TEAM8™

Rethink
Venture

Providing entrepreneurs with an unfair
advantage to accelerate success and
helping enterprises digitally transform

TEAM8™
ENTERPRISE

Building enterprise
technology, cybersecurity
and AI companies

TEAM8™
FINTECH

Building financial
technology companies

TEAM8™
CAPITAL

Investing in early stage
companies across the
group's domain expertise

Digital Transformation **is Not a Passing Phase.**

It's become a way of life. And with millions of tech startups every year, rather a lot of noise too. We work with enterprises to solve the right problems with the best solutions.

A shared path to **define and shape solutions**

A model that not only improves the odds for entrepreneurs, but also develops the right solutions for enterprises in the most efficient way. **Minimize Risk. Maximize Success.**

> When I look at Team8 I see an incubator of ideas and a founder of companies that go out to win, and who see cyber as a source of control and capability.

Tim Booher
Vice President, Combat Systems
Lockheed Martin

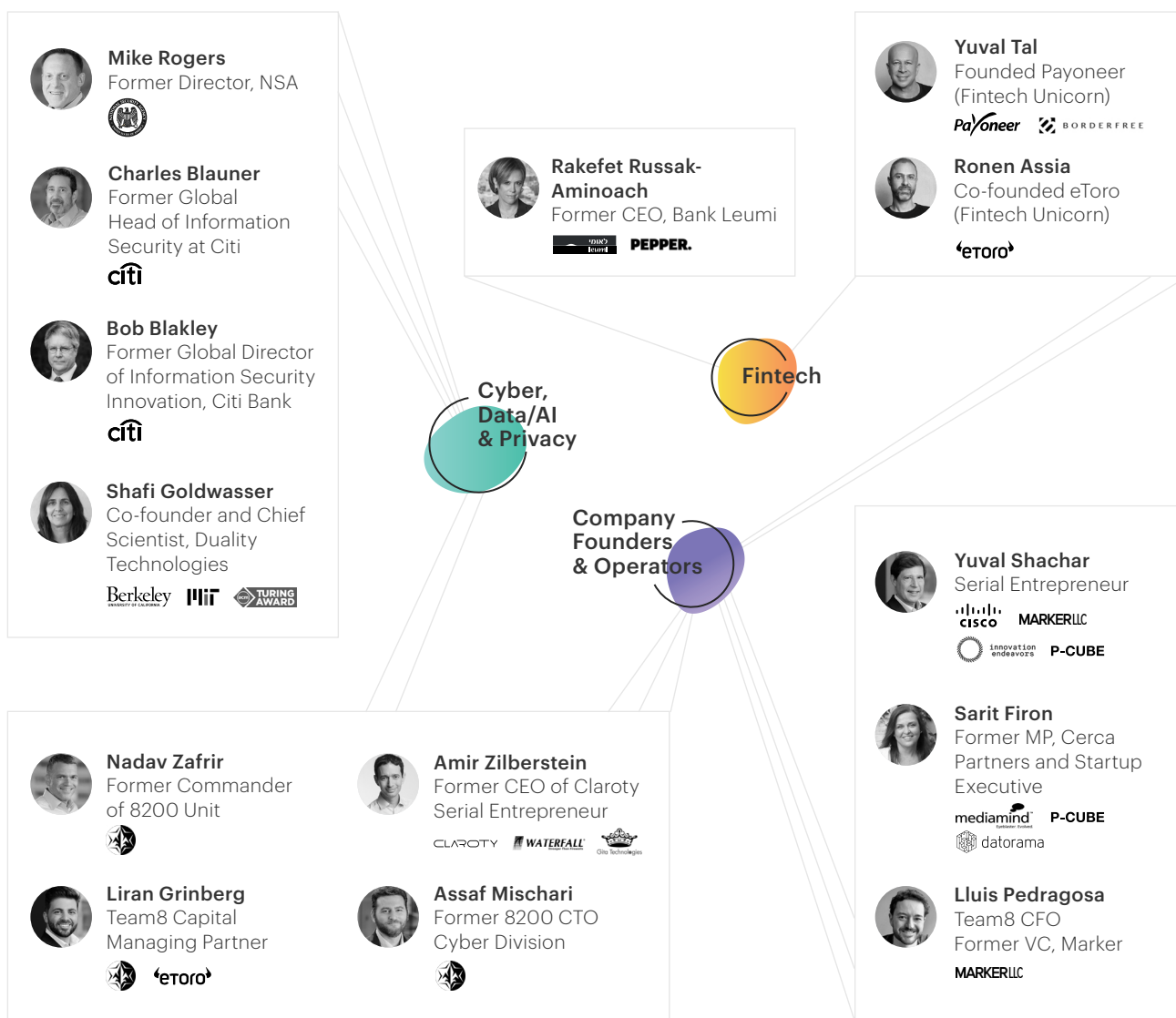*LOCKHEED MARTIN*

A Collaborative **Model**

Our model identifies and solves enterprise problems through a disciplined de-risking process. We partner with entrepreneurs to co-found new companies through our foundry vehicles or invest in entrepreneurs already on their way through our investment arm. Leveraging our Village of industry, government and academic leaders, our model enables us to surface enterprise challenges, ideate solutions, and build or invest in companies to drive enterprise innovation and accelerate growth.

Invest

Fintech

AI / Data

Enterprise

