

Secondary Markets for Private Equity (3rd Annual)

◆Agenda◆

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|-------------|-------------------------------------|
| 5:00-5:30PM | Registration & Reception |
| 5:35PM | Welcoming Remarks |
| 5:45PM | Guest Speaker: Andrea Lamari |
| 6:15PM | Investment Panel |
| 7:20-8:00PM | Networking |

◆Guest Speaker◆



Andrea Lamari
West Coast Director
Nasdaq Private Market

Andrea is the Director of the West Coast Region for Nasdaq Private Market, a division within Nasdaq dedicated to working with private companies in advance of an IPO to provide software and Nasdaq resources to manage company equity, stock plans, and shareholder liquidity in the form of private tender offers and secondary transactions. She is the co-founder of Equidate, an online trading platform for private company stock backed by Tim Draper, Charlie Cheever, and Structure Capital. Prior to building Equidate she started Equity LLP, a corporate transactional law firm focused on technology startups and held the role of Venture Associate at New League Capital, a legacy Silicon Valley-based venture capital firm started by the founders of Hotmail.

◆Panel Moderator◆



Donald C. Reinke
Partner
Reed Smith

Don is currently the Office Managing Partner of Reed Smith's Silicon Valley Office and the Global Vice-Chair of Reed Smith's Venture Capital & Technology practice. Don was previously the Chair of Reed Smith's Securities & Capital Markets practice. Don is also an Adjunct Professor at USF teaching venture capital and finance at USF's School of Management's International & Executive Programs. Don specializes in public and private financings of technology and other emerging growth companies and has extensive experience in middle market mergers and acquisitions, representing issuers as well as private equity and venture capital funds. Prior to Reed Smith, Don chaired the Corporate Department of one of California's largest law firms, Crosby Heafey, which he joined after bringing the law firm he co-founded and managed, Bay Venture Counsel, to Crosby. Don has also previously been selected as a Northern California "Super Lawyer" by Law & Politics magazine and the publishers of San Francisco Magazine.

◆Investment Panel◆

Scott Chou

Co-Founder and Managing Partner
ESO Fund



Scott has been in the venture capital industry since 1997

and was recently recognized by *Always On* as a Top 100 venture capitalist. He is known for his focus on disruptive technologies and for authoring *Maxims, Morals, and Metaphors – A Primer on Venture Capital*. Scott's passion for early stage technology ventures extends back to high school when he joined his first startup as a software engineer. He has since worked for five more technology ventures including Poqet Computer and ICE in addition to world-renowned research and development organizations such as Bellcore and IBM. Scott actively maintains his technical expertise as the creator of *Oh Don't Forget!*, a popular mobile app for Android and iOS devices. He completed the prestigious Kauffman Fellows Program in 1999 with Onset Ventures and later joined

Gabriel Venture Partners in early 2000 where he focused on research labs for fundamental innovations. Scott's educational background includes a bachelor's degree in electrical engineering with honors from Caltech as well as master's degrees from Harvard University and Stanford University.

Ira Simkhovitch

Vice President
Industry Ventures



Ira concentrates on originating, valuing and

managing primary and secondary investments in later-stage, venture-backed companies and secondary investments in venture capital funds. Prior to Industry Ventures, Ira worked on the Investment Team at The Carlyle Group/AlpInvest Partners where he committed capital to private equity and venture capital funds. Previously, Ira was a Senior Analyst at Commonfund Capital investing in private equity funds, secondary investments and direct investments globally. Ira began his career at Booz Allen

Hamilton on a team developing software and analytics for the Department of Defense. Ira received a BS in engineering from MIT and his MBA from Columbia Business School, where he graduated with Dean's Honors. While in business school, Ira was a Summer Associate at Lazard in the TMT group and an intern at ZelnickMedia.

Sabrine Zou

Managing Partner
Valley Interlink



Sabrine Zou is the Managing Partner of Valley Interlink, a

San Francisco based firm focus on US-China cross border investment and strategic partnerships. Valley Interlink provides services to U.S. tech companies for their China growth by developing the go-to-market strategy and locating business resources such as strategic partners and local capital. Valley Interlink also advises a number of Chinese institutions, public listed companies and Pre-IPO companies on business and investment opportunities in U.S., Canada and Israel.

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◆Internet Securities Management◆



Michael Beardsley
Founder & CEO

Michael Beardsley has

over 30 years of technology experience and over 20 years of investment banking and equity research experience. Mr. Beardsley founded Internet Securities in January 1999. Prior to Internet Securities, Mike worked for Merrill Lynch in New York City for four years as a sell-side equity analyst. Prior to Merrill Lynch, Mike was a management consultant at J.P. Morgan. Mr. Beardsley was also a senior telecommunications equity analyst at Pacific Growth Equities. Prior to Mike's Wall Street career, he worked for Hewlett-Packard in Cupertino. Mr. Beardsley holds an M.B.A. from Columbia University, B.A. in economics from U.C. Berkeley, and A.S. in data communication from Foothill College. Mr. Beardsley possesses FINRA Series 7, 24, 63, 65, 79, and 87 licenses.



Nick Henderson
Director
Corporate
Development

Mr. Henderson is

the Director of Corporate Development at Internet Securities. In this role, he cultivates strategic partnerships and customer relationships with the objective of maximizing revenues and capitalizing on key business opportunities. Prior to Internet Securities, Nick Henderson was an Executive CFO at CFO Wise, Inc. and Partner at Grizzly Peak Capital. Mr. Henderson was also an active investor and executive in the mobile and radio industry sectors. In the radio industry, he led a number of roll ups as well as mergers and acquisitions involving various radio companies. Nick started his career as an engineer at Intel Corporation. He holds an M.B.A. from U.C. Berkeley's Walter A. Haas School of Business and a B.A. from Harvard University.



Henry K. Wong
CTO

Henry K. Wong has over 15 years of technology

experience and over 10 years of marketing management experience. In his role as Chief Technology Officer of Internet Securities, Mr. Wong oversees the planning, design, and implementation of the Company's Information Technology. Henry Wong has a marketing management and technology background from companies such as Intel Corporation and McDonnell Douglas (now owned by Boeing Corporation). Mr. Wong also has engineering experience from McDonnell Douglas where he was a lead information technology engineer developing several mission critical applications. Mr. Wong has an M.B.A. from Columbia University and a B.S. in engineering from the University of California at Berkeley.

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