



## Investors and Shareholders

June 2014

Ariadne Capital has secured the financial support and commitment of 62 of the world’s leading entrepreneurs and business builders. Each of them have been part of building a ‘growth story’ for the part of the world that they call home by building extraordinary businesses which help people live more fulfilling lives. We are very proud to call them our “Founding Investors”.

**Julie Meyer, Chief Executive Officer, Ariadne Capital Ltd**

# Ariadne Investors

Mike Alfant	-	Page 4	Dimitris Livanas	-	Page 27
Michele Appendino	-	Page 5	Wayne Lochner	-	Page 28
Dr Jalal Bagherli	-	Page 6	Julie Meyer	-	Page 29
Francois Barrault	-	Page 7	Bob Morton	-	Page 30
Paul Barry-Walsh	-	Page 8	John O'Connell	-	Page 31
Sabeer Bhatia	-	Page 9	Nick Ogden	-	Page 32
Andrew Black	-	Page 9	Yogesh Patel	-	Page 32
Mark Blandford	-	Page 10	Markus Pedriks	-	Page 33
Dr Nigel Burton	-	Page 11	Judy Piatkus	-	Page 34
Jeremy Collier	-	Page 12	Ian Powell	-	Page 35
Ian Cormack	-	Page 13	Al-Noor Ramji	-	Page 35
Peter Cunningham	-	Page 14	Senia Rapisarda	-	Page 36
Paul Danowa	-	Page 15	John Redford	-	Page 37
Susan Dark	-	Page 16	Stefan Roever	-	Page 37
Mark Duesenberg	-	Page 17	David Rowe	-	Page 38
Rebecca Duesenberg	-	Page 17	Christopher Samuelson	-	Page 38
Wilf Eaton	-	Page 18	Lynda Scott-Tomlin	-	Page 39
Jo Goodson	-	Page 19	Roman Stanek	-	Page 40
Francis Goodwin	-	Page 20	Glenda Stone	-	Page 41
Toon den Heijer	-	Page 21	Robert Swann	-	Page 42
Stephen Harlow	-	Page 22	Alan Turner	-	Page 42
Finn Helmer	-	Page 22	Paul Turner	-	Page 43
Gerhard Huber	-	Page 23	Martin Velasco	-	Page 44
Michael Jackson	-	Page 23	Peter Wakeham	-	Page 45
Michael Janssen	-	Page 24	Steve Watmough	-	Page 46
Candace Johnson	-	Page 25	Ed Wray	-	Page 47
Vinay Kantak	-	Page 26	Michele Appendino	-	Page 48
Benoit Leleux	-	Page 26	Ariadne Investor Members	-	Page 49

# Mike Alfant

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Mike Alfant founded Fusion Systems Shanghai Co, Ltd. together with 6 other partners in May 2005. Mike has again assembled a combination of deep technical expertise and results-oriented technology experts to earn the trust of some of the world's largest commercial and financial organizations. The company is focused on delivering value to clients throughout China and Asia through the design and implementation of technology-based business solutions.

Prior to launching Fusion Systems he was the President and CEO of Building2 in Tokyo, Japan. Building2 is a technology investment enterprise that manages a diverse portfolio of private companies. Building2's investments are integrated into a collaborative network of firms focused on broadband, wireless and 3G telephony technologies.

In 1992, Mike founded and was President and CEO of Fusion Systems Japan, a multinational systems integrator that serviced Fortune 1000 corporations throughout Asia, Europe and North America. Mike led FSJ to a successful \$58million acquisition by IMRglobal (NASDAQ: IMRS) in March 1999.

Mike chairs the Information, Communications, and Technology Committee of the American Chamber of Commerce in Japan, and has been an active member since 1992. As Chairman of this committee he oversees the Aerospace, Energy and Telecommunications subcommittees within the ACCJ. Mike is a sought after advisor on business and technology in Asia and frequently provides briefings to U.S. Government delegates and business executives visiting the region. He is a frequent speaker at major Universities in the US, Japan and within Asia.

Mike serves on the Board of Directors of On2 Technologies, Inc. (AMEX: ONT), a leading technology firm at the forefront of video compression. Mike also maintains a close liaison with the Japan-America Society who periodically entertains trade delegations of U.S business leaders interested in exploring opportunities in Japan.

Prior to Fusion Systems Japan, Mike worked in various technology roles at AT&T Bell Labs, Bankers Trust, UBS, Security Pacific, Citibank, EF Hutton, and the Federal Reserve Bank of New York.

# Michele Appendino

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Founder and Chairman of Solar Ventures, Michele Appendino graduated from the Polytechnic of Turin in Italy with an Electronics Engineering degree. He attended INSEAD business school (Fontainebleau, France) where he obtained an MBA.

He worked with Andersen Consulting in Spain and with FMC in California (US). Michele was a Senior Engagement Manager with McKinsey & Company, in the Milan office (92-96). During this period he was part of the media, retail and fashion practice.

Michele also co-founded Net Partners Ventures in 1997. Net Partners Ventures was the first venture capital company in Europe focusing exclusively on internet companies (start-up/early stage).

In 2005, he founded A.M.E. Ventures which is active in seed investments and in control investments in growth stage companies. It has 8 portfolio companies in Europe, Africa and India and is now very active in renewable energy, including a control stake in Solar Ventures an independent solar energy power producer, active in Italy and the Mediterranean area with an international portfolio of PV Plants in excess of 1 GWp. Solar Ventures has been included in the CNBC Top 50 Global Low Carbon Pioneers.

In 2009 Michele has been appointed Chapter Chair of Young Presidents' Organization in Italy, in 2002 he was Global Leader for Tomorrow of the World Economic Forum.

# Dr Jalal Bagherli

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Jalal Bagherli is a semiconductor executive with great interest in creating high growth businesses around new products and ventures; he has worked within large multinationals as well as capital funded start up company environments.

He has been CEO of Dialog Semiconductor plc, a European specialist chip company in mixed signal audio and power management products for personal mobile devices since Q4 2005. He has focused on devising and implementing a turn-around strategy culminating in positioning the company for its next stage of rapid growth and expansion.

Jalal was previously of Alphamosaic, a Cambridge based startup specialising in mobile video and multimedia processor chips from 2001 to 2004. In 2004, he completed the trade sale of Alphamosaic for \$120m (approx) to Broadcom Corporation. He became a VP and GM of the multimedia business Broadcom to oversee Alphamosaic's integration.

Prior to Alphamosaic, Jalal spent six years with Sony Europe, ultimately as the VP in charge of the semiconductor products operation in Europe. This grew to a \$300m revenue business, comprised of local products created for DTV and GSM phones as well as camera, and memory chips developed in Japan. Much of the focus during this period was creation of a major local product development centre and multiple partnerships with European technology providers.

He previously worked for Texas Instruments for nine years in the UK and France, managing many advanced semiconductor technology projects and customer specific chips for companies in consumer and telecommunications segments in Europe and the Far East.

He is a non-executive director of Lime Microsystems, a venture funded semiconductor start-up in the UK, specialising in RF products for WiMAX/ LTE communication systems which he helped setting up in 2005.

Jalal holds a BSc(Hons) degree in Electronic Engineering from Essex University and a PhD in Electronics from University of Kent at Canterbury, England.

# Francois Barrault

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François Barrault has had unique and diversified entrepreneurial and corporate experiences in the technology sector.

He is chairman and founder of FDB Partners SPRL an investment and advisory firm in TMT, renewable energy and publishing.

Francois started his career as a researcher in Robotics, Artificial Intelligence with IBM Corporation; then founded – and sold – several businesses. He then moved to senior positions in large global companies, in particular Lucent Technologies where he was President and CEO Lucent EMEA and then as International CEO and corporate officer ran all Lucent’s 38 acquisitions in the Internet sector.

He retired at the end of 2008 from the position of CEO of BT Global Services and as a BT Group board member. In BT Global Services he created a world leader in Networked IT services comprising 37000 employees and operating in 176 countries, in 4 years acquiring 32 companies around the world. In parallel, he led BT Innovate, the advanced R&D and innovation team of BT group and in this role chaired and sponsored numerous initiatives with the most prestigious Universities in the world. Francois has been very active at the WEF (Davos and regional forums) and created and then chaired the BT Global advisory board (60 world-class leaders from around the world).