Cyber

Create
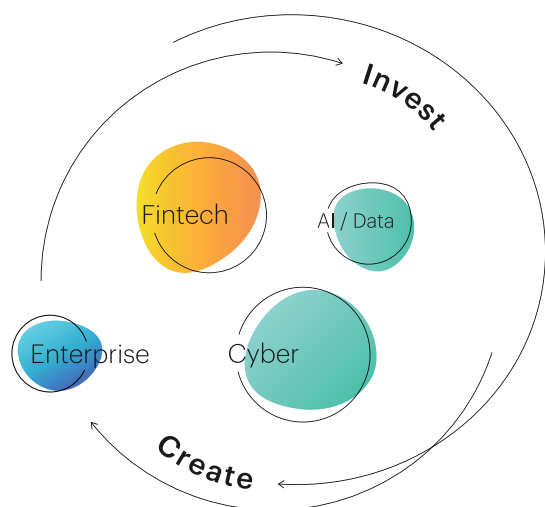
3 Vehicles.
One Team.

We are more than investors. We are company builders invested in your success.

We are former CEOs, serial entrepreneurs and investors, as well as former intelligence leaders, researchers, technologists, ideators and marketers. We have created a culture and model that is open, collaborative, multidisciplinary and creative. One that leverages our diverse perspectives and our strategic focus on specific domain expertise.

Mike Rogers
Former Director, NSA

Charles Blauner
Former Global
Head of Information
Security at Citi

Bob Blakley
Former Global Director
of Information Security
Innovation, Citi Bank

Shafi Goldwasser
Co-founder and Chief
Scientist, Duality
Technologies

Berkeley MIT TURING AWARD

Rakefet Russak-Aminoach
Former CEO, Bank Leumi

PEPPER.

Yuval Tal
Founded Payoneer
(Fintech Unicorn)

Payoneer BORDERFREE

Ronen Assia
Co-founded eToro
(Fintech Unicorn)

eToro

**Cyber,
Data/AI
& Privacy**

Fintech

**Company
Founders
& Operators**

Yuval Shachar
Serial Entrepreneur

CISCO MARKER LLC
innovation endeavors P-CUBE

Sarit Firon
Former MP, Cerca
Partners and Startup
Executive

mediamind P-CUBE
datorama

Lluis Pedragosa
Team8 CFO
Former VC, Marker

MARKER LLC

Nadav Zafrir
Former Commander
of 8200 Unit

Liran Grinberg
Team8 Capital
Managing Partner

eToro

Amir Zilberstein
Former CEO of Claroty
Serial Entrepreneur

CLAROTY WATERFALL Gita Technologies

Assaf Mischari
Former 8200 CTO
Cyber Division

"

Team8 provides a unique vantage point and deep experience in connecting between technology, data and security in a way that is relevant and valuable.

