

Where to Look Next For Growth & Profits in Digital Markets

January 17, 2019

Time Warner Center, NYC

#JEGICONF19

SPEAKER BIOS

KEYNOTE SPEAKERS (IN ORDER OF APPEARANCE)

John Rose, Senior Partner & Managing Director | Boston Consulting Group



John Rose is a Senior Partner and Managing Director in the New York office of The Boston Consulting Group. He leads BCG's Americas Media practice and helps lead its Big Data practice. Until recently, he was also responsible for BCG's US Private Equity practice. Mr. Rose joined BCG from EMI PLC, where he was Group EVP, responsible for strategy and corporate development, digital distribution, global operations, and government affairs. Prior to EMI, he spent 20 years at McKinsey & Co., as a Director, where he led the global media practice and was deeply involved in serving tech, telecom, and private equity clients.

Mr. Rose's consulting work includes a multi-year effort for World Economic Forum on big data; transformation of a leading newspaper and broadcasting company; growth strategy for a leading cable Multiple System Operator (MSO); multi-screen content strategy for a US telecommunications company; digital strategy for a leading cable network; acquisition of a major TV station group; ad sales effectiveness efforts and cost restructuring for newspaper, broadcasting, and magazine companies; incubation of new social/interactive TV studio; growth strategy for a leading web and mobile content services company; and incubation and build of a leading sports Internet portal. Mr. Rose holds his BA in Mathematics, summa cum laude, from Wesleyan University, where he was awarded the Graham Prize for Natural Science. He earned his master's degree in Public and Private Management from Yale University. Outside of work, he serves on the Board of Trustees of WNYC and Young Audiences.

Mike Reed, Chief Executive Officer | New Media Investment Group



Michael E. Reed is Chief Executive Officer of New Media Investment Group. He became GateHouse's Chief Executive Officer in January of 2006. He was a member of the board of directors of GateHouse since October 2006. He was formerly the President and Chief Executive Officer of Community Newspaper Holdings, Inc., or "CNHI," a leading publisher of local news and information and had served in that capacity since 1999. Mr. Reed served as CNHI's Chief Financial Officer from 1997 to 1999. Prior to that, he worked for Park Communications, Inc., a multimedia company, located in Ithaca, New York. Mr. Reed formerly served on the Board of Directors for the Newspaper Association of America. He formerly served on the Board of Directors for the Minneapolis Star Tribune from 2009 to 2014. Mr. Reed formerly served as a director of the Associated Press and

Chairman of the Audit Committee for the Associated Press. Mr. Reed was also a member of the Board of Visitors of the University of Alabama's College of Communication and Information Sciences and was a member of the Grady College Journalism School's Board of Advisors. Mr. Reed has a deep understanding of our operations, strategy and people, as well as our industry, serving as GateHouse's Chief Executive Officer for over seven years. Mr. Reed also has extensive corporate board experience.

Mike Steib, Chief Executive Officer | XO Group



Mike Steib is CEO of XO Group Inc (NYSE: XOXO). Mr. Steib and the team help millions of couples navigate and enjoy life's biggest moments together through industry-leading digital brands that include The Knot and The Bump. In his career, Mr. Steib has helped to launch or scale over a dozen disruptive businesses, generating more than one billion dollars in new revenue across digital marketplaces, media, ad tech, mobile, video, local, and commerce.

Mr. Steib joined XO Group as President in July 2013 and assumed the CEO role in March 2014. During Mr. Steib's tenure, XO Group has executed a significant transformation from a traditional online media company to a digital marketplace that connects young couples to the professionals, services, and products that they need to successfully get married and become parents.

Mr. Steib serves on the board of Fortune 500 financial services company, Ally Financial (NYSE: ALLY), and is Co-chairman of the Board of Literacy Partners, a nonprofit that has provided free adult literacy and family support services to thousands of New Yorkers for over forty years.

From 2011 to 2013, Mr. Steib served as CEO of Vente-Privee USA, an ecommerce venture backed by American Express. Previously, Mr. Steib spent 4 ½ years at Google helping to build Google's mobile and video advertising businesses.