Francois is also active in lecturing worldwide, is a member of various boards of public and private companies, advisory boards, private investments funds and foundations around the world.

# Paul Barry-Walsh

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Paul Barry-Walsh left IBM in 1986, after nine years to form Safetynet, which became one of the UK's leading providers of Business Continuity Services. Paul went on to found Netstore in 1996.

In February 1999 he led the management buyout of his partner at Safetynet and became CEO and majority shareholder. During 2000, Safetynet was sold to Guardian IT. for £170 million.

Netstore floated on the main market in 2000. Paul became Chief Executive of Netstore for 12 months in Sept 2001 and again for 9 months in 2006. whilst remaining Chairman through out. Netstore was sold to 2E2 in October 2008.

He founded The Fredericks Foundation in 2001 which has gone on to become a leading Micro Finance organisation in the UK, funding 2 disadvantaged individuals per week.

He is involved in a number of start ups including "Slivers of \Time, Bluesource, Odyssey Asset Management and Purpose Software. He brought the "Dans le Noir" dark concept restaurant to London in May 2008 he was granted the Queens Award for Enterprise Promotion. He was also granted a Beacon award for creative giving in 2008. In March 2009 he was awarded the CNBC /FT European Philanthropist of the year.

Paul lives on a small estate in Hampshire. He is married to Jane and has a son and daughter.

# Sabeer Bhatia

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Sabeer Bhatia founded Hotmail in 1996, the world's largest email user base. He sold the company to Microsoft Corp in 1998 as the fastest growing worldwide email service. Since then, Sabeer has actively supported and invested in new ventures.

He has received numerous accolades including "Entrepreneur of the Year" from venture capital firm Draper Fisher Jurvetson, "Elite 100" by Upside magazine, "TR100" by MIT and was named by Time magazine as one of the "People to Watch" in international business. Sabeer, an Indian immigrant to the U.S., has a bachelors degree from the California Institute of Technology and a masters degree in Electrical Engineering from Stanford University.

Sabeer was named a silicon.com Agenda Setter in 2008, one of the 50 most influential individuals in the global technology and IT industries.

# Andrew Black

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Andrew Black is the co-founder and a non-executive director of Betfair, the world's leading online betting exchange. Betfair's unique bookmaking model is his brainchild. Andrew was a professional gambler but also worked in various product development roles for Track Data Corporation, Boxall and the Ministry of Defence.

After a series of decent wins betting on horses, Andrew left a city software position. He gambled for a while, backing horses and playing high stakes bridge. He then traded equities for a hedge fund for a year before leaving to go back into software as a contractor, initially working on databases and mathematical programmes for the MOD/DERA and latterly building websites for various clients. Black started on the Betfair idea in his spare time in 1998 and went full time in 1999 with a partner, Edward Wray. The two launched the site in June 2000.

# Mark Blandford

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Mark Blandford was the founder and Director of Sportingbet Plc, an online global sportsbook and casino. Mark now works as a successful Venture capital investor.

Born and educated in Hereford (U.K.) Mark completed a Business degree specialising in international marketing at Wolverhampton Polytechnic and worked in Industrial goods, Local radio, and food marketing prior to venturing into the Bookmaking Industry.

Mark was the owner of a traditional 'bricks and mortar' bookmaker's chain for over 15 years, then recognised the potential of the Internet in the mid 90's. Mark pursued this opportunity to its fullest. In October 1998 he launched Sportingbet.com from Alderney, which was instantly successful listing on OFEX in April 1999. In January 2001 the company floated on the Alternative Investment Market, part of the London Stock Exchange raising £18m. Sportingbet operate online sports and horse race betting along with casino and virtual games together with Poker.

Mark's entrepreneurial spirit has lead his company to go from strength to strength acquiring some of the biggest names in gaming - Betmaker.com (Costa Rica), Number One Betting Shop (Australia), Sportsbook (USA) and Sporting Odds (UK) to name a few - making Sportingbet the world's largest internet gambling group. Sportingbet has revenues exceeding £1 billion and in excess of 1.1m customers from over 150 countries worldwide.

Sportingbet grew to report profits of £103m in year end July 2005. Employment peaked around 1,000 people and market capitalization of the company reached nearly £2billion.

In recent years, Blandford has managed a venture capital fund focusing on the leisure sector. The fund, called Valhalla Investments, has made a handful of investments in the online gambling industry. Mark now has an investment portfolio which includes holdings and board seats in: Pan Index, Mfuse, Red Web Security and taggant products.

# Dr Nigel Burton

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Nigel Burton became Chief Financial Officer (CFO) of PetroSaudi Oil Services in January 2011. He was CFO and an Executive Board Member of Advanced Power AG, a leading developer of gas fired power stations in Europe and the US, from May 2008 until December 2010.

Prior to joining Advanced Power, Nigel was Finance Director of Granby Oil and Gas plc, a UK based oil and gas exploration and production company, which he floated on AIM in 2005 and led the sale of in early 2008, following four years as Chief Financial Officer of WILink plc, an international web based financial information and corporate communications business.

Nigel has over 14 years' experience of Investment Banking at leading City institutions including UBS Warburg and Deutsche Bank, principally as the Managing Director responsible for the energy and utilities industries. He previously worked in scientific instrument manufacturing.

Nigel is a Chartered Electrical Engineer (FIET) and gained a B.Sc. (First Class Hons) in Electrical and Electronic Engineering and a Ph.D in Acoustic Imaging at University College London. Nigel is currently President of the Institution of Engineering and Technology, Europe's largest professional engineering and technology society.

# Jeremy Coller

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Jeremy Coller is a British financial executive. He is CEO and CIO of Coller Capital, a British private equity firm, which he founded in 1990. Prior to this, Jeremy spent five years at Imperial Chemical Industries (ICI) Investment Management, where he pioneered the acquisition of private equity secondaries.

He began his career as a public equities investment analyst at Fidelity International Investment Management in London. Jeremy holds a BSc (Hons) in Management Sciences from the University of Manchester, UMIST; an MA in Philosophy from Sussex University; and a Diplôme Cours de Civilisation from the Sorbonne. He attended Carmel College.

In 2009, Jeremy won PEI's 'Private Equity Leader' award, and was recently voted one of the three most influential people in private equity by both Financial News and Real Deals magazines.

# Ian Cormack

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Ian Cormack spent 32 years at Citibank in a variety of global roles, including heading the UK organisation for several years, where his focus was on building new businesses internally and developing people. He was co-head of the Financial Institutions Group, built the European Transaction Banking business, created the European Training Centre and was HR head for four years. While at Citi Ian played a leading role in many financial infrastructures, becoming Chairman of CHAPS (the UK's hi-value payment system), Chairman of the Stock Exchange's review committee for its Taurus clearing system, sat on the boards of the British Bankers Association, The European Securities Forum, Cedel and on the UK Chancellors' City Advisory Panel.

He was recruited to build AIG's European businesses as CEO but left after two years to set up his own strategic consulting business in 2002, Cormack Tansey Partners. Since then he has also been an independent director of growth or change oriented organisations, such as the Qatar Financial Centre, Aspen Insurance Holdings Ltd in Bermuda, Phoenix Group Holdings (formerly Pearl Group Ltd) and Maven Income & Growth VCT 4 Ltd. He has also started several new businesses of his own and has become a venture investor for his own account.

He is very interested in theatre, sitting on the National Theatre's Development Council and on the board of a theatrical production company, National Angels Ltd, while also investing in theatrical productions. Ian's focus is on business strategy, organisational effectiveness and teamwork. He has a wide network of contacts from his 40 years in business.

# Peter Cunningham

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As Chairman of INPUT's board of directors, Peter Cunningham has led the company in a continuous cycle of innovation and growth, enabling INPUT to become the leading provider of government market intelligence.

He is a well known speaker in Japan, US and Europe on subjects such as electronic business and the future of the software and services industry. He is the co-author of "The Electronic Business Revolution" and the author of "Outsourcing".

Peter has been an innovator in the high tech industry for over 30 years. Before founding INPUT in 1974, Peter was a founder and President of J.W. Goodhew and Associates, Inc., a Washington, D.C. area data-processing consulting company. Prior to that, he held technical and management positions with ICL in the UK, CDC, and Management Science America in the Washington DC area.

