

Northland Securities ("Northland") is a Minneapolis-based, diversified, full-service broker-dealer serving public and private growth companies, institutional investors, government agencies, and non-profits. The Northland Corporate and Executive Services ("NCES") team seeks to leverage our vast market experience to bring new ideas, improve existing business lines, and lower costs for our corporate clients.

NCES Business Lines

At-the-Market Offerings

At-the-market ("ATM") offerings enable an issuer to sell primary shares to the public at prevailing market prices to raise capital on an as-needed basis. Unlike traditional offerings, ATMs provide control over the timing and amount of capital raised, allowing the issuer to increase or limit sales during periods of stock price strength or weakness. Northland customizes each ATM execution to meet the issuer's needs promptly and efficiently.

Affiliate, Private Placement, and Selling Shareholder Services

Our team is available to assist with the sale of large blocks of stock for company insiders or other shareholders. Northland's experienced trading desk has access to dark pools, algorithms, and electronic trading systems allowing our team to source a variety of liquidity pools. Transactions can be executed via dribble-out or Institutional block strategies.

10b5-1 Plan Design & Execution

Rule 10b5-1 allows insiders to enter a trading plan while in an open window and not in possession of material non-public information, providing a regulatory safe harbor against insider trading claims. The Executive Compensation Services team has extensive experience with designing and executing successful 10b5-1 plans around specific objectives and price targets.

Corporate Share Repurchase

Companies can purchase shares in their stock under the Rule 10b-18 safe harbor. This strategy is often used to create earnings accretion, offset dilution from equity compensation awards, or serve as another means for returning capital to shareholders. Northland executes share repurchases for companies spanning the market capitalization and liquidity spectrum. Repurchases can be done tactically while in open trading windows or through a pre-determined formula through a 10b5-1 plan.

Corporate Cash Management

Companies with excess balance sheet cash often seek ways to earn a risk adjusted return while meeting ongoing liquidity needs. Northland has partnered with Goldman Sachs Asset Management, one of the world's leading investment managers. Our goal is to help clients preserve capital, maintain liquidity, and seek competitive yields, while consistently managing risk. A conservative approach to credit risk management leads to a portfolio construction that achieves a company's mandate. Your NCES team at Northland, working with Goldman's support, will ensure the highest level of service our corporate clients have come to expect.

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About Northland Securities, Inc.

Northland Capital Markets is a division of Northland Securities, Inc., Member FINRA/SIPC, Registered with SEC and MSRB, and is a full-service capital markets group focused on growth companies and their institutional and accredited investors. Northland Securities, Inc. is a diversified financial services firm offering wealth management, public finance, municipal advisory, and equity and fixed income capital markets services. Northland Securities, Inc. is a subsidiary of Northland Capital Holdings, Inc. First National of Nebraska, Inc., is the parent company of Northland Capital Holdings, Inc. and First National Bank of Omaha. Clearing services for Northland Securities are provided by Pershing LLC, Member FINRA, NYSE, and SIPC, a wholly-owned subsidiary of BNY Mellon.

Goldman Sachs Asset Management, L.P., which is a registered investment adviser with the Securities and Exchange Commission, is not affiliated with Northland Securities, Inc. or First National of Nebraska, Inc. companies or subsidiaries.