

Annual Meeting

FLORIAN STILLER

Agenda

- ▶ Review of key objectives
- ▶ How did we do?
- ▶ Organizational changes
- ▶ Top issues facing the company
- ▶ Review of progress
- ▶ Key spending areas
- ▶ Head count
- ▶ Goals for the coming year

Review of Key Objectives

- ▶ What makes our company unique
- ▶ What makes our company successful
- ▶ Our shared vision
- ▶ Key undertakings of the past year

How Did We Do?

- ▶ Department heads will give an overview of their performance against their objectives

Top Issues Facing the Company

- ▶ External industry pressures
- ▶ External customer issues
- ▶ High profile internal issues

Review of Progress

- ▶ Financial
- ▶ Competitive
- ▶ Customer retention

Key Spending Areas

- ▶ R&D
- ▶ Equipment replacement
- ▶ Sales and marketing
- ▶ General and administration
- ▶ Areas of improvement
- ▶ Areas needing attention/caution

Head Count

- ▶ Goals
- ▶ Results