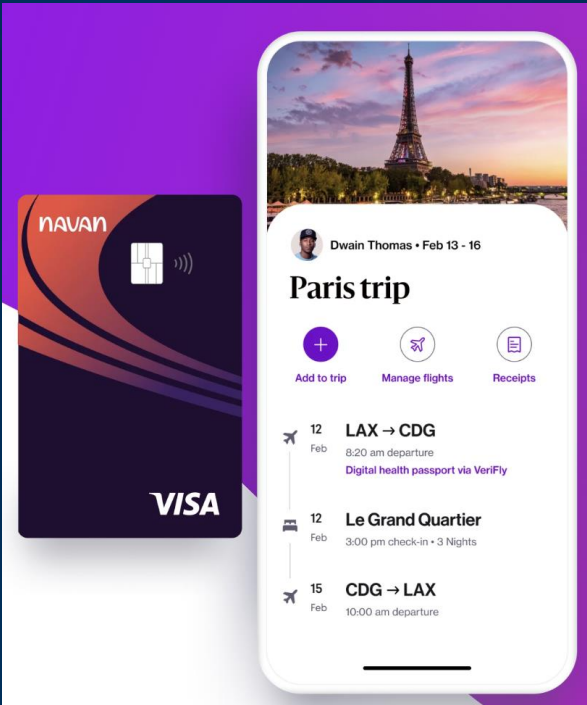


Breaking down an Acquisition in a High-Growth Environment

Julia Jansen

April 5, 2023



The Association of
Accountants and
Financial Professionals
in Business

NAVAN

Featured Presenter

Julia Jansen
VP Finance, EMEA
Navan

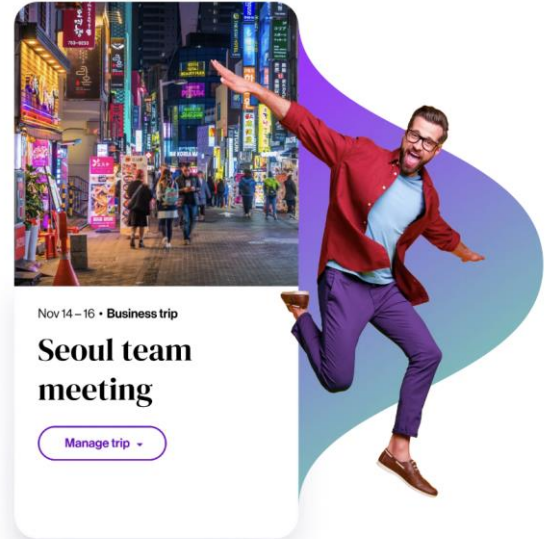


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About Presenter's Organization

Navan is the only integrated Business Travel & Expense solution that is creating software designed for people. Empower your employees to book and manage travel with ease and give your company unprecedented control over their travel program. Our platform provides employees with a simple and convenient way to pay for business-related costs and gives your company real-time visibility into all spend.



Agenda

1. Introduction
2. Leading a post acquisition integration as VP of Finance
3. Day to day in a high growth environment
4. Prepping a company for “glocalization”
5. Conclusion
6. Key takeaway

NAVAN Products Solutions Pricing Resources Log In Get Started Talk to Sales

Corporate Travel & Expense Management Just Got Easier

Discover the magic of Navan: Business Software Designed for People

Get Started Watch the Demo

Paris trip
Dustin Thomas - Feb 12 - 18
Add to trip Message Rights Receipts
LAX - CDG
Digital health passport via World's
Le Grand Quartier

Spend overview
Total spend: \$1,650,000
Number of transactions: 180,001
Average spend per user: \$9.17

Category	Amount
Total	\$1,650,000
Travel	\$1,200,000
Meals	\$200,000
Hotels	\$150,000
Transportation	\$100,000

Introduction: Navan

- Our recent rebrand
- What do we do?
- What is our goal?

