

From: ehbarak <[REDACTED]>
To: Nicole Junkermann | Junkermanngroup <[REDACTED]>
Cc: "jeffrey E." <[REDACTED]>
Subject: Re: List of intros for Reporty
Date: Sun, 24 Sep 2017 19:41:38 +0000

Hi Nicole

Thx for your prompt response.

I don't think Amir is talking of raising \$1.5M. If we need a full year, while keep waiting for a leading VC like Bessemer, we will need at least \$7M.

Such a round will dilute us unless we invest in the present value, whatever it'll be (in any case higher than our previous entry. Let's look at it separately.

Re the warrants which we don't want to exercise by now, I prefer to explain it to you over the phone.

Looking forward to hear from you in the coming days.

Best

Shana Tova

Ehud

Sent from my iPhone

On 24 Sep 2017, at 19:32, Nicole Junkermann | Junkermanngroup <[REDACTED]> wrote:

Hi Ehud,

Indeed but the appointments he lined up in London as Index and Atomico ,they like to place bigger tickets too so if he wants to raise 1.5m I would recommend HNW or family offices

I am aware of the bod signatures you requested but as your lawyer kindly sent me the documents on a debt structure which you would like to convert in this round which I was not aware off. and You decided to pass on and as a consequence we got diluted and I would like to understand the situation.I am sure it must be a misunderstanding so pls bear with me a couple of days

I will revert to you back asap when I hear from my lawyer

Have a nice sunday

Nicole

Sent from my iPhone

On 24 Sep 2017, at 17:15, ehbarak <[REDACTED]> wrote:

Hi Nicole

Great. Thx. It is helpful.

Amir got an answer from Bessemer (BVC) which basically is that they want to see more stable 'permanent' revenue stream before they enter (Mexico City, Singapore, 1 US major city/Atlanta for example)

That's reasonable, but imposes the need to raise \$8-10mm(my estimate) from present and new investors

In any case we need your signature on some board docs in order to move on with this mini-round.

Pl call me when you're free to discuss the situation.

Best

Ehud Barak

Sent from my iPhone

On 24 Sep 2017, at 13:38, Nicole Junkermann | Junkermanngroup <[REDACTED]> wrote:

Dear Ehud,

Shana Tova!

Pls see below the people we introduce to Amir when he is in London. Did you make up your mind how you want to proceed with the fund raising?

Best

Nicole

-----Original Message-----

From: Chris Hopkins | NJF Capital

Sent: jeudi 21 septembre 2017 10:34

To: Nicole Junkermann | Junkermanngroup <[REDACTED]>

Cc: Office | NJF Capital <[REDACTED]>

Subject: List of intros for Reporty

Hi Nicole,

Regarding Reporty, I have made the following intros:

- BT/ EE - head of emergency services network
- EY - head of public sector safety
- KPMG/ PWC/ PA Consulting - as above, to follow

- Liam Maxwell - National Technology Adviser, HM Government (making connections to Cabinet Office resilience leads)
- Head of Birmingham Council resilience
- Head of Greater London Authority resilience
- Head of Greater Manchester Council resilience (through EY)
- MD of Crest Advisory, former PM security/ policing adviser now advising police forces around the world
- Tim Luke - vice Chairman of TMT at Barclays Capital (friends with all US telco ceo's)

Best

Chris