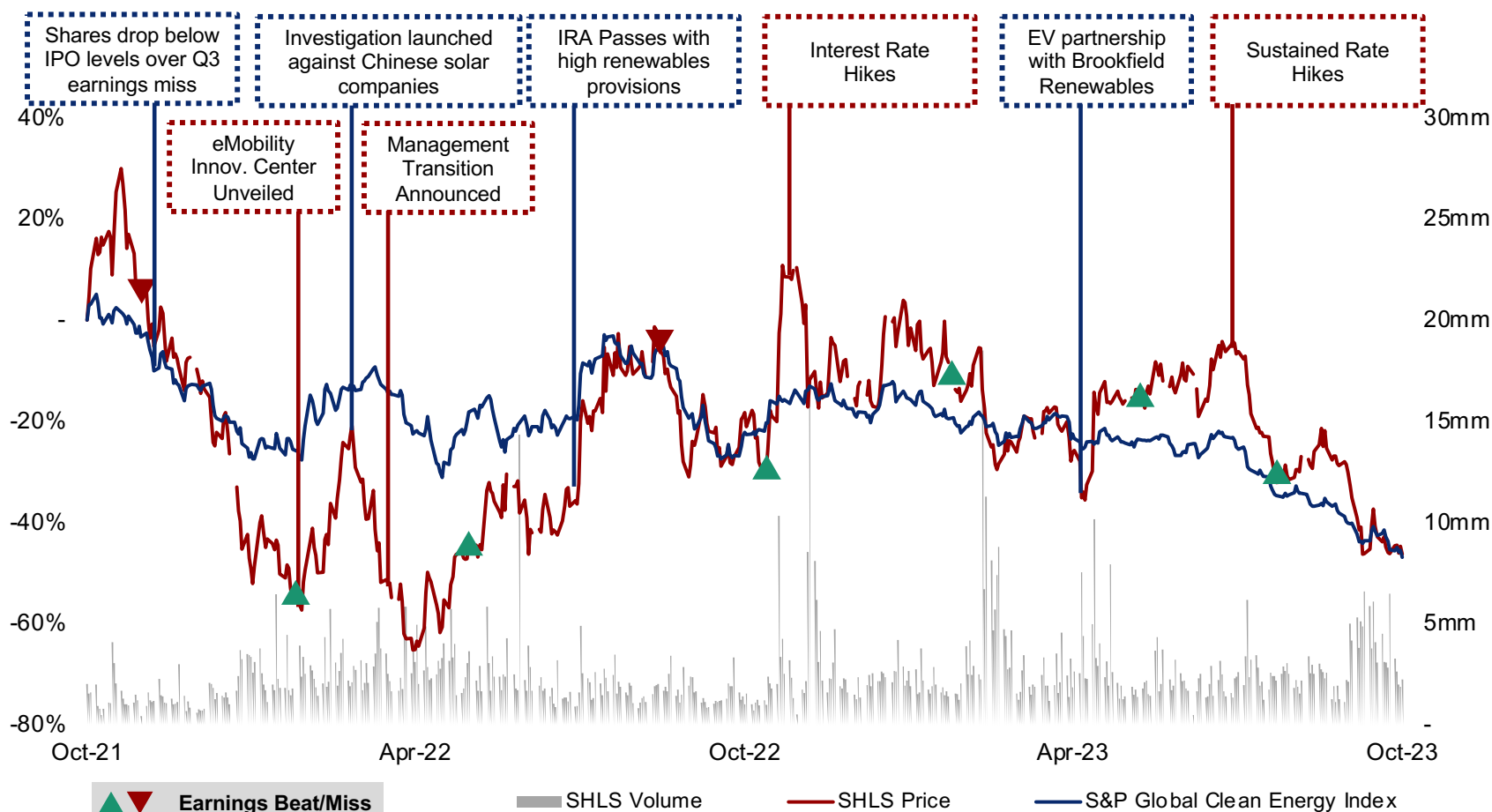


TBD

Company website, CapIQ

Annotated Stock Performance

More volatile to Commodity pricing than market information

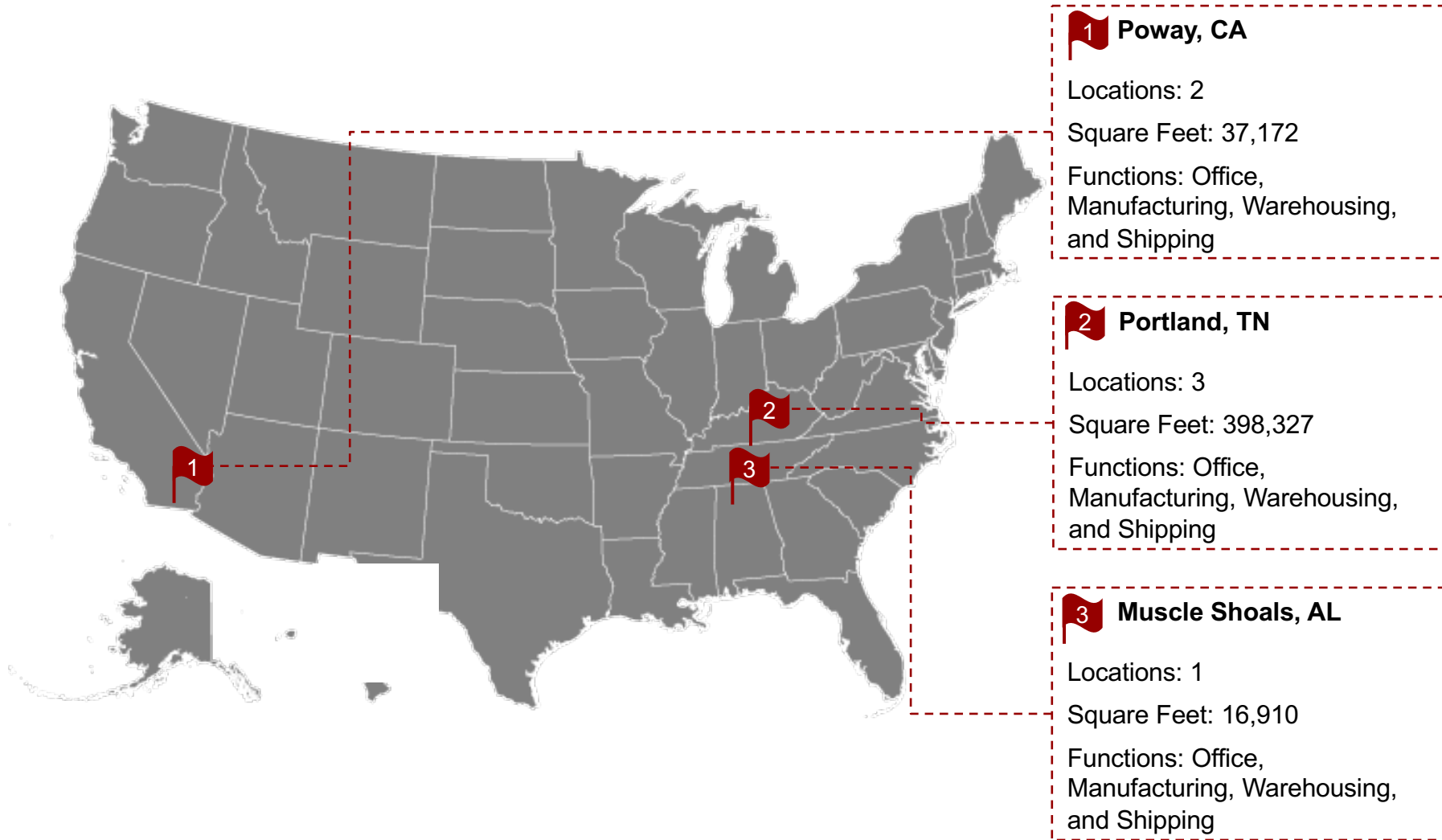


	2y Beta (vs S&P)	Standard Deviation	R-squared
SHLS	1.77	0.31	52%
S&P Global Clean Energy Index	2.01	0.42	48%

