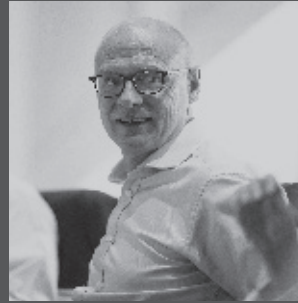


# voting panel



**JASS SARAI**  
PwC (VOTING PANEL CHAIRMAN)

Jass is PwC's UK Technology Sector Leader. In this role, Jass leads the services PwC provides to its clients within the sector, ensuring that PwC offers insight, analysis and value, and helping clients develop and implement strategies. Jass has worked in the sector for over 15 years, during which he has been based in Boston and London. He has significant experience with high growth companies, SEC and UK Listings and the issues facing companies as they grow rapidly in a market dominated by change.



**PAUL JACKSON**  
SILICON VALLEY BANK

Paul Jackson is Head of Corporate Banking for Silicon Valley Bank's UK branch. He is a highly experienced corporate banking professional and has spent the last 15 years of his career focused on the technology sector. This has included managing banking relationships with UK and European mid-market clients and large publicly listed technology businesses.

Paul heads up Silicon Valley Bank's Corporate Banking team in London, where he is dedicated to providing financial services and solutions to technology businesses in the UK and Europe that typically have revenues over £25m, as well as sponsor-led leveraged buy-out transactions.

Before joining Silicon Valley Bank in 2011, Paul was head of Technology Banking at Bank of Ireland, and was previously a Director within Barclays' TMT team, specialising in the software industry. He has successfully completed numerous corporate finance transactions for public and private businesses within the UK technology sector.

# voting panel continued



**ANTON BLACK**  
ROTHSCHILD & CO

Anton is a Managing Director at Rothschild & Co, heading Rothschild's Technology team out of London.

He has been with Rothschild & Co since 2004 and has extensive experience across all types of transactions including: acquisitions, disposals, public and private M&A, IPOs, and debt advisory mandates. Anton has a broad technology remit with a particular focus on software companies.

Rothschild is one of the leading global financial advisers, providing independent, expert advice on many high profile transactions.

Anton earned a BBusSci (Hons) in Finance, Economics and Accounting from the University of Cape Town in 1999 and is a Chartered Accountant.



**HARRY CHATHLI**  
LUTHER PENDRAGON

Harry is a financial PR and media strategist. Over the past fifteen years, he has designed and implemented successful communications campaigns to raise the profile of public and private companies in a variety of sectors, with a particular strength in technology-led businesses. Harry has been the key PR adviser in over 30 IPOs on the London Stock Exchange (Main List and AIM), NASDAQ and other global bourses, as well as in other transactions and corporate events such as M&A, MBO, crisis communications, boardroom disputes and shareholder activism. Harry's strength in PR strategy is built on his previous experience as a management consultant advising foreign Governments on their economic reform programmes.



**FRASER ELMS**  
HERALD INVESTMENT MANAGEMENT

Fraser has nearly 17 years' experience in investing in technology companies, the last 14 years of which have been with Herald Investment Management – a specialist TMT investment manager. He has lead responsibility for the Herald portfolios' Asian exposure. He also has analytical responsibility for the semiconductor industry. Immediately prior to joining Herald, Fraser was a technology analyst with Dresdner Kleinwort Benson, where he covered the European technology sector. He also spent three years at Prudential as a UK unit trust fund manager. Fraser has a degree in Economics from Lancaster University, an MSc in Investment Analysis from the University of Stirling and is an Associate of the CFA Society of the UK.



**ARUN GEORGE**  
CAMBRIDGE APPLIED RESEARCH

Arun joined Cambridge Applied Research (CAR) in March 2016 in a business development role. CAR originates and manages a portfolio of UK technology ventures. The company also offers advisory and support services to early stage technology ventures. Arun has over ten years' experience covering the software, hardware and semiconductor industries. He was formerly a Technology Analyst for Canaccord Genuity, Altium Securities, Espirito Santo Investment Bank, Noble Group and Clear Capital. He has a dual Master's in Financial Engineering and Industrial and Operations Engineering from the University of Michigan. He obtained his Bachelor's in Mechanical Engineering from the Indian Institute of Technology, Bombay. He is also a CFA charterholder.

