# Sample D&O Questionnaire

The following is an illustrative example of a questionnaire that current and prospective directors, executive officers and key employees will be asked to complete in order for the Company to obtain the information needed to prepare required disclosures in the Registration Statement and ensure compliance with applicable SEC and stock exchange rules and regulations.

Note: The information required to be obtained from directors and officers in connection with an IPO depends upon facts and circumstances. Your Ropes & Gray team will prepare a bespoke questionnaire tailored to your circumstances. The below illustrative questionnaire should not be distributed in connection with an IPO without first consulting with counsel.

[NAME OF COMPANY]

## **MEMORANDUM**

TO: [names of directors & officers]

FROM: [sender — e.g., general counsel]

**SUBJECT: Questionnaire for Directors and Officers** 

DATE: \_\_\_\_\_, 20\_\_

[NAME OF COMPANY] (the "Company") is preparing for an initial public offering of its common stock. The purpose of this questionnaire is to obtain information the Company needs about its directors, executive officers and key employees for the Company's Registration Statement on Form S-1 (the "Registration Statement") and to comply with the listing requirements of [the New York Stock Exchange (NYSE)] [the Nasdaq]. Your signature at the end of this questionnaire will constitute your consent to use the information contained in your answers in the Company's Securities and Exchange Commission ("SEC") filings.

Please read this questionnaire carefully and answer all questions completely and accurately. You should understand that the information that you are providing will be used in the preparation of one or more documents to be filed by the Company with the SEC. As a result, please notify the Company promptly of any changes to your answers as a result of any developments occurring during the year.

Certain terms in **bold type marked with an asterisk** are defined in **Exhibit A**. Please refer to these definitions as you answer questions containing such terms.

If there is not enough room for your answer, please use separate sheets and attach them to this questionnaire, indicating the specific items they are intended to supplement.

This questionnaire should be completed, signed, dated and returned to [insert contact person and address] on or before [insert date]. The questionnaire may be returned by fax to [insert fax number] or e-mailed to [insert e-mail address], but please also mail the original signed copy to the address shown above.

If you have any questions regarding any item in this questionnaire, please contact **[insert contact person, telephone number, and e-mail address]** for assistance.

If you leave any answer blank, we will assume that your answer to that question is negative. Accordingly, please try to answer every question, even if the answer is "No," "None" or "Not Applicable."

PEASE NOTE THAT ANY POTENTIAL OFFERING OF SECURITIES OF THE COMPANY IS CONFIDENTIAL AND SHOULD BE TREATED ACCORDINGLY.

Related Parties Addendum

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## 1. PERSONAL INFORMATION

(a) Please provide the following information about yourself:

Name:		
DOB:		
Address:		
Phone:		
Email:		
(b)	Are y	ou currently (please check all applicable boxes):
		Executive officer*
		Board member
		Compensation Committee member
		Audit Committee member
		Nominee for any of the foregoing. If so, please specify which.
(c) to our stock		voluntary responses to the following questions help us to understand and report and other stakeholders on the diversity that our directors bring to the Company.
Please indic	cate all th	nat apply to you:
		Asian <sup>1</sup>
		Black or African American <sup>2</sup>
		Hispanic or Latinx <sup>3</sup>
		Native American or Alaska Native <sup>4</sup>
		Native Hawaiian or Pacific Islander <sup>5</sup>
		White <sup>6</sup>

<sup>&</sup>lt;sup>1</sup> **Asian** – A person having origins in any of the original peoples of the Far East, Southeast Asia, or the Indian subcontinent, including, for example, Cambodia, China, India, Japan, Korea, Malaysia, Pakistan, the Philippine Islands, Thailand, and Vietnam.

<sup>&</sup>lt;sup>2</sup> Black or African American (not of Hispanic or Latinx origin) – A person having origins in any of the Black racial groups of Africa.

<sup>&</sup>lt;sup>3</sup> **Hispanic or Latinx** – A person of Cuban, Mexican, Puerto Rican, South or Central American, or other Spanish culture or origin, regardless of race. The term Latinx applies broadly to all gendered and gender-neutral forms that may be used by individuals of Latin American heritage, including individuals who self-identify as Latino/a/e.

<sup>&</sup>lt;sup>4</sup> Alaskan Native or Native American – A person having origins in any of the original peoples of North and South America (including Central America), and who maintain cultural identification through tribal affiliation or community recognition.

<sup>&</sup>lt;sup>5</sup> Native Hawaiian or Pacific Islander – A person having origins in any of the peoples of Hawaii, Guam, Samoa, or other Pacific Islands.

<sup>&</sup>lt;sup>6</sup> White (not of Hispanic or Latinx origin) – A person having origins in any of the original peoples of Europe, the Middle East, or North Africa.

	ד [	wo or more Races or Ethr	nicities <sup>7</sup>
□Idon	ot wish	to respond	
Do you identify a  Yes  No	s a me ot wish	mber of the LGBTQ+8 con to respond	nmunity?
Do you consent to or other aggrega	ot wish to the ( ted ma		ng the above information in a board diversity matrix ot individually identified) in documents filed with the ?
☐ Yes ☐ No  2. RELATIO	Merili	De. DUCINICES EVDEDIC	NCE. DIDECTORSHIPS, OTHER EVRENTISE
(a) Fa	amily cousir cecutivompan	Relationships. Are you r ) to, or do you share a hou e officer*, or person nomi	NCE; DIRECTORSHIPS; OTHER EXPERTISE elated by blood, adoption or marriage (not more isehold with (other than a tenant or employee), any nated or chosen to become a director or executive
		yes, please identify the dine nature of the relationsh	ector, <b>executive officer*</b> or nominee, and describe p.
		ve Officer/Nominee	Description of Relationship  e your principal occupations or employment during
			al business of the organizations in which each such

<sup>&</sup>lt;sup>7</sup> **Two or More Races or Ethnicities** – A person who identifies with more than one of the above categories.

<sup>&</sup>lt;sup>8</sup> LGBTQ+ - A person who identifies as any of the following: lesbian, gay, bisexual, transgender or as a member of the queer community.

<sup>&</sup>lt;sup>9</sup> **Non-Binary** – Refers to genders that are not solely man or woman. Someone who is non-binary may have more than one gender, no gender, or their gender may not be in relation to the gender binary.

occupation or employment is or was carried on (including, if applicable, subsidiaries and other affiliates\* of the Company).

Date Started (MM/YY)	Date Ended (MM/YY)	Name of Employer (and subsidiaries or affiliates)	Principal Business of Employer	Position(s)/Titles Held

(c) **Education.** Please list in the table below any college or university degree you hold.

