



LEONIS
P A R T N E R S

21ST ANNUAL MEDIA & TECHNOLOGY CONFERENCE

Resilience Redefined: Adapting to an
Ever-Changing Landscape

March 13, 2025
The Pierre, NYC



WELCOME MESSAGE



Greetings,

Welcome to our 21st Annual Media & Technology Conference, focusing on “Resilience Redefined: Adapting to an Ever-Changing Landscape.” We are delighted you could join us for this event, bringing together a senior level audience of executives and investors from across the global media, marketing, information and technology sectors.

We have assembled an impressive roster of A-list speakers for today’s program who will share insights and case studies on how to stay ahead of fast-paced changes in the industries we serve; how to innovate and transform business models in response to rapid developments in the use of technology and data; and how to leverage M&A to drive growth and enhance product and service offerings. We look forward to hearing from this great group of speakers!

In addition to this exciting news about the Conference, you may have heard that we have made an announcement that we will be merging JEGI CLARITY with Leonis Partners. This merger is awaiting regulatory (FINRA & FCA) approval. Once that approval is received, our platform will be known as JEGI CLARITY LEONIS. This exciting development has been 9 months in the making and is a very important step for both firms.

This merger will widely expand our sector coverage as Leonis is a specialist in technology and software transactions. While we will integrate our US operations, our London office will also benefit from a number of professionals provided by Leonis London.

Leonis is well known in the marketplace for its transaction prowess as well as its strong commitment to value creation for its clients. Our two firms are culturally very compatible; and this merger provides additional scale of operations for both firms, enabling our new firm to work continually to serve its clients in the blue chip manner we have reflected over the past 37 years.

Once the regulatory approvals are received, and we can close this transaction, I will become Executive Chairman of this new firm. Robert Koven, Founder of Leonis, will become Co-CEO of the new firm with Scott Mozarsky as Co-CEO (currently an MD at JEGI CLARITY), supported by Doug Stowe, President & Chief Operating Officer—an extremely strong team that will drive this firm to new heights. We are very excited with this new chapter and hope you will meet and congratulate Robert, Scott, and Doug.

Sincerely,

Wilma H. Jordan

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

Founder & CEO
North America
JEGI CLARITY

Leonis Principal, Inc. (d/b/a “Leonis Partners”) and The Jordan Edmiston Group, Inc. (d/b/a “JEGI CLARITY,” and together with Leonis Partners, the “Parties”) have entered into a proposed combination agreement (the “Transaction”). The Transaction is subject to approval by the Financial Industry Regulatory Authority (“FINRA”) and in the UK by the Financial Conduct Authority (“FCA”). The Parties will continue to be two distinct entities and businesses until the Parties obtain FINRA’s and the FCA’s approval of, and close, the Transaction. Please see the disclosure on page 10 of this program for additional information.