Eric Latalladi
Global CTO

MetLife

A Collaborative **Model**

Company Builders

We believe in domain expertise and are specialists in cybersecurity, data and fintech. We are a full-time in-hour company-building team - made up of dozens of researchers, domain experts, marketers, business developers and recruiters working with and for our entrepreneurs.

Domain Experts

Former CEOs, serial entrepreneurs, former leaders of Israel's technology and intelligence Unit 8200 with unparalleled expertise in cybersecurity, data, and fintech.

Recruiters

Access top talent emerging from graduates of elite military in telligence and tech units and from top universities known for their advanced programming in mathematics, computer science and cybersecurity.

Researchers & Ideators

Deep technological expertise to crack complex technological challenges, understand limitations of existing solutions and design the architecture of new ones.

Marketers & Biz Developers

Full-time marketing experts and sales accelerators create access to customers, partners and key influencers.

Process

Village

Company Builders
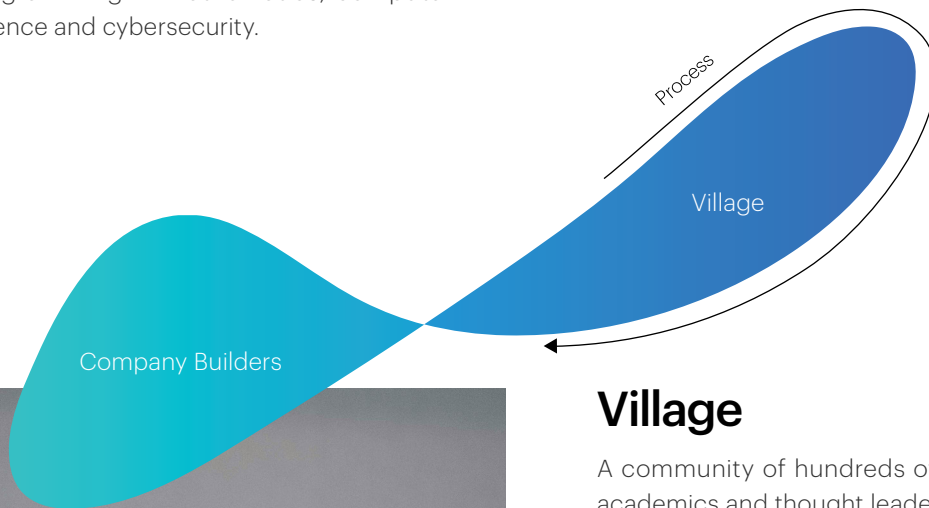
Village

A community of hundreds of C-level executives, academics and thought leaders, often both design and business partners as well as ultimate customers, play an active role in validating the solution fit in the market.
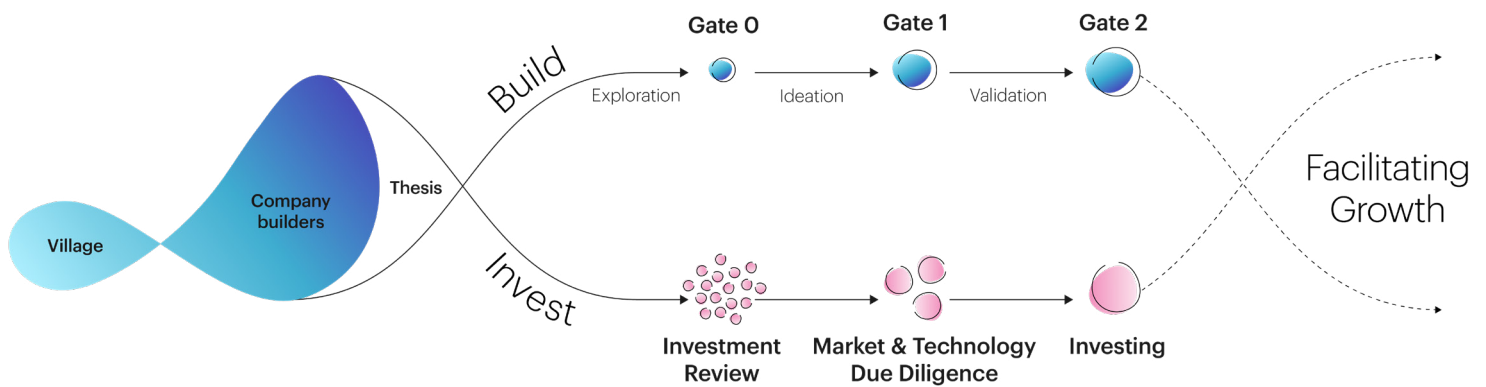
Walmart · AIRBUS · CISCO · AT&T · NTT

