

Jefferies Tech Trek 2023

SEPTEMBER 11 – 13, 2023

David Kempinski Hotel, Tel Aviv, Israel | #TechTrek

Jefferies Tech Trek 7.0 is a curated event with the singular focus of providing a platform for leading global investors to efficiently and effectively engage with the Israeli tech ecosystem. This intimate 3-day event brings together a select group of global institutional and private capital investors alongside Israel's top VCs to meet with The Scale Up Nation's most exciting and innovative private and public companies. You are invited to join us for insightful panels, fireside chats, 1:1 meetings and intimate networking events.

AGENDA

[DETAILED AGENDA ON PAGES 5 - 7](#)

MONDAY, SEPTEMBER 11, 2023

6:30PM – 9:00PM: Evening Welcome Reception

TUESDAY, SEPTEMBER 12, 2023

7:00AM – 8:00AM: Tel Aviv - Jaffa Seaside Run

8:00AM – 8:50AM: Breakfast

9:00AM – 12:45PM: Keynotes, Panels and Fireside Chats

12:45PM – 1:15PM: Lunch

1:15PM – 6:30PM: 1:1s and Small Group Meetings

6:30PM – 9:00PM: Beach Cocktail Party

WEDNESDAY, SEPTEMBER 13, 2023

7:00AM – 8:00AM: Tel Aviv - Jaffa Seaside Run

8:00AM – 8:50AM: Breakfast

9:00AM – 12:45PM: Keynotes, Panels and Fireside Chats

12:45PM – 1:15PM: Lunch

1:15PM – 6:30PM: 1:1s and Small Group Meetings

6:00PM – 9:00PM: Closing Cocktail Reception

THURSDAY, SEPTEMBER 14, 2023

8:00AM – 5:00PM: Optional Jerusalem Tour

JEFFERIES HOSTS

Rich Handler, CEO

INVESTMENT BANKING

Raphael Bejarano, Co-Head of Global IB

Andrea Lee, Co-Head of Global IB, Global Joint Head of FIG

Dominic Lester, EMEA Head of IB

Amit Agarwal, MD, Global TMT M&A

Dominic Aquilina, MD, Aerospace, Defense & Government

Daniel Avrutsky, MD, Software

Gunjeet Baweja, MD, Semiconductors & Electronics

Phil Berkowitz, Chairman of Global TMT

Simon Brown, MD, EMEA TMT M&A

Lawrence Chu, Vice Chairman

Cully Davis, Vice Chairman of ECM

Ashley Delp Walker, Global Head of Equity Syndicate

Luca Egidio, MD, EMEA Cloud Infrastructure & Services

Rob Freiman, MD, Payments

David Goldstein, Vice Chairman

Jason Greenberg, Global Co-Head of TMT

Kegan Greene, Head of Insurtech

Adarsh Gupta, MD, Marketing / CX Technology

Scott Henry, Senior Advisor to IB

Gaurav Kittur, Global Co-Head of Internet

Vagelis Kollintzas, EMEA Head of Fintech

Henry Kong, MD, Insurtech

Cameron Lester, Global Co-Head of TMT

Mike Long, Head of Tech Enabled Services

David Lubeck, MD, Global TMT M&A

John Metz, Senior Advisor to IB

Evan Osheroff, MD, Software

Tim Roepke, MD, Infrastructure Software

Nandan Shinkre, European Head of TMT IB

Justin Smolkin, MD, TMT, ECM

Vikram Sood, MD, Security Software

Arthur Stark, Senior Advisor to IB

Steve West, Global Head of Software

Alexander Yavorsky, Global Joint Head of Financial Institutions

ISRAEL COVERAGE

Natti Ginor, Head of Israel IB

Omer Geller, SVP, Israel IB

Yosef Angster, Associate, Israel IB

Shoshana Oster, Associate, Israel IB

Shani Amram, Analyst, Israel IB

Nadav Raziell, Analyst, Israel IB

Lior Shimonovich, Head of Israel Equity Sales

Nimrod Tevet, Associate, Israel Equity Sales

Yoash Zabary, Head of Israel Fixed Income

Noy Shidlovsky-Schorr, Israel Business Manager

EQUITIES

Peter Forlenza, Global Head of Equities

William Beavington, Global Tech Sector Specialist

Joseph Gallo, Sr. Enterprise & Security Software Analyst

John Hecht, FIG / Fintech Analyst

Yaron Kinar, Insurance / Insurtech Analyst

Hannes Leitner, Payments & Fintech Analyst

George Notter, Sr. Telco & Networking Equipment Analyst

Samad Samana, Sr. Software Analyst

Vedvati Shrotre, Sr. Semiconductor Analyst

Brent Thill, Sr. Internet & Software Analyst

Giles Thorne, Sr. European Internet Analyst

Andrew Uerkwitz, Interactive Entertainment Analyst

STRATEGY & CORPORATE

Shannon Murphy, Head of Strategic Content

Aniket Shah, Global Head of ESG Strategy

David Zervos, Chief Market Strategist

WEALTH MANAGEMENT

Bob Constant, MD, Private Wealth Management

#TechTrek

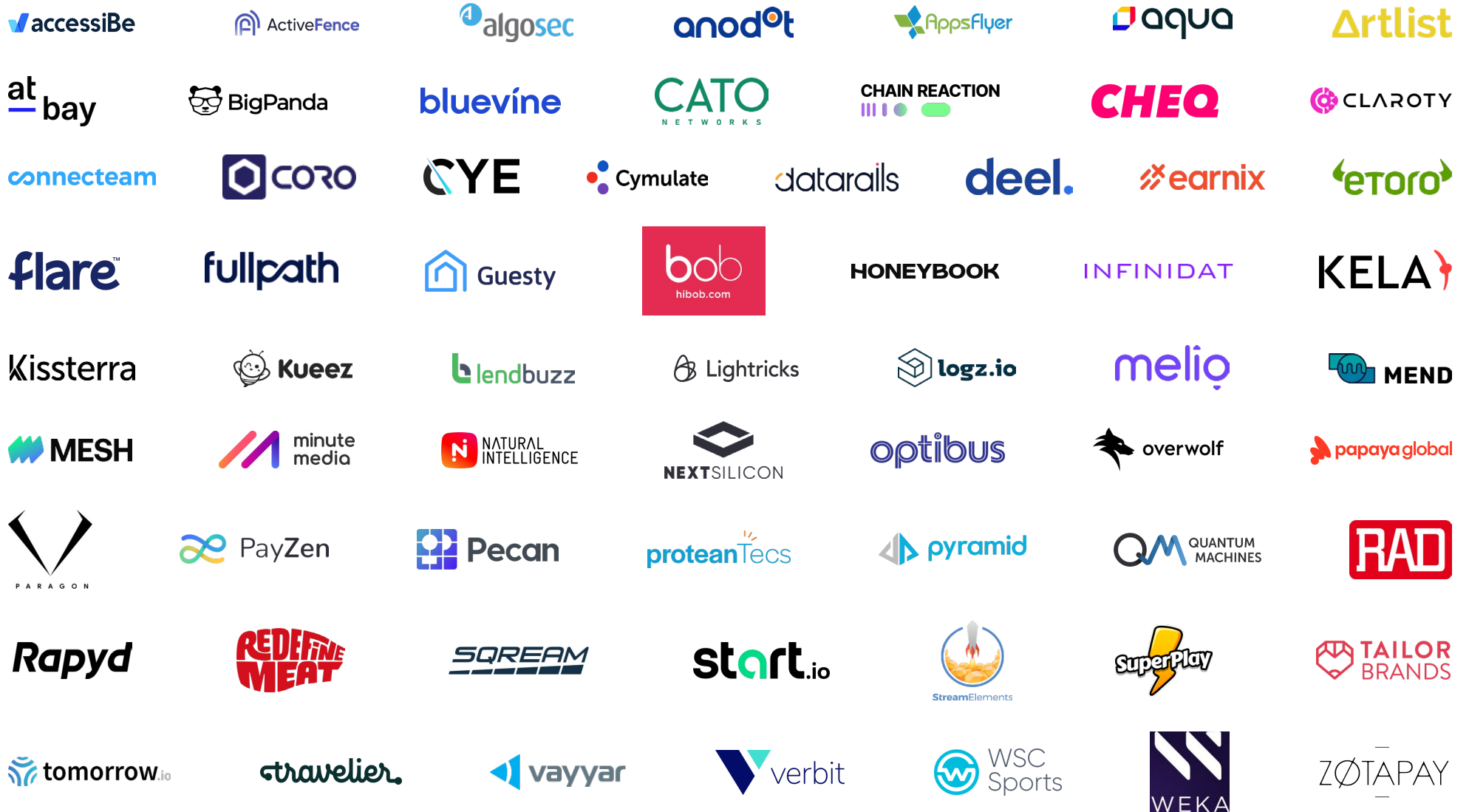
SELECT PARTICIPANTS

SELECT PUBLIC COMPANY PARTICIPANTS



SELECT PARTICIPANTS

SELECT PRIVATE COMPANY PARTICIPANTS



SELECT PARTICIPANTS

SELECT INVESTOR PARTICIPANTS



AGENDA

MC: Shannon Murphy (Head of Strategic Content, *Jefferies*)

Monday, September 11 **The David Kempinski Hotel, Lower Level**

5:00PM-9:00PM **Registration** – Hotel Entrance

6:30PM-9:00PM **Evening Welcome Reception** - David Kempinski Pool Lounge

Tuesday, September 12 **The David Kempinski Hotel, Lower Level**

7:00AM-8:00AM **Tel Aviv-Jaffa Seaside Run (Optional)** with a Guide (5km/3mi) – Meet in the hotel lobby near main entrance