# voting panel continued



**CHRIS GODSMARK**  
OAKLEY ADVISORY LIMITED

Chris co-founded Oakley Advisory, formerly Oakley Capital Corporate Finance, in 2007. He specialises in mid-market TMT deals, including everything from mergers and acquisitions, through fundraisings to public markets deals including IPOs and take-privates. Oakley has completed over 70 corporate finance deals since formation and its average deal size is typically between £50m and £300m. Chris previously worked at Investec Investment Banking for ten years, as Head of Telecoms Media and Technology in the Corporate Finance team, where he led numerous M&A deals and IPOs, and, prior to this, as Head of Telecoms Equity Research. Prior to this, Chris had a ten-year career as a financial journalist, starting with the BBC as a trainee journalist, moving to a variety of business reporting roles there before spending two years as Business Correspondent at The Independent. Chris has a MA in History from Selwyn College, University of Cambridge.



**FATIMA IU**  
POLAR CAPITAL

Fatima is a Technology Fund Manager at Polar Capital, with a focus on European and US technology companies. Prior to joining Polar, she was an analyst at Citigroup Asset Management. Fatima has an MSc in Chemistry from the Imperial College of Science, Technology and Medicine, and is a CFA charterholder.



**DAUD KHAN**  
CANACCORD GENUITY

Daud is a Chartered Accountant with over 15 years' experience as an analyst and has covered the technology space since 1998. During his years as a technology analyst he has covered UK, European and global stocks in the software and IT Services space. He has provided analysis for a number of IPOs and secondary fundraises. Previously, Daud qualified as an accountant at PwC.



**ERIC LAWSON-SMITH**  
ARMA PARTNERS

Eric leads Arma Partners' Media practice and is one of the most experienced advisers to the media and internet sectors globally. Arma Partners is Europe's pre-eminent mid-market M&A advisory firm focused exclusively on Communications, Media and Technology. The firm has completed 26 transactions with a total value of over \$10bn since January 2014. Eric's 27-year career has spanned both New York and London, during which he has advised on numerous high profile M&A transactions and private financings with a total value in excess of €15bn. His recent transactions at Arma have included strategic buyers such as leading Asian e-commerce group Rakuten, US Internet giant Aol, as well as information groups Markit and Thomson Reuters. He has extensive relationships with pre-eminent growth and Private Equity investors; recent transactions have included Providence Equity, Great Hill Partners and BC Partners. Prior to Arma, Eric was Managing Director and Head of European Internet/Digital Media at Jefferies; a founder and Managing Director of LongAcre Partners; a principal at Broadview; and Vice President at JPMorgan.

# voting panel continued



**FATI NARAGHI**  
NEWTON INVESTMENT MANAGEMENT

Fati is the Global Technology Analyst at Newton Investment Management, where she is responsible for close to £3bn of investments in the global technology sector.

Fati has spent her entire career in the technology sector. Prior to Newton, she was a founding partner of ACN & Co, a successful strategic advisory company. ACN's clients included leading global telecom companies in Europe and Asia. Before starting ACN, Fati was a senior systems engineer at AT&T Network Systems in the UK and AT&T Bell Labs in the US.

Fati has a DPhil from the Department of Engineering Sciences at the University of Oxford. She has done post-doctoral research in the Department of Computing at Imperial College, London. She was also a visiting Fellow at MIT Sloan School of Management.



**JATISH PATEL**  
ALCHERA TECHNOLOGIES

Jatish joined Fidelity Worldwide Investment in June 2012 as an Analyst where he focused on small-cap technology, Media and Telecoms stocks across Europe and the US.

Currently, Jatish is the Managing Director of London-based Smart Cities start-up, Alchera Technologies, which uses Machine Learning to generate the most accurate real-time data for intelligent mobility systems.

Alongside his entrepreneurial interests, Jatish is heavily involved in the UK start-up space, advising a number of UK tech start-ups on market strategy, working alongside incubator and accelerator programmes such as MassChallenge UK and Social Incubator East.

He graduated from Queens' College, University of Cambridge with an MA in Economics.



