

PRE-TOURNAMENT PRESS CONFERENCE
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ERIK VAN ROOYEN, Defending Champion

JOE MAZZEO: We'll begin with our title sponsor and a few words from you, Matt, if you would, please.

MATT HORNER: Thanks, Joe. Thanks, everyone. It's great to be back here at Diamante and Los Cabos. It's a special week for us. We are entertaining over 650 of our customers, partners, employees who come down to this area and enjoy the week not only to be entertained by the professionals, but also have a chance to learn and innovate with World Wide Technology and our leadership team.

We have various sessions throughout the week and we have plenty of opportunities to socialize and network throughout the evenings.

We're excited to be back here and we're very excited to see a little bit of magic again like we saw from Mr. van Rooyen last year. Thanks for having us back.

JOE MAZZEO: Thank you, Matt.

Mike, if you would, on behalf of Diamante.

MICHAEL ABBOTT: Sure. Good afternoon. Certainly on behalf of Ken Jowdy and all of Diamante, it's a pleasure to have everybody back here as we try to play host to these great companies and particularly World Wide Technology and as we work with our partnership with Wasserman and the PGA TOUR to put on what we think is the best golf tournament on all the PGA TOUR. It's all of the PGA TOUR.

We think we have the greatest hospitality, we think we have a great venue. Certainly the customers that come here, it's just an honor to have everybody here. And then you combine that with the way the golf course looks and the condition we have it in and then the great magic of these great PGA TOUR players.

Erik, welcome back as defending champ, way to go.

I would just like to say that I just got done with World Wide Technology's support for our First Tee program. We just had 100 folks playing our short am at the Oasis course and I'll tell you there's some magic coming with some kids playing golf in Mexico and it's certainly great to



be a part of it all. From Diamante's standpoint, we're just thrilled to be a good host, so thanks.

JOE MAZZEO: Mike, thank you very much.

Ken, please.

KEN TACKETT: Thank you, Joe.

It is great to be back here in Mexico here at Cabo. Kudos to Ken Jowdy, Mike Abbott and the team here. Year two of being here at the El Cardonal course at Diamante. The golf course is really shaping up to test the best players in the world. You're going to see I think the green speeds and the conditions throughout, even with the wind we expect on Thursday, it's really going to be a showcase. One of the best golf courses we do play on the PGA TOUR, it's nice to hear that. It is a true partnership that we have with World Wide Technology and Wasserman and here at Diamante.

(Technical difficulties.)

ERIK VAN ROOYEN: (in progress) play the front nine this afternoon. It's in fantastic shape. Looking forward to this week.

Like Ken said, it should be a bit more windy than it was last year, so I think it will be a different test. Last year we didn't quite have the wind that I think this course needs to really show its teeth. I think if the wind can be here, it will definitely test, like you said, the best players in the world.

So really, really happy to be back, privileged to be the defending champion and looking forward to a good week.

JOE MAZZEO: Thank you, Erik.

Just sharing how the year one to year two of the event thanks to World Wide's leadership and everything that Diamante has done to the venue, the event has seen significant growth in improvements and we've seen that from the community, of the golf community in Los Cabos.

Q. To Mr. Matt Horner, of course we know the focus this week is golf, but what can you tell us about what's happening in business right now in business philanthropy on behalf of World Wide Technology because we know that's important also.

MATT HORNER: Yeah, thanks for asking. It's absolutely a critical component of how we mobilize the tournament. Again, starting things off is just really taking care of our customers, creating an exceptional experience for them and being able to showcase Los Cabos in hopefully its greatest kind of perspective. I think it will draw more people to come down.



But from a community aspect, as Mike alluded, we had a great morning with The First Tee students and it's just great to see them and their manners and wanting to enjoy the game and playing with professionals.

So wherever we are around the globe, we make sure that we try to uplift the community and do more for others since we've been so fortunate as a business. Just obviously is something that we feel a high sense of responsibility to give back to the communities that we operate our business and this is now part of our business in Los Cabos. So we're really happy to be here and we appreciate everybody's support.

Q. Matt, I know World Wide Technology likes how this is more than just a golf tournament. What do you mean by that and why is that important?

MATT HORNER: Well, the PGA TOUR and why we selected them as a partner when there's plenty of different options in sporting and other events, really their philosophy is not only to create a great opportunity for its professional players, but also to give back from a charitable cause perspective.

