



2017 JEGI MEDIA & TECHNOLOGY CONFERENCE

Transformational Growth
through Innovation + Change

January 12, 2017
Time Warner Center, NYC

#JEGICONF17

2017 JEGI MEDIA & TECHNOLOGY CONFERENCE
JANUARY 12, 2017, TIME WARNER CENTER, NYC

WELCOME MESSAGE

#JEGICONF17



“
**WE MAKE YOUR
FUTURE SUCCESS
OUR BUSINESS**”

Greetings,

Welcome to JEGI's 13th Annual Media & Technology Conference, highlighting "Transformational Growth through Innovation + Change." We are delighted that you could join us for this noteworthy event, bringing together a high-level audience of more than 400 senior executives from across the global media, information, marketing, software and tech-enabled services sectors.

JEGI has assembled an impressive roster of A-list speakers for today's program, and they will share their insights on how to stay ahead of the fast-paced and rapidly changing landscape among the core industries we serve. Companies leading these markets continue to innovate and transform their business models to stay on top of the rapidly increasing use of technology and data, and are looking to M&A to help drive growth and enhance their product and service offerings. We look forward to hearing from many of these companies.

Our goal today is to present new concepts, ideas and opportunities that executive decision-makers can think about in the context of their business models, while also allowing time for networking among our audience of senior executives and investors. In the end, we hope you come away from the event with at least three compelling ideas to take back to your office, as well as several new contacts to re-connect with in the days and weeks ahead.

As always, we are extremely grateful for the wonderful support of our world-class sponsors, including: BDO; The Boston Consulting Group; Capital One; Intralinks; Koller Search Partners; and Morgan Lewis. We would also like to thank our speakers for contributing their time and effort to our program.

We are pleased that you could join us today and hope you have time to connect with at least one of JEGI's leaders while you are here.

Sincerely,

A handwritten signature in black ink that reads "Wilma H. Jordan". The signature is written in a cursive, flowing style.

Wilma H. Jordan
Founder & CEO
JEGI

AGENDA

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11:30am – 12:30pm	Registration and Lunch
12:00pm – 12:05pm	Opening Remarks Wilma Jordan, Founder & CEO JEGI
12:05pm – 12:40pm	JEGI Sector Insights Amir Akhavan, Managing Director JEGI Sam Barthelme, Managing Director JEGI Jeff Becker, Managing Director & Co-Head of Technology Banking JEGI David Clark, Managing Director JEGI Tolman Geffs, Co-President JEGI Scott Peters, Co-President JEGI
12:40pm – 1:10pm	Opening Keynote Fireside Chat Moderator John Rose, Senior Partner & Managing Director BCG Keynote Eric Roza, SVP & GM, Oracle Data Cloud Oracle
1:10pm – 1:45pm	Panel: Mobile Apps & Digital Payments Fueling the Next Generation of Consumers Moderator Joseph Sanborn, Managing Director & Co-Head of Technology Banking JEGI Panelists Ben Kaplan, President & CEO CashStar Jed Kleckner, Chief Executive Officer delivery.com Frank Liddy, Head of Strategic Accounts & Partnerships (In-Store) PayPal Peter Martin, Head of Payment Risk Product Google
1:45pm – 2:00pm	Major Legal Trends for 2017 Charlie Engros, Partner, Global Leader of Corporate & Business Transactions Morgan Lewis
2:00pm – 2:30pm	Break
2:30pm – 2:45pm	Insights in Media & Technology Innovation: The Road Ahead Deborah Farrington, Co-Founder & Managing Partner StarVest Partners
2:45pm – 3:15pm	Mid-Day Keynote Fireside Chat Moderator Tolman Geffs, Co-President JEGI Keynote Justin Smith, Chief Executive Officer Bloomberg Media