8:00AM-8:50AM **Breakfast** – Grand Ballroom Foyer (Floor -2)

9:00AM-9:10AM **Welcome Remarks**

Raphael Bejarano, Natti Ginor, and Shannon Murphy, *Jefferies*

9:10AM-9:25AM **It Just Ain't That Bad: Macro Economic Outlook**

David Zervos (Chief Market Strategist, *Jefferies*)

9:25AM-9:40AM **Intro to the Israeli Tech Ecosystem**

Dror Bin (CEO, *Israel Innovation Authority*)

9:40AM-10:10AM **Keynote Discussion**

Isaac Herzog, President of the State of Israel with Rich Handler, CEO of *Jefferies*

10:10AM-10:35AM **Evaluating Opportunities in Today's Private Tech Market**

Karin Fronczke (Global Head of Private Equity, *Fidelity*) and Ashley Delp Walker (Global Head of Equity Syndicate, *Jefferies*)

10:35AM-11:00AM **Hacking the Future**

Gil Shwed (Founder & CEO, *Check Point*) and Joseph Gallo (Senior Enterprise & Security Software Analyst, *Jefferies*)

11:00AM-11:20AM **Tokio Marine Group's Global Digital Transformation**

Masashi Namatame (Chief Digital Officer, *Tokio Marine*)

11:20AM-11:50AM **Mission Critical: Innovation Driven by Necessity**

Amikam Norkin (Former Commander of the Israeli Air Force) and Bezahel "Butzi" Machlis (President & CEO, *Elbit Systems*), moderated by Dominic Aquilina (Managing Director, Aerospace, Defense & Government, *Jefferies*)

11:50AM-12:15PM **An Entrepreneur's Perspective on Climate Investing**

Lance Ugglá (Global Head of Climate & Sustainability Investing, *General Atlantic*) and Aniket Shah (Managing Director, Global Head of Environmental, Social & Governance (ESG) & Sustainable Finance Strategy, *Jefferies*)

12:15PM-12:45PM **Motorola Solutions: Redefining Public Safety and Video Surveillance**

Jason Winkler (Executive Vice President & CFO, *Motorola Solutions*) and George Notter (Senior Telecom & Networking Equipment Analyst, *Jefferies*)

12:45PM-1:15PM **Lunch** – Lobby Restaurant

1:15PM-6:30PM **1:1s and Small Group Meetings**

6:30PM-9:00PM **Beach Cocktail Party** – Loullie (Hayarkon St. 121) Guest DJ OR:ON

AGENDA

Wednesday, September 13

The David Kempinski Hotel, Lower Level

7:00AM-8:00AM	Tel Aviv-Jaffa Seaside Run (Optional) with a Guide (5km/3mi) – Meet in the hotel lobby near main entrance
8:00AM-8:50AM	Breakfast – Grand Ballroom Foyer (Floor -2)
9:00AM-9:35AM	Growth Investing: Navigating Opportunity and Risk as the Economy Turns Carolina Brochado (Deputy Head of Growth Advisory Team, <i>EQT</i>), Darren Cohen (Co-Head and CIO, <i>GS Growth</i>), and Brett Rochkind (Managing Partner, <i>SoftBank</i>), moderated by Raphael Bejarano (Co-Head of Global Investment Banking, <i>Jefferies</i>)
9:35AM-9:55AM	AT&T: New Strategy For Venture & Growth Bob Lagrone (Head of M&A & Head of AT&T Ventures, <i>AT&T</i>) and Lawrence Chu (Vice Chairman, <i>Jefferies</i>)
9:55AM-10:20AM	Rapydly Revolutionizing Global Payments Arik Shtilman (Founder & CEO, <i>Rapyd</i>), Shmuel Chafets (Executive Chairman & Founder, <i>Target Global</i>), and David Goldstein (Vice Chairman, <i>Jefferies</i>)
10:20AM-10:55AM	Venture Lending Discussion Josh Black (Partner & Global Head of Fintech & Growth Credit, <i>Apollo Global Management</i>), Steven Kuo (Senior Managing Director & Technology Group Head, <i>Hercules Growth Capital</i>), Jordan Steinberg (Head of Technology, <i>SMBC</i>), and Ido Vigdor (General Partner, <i>Viola Credit</i>), moderated by Andrea Lee (Co-Head of Global IB, Global Joint Head of FIG, <i>Jefferies</i>)
10:55AM-11:25AM	Global Talent: Israeli Companies Revolutionizing HCM Philippe Bouaziz (Co-Founder & CFO, <i>Deel</i>), Lucas Swisher (Co-COO of Growth & General Partner, <i>Coatue</i>), and Ronni Zehavi (Co-Founder & CEO, <i>HiBob</i>), moderated by Daniel Avrutsky (Managing Director, Software Investment Banking, <i>Jefferies</i>)
11:25AM-11:45AM	Empowering Workflows: Chaos to Collaboration Eran Zinman (Co-Founder & Co-CEO, <i>monday.com</i>), Eliran Glazer (CFO, <i>monday.com</i>) and Brent Thill (Senior Internet & Software Analyst, <i>Jefferies</i>)
11:45AM-12:10PM	The Magic of Mellanox: AI and the Creation of a Trillion Dollar Company Eyal Waldman (Co-Founder, President & CEO, <i>Mellanox</i>) and Tal Barnoach (General Partner, <i>Disruptive AI</i>)
12:10PM-12:45PM	The Secondary Market is of Primary Importance Roy Baumann (Managing Director, Private Equity, <i>Partners Group</i>), Leyla Holterud (Managing Director, <i>StepStone</i>), and Yonatan Puterman (Partner, <i>Coller Capital</i>), moderated by Frank Schwahn, Jr. (SVP, Private Capital Advisory, <i>Jefferies</i>)
12:45PM-1:15PM	Lunch – Lobby Restaurant
1:15PM-6:30PM	1:1s and Small Group Meetings
6:00PM-9:00PM	Closing Cocktail Reception Lobby Restaurant Terrace