**MILAN RADIA**  
JEFFERIES INTERNATIONAL

Milan Radia joined Jefferies International in June 2006 and is a Managing Director with responsibility for coverage of European Data Centres, Software and IT Services. He has 22 years of equity market experience and has won a number of awards in recent years. In June 2015, Milan's team was ranked no.1 in the Extel Awards by management teams for UK small & mid-cap technology research. In addition, in each of 2011 and 2012, he was ranked the No.1 earnings estimator in Europe for his sector in the StarMine Awards, as well as the No.2 earnings estimator in the UK in 2012. Milan was previously at Bridgewell Securities, during which time he was voted techMARK Analyst of the Year and achieved a top three Institutional Investor sector ranking. Prior to Bridgewell, Milan was a Director in the UBS technology equity research group and a senior member of the top ranked software team. Milan started his career at Prudential Portfolio Managers where he was latterly a fund manager responsible for portfolios worth in excess of £350m.



**IAN RESTALL**  
FLATHILL COMMUNICATIONS GROUP PLC

Throughout his career, Ian has been involved in the quoted growth companies sector. His early career was as a stockbroker, analyst, broadcaster and financial journalist in this area and, since founding The Design Portfolio Marketing Services in 1991, he has been active in helping many companies in this sector with their investor communication and corporate reporting requirements. Ian is also Chairman of Flathill Communications Group plc, President of The Design Portfolio Marketing Services Inc. and a member of the Investor Relations Society.

# voting panel continued



**STEVE RIGBY**  
RIGBY GROUP PLC

Steve is Chief Operating Officer of the Rigby Group. He joined the group in 1989 and assisted in the creation of Byte Computer Superstore, where he operated as Managing Director from 1996–1998. This business was subsequently sold to Dixons Stores Group and integrated into the PC World brand. From 1998–2001, he managed and led the group's distribution businesses, which doubled in size and tripled in profitability during this term. He later went on to transform SCC, the group's IT services business, and run the group's UK operations and, latterly, the Dutch, Italian, German and Spanish businesses.

In 2006, Rigby & Rigby was launched and quickly became a top three developer of prime London residential property, working in the super prime markets of Knightsbridge and Mayfair. Through recent years he has led a substantial change in the nature of the group by selling a number of subsidiaries, acquiring a series of businesses and, in November 2012, successfully selling the SDG division.



**MATTHEW SIEBERT**  
TOSCAFUND

Matt joined Tosca in 2008 and is responsible, amongst other things, for overseeing TMT investments in the UK Mid Cap portfolio. He also runs the Tosca Micro Cap fund which brings him into contact with a host of UK-listed tech names. Matt started his career with Hoare Govett's research team and covered sectors that included Utilities, Retail and e-commerce, and IT Hardware. In 2005, he left to establish a data consultancy business which was then rolled into Toscafund three years later. His current role provides a perfect platform to spend time with both listed and privately owned companies.





**ANDREW SKINNER**  
BARCLAYS

Andrew Skinner is a Relationship Director in the Technology, Media and Telecoms team at Barclays. The team has been at the forefront of providing support, funding and specialist advice to technology and telecoms companies for over ten years. Andrew has over 30 years' banking experience across a variety of roles and has a particular focus on managing relationships with some of the largest telecoms and technology companies in the industry.



**IAN SPENCE**  
MEGABUYTE

Ian is the founder of Megabuyte and, in addition to running the business day to day, he has overall responsibility for software research. Ian is also a trusted adviser on corporate strategy to many of the UK's leading software and IT services companies, as well as their investors.

Ian has been involved in researching and advising companies in the technology sector for 20 years. He began his career as a reporter for the Investors Chronicle before quickly making the move into investment banking where, over the next 15 years, he worked for Robert W Baird, Panmure Gordon, Bridgewell and Altium. Ian was twice voted techMARK Analyst of the Year and was recognised in 2014, and again in 2015, by Debretts and The Sunday Times as one of the 20 most influential people in the UK technology sector.

# voting panel continued



**TOM WRENN**  
ECI PARTNERS

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Tom is a Partner at leading Private Equity firm ECI and heads their tech sector team. Over its several decades of working with great management teams and founders, ECI has supported businesses across the technology sector – recent investments include IT Lab (IT Managed Services), ATG Media (online marketplace), Wireless Logic (M2M platform), CliniSys (healthcare IT), Kelvin Hughes (marine navigation systems), XLN Telecom (B2B telecoms), Fourth (SaaS), Ascribe (healthcare IT) and CarTrawler (travel technology platform). ECI raised £500m, its tenth fund, in 2014, of which a substantial proportion will be invested in growth tech companies.