CapIQ, Thomson Reuters

Operations are Concentrated in the US

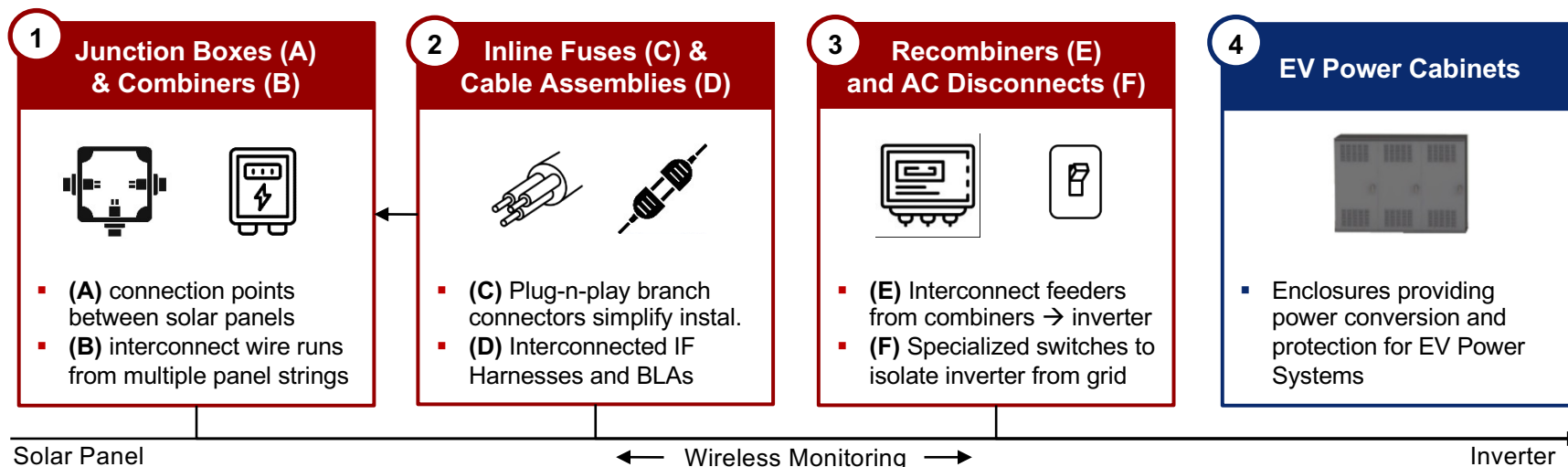
Shoals us the map!



Headquartered in Portland, Shoals conducts all of its operations in the United States.

Double-click: Shoal's EBOS Technology

What is the matter (E)BOS?

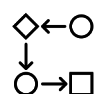


A U.S. Based player with multiple segments...



Component Manufacturing

- Mission-critical components required for every solar, EV Charging or Energy Storage project
- High consequence of failure (e.g., damage, injury) means **reliability and safety prioritized over price**



EBOS Systems Solutions

- Proprietary "**Combine-as-you-go**" design cuts installation costs by 43% and material cost by 20%
- Improvements on standard "homerun" architecture



eMobility Solutions

- 4 new products introduced in Q4/21 compatible with all manufacturers, including quick-connect and power

...and competitive IP...



Widespread (and growing) adoption

- Q2/22, 50% YoY increase in **converted BLA customers** (+14), including top solar EPCs
- ~35% YoY increase in prospects (92) and in transition, with \$546mm in backlog & awarded (Q2/23)



High future visibility

- Consultative sales process provides ~12 mo lead for growth adjustment with minimal inventory buildup



A strong competitive MOAT

- 35+ Patents with another 85 issued and pending
- Start-to-finish service includes solution design & engineering support: systems are customized

Bloomberg, Company Filings, Wood Mackenzie

Double-click: Shoals' combine-as-you go vs Homerun

Bolstering efficiency and reliability

1

Conventional Homerun Architecture



Distinguishing Characteristics

- **Every string** of solar panels is connected to combiners with **individual wire runs**, then fished through conduits
- **Wires are individually** laid, measured, stripped, crimped to complete the connection, inspected, and installed

Primary Inconveniences:

- 1. Tedious, specialized installation process**
 - 6 technical steps requiring tools and electricians
- 2. Significant Fault Risk**
 - Onsite, manual assembly steps increase fault risk

- Shoals offers *custom components and connectors to upgrade conventional homerun systems*

2

Shoals' "Combine-as-you-Go"



6 Primary Advantages

- 1. No specialized electricians required**
 - Plug-n-play connectors simplify assembly
- 2. Installed above ground**
 - Eliminates trenching and wire fishing
- 3. Streamlined wire runs**
 - 67% fewer string runs, 95% fewer inverter runs
- 4. Eliminate combiner boxes**
 - Inline fusing and direct connections simplify wiring
- 5. Increased safety and reliability**
 - Factory fabricated pre-terminated connectors
- 6. Reduces maintenance requirements**
 - 83% fewer connection points, ran above ground

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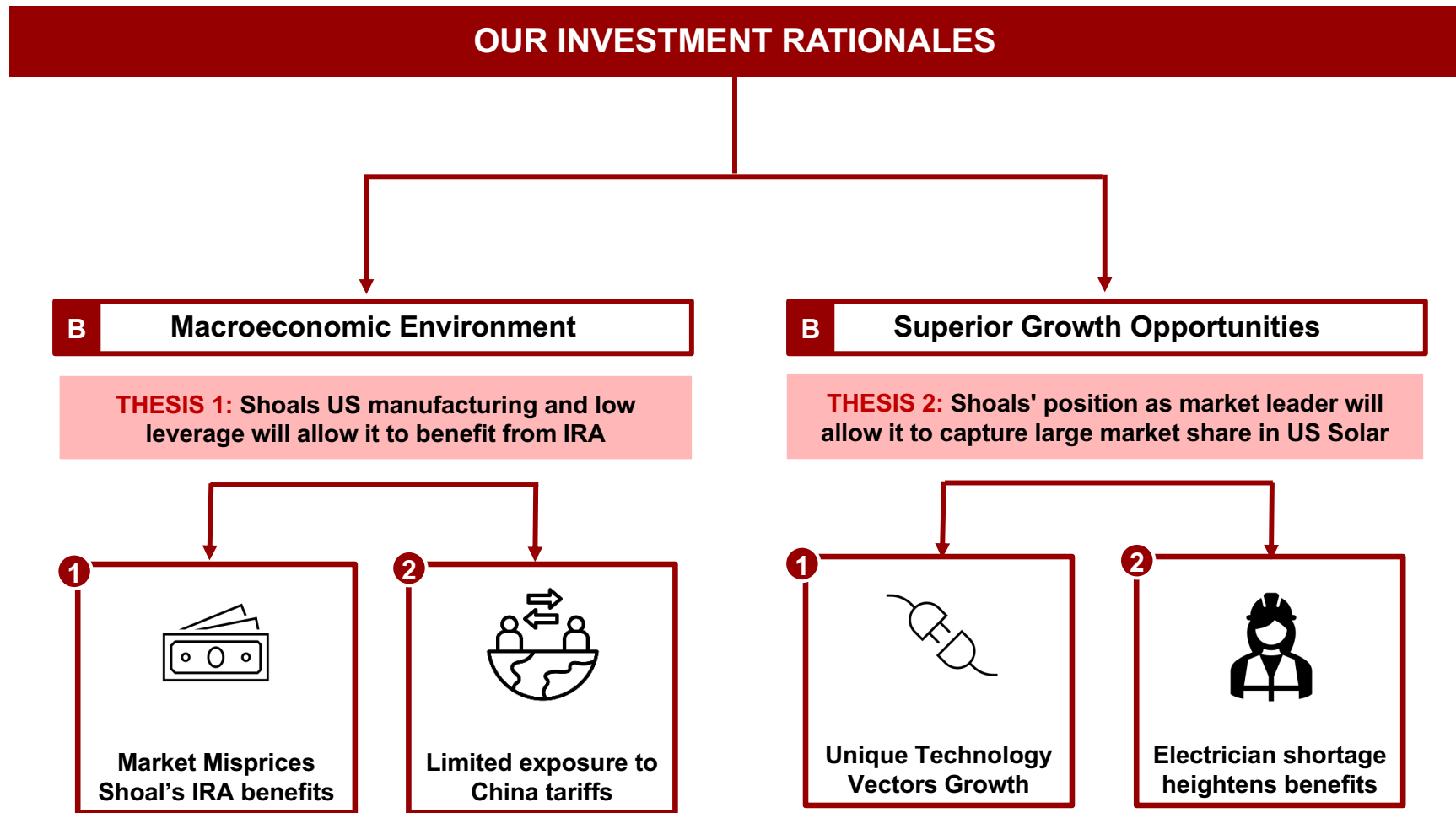
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Investment Theses

Section IV



Resistance to recent negative macro, market-leading patent protected product, and EV/Storage optionality



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The Inflation Reduction Act (IRA)

