



# Mirjam Nilsson

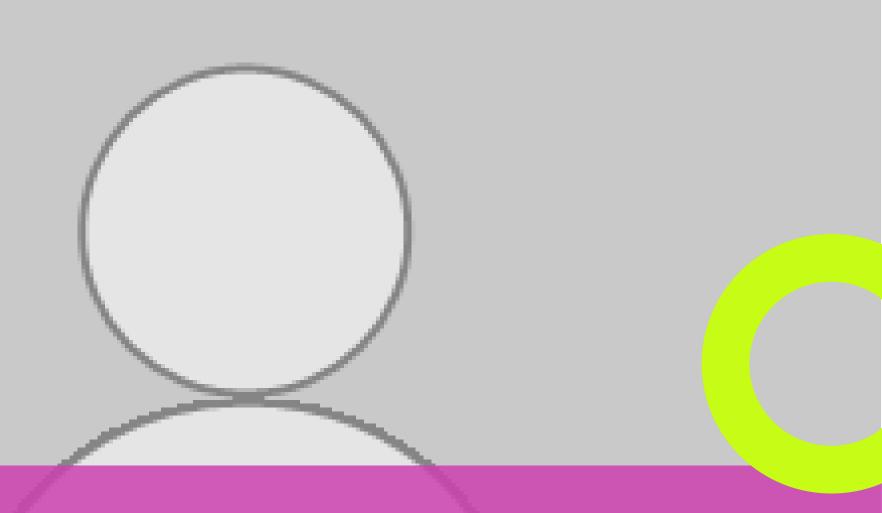
**SPEAKER & CHIEF EXECUTIVE OFFICER** 

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# AGENDA

- Introductions
- 20XX high & lowlights
- Key updates
- New 20XX initiatives
- Closing