Before Google, Mr. Steib was the General Manager of Strategic Ventures at NBC Universal, where he received the GE Imagination Breakthrough award. Mr. Steib earlier served as vice president in the NBC Corporate Development group, which closed \$20 billion in mergers and acquisitions. Mr. Steib worked previously at Walker Digital, an internet incubator, and at McKinsey & Company.

Mr. Steib has received awards and honors including Crain's New York 40 Under 40, a CEO World Award, Stevie International Business Award, and Folio 100 recognition. Mr. Steib has appeared as an industry expert on CNBC, Bloomberg TV, and Fox Business, as well as in The New York Times, Wall Street Journal, Fast Company, NY Post, AdAge, AdWeek and others.

Mr. Steib received a BA in Economics and a BA in International Relations from the University of Pennsylvania and is the author of The Career Manifesto, a practical guide to having impact at work. He and his family live in New York City.

Jason Maynard, Senior Vice President of Global Field Operations | Oracle NetSuite Global Business Unit



Jason Maynard is Senior Vice President of Global Field Operations for the Oracle NetSuite Global Business Unit. He leads NetSuite's sales, marketing, business development and Bronto division. Prior to this role, Mr. Maynard served as SVP of Strategy and Marketing from 2016 to 2018. Prior to Oracle's acquisition of NetSuite in 2016, Mr. Maynard was NetSuite's Executive Vice President of Strategy and Corporate Development and lead the company's corporate strategy, marketing, and acquisitions. Mr. Maynard joined NetSuite in 2015, bringing more than 20 years of software experience including co-founding a CRM application startup and serving as a leading equity research analyst for Wells Fargo, Credit Suisse and Merrill Lynch.

Josh Sapan, President & CEO | AMC Networks



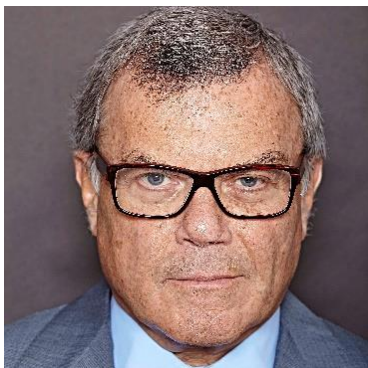
One of the entertainment industry's most innovative and visionary executives, Josh Sapan oversees AMC Networks, including several leading entertainment brands: national networks AMC, BBC AMERICA (through a joint venture with BBC Studios), IFC, SundanceTV, and WE tv; film distribution and production division IFC Films; streaming video services Shudder, Acorn TV, UMC and AMC Premiere; its television production and distribution division AMC Studios; and AMC Networks International, the company's international programming business.

Lauded by Fast Company magazine as one of the "100 Most Creative People in Business," under Mr. Sapan's leadership AMC Networks has created some of the most popular and awarded television series and films, including AMC's "The Walking Dead," "Fear the Walking Dead," "The Terror," "Better Call Saul," "Breaking Bad," and "Mad Men;" BBC AMERICA's "Killing Eve," "Planet Earth II," "Planet Earth: Blue Planet II," and "Orphan Black;" IFC's "Brockmire" and "Portlandia;" SundanceTV's "The Honorable Woman," and "Top of the Lake;" WE tv's "Braxton Family Values;" and IFC Films' "Boyhood" and "Death of Stalin." Vanity Fair has recognized him in its New Establishment Issue and as one of the "Impresarios of Cable's Golden Age."

Inducted into the Broadcasting & Cable Hall of Fame, Mr. Sapan has been recognized with various honors including NATPE's Brandon Tartikoff Legacy Award, the Paley Prize for Innovation and Excellence, and, for his contributions to the advancement and protection of free speech, The Media Institute's Freedom of Speech Award.

Mr. Sapan serves on numerous boards, including the American Film Institute, the Academy of Motion Picture Arts and Sciences Executive Committee, The Paley Center for Media, the Museum of the Moving Image, People for the American Way and WNYC Radio.

Sir Martin Sorrell, Executive Chairman | S4 Capital



Sir Martin Sorrell is Executive Chairman of S4 Capital, a newly funded vehicle with the objective of building a new age, new era, digital advertising and marketing services platform for clients. S4 Capital completed its first acquisition of MediaMonks very recently and is scheduled to be reversed into a UK-listed company, Derriston shortly.

