



2019 JEGI | CLARITY MEDIA & TECHNOLOGY CONFERENCE

Where to Look Next for
Growth & Profit in Digital Markets

January 17, 2019
Time Warner Center, NYC

#JEGICONF19

WELCOME MESSAGE

#JEGICONF19



Greetings,

Welcome to our 15th Annual Media & Technology Conference, highlighting “Where to Look Next for Growth and Profit in Digital Markets.” We are delighted that you could join us for this noteworthy event, bringing together a high-level audience of about 500 senior executives from across the global media, information, marketing, software and tech-enabled services sectors.

We have 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; Morgan Lewis; and Oracle + NetSuite. 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 the JEGI | CLARITY leaders while you are here.

Sincerely,
Wilma H. Jordan

A handwritten signature in black ink that reads "Wilma H. Jordan".

Founder & CEO
JEGI

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

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JANUARY 17, 2019, TIME WARNER CENTER, NYC

JEGI | CLARITY TEAM – NEW YORK/BOSTON

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WILMA JORDAN
Founder & CEO



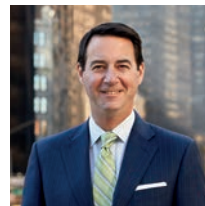
TOLMAN GEFFS
Co-President



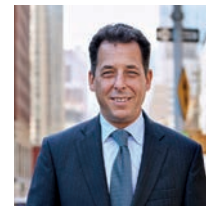
AMIR AKHAVAN
Managing Director



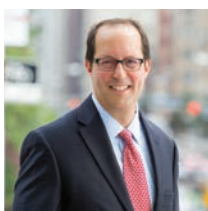
SAM BARTHELME
Managing Director



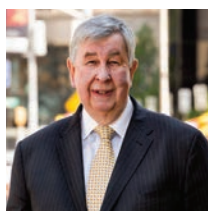
JEFF BECKER
Managing Director



ADAM GROSS
Managing Director



MICHAEL HIRSCH
Managing Director



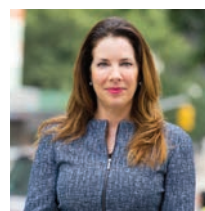
RICHARD MEAD
Managing Director



JAMES NALLY
Managing Director



JOSEPH SANBORN
Managing Director



KATHLEEN THOMAS
Managing Director



NICOLE GINSBERG
Director



RICHARD OH
Director



DAVID CLARK
Chief Marketing Officer



BILL HITZIG
Chief Operating Officer

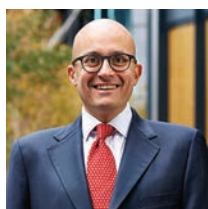


DOUG STOWE
EVP, Professional Services Group

JEGI | CLARITY TEAM – LONDON/SYDNEY



MARCUS ANSELM
Managing Director



BEN TOLLEY
Managing Director



SAN DATTA
Managing Director



JONATHAN DAVIS
Managing Director



RICHARD VAUGHAN
Director



JON GOODALE
Director, BD



VICTORIA JEROME
Chief Operating Officer

AGENDA

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11:30am	Registration and Lunch Served
11:55am – 12:00pm	Opening Remarks Wilma Jordan, Founder & CEO JEGI
12:00pm – 12:40pm	JEGI CLARITY Sector Insights Kathleen Thomas, Managing Director JEGI Marcus Anselm, Managing Director CLARITY Adam Gross, Managing Director JEGI Michael Hirsch, Managing Director JEGI Joseph Sanborn, Managing Director JEGI Jeff Becker, Managing Director JEGI
12:40pm – 1:10pm	Opening Keynote Fireside Chat: Keeping it Local Moderator John Rose, Senior Partner & Managing Director Boston Consulting Group Keynote Mike Reed, Chief Executive Officer New Media Investment Group
1:10pm - 1:35pm	Direct-to-Consumer Disruptors Mike Edelhart, Managing Partner Social Starts Chieh Huang, Co-Founder & CEO Boxed
1:35pm – 2:00pm	Partnering with Private Equity Scott Marden, Managing Partner CIP Capital Jim Owens, President & CEO Cisive
2:00pm – 2:15pm	Major Legal Trends for 2019 Rob Dickey, Partner Morgan Lewis
2:15pm – 2:30pm	Break
2:30pm – 3:00pm	Mid-Day Keynote Fireside Chat: Content-Driven Commerce Moderator Amir Akhavan, Managing Director JEGI Keynote Mike Steib, Chief Executive Officer XO Group
3:00pm – 3:35pm	Corporate M&A: Turning the Big Ship Moderator Tolman Geffs, Co-President JEGI Panelists David Eisenberg, Chief Strategy Officer LiveRamp Christian Keane, Group VP, Strategy & Corporate Development Gartner Erik Moreno, EVP, Corporate Development & M&A Sony Alex Roth, Group Director of Strategy & Business Planning Informa Sheila Spence, Vice President, Corporate Development Spotify

