

# Sacramento Public Company Round-Up

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# Sacramento Region's Public Companies

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# The Public Company Class of 2021

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The logo for ORIGIN features a stylized 'O' composed of a grid of small black squares, followed by the word "RIGIN" in a bold, black, sans-serif font.



# The Big Question

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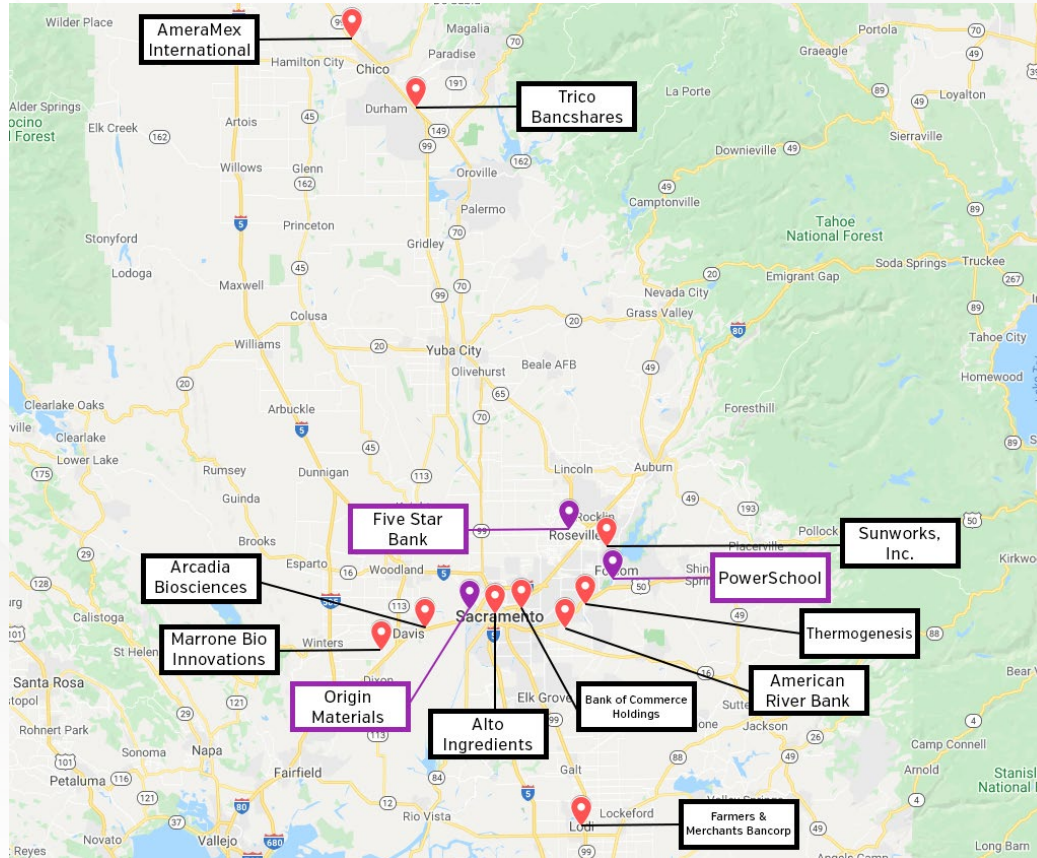
***Is Sacramento “coming of age” as a national and international business hub, or is this trio of IPOs merely a coincidence?***

- › ***Part I*** – The Public Company Community
- › ***Part II*** – Why Do Companies Go Public?
- › ***Part III*** – The 2021 IPOs: How and Why?

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# **Part I – The Public Company Community**

# Sacramento Region Public Companies - Location



# Sacramento Region Public Companies – Sectors | Industries

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## › **Basic Materials | Agricultural Inputs**

- Marrone Bio Innovations
- Arcadia Biosciences

## › **Basic Materials | Specialty Chemicals**

- Alto Ingredients

## › **Financial Services | Banking**

- Bank of Commerce Holdings
- American River Bankshares
- Farmers & Merchants Bancorp
- Trico Bancshares
- **Five Star Bancorp**