Prior to S4 Capital, Sir Martin was CEO of WPP for 33 years, building it from a £1 million “shell” company in 1985 into the world’s largest advertising and marketing services company, with a market capitalisation of over £16 billion, revenues of over £15 billion, profits of approx. £2 billion and over 200,000 people in 113 countries. Prior to that, Sir Martin was Group Financial Director of Saatchi & Saatchi Company plc for 9 years and worked for James Gulliver, Mark McCormack and Glendinning Associates before that.

He supports a number of leading business schools and universities, including his alma mater, Harvard Business School and Cambridge University and a number of charities, including his family foundation. He is married to Lady Cristiana Falcone-Sorrell and has four children and seven grand-children.

MODERATORS & PANELISTS (IN ALPHABETIC ORDER BY COMPANY NAME)

Patrick Donoghue, Partner; Transaction & Restructuring Advisory Services | BDO



Patrick Donoghue has more than 30 years of experience as an advisor to Private Equity & Hedge Funds, S&P 500 & Middle Market Companies, leading Financial Institutions, and law firms. He has extensive experience in providing investment and financing transaction support that are critical to an organization’s investment decision. By understanding a company’s investment thesis, Mr. Donoghue provides the hands-on, value-added advice clients need with growth, distressed, and special situation investment opportunities. He has demonstrated the ability to achieve positive outcomes for complex business decisions by assembling, managing, and integrating the skills of various professionals into creative value-added solutions.

Mr. Donoghue has diverse industry experience including banking and capital markets, consumer and industrial products, energy and power, healthcare, media and entertainment, real estate, retail, specialty finance, technology, transportation and logistics. He has a unique portfolio of functional service skills including investment due diligence, business plan reviews, market assessments, financial reporting support, capital structuring advice, valuation, merger integration, performance improvement, restructuring and interim management.

Mr. Donoghue has significant experience with high profile leveraged buyouts, mergers & acquisitions, financing transactions, and various securities offerings, including Initial Public Offerings, private placements and syndicated loan transactions. In addition, he is experienced in high profile financing workouts, restructurings, turnarounds, forensic investigations and litigation cases.

Prior to joining BDO, Mr. Donoghue successfully developed and led the NY Office Transaction Advisory and Valuation services practice at FTI Consulting and he was a Partner in Arthur Andersen’s NY practice. In addition, Mr. Donoghue obtained his credit risk management experience with ING Capital, auditing experience with Price Waterhouse and corporate financial reporting experience with W.R. Grace.

Chieh Huang, Co-Founder and CEO | Boxed



Chieh Huang is Co-Founder and CEO of Boxed, a company that is disrupting the wholesale shopping club experience by enabling you to shop for bulk-sized items online or via mobile app and have them delivered directly to your door. Forbes Magazine recently named Boxed one of the next “billion-dollar start-ups.”

The company has raised over \$150 million in funding and is known for its creative employee perks.

In 2015, Mr. Huang, the son of Taiwanese immigrants, announced he would be personally paying for the college tuition of all his employees' children.

Prior to founding Boxed, Mr. Huang served as the CEO of Astro Ape, one of the first mobile social gaming studios. Upon leading Astro Ape to acquisition by Zynga, Mr. Huang stayed on as Director of Zynga Mobile NY, leading the fastest and most efficient game team at the company.

Mr. Huang's personal honours include being named to Bloomberg 50, Bloomberg Businessweek's 50 people to watch in 2018, to National Retail Federation's list of People Shaping Retail's Future (2017) as one of Crain's 40 Under 40 (2017) and Goldman Sachs' list of 100 Most Intriguing Entrepreneurs (2016.)

Mr. Huang is a 2003 graduate of The Johns Hopkins University and received his JD from Fordham University in 2007.

Ray Shu, Managing Director & Head of Originations, TMT | Capital One



Ray Shu joined Capital One in April 2016 and currently serves as Managing Director and Head of Originations for Capital One's Technology, Media & Telecom lending platform. Prior to joining Capital One, he served as Senior Managing Director and Team Leader for GE Capital's Telecom, Media & Technology business. In this position, Mr. Shu led his team in providing senior secured financing to middle-market companies and sponsor-based activities in various TMT sectors.

