



Globalium Financial Solutions Institutional Services



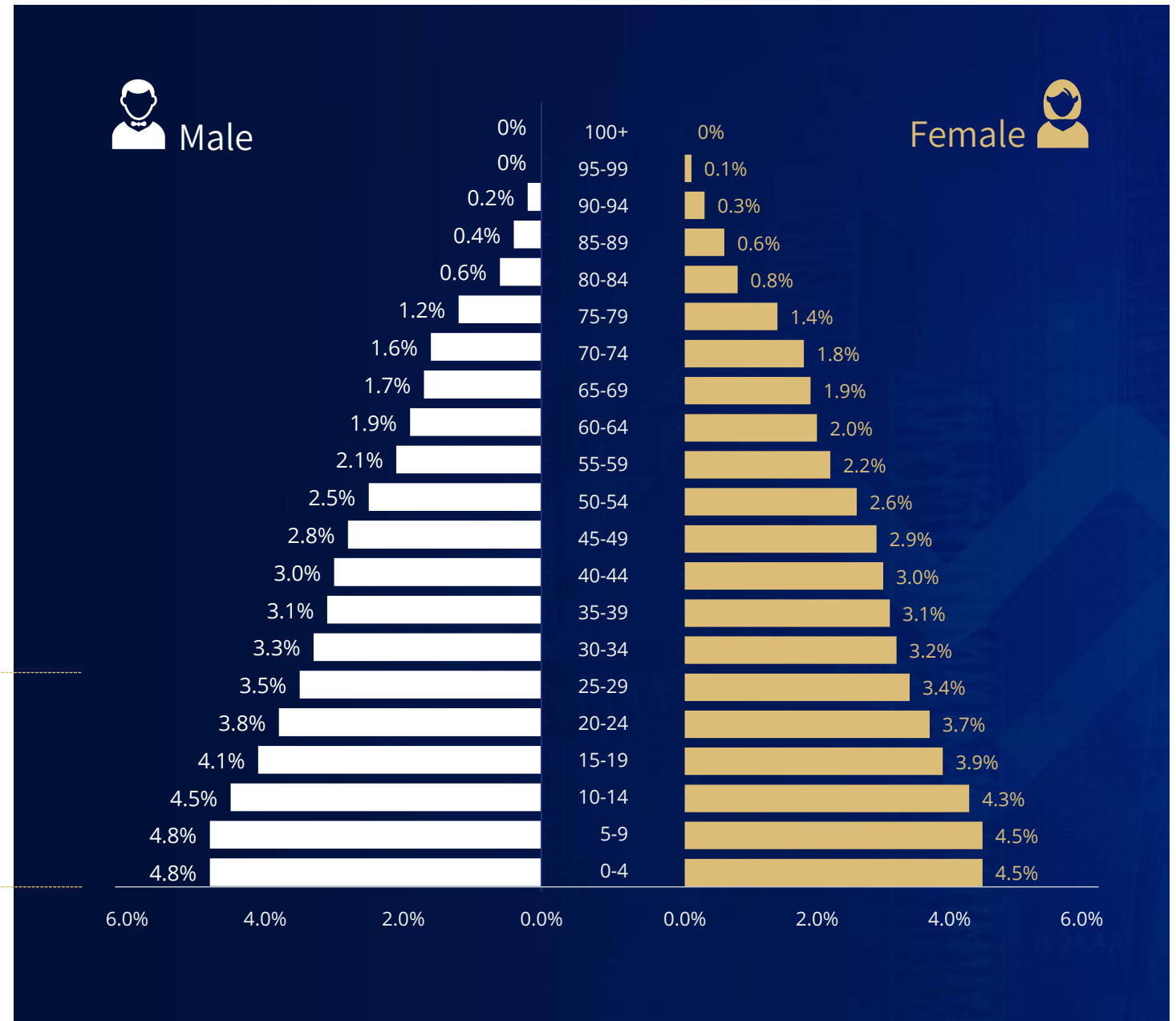
Institutional Services

Make GFS your local partner for raising capital from our Institutional Investors as your local Placement Agent/Distributor