Name of College or University	Major/Areas Concentration	of	Degree Received	Month/Year Received	Degree

(d) [For directors and director nominees] Directorships Currently or Previously Held. Please indicate below any companies of which you serve as a director and any other directorships previously held during the past five years (including any committee service), indicating (i) with an asterisk each company that has publicly registered securities and each investment company registered under the Investment Company Act of 1940 and (ii) the duration of the directorship if you no longer currently serve as a director of the company identified. If you are a director of two or more registered investment companies that are part of a "fund complex," you only need to identify the fund complex and provide the number of investment company directorships you hold in the fund complex.

Full Name of Entity	Type of Entity	Dates of Service	Service on Entity Board Committee

(e) **[For directors and director nominees]** Other Skills and Expertise. Please briefly describe any other experience, qualifications, attributes, skills or expertise you have that you believe would be relevant to your service as a director of the Company or otherwise of value to the Company. For any skill or expertise, please briefly state the experience or education through which it was acquired. Please note that this information can extend beyond the past five years and can include a broad spectrum of relevant expertise, including accounting, finance, risk assessment, information security, cybersecurity, artificial intelligence, climate change, environmental, corporate governance and compensation.

but not limited your candidad	son* I to, a y or se	pursuant to any arrangemervice) or <b>ex</b> oof the Comp	which you have be nent relating to continuous or continuous officer* of continuous officers of continuous of the continu	y arrangement or understanding between you and een or are to be selected as a director (including, impensation or other payments in connection with f the Company, other than arrangements with other in their capacities as such? If so, please describe.
			arrangement, or ase describe.	
Name of 0	Other			n of Relationship and the Terms of Any Arrangement
3. LEGA	L PRO	OCEEDINGS	3	
(a)	Adve	erse Proceed	lings. If you or an	y associate* of yours
	(i)	is an adve	erse party to the C	company, or
	(ii)	has an int	erest adverse to t	he Company,
	such is pe	eedings know proceeding, ending, the d	wn to be contemply, including the nar late it was institut	eding, including similar information as to any such lated by governmental authorities, please describe me of the court or agency in which the proceeding ed, the principal parties thereof, the factual basis and the relief sought.
		No such p	proceedings, or	
		If yes, ple	ase describe.	
Name of Coor Agency	ourt	Date Instituted	Parties	Description of Factual Basis and Relief Sought

(b) past ten (10) y		ornia corporations only.] If any of the following events occurred during the blease describe.
	(i)	You were found to have committed fraud in a civil or criminal proceeding which conviction has not been overturned or expunged.
		□ No such event, or
		If yes, please explain the circumstances associated with any of such events, indicating relevant dates.
Date		Description of Event
(c)	If any	of the following events occurred during the past ten years, please describe.
entere decree of filing	te of a d, or thes have g for une ne final.	For purposes of computing the time periods referred to in this Question 3(c) reportable event is the date on which the final order, judgment or decree was ne date on which any rights of appeal from preliminary orders, judgments, or lapsed. With respect to bankruptcy petitions, the computation date is the date incontested petitions or the date upon which approval of a contested petition. Please also note disclosure is required for comparable legal events in foreign
	(i)	A petition under the federal bankruptcy laws or any state insolvency law was filed by or against you, or a receiver, fiscal agent or similar officer was appointed by a court for your business or property, or any partnership in which you were a general partner at or within two years before the time of such filing or any corporation or business association of which you were an <b>executive officer*</b> at or within two years before the time of such filing;
Date		Description of Event
	(ii)	You were convicted in a criminal proceeding or are a named subject of a pending criminal proceeding, excluding traffic violations and other minor offenses, but including any felony or misdemeanor (A) in connection with the purchase or sale of any security; (B) involving the making of any false filing with the Securities and Exchange Commission ("SEC"); or (C) arising out of the conduct of the business of an underwriter, broker, dealer, municipal securities dealer, investment adviser or paid solicitor of purchasers of securities;
Date		Description of Event
<u> </u>	•	

- (iii) You were the subject of any order, judgment or decree, not subsequently reversed, suspended or vacated, of any court permanently or temporarily enjoining you from, or otherwise limiting, any of the following activities:
  - (A) acting as a futures commission merchant, introducing broker, commodity trading advisor, commodity pool operator, floor broker, leverage transaction merchant, any other person\* regulated by the Commodity Futures Trading Commission, or an associated person of any of the foregoing, or acting as an investment advisor, underwriter, broker or dealer in securities, or as an affiliated person\*, director or employee of any investment company, bank, savings and loan association or insurance company, or engaging in or continuing any conduct or practice in connection with such activity;
  - (B) engaging in any type of business practice; or
  - (C) engaging in any activity in connection with the purchase or sale of any security or commodity or in connection with any violation of federal or state securities laws or federal commodities laws:

Date	Description of Event

(iv) You were the subject of any order, judgment or decree, not subsequently reversed, suspended or vacated, of any federal or state authority barring, revoking, suspending or otherwise limiting (A) your right to engage in any activity described in item (iii) above, (B) your right to be associated with **persons**\* engaged in any such activity or regulated by such authority, or (C) your registration as a broker, dealer, municipal securities dealer or investment adviser;

Date	Description of Event

(v) You were found by a court in a civil action or by the SEC to have violated any federal or state securities law, and the judgment in such civil action or finding by the SEC has not been subsequently reversed, suspended or vacated;

Date	Description of Event

(vi) You were found by a court in a civil action or by the Commodity Futures Trading Commission to have violated any federal commodities law, and the judgment in such civil action or finding by the Commodity Futures Trading Commission has not been subsequently reversed, suspended or vacated;

Date	Description of Event

- (vii) You were the subject of, or a party to, any federal or state judicial or administrative order, judgment, decree, or finding, not subsequently reversed, suspended or vacated, relating to an alleged violation of:
  - (A) Any federal or state securities or commodities law or regulation;
  - (B) Any law or regulation respecting financial institutions or insurance companies including, but not limited to, a temporary or permanent injunction, order of disgorgement or restitution, civil money penalty or temporary or permanent cease-and-desist order, or removal or prohibition order; or
  - (C) Any law or regulation prohibiting mail or wire fraud or fraud in connection with any business entity; or

Date	Description of Event	

(viii) You were the subject of, or a party to, any sanction or order, not subsequently reversed, suspended or vacated, of any self-regulatory organization (as defined in Section 3(a)(26) of the Exchange Act (15 U.S.C. 78c(a)(26))), any registered entity (as defined in Section 1a(40) of the Commodity Exchange Act (7 U.S.C. 1a(40))), or any equivalent exchange, association, entity or organization that has disciplinary authority over its members or persons associated with a member;

Date	Description of Event

(ix) You filed (as a registrant or issuer), or were named as an underwriter in, any registration statement or Regulation A offering statement filed with the SEC that was the subject of a refusal order, stop order, or order suspending the Regulation A exemption;

Date	Description of Event	

(x) You were subject to a United States Postal Service false representation order, temporary restraining order or preliminary injunction.