Unique positioning

The only **all-in-one** travel, corporate card, and expense solution **globally**

Business Travel

Market size

\$1.3T

Expense Management

Market size

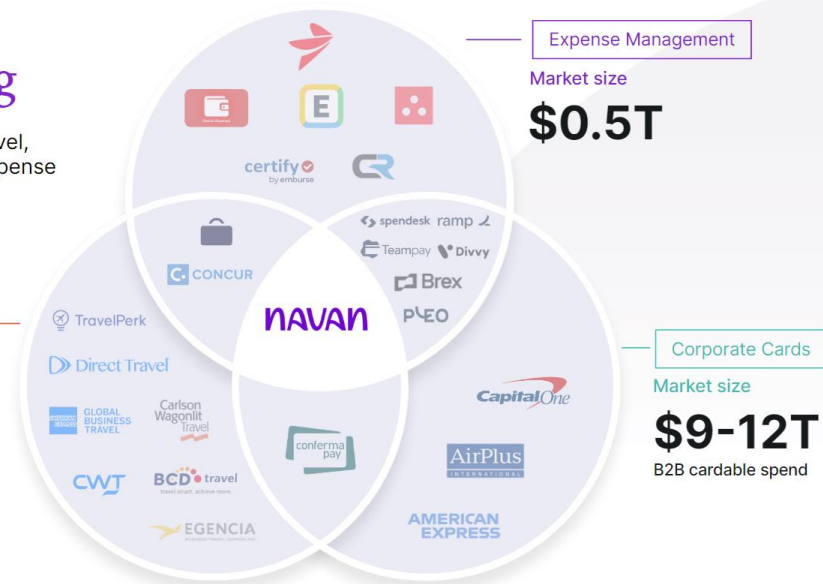
\$0.5T

Corporate Cards

Market size

\$9-12T

B2B cardable spend



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Poll Question 1:

Have you gone through an acquisition or merger before?

- a. Yes, I worked at a company before that was acquired by another company. (Mergers also count.)
- b. Yes, I worked at a company that acquired another company.
- c. No, not yet.

Poll Question 1 Results: (Placeholder)

Poll Question 2:

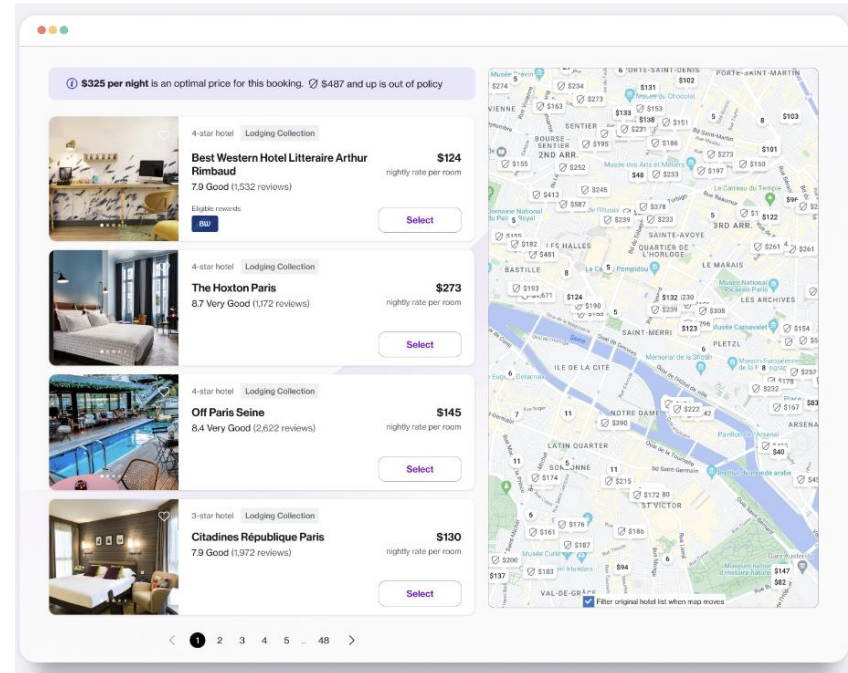
What do you think is the most important thing to do after an acquisition for the finance/accounting leaders(s) on the acquired side?