In addition to leading INPUT, Peter was for over 20 years an advisor to Welsh, Carson, Anderson & Stowe, one of the largest financial institutions investing in the IT and health care industries, and a director of companies in the USA and Europe. For many years he was a director of the IT Services Division of ASAPSO/ITAA.

He is a Fellow of the British Computer Society and Liveryman of the Information Technologists Company (100th Guild of the City of London). He is a director of the IT History Society and the Imperial College Alumni Association (Cayman Islands).

Peter holds a B.Sc. in Physics (Associate of the Royal College of Science) from Imperial College, London and an MPA in Technology of Management from American University, Washington, DC.

# Paul Danowa

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Paul Danowa is former President and COO of Del Monte International, a position he resigned in 2001, having spent 40 years with the company. He joined Del Monte in 1961 and worked in the US, European and Asian markets. His various roles within the company have included President and CEO of Del Monte Philippines, Director of Del Monte in London, Director of Operations for Del Monte Fresh in Monte Carlo and Head of UK Operations of Del Monte Fresh.

Earlier in his career, when the company was taken over by RJ Reynolds Tobacco, he moved to Reynolds and helped establish their Treasury Operations in Europe, setting up an in-house finance company. He also previously worked with the FAO to develop the Greek canning industry, acting as the Pioneering Managing Director between Del Monte and a local investment bank.

# Susan Dark



Susan is an advisor to private equity firms, banks, businesses and families. She advises on strategic and operational matters and identifies the change strategies and funding necessary to optimise performance, increase or unlock value and strengthen client relationships.

Susan has been a member of the senior management team within corporations and private equity and has also provided consulting services to clients. She has operational and strategic marketing, change management and investment experience within the healthcare (med tech and healthcare services), financial and industrial services, telecoms (mobile and fixed wire voice & data solutions) and technology (including enterprise software platforms and CRM applications) sectors. She has specifically undertaken telecoms and technology roles which include UK Managing Director and International Chief Marketing Officer at divisions of Mannesmann AG, Senior Vice President and Managing Director of Central Europe and then Asia for Technology Solutions Company, Director of European Strategic Development at Cable & Wireless plc plus management roles at Philips, Tandon and GEC Reliance.

As a strong leader working within telecoms and IT, Susan has built successful business partnerships with customers, partners and suppliers and in turn has delivered services and solutions that match their requirements. Businesses she has worked in have ranged in size from £2m - £3bn market cap. She and her teams have developed visions and marketing plans, often within stringent regulatory frameworks. Her mantra has been to add value to service propositions to leverage sustained growth and deliver superior performance and customer service. In many cases, she has developed and supported the implementation of M&A strategies to grow businesses or to gain international footprints. She has undertaken both cross border and in country acquisitions and has been instrumental in solving post integration issues.

Susan's healthcare experience has been accumulated through her positions as General Manager at Capio/Ramsay, Managing Director of Nikko Healthcare (the healthcare and wellbeing investment vehicle of Nikko Principal Investments Limited, now a wholly owned subsidiary of Citigroup) and Managing Director of Breast Cancer Haven. In these positions Susan has created marketing strategies that utilise all aspects of the marketing mix including more recently, digital strategies with a social media component to accelerate brand recognition, knowledge transfer and interactive client communications and engagement. She is a strong communicator and has successfully developed the internal and external voice for organisations to ensure the narrative is compelling and clearly underpins the strength of the Vision and Mission statement.

Susan has been a member of the Board of an NHS Trust, unquoted and quoted companies and charitable organisations. Her qualifications include a Bachelor of Education, a Masters of Science and a Masters of Business Administration.

# Mark H. Duesenberg

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Since 2008, Mark has been Vice President, General Counsel and Secretary of Ferro Corp. He was until recently Vice President, Group Legal, for Invensys plc, a London based \$5billion company with 35,000 employees. Mark counseled Invensys in the areas of commercial contracts, mergers and acquisitions, dispute resolution, risk management, and corporate governance.

Previously, Mark was Vice President and General Counsel of a start-up company in the United States. Before moving in-house, Mark was Counsel at the Washington, DC office of a US based international law firm.

Mark began his career serving in government, first as a law clerk to a judge on the United States Court of Appeals for the Eighth Circuit and later in the Attorney General's Honor Program at the Civil Division of the U.S. Department of Justice. Mark earned his law degree from the Harvard Law School and his undergraduate degree from Valparaiso University. He has lived and worked in the US, UK, France, and Germany.

# Rebecca L. Duesenberg

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Most recently, Rebecca was Dean of Admissions for the American Community Schools at the Hillingdon campus outside London. In addition to managing the admissions function, Rebecca worked on marketing and other strategic initiatives for the schools.

Previously, Rebecca was Director of Communications for Wheat Ridge Ministries in Chicago, Illinois. Rebecca's work at Wheat Ridge included initiatives to increase individual and corporate contributions, as well as enhance its profile as a leading, global health-oriented ministry. Prior to working at Wheat Ridge, Rebecca was Executive Director of the Valparaiso University Guild, a 2000 member volunteer organization that promotes and supports the university.

Other positions Rebecca has held include Associate Director of Admissions at Valparaiso University and primary and reading disabilities teacher. She has a masters degree in education from Valparaiso University.

# Wilf Eaton

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Dr Wilf Eaton is Founder and Chairman of Metaskil plc, the project management firm, and Chairman of Information Risk Management plc, the information security company. He is an active investor in private technology and property companies. He was on the Board of the Coronary Flow Trust and the St Birinus Trust and is currently Trustee of Kenya Children Centres.

Wilf was on the Board of QA plc from 2002-06, the IT training company. He was Chairman of Wentworth Research, the IT management research firm, following an MBO, and it was sold to Gartner Group in 1998.

Wilf was Founder and Chief Executive of OASiS Group plc, the pioneer of Business Re-engineering in Europe, which was sold to Sybase Inc in 1994. Following the acquisition, he joined the Operating Committee of Sybase in the USA as Vice President. Previously, he was General Manager at ICL Fujitsu, following sales management roles in Benelux, Eastern Europe, Middle East and Asia.

Wilf is Past Master and Liveryman of the Worshipful Company of Management Consultants, Freeman of the City of London and Fellow of the Royal Society of Arts. He is a keen painter and musician, a cricket enthusiast, active cyclist and regular traveller.

# Jo Goodson

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Jo Goodson is the founder of Any Friend of Ours, a second-home rental network, a company she created in October 2011.

Before that, Jo was Managing Director of Avanquest UK Ltd, following the acquisition of MediaGold by Avanquest's parent company BVRP. She co-founded MediaGold UK and, with offices and bases in France, Italy, Spain and Germany, created an entity that gave US software publishers access to the European market place. The UK company experienced high growth and solid profitability between 1998 and 2003 and the business was sold to French company BVRP at the end of 2003. Clients included Intuit, Random House, Serif, IMSI, IBM, Scansoft, Lernout & Hauspie, Expert Software and SAS. Jo was responsible for the general and financial management of the business as well as for strategic sales.

Jo continues to consult for BVRP/Avanquest, primarily on M&A pre-diligence projects, and she is also a shareholder of an industry PR agency. Jo is now actively pursuing a new career investing in IT companies.

Prior to MediaGold, Jo ran the European Sales Division for the highly successful US consumer publisher Broderbund. She was the second employee of the company and took it from start-up to £12million in revenue in two years. Major contracts included a \$3m pan-European OEM with Hewlett Packard.

Before that Jo was involved with a number of companies working with different emerging technologies including laserdisc, Apple Newton, Sony DataDiscman and, obviously most successfully, CDROM. Clients included Bank of England, Scottish Mutual, Apple, Berlitz, OUP.

Jo graduated from Bristol University with an honours degree in German. She lived and studied in Hanover for one year and speaks fluent German and French. Jo is married with one child.

# Francis Goodwin

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Francis Goodwin was Managing Director of the Maiden Group plc until 2000, then becoming Corporate Development Director.

