

INTELLIGO

Turning information into intelligence

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# Who We Are

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We are intelligence experts providing effective risk management solutions. [We manage a global network of experts, investigators and technology virtuosos.](#)

As former [Israeli intelligence officers](#) we know how to dig up the elusive, the transient and the unknown.



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# What We Do

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We conduct sophisticated research and investigations, **creating intelligence profiles** on individuals, companies and industries.

By fusing **multidisciplinary methodologies and technologies** we construct patterns and analysis, resulting in a correlation of properties that lead to **risk mitigation** for our clients.

**Compliance, confidentiality and security** lie at the heart of our entire process.



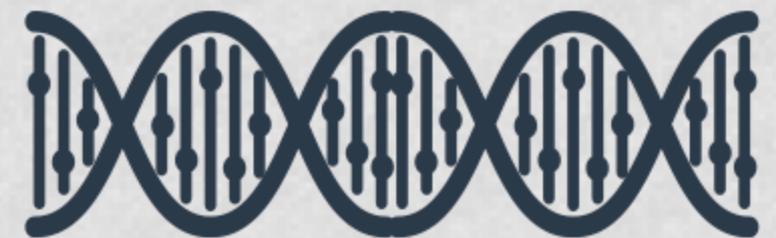
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# Why Us

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We believe that **thinking differently** can lead to innovative and unexpected solutions.

**Problem-solving is part of our DNA** and we are trained to question everything, not allowing obstacles to impede us.



# Our Process



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# Differentiation

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## People

We value expertise, innovative thinking and experience, hiring only the best intelligence officers for our investigative teams.



## Methodology

Our core talent lies in our HUMINT abilities (source inquiries & on-the-ground investigations).

We ensure excellence through skillful analysis, cross-checking and synthesis of sources.



## Technology

We integrate sophisticated technologies, applied to vast amounts of data, constructing patterns and discovering the unknown.

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# Technology

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In addition to integrating existing sophisticated technologies into our intelligence process, we are in the process of developing **our own technology tool**.

This tool will **automate and robotize** our **unique profiling methodology**, producing more in-depth results and increasing productivity.

The ultimate goal is the creation of **new and exciting business opportunities** as we grow and expand.



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# Clients' Needs

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## Due Diligence

Pre-investment DD

DD

Anti-corruption DD

HR DD

Ongoing DD

## Compliance & Litigation Support

Commercial disputes investigation

Witness & litigant profiling

Competitive intelligence

Asset tracing

Data analysis

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# Executive Team

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**Shlomo Mirvis**  
CEO

➤ Shlomo was a distinguished combat officer in the IDF.

In his last position, Shlomo was the senior vice president in an intelligence company and was personally responsible for over 90% of its sales.

Shlomo is also an accomplished lawyer, having majored in public and constitutional law.



**Dana Rakovsky**  
CRO

➤ Dana has over 7 year of experience as an analyst in the Israeli intelligence community, including several years in the Israeli Prime Minister's office.

After leaving the defense sector, Dana became a leading analyst in a successful intelligence company.

Dana holds a BA in psychology and criminology from Bar Ilan University.



**Oded Stern**  
COO

➤ Oded is a former intelligence officer who served as a commander of the Central Alert War Room of the chief intelligence officer of the IDF.

He also served in the Military Commander Intelligence Branch Technological Unit.

Oded holds a MBA and he is a graduate of the Zell Entrepreneurship Program in IDC Herzliya.

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# Intelligence Team

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④ We have recruited and trained, talented and multilingual **intelligence officers** for our specialized information collection and analysis teams.



④ We have built our highly experienced **HUMINT team** who are focused on operating in North America, UK and the BRIC (Brazil, Russia, India & China).



④ We have established a worldwide **network of experts** in the key industries and countries in which we operate.



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# Unique Staff Structure

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The majority of our analysts are students who receive a basic salary and then are paid per project. This offers two **key advantages**:



Large team with  
varying backgrounds  
and languages



Cost-effective  
accelerated growth

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# Advisory Board

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## Malcolm Hoenlein

Executive vice chairman of the Conference of Presidents of Major American Jewish Organizations



## Howard Wietschner

Former managing director (partner) at Goldman Sachs - head of Hedge Fund Industry Group



## Jeremy Siegal

Managing director at Credit Suisse - global head of Prime Consulting



## Elan Zivotofsky

General partner at OurCrowd



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Former head of the Mossad



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Former head of the Shin Bet

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# Progress Update

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## \$4B Clients

2 hedge funds with \$4 billion AUM have become our clients after our first few months of marketing.

