

Letter from RevStream - Rajiv Chopra

After 10 years in the revenue management space I am excited by our recent announcement that Aptitude Software, a specialist financial management software provider and a subsidiary of Microgen PLC (LSE: MCGN), acquired and merged with RevStream Inc. to create a global leader in revenue management.

Aptitude and RevStream have built innovative and complementary products and to date, have been focused in different vertical markets and geographies. Tom Crawford (CEO of Aptitude Software) and I have known each other since 2015 and have developed a strong collaborative relationship and mutual respect for each other as we worked on developing the market category of revenue management. Putting these two companies together was a no-brainer. The combination of Aptitude and RevStream will offer a broader, finance cloud platform for revenue management, an enhanced product portfolio to better empower CFOs. Together, we have a larger team of experienced revenue management specialists with a global presence to better serve our joint customers.

This merger is a great opportunity to grow RevStream further, and my team and I are really enthused by our potential reach with much bigger resources that operate globally. Combined, our revenue under management (RUM) reaches almost \$1 trillion. We truly are the juggernaut of revenue management! In the meantime, here are some important benefits of this merger for our customers, partners, and prospects:

- **Product Strategy & Roadmap:** RevStream Cloud and Aptitude Software will both continue with their own roadmaps, teams, and full support and funding from the new combined company.
- **Market Position:** Combined companies are now a single "pure play" global leader in revenue management.
- **Company & Brand:** The new company name will be Aptitude RevStream Inc. with both companies retaining their respective brands. The full RevStream team will be retained.
- **Expanded Resource Pool:** Combined pool of 250+ employees worldwide.
- **Global Reach:** Offices in 5 cities: Redwood Shores, CA and Boston, MA (North America), London (UK), Wroclaw (Poland), and Singapore.



- **24/7 Support:** New extensive support resources and organization with teams on both West and East Coasts in North America, and Europe (UK and Poland).
- **Strong Financial Covenants:** With this merger, RevStream is now backed by a publicly listed company giving us access to more resources and capital to scale and support our hyper-growth.

We continue business as usual and execute rapid integration to scale the combined companies to serve you better.

Listen to our [Chat with the CEOs](#) for further details.

See our blog on FAQs: [Aptitude Software and RevStream Merger & Acquisition](#)

Best,

Rajiv Chopra

Founder of RevStream Inc., now Chief Revenue Officer (North America) of Aptitude RevStream Inc.