Date	Description of Event	
<b>Note</b> : You ma	ay provide an explanation of any mitigating circumstances associated with any of the	
	Rider Page is attached.	
promoter inclu Company or w	Do you know of any promoter or control person of the Company who has been involved ling or subject to any order of any of the types described above in this Question 3? A des a <b>person</b> * who alone or with others participated in founding or organizing the tho received 10% or more of the Company's stock in connection with the founding or ne Company for services or property. A control <b>person</b> * is one who directly or indirectly ompany.	
	☐ No, or	
	If yes, please explain the circumstances associated with any of such events, indicating relevant dates.	
Date	Description of Events	

## 4. BENEFICIAL OWNERSHIP OF COMPANY SECURITIES

(a) **Stock Ownership.** Please provide the information requested below regarding equity securities of the Company or any of its parents or subsidiaries (<u>including</u> director's qualifying shares) that you beneficially own\* as of [insert last day of the Company's most recently completed fiscal year].

Please refer to the definition of "beneficial ownership" below and in  $\underline{\text{Exhibit A}}$  for more detailed information.

Title of Class/Number of Shares

Total number of shares **beneficially owned\*** by you

Of such shares:

- (i) # of shares as to which you have sole voting power
- (ii) # of shares as to which you have shared voting power
- (iii) # of shares as to which you have sole investment power
- (iv) # of shares as to which you have shared investment power

(v) # of shares which you have a "right to acquire" within 60 days after [insert same date as in previous brackets] (such as exercising stock options, warrants, or conversion or similar rights)

Total number of shares **beneficially owned\*** by your **affiliates\*** or **immediate family\*** members

(i)	Name	of	individual/entity:
(ii)	Name	of	individual/entity:
(iii)	Name	of	individual/entity:

**Note**: You "beneficially own" shares if you have the power (either alone or with some other person\*) to vote such shares (voting power) or the power to sell such shares (investment power). You should also state the number of shares for which you have the right to acquire beneficial ownership within 60 days of [insert same date as in previous brackets above]. This includes stock awards, which you have elected not to defer and which you will receive within 60 days of [insert same date as in previous brackets above]. For example, if you have stock options which have vested, or will vest, on or prior to [insert date 60 days after date in previous brackets above], and you will beneficially own\* the underlying stock upon exercise, then you should state the number of shares you would receive if you exercised those options.

Shares of equity securities that might be listed here include:

- (i) Shares that are owned by your spouse, minor children or relatives of yours or of your spouse who live in your home.
- (b) **Shared Voting or Investment Power.** If you share voting or investment power over any shares listed in Question 4(a), please identify the **persons\*** with whom you share such power and the relationship that gives rise to the sharing of such power.

Number and Identification of Shares	Registered Owner of Shares and Relationship to You	Date Begun

(c) **Rights to Acquire.** Please indicate any rights you have to acquire beneficial ownership of shares of the Company's equity securities (see Question 4(a)(v) in chart above), such as exercising stock options, warrants, or conversion or similar rights.

Number and Identification of Shares	Registered Owner of Shares and Relationship to You	Date Received

listed in Question 4(a), please i	ership Disclaimer. If you disclaim be identify the shares you disclaim, the should be identified as the benefic	ne reason for such disclaimer and
Number and Identification of Shares and Relationship to You  Registered Owner of Shares Reason for Disclaration and Relationship to You		Reason for Disclaimer

(e) **Indirect Ownership.** Please indicate whether your ownership of any stocks listed in Question 4(a) is indirect, including those owned by any voting trust or similar agreement or pursuant to any contract providing for the sale or other disposition of such shares.

Number and Identification of Shares	Registered Owner of Shares and Relationship to You	Nature of Agreement

(f) **Pledged Shares**. Please provide the information below relating to any shares of stock that you **beneficially own**\* that (1) are pledged (or intended to be pledged in the future) with a lender or other third party as security for any obligations (including any shares subject to any form of pledge, margin loan, margin account, hypothecation, lien or other arrangements with a lender, broker or other third party in which these shares serve as collateral for any of your obligations or for obligations of any other **person**\*) or (2) are subject to a "negative pledge" (i.e., a promise not to convey the shares to a third party or to otherwise encumber them) and the nature of the related transaction(s).

Number of Shares	Registered Owner of Shares and Relationship to You	Nature of Pledge or Encumbrance

## 5. 5% BENEFICIAL OWNERS

Other than **persons**\* that have publicly filed a Schedule 13D or Schedule 13G, do you know of any **person**\* or **group**\* that **beneficially owns**\* more than 5% of any class of the Company's voting securities?

	No such groups or persons, or
Ш	If yes, please provide the names and, if known, addresses of each of these persons* or groups*.

Name of 5% Beneficial Owner	Address

## 6. CHANGE IN CONTROL

	actual a	rrangemen	angements. Are you party to, or do you otherwise have knowledge ts, including any pledge of securities of the Company or its parents, thich may at a subsequent date result in a change in control of the
		No such a	arrangement, or
		If yes, ple	ease describe.
F	Parties		Description of Arrangement
a bank) since If so, please consideration	any part the beg state th used, t now <b>be</b> i	of the consitioning of the name of the basis	<b>rol Event</b> . Do you know of any transaction (including transactions in sideration used is a loan made in the ordinary course of business by the last fiscal year that resulted in a change in control of the Company? If the <b>person</b> * acquiring the control, the amount and source of the the control, the date and a description of the transaction, the amount <b>bwned</b> * by the <b>person</b> * who acquired control and the identity of the sacquired.
		No such t	ransaction, or
		If yes, ple	ease describe.
Parties			
F	arties		Description of Arrangement
ŀ	arties		Description of Arrangement
7. TRAN	ISACTIO		Description of Arrangement  RELATIONSHIPS WITH RELATED PERSONS, AUDITORS, NTS, IRAN, SPECIALLY DESIGNATED NATIONALS
7. TRAN	ISACTION C	ONSULTA	RELATIONSHIPS WITH RELATED PERSONS, AUDITORS,
7. TRAN	ISACTION C	ONSULTA actions with Since [in fiscal ye	RELATIONSHIPS WITH RELATED PERSONS, AUDITORS, NTS, IRAN, SPECIALLY DESIGNATED NATIONALS
7. TRAN	NSACTION C	ONSULTA actions with Since [in fiscal ye immedia	RELATIONSHIPS WITH RELATED PERSONS, AUDITORS, NTS, IRAN, SPECIALLY DESIGNATED NATIONALS  n Related Persons.  sert the first day of the Company's most recently completed ar], have you or, to your knowledge, has any member of your
7. TRAN	NSACTION C	onsulta actions with Since [in fiscal ye immedia  ar pr	RELATIONSHIPS WITH RELATED PERSONS, AUDITORS, NTS, IRAN, SPECIALLY DESIGNATED NATIONALS  n Related Persons.  sert the first day of the Company's most recently completed ar], have you or, to your knowledge, has any member of your the family* had any direct or indirect material interest in:  ny transaction or series of similar transactions, or any currently
7. TRAN	NSACTION C	ONSULTA  actions with  Since [in fiscal ye immedia  ar pr wi	RELATIONSHIPS WITH RELATED PERSONS, AUDITORS, NTS, IRAN, SPECIALLY DESIGNATED NATIONALS  n Related Persons.  sert the first day of the Company's most recently completed ar], have you or, to your knowledge, has any member of your the family* had any direct or indirect material interest in:  ny transaction or series of similar transactions, or any currently oposed transaction or series of similar transactions;