NOKIA · TEMASEK · SoftBank · Microsoft

BARCLAYS · Moody's · MITSUI & CO. · Bessemer Venture Partners

Munich RE · accenture · Scotiabank · Qualcomm

ABInBev · PEPSICO · intel · citi · intuit · Weil · MetLife · AXA

Deloitte. · McKinsey & Company · LLOYD'S · SIEMENS · noble energy · Morgan Stanley

AVIVA · gsk · GM · Santander · Unilever · Nasdaq · ESTÉE LAUDER COMPANIES · Allianz

Coca-Cola · TD Bank · BLACKROCK · BMW · Rockwell Automation · salesforce · Dropbox

Nestlé · DBS · COLGATE · Swiss Re · CHUBB · Schneider Electric · KPMG · ZURICH

BANK OF OKLAHOMA · 66 · RENAULT · QT · FRANKLIN TEMPLETON INVESTMENTS · BHP · Goldman Sachs · Statefarm · ARVEST BANK

Process

Through ongoing collaboration between our company-builders and the Village, Team8 articulates a thesis with the confidence that a critical mass of enterprises are behind it. Then, we either invest in an existing company through Team8 Capital, leveraging our research and go-to-market teams for due diligence, or we partner with entrepreneurs to build a new company from scratch through our foundry vehicles – Team8 Enterprise and Team8 Fintech.

Building and Investing in Companies

Our model identifies and solves enterprise problems through a disciplined de-risking process, whereby enterprises impact the problem domains we tackle.

Village — Company builders — Thesis

Build — Exploration — **Gate 0** — Ideation — **Gate 1** — Validation — **Gate 2**

Invest — Investment Review — Market & Technology Due Diligence — Investing

Facilitating Growth

Our Portfolio

Cyber

AKEYLESS
Secrets Orchestration Platform

portshift
Kubernetes Security
ACQUIRED

CLAROTY
Industrial IoT

SYGNIA
Incident Response & Consulting
ACQUIRED

Cyberpion
External Attack Surface Management

TALON
Secure Endpoint Environment

HYSOLATE
Revolutionizing the Endpoint

VISIBLERISK
Cyber Risk Quantification

illusive
Advanced Threat Protection

Data & Ai

Duality
Secure Data Collaboration

IVIX
Data Science Platform to Combat Tax Evasion

Noogata
NoCode AI for Enterprise Data Analysis

setsail
Revenue Execution Platform

Fintech

curv
Digital Asset Security
ACQUIRED

SAYATA
Business Insurance Broker

FUNDGUARD
SaaS Platform for Investment Management

Spiral
Social-Impact Consumer Bank

PLANCK
AI-Based Data Platform for Commercial Insurance

spott.
Financial Services for Ecommerce Businesses

Enterprise Infrastructure

CLASSIQ
A platform for Quantum Algorithm Design

monogoto
IoT Connectivity Platform

AKEYLESS

Secrets Orchestration Platform

The Akeyless Vault Platform is a unified, SaaS-based solution for Secrets Management, Secure Remote Access, and Data Protection that enables DevOps, Cloud Transformation, Zero-Trust Access use cases. Using a FIPS 140-2 certified and patented virtual HSM technology (Akeyless DFC), organizations can leverage an all-in-one solution to manage credentials, certificates, and keys. The Akeyless Vault Platform is SOC2 certified and operates across a highly distributed environment, delivering Just-in-Time secrets and access to humans and machines (i.e., applications, microservices) efficiently and at infinite scale.