AGENDA

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3:35pm – 4:00pm	Technology Marketing: The CMO View Moderator Sabrina Horn, Senior Advisor, Technology Practice Finn Partners Keynote Jason Maynard, SVP of Strategy & Marketing Oracle NetSuite Global Business Unit
4:00pm – 4:25pm	Afternoon Keynote Fireside Chat: Stream On Moderator John Rose, Senior Partner & Managing Director Boston Consulting Group Keynote Josh Sapan, President & CEO AMC Networks
4:25pm – 5:00pm	M&A Market Trends: The Investor View Moderator Sam Barthelme, Managing Director JEGI Panelists Patrick Donoghue, Partner; Transaction & Restructuring Advisory Services BDO Sage Nakamura, Senior Managing Director Capital One Davis Noell, Managing Director Providence Equity Ray Shu, Managing Director & Head of Originations, TMT Capital One
5:00pm – 5:30pm	Closing Keynote Fireside Chat: Building the “Next Gen” Agency Moderator Wilma Jordan, Founder & CEO JEGI Keynote Sir Martin Sorrell, Executive Chairman S4 Capital
5:30pm – 7:00pm	Closing Remarks and After Party

To view the biographies of today’s speakers, please visit:
www.jegi.com/resources/2019-jegi-media-technology-conference

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Koller Search Partners is the trusted retained executive search partner for consumer and enterprise businesses looking to build winning leadership teams. Our consumer practice specializes in direct to consumer brands, Fortune 500 and private-equity backed brands, marketplaces, content, subscription and membership businesses. Within our enterprise practice, we specialize in B2B information (SaaS, content and services), events, marketing technology and advertising technology.

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About JEGI | CLARITY

JEGI | CLARITY (www.jegiclarity.com), is the leading independent investment bank for the global media, information, marketing, software and tech-enabled services sectors. With offices in London, Sydney, New York and Boston, we have closed more than 650 transactions during our 30+ year history. www.jegiclarity.com.

Sector Coverage

- Digital Media
- Tech Enabled Marketing
- B2B Media & Events
- Information Services
- Vertical SaaS
- Human Capital Management



Integrated healthcare marketing and technology development agency.

December 2018



Global executive search firm and tech enabled recruiting.

December 2018



Multi-disciplinary health and pharma communications and market access group.

December 2018



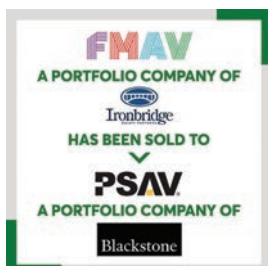
Media and communications company serving the home furnishings and gift industries.

November 2018



Data and analytics to measure the effectiveness of corporate learning and training investments.

October 2018



Audiovisual and live event production.

October 2018



Visual effects for episodic television, feature films, commercials, and VR productions.

October 2018



Sports research analytics and advisory.

September 2018



Sales and marketing performance improvement training and consulting.

September 2018



FC Business Intelligence is a leading B2B events and information business.

August 2018

RECENT TRANSACTIONS

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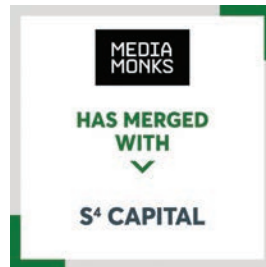
HCM knowledge management software and services.

August 2018



A consumer media and e-commerce platform.

July 2018



Global tech-enabled creative production platform.

July 2018



Education content for clinicians, treatment center executives, and health professionals.

July 2018



Market research and customer experience insights.

June 2018



Marketing communications and data provider serving pharmaceutical, eye care & healthcare professionals.

June 2018



Tech-enabled employee feed back and analytics platform.

May 2018



Integrated events and information company serving the energy, safety, and healthcare sectors.

April 2018



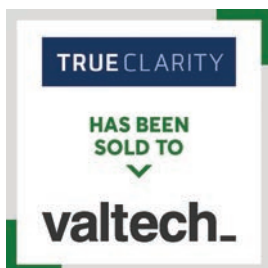
Product content management SaaS platform for global brands and retailers.

March 2018



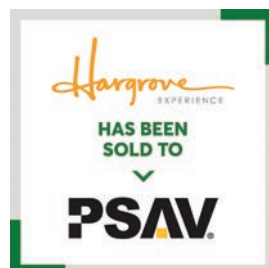
SaaS-based software company for professional services automation (PSA).

March 2018



E-commerce and experience platform services provider.

February 2018



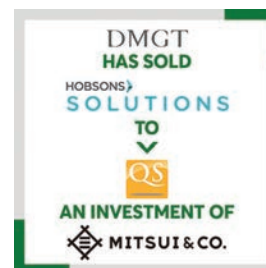
Experiential events and exhibitions production company.

January 2018



Organizer of executive level, highly-curated hosted buyer events.

November 2017



International enrollment management solutions for universities worldwide.

October 2017



CRM and application management software for higher education.

September 2017



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