

Welcoming Remarks

3 DAYS AGO JUN 13, 8:30 AM EDT, 2022

Bob Sloan

8:35:04AM



Alright everybody, welcome to the S3 Air Summit. I am Bob Sloan, I'm the managing member of S3, and we want to thank you all for being here. It's been a difficult time to get here. There are a lot of travel plans postponed. We don't have to talk about what's going on around us. But thank you for being here and thank you for making this event an unqualified success.

We'd also like to thank our sponsors, particularly the NYSC. Lynne, thank you very much for making the space available and for cooperating with us to put on this fantastic event. But most of all, we'd really love to thank our guests, clients, and prospective clients that are here in the audience.

We really believe that this conference is a centerpiece of what S3 is doing as a company. And our journey is one of being an online channel. You've known us for short interest, you've known us for pricing the stock loan market, being the gospel for accuracy and rates for that very critically important OTC Market. You know us for analytics, short squeeze analytics, you know us for redefining float. You know us basically for redefining how people look at short interest in that side of the marketplace, and that's the equivalent of books, we're an online channel. In the next few months, you're going to see us become an online marketplace for financial data and workflow tools, and we're very excited about that.

So our journey is one of online channel, just like books, you become an online marketplace with new products and new features, new functions and then eventually you end up being an online platform. And we thought that the Air Conference really encapsulates everything that we want to be as a company. We thought it's a really great idea as an ethos to be a company that supports other companies in the financial data, in the Alpha Tech space.

And when the opportunity to work with Bill and his team came up, we jumped at the chance. We were an early presenter at Air. We know the quality of the audience, we know the quality of the companies, you can just us look at the history of the companies that have presented at this conference, they've gone on to do great things both as public companies and private companies.

And that journey of being an online channel going to an online marketplace and then becoming an online platform, we wanted to share. We wanted to help other companies do that and really most importantly, it's because we wanted to empathize with our clients. There is an arms race out there, we understand that, and to take one day a year to share publicly amongst the many days of preparation it takes to put on the conference like this, it's really incumbent upon us to help you in this arm' race that is technology and data today. Seven years ago, you could get by without being and purchasing all data, now it's an absolute necessity. So to have one day a year where we get other companies that helps our clients identify the best workflow solutions, the best data, save time, and, hopefully, make money, was really a worthwhile endeavor and it's definitely within the ethos of the company and what we're trying to achieve. So we're really excited, we think we have a fantastic agenda today: lots of different speakers.

And Bill, as always, I think a round of applause for Bill because he's just done such an amazing job. This was his idea, he put it into action at Templeton, owns it, and is now partnering with us, and we're delighted to sponsor him and anything that he does.

So with that, thank you for being here. Thank you for allowing us your time today, because that's the most valuable thing anybody has, and we look forward to a great day. And I'll hand it over to Bill to get things started.

Bill Stephenson

8:39:53AM

Alright, thank you, Bob. Alright, well, this is S3 Air Summit 6.0. We had a couple of years of a hiatus for obvious reasons. As Bob mentioned, I am the founder of the Air Summit. My partner Morgan Dunbar, I'm not sure if you made it here yet or not. Raise your hand if you're here yet, I know you had a train delay.

So we've been at this now for like eight years. As Bob mentioned, we've had some really great companies come through here and present. Typically, we've done 20% of companies over a two-day period. Today, we're going to be doing 15 companies over a one-day period and it's always been fascinating to hear kind of the new ideas that are coming to market and I think every time we do this, people are kind of blown away by the things that they just weren't aware of. We do have a live stream today for the first time which is great. I think we have a little bit of a surge in viewers today because of travel delays or travel cancellations to markets, COVID-related issues, so welcome everyone who's on the live stream.

First I would like to, as Bob did, thank our sponsors, the New York Stock Exchange--actually someone can just flip the slide--the New York Stock Exchange was really the first one to commit to doing this event back when venues were not committing to doing any kind of event, so I want to thank Dan and Tim Riley who basically got a set up for this space and for this day. Could someone switch the slides, please? I just want to show all our sponsors. So we have some really great sponsors, as Bob mentioned. I'll start off with some sponsors that have sponsored pretty much every year over the last three years at least, Bank of America, Charles River, IEX, RBC. We also have some sponsors that have joined on as global sponsors, so they're also kind of sponsoring this event as well as other events globally such as SIM Corp, RBC, BMO/Clearpool.

We have some sponsors who have also presented here in the past, so 24 exchange, [inaudible] link, and Alpha Sense. And then also some others are going to be on panels here today that are also sponsors, so Alpha Sense as well, Northern Trust Open Trend and Digital Assets, and then Bloomberg for the terminals in the breezeway there. And then finally SaaS Works and I give them a special shoutout because they've agreed to provide some initial consultation for our presenting companies. [inaudible] Okay [inaudible] There we go. So SaaS Works, they've agreed to provide some initial consulting to our presenting companies. Their tag line is "no year revenue, self-described data nerds making data minable to help align, unify, and enrich revenue data." Besides representing Alpha Tech companies, I'm sure there are some others here that should kind of find SaaS Works folks and see what they have to offer.

So, let me see if this actually works now. Okay, great. So these are the 15 presenting companies, we've carried these over the last six months or so, some I've known for years, I've known their founders for years, some I just recently met. There's a little bit here for everyone, so if you're trading or research or risk or operations, there's something here that I think could be really

interesting for your business. This is the history of the Air Summit, I want to share this real quickly for those who have been here for the first time. We did our first event in 2014, while still at Franklin Templeton, and it was kind of an experiment, it was just really to get us thinking about what's out there that we haven't thought of? Is there any innovation that we just haven't seen that we can innovate into our trading business? But beyond just trading, are there things that we could be doing within our business across the entire investment process?