AGENDA

Thursday, September 14

Optional Guided Jerusalem Tour for Global Investors

8:00AM

Bus Departs from David Kempinski Hotel

Mount of Olives

Tour of the Jewish Quarter

View of the Western Wall and the Temple Mount – Roof of the Aish HaTorah Yeshiva

Hall of Notes – Western Wall

Free Time at the Western Wall

Tour of the Western Wall Tunnels

Walk around the Arab Market

Lunch – Kosher Israeli Food

Tour of Via Dolorosa and the Church of the Holy Sepulchre

5:00PM

Arrive at the David Kempinski Hotel



Isaac Herzog, President of the State of Israel

Isaac Herzog is the 11th President of the State of Israel.

Isaac Herzog was born in Tel Aviv in 1960, the son of Israel's sixth president, Chaim Herzog, and Aura Herzog (née Ambache), the founder of the Council for a Beautiful Israel. His paternal grandfather was Israel's first chief rabbi, Rabbi Yitzhak Isaac HaLevi Herzog. Herzog spent his adolescent years in New York when his father served as Israel's ambassador to the United Nations, and he later served as an officer in the Israel Defense Forces' elite 8200 Unit, concluding his service at the rank of major. After graduating from Tel Aviv University, Herzog was admitted to the Israeli Bar Association and worked as a senior partner in one of Israel's leading law firms.

Before his election in July 2021 as the 11th President of Israel, Herzog served for fifteen years in the Knesset, the Israeli parliament, during which he held several ministerial and parliamentary posts, including Leader of the Opposition.

After serving as Government Secretary under Prime Minister Ehud Barak (1999-2001), Herzog was elected to the 16th Knesset in 2003 on the Labor Party slate and entered the Government as the Minister of Construction and Housing in 2005. He was re-elected to the 17th Knesset in 2006 and served as Minister of Tourism and later Minister of Diaspora, Society, and the Fight Against Antisemitism in addition to Minister of Welfare and Social Services, a position that he retained when he was re-elected to the 18th Knesset in 2009, until Labor left the coalition in 2011.

During the 19th Knesset, in 2013, Herzog was elected Chairman of the Israeli Labor Party, becoming the Leader of the Opposition. Two years later, he led the alliance between Labor and HaTnuah to form Israel's largest center-left political party, the Zionist Union, making him a leading candidate for prime minister during the 2015 elections. He served as Leader of the Opposition in the 20th Knesset until 2018.

In June 2018, Herzog was elected Chairman of the Executive of the Jewish Agency for Israel (JAFI), the historic organization that laid the foundations of the State of Israel, and the largest Jewish non-profit in the world. In this capacity, he led the process of restructuring the organization, which reinvigorated it, reaffirmed its prominence within world Jewry, and solidified the Jewish Agency's status as a bridge between Jewish communities worldwide and the State of Israel.

Isaac Herzog was sworn in as the 11th President of the State of Israel on 7 July 2021, succeeding President Reuven Rivlin, following an overwhelming and historic majority vote in the Knesset. In his inaugural speech, he pledged to be a "president for all" and to embark on a "journey between the fault lines of Israeli society" in an effort to unite Israel's diverse communities and encourage civil political discourse. Since entering the presidency, Herzog has visited dozens of diverse communities from all religious and ethnic backgrounds around Israel, in a bid to foster national unity.

As president, Isaac Herzog has taken on a prominent role in Israel's international diplomacy, maintaining a close relationship with global leaders. In this context, he has conducted a number of major international engagements, including historic visits to Turkey, the United Arab Emirates, and Jordan, and a keynote speech at the World Economic Forum in Davos. Herzog has named the battle against climate change as one of his priorities as president, and in his "Renewable Middle East" speech, he spelled out his vision for regional cooperation against the climate emergency, with an emphasis on the export of clean energy. Herzog also established the Israeli Climate Forum, under the auspices of his office, to bring together private and public sector actors to define concrete proposals for Israel to take a lead on environmental policies.

President Herzog is married to Michal, also a lawyer by profession with many years' experience in the world of philanthropy, and they have three sons.

SPEAKER BIOGRAPHIES



Dominic Aquilina, *Managing Director, Aerospace, Defense, and Government, Jefferies*

Dom Aquilina is a Managing Director in Jefferies' Aerospace, Defense & Government ("ADG") group. Dom has spent over 15 years advising and raising capital for companies in the defense and government solutions sectors, with a focus on the U.S., Europe and Israel. Dom joined Jefferies in 2018. Previously, he was at Wells Fargo Securities and DC Advisory. Dom holds a MS and BS in Finance from the University of Florida.



Daniel Avrutsky, *Managing Director, Software Investment Banking, Jefferies*

Daniel Avrutsky has over 20 years of experience in technology investment banking. Prior to Jefferies, Daniel ran software investment banking at GCA and Parella Weinberg Partners. Additionally, Daniel was a member of the software practice at Warburg Pincus. Daniel holds an MBA from the Stanford Graduate School of Business and a BA in mathematics and economics from Duke University.



Tal Barnoach, *General Partner, Disruptive AI*

Tal Barnoach is a General Partner at Disruptive AI. As a repeated founder and experienced investor, Tal provides guidance and mentoring to the portfolio founders and is involved as a board member or investor in portfolio companies. In his previous role, Tal was the Co-Founder and General Partner of Disruptive VC and Disruptive Opportunity Fund. Tal's has invested in Qumranet (Acq. Redhat), Crossrider (Acq. The Market), ironSource, Beamr, Idomoo, Anodot, Tailor Brands, Bit, Qwilt. Founded and Lead S.E.A. (public in 1996), Orca Interactive (Acq. France Telecom, 2008), Belnsync (Acq. by Phoenix Tech, 2008) and Dotomi (Acq. ValueClick, 2011).



Roy Baumann, *Managing Director, Private Equity, Partners Group*

Roy Baumann is part of the Private Equity business department, based in Zug. Roy is a member of the Private Equity Partnership Investment Committee and serves as a member of the Board of Directors of the firm's portfolio company Amann GIRRbach AG. He has been with Partners Group since 2004 and has 19 years of industry experience. Prior to joining Partners Group, he held positions in M&A at Morgan Stanley, economic research at UBS Warburg, in audit at KPMG and finance at Procter & Gamble. He holds a master's degree in economics and finance and a CEMS master's in international management from the University of St. Gallen (HSG), Switzerland.