	☐ No such transaction, or						
	☐ If	yes, please answer the following questions.					
(ii)	name of	If an <b>immediate family</b> * member has the material interest, please indicate the name of your family member and his or her relationship to you and to the Company.					
Name of Family N	/lember	Relationship to You Relationship to Company					
(iii)	Please describe your or such <b>immediate family*</b> member's interest transaction with the Company, including your or such family position(s) or relationship(s) with, or ownership in, a firm, corporation entity that is party to, or has an interest in, the transaction.						
Name of Family N	/lember	Description of	Relationship				
(iv)	Please in transaction	ndicate the approximate dollar value.	ue of the amount involved in the				
ist (1) the aggregate he Company's last	amount of fiscal year se or trans	red a lease or provided for periodic all periodic payments or installmer , and (2) any required or optiona saction. Please list such transaction	nts due on or after the beginning of all payments due during or at the				
	Aı	mount:	_				
(v) Please indicate the approximate dollar value of the amount of you family member's interest in the transaction, computed without reg amount of profit or loss.							
	Aı	mount:	_				
(vi) (1) Are you or is any immediate family* member indebted, directly or indirectly to the Company or a subsidiary or (2) has the Company or a subsidiary extended you credit (including through a guarantee) or arranged a personal loan on your or any immediate family* member's behalf? You do not not include transactions that involve an amount due from you or any immediate family* member (A) for purchases of goods and services subject to usual terms, (B) for ordinary business travel and expense payments, or (C) for transactions in the ordinary course of business.							
	□ N	o such transaction, or					
	☐ If	yes, please describe.					

[	Date		stances .oan	Largest Aggregate Amt. of Principal Outstanding	Amt. Outstanding as of Latest Practicable Date	Amt. of Principal and Interest Paid	Rate or Amt. of Interest Payable on Indebtedness
		assessin	ig whethe		Please consider the liate family* membiliaries.		
		(i)	family* I or organ	peneficially own*	ur knowledge, does more than a 10% o or is a participant ir	equity interest i	n any corporation
				yes, please descr	ibe.		
		S	Stockhold	ler	% Equity Interest		
		(ii)	immedia	nte family* an exe	o your knowledge, ecutive officer* of nt in such transaction	any corporation	
				lo, or			
			☐ If	yes, please descr	ibe.		
		Part	ty		Description o	f Position	
I	derive a spec				dge, does any mer om such transactio ansaction?		
				lo, or			
			☐ If	yes, please descr	ibe.		

Par	ty		Description of Benefit			
				nges to your answers as a re ring the course of the year.	sult	
(c) Relationship with Independ			Accountants.			
(i)	Since [insert first day of the Company's most recently completed fiscal year], did you, or do you currently have, a direct or material indirect business relationship with the Company's independent accountants or any partner, principal, shareholder, or professional employee of the accounting firm of the independent accountants, or have an ownership interest of 5% or more in, or serve as an officer or director of, any company (public or private) that has any business relationships with the Company's independent public accounting firm (excluding relationships between the Company's independent accounting firm and its clients for the performance of professional services to that client)?					
	☐ No, or					
	☐ If yes, p	lease de	escribe.			
Nature of	Relationship		Total Amount of Relationship	Amount of Interest in the Relationship		
(ii)	(ii) Do you have any close personal relationships (including, but not limited close friendships) with the audit engagement partner or any employee of Company's independent public accounting firm who worked on the Companaudit at any time during the past three years?					
	☐ No, or					
	if yes, p	lease ex	plain.			
Nam	ne of Person		Description of Relationship			
(d) Relati	onships with Cor	npensati	on Consultants.			
(i)	To your knowledge, did any compensation consultant or firm [, other that [name of compensation consultant and firm]], play any role in determining or recommending the amount or form of executive officer* and direct compensation during the Company's most recently completed fiscal year?  No, or					

Name o	of Consultant o		.g., the Com	ne Consultant or Fir pany, the Board or a e of the Board)?
		f firm] or any firm ider u, or to your knowled		
	☐ No, or			
	☐ If yes,	please explain.		
Name c	of Firm	Recipient of	Services	Description o Services
(iii)	or personal re	rs of the compensate lationships with [namensation consultant (no	e of compen	sation consultant (n
` '	or personal re or the comper	lationships with [name name) lation consultant (no	e of compena of the firm) ide	sation consultant (no
` '	or personal re or the comper	lationships with [name name) lation consultant (no	e of compena of the firm) ide	sation consultant (n
` '	or personal re or the compersonal re or the compersonal re or the compersonal re or the comperson or the com	lationships with [name name) lation consultant (no	e of compend to the firm) ide escription of ave any busing consultant	sation consultant (rentified in Question 7)  Relationship  ness or personal relation or [name of firm]
Naı	or personal re or the compersonal re or the compersonal re or the compersonal re or the comperson or the com	please explain.  please explain.	e of compend to the firm) ide escription of ave any busing consultant	sation consultant (rentified in Question 7)  Relationship  ness or personal relation or [name of firm]
Nar	or personal re or the compersonal re or the compersonal re or the compersonal re or the compensation or th	please explain.  please explain.	e of compend to the firm) ide escription of ave any busing consultant	sation consultant (rentified in Question 7)  Relationship  ness or personal relation or [name of firm]

(e) **Transactions with Iran or Specially Designated Nationals.** During the Company's last fiscal year, have you or, to your knowledge, has the Company or any of its **affiliates**\* engaged, directly or indirectly, in any transaction involving (i) Iran, including, but not limited to, transactions with

on th		ally Des	signated Nationals		ustries; or (ii) any <b>person*</b> listed the Treasury's Office of Foreign	
			No, or			
			If yes, please e	xplain.		
		Par	ty	Description of Transaction	Date of Transaction	
		DENO	TION			
8.		PENSA		ore		
	(a)	Comp	pensation of Office	<del>2</del> 18.		
		(i)	Please provide the following information relating to compensation provided you by the Company, including bonuses, non-cash compensation, perquipoption/stock appreciation rights (SAR) grants, restricted stock awards payouts under long-term incentive plans, pension plans, and/or any conformal agreement, plan, or arrangements, whether written or unwritten, that profor payment(s) to you at, following, or in connection with any termination of service, or a change in control of the Company or a change in responsibilities.			
Bas	se Salar	y				
Bor	nuses					
Nor	n-cash C	Compen	sation			
Perquisites				(Please see Question 8(a)(ii answering.)	) below in connection with	
	tion/Stoo (R) gran		reciation Rights			
Res	stricted s	stock av	vards			