21ST ANNUAL MEDIA & TECH CONFERENCE
MARCH 13, 2025, THE PIERRE, NYC

JEGI CLARITY – NORTH AMERICA



DOUG STOWE
President & COO



ROBERT BERSTEIN
Managing Director



HUGH BOSTON
Managing Director



KEVIN FINNEGAN
Director



KELSEY HAAR
VP, Marketing



BILL HITZIG
Chief of Compliance &
Business Affairs



RICH KANEFSKY
Managing Director



CHRIS KARL
Chief BD Officer



BOB LOCKWOOD
Managing Director



SCOTT MOZARSKY
Managing Director



ALON SHEINBERG
Director



JON THACKERAY
Managing Director



KATHLEEN THOMAS
Managing Director

JEGI CLARITY – EMEA & APAC



MARCUS ANSELM
Partner



SAN DATTA
Partner



JONATHAN DAVIS
Partner



BEN TOLLEY
Partner



RICHARD VAUGHAN
Partner



SEWRA ALAZAR
Finance Manager



NATI CUCALON-ROBLES
Marketing Director



JONATHAN GOODALE
Chief BD Officer



DANIEL HART
Director



AMRITA JAIJEE
General Counsel and
Compliance Director



VANGELIS LIVANIS
MD, Debt Advisory



PATRICIA VICENTE
Director

AGENDA

11:30am - 12:20pm	Lunch & Networking
12:20pm - 12:30pm	Opening Remarks Wilma Jordan, Founder & CEO, N.A. JEGI CLARITY
12:30pm - 1:00pm	Tragedy to Triumph: I Can & I Will Chris Karl, Chief Business Development Officer JEGI CLARITY Ali Truwit, 2x Silver Medalist at the 2024 Paris Paralympics & Founder of Stronger Than You Think, Inc.
1:00pm - 1:30pm	The Power of B2B Brands Stephen Carter, Group Chief Executive Informa
1:30pm - 2:00pm	Deep Dives Into M&A's Hottest Sectors JEGI CLARITY Leaders
2:00pm - 2:30pm	How Semafor Can Be the Global Digital News Winner Colin Morrison, Founder Flashes & Flames Justin Smith, Co-Founder & CEO Semafor
2:30pm - 2:45pm	Recent Legal Developments and Trends in M&A Robert Dickey, Partner Morgan Lewis
2:45pm - 3:30pm	Break
3:30pm - 4:00pm	Innovations for a New Generation: Local News Reinvented Moderator Jeff Goldstein, Americas Leader of Technology, Media & Telecommunications, Partner & Managing Director AlixPartners Panelists Paul Bascobert, President, Chief Executive Reuters Chris Ripley, President & CEO Sinclair Andrey Vakhovskiy, Managing Director H.I.G. Capital

AGENDA

4:00pm – 4:30pm	The Transformative Power of Podcasts in Media Sheila Spence, VP, Corporate Development Spotify Ray Chao, SVP & General Manager of Audio & Video Vox Media
4:30pm – 5:00pm	Beyond the Forecast: How The Weather Company is Transforming Business Through AI and Weather Intelligence Heather Holst-Knudsen, Founder & CEO H2K Labs Rohit Agarwal, Chief Executive Officer The Weather Company
5:00pm – 5:30pm	M&A Snapshot: Key Trends From the Frontlines Moderator Rich Kanefsky, Managing Director JEGI CLARITY Panelists Taylor Dixon, Senior Vice President, Advisory Sales Datasite Patrick Donoghue, National Managing Principal, Transaction Advisory Services & Private Equity Industry Leader BDO Nathan Janick, Vice President Shamrock Capital Mark Solovy, Managing Director – Co-Head, Technology Finance; Head, Venture Debt Monroe Capital
5:30pm – 6:00pm	Resilience Through 137 Years of Transformative Acquisitions and Creation of New Products Wilma Jordan, Founder & CEO, N.A. JEGI CLARITY Steve Swartz, President & CEO Hearst
6:00pm – 7:00pm	Closing Remarks and After Party

To view the biographies of today’s speakers, please scan the QR code or visit this link:
<https://www.jegiclarity.com/wp/wp-content/uploads/2025/02/2025-Speaker-Bios.pdf>



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At AlixPartners, we leverage our deep expertise in large-scale transformation to help legacy media, content creators and distributors, digital advertising and advertising technology companies, agencies and marketing services, leading gaming companies, and digital marketplaces navigate the ever-changing media landscape. Our complex, strategic solutions allow players to stay ahead of market shifts.

We partner with management teams, boards, and investors to accelerate value creation and achieve commercial excellence by evaluating key operational levers such as customer lifetime value, churn, return on invested capital, production life cycle, go-to-market strategy, and pricing effectiveness. Our differentiated approach deploys small teams with deep industry and functional expertise. We embrace a pragmatic, collaborative style by providing hands-on support, ensuring strong stakeholder buy-in, building trust with your teams, and rigorously tying results to P&L impact.



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Invest with confidence with our buy-side support that includes in-depth analyses of historical and proforma Quality of Earnings & Cash Flows, Net Working Capital, and Net Debt. We identify quantified tax risks that can impact the value of your deal and provide tax structuring and post-closing remediation support. Our deal analytics of key performance metrics provide objective insights into the business' operating performance. Our objective is to help ensure you invest with confidence.



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H2K Labs is a next-generation advisory firm that harnesses the power of data, digital technologies, and AI to accelerate business growth. We partner with organizations to unlock new revenue streams, optimize profitability, and create sustainable value through data-driven transformation. Our approach combines advanced analytics with deep industry expertise to deliver actionable insights and tangible results. By leveraging cutting-edge technology and proven methodologies, we help clients identify untapped market opportunities, streamline operations, and implement strategic initiatives that drive measurable business outcomes.

Beyond traditional advisory services, we've created Revenue Room Connect, an exclusive ecosystem for forward-thinking CEOs and C-Suite executives. This premium platform combines executive education, peer networking, and strategic collaboration opportunities for leaders focused on driving growth and innovation. Through The Revenue Room™ Podcast and RevvedUP, we deliver compelling insights and practical strategies from industry visionaries and transformation experts, helping executives stay ahead of market trends and drive organizational success.



Morgan Lewis

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Morgan Lewis provides comprehensive corporate, finance, restructuring, litigation, employment and benefits, and intellectual property services in all major industries, helping clients address and anticipate challenges across vast and rapidly changing landscapes. We work with clients ranging from established, global Fortune 100 companies to enterprising startups and we approach every representation with an equal commitment to first understanding, and then efficiently and effectively advancing, the interests of our clients and arriving at the best results. We focus on both immediate and long-term goals with our clients, helping them address and anticipate challenges across vast and rapidly changing landscapes.