During his tenure as MD, Francis instigated and led the Group's move into retail (grocery and shopping malls), now the most profitable sector of the Group. During the 13 year period from acquisition to sale, turnover increased from £21m to over £100m and market share increased from 9% to 16%. While Francis was UK MD, the Group achieved its highest-ever level of profitability— £19.6m EBITDA in 2000.

Francis's personal investment in Maiden achieved an internal rate of return of 98% over the 13 year period including dividend receipts and sale proceeds.

In May 2006, Maiden was sold for £56m to Titan Outdoor Inc, a US company majority-owned by Welsh Carson.

# Toon den Heijer

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Toon has been active in the venture capital industry since 1985, when he started as investment manager at the €450 million MIP Equity Fund. He joined Gilde Investment Management (GIM) in 1989. Toon has been instrumental in refocusing Gilde's activities into dedicated fund areas and increasing total funds under management from €50 million in 1989 to €1.5 billion in 2002, and from 10 people to over 50 investment professionals.

In 1998 he became Managing Director of GIM, which manages a number of focused funds including Buy-Out, IT, Life Sciences, Fund-to-Fund. As managing director of GIM his direct responsibilities were the Gilde IT Funds, focusing on software and communication technology investments in Europe, the US and Israel.

In 1999 he raised Gilde IT's second fund, increasing total funds (IT and IT-related) under management to €425 million. During his career at Gilde, Toon has managed 28 investments in Europe, USA and Israel, amongst others Baan, Creo, Nedgraphics, Lannet, Seagull, Accord, Data Distilleries and WebCollage. His personal IRR over 14 years exceeds 30%. He co-founded, with Frans van Schaik of Logispring, the Venture Capital Fund for Africa and has been working since 2004 in formulating the mission and the strategy and establishment of the fund. Before entering the venture capital industry, Toon spent four years with Asea Robotics, a division of ABB.

Whilst at university, he co-founded SDH, a successful software start-up. Toon obtained a degree in Electronics at the Haarlem Polytechnic in 1976 and has an MBA from the Technical University in Twente.

Toon is also an internationally acclaimed painter who's work can be seen on his web site [www.toon.denheijer.com](http://www.toon.denheijer.com)

# Stephen Harlow

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Stephen Harlow is a fellow of the Institute of Chartered Accountants in England and Wales.

Stephen entered the profession in 1972 with a small City firm and qualified in 1976, later joining Ernst & Young in Guernsey in 1977. He became a partner at Ernst & Young in 1980, and Senior Partner in 1992. In 1998 he stepped down as Senior Partner and the following year became part of a group of partners that transferred when the fiduciary business was sold to the Royal Bank of Canada (RBC).

Throughout his professional career Stephen has dealt with a variety of corporate clients, diversifying recently to become heavily involved in the trust practice working with private clients. Stephen left RBC at the end of May 2002 and is currently looking for other interests. He joined Ariadne Capital as an Investor in June 2002. He is also a non-executive director in several businesses: CypressTree funds, Deacon Capital Holdings, Stirling Mortimer Global Property Fund and Blackwell where he is also chairman

# Finn Helmer

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Nicknamed as the “GIGA Man” in Denmark, Finn Helmer is best known for GIGA A/S, the company he joined in 1992, which pioneered advanced high speed communications chips used in optical networking and communications products. In the period until GIGA was acquired by Intel in March 2000 for \$1.25 billion, the company enjoyed several distinctions, including a place among the top five fastest growing companies in Denmark in the prestigious Gazelle Awards for six years running.

Prior to GIGA, Finn had a successful career at Texas Instruments, the company he joined after completing his Masters of Science in Electronics at DTU, The Technical University of Denmark, in Copenhagen in 1980.

Most recently, the entrepreneurial spirit and experience that grew GIGA from a six person start-up is now in play in an advisory role at seven Scandinavian start-ups and in a visionary Fiber to the Home (FTTH) project. An entrepreneur from childhood, Finn has been involved in over 40 start-ups in his career.

# Gerhard Huber

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Gerhard Huber is one of Europe's pre-eminent entrepreneurs in the financial services sector. The companies he has founded and run include Xelector Ltd, a leading supplier of marketplaces and bespoke solutions for the financial services and utilities markets.

Gerhard is also Chairman of Enba, a European retail services provider which was sold to Direkt Anlage Bank in Germany and factor-e, a third generation banking solutions provider. Direkt Anlage AG, Germany's first discount broker, pioneered the concept of execution-only brokerage in Germany H.E.L.B. HYPO EDV Leistungen Für Banken GmbH .

Gerhard's latest venture is in property development. He founded Duboko Plavetnilo d.o.o., a Croatian company which develops waterfront property in Dalmatia.

Gerhard graduated from New York University School of Law Graduate Tax Program as a Candidate for the Master of Law (LLM). He has a PhD and JD from the University Salzburg, Juridical Faculty, and an MBA from the Wirtschaftsuniversität Vienna.

# Michael Jackson

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Michael Jackson MA FCA founded Elderstreet Investments Limited in 1990 and is its executive chairman. For the past 25 years, he has specialised in raising finance and investing in the smaller companies sector.

Michael is former chairman of PartyGaming plc, Computer Software Group, Planit Holdings and until August 2006 was chairman of FTSE100 company, The Sage Group plc where he was a board director for 23 years and saw the company rise from a market cap of less than £5m to its current valuation of over £3bn.

He is also a director and investor in many other quoted and unquoted companies including Netcall plc and Access Intelligence plc.

Michael studied law at Cambridge University, and qualified as a chartered accountant with Coopers and Lybrand before spending five years in marketing for various US multinational technology companies.

# Michael Janssen

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Michael Janssen is General Partner of Auxell GmbH, which he founded in 2002. Auxell is an investment boutique focused on early stage and growth companies. In addition to his personal investment activities within Auxell, Michael acts as a General Partner of MEGU Capital, an Ireland based private equity firm.

Michael attended universities in Germany and in California and graduated with a degree in business administration with focus on financial management. He worked in different management positions for commercial banks where he gained valuable experience in the finance business.

Michael was co-founder of Brokat AG and acted as Chief Financial Officer from 1994 until 2001. Within Brokat he arranged the financing of Brokat and was responsible for the arrangement of several venture capital transactions. He also was responsible for its IPO at Neuer Markt and for its listing on NASDAQ.

Michael holds several directorships including FAS AG, a consulting firm in the area of international accounting, Cubus Lux, an AIM listed company which focuses on the leisure industry in Croatia and the hedge fund Gladstone Partners. Michael is a member of the Business Angel Organisation BrainsToVentures in Switzerland.

# Candace Johnson

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Candace Johnson is an international telecommunications expert and entrepreneur. She is co-initiator of the Astra satellite system and SES Global, the largest satellite system in the world. She is founding President of Europe Online, the world's first and largest internet via satellite network, and founder of Loral Cyberstar-Teleport Europe, Europe's first independent private trans-border satellite communications network. Candace is also founding President of the VATM, the Association of Private Telecom Operators in Germany and founding President of the Global Telecom Women's Network – [www.gtwn.org](http://www.gtwn.org).

Candace has held long-term directorships at all of these companies and organizations at various times. She is currently President of Johnson Paradigm Ventures (JPV). JPV is a principal founding shareholder with AXA, Caisse des Depots, Bayerische Landesbank and the SPEF in Sophia Euro Lab, Europe's first trans-border early-stage investment company based in Sophia Antipolis. Candace is also a Member of the Board of Directors of Sophia Euro Lab.

In her personal capacity, Candace is a minority owner and member of the Supervisory Council of FMN, a German telephone manufacturing company, and a minority owner of Alpha Com, a wireless data manufacturing company. She is also a Member of the Board of Tornado Technologies, a 3D "Power Point" technology company, as well as a member of the Advisory Board of numerous European and US ventures.

Candace was also Vice President Worldwide of Iridium and brought it into the GSM MoU, the ITU and ETSI, and was Director of Marketing for the German manufacturing company Fuba. Candace has been featured in articles in Time Magazine, the Financial Times, the Economist, Le Monde, WirtschaftsWoche, and Manager Magazin, to name a few.

Candace has been decorated as an Officer of the Bundesverdienst Kreuz and the Couronne de la Chene respectively by the German and Luxembourg governments for her work in deregulating and privatizing telecommunications and media across Europe. She is also the second recipient ever of the United Nations-sponsored World Teleport Association's "Founders Award" and has been named by Time and Fortune Magazine as one of the 50 most powerful women in Europe. Candace holds a Masters Degrees with Honours from the Sorbonne and Stanford Universities and a Bachelors Degree from Vassar College.