www.akeyless.io
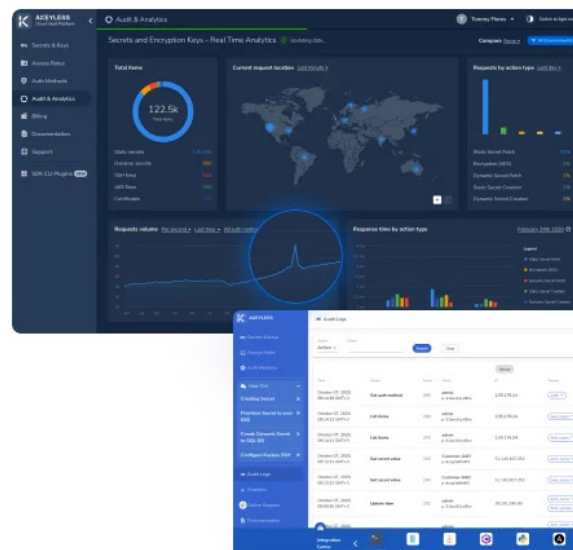
CLAROTY

Industrial IoT

Claroty is the industrial cybersecurity company. Trusted by the world's largest enterprises, Claroty helps customers reveal, protect, and manage their OT, IoT, and IIoT assets. The company's comprehensive platform connects seamlessly with customers' existing infrastructure and programs while providing a full range of industrial cybersecurity controls for visibility, threat detection, risk and vulnerability management, and secure remote access—all with a significantly reduced total cost of ownership. Claroty is backed and adopted by leading industrial automation vendors, with an expansive partner ecosystem and award-winning research team. The company is headquartered in New York City and has a presence in Europe, Asia-Pacific, and Latin America, and deployments on all seven continents.

www.claroty.com
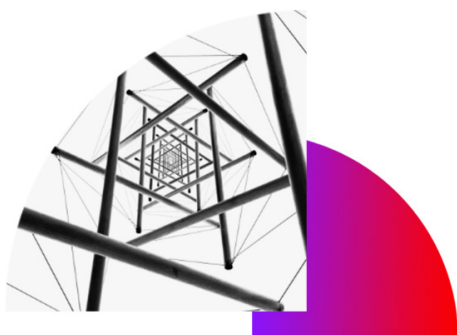
Cyber

External Attack Surface Management

Cyberpion solves the rising cybersecurity challenge of understanding the risks and vulnerabilities of your connected third-parties and their online assets that form your external attack surface. Knowing how your organization is vulnerable, where those threats come from, and what infrastructures are at risk, is critical to preventing an attack before it happens. With an R&D team based in Israel, the company is funded by leading cybersecurity venture capitalists. Cyberpion helps organizations mitigate these advanced threats by continuously monitoring, discovering, and assessing the threat vectors present throughout online ecosystems that exist outside the traditional security perimeter.

www.cyberpion.com

Corporate Network

Non-corporate Device

HYSOLATE

Cyber
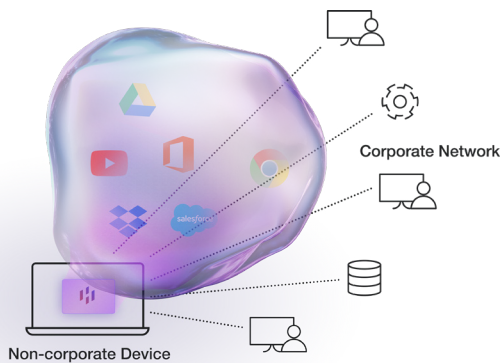
Revolutionizing the Endpoint

Hysolate is the isolated workspace innovator, bridging the gap between enterprise endpoint security and user productivity. Hysolate is the first solution that lets you easily create Isolated workspaces on corporate and non-corporate endpoints, in minutes, and manage them from the cloud. Companies use Hysolate to: (1) protect their corporate endpoints with an isolated workspace for high risk activities, and (2) secure corporate access from unmanaged endpoints with a strong, VM-based, isolated workspace.

