

# TRK Group – What we look for : “Soft Criteria”

**TEAM**  
**EXCELLENCE**  
**CAPABILITY**  
**VALUES**  
**ORIGIN**  
**TRK ROLE**

Possess what it takes to win – attract first rate talent

Global benchmark, curiosity & learning mindset

Documented IP, publications, education – “world class”

Deeply rooted ethical, transparent and collaborative

Originated in lead /testbed country – why started here

Do we/TRK have something to bring to the party

# TRK Group – What we look for : “Hard Criteria”

**DIGITAL**  
**BLUE OCEAN**  
**MARKET SIZE**  
**AI**  
**BIG DATA**  
**CLOUD &**  
**SCALABLE**  
**TIMING**

New, better, cheaper – low cap ex and easy to scale

Meets an unmet demand and creates a new market

Multi billion dollars – company can become 100 MUSD +

Learning algorithms that get better and better with usage

Explicit data strategy to have largest data lake

Fully scalable business model at “zero” marginal cost

Why now – tech and market adoption vs. competition