# **20XX LEADERSHIP**

New employees & anniversaries

# **EXECUTIVE TEAM**



TAKUMA HAYASHI
President



MIRJAM NILSSON CEO



FLORA BERGGREN



RAJESH SANTOSHI VP Marketing



# **WELCOME**



**GRAHAM BARNES**VP Product



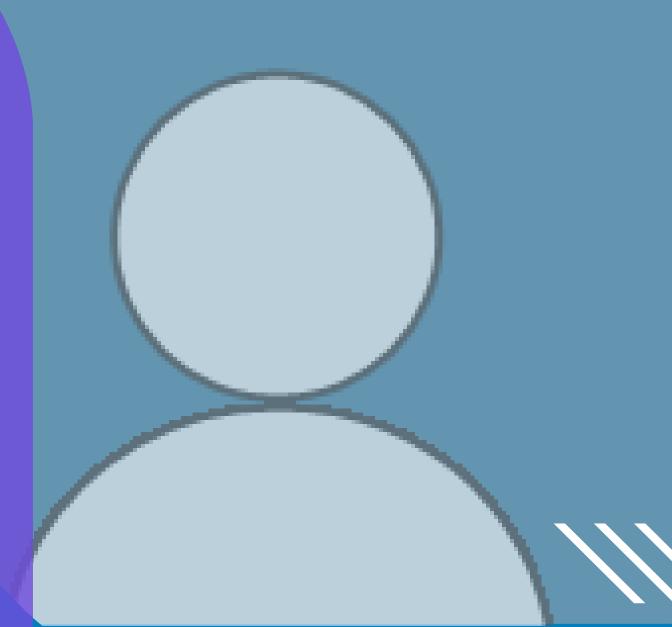
**ELIZABETH MOORE**Product Designer



ROWAN MURPHY
SEO Strategist

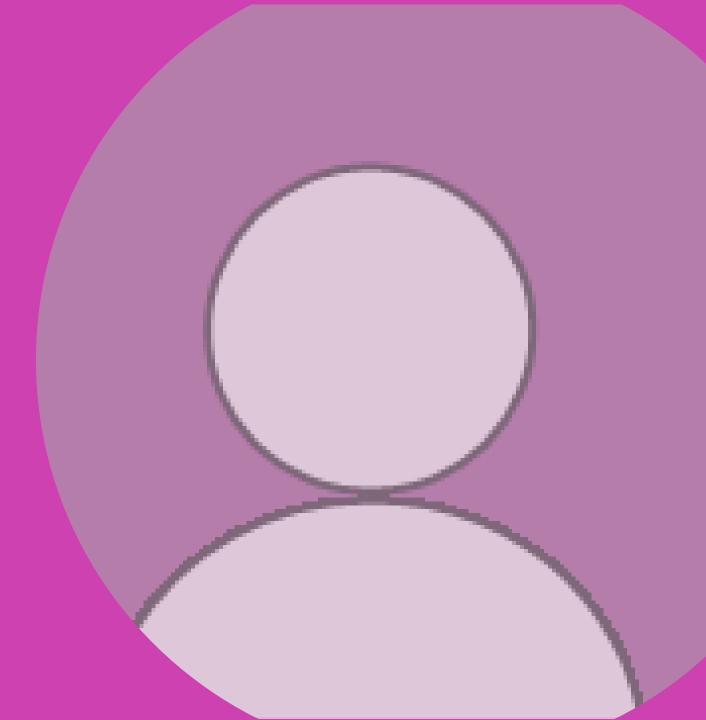


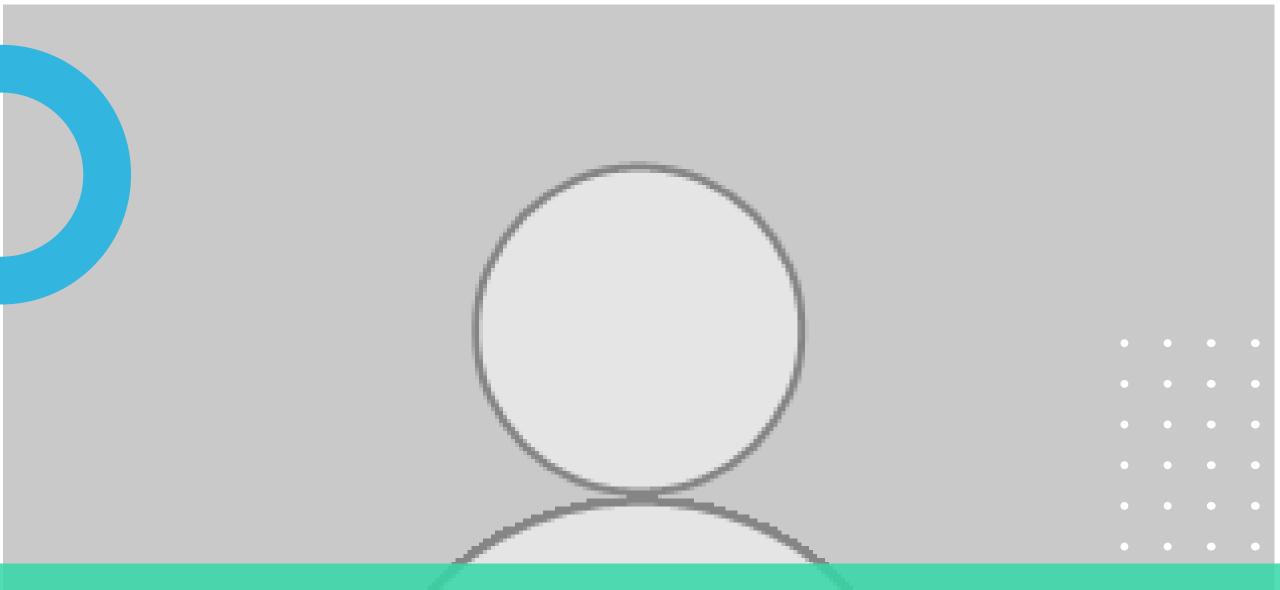