SPEAKER BIOGRAPHIES



Raphael Bejarano, Co-Head of Global Investment Banking, Jefferies

Raphael Bejarano is Jefferies' Co-Head of Global Investment Banking. Previously, Raphael jointly led Jefferies' European Investment Bank and served as Jefferies' Global Head of Strategic Development, as well as leading Jefferies Merchant Banking's investments in the financial services and technology sectors. He joined Jefferies in 2006. Raphael serves on the boards of M Science and Visible Alpha. He received an MA from Fitzwilliam College, Cambridge University, where he graduated with first class honors. Raphael has led transactions including: ironSource's \$17 billion merger with Unity Software, the defense of ironSource from AppLovin's proposed hostile takeover of Unity, ironSource's \$11 billion SPAC merger with Thoma Bravo Advantage, CVC's \$400 MM minority investment in ironSource, Codemasters \$1.3 billion sale to Electronic Arts, over \$1.5 billion of equity raises for SDCL Energy Efficiency Income Trust, Baupost's \$200 MM minority investment in Outbrain, the IPOs of Outbrain, SimilarWeb, Nayax, and monday.com, the \$11 billion merger of Jefferies and Leucadia National Corp., the Jefferies led \$400 MM consortium investment in Knight Capital Group (sold to Virtu Financial), and Jefferies' investments in: Second Measure (sold to Bloomberg), DV01 (sold to Fitch Group), LoanCore Capital Markets (sold to CPPIB), JetSmarter (sold to VistaJet), M Science and Visible Alpha. Raphael is a director of the New York Philharmonic and was formerly a director of Minds Matter of New York City.



Dror Bin, CEO, Israel Innovation Authority

Dror Bin is the CEO of the Israel Innovation Authority, an independent government agency that operates to nurture and develop the Israeli innovation ecosystem, while enabling progressive governmental policy, creating vital infrastructures and making direct investments in the industry. Prior to his role at the Innovation Authority, Dror Bin has served since 2012 President and CEO of RAD, a leading global telecom network solutions company, headquartered in Tel Aviv, with a manufacturing center in Jerusalem and R&D center in Beer Sheva as well as dozens of corporate branches around the world. Mr. Bin also served close to a decade in a series of positions at Comverse, the latest being a member of the management team and R&D EVP and member of the management team and Global Sales EVP. Previously, Mr. Bin served as a venture partner at Viola Ventures, and prior to that, Mr. Bin served as a partner at Shaldor, a leading top management consulting firm, where he led the development and implementation of business and marketing strategies for organizations in various sectors such as high-tech, industry, commerce, services and more. Mr. Bin holds two Bachelor degrees from the Technion – Israel Institute of Technology: a BSC in information systems engineering and another BSC in industrial engineering, he also holds an MBA (marketing and financing) from the Tel Aviv University.



Josh Black, Partner & Global Head of Fintech & Growth Credit, Apollo Global Management

Mr. Black is a Partner at Apollo and the Global Head of Fintech & Growth Credit, having joined the firm in 2011. Mr. Black focuses on linking Apollo's origination, trading, and insurance platforms to acquisitions and partnerships with leading technologies companies and entrepreneurs. Recent transactions include Cadma, Brex, Victory Park, Motive Partners, and Liquidity Capital. Prior to joining Apollo, Mr. Black was a member of the Leveraged Finance Product Group at Goldman Sachs & Co., having worked previously in the Financial Institutions Industry Group. Mr. Black currently sits on the board of Aspen Insurance, Liquidity Capital, Huddle House, Volotea, Somerset Partners, Augustus Specialty, Pacific Quick Serve, and ESW. Mr. Black also sits on the boards of MOMA PS1, & The Juilliard School. Mr. Black graduated cum laude from Princeton University with a B.A. in Religion.

SPEAKER BIOGRAPHIES



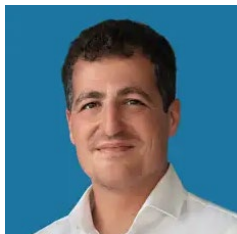
Philippe Bouaziz, Co-Founder & CFO, Deel

Philippe Bouaziz is co-founder and CFO of Deel, where he is responsible for managing the company's corporate strategy, including finance, M&A, legal, and compliance. Founded in 2019, Deel's all-in-one HR platform helps companies simplify every aspect of managing an international workforce, from culture and onboarding to local payroll and compliance. In four years, the company has grown to 2000+ team members worldwide in over 100 different countries and raised over \$600 million in funding. It has 15,000-plus customers, including Shopify, Nike, and Cloudflare. Prior to Deel, Philippe founded ProdWare Group and is currently Chairman. Listed on Euronext, ProdWare Group is a leading IT powerhouse, helping over 18,000 customers in EMEA with their business software and digital transformation. There he completed over 45 acquisitions and remains Chairman of the Board. Philippe is also Chairman of VC firm Sarona Partners, the largest growth ecosystem for global and Israeli high-tech companies. He is a startup enthusiast with 150+ investments in startups.



Carolina Brochado, Deputy Head of Growth Advisory Team, EQT

Carolina joined EQT Partners in June 2020, based in London, where she is Deputy Head of the EQT Growth Advisory team, supporting technology companies and management teams at the scale-up stage. Carolina sits on the Boards of Vinted, ManyPets and Mambu, having led all three investments for EQT Growth. Prior to EQT, Carolina was a Partner at Softbank Vision Fund, where she invested in Growth stage companies globally, and prior to that, Carolina invested at Series A and B as a Partner at Atomico. Some of her prior investments include Gympass, Behavox, Hinge Health, Rekki, Ontruck, Memphis Meats and Farmdrop. Previously, Carolina has worked as Head of Ops to a now defunct gifting e-commerce start-up, as an investor at Chicago-based private equity firm Madison Dearborn Partners and within Consumer/Retail Investment Banking at Merrill Lynch in New York. Carolina has a Bachelor of Science degree in Foreign Service from Georgetown University and an MBA from Columbia Business School. She is originally from Brazil.



Shmuel Chafets, Executive Chairman & Founder, Target Global

Shmuel Chafets is founder and Chairman of Target Global where he oversees the early-stage practice, co-founding projects and strategic development of the firm. He is also the CEO of Target Global Acquisition Corp I, a NASDAQ listed SPAC. Throughout his 15-year career as an investor, Shmuel has invested in over 50 companies across SaaS, B2C and Fintech. His investments at Target Global include Auto1 (AG1), McMakler, TravelPerk, Patient21, Fresha, MAYD, Voyantis, Cybellum (Sold to LG), Zooz (Sold to PayU) and others. He is also Chairman of The Vets, a home veterinary care business that he co-founded with Target Global. Prior to Target, Shmuel was a Partner at Berlin-based Hasso Plattner Ventures where he led the firm's investments in iZettle (sold to PayPal) and Hansoft (sold to Perforce). He began his career in venture as a Partner at Giza Venture capital and as Co-founder of GPV, a pioneer investor in the CEE region. Shmuel has also co-founded a company in the gaming sector (LocaLoco, sold to Say Media Group) and a cybersecurity venture called Securing SAM. Shmuel began his professional career as a strategic and media consultant working in the Israeli parliament and government.



