

ARTHUR BECKER

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EXECUTIVE PROFILE

Senior leader with 20+ years of experience in private equity, financing and general management. Equally successful in start-up, merger, rapid growth or turn around situations. Extensive experience in M&A due diligence, financing, and integration. Proven history of driving revenue and profit increases by recognizing market opportunities, designing growth strategies and building leadership teams capable of executing.

Areas of Expertise:

- Private Equity/Financing
 - Debt Restructuring
 - Senior Management Recruitment
 - Business Turnarounds
 - Licensing/Partnerships
 - P&L/Budget Management
 - Mergers & Acquisitions
 - Board Membership
 - New Product Development
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PROFESSIONAL EXPERIENCE

Investor in Real Estate and Bio and Info Tech

Principal in New York and Miami residential developments 2012 to Present

Real Estate

Active Investor in projects in New York: Redhook, Tribeca, Third Avenue, Chelsea Tower and Townhouses on Sixth Avenue and Sullivan St, Steinway/57th Street —the tallest residential project in NYC and 4 projects in Miami and Miami Beach, FL.

Bio Tech

Investor in Acetylon (recently sold to Celgene), Oncopep(cancer vaccine technology), C-4(targeted protein deconstruction) and Frequency Therapeutics (Prognitor cell stimulation for restoration of hearing loss)

InfoTech

Kard—Credit card algorithms to maximize benefit of earned points or mileage

Zinio, LLC

Chairman and CEO 2012 to 2015

Appointed Chairman and CEO by investor group to turn around the world's largest digital newsstand selling 6,000 different magazines on the internet in over 45 countries. Narrowed focus of business; simplified supply chain; acquired a digital technology company in Vietnam and Barcelona, made key hires in Finance and Operations, made the company EBITDA profitable within 60 days of appointment. Hired new CEO as a consultant in late 2014 and transferred CEO title in October 2015.

VERA WANG GROUP

2006 to 2012

Executive Director

Assumed responsibility for finance and operations in 2006 and initiated turnaround strategy to accelerate growth and drive profit improvements. Upgraded management team, including hiring new President, and worked closely with company founder to build a solid foundation for future growth. Serve on Board of Directors.

- Led major cost-cutting initiative that reduced expenses 35% without negatively impacting the business.
- Turned \$10M annual loss into an \$15M annual profit within 1 year.

- Negotiated long-term \$100M license with major US retailer.
- Recruited new senior executive leadership, including President and Financial & Operating Officer.

NAVISITE (NAVI) / ATLANTIC INVESTMENTS LLC

2001 to 2011

CEO of NaviSite / Operating Partner of Atlantic Investments

Formed Atlantic Investors with financial partner to acquire distressed data center and technology assets in 2001. Acquired three companies in 2001-2 and became CEO of third acquisition, NaviSite in 2002. Built organization from the ground up, creating profitable business with \$150M in annual revenues and 700 employees in the US, UK and India. Continue to serve on Board of Directors.

- Led company through 8 acquisitions, several rounds of debt financing and a secondary public offering.
- Transformed the business from a co-location provider to a full service managed hosting company with 20 offices around the world, successfully integrating numerous acquisitions into one cohesive whole.
- Grew revenue from \$13M to \$150M in 8 years, and brought the business to profitability within 4 years.
- Achieved record revenues and EBITDA in 2010 by focusing the business on the rapidly expanding cloud services and enterprise hosting solutions market. Consolidated acquisition financings into one loan, disposed of non-core businesses and recruited President to execute new vision.
- Built a new 200-person offshore organization in India to provide internal support and generated additional operating margins of 700 bps.
- Maintained 0% voluntary turnover among senior staff, building a cohesive and high-performance team able to strategize and adapt to ever-changing circumstances.
- Initiated sales process to take the company private and sold to Time Warner Cable in February 2011.

Arthur Becker, Page 2

ADVANCE PARTNERS, LLC

1998-2001

Operating Partner

Co-founded small advisory services firm with UK partner. Facilitated financing and acquisition of UK business opportunities for US-based investors or acquirers, leveraging extensive network of US corporate and banking executives.

- Identified Cendant Corporation as potential acquirer of British parking lot business (National Car Park). Negotiated purchase terms with the principals and shepherded the £900M deal to completion.
- Led 2-year process to sell a UK-based data center business global switch to Chelsfield PLC and Trizec Hahn for £150M.

BNOX

1994-1998

President/ Founder

Identified market opportunity and founded new business creating low-priced, high-powered binoculars and telephoto cameras for the single-use camera market. Financed new venture with third parties, developed patented new products manufactured in China, and designed/executed sales and marketing strategy.

- Raised \$8M, recruited top flight leadership and technology team, oversaw product development, and led marketing which resulted in sales to mass market retailers such as CVS, Wal-Mart, TJ Maxx and Rite Aid.

PROGROUP, INC

1991-1994

Chairman, Board of Directors

Led proxy contest with Arnold Palmer to change Board and management of public golf equipment supplier company whose brands included Arnold Palmer, HotZ and Duckster.

- Led a successful proxy contest, brought in new board members, CEO and senior management team, and oversaw the sale of the business in 1994.

BEAR STEARNS, INC.

1988-1992

Director

Joined Bear Stearns in the private client services division and developed client base for asset management.

Early experience includes Owner, Construction Company; Partner, Motion Picture Syndications; Partner & founder Macadamia Nut Orchard.

Additional Experience:

Operating Partner, Madison Partners, LLC

2010-Present

- Arranged \$100 million financing for Sentrum Holdings in the UK (a data center company). Conducted Due Diligence, Market Study and Private Placement documentation, solicited private equity firms and negotiated financing terms.

EDUCATION & AFFILIATIONS

Bachelor of Arts, Bennington College, Vermont, 1972

Amos Tuck Graduate School of Business (one year), 1974

Member, Board of Directors, NaviSite, 2001-Present

Member, Board of Directors, Vera Wang Group, 2006-Present