The Promised Land

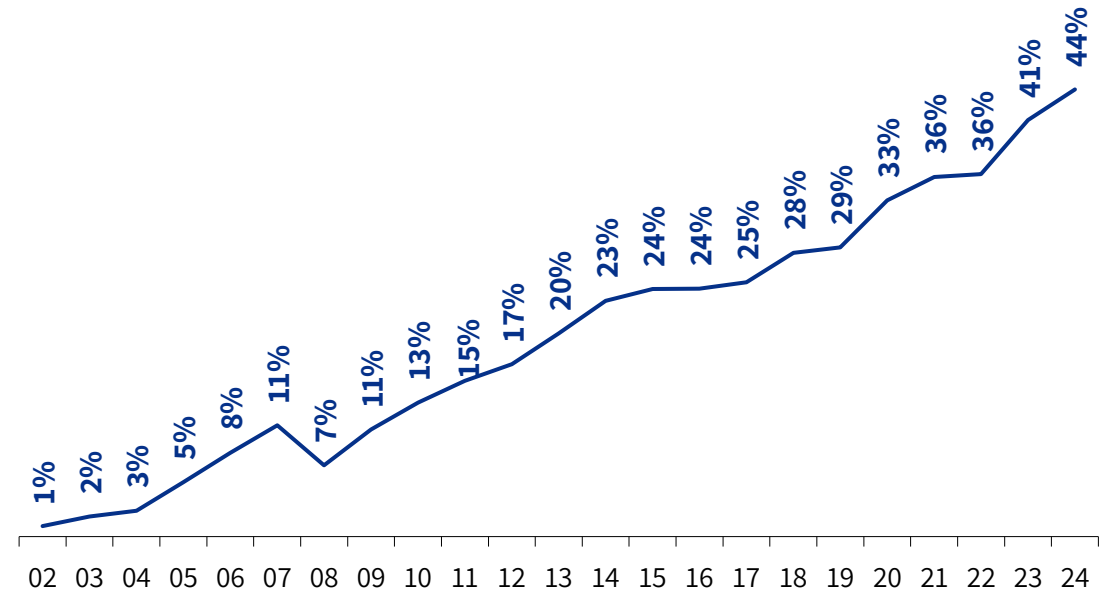
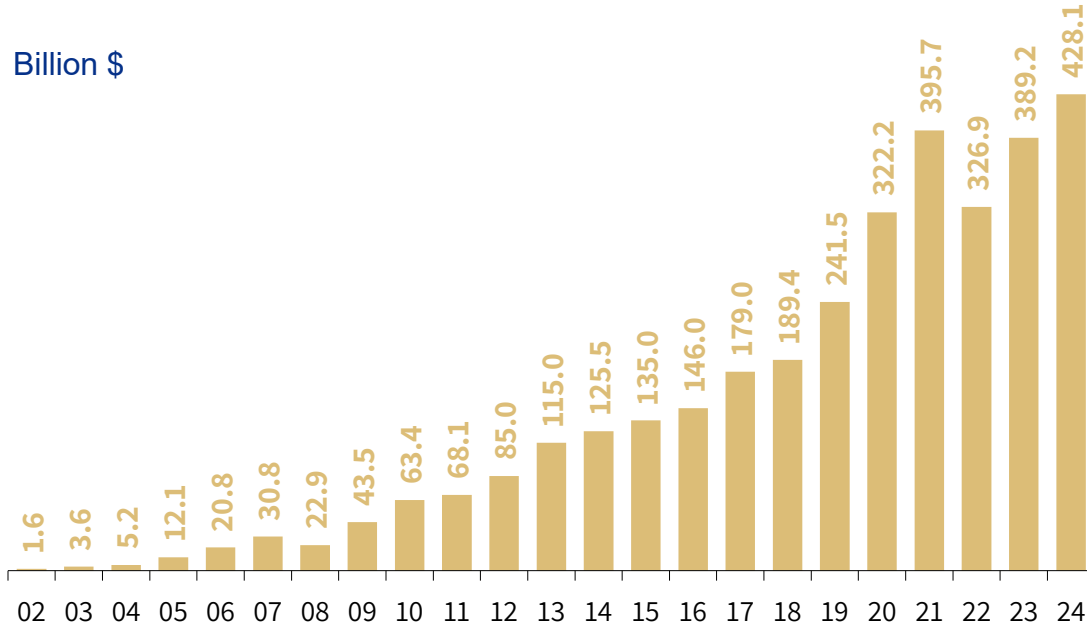
Israel's institutions will
enjoy continued AUM growth
as young demographics
support ongoing inflows