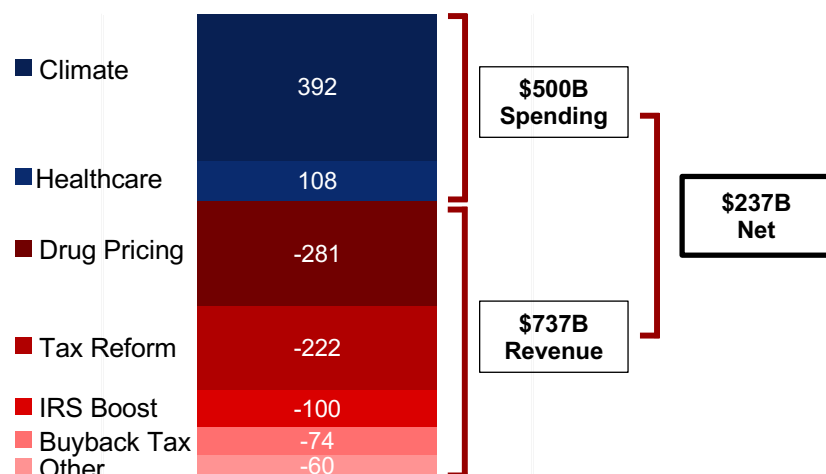
Section VIII



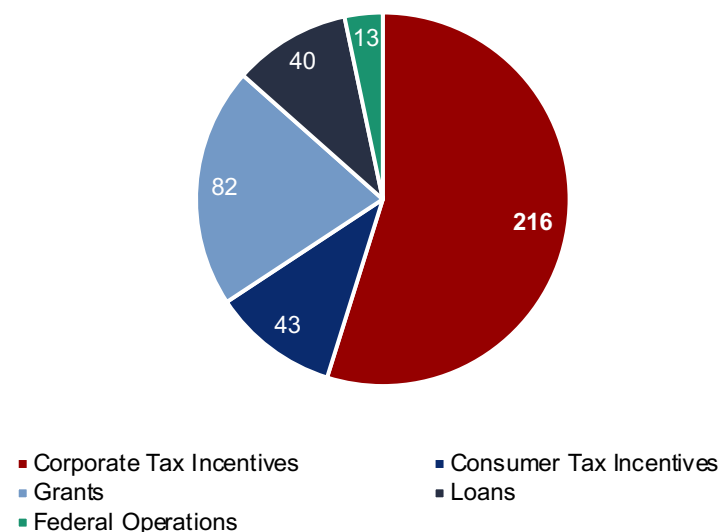
What is the IRA?

Inflation Reduction Act

Sources and Uses



Distribution of Funds



Federal Tax Credits for Solar Manufacturers

1	2	3
<h4>45x Adv. Manufacturing PTC</h4> <ul style="list-style-type: none"> Tax credit for domestic production of eligible clean energy equipment and components (e.g., inverters, solar, and battery components) Allocated on a capacity basis, with rates defined per component type Phase out 25%/Y, starting Q1/30 	<h4>48c Adv. Energy Project ITC</h4> <ul style="list-style-type: none"> Tax credit for investment in manufacturing facilities producing, re-equipping or recycling advanced energy components Fixed % applied to investment cost placed in service during tax year Phase out 25%/Y, starting Q1/32 	<h4>Credit Adders</h4> <ul style="list-style-type: none"> Treasury Labor Requirements: 10%^B of 10 (5 ITC) year wages at local rates → +80% ("full") credit rate 40%^A Domestic Content Minimum: +10% for ITC, or +10% PTC Value Energy Community Bonus: +10% for ITC, or +10% PTC Value

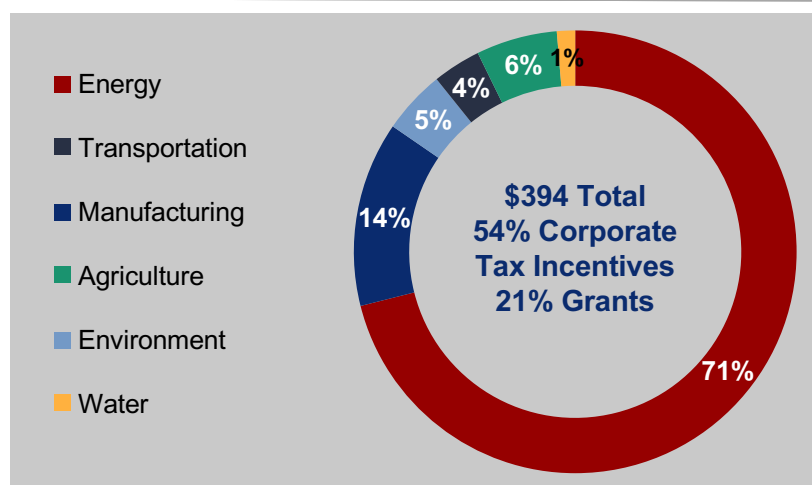
Notes: A, B

Source: McKinsey, Statista

IRA Mispricing

How Shoals is setting up tax breaks in stealth mode

Substantial Funding



Applicable to Shoals



48c ITC Investment Credits:

- 48c "full" flat 30% (ESG suggests DTLR met)
- + 10% from Domestic Content Minimum



45x PTC Manufacturing Credits:

- \$0.0275 / W_{ac} weighted avg. full rate premia
- +10% credit value from Domestic Content Minimum
- 4-6% tax rate decrease at current production levels



Increased Exposure with Storage & EV segment:

- SHLS Battery storage to unlock up to \$35/kWh
- EV segment optionality to deliver up to \$45/kWh

A quiet buyback hints at upside...

Discrete on Earnings

- Minimal mention of direct IRA benefits in press, 10Qs and 10k
- IRA presented as external macro risk & catalyst:

Tax receivables buyback in Q2/23

- Q1/21, Shoals enters a **Tax Receivables Agreement (TRA)**
- Oaktree to receive 85% of realized tax benefits
- Q4/22, Shoals **repurchases (terminates)** the TRA for **\$58mm** signaling high benefit expectation
- Remeasured payable → **gain on termination of \$110.9mm**

...that may far exceed market expectation

What about \$394B?

- Original figure estimated at pre-IRA manufacturing rates
- Banks are revising the expected cost of the IRA to 1.2T

THE WALL STREET JOURNAL.
The Real Cost of the Inflation Reduction Act Subsidies: \$1.2 Trillion

Intricacies and synergies between the vast number of IRA clauses provides opportunity for market mispricing

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Market Overestimates Tariffs' Impact on Solar

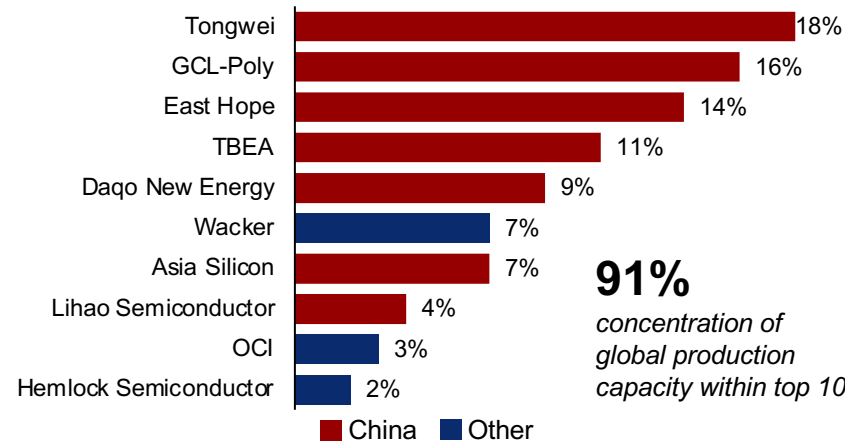
Section IV



Chinese Power & Western “Reshoring”

Important regulatory tensions influencing the solar market

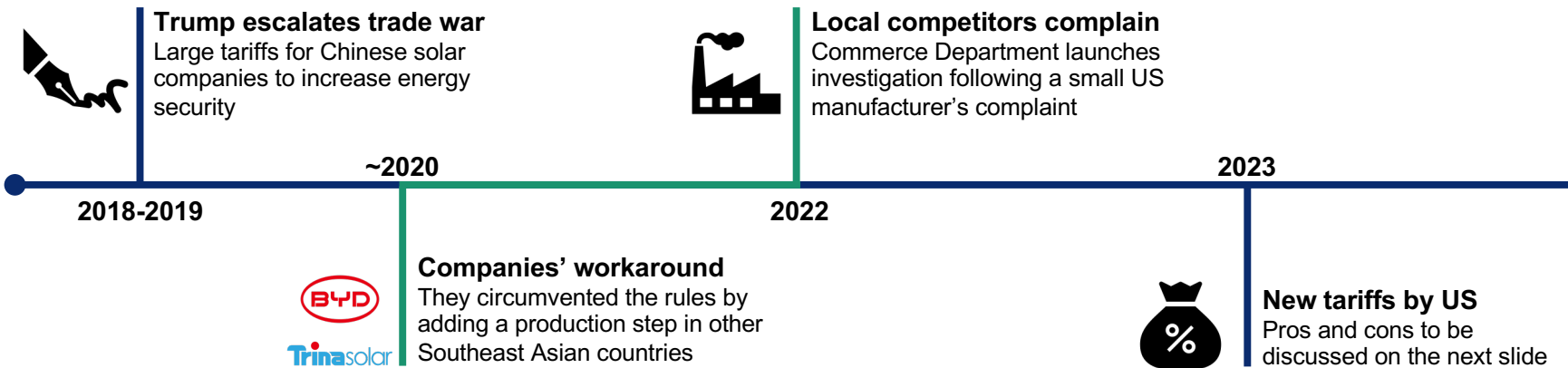
Share of capacity of top 10 solar suppliers, 2022