Founded in 1873, Morgan Lewis offers more than 2,200 lawyers and specialists—in 30+ offices across North America, Asia, Europe, and the Middle East.

JEGI CLARITY - SELECT 2024 & YTD TRANSACTIONS

JEGI CLARITY (www.jegiclarity.com), is a preeminent M&A advisory firm for the media, marketing, information and technology industries. With a global reach from New York, London, Boston, Sydney and San Francisco, we have closed more than 800 transactions during our 35+ year history.

 HAS ACQUIRED  Legal Market Advisory	 HAS MERGED WITH  A PORTFOLIO COMPANY OF  Advertising Platform	 HAS REINVESTED IN  Marketing & Comms.	 HAS BEEN SOLD TO  CTV Advertising	 HAS BEEN SOLD TO  Media Agency
 HAS INVESTED IN  Social Media Marketing	 A PORTFOLIO COMPANY OF  HAS SOLD  TO Tech Industry Events	 HAS SOLD  TO  Oil & Gas Information	 HAS BEEN SOLD TO  A PORTFOLIO COMPANY OF  Direct Marketing	 HAS INVESTED IN  Legal Services
 HAS ACQUIRED  A PORTFOLIO COMPANY OF  Digital Agency	 HAS BEEN SOLD TO  Consumer Insights	 HAS INVESTED IN  Intellectual Property	 HAS BEEN SOLD TO  UX Platform	 HAS BEEN SOLD TO  Outsourced Lit. Support
 HAS BEEN SOLD TO  A PORTFOLIO COMPANY OF  Bus. Transformation	 HAS INVESTED IN  Creative Agency	 HAS ACQUIRED  A SUBSIDIARY OF  Comms. Agency	 HAS BEEN SOLD TO  Content Monetization	 HAS INVESTED IN  Capital Markets Events Business

LEONIS PARTNERS

Leonis Partners (www.leonisparkers.com), is a New York headquartered, full-service advisory firm dedicated to empowering entrepreneurs and their businesses. Leveraging decades of experience from leading global financial institutions, Leonis delivers tailored solutions in M&A, Capital Raising, Fairness & Valuation Opinions, and other Special Situations.



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TED WEBSTER
Managing Director



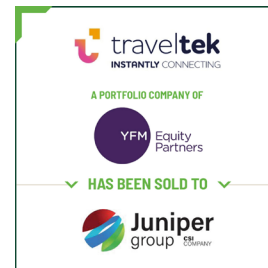
Oil & Gas Software



Govt. Agency Events



K12 / EdTech Software



Travel Technology



K12 / HCIT Software



Merchant Acquiring / Processing



Auto Data & Doc Handling



HCM Technology



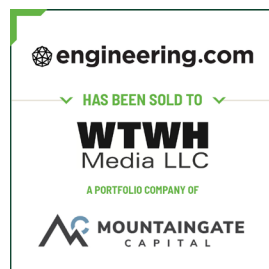
Property Mgmt. Software



AP / AR Automation



Procure-to-pay Solution



Digital Media



Registration & Mgmt. Software



Legal Content



Merchant Acquiring / Processing

DISCLOSURE

Leonis Principal, Inc. (d/b/a “Leonis Partners”) and The Jordan Edmiston Group, Inc. (d/b/a “JEGI CLARITY,” and together with Leonis Partners, the “Parties”) have entered into a proposed combination agreement (the “Transaction”). The Transaction is subject to approval by the Financial Industry Regulatory Authority (“FINRA”) and in the UK by the Financial Conduct Authority (“FCA”). The Parties will continue to be two distinct entities and businesses until the Parties obtain FINRA’s and the FCA’s approval of, and close, the Transaction. The Parties anticipate the Transaction will close in the second quarter of 2025. Leonis Partners presently offers securities through its wholly-owned subsidiary, Leonis Securities, LLC. Leonis Securities LLC is a broker-dealer registered with the U.S. Securities and Exchange Commission (“SEC”), member of FINRA, and member of the Securities Investor Protection Corporation (“SIPC”). JEGI CLARITY presently offers securities through its wholly-owned subsidiary, JEGI, LLC. JEGI, LLC currently is a broker-dealer registered with the SEC, member of FINRA, and member of SIPC. JEGI, LLC filed to withdraw its broker-dealer registration in the first quarter of 2025 and JEGI CLARITY anticipates that withdrawal will be effective by the end of the first quarter 2025.



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