~50% of Israel's 9.4 million
population is under 30 of which
46% is with tertiary education
(OECD average 32%)



Source: OECD, PopulationPyramid.net as of 2024

Exposure to Foreign Assets by Institutional Investors



As of November 2024,
approximately \$450 billion
or 56.3% of Israeli
Institutional funds
are invested in Global Capital
Markets, according to the Bank of
Israel, from 3.2% in 2003.



This exposure consists of
everything from equities (49%)
and bonds (35%) to
non-tradable assets (21%).



Institutional Exposure to Global Markets



Sample of Israel's
Institutional Investors with
over \$100 billion AUM each



Bank Treasury Departments

**Portfolio Management
Companies**

Government Entities

Pension Funds

Family Offices

Insurance companies

University Endowments

Provident Funds



Clients



Approach To The Market



Since 2002, Aaron Leitner has raised over USD 6 billion for global asset management companies



Aaron's understanding of each Institutional Investor's set of considerations and parameters is based on his:

- Strong relationships with their Institutional Global Investment Teams
- Knowledge of Institutional Investors' current holdings and monitoring of changing trends in their investment positions

Marketing Strategy

GFS provides a multi-layered marketing and sales process geared for branding it's Strategic Partner's products to Israel's Institutional Investor market

1

**Tailor-made
distribution**
of Marketing and
Research material

2

**Organizing Partner
roadshows** presenting to
the relevant Investor team,
both in person and online

3

**Continuously upholding
the contact**
between GSF's Strategic
Partners and local
Institutional Investors



Aaron Leitner
CEO

- Aaron started his career on Wall Street, in 1986, as a Financial Consultant with Shearson Lehman Brothers and later became a Portfolio Manager with Prudential Securities until his return to Israel in 1995.
- From 1995, Aaron was the first Global Portfolio Investment Manager for Bank Hapoalim's Provident Funds Group asset management firm; Gmulot. He managed a NYSE/NASDAQ equity portfolio of +USD500mm.
- He subsequently joined Robertson Stephens Evergreen as Head of Institutional Sales & Service
- He later joined Lehman Brothers' Israel Investment Management Services working with Institutional, Private Banking, Corporate and VC clients
- In 2003, Aaron became Executive VP with Financial Guardian; Israel's first multi-family office.
- March 2005 Aaron joined Tandem Capital. He was a Partner and Deputy CEO at Tandem Capital. He was Tandem's first Global Investment Strategist; doing macro analysis of global markets and economies. In this capacity he had a bi-weekly column in the Jerusalem Post and was a guest lecturer at Israel's leading Universities, Israel's Foreign Ministry diplomatic corps training program and The Bank of Israel. Aaron was also a member of Tandem's management group and Investment Committee. Over 17 years ago, Aaron took on the mission to develop and grow Tandem Capital's new business line called, Institutional Services. In this capacity, Aaron sought out and signed on multiple global Fixed Income, Equity and alternative asset management companies partnering with Tandem Capital as their local distributor/placement agent for institutional investors and family offices. Over the years, Aaron raised billions of dollars for his "strategic partners".
- June 2026, Aaron launched Globalium Financial Solutions; employing his 40 years of expertise and experience in global capital markets. Aaron holds a Bachelor of Arts from Rutgers University.



Your
Institutional
Services
Partner



*Strategy is a commodity;
execution is everything*

-Peter Drucker





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