## › **Healthcare | Medical Devices**

- ThermoGenesis

## › **Industrials | Farm & Heavy Construction Machinery**

- AmeraMex International

## › **Technology | Clean Energy**

- **Origin Materials**

## › **Technology | Software & Tech Service**

- **PowerSchool**

## › **Technology | Solar**

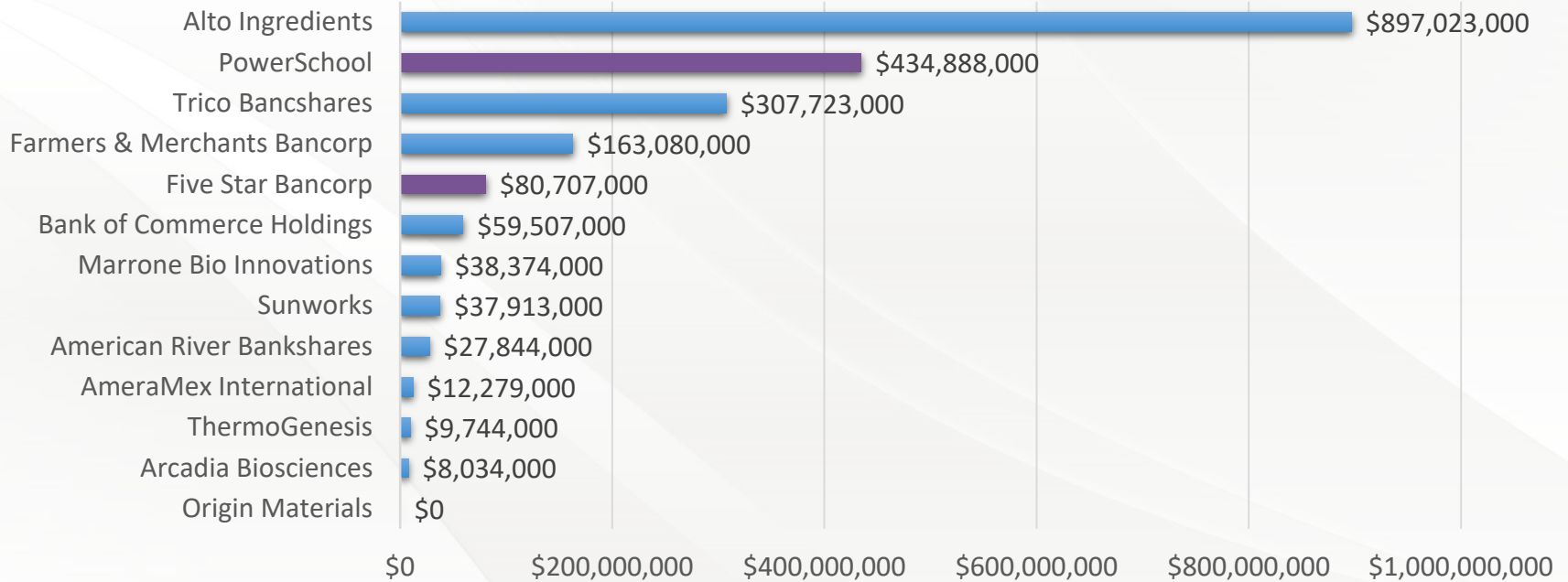
- Sunworks



