

## Panel I: The New Dawn of Video

### **Moderator, Sheila Dharmarajan, Head of Investor Relations and Business Development, ZMC**



Sheila Dharmarajan joined ZMC in 2014. Ms. Dharmarajan is Head of Investor Relations and Business Development at ZMC and leads all of the investor relations, fundraising and deal sourcing activities at the firm.

Prior to joining ZMC, Ms. Dharmarajan was an on-air television reporter for CNBC and Bloomberg Television, where she regularly reported on a wide range of business news and breaking stories. She has also served as the host of “The Future Is Now”, a Yahoo! web series focused on innovation and cutting edge technologies.

Before her television career, Ms. Dharmarajan was an investment professional at Permira and Welsh, Carson, Anderson & Stowe, where she focused on analyzing and executing private equity investments across a range of industries including healthcare, consumer / retail and information services. Ms. Dharmarajan began her career as an investment banking analyst at Donaldson, Lufkin & Jenrette and was an associate director in the mergers & acquisitions group at IAC/InterActiveCorp.

Ms. Dharmarajan holds BS in Finance & Management from the Wharton School at the University Of Pennsylvania. Ms. Dharmarajan also earned her MBA from the Stanford Graduate School of Business.

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### **Christine Frank, Managing Director, Waller Capital Partners**



Christine Frank is a Managing Director at Waller Capital Partners. Her primary focus is to provide merger, acquisition, strategic and financial advisory services to the information services and technology sector. This includes advising companies that offer B2B information and data services, application software, internet services, digital content management, and advertising technology.

Throughout her 20 year career in investment banking, Christine has advised companies in the technology, media and telecom sectors and their private equity investors, helping close \$26 billion in mergers and acquisitions transactions. Christine has raised \$20 billion in capital for her clients through public and private equity and debt financings. Christine was previously a senior banker at Compass Advisers, an internationally focused M&A firm. She has also held senior investment banking positions covering TMT companies and their private equity sponsors at Bear Stearns, Banc of America Securities, BMO Capital Markets and CIT. Christine began her career at Chase Manhattan Bank and at Fox Broadcasting Company.

Christine has an M.B.A. in Finance from Columbia Business School and a B.A. in Communications from UCLA, where she graduated magna cum laude. She holds the Series 7, 63 and 79 FINRA licenses

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### Gaurav Kittur, Managing Director, Jefferies



Gaurav is a Managing Director at Jefferies and helps lead the Internet Investment Banking team. Over his close to 15 year tenure at Jefferies, he has advised on several M&A, equity and debt financing transactions for companies in the technology sector, in segments such as next generation digital media, online video infrastructure, ecommerce, internet of things, and communications technology, among others.

Prior to Jefferies, Gaurav was a venture capitalist at Draper Fisher Jurvetson Gotham, one of the early venture capital firms in the New York area, focused on technology investments. He was also part of the early founding team at a financial technology startup. Gaurav started his career in the technology banking team at Morgan Stanley, focused on Internet and financial technology companies. He graduated with honors from Cornell University with a degree in Engineering and Computer Science.

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### Jordan Steinberg, Executive Director, Head of Internet & Digital Media, SMBC Nikko



Jordan Steinberg is the Head of SMBC Nikko's Internet and Digital Media in New York.

Prior to SMBC Nikko, Jordan was Vice President in the TMT Investment Banking group at Nomura, covered Media M&A advisory at Blackstone, as well as traditional and digital media working at Bank of America Merrill Lynch and Gridley & Company

Mr. Steinberg received an MBA from The Wharton School of the University of Pennsylvania where he graduated with honors and received his BS in Applied Economics and Management from Cornell University, where he graduated with distinction

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### Ori Winitzer, Senior Managing Director, Guggenheim Partners



Ori Winitzer is a Senior Managing Director at Guggenheim Securities, leading the firm's digital banking practice. His coverage spans digital video, digital publishing, music streaming, marketplaces, gaming, live events and several other emerging areas (AR/VR, sports tech, etc). His transaction experience represents a mix of mergers & acquisitions, capital raising and principal investing. Prior to joining Guggenheim, Ori was among the founding members of boutique firm LionTree, eventually building and running its product dedicated to emerging companies, LionTree Growth. Ori is a personal investor in, and advisor to numerous early stage companies, a frequent speaker addressing the changing media landscape and an information and entertainment junkie in his core. Ori is also the founder of Soccer for Peace and served as term member of the Council on Foreign Relations. He lives in Manhattan with his wife and twin boys.

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