

# Jefferies Tech Trek 2022

SEPTEMBER 20 – 22, 2022

Tel Aviv, Israel | #TechTrek

Jefferies Tech Trek 6.0 is a curated event with the singular focus of providing a platform for leading global investors to efficiently and effectively engage with the Israeli tech ecosystem. This intimate 2-day event brings together a select group of global institutional and private capital investors alongside Israel's top VCs to meet with The Scale Up Nation's most exciting and innovative private and public companies. You are invited to join us for insightful panels, fireside chats, 1:1 meetings and intimate networking events. *For registration, please contact your Jefferies agent. Hotel information can be found on our conference website once you are registered.*

## AGENDA

[DETAILED AGENDA ON PAGES 3 & 4](#)

### TUESDAY, SEPTEMBER 20, 2022

6:30PM – 9:00PM: Evening Welcome Reception

### WEDNESDAY, SEPTEMBER 21, 2022

8:00AM – 9:15AM: Breakfast

9:30AM – 12:45PM: Keynotes, Panels and  
Fireside Chats

12:45PM – 1:45PM: Networking Lunch

12:45PM – 1:45PM: Security Software

Working Lunch

1:15PM – 5:30PM: 1x1 and Small

Group Meetings

6:00PM – 9:00PM: Beach Sunset Cocktail Party

### THURSDAY, SEPTEMBER 22, 2022

8:00AM – 9:30AM: Breakfast

9:45AM – 12:45PM: Keynotes, Panels and  
Fireside Chats

12:45PM – 1:15PM: Networking Lunch

1:15PM – 5:30PM: 1x1 and Small

Group Meetings

5:30PM – 7:30PM: Closing Cocktail Reception

### FRIDAY, SEPTEMBER 23, 2022

9:00AM – 5:30PM: Optional Jerusalem Tour

## JEFFERIES HOSTS

**Rich Handler, CEO**

### INVESTMENT BANKING

**Raphael Bejarano, Co-Head of Global Investment Banking**

**Andrea Lee, Co-Head of Global Investment Banking**

**Dominic Lester, European Head of Investment Banking**

**Daniel Avrutsky, MD, HCM and Payments Software**

**Gunjeet Baweja, MD, Semis and Electronics**

**Phil Berkowitz, Global Co-Head of Technology**

**Simon Brown, MD, EMEA Technology M&A**

**Sean Costello, MD, Mobility Technology**

**Cully Davis, Vice Chairman of ECM and Head of West Coast Tech**

**Ashley Delp Walker, Global Head of Equity Syndicate and Privates**

**Luca Egidio, MD, EMEA Cloud Infrastructure & Services**

**Stephen Gavalas, MD, Industrial Technology**

**Jason Greenberg, Global Head of Technology Advisory**

**Adarsh Gupta, MD, Marketing / CX Technology**

**Chris Hayes, MD, Mobility Technology**

**Cameron Lester, Global Co-Head of Technology**

**Enrico Magnifico, MD, Strategic Equity**

**John Metz, MD, Cybersecurity and Infrastructure Software**

**Evan Osheroff, MD, Software**

**Barry Rawla, MD, EMEA Technology**

**Tim Roepke, MD, Infrastructure Software**

**Nandan Shinkre, Head of European TMT**

**Justin Smolkin, Head of US Tech ECM**

**Vikram Sood, MD, Security Software**

**Steve West, Head of Software**

**Alexander Yavorsky, Joint Global Head of Financial Institutions**

## ISRAEL COVERAGE

**Natti Ginor, Head of Israel Investment Banking**

**Omer Geller, SVP, Israel Investment Banking**

**Yosef Angster, Associate, Israel Investment Banking**

**Shoshana Oster, Associate, Israel Investment Banking**

**Lior Shimonovich, Head of Israel Equity Sales**

**Nimrod Tevet, Analyst, Israel Equity Sales**

**Yoash Zabary, Head of Israel Fixed Income**

## EQUITIES & WEALTH MANAGEMENT

**Bill Bell, Global Head of Electronic and Program Trading**

**Laurie Goodman, Head of Private Wealth Investments**

**Bob Constant, MD, Private Wealth Management**

## EQUITY RESEARCH

**Jerry Dellis, European Telecom Analyst**

**Mark Lipacis, Semiconductor Analyst**

**George Notter, Telecom & Networking Equipment Analyst**

**Samad Samana, Software Analyst**

**Brent Thill, Internet & Software Analyst**

**Andrew Uerkwitz, Interactive Entertainment Analyst**

**William Beavington, Global Tech Sector Specialist**

## STRATEGY

**Shannon Murphy, Head of Strategic Content**

**David Zervos, Chief Market Strategist**

## CORPORATE

**Ramin Safai, Global CISO and Head of  
Tech Infrastructure**

# SELECT PARTICIPANTS

## SELECT CONFIRMED COMPANIES



## SELECT CONFIRMED INVESTORS



# AGENDA

## Tuesday, September 20

5:00PM-9:00PM

## The David Kempinski Hotel, Lower Level

Registration

6:30PM-9:00PM

Evening Welcome Reception with opening remarks from Shlomo Dovrat (Co-Founder, *Viola*) and special guest Naftali Bennett (Alternate Prime Minister of Israel)