## Vinay Kantak

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ITISTRY was founded in 2000 by Vinay Kantak, a seasoned professional with a unique blend of entrepreneurial spirit, diverse skill-set, and well over 20 years of experience in the areas of information technology, management consulting, operations, and finance. . For the past 10 years, Vinay has worked in executive management positions with startup/early stage companies (some of which he co-founded or promoted), or new business units of large companies. His range of experience helps him play multiple organizational roles, including COO, CTO and CFO. Vinay is especially deft at crafting business models, devising product and solution strategies, creating technology frameworks, as well as streamlining business and technical operations to meet business objectives.

Vinay received his BS in Financial Management from University of Bombay. He then completed his Chartered Accountancy (CPA) with specialization in Systems Analysis, Cost Accounting, and Operations Research. He was ranked in top 50 (all-India) in the final qualifying examination. After his training as a CPA, with special focus on analysis and audit of business systems, Vinay started his career in the field of Information Technology as a developer, assuming roles up to, and including, COO. Vinay is a practitioner of martial art and is a 2nd Degree Black Belt in Shaolin Kempo style of Karate and he is training in Jade Forest Praying Mantis style of Kung Fu and Tai Chi. Finally, Vinay also studies percussion - Indian, African, and Latin, and performs as a musician whenever his schedule permits.

## Benoit Leleux

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Dr Leleux is the Stephan Schmidheiny Professor of Entrepreneurship and Finance at IMD, the International Institute for Management Development. He coordinates all venture capital and entrepreneurship-related activities in both MBA and executive education programs.

He was previously Visiting Professor of Entrepreneurship and Director of the 3i VentureLab at INSEAD, the Institute Européen d'Administration des Affaires, and was Associate Professor and Zubillaga Chair in Finance and Entrepreneurship at Babson College, Wellesley, in the US from 1993 to 1999. His program at Babson has been the No. 1 program in entrepreneurship for the past nine consecutive years. He obtained his PhD at INSEAD, specializing in corporate finance and venture capital.

He is also the co-founder of Venture Growth Strategies

# Dimitris Livanas

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Dimitri has a diverse background with experience in Financial Technology, Investment Banking & Management Consulting with over 15 years international experience in large multinational organizations.

He is Managing Director at 3Epsilon, a management & technology consulting firm and partner at AH&I Capital Partners a private syndicate investment fund. He was Director at Lehman Brothers and subsequently through his Consulting practice has consulted to Price Waterhouse Coopers, Barclays Wealth Management, Jefferies International, Rolls Royce and CS Technology to name a few.

His expertise include business and technology innovations in Financial Technology & Capital Markets Trading, Service Outsourcing/Insourcing, technology supply & value chain due diligence, technology transfer & commercialization, management & strategic leadership of transformation programs & Information Technology Departments as well as Real Estate Syndication & investments.

Educated in UK and US in 3 of the "top 20" world Universities, Dimitri is holder of two Master degrees and further education from Imperial College London, University College London & Harvard University. He is a holder of an Executive MBA and has won the runner-up price at "launching new ventures" competition at Harvard Business School.

# Wayne Lochner

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Wayne has a far reaching experience in Executive Management, Change Management and Sales Management across Finance, Brokerage, Internet, Telecoms, Sports betting and Property – as an Entrepreneur, Chairman, NED and of course Employee. This experience has been through small, medium and large companies in the UK and Overseas in most major financial centres – UK Stock market listed and unlisted, IPO and MBO, Acquisition and Disposal.

Wayne’s career has given him a broad experience in many areas of the I.T. and Financial Brokerage industries. He spent 15 years with international company **MW Marshall & Co**, where he held a number of positions including Group Treasurer.

As Chief Executive and Managing Director of **MAI plc** (now United Business Media FTSE 250) for **Asia Pacific and Middle East** regions, Wayne managed circa 1,000 staff and Trading Floors in nine countries with complex multi cultural shareholders and boards of directors.

Wayne founded **Affinity Internet Holdings PLC** (“Affinity”) in 1995 with the aim of establishing a company that specialised in the provision of branded telecommunications (Mobile, Internet and Fixed Telephone Line) to the customers of major institutions within Europe.

Through the establishment of strategic partnerships and Vendor Finance agreements with Cisco, Cable and Wireless, Fujitsu, Vodafone and BT, Affinity became one of the UK’s fastest ever growing FTSE listed companies providing services to over 400 major UK brands.

August 2009 to Present Wayne is a Chairman at KWC Ltd. Advisor to Centaur Global Fund Managers. Corporate Finance Director – Sports Management Group Ltd and CEO London Hong Kong Exchange PLC.

Current Non Executive Positions :

Chairman UPAD Ltd, Director Carbon Advisory Group PLC, Chairman Disruptive TV Ltd, Director Loto World Inc, Director Ubitrak Ltd.

# Julie Meyer

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Julie Meyer is one of the leading champions for entrepreneurship in Europe. With more than 20 years investment and advisory experience helping start-up businesses, she is the founder and CEO of Ariadne Capital, founder of Entrepreneur Country, co-founder of First Tuesday, dragon on BBC's Online Dragons Den and weekly columnist in London's City A.M.

She was awarded the INSEAD Top 50 Alumni at their 50th Anniversary celebration, the Ernst & Young Entrepreneur of the Year, World Economic Forum Global Leader of Tomorrow and a place in the Wall Street Journal's Top 30 Most Influential Women in Europe.

Ariadne pioneered the "Entrepreneurs Backing Entrepreneurs" financing of entrepreneurship model in the UK and Europe in 2000, and now have 58 leading entrepreneurs who are shareholders of Ariadne Capital. Ariadne will launch their Entrepreneurs Fund very soon.

Most recently Julie founded Entrepreneur Country. Managed by Ariadne Capital, [Entrepreneur Country](#) is a dedicated community for leading and emerging entrepreneurs, investors, the media and corporate partners who service the start-up industry across the UK and Europe.

From 1998 to 1999, Julie was part of the team at NewMedia Investors, which became early stage investment firm SPARK Ventures in October 1999. There she raised funding for lastminute.com, WGSN [Marc Worth] and ArcCores [Jez San]. In 1998, she founded First Tuesday, the largest global network of entrepreneurs, which many credit for igniting the Internet generation in Europe. It was sold for \$50million in cash and shares in July 2000.

# Bob Morton

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Bob Morton is a significant investor in a range of service based businesses in both public and private companies. He has been non-executive Chairman of RSM Tenon since 2006 and is also chairman of Armour Group Plc, Servoca plc, and St. Peter Port Capital plc.

Bob is a Chartered Accountant who qualified in 1964, spending the majority of his first 20 years in the practice he founded and took public, advising successful entrepreneurs, then using his experience in building and exiting a range of successful private and public companies

# John O'Connell

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John O'Connell is Chairman of two UK AIM listed software companies, Portrait Software plc, a Customer Interaction software company, and Clarity Commerce Solutions plc, a leading software provider to the leisure and hospitality markets.

Recognized as one of Europe's top technology entrepreneurs, John co-founded Staffware, a workflow/business process management [BPM] software company in the eighties. The company listed on the AIM in 1996, moving onto the main LSE market in 2000. It was sold to Tibco Software in June 2004 for \$230 million, a very successful exit for the shareholders of Staffware.

John is also Chairman of Columba Systems Ltd which supplies software and content to investment banks, and a non-executive director of InforSense Ltd, an Imperial College spin-off, which provides workflow and analytical software to the pharmaceutical and financial services industries. He is an investor in Paoga Ltd, which offers personal identity software, and Intamac, an Ariadne portfolio company. He is on the Advisory Board of the Fleming Family and Partners private equity group. In 2003, John co-founded the Technology Leadership Group of the Prince's Trust Charity, of which he is a Patron.

John holds a Master of Information Technology from Washington DC based trade association, AIIM International, where he served as a non-executive director for six years and Chairman in 1999/2000. In 2004 in New York, he was awarded the Carl E. Nelson Innovation Award for 'leadership in expanding the utilization of workflow and business management technologies.'

