

## AYELET TOREM



Ayelet Torem is a Partner in the firm's High Tech and Venture Capital department and Head of APM's Global Markets. Born and raised in Israel and a Silicon Valley veteran, Ms. Torem is known to provide her local and international clients with sophisticated business and legal care, while drawing on her longstanding relationships with the key players of Israel and Silicon Valley and familiarity with the landscape of both geographies, as well as the global markets APM is active in. Ms. Torem was named in the "100 Most Influential People In Israeli hi-tech" list.

Ms. Torem counsels funds and investment vehicles on formation and investments and is instrumental in the fundraising strategy, working closely with venture capital firms, private equity funds and investment groups from the US, Europe, Asia and Israel vis-à-vis Israel's leading institutional investors and family offices. Her insight and perception in launching investment vehicles, as well as her ability to conduct complex negotiations, are greatly admired.

In addition, Ms. Torem represents Technological Incubators and Open Innovation Labs under franchise from Israel's Innovation Authority (IIA) (formerly: Office of the Chief Scientist), advising on the governmental tender process, investments and other IIA related matters. With respect to innovation, Ms. Torem is perceived as an industry leader in matters relating to implementation of innovation in traditional industries, including the Food & Beverages industry, Construction, Diamonds, Finance and others, tailoring a custom-made Innovation Program for each organization to best serve its goals and needs.

Ms. Torem also counsels key technology companies on various matters including corporate venture arms in their investments in Israel.

Taking great care with entrepreneurs and disruption at its bedrock, Ms. Torem advises many startup companies in multiple spaces and stages, acting as a strategic advisor to her client companies, providing legal advice, business guidance and a unique ability to introduce her clients to a cross-border network of investors she maintains an ongoing relationship with. Ms. Torem also advises angel investors and HNWI.

Through APM's Global Markets (China, Singapore, Australia and India), APM thrives to provide an holistic business and legal cross-border care and added-value services to its clientele. Ms. Torem oversees the Global Markets activity.

Prior to joining the firm, Ms. Torem resided in Silicon Valley where she served as Head of Business Development at the "California-Israel Chamber of Commerce" (CICC) focusing on connecting entrepreneurs, venture capital firms and key technology companies from California and Israel through cross-border programs and investments.

Between the years 1997 and 2005, Ms. Torem served as Deputy General Counsel at Tnuva, one of Israel's largest corporations and a monopoly in its field. Ms. Torem worked closely with the executive management and led local and international mergers and acquisitions, multifaceted negotiations, international transactions and management of claims. Ms. Torem gained a special expertise in antitrust.

Previously, Ms. Torem worked at several prestigious law firms.

Joined the firm in 2009.

### Admission:

- Directors and Other Senior Corporate Officeholders, "Certified Director", Lahav Executive Education, Tel-Aviv University (2015)
- Israel Bar Association (1994)

### Memberships:

- Board Member at Machshava Tova since 2014. Machshava Tova is a non-profit organization narrowing social gaps in Israel through technology.
- Committee Member of the ISCA (Israel Crowdfunding Association) (2013)

### Education:

- Gevim Mediation Center, Mediation and Integrative Negotiations (2004)
- Bar Ilan University, LL.B., Law, With Honors (1994)

### Academic Positions:

- "Medical Cannabis - Technological and Business Entrepreneurship and Trends ", Lecturer, Technion Israel Institute of Technology-Shizim.
- "Venture Capital", Lecturer, Faculty of Law Hebrew University.

### Languages:

- Hebrew, English