- a. Figuring out which IT / ERP systems to continue to use or switch.
- b. Aligning on the expectations around approval flows.
- c. Close communication with your team members around the changes.

Poll Question 2 Results: (Placeholder)

Leading a post acquisition integration

- Comtravo & Navan
- Leading the finance integration
- Post-acquisition challenges



Poll Question 3:

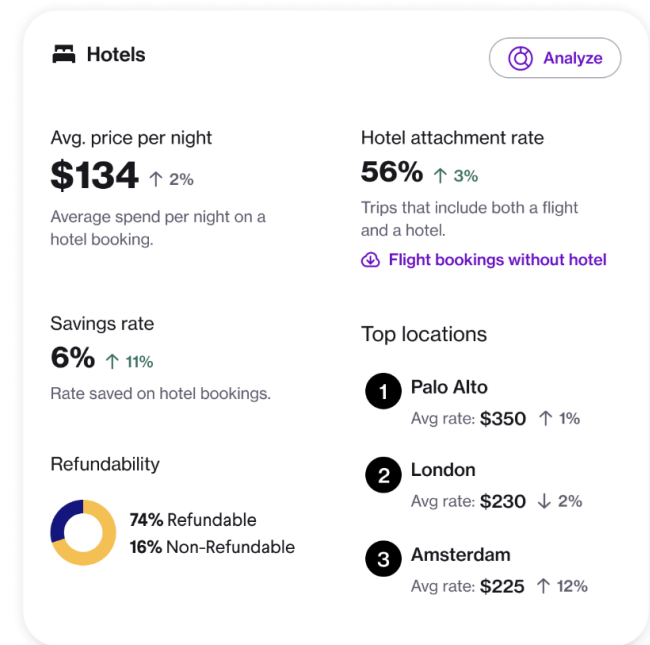
What should you as finance leader handle with care after being acquired?

- a. Restructuring your team and their responsibilities.
- b. Migration to the new IT / ERP systems.
- c. Changing the day-to-day operations and priorities.
- d. All of the above.

Poll Question 3 Results: (Placeholder)

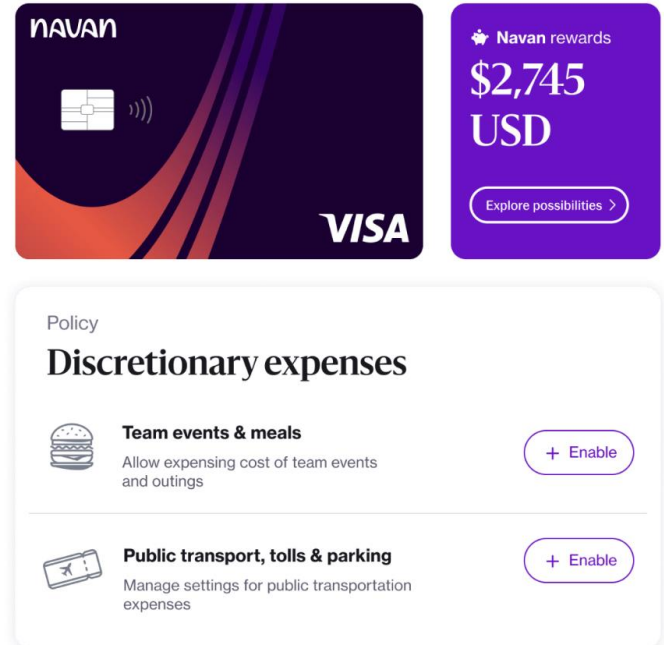
Day to day in a high growth environment

- Scaling from a small to large startup
- Day to day as a VP in EMEA
- Balancing short term and long term business goals



Prepping a company for “glocalization”

- What is glocalization?
- How to execute?
- Business impact long term?



Poll Question 4:

Is cost the main factor to consider for localization?

- a. Yes
- b. No

Poll Question 4 Results: (Placeholder)

Questions and Answers

Julia Jansen
VP of Finance, EMEA
Navan



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Thank you!

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