Literally billions of dollars have been given back through the PGA TOUR and how it operates and that is very much in alignment with our core values. We see that teamwork coming together in just how we've been able to bring a PGA TOUR event here to Los Cabos, which it wasn't just a couple of years ago. So we like the idea that they're willing to innovate and be flexible with us and create a whole new experience. Being partners with Diamante has been excellent and introduced us to The First Tee program, which is absolutely highly successful. And then you again have really the top technology partners that are our partners coming down to experience Los Cabos, the tournament and our business sessions.

All of that is kind of an ecosystem of goodness happening and we think it creates a contagious effect of, one, wanting to come to Los Cabos of all those who have been exposed, and number two, just kind of spreading goodwill much more broadly than maybe we do it individually and as a tournament.

Q. Erik, what is it like for you to go to a tournament as a defending champion in a tournament? Is that a different mentality for you? How do you approach this week?

ERIK VAN ROOYEN: Great question. It's actually the first time I'm able to defend of the tournaments that I've won as a professional. It's the first time I've experienced this.

Yeah, I think it comes with a sense of responsibility. I've got a partner with World Wide Technology as well, I'm an ambassador to them, so coming back where last year I wasn't is a privilege. At the same time from a golf perspective, hoping to showcase the same skills I did last year. Last year I was in a different position, I was on the cusp of keeping my Tour card. I was 125th coming into this week and everything that happened with my friend Jon on the Wednesday of the tournament affected the way I sort of approached the event.



Now this year I'm in a bit of a different boat, a lot more comfortable I guess with where I'm at on the FedExCup. I think I'd love to sneak into the spots 51 to 60. This is going to be my last tournament on the PGA TOUR this season, so yeah, if I can defend this title, I think that would be a nice cherry on the top of the cake.

Q. (No microphone.)

ERIK VAN ROOYEN: Yeah, I think that comes with winning, right? A lot more confidence. I think I've had a great season on the Tour, certainly the most consistent season I've had since I started playing on the PGA TOUR.

But then again, I don't think you necessarily need confidence to win tournaments. I wasn't that confident last year and I ended up winning.

Yeah, if I can execute the way I know I can, I'll definitely throw my name in the hat on Sunday.

Q. Erik, when you look at that picture of yourself back there, what do you think?

ERIK VAN ROOYEN: It's pretty scary, man. Yeah, that's a lot of emotion in a short space of time.

I think, you know, I pour my heart and soul into this sport like a lot of us do. Yeah, that win last year meant so much.

Q. What did you learn about yourself that day?

ERIK VAN ROOYEN: I think I learned that I'm never quite out of it. I was four back going into the back nine. I know for a fact my mom and dad went to sleep when that happened in South Africa. They didn't have faith.

Yeah, I think regardless of how many I'm back, I think I'm always within a shot, so that gives me a ton of confidence. I think.

I've spoken about Jon a lot, but another thing I learned was even though this game means so much to me, it doesn't really matter at the end of the day. So there's much bigger things in life and that's a lesson I've carried with me these last 12 months.

Q. Is there anything you or your friends are doing to keep Jon's spirit alive?

ERIK VAN ROOYEN: Yeah, great question. We started a scholarship in his name at the University of Minnesota. Jon and I both come from small towns even though completely different parts of the world. Humble. And going to Minnesota was probably one of the best decisions I've made even though it's not known as a golfing school.



So we started the scholarship in Jon's name to honor him, but also to be able to give someone an opportunity like I had, like he had to pursue golf and to study at a great university like that. So we started the scholarship to honor him.

Q. Erik, you were talking about the wind that is expected for this weekend, but what do you remember about the holes of the course and what aspects of the game you improved to try to defend your title?

ERIK VAN ROOYEN: Yeah, I think I've improved in almost every statistical category if you look at it. A huge focus of mine has been to improve my short game, specifically my chipping around the green, which has probably been the weakest part of my game. If I look at that, purely look at the numbers, I'm probably a better player than I was 12 months ago, but yeah, golf, it's a hard game, it's hard to win.

But looking at this course, I love the golf course. There's a lot of drivers off tees. I love hitting driver. The greens are quite big and quite slopey, so you need to be creative with your iron shots. You can use some of the slopes, you can use it to bank the balls off of or bring it back. I like being creative, so I think that plays into my advantage as well.

Again, last year there wasn't quite wind, so you had to putt well. It came down to putting. If we get a bit of wind, it might be a different story this week, but if not, I'm a great putter, so I think all in all the course sets up beautifully for me.