Lawrence Chu, Vice Chairman, Jefferies

Lawrence S. Chu is Vice Chairman of Jefferies LLC. At Jefferies, Mr. Chu provides financial and strategic advice to large cap companies globally with special concentration on the communications, media and technology sectors. Mr. Chu has over 25 years of experience in this role and has advised on over \$600 billion of strategic transactions. Prior to Jefferies, Mr. Chu was Managing Director and Head of Large Cap TMT at Moelis & Company. Before Moelis, Mr. Chu served in President Obama's Administration and was appointed Special Adviser to the United States Federal Communications Commission (FCC) by Chairman Wheeler. At the FCC, Mr. Chu helped lead the Broadcast Incentive Auction and redesign the Designated Entity bidding rules. Before the FCC, Mr. Chu was a Partner and Managing Director at Greenhill & Co. and Evercore Partners. Mr. Chu has been recognized as a Top 30 Comms M&A Dealmaker by TMT Finance. Mr. Chu serves on the Board of Directors of the Dallas Regional Chamber (DRC) and is a member of the Big 12 Conference's Advisory Board. Historically, Mr. Chu was President of the Board of Trustees and Governance Committee of The First Presbyterian Church in the City of New York, member of the Board of Trustees of Friends Academy in Locust Valley and member of the Board of The New York Metropolitan Opera. Mr. Chu lives in Dallas, TX with his wife, Emily, and their two daughters, Charlotte and Jacqueline.

SPEAKER BIOGRAPHIES



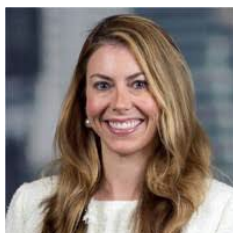
Darren Cohen, Co-Head and CIO, GS Growth

Darren is the Co-Head and CIO of the Goldman Sachs Growth Equity team, a position he has held since 2018. In this capacity, he manages a \$5.2bn global growth fund and oversees one of the largest dedicated growth equity platforms in the world focused on the Enterprise Software, Financial Technology, and Healthcare Technology sectors. Darren manages a talented, diverse team of over 80 investors and collaborates with world-class operating advisors to accelerate value creation across the portfolio. This platform, backed by unrivaled resources of the Goldman Sachs network, gives portfolio company CEOs the power to reach further at every stage of their growth journey. Darren is an accomplished technology investor with a 25+ year career spanning public and private global markets. His investment journey began with a strong foundation in fundamental research, honed during his tenure as a technology research analyst in Goldman Investment Research (2000-2004) and as a buy-side analyst at a global hedge fund (2004-2007). Darren then rejoined Goldman Sachs as a member of the Principal Strategic Investments (PSI) business. In that role, Darren led the firm's strategic investments in the Financial Technology sector and partnered with visionary founders to develop infrastructure platforms that transformed capital markets. Outside of work, Darren enjoys spending time with his family. He is also an avid sports enthusiast, who loves tennis, golf, skiing, and cycling. Darren actively supports philanthropic endeavors through his ongoing relationships with UJA and Emory University.



Ashley Delp Walker, Global Head of Equity Syndicate, Jefferies

Ashley Walker is a Managing Director in the Equity Capital Markets Group at Jefferies. She is the Global Head of Equity Syndicate and the Global Head of Equity Private Placements at Jefferies. Ashley is responsible for leading the firm's syndication process for both private and public equity offerings, including pre-IPO financings, IPOs, follow-ons, block trades and convertible offerings. During her tenure in ECM, Ashley has acted as a deal captain on over 500 bookrun equity transactions, raising over \$250 billion in proceeds for corporate clients across a wide range of industries and market caps. Ashley joined Jefferies after spending 14 years at Bank of America Merrill Lynch in Equity Capital Markets. Ashley received a B.A. in Economics from the University of Virginia.



Karin Fronczke, Global Head of Private Equity, Fidelity

Karin Fronczke is head of Global Private Equity Investments in the Equity division at Fidelity Investments. Fidelity Investments is a leading provider of investment management, retirement planning, portfolio guidance, brokerage, benefits outsourcing, and other financial products and services to institutions, financial intermediaries, and individuals. In this role, Ms. Fronczke leads the Private Equity Investments team and is responsible for investment sourcing, execution, and oversight for Fidelity Investments' private portfolio companies around the world. Prior to joining Fidelity, Ms. Fronczke was a managing director with J.P. Morgan in the firm's Equity Capital Markets division. She has over 16 years' experience with private and public companies across various sectors and regions, having spent time in New York, Boston, and Hong Kong. Ms. Fronczke earned her bachelor of science degree in business administration from Georgetown University and her master of business administration degree from The Wharton School of the University of Pennsylvania.



Joseph Gallo, Senior Enterprise & Security Software Analyst, Jefferies

Joe Gallo joined Jefferies in September of 2015 where he has since focused on Enterprise Software with a specialty in cyber security. He began his equity research career in 2013 at FBR Capital markets where he was an associate covering semiconductors. Joe received a BS in Economics and Finance from the Pennsylvania State University.

SPEAKER BIOGRAPHIES



Eliran Glazer, CFO, monday.com

Eliran Glazer has served as monday.com CFO since 2021, where he oversees the company's Finance, Accounting, Treasury and Investor Relations teams. Most recently, Eliran served as CFO of Lightricks, Ltd. Prior to that, Eliran served as CFO of Nex Markets, including through its acquisition by CME Group and as CFO of Traiana, which was acquired by Nex Group. Eliran holds a B.A. in Business and Accounting from the The College of Management Academic Studies and a LLM from Bar Ilan University. He is a licensed certified public accountant.



David Goldstein, Vice Chairman, Jefferies

David Goldstein is a Vice Chairman in the Global Technology Investment Banking Group at Jefferies. David advises business owners, shareholders, corporate board and investors in matters relating to mergers and acquisitions, corporate development, financial analysis and valuation for Jefferies. David has experience across a broad base of industry sectors including Payments, Financial Software and FinTech. David has over 25 years of experience in this role and has advised on over \$500 billion of strategic transactions. Selected transaction experience includes companies such as Visa, Mastercard, Fiserv, FIS, Worldpay, First Data, Vantiv, PayPal, Shift4, Paysafe, Repay, Shopify, Nuvei, Riskified, Affirm, SoFi, LendingClub, Verifone, TSYS, WEX, Fleetcor, Worldpay, Transunion, Equifax, Storable, Paya, Lightspeed, Clearwater Analytics, Backstop Solutions, SS&C, Rectangle Health, CURO, Elevate, Enova, amongst others). Prior to joining Jefferies, David spent 18 years at Credit Suisse as a Vice Chairman within the Technology Investment Banking group involved in a variety of transactions from M&A, IPOs, Follow-ons and deSPACs. David has spent many years working on international transactions developing an international network in India, Brazil, China, Japan, and in Europe. Prior to Credit Suisse he spent 10 years at Citi in the Technology Investment Banking Group. David holds a BS in Economics with a concentration in Actuarial Science from Wharton University and a BA in Mathematics from of the University of Pennsylvania.



Rich Handler, CEO, Jefferies

Rich Handler has been with Jefferies since 1990 and has served as Chief Executive Officer since 2001, making him the longest serving CEO on Wall Street. Mr. Handler also serves as Chairman of the Global Diversity Council at Jefferies. In addition, he is Chairman and CEO of the Handler Family Foundation, a non-profit that focuses on many philanthropic areas, including providing 4-year all-inclusive fully-paid college educations each year to 15 of the most talented and deserving students coming from challenging backgrounds and circumstances. The foundation also works to protect the environment by protecting endangered species. Prior to Jefferies he worked at Drexel Burnham Lambert in the High Yield Bond Department. Mr. Handler received an MBA from Stanford University in 1987. He received his BA in Economics (Magna Cum Laude, High Distinction) from the University of Rochester in 1983 where he also serves as Chairman of the Board of Trustees.



