



GAVIN PATTERSON

MAJOR CAREER ROLES

President and Chief Revenue

Officer, Salesforce Inc.

CEO, BT Group plc

Chair, Elixirr International plc

Chair, Business in the Community

Chair, Kraken Technologies Inc.

Chair, Kahoot!

OTHER CAREER HIGHLIGHTS

CEO, Retail and former Managing Director

Managing Director, Consumer

Non-Executive Director, British Airways plc

Non-Executive Director, Delta Fiber Nederland BV

Trustee, British Museum

Gavin Patterson has significant international senior leadership experience and has served on Boards across public markets including FTSE100, private companies, private equity-owned and AIM-listed. He has worked across multiple sectors including airlines, business services, consumer products, software, technology, telecommunications and third sectors.

Gavin is Chair of AIM-listed Elixirr International plc, Kraken Technologies Inc., and Kahoot!. He is a Board member of the TPG/APAX-backed Fractal Analytics Inc and HIG Capital-backed Mobileum Inc. He is also Independent Director at Wix.com Ltd, Director at AppLogic Networks, Advisory Chair of Writer Inc, Senior Adviser at Consello Management Ip, and Non-Executive Director at Ocado Group plc and Granahan McCourt Capital X3t Holdings Ltd. Previously, he was Chair of HRH King Charles III's charity Business in the Community.

Gavin acts as an adviser to, and investor in, several tech start-ups, serves on the Governing Council of the London School of Economics and Political Science (LSE) and is Chair of British American Business Inc.

As President and Chief Revenue Officer of Salesforce Inc., Gavin was responsible for worldwide sales and distribution during a period when sales increased from \$19bn to \$30bn.

During his tenure as CEO of BT, he completed the UK rollout of superfast fibre and started the deployment of ultrafast fibre. He also led the £15bn acquisition of EE, launched BT Sport, expanded BT's cybersecurity practice and championed BT's social-purpose agenda.