Mr. Shu joined GE Capital in October 2000, where he held several senior positions, including Managing Director, Risk, charged with overall underwriting and portfolio management responsibilities for the business unit's loan portfolio in the media sector. As a Senior Vice President, he also co-founded GE Capital's Technology Lending Group, which focuses on debt investments for early stage, venture-backed technology companies.

Prior to GE Capital, Mr. Shu was with Bank of America Commercial Finance's Healthcare Leveraged Finance Group, as well as with the Franchise Finance Group at NationsBank, N.A. He was also with PriceWaterhouse's Corporate Finance Group, where he focused on the execution of buy- and sell-side mandate transactions, capital raising, IPO advisory and bankruptcy restructuring services.

Mr. Shu earned his BBA in Finance from the University of Georgia and his MBA in International Finance from Georgia State University. He received his Chartered Financial Analyst (CFA) designation in 1997.

Sage Nakamura, Senior Managing Director | Capital One



Sage Nakamura is a Senior Managing Director with Capital One Bank, where he leads Loan Syndications and Sales for both corporate and real estate loans. The team is responsible for structuring and distributing syndicated loans; including, Commercial & Industrial, CRE, Healthcare, Technology, Energy, Food/Bev., Sponsor, and Financial Institutions. He joined Capital One in December 2015, after 15 years in capital markets sales and structuring roles at GE Capital, most recently as the head of the healthcare capital markets. Mr. Nakamura joined GE Capital in 2001 as a Vice President, and helped develop the loan syndications, sales and trading function. Mr. Nakamura was promoted to SVP in 2004, and as a senior member of the Sales Desk, assumed sales responsibility for GE's key

loan investors. In 2007, he was promoted to Managing Director and assumed new responsibilities as the Syndicate Manager for cash flow loans originated by Healthcare Finance, Sponsor Finance, Corporate Finance, and Franchise Finance. In this role, Mr. Nakamura crafted syndication strategies, acted as a liaison between Sales and Structuring, determined investor allocations, and was responsible for capital markets deal approvals.

Mr. Nakamura entered Summit Bank's (now part of Bank of America) management training program in 1995 and held various corporate loan underwriting and origination positions through 2001.

He graduated with a B.S. degree from Skidmore College, where he double-majored in economics and business, and received his MBA from Seton Hall University.

Scott Marden, Managing Partner | CIP Capital



For over two decades, Scott Marden has been a recognized leader in the information services and media, with leadership experience balanced between senior operating and financial roles. Before founding CIP Capital in 2010, Mr. Marden led the investment activities in the information, media and services sectors at Credit Suisse/DLJ Merchant Banking Partners.

Mr. Marden has over 18 years of experience in private equity and financial services. In addition to his two most recent roles at CIP and DLJ he also led the information and media investment banking practices at Deutsche Bank/BT Securities, and Bear Stearns & Co. During these 8 years he was responsible for more than 40 completed transactions exceeding \$20 Billion.

As an operating executive, Mr. Marden has held positions of leadership in several prominent information and media companies, serving as: President of McGraw Hill's Information and Media segment, which included Platts Energy Information Group, JD Power & Associates, Business Week, and Dodge Data and Analytics; President and CEO of Philips Media (Philips Electronics) where he held worldwide operating responsibility for Philips' software, digital, broadband and service businesses; President/COO of Marvel Entertainment; and, President of CBS Inc.'s International Publishing division.

Mr. Marden has served on several corporate and non-profit boards including: Marvel Entertainment Group, Inc., Metro Goldwyn Mayer, Inc., NAVTEQ, Inc., United Pan European Communications N.V., Advanstar, Inc., General Magic, Inc., Whittle Communications, Inc., RevSpring, CoAdvantage, and the Museum of the Moving Image. He currently serves on the Board of Directors for OnCourse Learning, eDriving, Compliance Solutions

Strategies, Cisive Corp, and WilsonHCG, and serves as a member of the University of Chicago Harris School's Visiting committee.

Mr. Marden holds a bachelor's degree from Fordham University, completed Ph.D. coursework at University of Chicago, and received a master's degree from the University of Chicago's Harris School.

Jim Owens, President & CEO | Cisive



Jim Owens is President and Chief Executive Officer of Cisive and has been in that position since July 2009. He has over 25 years of experience in executive leadership, business operations, and technology, focusing in areas of HR tech enabled services, risk management, industry leading background screening, IT leadership.