## Wednesday, September 21

8:00AM-9:15AM

## The David Kempinski Hotel, Lower Level

Breakfast – Jaffa Grand Foyer

9:30AM-9:45AM

Welcome Remarks – *Jefferies*

9:45AM-9:50AM

Video Welcome Remarks from President of Israel, Isaac “Bougie” Herzog

9:50AM-10:00AM

Evolution of the Israeli Tech Ecosystem: Izhar Shay (Former Minister of Science and Technology; Venture Partner, *Disruptive AI*)

10:00AM-10:40AM

Fireside Chat: Rational Tech Investing in an Irrational World: Anton Levy (Co-President & Global Head of Tech, *General Atlantic*) & Rich Handler (CEO, *Jefferies*)

10:40AM-11:10AM

Flexible Capital Solutions in Volatile Markets: Yifat Oron (Senior Managing Director & Head of Israel, *Blackstone*) & Raphael de Botton (Senior Managing Director, *Blackstone Tactical Opportunities*) moderated by Shannon Murphy (Head of Strategic Content, *Jefferies*)

11:10AM-11:40AM

Public Equity Perspective: Sammy Simnegar (Portfolio Manager, *Magellan Fund, Fidelity Investments*) & Ashley Delp (Global Head of Equity Syndicate, *Jefferies*)

11:40AM-12:10 PM

Fireside Chat: The Market Outlook of a Market Maker: Jeff Horing (Managing Director, *Insight Partners*) & Yaron Samid (Founder, *TechAviv*)

12:10PM-12:40PM

Fireside Chat: Founder’s Perspective: The Maturation of the Israeli Tech Ecosystem Over the Past Decade: Avishai Abrahami (CEO & Co-Founder, *Wix*) & Tal Barnoach (General Partner, *Disruptive AI*)

12:45PM-1:45PM

Lunch Options:

Networking Lunch – Lobby Restaurant Terrace

Security Software Working Lunch: Ilan Erez (CFO, *AlgoSec*), Guy Tytunovich (CEO, *CHEQ*), Yaniv Vardi (CEO, *Claroty*), Eyal Wachsman (CEO, *Cymulate*), Benny Czarny (CEO, *OPSWAT*) – The White City Room

1:15PM-5:30PM

1:1s and Small Group Meetings

6:00PM-9:00PM

Beach Sunset Cocktail Party

## Thursday, September 22

8:00AM-9:15AM

## The David Kempinski Hotel, Lower Level

Breakfast – Jaffa Grand Foyer

9:30AM-9:35AM

Welcome Remarks: Dominic Lester (European Head of Investment Banking, *Jefferies*)

9:35AM-9:55AM

Beyond the Iron Dome: Shaping the Future with Israeli Innovation: Dr. Danny Gold (Head, *Directorate of Defense Research and Development (IMOD/DDR&D – MAFAT)*) & Inventor of the Iron Dome)

9:55AM-10:35AM

The Challenges of Inflation and Growth in Today’s Global Economy: David Zervos (Chief Market Strategist, *Jefferies*) in a discussion with Professor Jacob Frenkel (Former Governor of the Bank of Israel)

10:35AM-11:05AM

Growth Without Compromise: Maximizing IPO Value through Growth AND Profitability: Robert “Tre” Sayle (Partner, *Thoma Bravo*) & Cully Davis (Vice Chairman of ECM & Head of West Coast Technology Investment Banking, *Jefferies*)

11:05AM-11:35AM

Creating Leading Public Platforms through Strategic Combinations: Sebastian Künne (Senior Managing Director, *CVC Capital Partners*) & Jason Greenberg (Head of Global Tech Advisory, *Jefferies*)

11:35AM-12:05PM

Fireside Chat: ironSource: Building a Global Tech Champion in Israel: Tomer Bar Zeev (CEO & Co-Founder, *ironSource*) & Raphael Bejarano (Global Co-Head of Investment Banking, *Jefferies*)

12:05PM-12:30PM

The Bezeq Blueprint: Global Investor Value Creation for Israel’s Digital Infrastructure: Gil Sharon (Chairman, *Bezeq*) & Darren Glatt (Partner & Head of Digital Infrastructure, Searchlight Capital Partners) moderated by Jerry Dellis (European Telecom Analyst, *Jefferies*)

12:30PM-12:45PM

Home Sweet Home: The TASE as Part of Your Global Capital Markets Strategy: Ittai Ben Zeev (CEO, *Tel Aviv Stock Exchange*)

12:45PM-1:15PM

Lunch – Lobby Restaurant Terrace

1:15PM-5:30PM

1:1s and Small Group Meetings

5:30PM-7:30PM

Closing Cocktail Reception

# AGENDA

**Friday, September 23**

**9:00AM**

**Optional Investor Guided Jerusalem Tour**

**Buses Depart from David Kempinski Hotel**

**Drive through the Judean Hills** – stop in Jerusalem National Forest

**Sightseeing Drive through Modern Jerusalem** – The Knesset, Israel Museum, & Shrine of the Book

**Enter the Old City through the Jaffa Gate**

**Old City Market** – Walk along David St.

**Roof-Top Walk** – View of the Old City

**Explore the Jewish Quarter** – Byzantine Mall, Western Wall, Southern Wall

**Lunch** – Local Mediterranean Restaurant

**Christian Quarter** – walk along the Via Dolorosa, or 'Stations of the Cross', until reaching the Church of the Holy Sepulchre

**Muslim Quarter** – enchanting Arab Bazaar and hundreds of shops throughout little alleyways

**4:00PM**

**Depart Jerusalem**

**5:30PM**

**Arrive at the David Kempinski Hotel**