AGENDA

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3:15pm – 3:50pm	Panel: Data as a Service: Empowering the Mar-Tech Machine Moderator Amir Akhavan, Managing Director JEGI Panelists Anders Ekman, Chief Executive Officer V12 Data Stacy Griggs, President & CEO El Toro Doug Kaczmarek, EVP, Audiences & Measurement Wiland Bart Lorang, Co-Founder & CEO FullContact
3:50pm – 4:10pm	Lessons from Emerging Company Disruptors Moderator Mike Edelhart, Managing Partner Social Starts Panelists Annie Dean, Co-Founder & Co-CEO Werk Lindsay Jurist-Rosner, Co-Founder & CEO, Wellthy
4:10pm – 4:25pm	Innovative Developments in Design & Technology Andres Nicholls, Senior Partner & Global Executive Creative Director Prophet
4:25pm – 5:00pm	Panel: Key Trends in the Financial Markets Moderator Scott Peters, Co-President JEGI Panelists Scott Marden, Managing Partner CIP Capital Matt Porzio, VP, Strategy & Product Marketing Intralinks Justin Sadrian, Managing Director Warburg Pincus Ray Shu, Managing Director & Head of Originations, TMT Capital One
5:00pm – 5:30pm	Closing Keynote Brian Whipple, Senior Managing Director Accenture Interactive
5:30pm – 7:00pm	Closing Remarks and After Party Featuring the Nikhil P. Yerawadekar Trio

To view the biographies of today's speakers, please visit JEGI's event page [www.jegi.com/resources/2017-jegi-media-technology-conference] or download the conference mobile app (see a member of JEGI's team for details).

SPONSORS

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BDO has deep experience working with a wide range of companies in the media industry—from leading marketing agencies, digital media companies, publishers, broadcasters, movie studios, gaming companies and content providers, to pioneering entrepreneurs. We support growth by advising on critical business issues tailored to each client's unique needs and challenges. Our value-added services include tax, audit, research and development tax credits, M&A support, valuation and other advisory services specific to the media industry.

BDO serves clients through 63 offices and more than 450 independent alliance firm locations nationwide. As an independent Member Firm of BDO International Limited, BDO serves multi-national clients through a global network of 1,408 offices in 154 countries.



THE BOSTON CONSULTING GROUP

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The Boston Consulting Group (BCG) is a global management consulting firm and the world's leading advisor on business strategy. BCG partners with clients in all sectors and regions to identify their highest-value opportunities, address their most critical challenges, and transform their businesses.

BCG's customized approach combines deep insight into the dynamics of companies and markets with close collaboration at all levels of the client organization. This ensures that our clients achieve sustainable competitive advantage, build more capable organizations, and secure lasting results. Founded in 1963, BCG is a private company with over 80 offices in 46 countries.



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Capital One's Technology, Media and Telecom (TMT) business is a leading provider of senior financing solutions for companies in a broad array of subsectors within the TMT space. For more than 15 years, our team of dedicated TMT professionals have helped corporate and private equity sponsor clients in transactions including leveraged buyouts, recapitalizations, bolt-on acquisitions and growth capital.

Capital One, N.A. is a Top 10 U.S. bank, with the strength and stability to meet the needs of your business. Our Commercial Banking group services a \$65 billion loan portfolio and more than 6,100 clients. When you work with Capital One, you work with a team of experts who understands the full needs of your business. We offer a broad array of products and services—from financing to investment and cash management solutions—ensuring you get a financial strategy tailored to your specific needs.

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Intralinks is a secure content collaboration company that helps organizations share high-value content. Our technology controls content in motion to speed up deals, streamline business processes, deepen customer engagement and reduce regulatory risk. Our 20-year track record and technology has enabled high-stakes transactions valued at over \$31 trillion.



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Koller Search Partners (formerly the Howard-Sloan-Koller Group) is the trusted retained executive search partner for companies looking to build winning leadership teams within the digital, technology, media, information/data, and advertising industries.

We are a full-service boutique firm with a highly-focused, proactive approach, providing both a national and global presence. We are experts in our industries and serve as the go-to, trusted career advisor for top leadership talent. We deliver unsurpassed results and have completed more than 2,000 executive-level searches, with a 90% completion rate. We find the right hire and Deliver Leaders to our clients, and we have done it successfully for 25 years.

Morgan Lewis

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Morgan Lewis provides comprehensive corporate, finance, litigation, restructuring, employment and benefits, and intellectual property services in all major industries, including media, technology, and information, helping clients address and anticipate challenges across vast and rapidly changing landscapes. And we approach every representation with an equal commitment to first understanding, and then efficiently and effectively advancing, the interests of our clients and arriving at the best results.

Founded in 1873, we stand on the shoulders of more than 140 years of achievement. Our team encompasses more than 2,000 legal professionals, including lawyers, patent agents, employee benefits advisers, regulatory scientists, and other specialists. We focus on both immediate and long-term goals with our clients, harnessing our resources from strategic hubs of commerce, law, and government across 29 offices in North America, Europe, Asia, and the Middle East.