Leyla Holterud, Managing Director, StepStone

Ms. Holterud is a member of the private equity team, focusing on investments in Europe and the Middle East, venture capital and secondaries. Prior to StepStone, Ms. Holterud was an equity research analyst on the European consumer staples team at Bank of America Merrill Lynch. Before that she worked as a member of the EMEA private equity team at Morgan Stanley Alternative Investment Partners. Ms. Holterud holds an MSc in accounting and finance from the London School of Economics and a BA in international economics and management from Bocconi University.

SPEAKER BIOGRAPHIES



Steven Kuo, Senior Managing Director & Technology Group Head, Hercules Growth Capital

Steve leads the Technology Group at Hercules with more than 25 years of operational and structured finance experience. He has led over \$3.5 billion in capital investments at Hercules and has worked with breakout companies such as Box, Lightspeed Commerce, Fastly, Contentful and Tipalti. Steve has been involved with early-stage startups with passionate founders and a great concept as well as billion dollar revenue businesses looking to finance their next big market. Prior to Hercules, Steve was a strategic member of Lightcross, a silicon photonics startup, where he led the product management team.



Bob Lagrone, Head of M&A & Head of AT&T Ventures, AT&T

Bob LaGrone serves as Senior Vice President of Corporate Development at AT&T. In his role, he leads teams responsible for evaluating and executing mergers, acquisitions, divestitures, and investments across the entire AT&T portfolio; most recently, he executed the spin-off and merger of WarnerMedia with Discovery Communications. Prior to returning to Corporate Development in 2020 to manage the WarnerMedia M&A team, Bob served as the CFO for the AT&T Mobility and Entertainment Group's video content team. He had financial responsibility, both transactional and reporting, for AT&T's programming initiatives including licensed, original, and sports-related content. Bob started his AT&T career spending 10 years with AT&T's Corporate Development group. Key transactions completed include the operations of Leap Wireless, Centennial Communications, select Alltel properties from Verizon Wireless as well as Iusacell and Nextel Mexico. Additionally, he led broad wireless spectrum portfolio initiatives and directed a considerable number of spectrum acquisitions in support of AT&T's network capacity and coverage requirements. Bob holds a Bachelor of Arts in Geography from San Diego State University, and a Master of Business Administration – Concentration in Finance from The University of Texas at Austin.



Andrea Lee, Co-Head of Global Investment Banking, Global Joint Head of FIG, Jefferies

Andrea Lee is Global Co-Head of Investment Banking, Global Joint Head of Financial Institutions, and Global Head of Specialty Finance and Lending Technology at Jefferies LLC. The Specialty Finance and Lending Technology sector includes the full spectrum of consumer and commercial finance, marketplace lenders and technology enabled credit solutions providers. She has exclusively covered the specialty finance sector as an investment banker for over 30 years. Andrea has raised more than \$90 billion of public and private equity capital and debt financing. Andrea received a B.A. in economics from Wesleyan University.



Bezhael "Butzi" Machlis, President & CEO, Elbit Systems

Bezhael Machlis has served as Elbit Systems' President and CEO since 2013. From 2008 until 2012, he served as executive vice president - general manager land and C4I, after serving as corporate vice president - general manager land systems and C4I since 2004. In 2003, he served as corporate vice president - general manager ground, C4I and battlefield systems. From 2000 until 2002, he served as vice president – battlefield and information systems. Mr. Machlis joined Elbit Ltd. in 1991 and held various management positions in the battlefield and information systems area. Prior to that, he served as an artillery officer in the IDF, where he holds the rank of colonel (reserves). Mr. Machlis holds a bachelor of science degree in mechanical engineering and a bachelor of arts degree in computer science from the Technion and an MBA from Tel Aviv University. He is a graduate of Harvard University Business School's Advanced Management Program.

SPEAKER BIOGRAPHIES



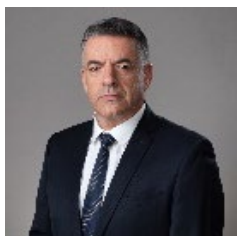
Shannon Murphy, *Head of Strategic Content, Jefferies*

Shannon Murphy is a Managing Director and the Head of Strategic Content at Jefferies, where she develops thought leadership for issues affecting alternative investing. She has published and speaks on diverse topics, including market structure, the state of the hedge fund and alternatives industry, fund enterprise valuation, trends in asset allocation and other market commentary. She was named one of the Hedge Fund Journal's 50 Leading Women in Hedge Funds in 2021, and previously worked in Prime Services at Credit Suisse. Prior to Credit Suisse, Shannon served as the Executive Director of Harvard's Corporate Responsibility Initiative. She has an MBA from MIT Sloan School of Management, a Masters in Theological Studies from Harvard Divinity School, and graduated Phi Beta Kappa from Colgate University.



Masashi Namatame, *Chief Digital Officer, Tokio Marine*

Mr. Namatame joined Tokio Marine Holdings in 2018 and assumed Managing Executive Officer and Group Chief Digital Officer from April 2021. Prior to Tokio Marine, he was Managing Director, and the member of the board at BlackRock Japan, where he was the head of strategic business development and institutional businesses, lead strategic partnership program and developed Japan mid-term plan. Before that he had a number of senior executive positions at Visa Worldwide Japan, Morgan Stanley and Deutsche Bank. At Deutsche, he was the Managing Director, Head of public sector group/Financial Institutions Group and led a number of strategic transactions globally. He started his career at Long-Term Credit Bank of Japan, where he was leading its derivatives business, capital markets business, and risk management practice. In addition to his career positions, he assumed the non-executive director at Mercari, Inc. and an advisor to Japan's Financial Services Agency. He graduated from University of Tokyo and earned MBA from Harvard Business School.



Amikam Norkin, *Former Commander of the Israeli Air Force*

Major General Amikam Norkin is the Former Commander of the Israeli Air Force and a former member of the Israel Defense Forces General Staff. As the IAF's Commander, he was responsible for all of the IDF's aviation operations, including all air and space defense and offense activities, turning the IAF to the IDF's leading strategic arm and leading this critical organization in a rapidly changing environment with various multiple challenges. As a member of the IDF's General Staff Forum, he was a central figure in advising Israel's Cabinet, including the Prime Minister on the most sensitive issues of national security. Under Norkin's command, the IAF entered into the era of fifth-generation fighter jets, and the collaboration with the IDF's different branches and the defense industries was strengthened. Also, during his tenure, strategic relationships with foreign Air Forces, including key forces in the Middle East were formed and the unique cooperation with the American Air Force was strengthened. For that, he was awarded the Legion of Merit from the American Secretary of Defense, one of the highest American military medals that can be awarded to foreign officers. His efforts for promoting relations between the IAF and the German Air Force were recognized by the President of Germany, and he was awarded the Federal Cross of Merit in 2021. Prior to being the IAF Commander, Major General Norkin was the Head of the IDF Planning Directorate for 2 years. One of his achievements was promoting the Quality Military Edge (QME) agreement between the USA and Israel for the coming decade. Prior to that he was the Head of the Air Division and Chief of Air Staff, and was responsible, among others, for the successful operation of destruction of the Syria's nuclear reactor in 2007. Major Norkin's career at the IAF was exceptional from his graduation with honors from the Pilot training, through him being the youngest F-15 pilot in the world, and continued through his fast advancement through the ranks until becoming the Force's Commander.