He has co-authored a book entitled *Mastering Your Organization's Processes*, published by Cambridge University Press in February 2006. He is also a Fellow of the Chartered Association of Certified Accountants (FCCA). John is Vice Chairman of London Wasps Rugby Club Holdings Ltd

## Nick Ogden

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Nick Ogden has been at the forefront of Internet financial services technology since 1985. In 1993, he founded Multi Media Investments Limited, a technology research and development company that brought the Internet to the Channel Islands through Interactive Telephony Ltd. This led to the construction of Europe's first on-line store in October 1994 and the development of one of the first bank-endorsed e-commerce initiatives BarclaySquare, in 1995.

Nick founded the multi-currency processor WorldPay and led the company through its growth to over 270 employees with 20,000 merchants in 120 countries and processing transactions in excess of \$2bn per annum. He invented the internet payment guarantee in 2001 guaranteeing Internet transactions for consumers and businesses. WorldPay was sold to the Royal Bank of Scotland in 2000.

He is now CEO & chairman of Voice Commerce group, a company that enables consumers to “sign” with their voices in banking transactions. This startup now has a \$5m turnover.

Nick was named the Entrepreneur of the year at the National Business Awards 2010. He was also nominated for the Computer World Global IT Leaders award in 2006.

## Yogesh Patel

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Yogesh is a serial entrepreneur who founded or co-founded many startups, including Arzoo.com, Sendango, Voifi, ArcMentor, EyeOnIm.com and Hotvoice Communications International..

He founded an IT consulting company which was sold to Starcom, after working at IBM Storage Division as Team Lead for ASIC chips for storage products .

Today, he works at Sabse Technologies, a company that makes software for telcos.

Yogesh has been granted several US patents .

# Markus Pedriks

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Markus Pedriks is the Managing Partner at Baring Communications Equity (BCE).

Markus' career to date has been spent in media telecommunications, starting in sales and business development in the cellular industry and eventually moving on to become the General Manager of DBI, formerly part of AirCall Group plc. While at DBI, Markus launched MTV's teletext service and assisted in the development of Silent Radio UK, an early LED display based media for bars.

From 1992–1999 he co-founded and chaired the Levicom Group. Levicom was the largest private media and telecoms company in the Baltic Republics, operating in cable television, cellular, printing and publishing.

In 1996, Markus joined BCE as its Managing Partner. The company is a specialist media and telecoms venture capital fund. Markus is also the Senior Advisor to the Minister of Finance in Estonia and he chairs the fund-raising committee for Friends of Rainbow.

# Judy Piatkus

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Judy is a Consultant and Executive Director for Trade Mobile.

Judy Piatkus set up her first company with a partner at the age of 24. She sold out to him four years later, and with the capital she accrued from the sale went on to found Piatkus Books.

Her new company was to become one of the world's leading imprints in lifestyle titles incorporating health, self-help, popular psychology, mind, body and spirit and business. Piatkus also built a fiction list full of international bestselling authors and published biography, music, popular culture and a wide range of other topics.

With limited capital of her own, Judy grew the company organically to a turnover of £10 million while she continued to remain independent and fully in control of all the shares. In the summer of 2007 she sold the company to Little Brown who are continuing to develop the Piatkus brand.

In 1979, when Judy launched the company, women entrepreneurs were something of a rarity and so, from the start, Judy attracted a reputation as being a forward-thinker. The alternative health titles which Piatkus published in the 1980s were ahead of their time and the mind, body and spirit list of the 1990s with its resulting publicity introduced many new topics to an unsuspecting public which subsequently became part of mainstream daily life.

Piatkus Books are sold all over the world and Judy has travelled widely to help her colleagues promote her titles, particularly in English-speaking countries. Piatkus titles have become No.1 bestsellers in Australia, New Zealand and South Africa, and are also sold widely in the Far East.

# Ian Powell

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Ian Powell has worked in the media industry for 19 years, recently selling the plc that he acquired and developed as a buy-in management buy-out in 1993.

Ian was Group Finance Director of the Maiden Group plc. Maiden, the largest independent UK outdoor media operator was sold for £56million in May 2006 to Titan Outdoor Inc, a US company majority owned by Welsh Carson.

Prior to Maiden Group Plc, Ian worked at Clearchannel UK, More O'Ferrall Adshel Ltd, and retrospectively a career in telecommunications/bakery and FMCG.

# Al-Noor Ramji

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Partner, Senior Advisor, Investment Committee observer, Limited Partner

Al-Noor has just completed a turnaround at Misys, where he was the executive vice president and general manager of Misys Banking.

Previously Al-Noor served in various executive roles at British Telecom, most recently as chief executive officer for BT Innovate and Design and chief information officer and chief technology officer of BT Group.

Prior to British Telecom, he was executive vice president, chief information officer and chief e-commerce officer for Qwest Communications.

Al-Noor has also served as chief information officer at UBS (then called SBC) and, prior to UBS, as global head of operations at Credit Suisse First Boston.

He is a multi-year winner of the CIO 100 Award, CIO Insight IT Leader of the Year 2009, and the British Computer Society CIO of the Year.

# Senia Rapisarda

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A senior professional with a unique cross-disciplinary background in Europe, including Eastern Europe, and North America, Ms. Rapisarda has recently joined the Business Development Bank of Canada, as a senior advisor to the CEO and in charge of Strategic Initiatives.

Ms. Rapisarda is an early advocate of venture capital in Europe with over 20 years of experience in private equity and venture capital as principal and adviser, in the telecom and technology sectors. Since 2006 Senia has focussed on renewable technologies, as a senior advisor to NUR Energie, a London-based investment fund specialized in renewable energy and as board member of Vaperma, a Quebec-based company.

Ms. Rapisarda is also one of the founders of the Private Equity Institute at London Business School (now Collier Institute), the first in Europe to provide a forum for the exchange of views and analysis of trends and policy issues in venture capital & private equity, and was its Executive Director from 2004 till 2006.

Ms. Rapisarda was previously involved with Ariadne Capital, a London-based boutique technology investment and advisory firm specialized in digital media and communication and one of the founding investors. From 1998 to 2001.

Ms. Rapisarda was a Managing Director & Head of the Technology Private Equity Team at Nomura International, managing a proprietary fund of over £300 million and investing in early-stage technology companies in Europe, Israel, and California.

Earlier, she was Vice President in the Telecommunications and Technology team of Salomon Smith Barney based in London & New York and principal banker for the European Bank for Reconstruction and Development, mainly involved in structured finance and equity investments in Eastern Europe and Russia. Before that she practiced law at Debevoise and Plimpton LLP, a large New York-based firm that specializes in buy-outs.

Mrs. Rapisarda has a Law Degree from LUISS University in Rome, a Master's in Law & Economics from Columbia University in New York and she is a Fulbright Scholar.

# John Redford

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John Redford is an Ariadne founding investor.

John is currently Director of Engineering at Broadcom in Cambridge, UK, working on embedded software for DSL, VoIP and wireless systems.

Prior to this he was Founder and VP Systems and Software for Element 14 Inc, a fabless semiconductor start-up company developing DSL modem chips, which was acquired by Broadcom in November 2000 for \$640million. Element 14 spun out of Acorn Computers where John was CTO, having worked there since 1988 in various software design and management roles, on areas such as operating systems, networking, video-on-demand and thin client systems.

Prior to this John worked for a small consultancy developing real time software and mathematical modelling, having graduated with an MA in mathematics from Cambridge University in 1985.

# Stefan Roever

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Stefan is currently CEO & founder of Genia Technologies, a DNA sequencing start-up.

Stefan Roever has a broad entrepreneurial, software, and finance background. He was Co-Founder and CEO of Brokat Technologies, an encryption banking software company. Brokat reached a several billion dollar market cap and went public in 1998 on the Frankfurt Stock Exchange and on NASDAQ in 2000. From 2001 to 2007, he was Chief Executive Officer of Navio Systems a pioneer of rights-based electronic commerce. He then went on and founded gBOx, an online music store.

He is an active private equity investor and currently serves as Chairman of WRS Materials, a roll-up of wafer reclaim companies. Mr. Roever also is a two time award holder of Technology Pioneer by the World Economic Forum. Mr. Roever was honored with the Ernst and Young Entrepreneur of the Year Award in Germany. He earned degrees in both economics and law from the University of Tuebingen.