“Reshoring” renewable supply chains



Chinese solar companies evading US trade rules

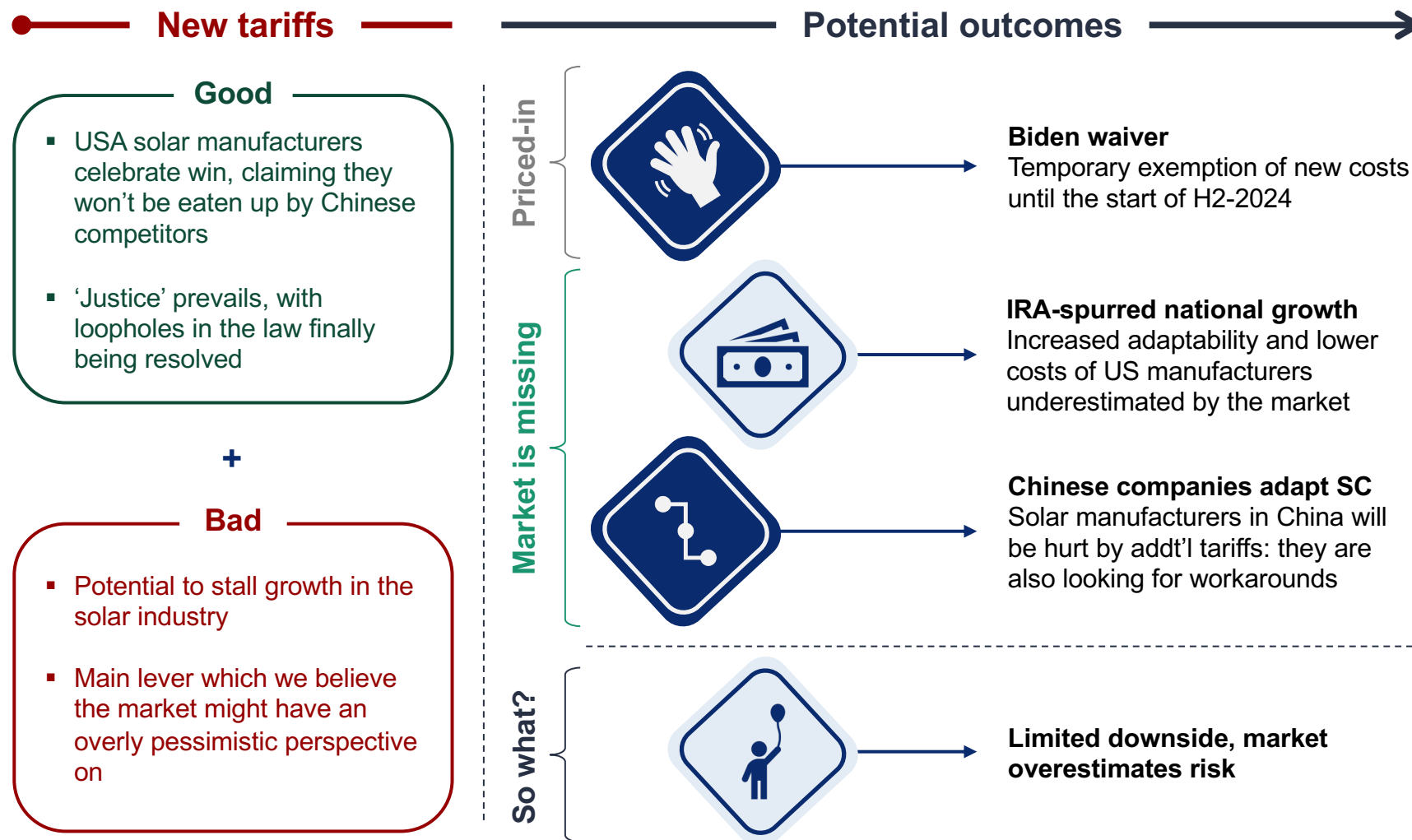


As US solar manufacturers fight to keep market share, the overall US solar industry's growth is hindered

Source: Bloomberg NEF, McKinsey, Reuters

Market Overestimates Tariffs' Impact on Solar

The new tariffs had significant impact on the solar industry's perceived growth in the USA



While slower solar growth is expected, the market's base case is way too pessimistic

Source: NPR, The White House, Bloomberg

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Thesis 2: Shoals will capture more market share
and maintain pricing power due to product
differentiation

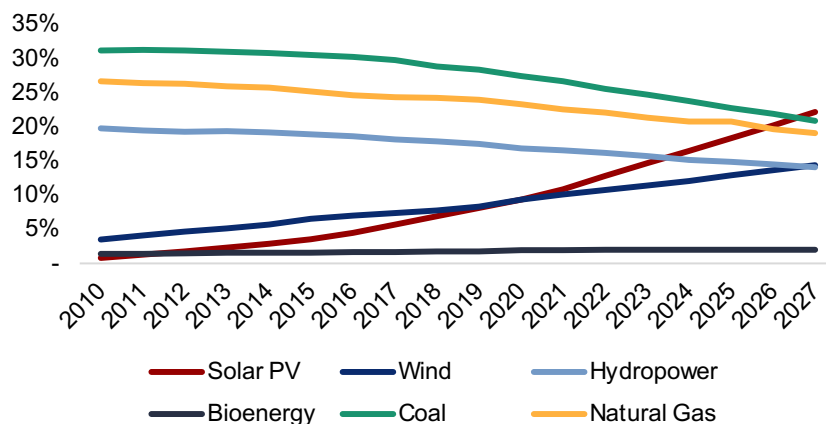
Section V



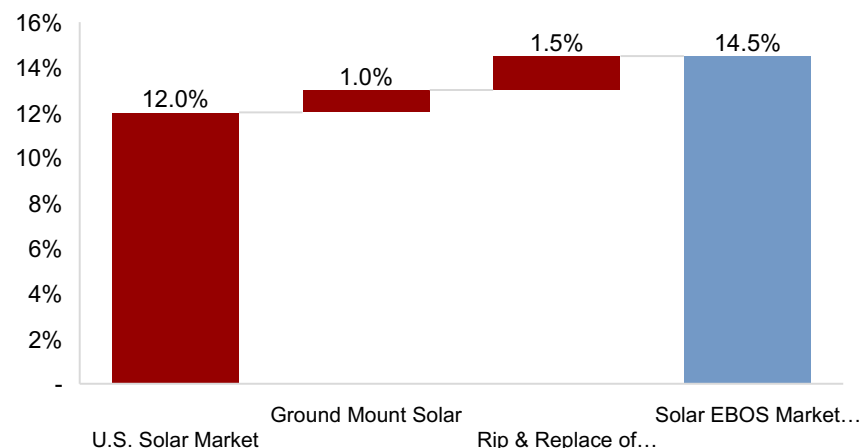
The EBOS Market is poised to grow

And Shoals is already well-positioned in the field

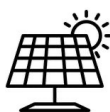
Share of cumulative power capacity by technology



EBOS TAM CAGR 2021-2025



A highly fragmented market, with SHLS on top



SHLS is an established player

- SHLS products are now used in more than 50% of large-scale solar projects in the US
- 17 of 25 top EPCs are existing SHLS customers



And still going strong

- 50% YoY increase in converted BLA customers
- Patented and proprietary offering



With new innovative products

- Conventional & combine-as-you-go EBOS
- Big Lead Assembly
- New rollout: Snapshot I-V

Shoals' competitors






The solar market, and in particular the EBOS field, is a growing sector, and SHLS is already a well established player

Source: SHLS Investor presentation, Bloomberg, IEA

Why Shoals competitors aren't well-positioned to compete

Above-ground makes solar projects more efficient

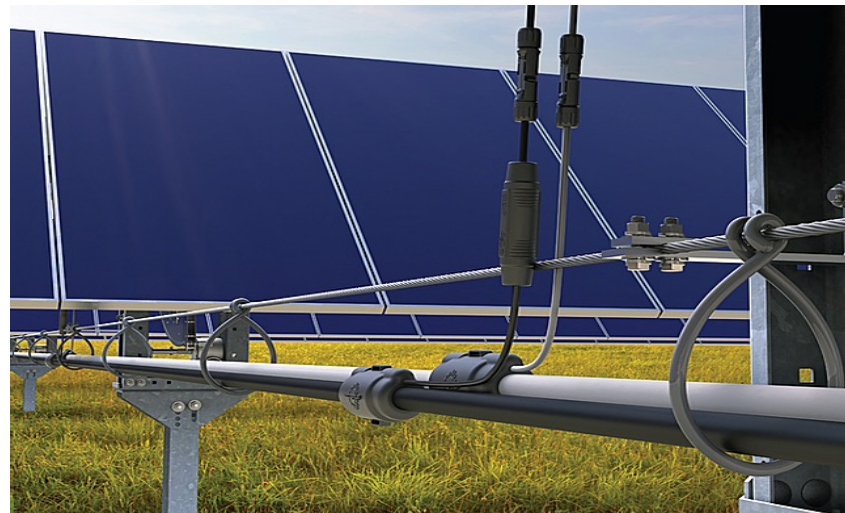
Different offerings

Bentek Corporation	SolarBOS	Voltage
 <ul style="list-style-type: none"> Offerings: EBOS, electronic manufacturing services (EMS) Patented fuses and fuse holders, customer 	 <ul style="list-style-type: none"> Offerings: Ground mount, canopy, roof, eBOS, Software 20GW under contract No mention of patents No above-ground solution 	 <ul style="list-style-type: none"> Offerings: EBOS Solutions No mention of patents Reel PNP solution: above-ground plug-n-play harnesses