# Sacramento Region Public Companies - Revenue

## Public Companies Ranked by 2020 Revenue

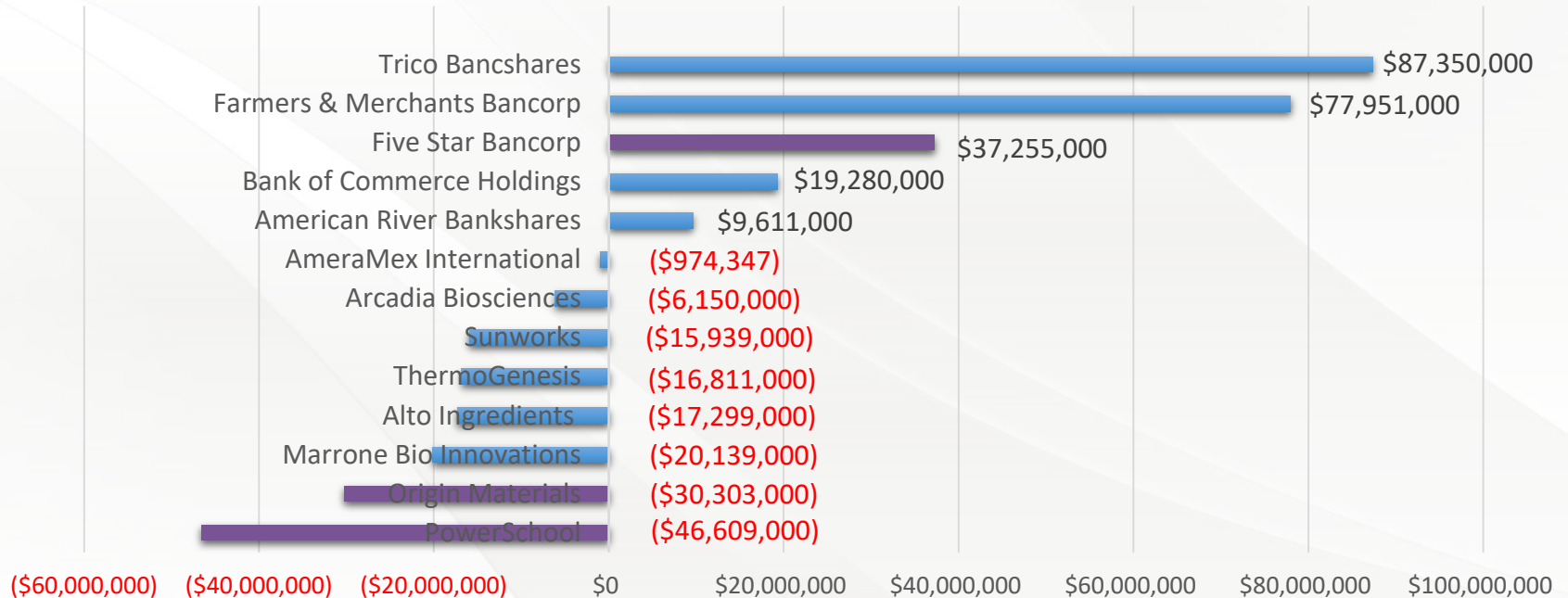
Source – Yahoo Finance (12/31/20)



# Sacramento Region Public Companies – Pretax Income

## Public Companies Ranked by 2020 Pretax Income

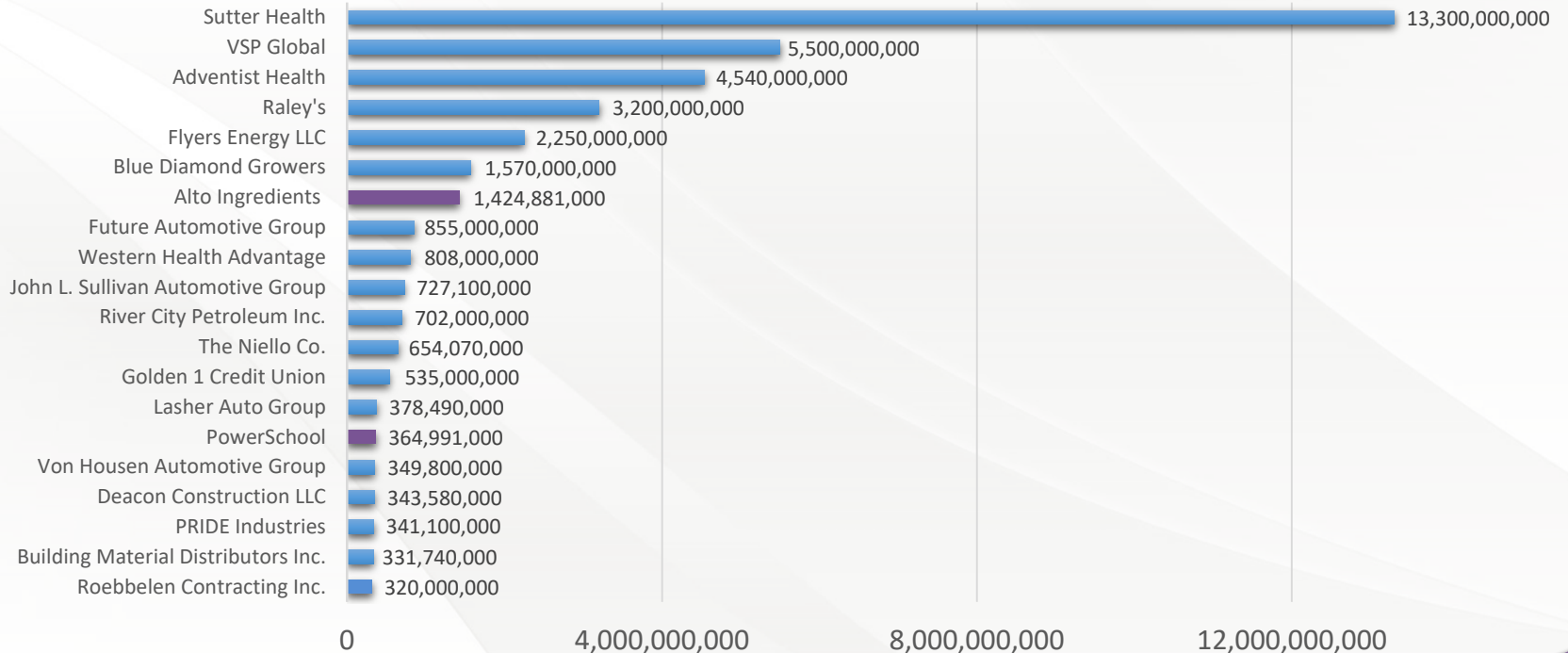
Source – Yahoo Finance (12/31/20)