# David Rowe

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David is currently the CEO and founder of Easynet.

Founded in 1994, Easynet Global Services was acquired in 2006 by British Sky Broadcasting, where David became responsible for the business to business part of BSkyB's core services. Easynet was then sold in 2010 to Lloyds TSB Development Capital in a reverse takeover, putting David back as the CEO.

Easynet has a global footprint for supplying Enterprise class managed networking, hosting and telepresence solutions to support large enterprises' critical IP infrastructure. The company has c. £185m in revenue

David has a background in rapid growth high tech start ups having founded Easynet in 1994, and prior to that founding a software company in Eastern Europe

# Christopher Samuelson

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Christopher Samuelson is Chairman/CEO of Mutual Trust, specialist solution provider for cross border financial planning, private equity investment and due diligence, capital and debt restructuring, forensic accounting and asset recovery.

He built Mutual Trust from a small Swiss based family office with 17 clients to ten offices, over 300 employees and 6,000 clients from more than 100 countries.

# Lynda Scott-Tomlin

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Lynda is best described as a high-energy, creative entrepreneur with a flair for identifying opportunities and maximising value. She has considerable hands-on experience of leading start-ups to shaping businesses through transitional phases. Lynda thrives in the start-up arena, having been involved in various sectors from commodities to property and large-scale supply contracts to global organisations including the United Nations and the European Union.

She started her most recent ventures in 1999 when she set up on her own and took advantage of the then emerging buy-to-let property market in the UK. She opened her portfolio in 2000 with the purchase of her first property and this number rose to 40 properties by 2005. She had the foresight to dispose of a significant number in 2007 and started investing overseas.

The proceeds from the property business financed the start-up of Lantrade Global Supplies (LGS) in 2004 and this company has developed to become a recognised brand. The company operates in international supply markets, providing goods and services to post-conflict zones.

Lynda firmly believes that achievements in business can and should go hand in hand with building a commercial environment that values employees and their personal development in the professional arena. Her successful track record is strong evidence of the viability of this approach. The company ethos is one of fairness and integrity where people are respected for their abilities and given a chance to flourish. Her goal is to continue building a diverse group of companies unified by a strong humanistic ethos.

Lynda holds an MBA in Finance from City University. She is fluent in French and German and has a smattering of Chinese, Urdu and Afrikaans.

# Roman Stanek

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Roman Stanek is the founder and CEO of Good Data Corp, a cloud computing business intelligence system that enables more than 6,000 global businesses to monetize big data. The company has recently closed a \$25m Series C round that brings its total financing to \$53.5m . It is backed by Andreessen Horowitz, , General Catalyst, Fidelity Growth partners and others

His previous companies include Systinet, which was sold to Mercury for \$105m and then to Hewlett Packard, and NetBeans, sold to Sun Microsystems Inc in 1999. Its software is included in every Java Software Development Kit. Roman then served at Sun Microsystems as Director of Engineering for Software Platforms and Products.

An entrepreneur as well as a seasoned engineer, Roman was responsible for delivering the Forte for Java Community and Internet Edition products, which form the basis of Sun's Java tools strategy. Prior to this, he was Sybase's Regional Director for Central and Eastern Europe.

# Glenda Stone

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Glenda Stone is founder and Director of Aurora Ventures.

Glenda has launched online community business-to-consumer ventures including employer-direct jobsite wheretowork.com and the global internationalwomensday.com hub. Clients include over 200 corporations across 15 countries. Glenda founded a 40,000 member network hosting over 200 business events for corporate advertisers.

Glenda founded the UK's 'TOP 50 Employers for Women' list published annually by The Times, lead the UK's Government's Taskforce on Women's Enterprise and was a member of the UK's Government's Small Business Forum.

Glenda is an angel investor believing in the concept of entrepreneurs backing entrepreneurs.

Glenda was awarded 'Australian Businesswoman of the Year (UK)' and named by The Queen as 'Pioneer to the life of the Nation' and 'Top 200 Women to Impact Business & Industry'. Further awards include 'European Entrepreneurial Woman of Achievement', 'BusinessWeek/HP Business Awards', finalist in 'British Computer Society's Best Management Team Award'. Glenda chaired the 'Blackberry Women Technology Awards' and judged various business awards including HSBC Start Up Stars and Natwest Business Awards.

Prior to founding Aurora, Glenda worked in international trade and investment for the Australian Government following her work in The Treasury and Education sectors.

Glenda was a Trustee of Womankind Worldwide charity for three years.

# Robert Swann

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Dr Robert Swann was Co-Founder and Vice President of Marketing at Alphamosaic Ltd, a fabless semiconductor company specialising in multimedia processors for handheld devices such as mobile phones and media players.

Founded in April 2001 by Robert and colleague Steve Barlow, Alphamosaic developed an innovative two-dimensional DSP architecture for low-power video processing. Having achieved market success, the company was acquired by Broadcom Corporation in September 2004 for \$123m

At Broadcom, Robert was the Senior Director with worldwide marketing responsibility for mobile multimedia products including Multimedia Applications Processors, Multimedia Coprocessors and ASICs which are used in cellphones, media players such as the Apple iPod, and other consumer products. Over 25 million Alphamosaic devices have been sold to date.

Since leaving Broadcom in November 2007, Robert has been working with a number of early-stage venture companies and has joined the boards of ImSense Ltd and Spiral Gateway Ltd. Robert is also the Chairman of Audio Analytic, an audio processing company

# Alan Turner

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Alan Turner is the Chairman of Seventeen Group (previously Alan Turner Group).

After a lengthy and comprehensive experience in the corporate world, Alan Turner broke away from the mainstream to form the Alan Turner Group in 1982, from his Barbican flat. The company stemmed from a number of ideas and the result was the formation of two main divisions: insurance broker James Hallam, and Sabre, the insurer of the previously uninsurable private motorist. Faced with a choice between floating the group or selling, Sabre was sold to General Accident and James Hallam retained under private ownership.

Today the Seventeen Group embraces insurance broking, financial services, risk management, and underwriting under the names of: James Hallam, Arnold Fisher, Gauntlet, Yes Quote, 4 sight and Touchstone

# Paul Turner

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Paul is the chief executive officer of the Seventeen Group

Paul joined Alan Turner in 1981 to start Seventeen Group which incorporated insurance broking and underwriting. Since inception, the Group has been involved in underwriting under the brand of Sabre Insurance, which was sold to General Accident in 1996. This released the venture capital investors that had provided the corporate capital and allowed Paul to focus on further development of the Group. James Hallam as a broking business had been formed to provide a much needed focus on corporate insurance advice and personal service.

Whilst the areas covered were broad, Paul has been involved in some historic events including providing cover for Live Aid, Live 8, the Popes tour of Australia and The Wall concert in Berlin celebrating the unification of Germany. The group of companies that has now been put together embrace a number of specialist areas, including the ABTA endorsed scheme for the travel and tour operating industry, Gauntlet the leading provider of risk services to the hotel industry, professional risks, technology, media and entertainment, risk management, financial and professional institutions, private clients, financial advice and specialist underwriting.

Today Seventeen Group incorporates the following companies/brands: James Hallam Limited, Arnold Fisher , Gauntlet, YesQuote, 4sight Risk Management, Touchstone Underwriting Limited, James Hallam Financial Services. Paul's venture based investment portfolio has included, bioscience, video-on-demand, encryption technology, ergonomic design lead products as well as traditional asset backed start up's .

# Martin Velasco

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Martin Velasco is an entrepreneur and Business Angel with extensive experience in the IT, medical and biotech areas.

In the June 2000 Business Week special report "The Stars of Europe", he was selected as one of the leaders at the forefront of change in Europe. Mr. Velasco was also dubbed the leading "Business Angel" by the Wall Street Journal European edition in June 1999. On March 2004, Mr. Velasco was elected "Business Angel of the year 2004" by the ASBAN and Bilanz.