Mr. Owens originally joined Cisive as the Chief Information Officer (CIO) in 2003. First as CIO, and then as CIO and head of Cisive's background screening division, he led the modernization of Cisive's technology and operations, implementing industry leading approaches to the performance of high volume background screening, HR onboarding, and vehicle pre-insurance inspections.

As CEO, Mr. Owens has led the transformation of Cisive into a HR technology enabled services company with dual focus on HR onboarding and background screening at industry leading quality levels. He led the recapitalization of Cisive last year with CIP Capital, setting the stage for Cisive's next chapter of growth.

Prior to joining Cisive, Mr. Owens was a senior architect at Cap Gemini Ernst and Young (CGEY). Mr. Owens started his career as a naval officer in the U.S. Navy Submarine Service. He holds a B.S. in Physics, summa cum laude, from the Georgia Institute of Technology, and was formerly certified in the supervision, maintenance, and operation of a submarine nuclear power plant.

Sabrina Horn, Senior Advisor, Technology Practice | Finn Partners



Sabrina Horn is a tech industry communications expert, executive advisor and connector. Her career includes Horn Group, the iconic U.S. tech agency she founded in Silicon Valley at age 29 and ran as President and CEO for 24 years. She sold Horn Group to Finn Partners in 2015, served as Managing Partner of their Global Technology Practice, and in 2018 became Senior Technology Advisor for the firm. Ms. Horn's expertise includes category creation, brand transformation, crisis counsel, go-to-market strategies, vertical expansion, executive media-readiness, and IPO/M&A navigation. Her tech expertise spans many B2B markets: ERP, cloud/SaaS software, data science, cybersecurity, workforce management, adtech, CRM, supply chain, and consumer ecommerce.

She has a B.A. in American Studies from Hobart/William Smith and an M.S. in Public Relations from Boston University.

Christian Keane, Group VP, Strategy & Corporate Development | Gartner



Christian Keane leads Gartner's Strategy and Corporate Development team globally. His team is responsible for Gartner's Corporate Strategy, Competitive Intelligence, M&A and Post Deal Integration. Since Mr. Keane joined Gartner in 2014 the company has made over 10 strategic acquisitions and divestitures including the transformational acquisition of CEB, Inc. in 2017. Before joining Gartner, Mr. Keane led Nokia's M&A team based in Helsinki, Finland from 2010-2014. Prior to Nokia, Christian was an investment banker at Morgan Stanley in New York. Mr. Keane has a BA in Economics from Amherst College and an MBA from Harvard Business School.

Alex Roth, Group Director of Strategy and Business Planning | Informa

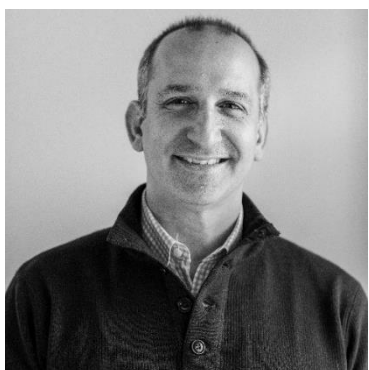


Alex Roth joined Informa in January 2014 as Group Director of Strategy and Business Planning, where he is responsible for Corporate Strategy and M&A. He is a member of the Group's Executive Management Team, and he sits on the Management Board of Informa's academic publishing division, Taylor & Francis.

Prior to Informa, Mr. Roth was a Partner with global consultancy Bain & Company where he focused on corporate transformation, innovation and growth strategy, M&A due diligence, and post-acquisition integration, principally with clients in the TMT sector. Prior to Bain, he was with Monitor Group.

Mr. Roth holds an MBA from Northwestern University, an MPhil from Oxford University, and a BA from Yale University.

David Eisenberg, Chief Strategy Officer | LiveRamp



David Eisenberg is Chief Strategy Officer at LiveRamp (NYSE: RAMP), a software-as-a-service (SaaS) company that provides the identity platform for powering exceptional customer experience. At LiveRamp, Mr. Eisenberg is responsible for strategy, M&A, investments and new growth initiatives.

Prior to LiveRamp, Mr. Eisenberg served as head of strategy and M&A at Acxiom, where he was a driving force for the company's business and digital transformation from a traditional marketing services company to a next-generation marketing technology platform, including forward-thinking acquisition of LiveRamp. He led the sale acquired by IPG for \$2.3B.