SPEAKER BIOGRAPHIES



George Notter, Senior Telecom & Networking Equipment Analyst, Jefferies

George C. Notter is a Managing Director and Equity Research Analyst covering the Communications Infrastructure Sector. Mr. Notter has 27 years of equity research experience exclusively in the space. He joined Jefferies in May 2004. Prior to Jefferies, Mr. Notter served as a Communications Equipment Equity Research Analyst at Deutsche Bank for four years. Previously, he performed in the same role for Dain Rauscher Wessels, now a part of RBC Capital Markets. Mr. Notter received a MS in Finance from the University of Wisconsin (1995). While pursuing his Masters degree, he managed an investment portfolio for the renowned Applied Securities Analysis Program at Wisconsin. Notter also holds a BS degree in Finance from Wisconsin (1993). Most recently, he was ranked as the #1 analyst in the sector in the 2022 Institutional Investor All-American Research poll. Notter has now been II-ranked for 8 consecutive years. In 2018, Notter was rated one of the Top 100 Wall Street Analysts for stock-picking performance (TipRanks). In 2019, he won the Starmine award as the #1 Stock Picker in the Communications Equipment sector. Notter lives in the Bay Area with his wife and two kids.



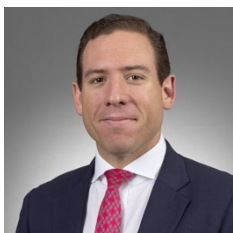
Yonatan Puterman, Partner, Collier Capital

Yonatan is an Investment Partner based in the firm's London office; Yonatan specialises in direct, and GP led secondaries investments. Prior to joining Collier Capital in 2012, Yonatan worked as a corporate attorney at Gornitzky & Co in Tel Aviv where he focused on executing M&A deals. Yonatan holds an LLB in Law and a BA in Economics from Tel Aviv University, and an MBA from London Business School.



Brett Rochkind, Managing Partner, SoftBank

Brett joined SoftBank in 2022 with 20+ years of global growth investing experience. Prior to SoftBank, he spent 15 years at General Atlantic, where he served as global co-head of the technology sector, led GA's Silicon Valley office and expanded the firm's investments in Asia, Latin America and Israel. Several of Brett's investments include Alibaba Group, Airbnb, Altair Engineering, AppDynamics, Box, IHS Markit, Liquid Death, Meituan, MercadoLibre, Navan, Nubank, Philz Coffee, Remote, Slice, Tipalti and Uber. He began his career as an analyst in Morgan Stanley's Technology Group in Menlo Park and helped to open their office in Tel Aviv in 2001 where he met his wife, Rivi, at a party on Yom Ha'atzmaut. Brett attended NYU Stern as a University Scholar and also earned an MBA from Columbia Business School. He is currently a trustee at NYU and serves on the Leadership Council at Tipping Point Community, a nonprofit fighting poverty in the San Francisco Bay Area.



Frank Schwahn, Jr., SVP, Private Capital Advisory, Jefferies

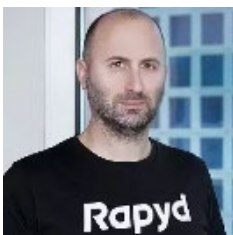
Frank Schwahn, Jr. is a Senior Vice President in Jefferies' Private Capital Advisory team, one of Jefferies' newest global teams dedicated to advising financial sponsors, venture capital managers, and institutional limited partners on strategic liquidity transactions via the secondary market. Frank, based in London, has over ten years of investment banking and private markets experience. Prior to joining Jefferies, Frank was a senior investment professional at HarbourVest Partners, a global alternative investment firm that seeks investment opportunities in new private equity and real assets partnerships, secondary interests in such partnerships, and direct investments in operating companies. Frank spent over five years at HarbourVest in the global secondary team, a team that has invested more than \$42 billion in secondary transactions since 1986. Before HarbourVest Partners, Frank was an investment banker at Merrill Lynch and Wells Fargo Securities. Frank graduated with a BS in Finance and History from Wake Forest University.

SPEAKER BIOGRAPHIES



Aniket Shah, Managing Director, Global Head of Environmental, Social & Governance (ESG) & Sustainable Finance Strategy, Jefferies

Aniket Shah is Managing Director and Global Head of Environmental, Social and Governance (ESG) and Sustainable Finance Strategy at Jefferies Group LLC. In this role, Aniket leads the integration of ESG and sustainability analysis within the global investment research department and engages with clients on this dynamic area of corporate and financial services. Aniket was ranked #1 in the US Institutional Investor Survey for ESG Research and #3 in Europe. Prior to joining Jefferies, Aniket held senior roles in emerging market investing and financing sustainable development in both the public and private sectors, including at the UN Sustainable Development Solutions Network, Oppenheimer Funds and UBS Group AG. Aniket serves on the Board of Directors of Amnesty International and the UN SDSN. He is an Assistant Adjunct Professor at Columbia University's School of International and Public Affairs. Aniket is a member of the Economic Club of New York and the Bretton Woods Committee and is a graduate of Yale College and the University of Oxford, where he completed his PhD on the financing of sustainable development.



Arik Shtilman, Founder & CEO, Rapyd

Arik Shtilman is CEO and co-founder of Rapyd, the leading fintech-as-a-service platform. Arik founded Rapyd in 2016 with a singular goal in mind: to provide all the tools businesses need to create payment, payout and fintech experiences anywhere in the world. Prior to starting Rapyd, Arik realized there was a massive need to create a way for fintech applications to scale globally so businesses could invest in expansion – not spend critical time attempting to build complex payments infrastructure. To solve this glaring challenge hindering growth in the payments space, Arik launched Rapyd as the first “Fintech-as-a-Service” product in the industry, the category-leading full stack of integrated payments, commerce and financial services capabilities that can be seamlessly embedded into any application. Now, by partnering with Rapyd, businesses and consumers anywhere in the world can easily engage in local and cross-border transactions in any market. Before Rapyd, Arik founded ITNavigator, a cloud-based contact center and unified communications platform which was acquired by Avaya in 2013. Arik's expertise in building high-growth companies leveraging cutting-edge technologies to meet global customer demand is proven in Rapyd's fast-paced yet steady growth. Since Rapyd's launch in 2016, Arik has taken the company global with offices in Dubai, Tel Aviv, London, San Francisco, Singapore, Reykjavik, Amsterdam and Miami.



Gil Shwed, Founder & CEO, Check Point

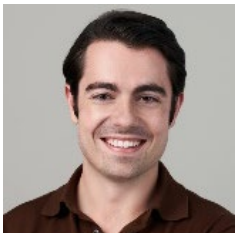
Gil Shwed is Check Point's Founder and Chief Executive Officer. Mr. Shwed is considered the inventor of the modern Firewall and one of the world's most experienced experts in Cyber Security. Mr. Shwed holds several patents, such as the company's Stateful Inspection technology and is leading Check Point since its establishment in 1993. Mr. Shwed has received numerous accolades for his individual achievements and industry contributions, including an honorary Doctorate of Science from the Technion – Israel Institute of Technology, the World Economic Forum's 'Global Leader for Tomorrow' award, the Academy of Achievement's Golden Plate Award and the “Israel Prize” for Technology and Innovation. Mr. Shwed is a member of the Board of Trustees of Tel Aviv University, Chairman of the Board of Trustees of the Youth University of Tel Aviv University and Chairman of the Board of the “Yeholot” program – a leading non-profit narrowing educational gaps in Israel.