www.hysolate.com

illusive

Cyber

Advanced Threat Protection

Illusive's active defense stops attackers from accessing critical assets and detects the lateral movement that enables today's most dangerous ransomware and nation-state attacks. Despite significant investments, it's still difficult to see and stop attackers moving inside your environment. The Illusive Active Defense Suite identifies and removes the vulnerable connections and credentials that enable attackers to move undetected, and then replaces them with deceptive versions that fool attackers into revealing their presence upon engagement. Illusive's agentless approach captures deterministic proof of in-progress attacks and provides actionable forensics to empower a quick and effective response.

Illusive was founded by nation-state attackers who developed a solution to beat attackers. We help Fortune 100 companies protect their critical assets, including the largest global financials and global pharmaceuticals. Illusive has participated in over 130+ red team exercises and has never lost one!

www.illusivenetworks.com

Secure Endpoint Environment

Talon's secure and isolated endpoint environment, enables employees to work from anywhere and from any device, accessing corporate resources from both managed and unmanaged devices.

Addressing the growing adoption of SaaS services and the expansion of attack surfaces created by distributed work models, Talon's technology significantly reduces the imposed risk. With Talon, security leaders gain vast visibility and high granularity of control, leveraging the Principle of Least Privilege throughout the organization. Talon raised a seed round of $26M from Lightspeed, Team8 and other leading angel investors in the cybersecurity industry. Talon's founding team brings together Ofer Ben-Noon (founder of automotive leader, Argus) and Ohad Bobrov (founder of mobile security pioneer, Lacoon) who met as former leaders of Unit 8200, Israel's elite military intelligence unit.

www.talon-sec.com

Cyber Risk Quantification

Cyber risk is existential for businesses but its technical nature leaves executives and board directors without an easy to understand and holistic view of exposure. VisibleRisk has developed an automated and managed Cyber Risk Quantification (CRQ) platform that translates cyber risk into financial terms the entire executive team, from the CISO to the board, can discuss and act on. Unlike traditional assessments that stop at the security control level and early CRQ practices that place a heavy lift on organizations, VisibleRisk incorporates critical business context into cyber risk analysis while reducing workload through automated data collection, analysis and executive reporting. VisibleRisk was established in 2019 as a joint venture between Moody's and Team8.

www.visiblerisk.com

![Duality logo]

Secure Data Collaboration

Founded by world-renowned cryptographers and expert data scientists, Duality empowers organizations to securely collaborate on sensitive data with their business ecosystem: customers, suppliers, and partners. By operationalizing privacy enhancing technologies (PETs), Duality enables secure analysis and AI on encrypted data — while complying with data privacy regulations and protecting valuable IP.
Leading industry and government organizations partner with Duality to maximize the value of their data, including DARPA, Intel, Scotiabank, Oracle, IBM, World Economic Forum (WEF), and more.

www.dualitytech.com

![IVIX logo]

Data & AI

Data Science Platform to Combat Tax Evasion

IVIX brings a technology-driven approach to assist tax authorities to close the tax gap and increase tax collection in scale. IVIX's platform leverages novel technologies to smart-intersect a plethora of public data sources with internal data sources. The platform uses sophisticated algorithms on the unified data to provide a clear picture of businesses' activity in scale - both the who and how much.