RECENT TRANSACTIONS

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About JEGI

JEGI has been the leading independent investment bank for the global media, information, marketing, software and tech-enabled services sectors for nearly 30 years. Headquartered in North America, with offices in New York City and Boston, as well as London and Sydney (through its partnership with Clarity), JEGI has completed more than 600 high-profile M&A transactions, serving global corporations; middle-market and emerging companies; entrepreneurial owners and founders; and private equity and venture capital firms. For more information, visit www.jegi.com.

FRAMESTORE

HAS SOLD A 75% STAKE TO

▼

A CONSORTIUM OF CHINESE INVESTORS LED BY

CIH 文投控股股份有限公司
Cultural Investment Holdings Co., Ltd

Framestore is a leading global VFX and CG content production company.

January 2017

BLR

A PORTFOLIO COMPANY OF

RESOLUTE CAPITAL PARTNERS + NORTH CREEK SEZZANNE

HAS BEEN SOLD TO

▼

LEEDS | Equity Partners

BLR is a leading provider of governance, risk and compliance information to the healthcare and HCM sectors.

December 2016

DECISION HEALTH
Argosy CEMI

PORTFOLIO COMPANIES OF

ucg

HAVE BEEN SOLD TO

▼

LEEDS | Equity Partners

Leading providers of governance, risk and compliance information to the healthcare, financial and telecom sectors.

December 2016

Connect

HAS BEEN SOLD TO

▼

Tarsus

Connect Meetings is a leading US business travel and meetings event organizer.

December 2016

V12 group & DATAMENTORS

HAVE MERGED TO FORM

▼

V12 DATA

WITH INVESTMENT FROM

ABRY PARTNERS BAY CAPITAL INVESTMENT PARTNERS
BROOK VENTURE PARTNERS SPRING CAPITAL

V12 Data is a leading DaaS platform offering integrated omnichannel data products and marketing technology.

November 2016

CARCO Group, Inc.

HAS RECEIVED A SIGNIFICANT INVESTMENT FROM

▼

CIP CAPITAL

CARCO is a leading provider of tech-enabled and compliance-driven HCM and risk management solutions.

September 2016

accordantmedia

HAS BEEN SOLD TO

▼

dentsu AEGIS network

Accordant is a leading data-driven, full-service programmatic advertising company and technology solution provider.

September 2016

LightReading

HAS BEEN SOLD TO

▼

informa

Light Reading is a leading, innovative content-driven media business focusing on the telecom industry.

July 2016

RECENT TRANSACTIONS

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PRIZELOGIC
HAS RECEIVED
A SIGNIFICANT
INVESTMENT FROM
PAMLICO
CAPITAL

PrizeLogic is a leader in digital engagement programs for major brands and retailers.

June 2016

Wiland
DELIVERING THE FUTURE™
HAS RECEIVED
AN INVESTMENT
FROM
AN UNDISCLOSED INVESTOR

Wiland is a leading data-driven marketing technology and intelligence platform.

June 2016

BISNOW
(ALMOST) NEVER BORING
HAS BEEN
SOLD TO
WICKS

Bisnow is North America's leading producer of commercial real estate news and events.

April 2016

Evanta®
A PORTFOLIO
COMPANY OF
LEEDS | Equity Partners
HAS BEEN SOLD TO
CEB

Evanta, sold for \$275 million, is a leading peer-to-peer leadership platform for Fortune 1000 C-suite executives.

April 2016

BjI
FASHION GROUP
HAS BEEN
SOLD TO
UBM

BjI is an integrated media company with extensive trade show, digital and other marketing assets.

April 2016

**RESOURCE
AMMIRATI**
HAS BEEN
SOLD TO
IBM

Resource/Ammirati is a leading, US-based digital marketing and creative agency.

February 2016

Stagnito
BUSINESS INFORMATION
A PORTFOLIO
COMPANY OF
tOpSpin
HAS BEEN SOLD TO
RFE

Stagnito is a leading provider of market intelligence and strategic communications for CPG retailers and suppliers.

February 2016

EDGEELL
COMMUNICATIONS
HAS BEEN
SOLD TO
RFE

Edgell is a leading B2B media and research firm connecting marketers with business and tech leaders in key verticals.

February 2016

instantly™
HAS BEEN SOLD TO
SSI
A PORTFOLIO
COMPANY OF
HGCC

Instantly is a leading provider of online and mobile audiences and insights technology tools.

January 2016

**FC Business
Intelligence**
HAS SOLD
Automotive
TO
Penton
Inform • engage • advance

FCBI's TU-Automotive is a global leader in the B2B automotive technology events and information sector.