Jordan Steinberg, Head of Technology, SMBC

Jordan joined the CIBC – Tech team as Co-Head in 2020 and brings over 15 years of banking experience to the team. He was previously assigned to the SMBC Investment banking team focused on Media coverage and prior to that, TMT Investment Banking group at Nomura, Media M&A advisory practice at Blackstone, as well as traditional and digital media working at Bank of America Merrill Lynch and Gridley & Company. He has an MBA from The Wharton School of the University of Pennsylvania (honors); B.S. in applied economics and management from Cornell University (with distinction).

SPEAKER BIOGRAPHIES



Lucas Swisher, Co-COO of Growth & General Partner, Coatue

Lucas Swisher is Co-COO of Growth and General Partner at Coatue Management, where he works with early- and growth-stage software and digital health businesses. Previously, he was on the investment team at Kleiner Perkins Caufield & Byers, worked at Insight Venture Partners, and worked in business development at Deliveryhero. Mr. Swisher holds an AB in economics, cum laude, from Harvard College.



Brent Thill, Senior Internet & Software Analyst, Jefferies

Brent Thill joined Jefferies as Senior Internet Analyst in May 2017, following ~8 years as senior software analyst at UBS where he was the #1 ranked analyst by Institutional Investor Magazine. Brent has covered the technology industry in Equity Research on Wall Street for over 20 years. Prior to that time, Brent worked in the IT Department at Piper Jaffray implementing Microsoft and custom applications.



Lance Uggla, Global Head of Climate & Sustainability Investing, General Atlantic

Lance Uggla is the Global Head of Climate & Sustainability investing and co-founder of BeyondNetZero, General Atlantic's climate growth equity fund focused on supporting and scaling high-growth companies that are developing innovative solutions seeking to meet and exceed net zero emissions targets. Before joining General Atlantic in 2022, Lance was Chairman and CEO at IHS Markit, the global information company, prior to its \$44 billion merger with S&P Global. Lance founded Markit in 2003, took it public in 2014 and co-led its merger of equals with IHS in 2016. Earlier in his career, he held executive roles at both Toronto Dominion Bank and The Canadian Imperial Bank of Commerce.



Ido Vigdor, General Partner, Viola Credit

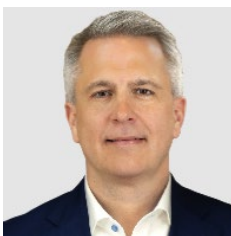
Ido is a General Partner at Viola Credit and an active investment member, credit committee member and portfolio manager in the fund. He joined Viola in 2013 with over 10 years of credit, financial and investment experience. Ido is primarily responsible for sourcing, analyzing, executing and managing private debt investments across Viola Credit's multi-strategy private debt businesses, and he also serves as a board observer in several of the Fund's active portfolio companies. Ido's main areas of investment include financial technology/financial services, Software Enterprise, Cloud Infrastructure, SaaS and Big Data. He focuses on growth debt to technology companies, alternative credit to Fintech platforms, and mezzanine financing. Ido holds a B.A., Magna Cum Laude, in Finance & Investments from Baruch College's Zicklin School of Business in New York, and an MBA from Tel Aviv University.

SPEAKER BIOGRAPHIES



Eyal Waldman, Co-Founder, President & CEO, Mellanox

Mr. Waldman is the chairman of Waldo Holdings, a family office that focuses on diversified investments in private and public companies, various funds, real estate and other financial platforms and vehicle. Mr. Waldman has been the Co-founder, President, CEO and Board member of Mellanox Technologies since March 1999, a semiconductor company which went public on Nasdaq in 2007 and was acquired by NVIDIA on April 2020 for more than \$7B. Between March 1999 until June 2013, Mr. Waldman served as Mellanox's chairman of the board. From March 1993 to February 1999, Mr. Waldman served as Vice President of Engineering and was a Co-founder of Galileo Technology, Ltd., a semiconductor company, which went public on Nasdaq in 1997 and was acquired by Marvell Technology Group, Ltd. in January 2001 for \$2.7B. From August 1989 to March 1993, Mr. Waldman held several design, management, and architecture related positions at Intel Corporation, a manufacturer of computer, networking, and communications products, and was awarded with the "IAA Intel achievement award" and the "Employee of the year" award. Mr. Waldman serves on the board of directors of several private and public companies. Mr. Waldman holds a Bachelor of Science degree in Computer Engineering and a Master of Science degree in Electrical Engineering from the Technion - Israel Institute of Technology. In June 2016, Mr. Waldman was awarded an Honorary Doctorate by the Technion.



Jason Winkler, Executive Vice President & CFO, Motorola Solutions

Jason Winkler is executive vice president and chief financial officer of Motorola Solutions, Inc. He is responsible for the company's financial strategy and leads all financial functions as well as supply chain operations, procurement and information technology. Since joining Motorola in 2001, he has held a number of financial leadership positions supporting investor relations, global channel management, mergers and acquisitions and product operations. Prior to this role, he led finance for the company's product and sales organization as senior vice president. He is a member of the executive board of the Chicago Police Memorial Foundation. He earned a bachelor's degree in business administration from Valparaiso University and a master's degree in business administration from the University of Chicago's Booth School of Business.



Ronni Zehavi, Co-Founder & CEO, HiBob

Ronni Zehavi has over 25 years of experience in multinational, hi-tech companies. Before Ronni founded HiBob, he was an Entrepreneur in Residence at the Silicon Valley based Bessemer Venture Partners. He's the strategic advisor and co-founder of Team8 Cyber Security, a powerhouse developing disruptive tech in the cyber security space. Ronni was also the co-founder and CEO of Cotendo, a CDN (content delivery network) which in 2012, just four years after it was founded, was acquired by Akamai for \$300m. Ronni has a BA in History and Educational Management from Tel Aviv University and a MA in Organisational Sociology from Bar-Ilan University. He lives in Tel Aviv with his wife and four children.



David Zervos, Chief Market Strategist, Jefferies

David Zervos is currently Chief Market Strategist for Jefferies LLC and Head of the Global Macro Division of Leucadia Asset Management, LLC ("LAM"). David joined Jefferies in 2010 after spending 2009 as a visiting advisor at the Board of Governors of the Federal Reserve System in Washington, D.C. Prior to visiting the Federal Reserve, he held a variety of research, sales and trading positions in the private sector, most recently managing global macro portfolios for Brevan Howard and UBS O'Connor. He began his career as an economist at the Federal Reserve Board in the early 1990's. He received a B.Sc. from Washington University, and an M.A. and Ph.D. in economics from the University of Rochester.

SPEAKER BIOGRAPHIES



Eran Zinman, Co-Founder & Co-CEO, *monday.com*

Eran Zinman is Co-Founder of *monday.com* and has served as the company's Co-Chief Executive Officer (CEO) since 2020, as well as a member of its board of directors since 2018. He previously served as *monday.com*'s Chief Technology Officer between 2012 and 2020. Eran previously served as the Research and Development Manager on the founding team of Conduit Mobile (now Como) at Conduit Ltd., as well as the Co-Founder and CEO of Othersay. He holds a B.Sc. in Computer Science and Electrical Engineering from Tel Aviv University, Israel.