And my idea was: okay, let's just get a bunch of smart people in a room and talk about these things down in Florida in January. So if it was really bad, at least you're in Florida in January. So that actually went really well and people insisted I keep doing it, so we did it every year ever since really. So Air 1.0, all sentiment data was really the big thing, at least for long-only asset managers, but AI companies like Kensho got a lot of airplay and people were really kind of like thinking about how to use AIs in the investment process. Air 2.0, we had data minor, we had S3, as Bob mentioned, Sentio, and Global Insights. Air 3: we had Coin Base, we were actually buying Bitcoins of 800 and [inaudible] I think \$10 on that day at the roundtables, probably good to divide today at those levels. We had Symphony, we had Alpha Sense as well present. In Air 4.0 when I spun the Air Summit out of Franklin Templeton and I partnered with Morgan Dunbar, we've been kind of at it since then.

And in an Air 5.0, that was in 2019, we also had an event in London and we had some companies like Equity Data Science we interviewed for a 24 exchange. 2020 was a digital experiment and then 2022 is now and this is, I think, the big thing here in 2022 is really just S3 being the perennial sponsor of the event, being a partner, being a mentor, an advisor, acquiring the event. So I'm really proud to kind of start sharing this process with S3 and to really just change the trajectory of this whole event. Bob has some really great ideas on how we can really elevate this event and make it even better.

The Air 6 presenting companies that are here today, I mentioned we have 15. The average age is about six years old. Typically in past cohorts it was about four years old, so I think that's somewhat COVID-related and mostly because these companies were presented probably two years ago if I had an event. They are mostly based in New York and US, which is also I think, heavily skewed because of COVID-19, just with travel being less available or people just being hesitant to travel. So it is a little more US focus this year, but typically we do have much more kind of global companies here presenting. In total though, since we started the event, 124 companies have presented. They have raised about \$2.7 billion dollars in following capital after they presented. So we think that's been-- they've been very successful and we have been tracking them and we're really proud of their success to the extent that we had any impact.

In the last six months alone, we've had three companies that were acquired and we also had another three, actually six companies that raised an additional \$300 million dollars just in the last six months. So these aren't stats we necessarily hone in on or it's not really the goal. Really the goal is just to bring awareness to great ideas, to great teams, to great companies. We think if we can do that, then we think that this platform could really just help the underlying investment managers and clients, and the companies themselves, and that's kind of what we're about.

So real quickly, let me run through the agenda here. We have a really good day, it's a jam-packed day, with a lot of great content. We have Nick Carter and Tim Ryce coming out here shortly on a fireside chat. I'm sure Nick's going to hit on geopolitics of crypto, nation-state adoption, crypto's role in Russia-Ukraine, the terra collapse, and then just the market prospects in general in this bare market. Nick is in super high demand on these topics, so really thrilled to have him and Tim

here. Then we will kind of jump into the current state of Fintech, which we do every year, looking forward to Nash Patel's perspective on that.

Then we'll have the 15 presenting companies actually, 10 before lunch, five after lunch, and then our first panel. We two panels, the first will be about leveraging data and technology in the investment process, and Paul Fay, who we more than trust will lead that, along with a few other past presenting companies.

And then we'll have Lynn Martin come in, she's the President of the NYC. She will come in and welcome everyone and address us. And then we'll have the second panel, which will be a blockchain panel, which will have a few folks from different perspectives talking about blockchain, some of the applications that they're looking at in their business. And then we'll have what we call roundtable sessions. So all the 15 companies that present here today will do like a one-hour roundtable session, there will be three 20-minute segments, so you can rotate around the room, each company will have their own table, and you can spend 20 minutes with the three that you think are the most interesting for you and your business and you can kind of float around as well. And then we'll have Jack Devine and Bob Sloan in the fireside chat. Hopefully, we can get Bob back up. Jack's ex-CIA wrote a book last year called the Spy Master's Prism: A Fight Against Russian aggression.

So we expect his insights to be super topical, and in high demand, and we'll get his views on Russia, Putin, and perhaps how that changes the [inaudible] with China, so we're really looking forward to that. We'll have some complimentary copies of Jack's book back in the registration area, I think soon but whenever they're available, please feel free to grab one. And then we'll have the final fireside chat of the day, with Bill Cohan from Puck, interviewed by his Co-Founder, John Kelly, and Bill is going to lighten things up for us a little bit, talking about Elon Musk and Twitter and some other kind of cool stuff that will kind of get us right into the cocktail hour at six o'clock. So that's the agenda, again jam-packed. We have some good breaks between for networking and such so you'll have plenty of time to chat with your peers.

And just a couple of housekeeping matters, we do have two rooms, so as other people come in, there are a lot of delays, we do another room where we'll be piping this content into another room around the corner here, but it's all open seating, so feel free to sit anywhere. The mobile app, the Huva app, you should have instructions on how to download that. All the content you see will be in the app, as you can see that right now. So it's in the agenda, all the presentations we'll have them kind of tagged right in the agenda. And then finally, Ellen Goldberg, I guess, there she is, Ellen Goldberg. She's been my partner on putting all this together, all the logistics. She's done an unbelievable job. I kind of forgot how hard it is to put on an event, even an event that's a one-day kind of smallish event. So Ellen is a super pro, so if you ever have any event and you need someone to help you with, Ellen please look up and kind of grab her. And I think that's it. There are some media here, so if you are speaking and it has to be off the record, please just state that it will be off the record.