Payouts under long-term plans or pension plans  Any contract, agreement arrangement (written or that provides for payment at, following, or in connecting any termination of your change-in control of the or a change in your response.	, plan, or unwritten) (s) to you ction with service or Company
yeal or al pero relat the o third relat such expe yach final pers orga ente man	e [insert first day of the Company's most recently completed fiscal], did you or any member of your immediate family* receive, or are you by member of your immediate family* to receive, directly or indirectly, any uisite or other benefit which was not (or may not be) integrally and directly ed to the performance of your job or the satisfaction of your obligations to Company, from (A) the Company or any of its parents or subsidiaries or (B) parties as a result of or in connection with your employment by or ionship or association with the Company or its affiliates*? Examples of perquisites or other benefits include the payment of any personal enses, personal use of the Company's property such as automobiles, its or aircraft, commuter transportation services, personal travel otherwise need by the Company, security provided at a personal residence or during onal travel, housing or other living expenses, contributions to charitable nizations at your request, club memberships not exclusively for business retainment purposes, personal financial or tax advice, investment agement services, discounts on the Company's products or services not erally available to Company employees, access to executive facilities, culting fees, or use of the Company's staff for personal purposes. Please of tresponsive items whether or not they were included in your taxable me.
	No, or
	If yes, please describe below.
Amount of Perquisite or Benefit	Description of Perquisite or Benefit

(b) **Compensation of Directors.** Were you provided with compensation for your services as a director of the Company for the last fiscal year? Compensation includes any amounts for committee participation or special assignments, meeting fees, equity grants and perquisites, whether such payments were pursuant to standard arrangements applicable to all directors and/or committee members or whether you have any different compensation arrangements. Compensation also includes any arrangement entered into in consideration of your service on the board, including annual retainer fees and consulting contracts.

	No such payments, or					
	If yes, please describe below.					
Amount of Paym	ent	Reason for Payment				
For Officers and Dir	ectors	3				
or other payment in chealth insurance pre proposed to be made with someone other the paying, setting aside	onnec miums , set as han th or acc ed and	or set aside or accrue for your benefit any tion with services rendered to the Compars and indemnification) or is any such coside or accrued in the future pursuant to all e Company. If so, please state the name truing such compensation or other payments amount of such compensation or other the amount of such compensation or other payments, or	ny (including, but not limited to, impensation or other payment by existing plan or arrangement of each corporation or <b>person</b> * ent, the capacities in which the			
	If yes	, please describe below.				
Name of Corporation	tion	Capacities in which Services were Rendered	Amount of Compensation			
9. COMPENSAT		COMMITTEE INTERLOCKS AND INSIDE	R PARTICIPATION			
	indic	<ul> <li>ate whether ANY of the following relation</li> </ul>	nships existed during the last			
(i)	entity	served on the compensation committee (or one of whose <b>executive officers</b> * nittee (or similar committee) of the Compa	served on the compensation			
(ii)		served as a director of another entity, one don the compensation committee (or simi				
(iii)		served on the compensation committee (or , one of whose <b>executive officers</b> * serve				
		No such relationships, or				

	If yes, please desc	ribe below.	
(i)	(i	i)	(iii)
For Directors only			
(b) If you served of Directors during the last of			committee of the Company's Board
(i) an off	cer or employee of	he Company dur	ring the fiscal year?
	□Yes □N	lo	
(ii) forme	rly an officer of the C	Company?	
	□Yes □N	lo	
For Directors and Executive	ve Officers Only		
during the last fiscal year consideration of the Comp	<b>ar]</b> During the last any's Board of Directour role as a directo	completed fisca ectors concerning r, an <b>executive</b> of	Immittee (or similar committee) I year, did you participate in any g executive officer* and director officer* with authority delegated by
40 MICOELL ANEOLIO		10	
or otherwise, in any matters	to be acted upon at to to the Common Sto	he meeting (othe	ect or indirect, by security holdings r than your election and any interest any where you receive no extra or
	dosoribo.	D	porintian of Interest
Matter		Des	scription of Interest

This questionnaire continues on the next page for Directors and Director nominees; Executive Officers and Directors who are also Executive Officers can now stop, and sign, date and submit this questionnaire.

To be completed by all Directors and Nominees for Director.

#### 11. NASDAQ OR NYSE COMPLIANCE

## A. NASDAQ DIRECTORS' INDEPENDENCE STANDARDS

The Nasdaq Marketplace Rules require that listed companies have a majority of independent directors. An "independent director" under the Nasdaq listing standards means a person other than an **executive officer\*** or employee of the Company or any other individual having a relationship which, in the opinion of the Board of Directors, would interfere with the exercise of independent judgment in carrying out the responsibilities of a director. In order for a director to be considered "independent," the Board of Directors has to affirmatively determine that no material relationship exists between the Company (or a member of senior management) and the director, either directly or indirectly through a family member or an organization of which the director is a partner, shareholder or officer.

For purposes of this Question 12, please note the following:

- (1) A "material relationship" may include a commercial, industrial, banking, consulting, legal, accounting, charitable or familial relationship, as well as any other relationship that might reasonably be expected to affect the director's independence from management.
- You should assume, unless instructed otherwise, that the term "Company" includes any parent or subsidiaries of [Name of Company] that [Name of Company] controls and consolidates with its financial statements for SEC Reporting purposes, but excludes any entity reflected solely as an investment in the Company's financial statements.
- (b) Director as employee, or family member as executive officer\*, of the Company. At any time during the past three years,

	(i)	Have you been an employee of the Company?
		□Yes □No
	(ii)	If you were an interim employee, did the interim employment last longer than one year?
		□Yes □No
(	(iii)	Has any of your family members* (note that this definition differs, in some respects, from that of immediate family*) been, or is he or she currently, an executive officer* of the Company?
		□Yes □No
(c)	Direct	or or family member receiving substantial payments. During any period of

