

WELCOME TO CASCADIA CONNECT

Distinguished Guests,

On behalf of the Cascadia Capital team, I am pleased to welcome you to the 2023 Cascadia Connect Robotics, Automation, & AI (RAAI) Conference!

While the global economy and investment climate have changed since last year's conference, our gathering remains centered around the enduring power of connection. As investment bankers and advisors, we work to connect innovators with opportunities, passionate entrepreneurs and operators with value-added investors and strategic partners, and bold thinkers with like-minded changemakers. But perhaps our most important job is connecting the dots — recognizing patterns across industries, geographies, and time periods — allowing us to see just around the curve in the road ahead and provide timely, nuanced counsel.

Our focus on the RAAI sector and Industry 4.0 was born out of this honed practice of pattern recognition. Cascadia Capital is home to one of the nation's first growth investment banking practice groups dedicated to the RAAI sector. We have established a deep understanding of the underlying technologies and end markets while developing valuable relationships with strategic buyers and investors. We know that the convergence of technology developments with exogenous factors like onshoring, labor shortages, and macroeconomic turbulence is leading to a fundamental shift — increasingly placing the RAAI industry at the center of our global economy as its participants seek to solve problems and create efficiencies.

In support of this endeavor, our 2023 panelists and speakers will share their perspectives on the current climate's implications for the deployment of technologies (getting robots into the hands of the end-user) and highlight the bright spots (business models that are functioning well amid broader headwinds to create value for customers and investors alike). While increased discipline has taken root in the investing ecosystem, you will hear that new companies are still getting financed and existing companies are beginning to emerge as category leaders. We have a positive outlook for the sector as the economy returns to a more normalized state.

By virtue of our focused RAAI efforts, we have developed a special relationship with Pittsburgh's RAAI community and are delighted to host our gathering here for the second consecutive year. Most notably acknowledged as the world's center for innovation in the autonomous solutions sector, Pittsburgh's companies and thought leaders have been working for decades to take fledgling prototypes in laboratories to successful real-world applications, bringing a rare alchemy of talent and grit that will ensure the continued expansion of the RAAI sector over the next decade and beyond.

We would like to thank the organizations that have helped make this event a success, including Innovation Works, which hosted its annual Venture Fair this week, and our generous event sponsors — K&L Gates, BNY Mellon, Moss Adams, Fresh Consulting, and Gillespie Manners. We are also honored by the presence and support of each of our esteemed conference speakers and panelists. These companies and individuals have demonstrated the exponential impact that authentic connection and selfless collaboration can have on a worthwhile endeavor.

It is our hope that this conference will once again inspire innovative ideas and impactful discussions that extend beyond the few days we spend together. We encourage you to learn, enjoy, and, most importantly — connect — during your time here.

With gratitude,

Michael Butler
Chairman & CEO
Cascadia Capital

