



NVP at a Glance

www.nvp.com

Norwest Venture Partners (NVP) is a global, multi-stage investment firm that manages more than \$3.7 billion in capital. Based in Palo Alto, California, the firm has subsidiaries in Mumbai and Bengaluru, India and Herzelia, Israel. NVP makes early to late stage venture and growth equity investments in U.S. and global companies across a wide range of sectors including: information technology, business services, financial services and consumer. NVP has actively partnered with entrepreneurs to build great businesses for more than 50 years and has funded nearly 500 companies since inception.

FOUNDED 1961

INVESTMENT REGIONS Global (U.S., India, Israel, China); more than 65 active portfolio companies globally; 500 companies since inception

CAPITAL UNDER MANAGEMENT \$3.7 billion; (Current fund \$1.2 billion)

INVESTMENT STAGE Early-stage venture projects with world-class technologies and entrepreneurs; later-stage companies with existing customers, strong sales and top tier management and co-investors; growth equity companies with strong market positions, significant revenue and net income traction.

INVESTMENT FOCUS Systems and IT Infrastructure (Communications Systems, Enterprise Systems, Semiconductor & Components, Storage, Security, Cloud Infrastructure and Mobile); Software (SaaS/Cloud, Application Software, Enterprise Software and Mobile); Internet & Consumer (Enabling Internet Technologies, Consumer Services, Media, Mobile, Gaming and Retail & eCommerce); Services (Technology Enabled Services, Communications Services, Infrastructure Services and Financial Services); Healthcare; Energy Technology

ABOUT NVP INVESTMENT TEAM NVP's seasoned investment professionals pride themselves on funding disruptive, "game changing" companies. The team has a combination of deep operational and financial experience, industry knowledge and late stage investment expertise, which gives NVP real-world insight into the business issues facing today's companies. Managing Partner Promod Haque was ranked as a top dealmaker on the annual Forbes Midas List for nine years, and in 2004, Forbes named him the #1 venture capitalist. General Partner Matt Howard appeared on the Forbes Midas List as a top 100 dealmaker for three years.

INVESTMENT TEAM
Robert Abbott, General Partner
Kurt Betcher, Administrative Partner and CFO
Timothy Chang, Partner
Jeff Crowe, General Partner
Casper L. de Clercq, Partner
Vab Goel, General Partner
Joshua Goldman, General Partner
Promod Haque, Managing Partner

Dr. Ryan A. Harris, Partner
Jon Kossow, Partner
Matthew Howard, General Partner
Jim Lussier, General Partner
Venkat Mohan, General Partner
Sergio Monsalve, Principal
Dror Nahumi, Partner
George Still, Managing Partner

NVP INDIA TEAM
Sohil Chand, Managing Director, NVP India
Mohan Kumar, Executive Director, NVP India
Niren Shah, Managing Director, NVP India

NVP VALUE PROPOSITION

- 50-year track record of collaborating with entrepreneurs to build great companies
- Consistently ranked in the top quartile of VC firms
- Strong network of global relationships and extreme dedication to its companies
- Deep operating and financial experience

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REPRESENTATIVE CURRENT INVESTMENTS

SYSTEMS & IT INFRASTRUCTURE



ENERGY TECH



SOFTWARE



SERVICES



INTERNET AND CONSUMER



REPRESENTATIVE PAST INVESTMENTS

 (Nasdaq:ACTL)	 (Acquired by Cisco Systems)	 (Acquired by PTC)	 (Nasdaq: BRCD)	 (Acquired by IBM)	 (Acquired by Cisco Systems)	 (Acquired by IBM)
 (Nasdaq: CRAY)	 (Nasdaq: DCTM)	 (Nasdaq: EXTR)	 (Acquired by Sun Microsystems)	 (Acquired by Salesforce.com)	 (Acquired by Dell)	 (Acquired by Logitech)
 (Acquired by DeNA)	 (Acquired by Harmonic)	 (Acquired by Unicorn Investment Bank)	 (Nasdaq: PSFT)	 (NSE & BSE: PERSISTENT)	 (Acquired by Disney)	 (Nasdaq: PLCM)
 (Acquired by Red Hat)	 (NYSE: RAX)	 (Acquired by McAfee)	 (Acquired by RF Micro Devices)	 (Acquired by Kayak)	 (Acquired by Tandberg Television)	 (Acquired by Network Appliance)
 (Nasdaq: SPSS)	 (Acquired by IBM)	 (Nasdaq: ACIW)	 (Acquired by NTT Communications)	 (Acquired by Motorola)	 (Acquired by Reliance / Flag Telecom)	