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twelve (12) consecutive months within the past three years, have you or has any family member\*

accepted compensation of more than \$120,000 from the Company, other than (i) compensation for board or committee service; (ii) compensation paid to any of your <b>family members</b> * who is an employee (other than an <b>executive officer</b> *) of the Company; or (iii) benefits under a tax-qualified retirement plan or non-discretionary compensation?					
	⁄es	□No			
Director or family member. Are shareholder or an executive office the Company received, payments years that exceed 5% of the rewhichever is more, other than	you or is an er* of, any s for proper cipient's co (i) paymen	t of defined amounts to or from an entity associated with my of your family members* a partner in, or a controlling organization to which the Company made, or from which try or services in the current or any of the past three fiscal consolidated gross revenues for that year, or \$200,000, and the arising solely from investments in the Company's retionary charitable contribution matching programs?			
	⁄es	□No			
(e) Director or family member is officer of another entity where the Company's officer serves on compensation committee. Are you or is any of your family members* employed as an executive officer* of another company the compensation committee of which included at any time during the past three years any of the Company's executive officers*?					
	⁄es	□No			
		<b>receiving substantial payments.</b> Are you or is any of the firm that is the Company's outside auditor?			
	⁄es	□No			
(g) Director or family member worked on Company's audit as partner/employee of outside auditor. Were you or was any of your family members* a partner or an employee of the Company's outside auditor at any time during the past three years who worked on the Company audit any time during such period?					
	⁄es	□No			
(h) <b>Relationships with members of senior management.</b> Do you have any personal business relationships or close personal relationships (including close friendships) with any member(s) of senior management?					
☐ No such re	elationship,	or			
☐ If yes, plea	se describ	e below.			
Parties		Description of Relationship			

nature discussed above	which might h	os. If you know of any other "material relationship" of the ave a material bearing on your independence from thereof, please provide details for all such relationships.			
☐ No s	No such relationship, or				
☐ If ye	es, please describ	pe below.			
Parties		Description of Relationship			
B. NYSE DIRECTORS' II	NDEPENDENCE	STANDARDS			
for a director to be consid that <u>no material relationsh</u> the director, either directly	ered "independe i <u>p</u> exists betweer y or indirectly th	npanies have a majority of independent directors. In order nt," the Board of Directors has to affirmatively determine in the Company (or a member of senior management) and rough a family member or an organization of which the ter. For purposes of this Question 12, please note the			
	bankii relatio reaso	Iterial relationship" may include a commercial, industrial, ing, consulting, legal, accounting, charitable or familial inship, as well as any other relationship that might hably be expected to affect the director's independence management.			
	"Com	You should assume, unless instructed otherwise, that the term "Company" includes any parent or subsidiary in a consolidate group with [Name of Company].			
<u>Director Independence</u> S	Standards				
(j) Director as Company. At any time du		immediate family member as an executive officer of the e years:			
		employee of the Company (other than a chairman or an erving on an interim basis)?			
	□Yes	□No			
		your <b>immediate family*</b> been, or is he or she currently, * of the Company?			
	□Yes	□No			
Duri or h	ng any consecut as any member	ate family member receiving substantial payments. ive twelve-month period in the last three years, have you of your immediate family* received more than \$120,000 on from the Company (other than director and committee			

tees and pension or other forms of deferred compensation for prior services which is not contingent on continued service)?			
		□Yes	□No
service as an and (ii) any c	interim ompens	chairman or chief exe sation received by an	ay exclude (i) any compensation you received for former cutive officer or other <b>executive officer</b> * of the Company y member of your <b>immediate family</b> * for service as an <b>cer</b> *) of the Company.
(k)	Directo	or or immediate family	member associated with internal or external auditor.
	(i)	Are you a current par or external auditor?	tner or employee of the firm that is the Company's internal
		□Yes	□No
	(ii)	•	ur <b>immediate family</b> * a current partner of the firm that is nal or external auditor?
		□Yes	□No
	(iii)	internal or external a	our <b>immediate family</b> * an employee of the Company's uditor who works on the Company's audit? (Note that the of such firm is not considered part of its tax compliance
		□Yes	□No
	(iv)		any member of your <b>immediate family</b> * a partner or mpany's internal or external auditor during the past three per so employed?
		□Yes	□No
	(v)		agraph (iv) is yes, did you or such <b>immediate family</b> * s personally work on the Company's audit during any of
		□Yes	□No
(I) Director or immediate family member serving as executive officer of another company at which current executive officer of the Company served or serves on that company's compensation committee. Within the last three years, have you or any member of your immediate family* been employed, or are you or any of them currently employed, as an executive officer* of another company where any of the Company's present executive officers* serve or served at the same time on the compensation committee of that company?			
		□Yes	□No
(m) business with			y member as an employee of another company doing ent employee, or is any member of your immediate family*,

payments to,	or rece	eived pag	ments from, th	any that, in any of the last three fiscal years, has made ne Company for property or services in excess of the any's consolidated gross revenues for its last completed
			□Yes [	□No
(n) from the Com		or who is	an officer of a ta	ax exempt organization that receives large contributions
	(i)	Do you serve as an <b>executive officer*</b> of a tax exempt organization to which the Company's charitable contributions in any of its last three fiscal years have exceeded the greater of \$1 million and 2% of such organization's consolidated gross revenues?		
			No, or	
			as an <b>executiv</b>	st the tax exempt organization(s) for which you served to officer* and all contributions made by the Company empt organization(s) during its or their last three fiscal
Tax Exem	pt Orga	nization	1	Contributions Made
(0)	Relation	onships v	with members o	f senior management.
	(i)		ships (includin	personal business relationships or close personal g close friendships) with any member(s) of senior
			No such relation	nship, or
			If yes, please d	escribe below.
F	Parties			Description of Relationship
12(h).	If you	answer	ed "no" to qu	estion 12(g)(i), please skip to question to question
	(ii)			to question 12(g)(i), are any of the relationships you (i) "material relationships?"
			No "material rel	ationships", or
			If yes, please d	escribe below.

Parti	es	Description of Relationship	
		and indirect relationships. If you know of any other "material scussed above which might have a material bearing on your	
	m managemen	nt and the Board's assessment thereof, please provide details for all	
Parti	es	Description of Transaction or Relationship	
Non-Managemer	t Directors		
separate from the	Company's ma	e "non-management directors" schedule regular executive sessions anagement. The following questions relate to the meeting(s) of "noning the fiscal year ended <b>[insert date]</b> .	
(q) Exc	ecutive Session	ns.	
(i)		e Company's most recently ended fiscal year, were you present at ore meetings of the Company's "non-management" directors?	
		Yes □No	
(ii)		e Company's most recently ended fiscal year, were you present at ore meetings of the Company's "independent" directors?	
		Yes  □No	
(iii)		e Company's most recently ended fiscal year, were you chosen to over any of the meetings of the Company's "non-management"	
	☐ No	o, or	
	☐ If y	yes, please describe the procedure by which you were selected.	
Date of Meeting		Procedure for Selection	

# For Members of and Nominees for the Audit Committee Only

## 12. AUDIT COMMITTEE MEMBERSHIP

SEC Rules require that the audit committee of listed companies consist of only independent directors.