# Sacramento Region Private & Public Companies - Revenue

## Top 20 Private & Public Companies Ranked by 2019 Revenue

Source – SBJ (5/15/20)



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# **Part II – Why Do Companies Go Public?**

# Why Companies Go Public

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- › **Access to capital markets**
- › **“Currency” for transactions**
- › **Liquidity for pre-IPO investors**

*(among other reasons . . . )*

# Access to Capital Markets

\$50,000,000



## Common Stock

We have entered into a Sales Agreement, or the sales agreement, with Roth Capital Partners, LLC, or Roth Capital Partners, the “sales agent,” relating to the issuance and sale of our common stock offered by this prospectus. In accordance with the terms of the sales agreement, we may offer and sell shares of our common stock under this prospectus having an aggregate offering price of up to \$50,000,000 from time to time through or to Roth Capital Partners, as sales agent or principal.

Our common stock is traded on the Nasdaq Capital Market, or NASDAQ, under the symbol “SUNW.” On February 8, 2021, the closing sale price of our common stock on NASDAQ was \$20.92 per share.

Sales of shares of our common stock under this prospectus supplement, if any, may be made by any method deemed to be an “at the market offering” as defined in Rule 415 under the Securities Act of 1933, as amended, or the Securities Act.

The sales agent is not required to sell any specific number of shares of our common stock. The sales agent has agreed to use its commercially reasonable efforts consistent with its normal trading and sales practices, on mutually agreed terms between the sales agent and us. There is no arrangement for funds to be received in any escrow, trust or similar arrangement. The sales agent will be entitled to compensation under the terms of the sales agreement at a commission rate equal to up to 3.0% of the gross proceeds of the sales price of common stock that they sell. The net proceeds from any sales under this prospectus supplement will be used as described under “Use of Proceeds.” The proceeds we receive from sales of our common stock, if any, will depend on the number of shares actually sold and the offering price of such shares.

In connection with the sale of common stock on our behalf, Roth Capital Partners will be deemed to be an underwriter within the meaning of the Securities Act, and its compensation as the sales agent will be deemed to be underwriting commissions or discounts. We have agreed to provide indemnification and contribution to Roth Capital Partners with respect to certain liabilities, including liabilities under the Securities Act.

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Investing in our securities involves a high degree of risk. You should read carefully and consider the information contained in and incorporated by reference under “[Risk Factors](#)” beginning on page S-5 of this prospectus, and the risk factors contained in other documents incorporated by reference.

Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities or determined if this prospectus is truthful or complete. Any representation to the contrary is a criminal offense.