**ROBIN KLINE**Content Developer



# ANNIVERSARIES

1 YEAR	5 YEARS
Takuma Hayashi	Flora Berggren
Mirjam Nilsson	Rajesh Santoshi





# "Big results require big ambitions"

Heraclitus



# 20XX HIGHLIGHTS

Big moments



4.5% sales growth



\$13.2 ml net cash flow



Reduced GHG emissions



# 20XX LOWLIGHTS

### Cost

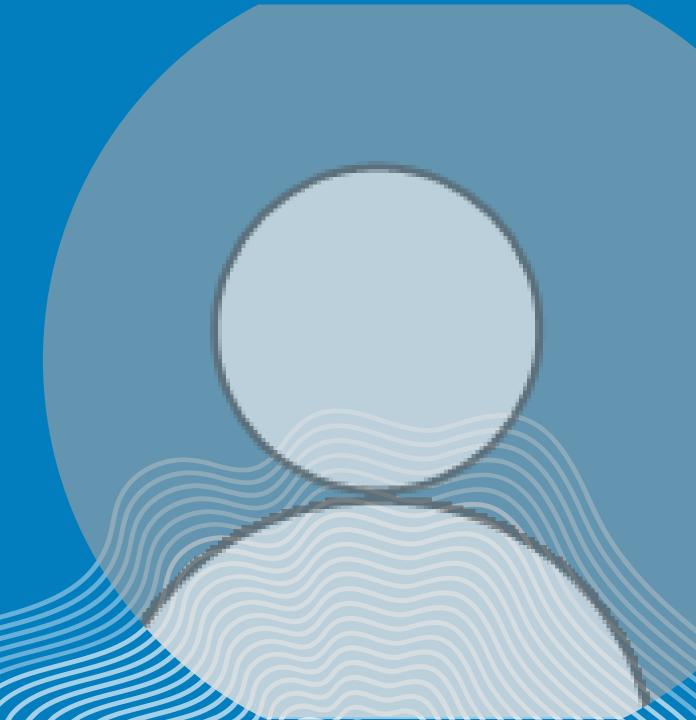
- o Raw materials
- o Energy
- o Transportation