(a) **Director compensatory fees.** Other than in your capacity as a member of the audit committee, the Board of Directors, or any other board committee, have you during the past three

Company (ex	cluding a	ny fixed an	ectly, any consulting, advisory or other compensatory fee from the nounts of compensation paid for past services to the Company under sation plan which is not contingent in any way on continued service)?
		No, or	
		If yes, plea	ase describe the fees and the dates you received them.
Date	9		Description of Fees
	or propose n <b>immedi</b> a	ed contract ate family	atory fees. Is any member of your immediate family* a party to to or other written or oral arrangement which provides for the payment * member by the Company or any of its subsidiaries of any consulting fee?
		No, or	
			ase describe such contract or arrangement, and such consulting, rother compensatory fee.
Parties			Description of Arrangement
(c)	Director	as an Affi	liated Person.
	;		n <b>affiliated person</b> * of the Company (other than in your capacity as of the Company's Board of Directors or any committee of such birectors)?
		□ No	, or
		☐ If y	es, please describe your affiliation.
Pa	arties		Description of Affiliation
	(ii)	Are you ar	affiliated person* of any subsidiary of the Company?
		☐ No	, or
		☐ If y	es, please describe your affiliation.
Parties			Description of Affiliation

(d)	[NYSE	COMPANIES ONLY] Membership in Other Audit Committees.
	(i) I	Do you serve on the audit committees of any other public companies?
	[	No, or
	[	If yes, please describe.
Date Beg	gun	Public Company
	1	f the number of public companies named (in addition to the Company) is more han two, has the Board of Directors determined that your simultaneous service on all such audit committees will not impair your ability to effectively serve on he Company's audit committee?
	[	No, or
	[	If yes, please describe.
Date		Description of Determination
(e)	[NYSE	COMPANIES ONLY] Audit Committee Financial Literacy.
		ther you may be considered to be "financially literate" under the NYSE listing cate whether you satisfy the following criteria:
	(i) I	Do you have accounting or related financial management experience?
	[	No, or
	[	If yes, please describe your experience.
Date		Description of Experience
	•	lescribe below any additional finance or accounting experience that you might a resume or other relevant summary in response to this question.
Date		Description of Experience
	1	Resume attached.
(f)	[NASDA	Q COMPANIES ONLY] Audit Committee Financial Sophistication.

	ther you may be considered to have "financial sophistication" under the Nasdaqs, please indicate whether you satisfy the following criteria:
i	Are you able to read and understand fundamental financial statements, ncluding a company's balance sheet, income statement, and cash flow statement?
	□Yes □No
	Do you have past employment experience in finance or accounting, professional certification in accounting or any other comparable experience or background which results in your financial sophistication?
[	No, or
[	If yes, please describe.
Date	Title
	Have you been a chief executive officer, chief financial officer or other senior officer with financial oversight responsibilities?
[	No, or
]	If yes, please describe.
Date	Title
	describe below any additional finance or accounting experience that you might a resume or other relevant summary in response to this question.
Date	Description of Additional Experience
]	Resume attached.
participated in the prep	AQ COMPANIES ONLY] Preparation of Financial Statements. Have you paration of the financial statements of the Company or any current subsidiary me in the last three years?
[	No, or
[	If yes, please describe.

Date	Description of Role in Preparation of Financial Statements

For Members of and Nominees for the Compensation Committee Only

	Date	Amount	Description of Transaction
		☐ If ye	s, please describe.
		☐ No,	or
	(ii	immediate transaction	do you have, or, to your knowledge, has any member of you family* had, any direct or indirect material interest in any in which the Company was or is a participant involving an amount 120,000 during the Company's most recently ended tax year?
		□Y	es
	(ii	receiving, o	any payments disclosed in response to Question 8(b), are you now directly or indirectly, any other remuneration from the Company directors' fees and similar payments for your services rendered as
		□Y	es
	(i)	Company of	rrently an officer of the Company or a parent or subsidiary of the or otherwise currently employed by the Company or a parent of the Company?
	rovides exe	emptive relief fron	rector Status under SEC Rule 16b-3. Exchange Act Rule 16b-3 the Section 16(b) short swing profit recovery rule for transactions a committee of two or more "non-employee directors."
13.	COMPEN	ISATION COMM	ITTEE MEMBERSHIP AND INDEPENDENCE

(b) Compensation Committee Director Independence. In affirmatively determining the independence of any director who will serve on the compensation committee of the Company's Board of Directors, the Board of Directors must also consider all factors specifically relevant to the determination of whether any director that will serve on the compensation committee has a

relationship with the Company that is material to such director's ability to be independent from management in connection with such director's duties as a compensation committee member.

(i) Have you, in the past fiscal year, accepted or do you plan to, in the current fiscal year, accept directly or indirectly any consulting, advisory, or other compensatory fee from the Company or any of its subsidiaries? For purposes of this question, "indirect" includes acceptance of such a fee by a family member\* or by an affiliated person\* and, in each case, which provides

		ting, consulting, legal, investment banking or financial advisory services company or any of its subsidiaries.
		No, or
		If yes, please describe.
Date		Description of Compensatory Fee
(ii	comper membe sources (other t	pard of Directors of the Company must consider your sources of insation in determining your independence and eligibility to serve as a r of the compensation committee. For this purpose, please identify the s of any compensation related to the Company or any of its subsidiaries than any compensation identified in question (i) above). Please note is does not require you to identify the amounts paid in compensation.
Date	Source	Description of Compensation
(ii	Board o an <b>affili</b>	nan in your capacity as a member of the compensation committee, the of Directors or any other committee of the Board of Directors, are you ated person* of the Company or any of the Company's subsidiaries or liate* of any of the Company's subsidiaries?
		No, or
		If yes, please describe your affiliation.
Parti	es	Description of Affiliation

\*\*\*\*\*\*

# **Declaration and Signature**

I understand that my answers will be used in the preparation of one or more documents to be filed by the Company with the Securities and Exchange Commission.

Answers to the foregoing questions are true and accurate to the best of my information and belief. If I am a nominee for director, I consent to being named as such and consent to serve as a director of the Company if elected. I agree to notify the Company of any changes in the foregoing answers, including any which should be made as a result of developments occurring after the date hereof.

Date:	Signature:
	Print Name:

Exhibit A

#### **DEFINITIONS**

## Affiliate or Affiliated Person

The term "affiliate" or "affiliated person" of a specified person means a person that directly, or indirectly through one or more intermediaries, controls, or is controlled by, or is under common control with the person. The term "control" (including the terms "controlling," "controlled by" and "under common control with") means the possession, direct or indirect, of the power to direct or cause the direction of the management and policies of a person, whether through the ownership of voting securities, by contract or otherwise. However, a person will be deemed not to be in "control" of a specified person if the person (i) is not the **beneficial owner**\*, directly or indirectly, of more than 10% of any class of voting equity securities of the other person, and (ii) is not an **executive officer**\* of the other person.

The following will be deemed to be affiliates: (i) an **executive officer\*** of an affiliate, (ii) a director who is also an employee of an affiliate, (iii) a general partner of an affiliate and (iv) a managing member of an affiliate.

#### Associate

The term "associate," used to indicate a relationship with any person, means:

- 1. Any corporation or organization (other than the Company or a majority-owned subsidiary) of which such person is directly or indirectly the **beneficial owner**\* of 10% or more of any class of equity securities;
- 2. Any corporation or organization (other than the Company or a subsidiary) of which such person is an officer or partner;
- 3. Any trust or other estate in which such person has a substantial beneficial interest or as to which such person serves as a trustee or in a similar fiduciary capacity; and
- 4. any relative or spouse of such person, or any relative of such spouse, who has the same home as such person or who is a director or officer of the Company or any of its parents or subsidiaries.