Underground Installation



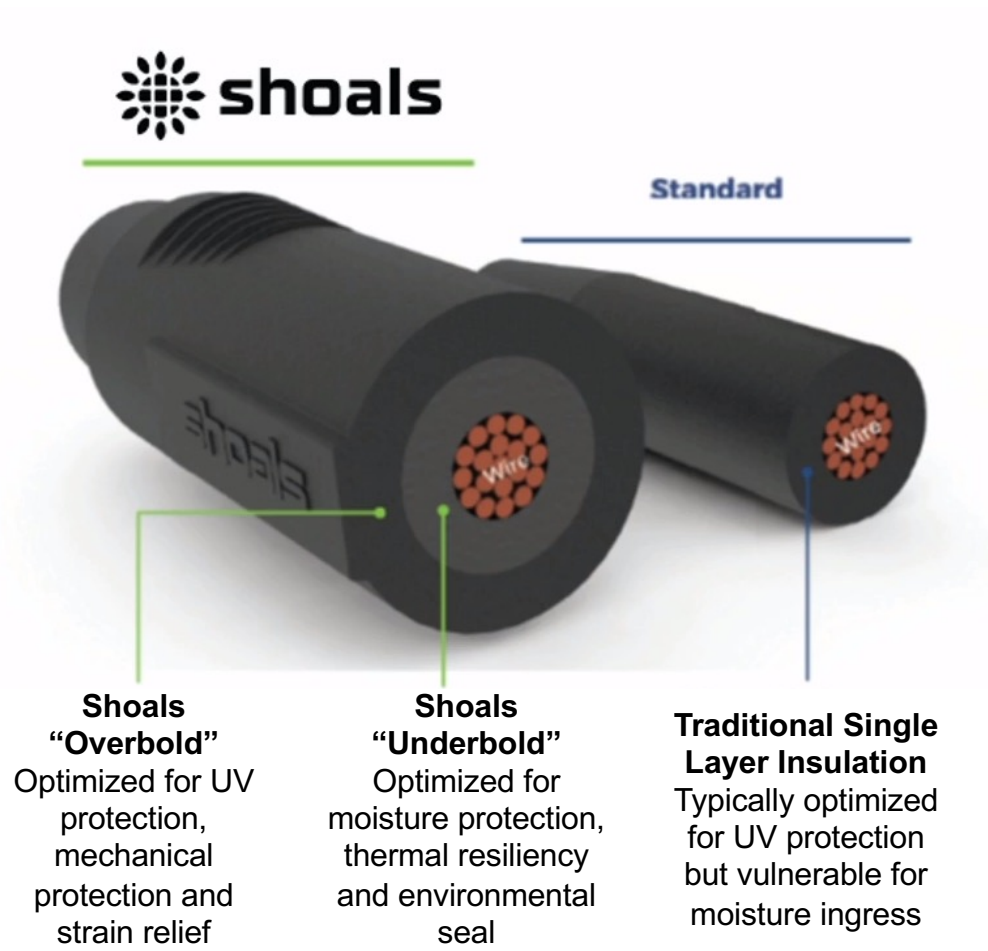
Above-ground Installation



The reliability of above-ground installation is still questionable.

Source: Company websites

Innovative details enhance reliability and safety



MULTI-LAYER INSULATION IP

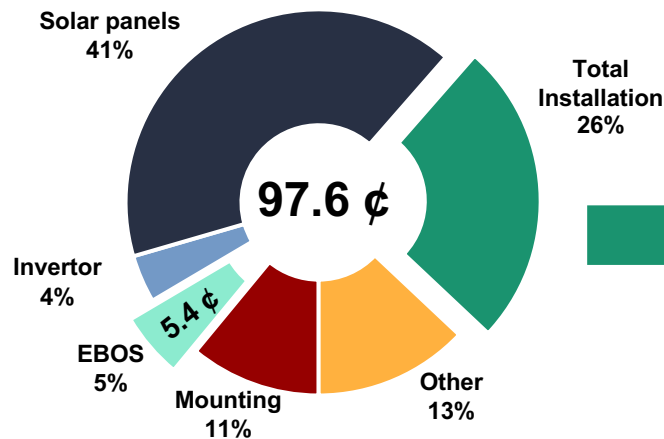
Limits competitors to designs that expose the system to potential catastrophic failure

Source: Company Filings

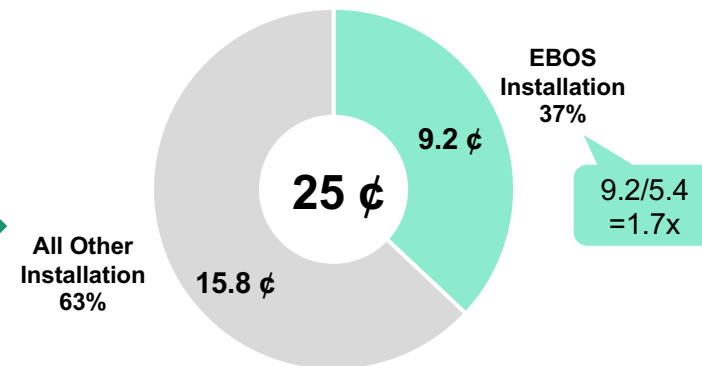
So, where is Shoals at compared to peers?

Installation is costly

Average Contribution to Construction Cost (¢ per watt)



EBOS Contribution to Installation Cost (¢ per watt)



Lower costs for Shoals' clients vs industry average

Big Lead Assembly

- Aboveground aluminum trunk system
- Integration of cable, combiner and fuses
- Plug-n-play: snap on design

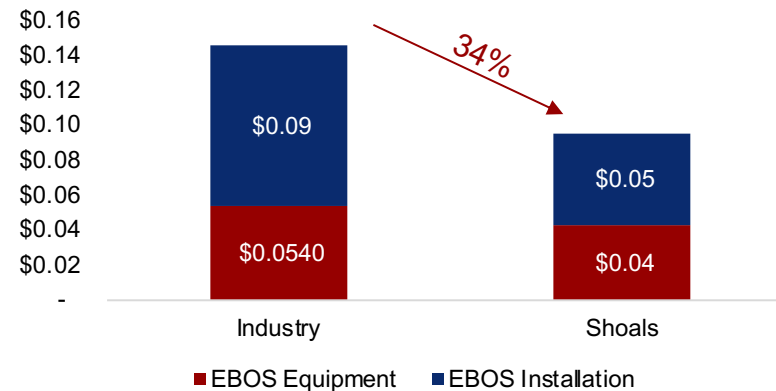
43%

Lower Installation Cost⁽¹⁾

20%

Lower Material Cost⁽¹⁾

Shoals saves 34% for clients on EBOS



Shoals will be able to increase its ASPs thanks to savings on installation costs as well as its monopolistic position in the market