Earlier, Mr. Eisenberg was GM of Rakuten USA and led corporate development for Rakuten Group, a \$15B global consumer Internet and Ecommerce Company.

Rob Dickey, Partner | Morgan Lewis



With US and global experience in mergers and acquisitions, Rob Dickey helps both public and private companies close domestic and cross-border deals, including most recently Penske Media's investment in Wenner Media, Moody's Corporation's acquisition of Omega Performance, and The Economist Group's sale of CQ Roll Call. He also advises clients on issues that arise in joint ventures, strategic alliances and investment transactions. Although he focuses his practice on representing companies in the media and technology industries, Mr. Dickey also counsels strategic and financial clients in many economic sectors.

Mr. Dickey represents a variety of clients, including a leading international educational company, a global high-tech engineering corporation, and one of the largest US media outlets. In addition to his M&A work, Mr. Dickey also advises clients on corporate governance and compliance matters. Mr. Dickey holds his AB and JD from Duke University.

Davis Noell, Managing Director | Providence Equity



Davis Noell is a Managing Director based in our New York office. Mr. Noell is currently a director of The Chernin Group, DoubleVerify and OEConnection. He was previously a director of GLM, Stream Global Services, SunGard Data Systems and World Triathlon Corporation. Prior to joining Providence in 2003, Mr. Noell worked in Deutsche Bank's media investment banking group. He is a trustee of the Gilman School in Baltimore, MD. Mr. Noell received a Bachelor of Arts from the University of North Carolina at Chapel Hill.

Mike Edelhart, Managing Partner | Social Starts



Mike Edelhart is Managing Partner for Social Starts and Joyance Partners venture funds. A pioneering media and startup executive, Mr. Edelhart was the original Executive Editor of PC Magazine and founding editor of other Ziff-Davis computer magazines, as well as the ZD Labs, and later was Executive Vice President at Ziff. Mr. Edelhart was CEO at many startups, including Olive Software, Inman News and Zinio. Mr. Edelhart was also a partner at Redleaf, a VC fund. At SoftBank, Mr. Edelhart directed content for the Seybold, Interop and Comdex conferences and launched new businesses. Mr. Edelhart consulted to Bloomberg, Reuters and AARP, and has authored more than 20 books.

Erik Moreno, EVP, Corporate Development and M&A | Sony



Erik Moreno is Executive Vice President, Corporate Development and M&A at Sony Pictures Entertainment. He is responsible for developing growth strategies for the studio, identifying potential partnership or acquisition prospects and managing other business opportunities alongside SPE's senior executive team.

Mr. Moreno is a seasoned M&A and Strategy executive most recently serving as EVP and President of Corporate Development, New Ventures and Investments at Time, Inc. Prior to Time Inc., he held several key roles including: Senior Vice President, Corporate Development, Fox Networks Group, co-GM of Mobile Content Venture, Director of Corporate Development for eBay Inc., and Vice President of Corporate Development and Strategy for Level 3 Communications. Mr. Moreno began his career at Gleacher & Co., a boutique investment bank specializing in Mergers & Acquisitions.

Mr. Moreno is a graduate of the Wharton School of the University of Pennsylvania.

Sheila Spence, Vice President, Corporate Development | Spotify



Sheila Spence is Vice President, Corporate Development at Spotify. She joined Spotify in 2017 to head the Corporate Development Group globally, responsible for acquisitions and other strategic corporate transactions for the company. Spotify is the world's most popular music streaming service with a community of 180m users, including 83m subscribers, across 65 markets (Sept 2018).

Ms. Spence joined Spotify from WPP Group where she was Senior Vice President, and Co-head of Corporate Development for North America. WPP is the world's largest marketing services group, made up of leading companies in advertising, media investment management, digital media & marketing, information and data services.

Prior to WPP, Ms. Spence was the Senior Vice President, and head of Corporate Development, for PRIMEDIA Inc., then a KKR-portfolio company in the business of targeted media and content. Prior to PRIMEDIA, Ms. Spence worked in the Investment Banking division of Salomon Brothers (now Citigroup). She holds an MBA from Harvard Business School and an HBA from The University of Western Ontario.

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