



Peter Hans &lt;peter@hvst.com&gt;

**Renren/Harvest update**

6 messages

**Peter Hans** <peter@hvst.com>

Fri, Dec 12, 2014 at 3:06 PM

To: "J. Kyle Bass" &lt;k@haymancapital.com&gt;, Brandon Osmon &lt;bo@haymancapital.com&gt;

Bcc: emailtosalesforce@11k4w308d22fq2gecwknv6303nujbu276j1z8bo11gzxgdepl.i-duxneaq.il.le.salesforce.com, peter@hvst.com

Kyle - Brandon and I spoke earlier today, and I wanted to provide some updates on my dialogue with Joe and James from Renren.

- **Late October/Early November** - The VP of Renren's US arm reached out to me for an initial due diligence call. We had a great conversation and he asked me to follow-up with an email outlining our company and business model so that he could forward it onto Joe and James. James responded to my email asking if I could meet him the following week in CA.
- **November 17** - Feeling that this could result in a meaningful opportunity, I prepared an investor deck and flew to CA to meet with Joe, James, and the US VP. Joe and James understood our business model immediately, and we all saw significant synergies across Harvest and their expertise in software development, mobile etc. Our hour meeting turned into 90+ minutes.
- **November 18 - Thanksgiving** - Joe, James, and I have exchanged multiple emails since the meeting. I have provided them with updates on our growth and progress, including revenue ramp, client acquisition, and our growing backlog. They have asked further diligence questions and provided some constructive feedback on the technical aspects of Harvest.
- **Thanksgiving - Present** - Joe emailed me requesting a conference call, which is scheduled for next week. Last week he asked me to provide him with further thoughts on use of proceeds and product improvement goals. Last night I forwarded him a detailed plan outlining my 36-month growth strategy, as well as our product roadmap, including improvements that we have planned for the existing product.

Brandon and I initially spoke ahead of the November 17th meeting. I was gathering as much information as possible in order to best prepare myself for what I felt could be a meeting of significant importance. In addition to speaking with Brandon, and conducting my own research, I have sought constant input from others who have various relationships with Joe, James, and Renren.

I wanted to make sure that I provided you and Brandon with an update given your friendship with Joe and James. Please let me know if you have any questions for me.

Best,  
Peter



Peter Hans, Co-Founder &amp; CEO

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**Peter Hans** <peter@hvst.com>  
To: Jeff Dorman <jdorman@hvst.com>, Mike Perrone <mike@hvst.com>

Mon, Dec 15, 2014 at 10:00 AM

Keeping Hayman up...

Brandon appreciated it because I always go through him first so he isn't caught off guard by Kyle, but at the same time i want to keep Kyle up. So I basically just call and email Brandon 3-4 times per week and then he asks me if I want to just reach out to KB myself. He followed up saying this was perfect.

I didn't want to put the full plan in their hands until I know more, and ideally I will just go to Dallas and sit down with him and Highland to discuss further.



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Begin forwarded message:

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**Peter Hans** <peter@hvst.com> Tue, Dec 30, 2014 at 3:38 PM  
To: "J. Kyle Bass" <k@haymancapital.com>, Brandon Osmon <bo@haymancapital.com>  
Bcc: emailtosalesforce@11k4w308d22fq2gecwknv6303nujbu276j1z8bo11gzxgdepl.i-duxneaq.il.le.salesforce.com

Brandon/Kyle -

I just wanted to provide you both with some quick updates. I had a call with Joe and James the week before before Christmas, which I referenced in the below email. The call went well, Joe had a couple of follow-ups, one of which was valuation, and we are in the process of setting up another call as well as an in-person meeting for Jan. I see huge benefit and synergies to adding Renren as an investor in Harvest and I am putting everything I have into this opportunity.

Kyle, when you have 5 minutes I'd also like to run something by you as it pertains to the cap table and a thought I had. Just let me know when you have a few minutes as I think this could be of interest to you.

I will also have an email out to existing investors shortly, but long story short, we started monetizing the platform in November, clients and sales were up considerably in December, and we have a large backlog of clients in the