Source: Company Filings, Bloomberg, IEA

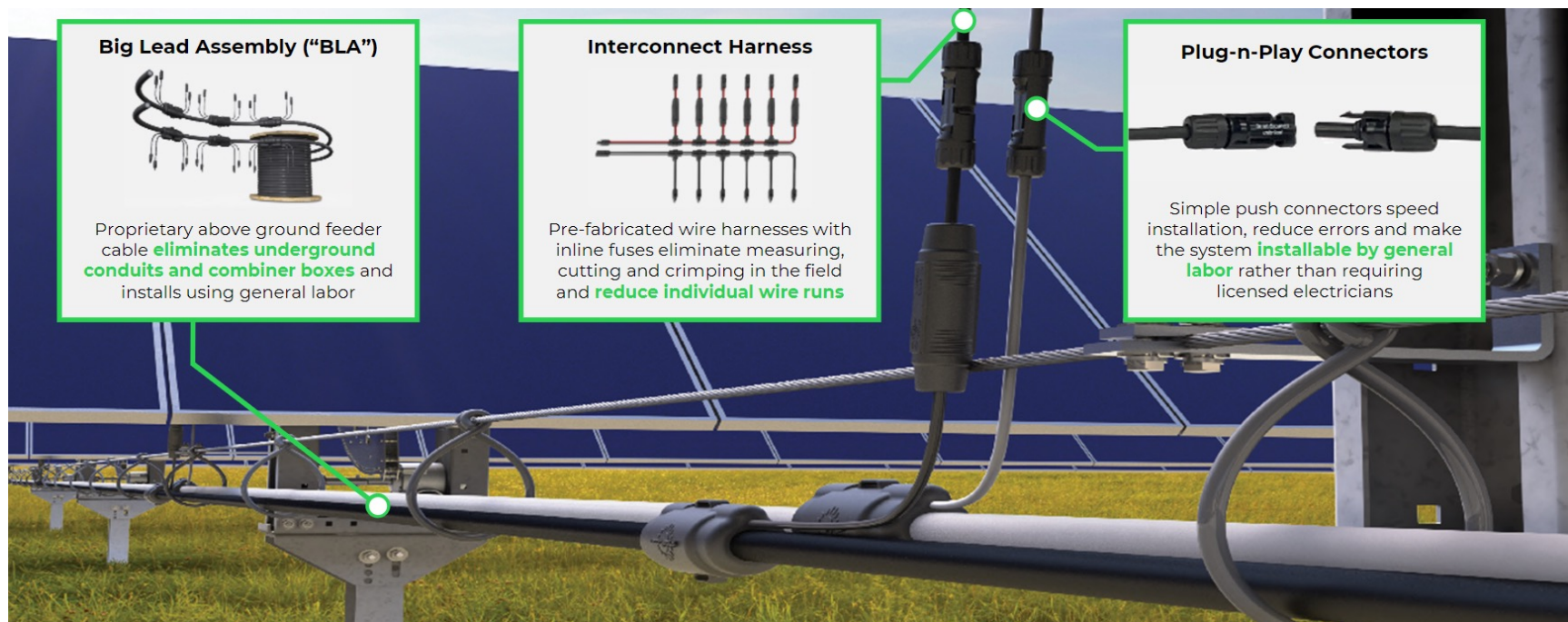
Shoals' proprietary BLA

BLA saves material costs and installation costs


Conventional EBOS Installation



Shoals' Solution

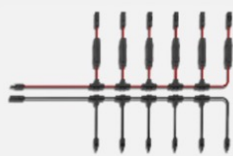


Big Lead Assembly ("BLA")




Proprietary above ground feeder cable **eliminates underground conduits and combiner boxes** and installs using general labor

Interconnect Harness



Pre-fabricated wire harnesses with inline fuses eliminate measuring, cutting and crimping in the field and **reduce individual wire runs**

Plug-n-Play Connectors



Simple push connectors speed installation, reduce errors and make the system **installable by general labor** rather than requiring licensed electricians

Source: Company Filings

Increasing prices, decreasing installation costs for SHLS

A double-whammy

Electrician shortage in U.S.



Experienced electricians are retiring faster than ever

- Covid-19 accelerated retirement timelines for Baby Boomers across all industries



Not enough new electricians are entering the industry

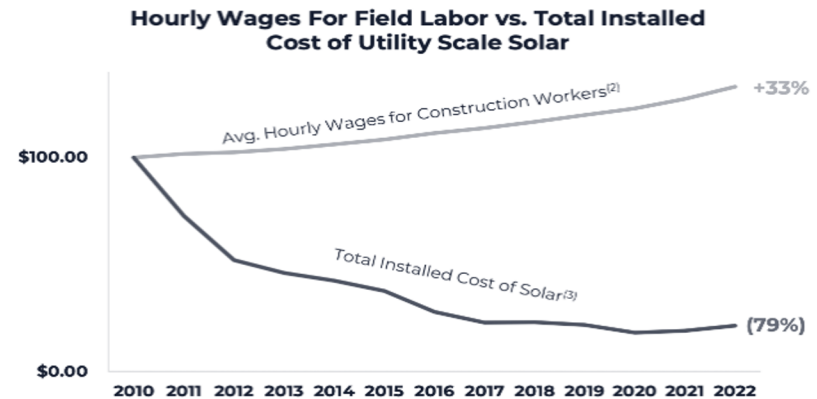
- Higher than ever higher-level education attendance
- Little interest in skilled labor from younger generations



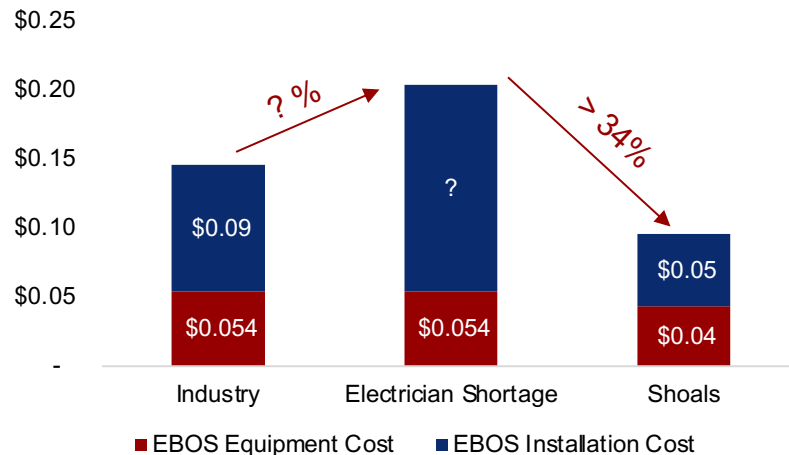
Demand for electricians is rising

- 6% growth projected for electrician jobs
- 27% increase projected in electricity growth from 2022-2050

Wages for construction workers are only rising



Headwinds for competitors and tailwinds for Shoals



▪ Increasing installation costs for average competitors



▪ Decreasing market share for average competitors



▪ Increasing volume for SHLS

Shortage in electricians are expected to boost up average installation costs

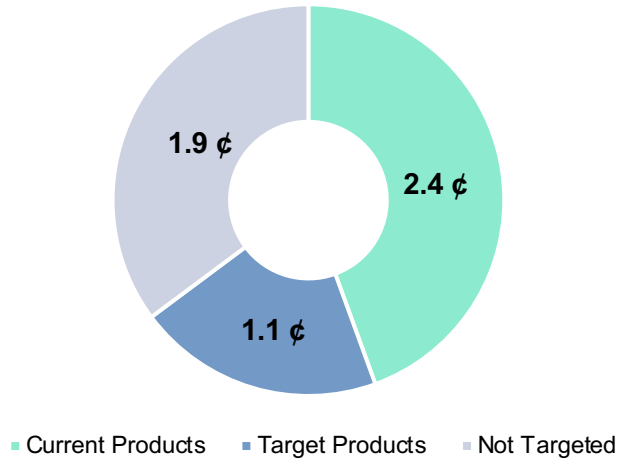
Source: SHLS Investor presentation, Bloomberg, IEA

Focusing on “Systems Solutions” component will prove beneficial for Shoals



Subtitle

Goal: gain Percentage of their customer’s wallet



How will they achieve that?

Move away from components	Rollout new products	Emphasis on Ecosystem
<ul style="list-style-type: none"> Go from a 80/20 ratio to a 90+/10- ratio Convert clients from components to systems by putting emphasis on attractiveness of ecosystem 	<ul style="list-style-type: none"> BLA+, Snapshot I-V, High Capacity Plug-n-Play Wire Harnesses Diversification and new target customers 	<ul style="list-style-type: none"> Promote an entire ecosystem of solutions, rather than single parts More involvement with the client, helping achieve a higher retention rate

Differentiated, high-quality product offering

A further look into Snapshot I-V

<p>“BLA+”</p> <ul style="list-style-type: none"> Incorporates EBOS content not currently offered by Shoals Comprehensive solution that takes more labor out of the field Increases customer wallet share 	<ul style="list-style-type: none"> Launched 	<ul style="list-style-type: none"> Quoting globally First revenue generated in 2Q23 – an international installation 	<ul style="list-style-type: none"> 2Q 2023
<p>Snapshot I-V (formerly IV Curve Benchmarking)</p> <ul style="list-style-type: none"> Plug-n-play string-level monitoring (current, temp, IV curve trace, incline) Real-time data at thousands of points across the system Cuts truck rolls and facilitates targeted maintenance 	<ul style="list-style-type: none"> Launched 	<ul style="list-style-type: none"> Target base customers and new accounts First revenues expected 2H 2023 	<ul style="list-style-type: none"> 2H 2023
<p>High Capacity Plug-n-play Wire Harnesses</p> <ul style="list-style-type: none"> Extends plug-n-play to high capacity feeder cable category Creates additional labor savings versus current products and methods Enables greater site design flexibility 	<ul style="list-style-type: none"> UL certification of connectors in progress 	<ul style="list-style-type: none"> Launch concurrent with UL certification ID of alpha customers underway 	<ul style="list-style-type: none"> 4Q 2023

Shoals’ strategy to focus on Systems Solutions with allow the company to benefit from higher volume

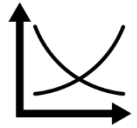
Source: SHLS Investor presentation, Bloomberg, IEA

Thesis Wrap-up

Main Points



1 ASP: Through market dominance and further innovation, SHLS will be able to increase their prices



2 COSTS: Lower installation costs combined with a likely electrician shortage will allow Shoals to incur lower costs for clients than competitors



3 VOLUME: Attraction of new customers and conversion of existing Components customers to Systems Solutions, increasing contract volume to capture growth of US solar

Market is pricing in solar growth, but is missing ASP pricing increases and SHLS's potential to capture market share