www.ivix.ai

![Noogata logo]
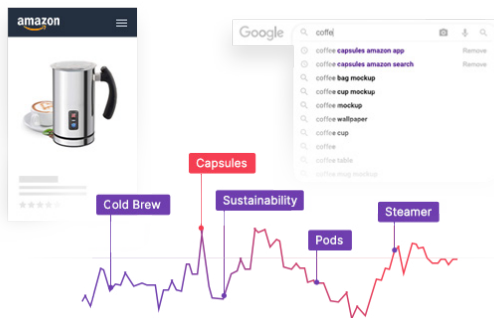
Data & AI

NoCode AI for Enterprise Data Analysis

Noogata is the leader in no-code artificial intelligence (AI) designed from the ground-up for the enterprise data analyst. The company provides a modular, expandable platform that is ready for immediate use, thanks to pre-built, domain-focused blocks that "speak the language of business" and target unique, mission-critical use cases. Noogata delivers the benefits of best-in-class AI for maximum business impact without the complexity and costs of having to develop it or maintain the AI solutions. Founded in 2019 and headquartered in Tel Aviv, privately-held Noogata is backed by Team8 and Skylake Capital.

www.noogata.com

setsail

Revenue Execution Platform

SetSail is the first of its kind Revenue Execution platform that modern sales teams with better guidance. It uses AI and behavioral science to transform sales data into buying signals and incentives that lead to more sales. CROs and Sales VPs at companies like Dropbox, Cisco, Hubspot and Lyft rely on SetSail's complete data-to-behavior approach to automate sales programs and improve rep behaviors -- at scale and in real-time.

www.setsail.co

FUNDGUARD

Fintech

SaaS Platform for Investment Management

FundGuard is a next generation, AI powered SaaS platform for investment management and administration. It helps asset managers and fund administrators to manage mutual funds, ETFs, hedge funds, insurance products, and pension funds, supporting digital transformation, operations automation, AI-based insights, resiliency, and migration to the cloud.

www.fundguard.com

PLANCK

Fintech

AI-Based Data Platform for Commercial Insurance

Planck is an AI-based data platform for commercial insurance offering integrated insights and analytics that provide an accurate view of key risk parameters with just a company name and address. The platform enables the insurance sector to drive service and underwriting excellence across multiple use cases in the insurance continuum. By automating transmission of the most up-to-date data into existing manual workflows and processes, Planck has solved the insurance industry's long-standing need for accurate, real-time insights resulting in increased gross written premium while reducing loss & expense ratios.

www.planckdata.com
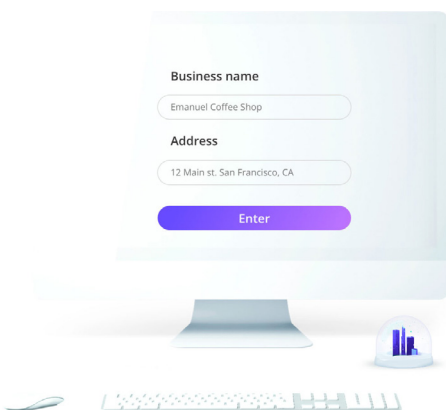
SAYATA

Business Insurance Broker

Sayata is the easiest and most effective way to place commercial risk. The Sayata platform removes the burden of the quote-bind-issue process allowing insurance professionals to seamlessly place more insurance policies in a fraction of the time. Sayata provides an end-to-end technological solution along with educational tools, giving our partners the ability to grow their book quickly and efficiently. To date, over 75 brokerages and carriers partner with Sayata.

www.sayatalabs.com
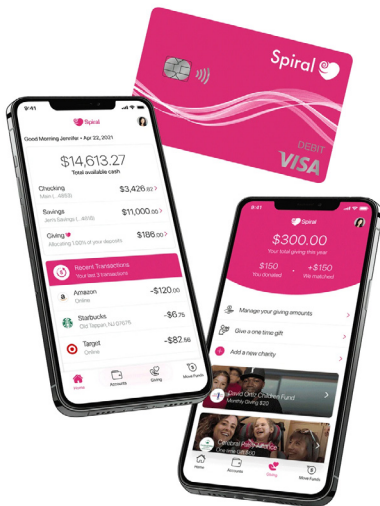

Spiral

Social-Impact Consumer Bank

Spiral will become a full-service social-impact consumer bank that offers core banking services with a unique go-to-market approach that enables attracting the most affluent customers at a cost-effective user acquisition.

www.spiral.us

spott.