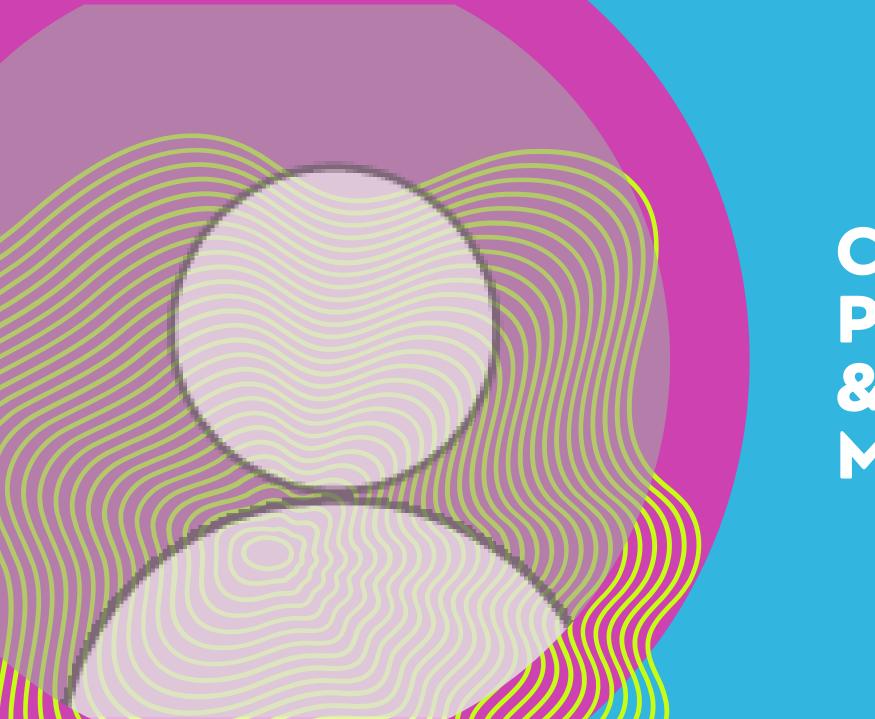
## Logistics

- O Disruptions in market growth
- Lower volumes in Q4

### **Growth**

- Q4 impaired warehousing capacity
- Limited number of warehouses

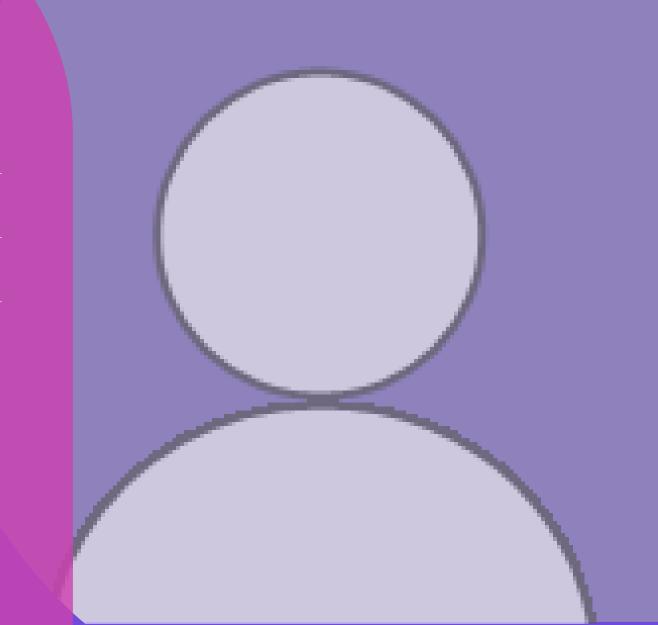




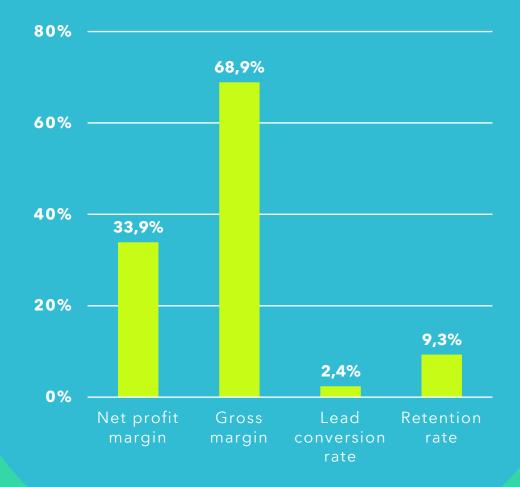
# CURRENT PROJECTS & KEY METRICS

# PROJECT REPORT STATUS

KEY PROJECTS	% COMPLETE
Europium	90%
Bravo	70%
Goldfish	43%



# KEY METRICS





# STRATEGIC GROWTH TIMELINE

Q1: High growth spaces

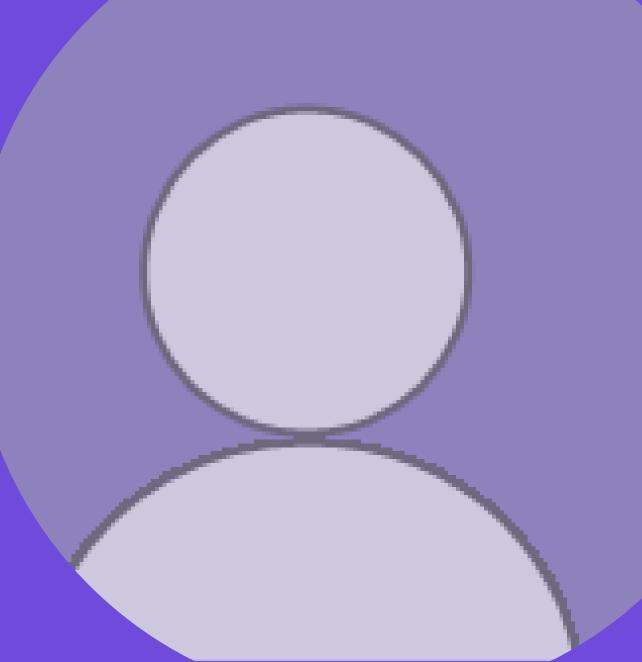
- Buy and hold investments to achieve growth
- Over time can be most effective

Q2: Key growth markets

- Acquire international partners
- Expand warehouse capacity

Long-term: purposedriven company

- Buy and hold investments to achieve growth
- Over time can be most effective







Q&A

Please fill out our postmeeting survey