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## Roth Capital Partners

The date of this prospectus supplement is February 10, 2021

# “Currency” for Transactions



**Bank of Marin Bancorp**



**Bank of Marin Expands Northern California Presence with  
Merger of Bank of Marin and American River Bank**

Investor Presentation | April 19, 2021

# Liquidity for Pre-IPO Investors





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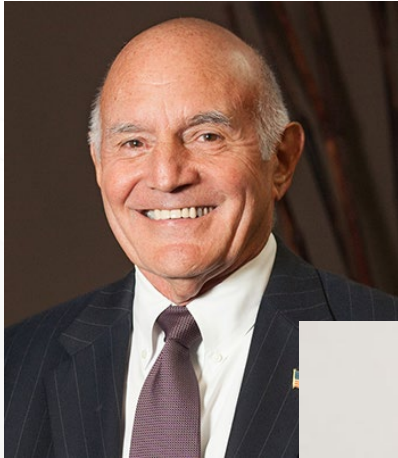
# **Part III – The 2021 IPOs: How and Why?**

# Five Star Bancorp



# Five Star Bancorp

David Lucchetti



David Nickum



Larry Allbaugh



Shannon Deary-Bell

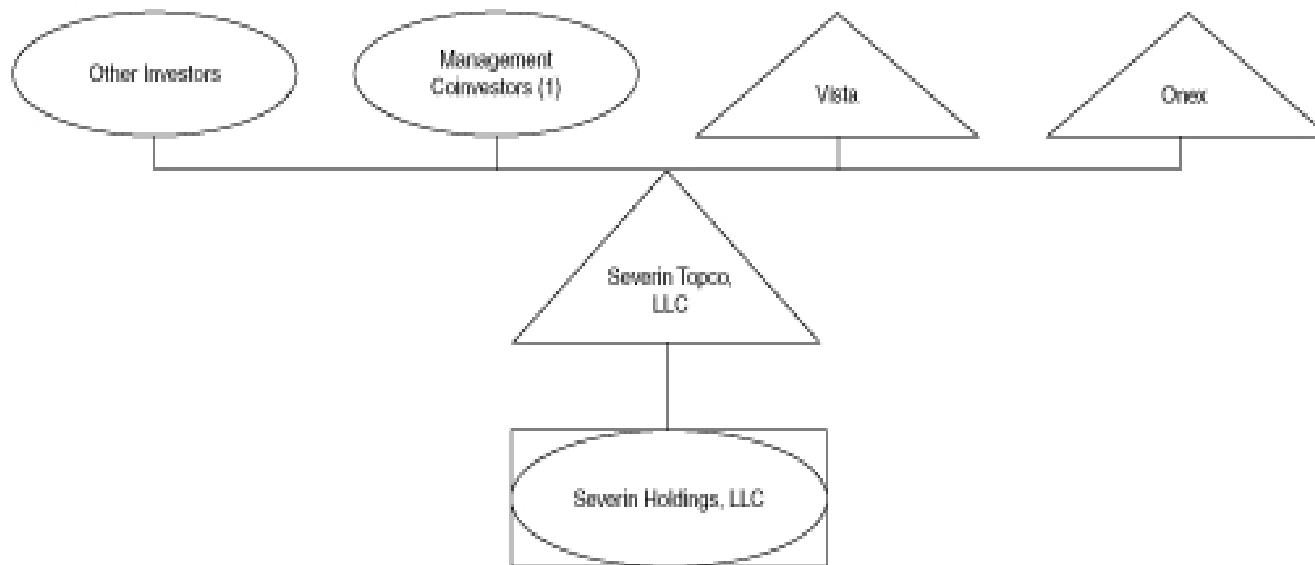


Kevin Ramos

# PowerSchool

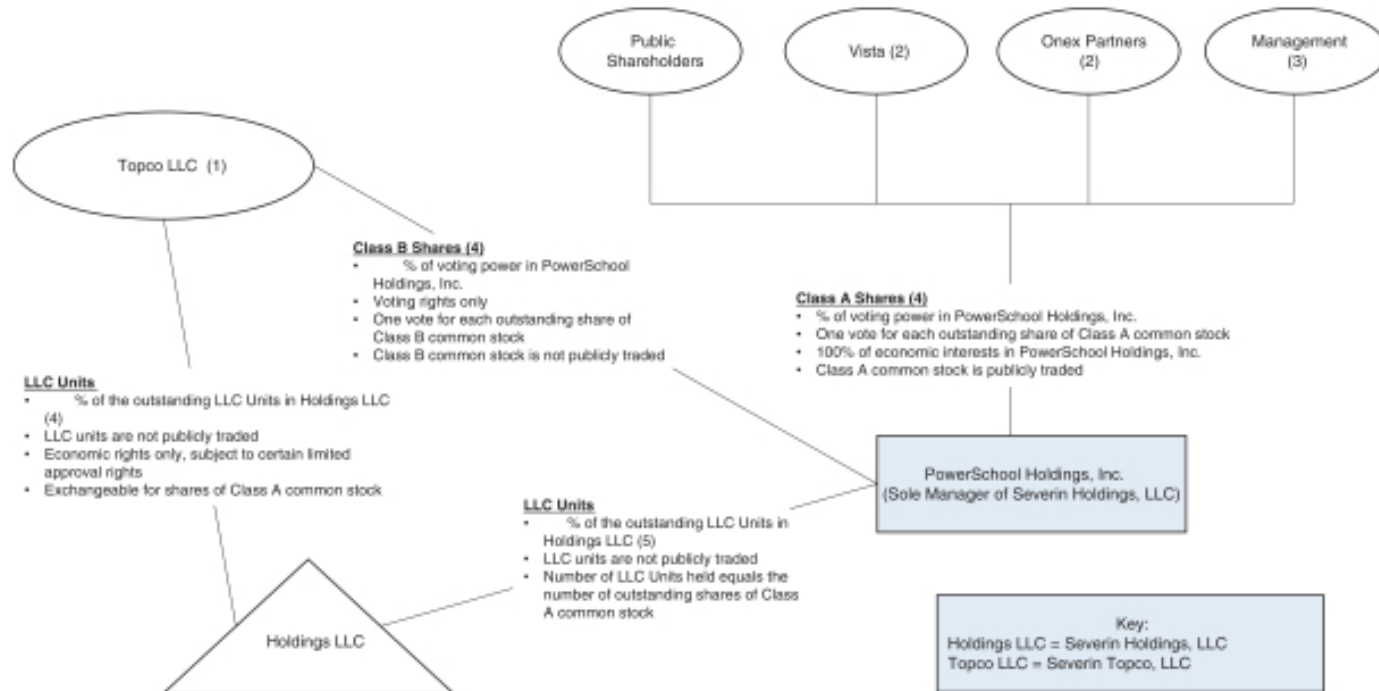


# PowerSchool – Pre-IPO Structure



Source – PowerSchool S-1

# PowerSchool – “Up-C” Structure



Source – PowerSchool S-1