Q. Erik, I want to know how is your game today? How is your momentum? Is it in the right position and how many rounds do you play before this tournament to defend the championship?

ERIK VAN ROOYEN: On this golf course?

Q. No, in the last weeks.

ERIK VAN ROOYEN: Well, not that many. I was actually on vacation with my wife the past few days here in Cabo, so I didn't play that much golf. On the one hand, it was great because I was relaxed and we got to spend some time together without kids, but then again, I feel like I'm really prepared. I've had a good fall in the sense that I spent some time at home to rest, take care of my body, address a few things in my game that I want to improve. I mentioned my short game, I think I've made great strides with that. Even though I haven't played as much golf, I feel like I am prepared.

Q. (No microphone.) community of last year's tournament and what are they expecting about this year?

MICHAEL ABBOTT: I think people were pleasantly surprised when they got here last year when they walked the El Cardonal golf course, just how fun it was to actually watch some



really great golf.

And then you add in the fan experience that's been put together by the tournament and this year I think the people that come out are going to really enjoy it. It's doing something you haven't done before. There hadn't been a tournament here in a Cabo. There's a lot of talk about it in town, it's great to have a great walk around, and certainly the way the golf course lays out people find it very friendly to walk around and there might be a chance for a cerveza or two when you kind of walk around as well. And then the fan experience again this year is really fantastic.

Q. Erik, what has been the complicated part of El Cardonal for you?

ERIK VAN ROOYEN: The golf course? Yeah, the tricky parts of the course, well, there's a few. There's a few places, especially around the greens where you just can't miss. I think it's a second shot golf course. Driving, I think the fairways are quite generous. You know, Tiger designed the course and he always spoke about a course like Augusta National that's a second shot golf course as well, so it doesn't surprise me that he designed it this way out here.

There's a few spots where you just can't miss. Left of 15 comes to mind, left of 14 comes to mind. If you miss it on 7, on 8, it's going to be tricky up-and-downs. Yeah, iron play will be key and obviously a sharp short game.

Q. If I may, Ken, there's been a lot of talk and questions about wind and conditions and weather. Can you give us what you guys are seeing in terms of the expectations on weather and conditions this week?

KEN TACKETT: Yeah. So all in all, earlier this week we had some pretty significant winds. For the tournament rounds, Thursday we're going to see winds 10 to 15, gusts of 20, even up to the mid 20s.

We have certainly elements that we do in preparation each day on the golf course. We double cut the greens, we roll them in the morning and then we roll them in the evening. As we look and we get closer to tomorrow, we'll start making modifications or adjustments to handle the wind speeds that we might -- that we expect to see on Thursday.

And then the rest of the week, Friday, Saturday and Sunday, it kind of calms down and there will be some opportunity for some scoring. You'll see a bit of some different tees that we'll use on Thursday that we didn't get to use last time to really kind of put different clubs. As Erik said, it's a second shot golf course. Really want to make sure that they're using every club they can for those second shots.

JOE MAZZEO: To be clear, no chance of rain.

KEN TACKETT: It's Cabo, of course no chance of rain.



Q. This is for you, Erik. Considering your recent win of last year, what kind of legacy do you envision this tournament leaving in Los Cabos and specifically how do you think it would impact the visibility of this sport as well as the development of the sport, infrastructure in support for future generations of local golfers?

ERIK VAN ROOYEN: Do you mind repeating the first part of the question?

Q. The first part is what kind of legacy do you envision this tournament leaving in Los Cabos?

ERIK VAN ROOYEN: Yeah, I think it's such a great opportunity for World Wide Technology to come to a place like Cabo or even just Mexico. I love Mexico, I played some of my best golf here.

We spoke about how this tournament is more than just golf, all the things going on around in the evenings with the business opportunities, but then also World Wide Technology impacting communities around the area. I think if this tournament can leave a legacy of giving back to young players, The First Tee, encouraging people to play the game, I think that would be beautiful.

I was a small kid not too long ago and I know all the opportunities that I received to eventually be able to sit in this seat. To come to a place like this, give kids a chance to play, introduce them to the game, I think that's what it's all about.

JOE MAZZEO: Erik, Ken, Matt, Mike, thank you guys very much for being here not only in this press conference but all week. We truly value your partnership and your friendship and we're looking forward to not only a great week, but many, many more great years.

