

FRED THIEL

EXECUTIVE SUMMARY

Globally experienced public/private company CEO, board member, strategic advisor, venture capital principal, private equity firm principal, and senior advisor/operating partner with over 30 years' experience building high performance technology and technology enabled businesses and creating value through innovation and revenue growth – both domestically and internationally.

- CEO: Created >\$4B in shareholder value; raised >\$4B through both public (IPO and secondary offerings) and private capital sources; led multiple successful corporate transformations resulting in highly accretive exits; built high output agile product development organizations; established corporate innovation groups resulting in the creation of new product businesses that generated significant new revenues in first year.
- Board member: Public and private corporate boards as chairman, independent director and committee member; worked with management and ownership to create and execute strategies for value creation and growth; worked with public markets investment community on capital raising and investor relations; led M&A processes (both acquisition and exit); and designed and implemented new organizational models for agile execution.
- Venture capital principal: Co-founded early-growth stage (Series A-B) venture capital firm focused on B2B SaaS and enterprise related software companies. Raised capital, sourced deals, and managed portfolio companies; worked with management teams to conceive and execute scaling strategies resulting in significant value creation.
- Private equity principal: Sourced, acquired, managed and exited platform companies; worked with management teams to conceive and execute transformational growth strategies resulting in significant value creation and realization; and actively participated on other portfolio company boards.
- Senior advisor/operating to private equity firms: Advised on all stages of deals; worked with management teams and PE owners to develop and execute strategies resulting in value generation and accretive exits; participated as an active board member of portfolio companies; developed investment theses and industry studies related to impact of digital transformation on industries; evaluated, hired and coached management teams; led strategy retreats and operations reviews; and executed customer and market research.
- Expertise: Bitcoin, crypto currencies, energy, IoT (Internet of Things); Industry 4.0; digital transformations of industries and businesses; Blockchain, digital assets, machine learning, AI (artificial intelligence), predictive analytics, mobile technologies, smart systems, collaborative and autonomous systems, machine to machine communications, and ecommerce on businesses); digital marketing; data communications; semiconductors; cloud services; and Lean organizational design and management.
- International experience: global technology company leadership having done business on six continents; resided and worked in Europe (France, UK, Sweden), Latin America (Venezuela) and North America (U.S.A.); multi-lingual (English, Swedish, Spanish, French)

OPERATING ROLES:

Marathon Digital Holdings NASDAQ:MARA – Chairman & Chief Executive Officer	2021 – Present
Navigate Ventures (Los Angeles, CA) – Co-founder and General Partner	2018 – 2021
Thiel Advisors, Inc (Dana Point, CA) – Chairman	2015 – 2021
Local Corporation NASDAQ:LOCM (Irvine, CA) – Chief Executive Officer & Chairman	2014 – 2015
B+B SmartWorx (Ottawa, IL) – Executive Chairman	2013 – 2014
Vayan Marketing (Boca Raton, FL) – Executive Chairman	2010 – 2011
Triton Pacific Capital Partners TPCP (Los Angeles, CA) – Managing Partner Software/IT	2007 – 2012
GameSpy Industries (Irvine, CA) – Chief Executive Officer	2003 – 2004
Lantronix, Inc. NASDAQ:LTRX (Irvine, CA) – Chief Executive Officer	1998 – 2002
CMD Technologies, Inc. (Irvine, CA) – General Manager Storage Division	1996 – 1998
Standard Microsystems Corporation (Irvine, CA) – Director Worldwide Marketing	1994 – 1996

(Prior roles upon request)

EDUCATION

Attended classes at Stockholm School of Economics (SSE), Stockholm Sweden

Attended executive classes at Harvard Business School, (YPO President's program)

OTHER

Languages: English, Swedish, Spanish, French