December 2015

50
A PORTFOLIO
COMPANY OF
cgp Chicago
Growth
Partners
HAS BEEN SOLD TO
PAMLICO
CAPITAL

World 50 is an exclusive, invite-only peer-to-peer network and knowledge exchange platform serving senior executives.

December 2015

nielsen
HAS SOLD
nielsen nrg
TO
THE STAGWELL GROUP

Nielsen's National Research Group (NRG) provides research and analytics to the entertainment industry.

November 2015

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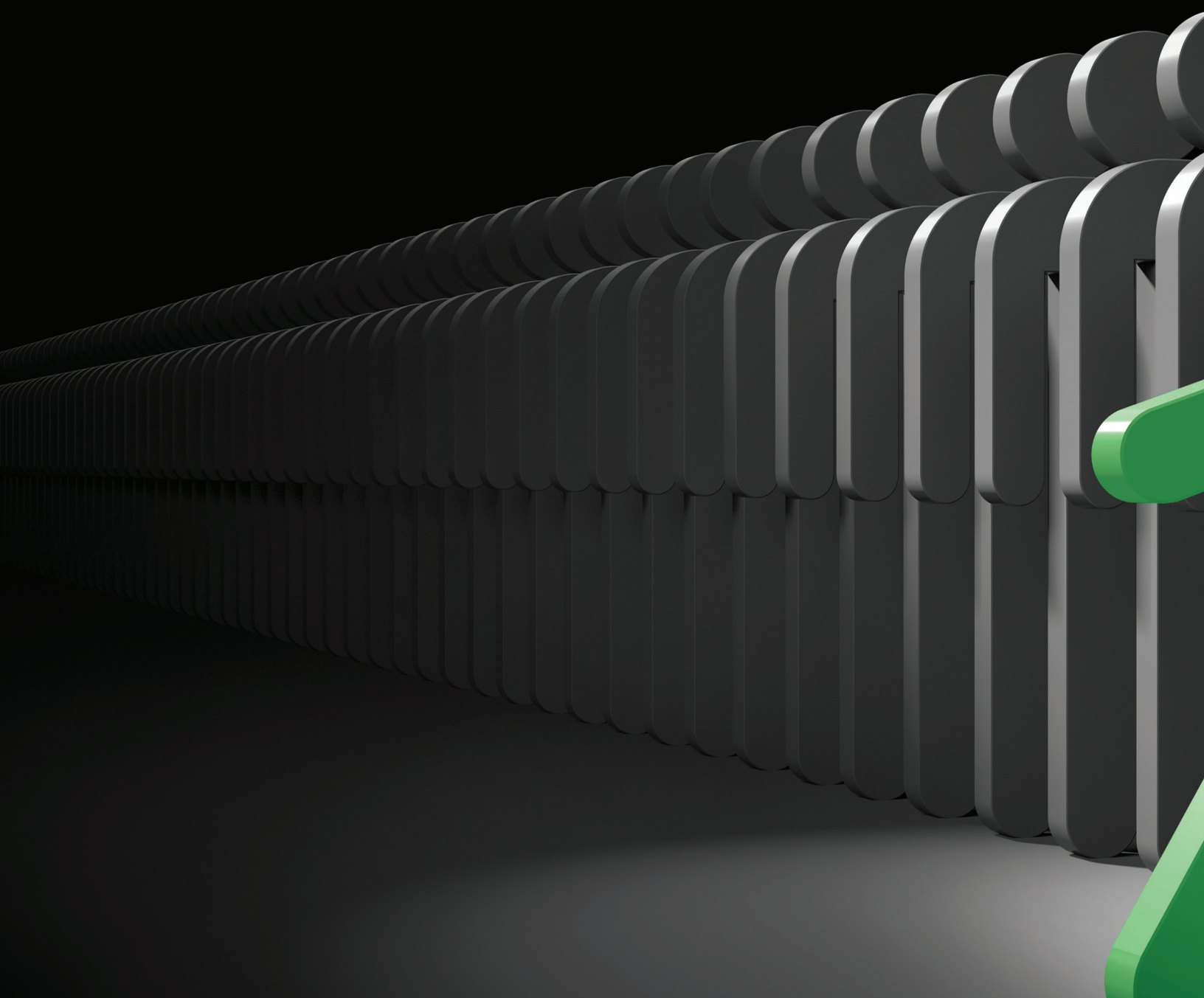
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