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Valuation



Comparables Analysis








Relatively expensive, but multiples are missing some growth

Peer Group <i>(in US\$ M, except ratios)</i>	Ticker	Price	52-Week High	Market Cap	Debt	EV	EV / EBITDA		EV/Revenue		P/E		EBITDA Margin	Debt / EBITDA
							LTM	NTM	LTM	NTM	LTM	NTM		
Tier 1														
SolarEdge	SEDG	76.99	345.80	4354.4	735.5	3602.7	6.7x	11.5x	1.0x	1.2x	14.9x	18.8x	10.5%	2.3x
Array	ARRY	17.07	26.64	2578.8	779.4	3503.7	13.2x	12.0x	1.9x	1.9x	33.5x	17.1x	15.6%	2.7x
NextTracker	NXT	34.63	46.55	2146.6	150.5	5235.3	19.3x	11.2x	2.5x	2.0x	35.0x	15.5x	18.1%	0.3x
Median				2,579	736	3,603	13.2x	11.5x	1.9x	1.9x	33.5x	17.1x	15.6%	2.3x
Mean				3,027	555	4,114	13.1x	11.5x	1.8x	1.7x	27.8x	17.1x	14.7%	1.8x
Shoals Technologies	SHLS	15.10	32	2,566	210	2,775	24.9x	15.5x	6.8x	4.9x	17.0x	21.9x	31.3%	1.4x
Solar Industry														
Stem Inc.	STEM	3.04	14.83	473.6	542.6	947.4	NM	NM	2.3x	1.4x	NM	NM	(0.7%)	(108.5x)
Array Technologies	ARRY	17.07	26.64	2578.8	779.4	3503.7	13.2x	12.0x	1.9x	1.9x	33.5x	17.1x	15.6%	2.7x
Sunpower Corporation	SPWR	4.02	24.97	704.3	559.2	994.5	46.5x	10.2x	0.5x	0.6x	9.6x	80.4x	5.6%	5.8x
Sunrun Inc.	RUN	8.84	33.33	1919.9	8873.8	12864.6	NM	NM	5.3x	5.4x	21.6x	NM	(4.7%)	(79.2x)
PlugPower Inc.	PLUG	5.90	18.88	3551.6	898.7	3437.3	NM	NM	3.9x	2.3x	NM	NM	(17.6%)	(3.4x)
NextTracker Inc.	NXT	34.63	46.55	2146.6	150.5	5235.3	19.3x	11.2x	2.5x	2.0x	35.0x	15.5x	18.1%	0.3x
FTC Solar Inc.	FTCI	1.12	3.87	132.3	1.2	100.8	NM	NM	0.9x	0.4x	NM	NM	(3.2%)	(0.1x)
Generac Holdings Inc.	GNRC	82.20	156.95	5116.3	1534.7	6671.5	13.7x	8.9x	1.7x	1.6x	34.3x	12.3x	17.6%	2.0x
Fluence Energy Inc.	FLNC	17.26	31.32	2045.4	2.7	1953.6	NM	277.9x	1.0x	0.9x	NM	NM	0.3%	0.4x
SolarEdge Technologies Inc.	SEDG	76.99	345.80	4354.4	735.5	3602.7	6.7x	11.5x	1.0x	1.2x	14.9x	18.8x	10.5%	2.3x
Median				2,096	647	3,471	13.7x	11.3x	1.8x	1.5x	27.5x	17.1x	3.0%	0.4x
Mean				2,302	1,408	3,931	19.9x	10.8x	2.1x	1.8x	24.8x	28.8x	4.1%	-17.8x
Shoals Technologies	SHLS	15.10	32	2,566	210	2,775	24.9x	15.5x	6.8x	4.9x	17.0x	21.9x	31.3%	1.2x

Industry leader deserves to trade at a premium. Shoals trades around 4x EBITDA higher than larger peers

Discounted Cash Flow: Assumptions

Operating model assumptions for each case

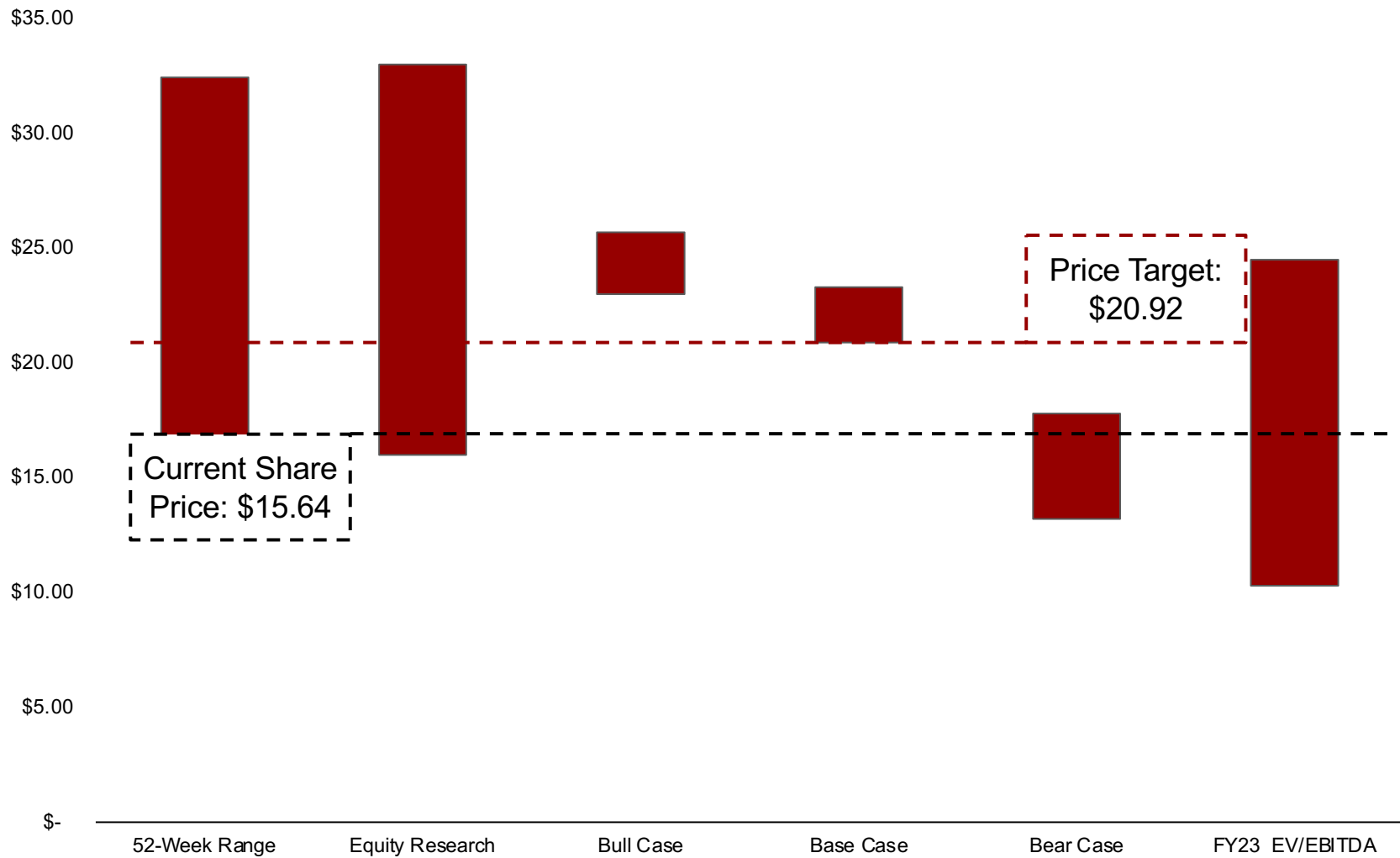
	 Bear Case	 Base Case	 Bull Case
 Market Share	53% in 2023A to 44.8% by 2033E	Constant Market Share	53% in 2023A to 55.7% by 2033E
 Sys/Components Split	78/22 in 2023A to 90/10 by 2033E	78/22 in 2023A to 94/6 by 2033E	78/22 in 2023A to 98/2 by 2033E
 Gross Margin	44% in 2023A to 41.5% by 2033E	Constant Gross Margin	44% in 2023A to 46.5% by 2033E
 ASP	2% Annual Growth	4% Annual Growth	10% Growth over next 2 years, 5% after

