



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 over 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 for three years, and Managing Partner George Still marked his fourth appearance on the list in 2011.

INVESTMENT TEAM	Robert Abbott , General Partner	Dr. Ryan A. Harris , Partner	Ethel Chen , Vice President
	Kurt Betcher , Administrative Partner and CFO	Jon Kossow , General Partner	Rama Sekhar , Vice President
	Sonya Brown , Partner	Matthew Howard , General Partner	David Su , Vice President
	Jeff Crowe , General Partner	Venkat Mohan , General Partner	
	Casper de Clercq , Partner	Sergio Monsalve , Principal	
	Vab Goel , General Partner	Dror Nahumi , Partner	
	Joshua Goldman , General Partner	George Still , Managing Partner	
	Promod Haque , Managing Partner	Robert Ardit , Vice President	

NVP INDIA TEAM	Sohil Chand , Managing Director, NVP India	Sumer Juneja , Vice President, 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

Norwest Venture Partners
525 University Ave.
Suite 800
Palo Alto, CA 94301
650.321.8000

NVP India
701/705 Dalamal House
Nariman Point,
Mumbai 400021
+91.22.6150.1111

NVP India
15th Floor, Concorde Towers
UB City, 1 Vittal Mallya Rd.
Bengaluru 560001
+91.80.4030.0456

NVP Israel
6 Hachoshlim Street, 7th Floor
PO Box 12242
Herzelia, Israel 46724
+972.77.410.7090

REPRESENTATIVE CURRENT INVESTMENTS

SYSTEMS & IT INFRASTRUCTURE



ENERGY TECH



SOFTWARE



SERVICES



INTERNET AND CONSUMER



REPRESENTATIVE PAST INVESTMENTS

(Nasdaq: ACTL)	(Acquired by Cisco)	(Acquired by PTC)	(Nasdaq: BRCD)	(Acquired by IBM)	(Acquired by Cisco)	(Acquired by IBM)	(Nasdaq: CRAY)	(Acquired by Google)
(Nasdaq: DCTM)	(Nasdaq: EXTR)	(Acquired by Sun Microsystems)	(Acquired by Salesforce.com)	(Acquired by Dell)	(Acquired by Logitech)	(Acquired by DeNA)	(Acquired by Calix)	(Acquired by Harmonic)
(Acquired by Unicorn Investment Bank)	(Nasdaq: PSFT)	(NYSE & 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)