We have some of the largest hedge funds in our pipeline.



## Strategic Investors

Eileen Murrey, COO of BridgeWater (\$170B AUM)

2 senior investors from the New York hedge fund industry

The [REDACTED] team at a leading Fortune 100 company has requested to meet with us in Israel in November.

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# Company Highlights

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Strong seed  
funding round



Highly  
experienced  
team



Proven sales  
record



Low risk  
investment



High volume  
of investment  
inquiries



30%+ EBITDA  
margins

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# Total Addressable Market



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## Market Size

**\$14.4B** 

was spent in 2014 worldwide on business intelligence (Forbes)

**\$17.1B** 

Market size 2016: \$17.1 billion (Gartner research)

Kroll's revenue in 2010 was **\$667 million** and it was acquired that year by Altegrity for

**\$1.13 billion**



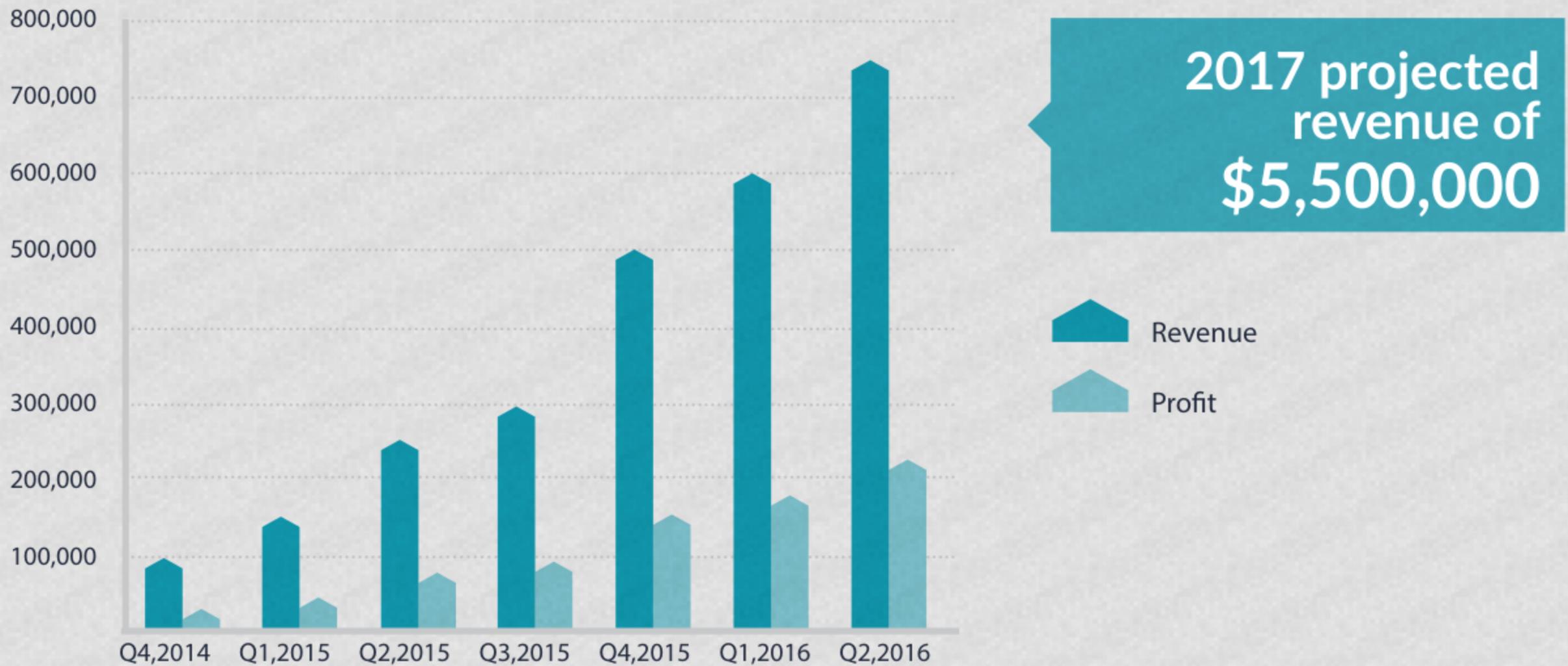
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# Competitive Landscape (US)