Financial Services for Ecommerce Businesses

Spott is a trusted financial partner that helps e-commerce sellers accelerate their business growth while minimizing risks. Leveragin deep domain knowledge, data science, and data analysis capabilities, Spott has created a proprietary e-commerce native risk and performance assessment engine. Spott uses this engine to identify business risks and opportunities, proactively prompt e-commerce sellers for action, and, consequently, offers them the financial products they need including both insurance and financing services.

www.spott.co
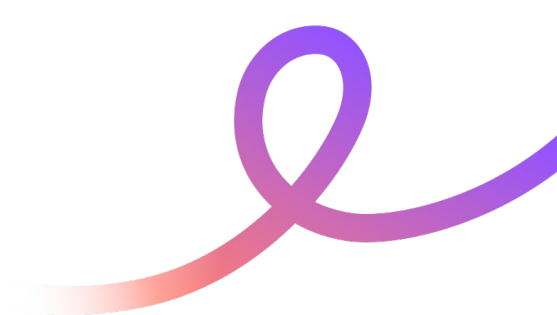
CLASSIQ

A platform for Quantum Algorithm Design

Classiq provides a breakthrough Quantum Algorithm Design platform that delivers the higher-level abstraction needed to enable the creation of scalable, industrial quantum circuits at a time in which quantum computing is going mainstream. The patented Classiq technology automatically synthesizes optimized quantum circuits from high-level functional models, and allows executing them on a wide range of back-end systems. It uses proven concepts from computer-aided design to give quantum teams the power to create, synthesize, optimize and analyze quantum circuits that would be impossible to design using today's gate-level approach.

www.classiq.io
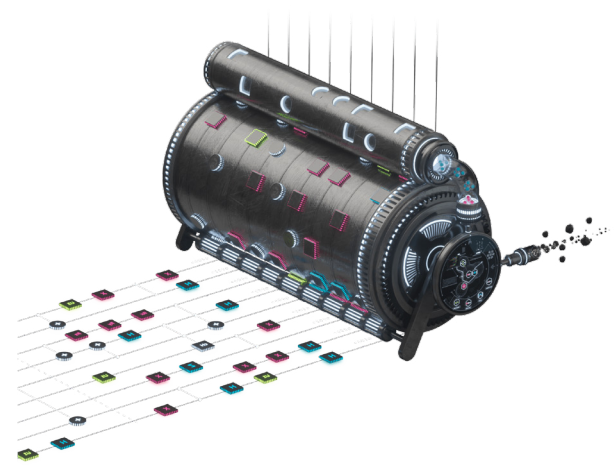
monogoto

IoT Connectivity Platform

Monogoto is an Over-The-Top cellular connectivity provider, focused on secured global connectivity. They offer extensive self-service console and APIs, serving as a one-stop-shop to manage all aspects of your global connectivity. Last-mile can be the traditional MNOs or MVNOs (they support almost 600 worldwide, in 180 countries), or it can be your own Private LTE or 5G network, for your cellular-based Local-Area-Network.

One use case that could be relevant is IoT connectivity - if you currently have products/devices/components requiring cellular connectivity, or looking for such connectivity for future products/devices (under development or in planning phase). Including remote facilities, edge devices, and data-generating components that require connectivity.

Another use case is Private LTE/5G - if you have a facility (Campus / warehouse / manufacturing, etc.) needing to operate a private cellular network (new or replace existing). Monogoto is applicable in countries where frequencies are accessible (USA with CBRS, Netherlands, France, Germany, etc).

www.monogoto.io

For more
information

Contact us at: info@team8.vc

TEAM8 ™