He serves on the board/advisory board of several high-tech companies including:

- Anecova, Founder and Chairman, World Economic Forum Technology Pioneer 2008
- Sumerian, Founder and Board Member;
- AC-Immune, Chairman, World Economic Forum Technology Pioneer 2009;
- Aridhia, Board Member
- NovImmune, Board Member;
- theScreener.com, Chairman;
- Speedlingua, Founder and Board Member.

Mr. Velasco is the Founder and Chairman of Infantia Foundation, a philanthropic organization aiding children in the developing world. He is member of the Board and Executive Committee of BlueOrchard, the leading private microfinance investment advisory company. And he is also Vice Chairman of the Board of the Foundation EPFL+.

# Peter Wakeham

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Peter Wakeham co-founded PrecisionIR Inc. (aka WILink plc), a leading investor targeting and communications business. WILink listed on AIM in July 2000 and was acquired by SVIP, a US Private Equity Fund, in June 2006.

Peter has more than 40 years experience working for blue chip multi-nationals and in entrepreneurial ventures. Following initial training with Unilever, he worked in the 1970s and 1980s for Mars Inc and PepsiCo Inc, where he held senior international marketing and general management positions in the UK, Sweden, Japan and the United States. Also during this period he undertook a variety of consultancy assignments in Scandinavia, Australia and the UK as an engagement manager with McKinsey & Co Inc.

In 1988, Peter was a founder member of the buy-out team that acquired Bricom, a business services conglomerate, from British and Commonwealth Holdings Plc. He then became Divisional Director, Business Services Europe for BET Plc until its acquisition by Rentokil-Initial Plc in 1996.

Peter is now retired and living in Lugano, Switzerland. He undertakes voluntary work and is also an angel investor. He is a Trustee of the George Adamson Wildlife Preservation Trust and Chairman of the Mill Hill School Foundation Appeal. His angel investments are primarily in technology companies (Intamac, Shockoe Commerce, Retail Optimisation, and Wazzamba) and property (Ventia and Whitfield).

# Steve Watmough

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Steve is CEO of Mason Advisory Limited, a business he co-founded with Datatec PLC in May 2014. Mason Advisory provides independent IT advisory services to corporate clients. It includes the business of the former Mason Division of Analysys Mason, itself a subsidiary of Datatec.

Steve previously founded and was CEO of Xantus, a leading IT consultancy business which advised large organisations across the public and private sector. Xantus operated across international markets and was recognised for delivering high quality and pragmatic advice to CIO's. The business grew to over 100 staff and £16M turnover prior to being sold to KPMG in October 2011.

On joining KPMG Steve became a Senior Partner in the UK firm and took up the role of UK Head of CIO Advisory. He continued this role along with responsibility for integrating the Xantus team into KPMG prior to leaving in June 2013.

Steve spent the first ten years of his career with the Boots Company during the 1980s and 90's at a time when IT was being deployed for the first time on a large scale to support major business transformation in areas such as Electronic Point of Sale and Mobile Computing. On leaving Boots Steve spent 4 years building an IT consulting practice within Mason Communications.

Since leaving KPMG Steve has become an investor and adviser to growing businesses. In addition to Ariadne and Mason, Steve is an investor in Tomorrows Medicines, a company that provides digital patient recruitment services to global clinical trial sponsors and CROs. He is also an investor in Planix, a leading edge provider of data and analytics solutions.

Steve was a Vice President and Board Member of the Management Consultancies Association (MCA) between 2006 and 2013. He holds a BSc and MSc in Engineering from Brunel University and also an MBA from Loughborough University Business School

# Edward Wray

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Edward Wray, co-founder and Chairman of Betfair, set up the company with Andrew Black in August 1999. He was the company's CEO from its inception until July 2003, when he brought in an external CEO to run the wider business, allowing him to focus on establishing Betfair internationally. From 2004 to 2007 Edward was based in Australia spearheading Betfair's efforts in the country as CEO of Betfair Australia, the company's joint venture in Australia and New Zealand with Crown Ltd (formerly Publishing and Broadcasting Limited).

In October 2002, Edward and Betfair co-founder Andrew Black were named as the UK's Emerging Entrepreneurs of the Year. In April 2003, Betfair was given a Queen's Award for Enterprise in the Innovation category (the only gambling company ever to win this award). In both December 2004 and December 2005 Betfair was named as the Confederation of British Industry's "Company of the Year" (the first company to win the award in successive years). In 2007 Betfair was named as the eGaming "Operator of the Year" and in 2008 Betfair won its second Queen's Award for Enterprise, this time in the International Trade category.

Prior to setting up Betfair, Edward spent 8 years at J.P. Morgan & Co. as a Vice President in the debt capital markets & derivatives area.

Edward has an MA (Hons) in Engineering, Economics and Management from the University of Oxford and was sponsored through University by Shell UK Ltd. He is 40 and married with two daughters. Edward owns 11 racehorses in the UK and the US.

Edward was named a silicon.com Agenda Setter in 2008, one of the 50 most influential individuals in the global technology and IT industries.

# Michele Appendino

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Michele Appendino **graduated from Polytechnic of Turin (Italy)** with an Electronics Engineering Degree and got an **MBA** from **INSEAD Business School Fontainebleau (France)**. He worked with **Andersen Consulting** in Spain and with **FMC** in the United States of America.

From 1992 to 1996 he was Senior Engagement Manager at **Mc Kinsey & Company**, in the Milan office. During this period he was part of the media, retail and fashion practice for Italy, USA, UK, France and Spain.

In 1997 Michele co-founded **Net Partners Ventures**, the first venture capital company in Europe focusing exclusively on internet companies (start-up/early stage – Euro 215 mio. raised with three different funds, 30 investments, 5 IPOs, many “trade sales”), active in Europe (France, Italy, England) and USA. In 1997 **NP** was the first fund to get a 232% IRR, among the highest set in Europe in the sector. The other funds, 1999’s and 2000’s, were in the 5% world top “vintage”.

Among the best known investments are: **Self Trade**, **Freever**, **Edreams**, **Trading Screen** together with the Italian **Mutui Online** and **Yoox**, both listed on the Milan Stock Exchange.

In 2005 Michele founded **A.M.E. Ventures**, an investment holding, focused on early stage companies active in the internet sector and in renewable energies at international level. Among the investments: **Vistaprint** (listed at NASDAQ) and **Volagratis**. A.M.E. Ventures has a controlling stake of **Solar Ventures**, a solar energy power producer which manages large scale photovoltaic plants. The company is active in **Italy**, **Eastern Europe**, and the **MENA Region**. Michele is directly involved in Solar Ventures as Chairman and CEO. In 2013 Solar Ventures signed a joint venture with **Mitsubishi Corporation** and **Innovation Network Corporation of Japan**, a Japanese strategic investment fund, aimed at acquiring and managing operating pv plants in Italy.

In 2002 Michele Appendino was **Global Leader for Tomorrow** at the World Economic Forum and he’s still member of **Aspen Institute**. In 2009 he was Chapter Chair for Italy of **YPO** (Young Presidents' Organization), international network of entrepreneurs.

# Ariadne Investor Members

Mike Alfant  
Michele Appendino  
Dr Jalal Bagherli  
Francois Barrault  
Paul Barry-Walsh  
Sabeer Bhatia  
Andrew Black  
Mark Blandford  
Dr Nigel Burton  
Jeremy Coller  
Ian Cormack  
Peter Cunningham  
Paul Danowa  
Susan Dark  
Mark Duesenberg  
Rebecca Duesenberg  
Wilf Eaton  
Jo Goodson  
Francis Goodwin  
Toon den Heijer

Stephen Harlow  
Finn Helmer  
Gerhard Huber  
Michael Jackson  
Michael Janssen  
Candace Johnson  
Vinay Kantak  
Benoit Leleux  
Dimitris Livanas  
Wayne Lochner  
Julie Meyer  
Bob Morton  
John O'Connell  
Nick Ogden  
Yogesh Patel  
Markus Pedriks  
Judy Piatkus  
Ian Powell  
Al-Noor Ramji  
Senia Rapisarda

John Redford  
Stefan Roever  
David Rowe  
Christopher Samuelson  
Lynda Scott-Tomlin  
Roman Stanek  
Glenda Stone  
Robert Swann  
Alan Turner  
Paul Turner  
Martin Velasco  
Peter Wakeham  
Steve Watmough  
Ed Wray  
Michele Appendino