## Beneficial Owner or To Beneficially Own

A "beneficial owner" of a security includes any person who, directly or indirectly, through any contract, arrangement, understanding, relationship or otherwise, has or shares voting power and/or investment power with respect to such securities. Voting power includes "the power to vote or to direct the voting" of such securities, and investment power includes "the power to dispose or to direct the disposition" of such securities.

A person is also a "beneficial owner" of securities if he has the right to acquire beneficial ownership of such securities, at any time within sixty (60) days, including, but not limited to, any right to acquire through: (a) the exercise of an option, warrant, or right, (b) the conversion of a convertible security, (c) the power to revoke a trust, discretionary account, or similar arrangement, or (d) the automatic termination of a trust, discretionary account, or similar arrangement; provided, however, that if the acquisition of an option, warrant, right, convertible security, or power

described in (a), (b) or (c) is for the purpose of maintaining or obtaining control over the issuer of the shares, the holder of the option, warrant, right, convertible security, or power shall, immediately upon such acquisition, be deemed a "beneficial owner" of the underlying shares.

The possession of the legal power to vote and/or direct the disposition of securities, absent unusual circumstances, is sufficient to confer beneficial ownership whether or not the person with the power is also the record owner. As examples, a trustee who, pursuant to the terms of the trust agreement, has or shares voting and/or investment power with respect to particular securities and a person who has or shares voting or investment power with respect to securities held of record by another person (i.e., his spouse, children, or relatives) will be deemed "beneficial owners" of such securities.

## **Executive Officer**

The term "executive officer" of any person means its president, any vice president in charge of a principal business unit, division, or function (such as sales, administration or finance) and any other person who performs similar policy-making functions. Executive officers of a subsidiary may be deemed to be executive officers of the Company if they perform Company-wide policy making functions.

## Family Member or Immediate Family

The term "family member" means a person's spouse, parents, children, siblings, mothers and fathers-in-law, sons and daughters-in-law, brothers and sisters-in-law, and anyone (other than domestic employees) who shares such person's home.

Such relatives include (i) only those persons who are currently related to the primary reporting person (e.g., a person who is divorced from a director's daughter would no longer be a son-in-law whose transactions must be reported) and (ii) only those persons who are related by blood or step relationship to the primary reporting person or his spouse (e.g., the sister of a director's spouse is considered a sister-in-law but the sister's husband is not considered a brother-in-law).

## Government of Iran

The term "Government of Iran" means the state and government of Iran and all political subdivisions, agencies and instrumentalities thereof; entities owned or controlled, directly or indirectly, by the foregoing; **persons**\* acting or purporting to act, directly or indirectly, for or on behalf of any of the foregoing; and any other **person**\* determined by OFAC to fall within the definition of "Government of Iran." Entities organized under the laws of Iran, individuals ordinarily resident in Iran, individuals and entities actually in Iran and non-Iranian entities owned or controlled by any of the foregoing fall within the definition of "Government of Iran."

# <u>Group</u>

The term "group" means two or more **persons**\* acting as a partnership, limited partnership or syndicate, or who or which have otherwise agreed to act together, for the purpose of acquiring, holding, voting or disposing of securities.

## <u>Person</u>

The term "person" means an individual, a corporation, a partnership, an association, a joint stock company, a business trust or an unincorporated organization.

## Plan

The term "plan" includes, but is not limited to, any plan, contract, authorization or arrangement, whether or not set forth in any formal documents, pursuant to which the following may be received: cash, membership units, restricted membership units, phantom membership units, membership unit appreciation rights, warrants, convertible securities, performance units and performance shares, and similar instruments. A plan may be applicable to one person.

# FINANCIAL EXPERT ADDENDUM

	cial Expert. To assess whether you may be considered a "financial expert" Act please indicate whether you satisfy the following criteria:
(i)	As a general matter, do you have, through education and experience as a public accountant or auditor or a principal financial officer, comptroller, or principal accounting officer of an issuer, or from a position involving the performance of similar functions, an understanding of generally accepted accounting principles (GAAP) and financial statements of comparable companies?
	☐ No, or
	☐ If yes, please describe.
Dates	Description of Experience
(ii)	Do you have experience with the general application of such principles in connection with the accounting for estimates, accruals and reserves?
	☐ No, or
	☐ If yes, please describe.
Dates	Description of Experience
(iii)	Do you have experience preparing, auditing, analyzing or evaluating financial statements that present a breadth and level of complexity of accounting issues that are generally comparable to the breadth and complexity of issues that can reasonably be expected to be raised by the Company's financial statements, or experience actively supervising one or more <b>persons</b> * engaged in such activities?
	☐ No, or
	If yes, please describe.
Dates	Description of Experience

(iv)	Do you have experience with internal controls and financial reporting and accounting procedures and an understanding of audit committee functions?	
		No, or
		If yes, please describe.
Dates		Description of Experience
(v)	followi	ou acquire your financial expertise through one or more of the ing experiences outside of and/or prior to serving on the Company's committee:
	(A)	through experience as a principal financial offer, principal accounting officer, controller, public accountant or auditor or experience in one or more positions that involve the performance of similar functions?
		☐ No, or
		☐ If yes, please describe.
Dates		Description of Experience
	(B)	by actively supervising a principal financial officer, principal accounting officer, controller, public accountant, auditor or person performing similar functions?
		☐ No, or
		☐ If yes, please describe.
Dates		Description of Experience
	(C)	by overseeing or assessing the performance of companies or public accountants with respect to the preparation, auditing or evaluation of financial statements?
		☐ No, or
		☐ If yes, please describe.

Dates	Description of Experience
	(D) through other relevant experience that you believe is equivalent to the experience listed in (i)-(iv) above?
	☐ No, or
	If yes, please describe.
Dates	Description of Experience

(b)

# **RELATED PARTIES Addendum**

Other	Other Related Party Information.		
(i)	Other than the transactions, if any, disclosed in response to Question 7(a), since the first day of the Company's most recently completed fiscal year, [insert first day of most recently completed fiscal year], have you or, to your knowledge, has any member of your immediate family or any entity that you may control or exercise significant influence over to the extent that the entity might be prevented from fully pursuing its own separate interests entered into any material transaction with the Company or its subsidiaries?		
	refers to stockho manag signific	For purposes of this Question 7(f) only, "immediate family" refers to family members who might control or influence a significant stockholder of the Company (i.e., more than 10%) or a member of management, or who might be controlled or influenced by a significant stockholder or a member of management, because of the family relationship.	
		No such transaction, or	
		If yes, please describe.	
Parties		Description of Transaction	

For more information, please contact your usual Ropes & Gray attorney or reach out to a member of our capital markets team below.

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