Revenue Build and Sensitivity

Revenue Forecast	2020	2021	2022	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E
<i>(In USD thousands, except per share data)</i>														
Solar EBOS Market - US														
Solar Installations (GWdc)	14.2	17.9	16.0	19.0	27.0	32.0	40.0	46.4	53.4	61.1	69.7	79.1	89.3	100.5
YoY Growth (%)		26.1%	-10.6%	18.8%	42.1%	18.5%	25.0%	16.0%	15.0%	14.5%	14.0%	13.5%	13.0%	12.5%
EBOS Shipments (GWdc)	17.0	16.5	18.3	25.0	30.8	38.0	44.8	51.6	59.2	67.5	76.7	86.8	97.7	107.5
Shoals Market Share (%)	45.0%	49.0%	52.0%	53.0%	53.3%	53.3%	53.3%	53.3%	53.3%	53.3%	53.3%	53.3%	53.3%	53.3%
US EBOS shipped by Shoals	7.6	8.1	9.5	13.3	16.4	20.2	23.9	27.5	31.5	36.0	40.8	46.2	52.0	57.2
YoY Growth (%)		5.68%	17.56%	39.62%	23.58%	23.58%	17.89%	15.22%	14.61%	14.11%	13.61%	13.11%	12.61%	10.00%
Revenue from EBOS														
US EBOS shipped by Shoals	7.6	8.1	9.5	13.3	16.4	20.2	23.9	27.5	31.5	36.0	40.8	46.2	52.0	57.2
Components mix (%)	45.0%	37.0%	35.0%	22.0%	20.0%	18.0%	16.0%	14.0%	12.0%	10.0%	8.0%	6.0%	6.0%	6.0%
ASP of Components (\$/W)	0.017	0.019	0.025	0.025	0.026	0.027	0.028	0.028	0.029	0.030	0.031	0.032	0.033	0.034
Revenue from components	59,386	57,249	82,323	73,433	84,974	97,343	105,071	109,111	110,405	108,139	101,236	88,460	102,607	116,254
Systems mix (%)	55.0%	63.0%	65.0%	78.0%	80.0%	82.0%	84.0%	86.0%	88.0%	90.0%	92.0%	94.0%	94.0%	94.0%
ASP of Systems (\$/W)	0.028	0.031	0.040	0.040	0.042	0.044	0.045	0.047	0.049	0.051	0.053	0.055	0.057	0.060
Revenue from systems	116,132	155,963	244,617	416,567	549,114	723,366	908,555	1,114,663	1,359,542	1,650,137	1,993,091	2,395,603	2,805,693	3,209,713
Blended ASP (\$/W)	0.023	0.026	0.034	0.037	0.039	0.041	0.042	0.045	0.047	0.049	0.051	0.054	0.056	0.058
EBOS Revenue	175,518.0	213,212.0	326,940.0	490,000.0	634,087.6	820,708.5	1,013,625.8	1,223,773.9	1,469,947.3	1,758,275.1	2,094,326.9	2,484,063.5	2,908,300.6	3,325,967.2
YoY Growth (%)		21.48%	53.34%	49.87%	29.41%	29.43%	23.51%	20.73%	20.12%	19.61%	19.11%	18.61%	17.08%	14.36%
Total Reported Revenue	175,518.0	213,212.0	326,940.0	490,000.0	634,087.6	820,708.5	1,013,625.8	1,223,773.9	1,469,947.3	1,758,275.1	2,094,326.9	2,484,063.5	2,908,300.6	3,325,967.2

		Exit Multiple					
		10.5x	11.0x	11.5x	12.0x	12.5x	0.5x
WACC	14.1%	20.1%	24.1%	28.1%	32.1%	36.1%	
	13.8%	22.7%	26.8%	30.9%	35.0%	39.1%	
	13.6%	25.4%	29.6%	33.8%	38.0%	42.2%	
	13.3%	28.2%	32.5%	36.8%	41.1%	45.3%	
	13.1%	31.0%	35.4%	39.8%	44.2%	48.6%	
	0.3%						

Football Field



Desautels Capital Management

Honours in Investment Management

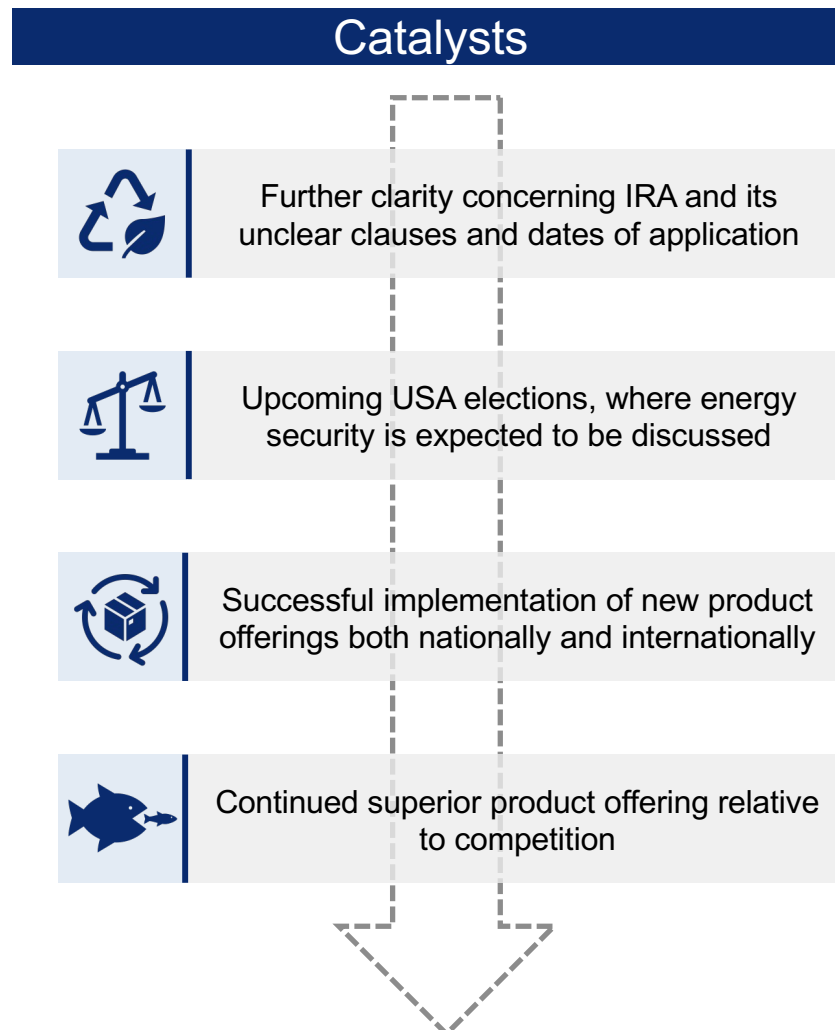
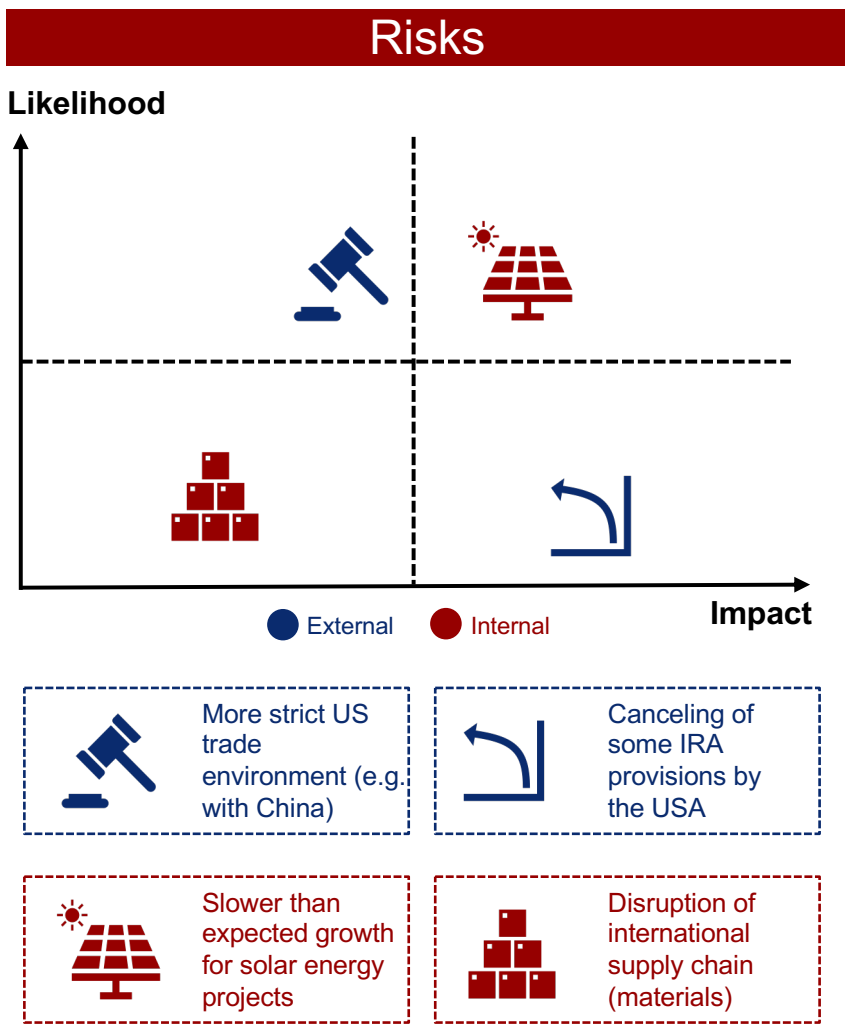
Risks and Catalysts

Section VI



Risks & Catalysts

Navigating Uncertainties



While the upside potential is quite high, some key risks need to be considered

Desautels Capital Management

Honours in Investment Management

Appendix