# Origin Materials

Abundant, low-cost, bio-feedstocks



Origin Core Technology

**ORIGIN**

- ✓ Carbon Negative
- ✓ Flexible
- ✓ Lowest Cost, Beats Petroleum

**"CMF"**  
5-Chloro-methyl-furfural

ClC1=CC=C(C=O)O1

**"HTC"**  
Hydrothermal Carbon

C

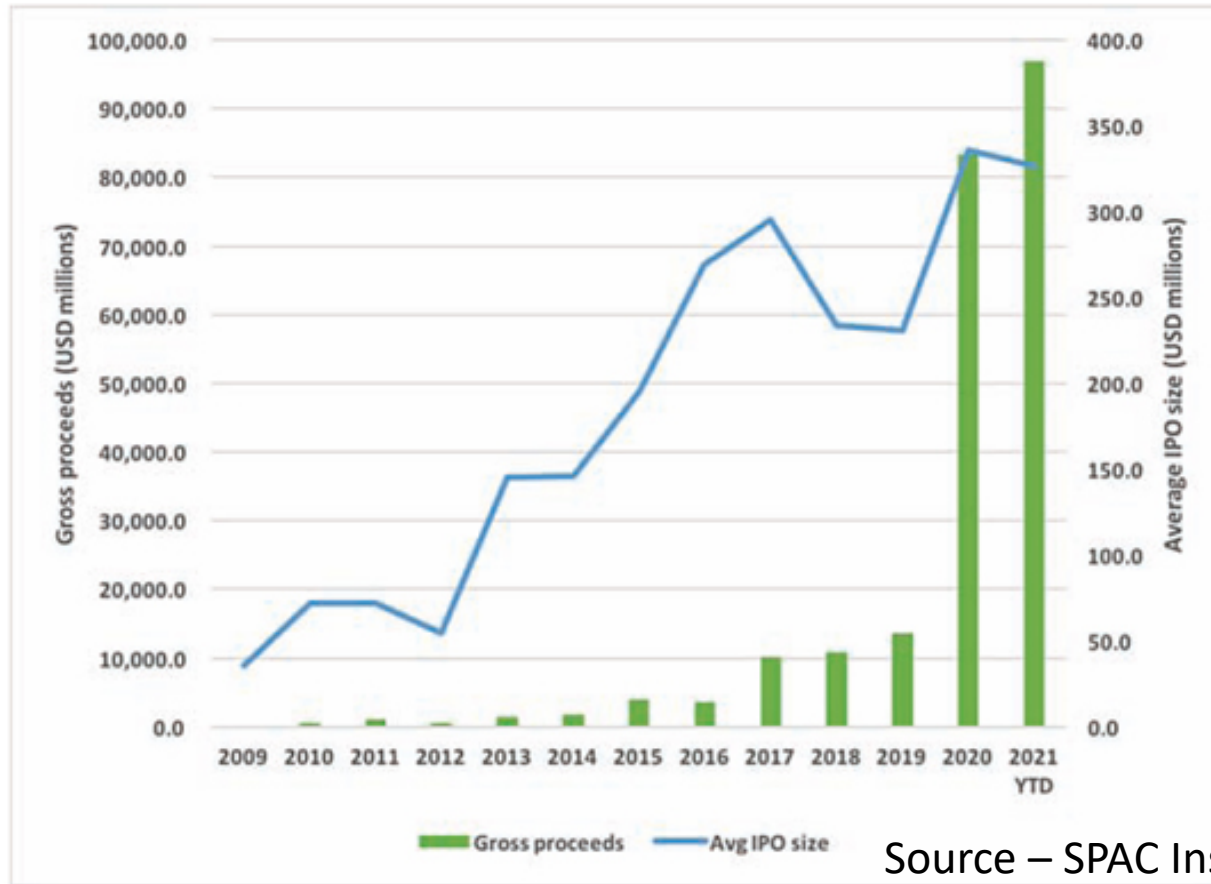
Countless products can be manufactured using Origin's carbon negative materials...

NOT EXHAUSTIVE



Source – Seeking Alpha

# Origin Materials – What's a SPAC?



Source – SPAC Insider



# Origin Materials – SPAC Merger



Boon Sim



John Bissell

# Conclusion – The Big Question

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***Is Sacramento “coming of age” as a national and international business hub, or is this trio of IPOs merely a coincidence?***

# Conclusion – The Big Answer?

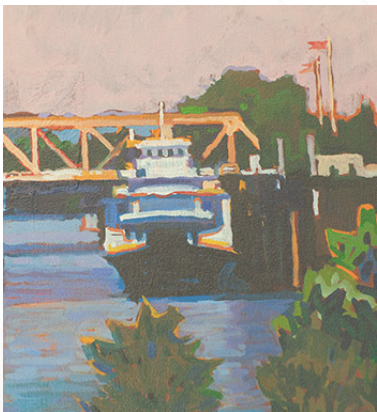
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- › The new IPOs are not in similar industries
- › The new IPOs are not at a similar level of business maturity
- › The new IPOs do not all plan to use their stock to acquire other companies
- › The new IPOs do not all plan to raise additional capital (at least in the short run)
- › The new IPOs are calibrated to give liquidity to their pre-IPO investors

# Conclusion – The Big Answer?

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- **The IPOs do not indicate that Sacramento businesses are maturing and ready to go public.**
- **The IPOs do indicate that there's a lot of capital floating around the economy, and investors are looking for ways to deploy it.**



## Sacramento

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# Thank You



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