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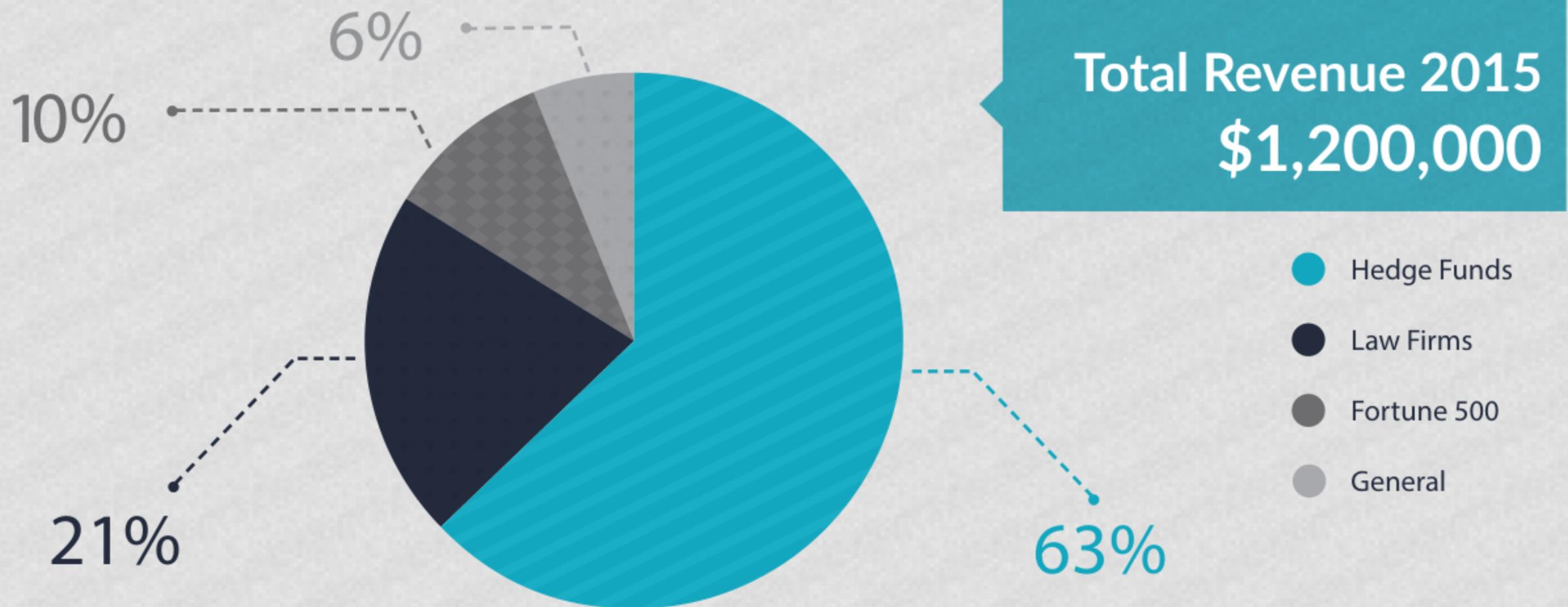
# Projected Revenue



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# Detailed Revenue 2015

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# Business Milestones

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▶ Q4 2014  
Product & infrastructure  
development

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▶ Q1 2015  
Strategic clients

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▶ Q1 2016  
Expand to new markets

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▶ Q2 2015  
Expand sales team

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▶ Q2 2016  
Open local office in NY

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▶ Q3 2015  
Break-even point (BEP)

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▶ Q3 2016  
Launch technology tool

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▶ Q4 2015  
Technology tool  
programming

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# Research Milestones

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## Stage 1: 2015

Focus on pre-investment  
DD (hedge funds, banks,  
private equity, FOF)

## Stage 2: 2016

Anti-corruption &  
anti-bribery research

## Stage 3: 2017

AML & asset tracing



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# Seed Round

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60% raised thus far



**"Coming together is a beginning.  
Keeping together is progress.  
Working together is success."**

- Henry Ford