

CLEARSTONE

VENTURE PARTNERS®

High-tech entrepreneurship in India

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Stanford University, School of Engineering

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Clearstone Profile

- Founded in 1997
- Over \$600 million in capital commitments in three funds, with over \$250 million available for new investments
- Fund I is top-rated 98 venture fund in the United States
- Primarily US West Coast investment focus with offices in Santa Monica and Menlo Park, California
- Strong team of 15 includes 4 full-time MD's and 5 additional investment professionals with significant venture, operating and technical experience
- Successfully navigated Internet bubble, primary focus in past 4 years -- enterprise software and communications, retaining consumer/Internet potential

Clearstone Fund III Team

Members of the General Partner

Bill Elkus, Managing Director

- 22 yrs PE/VC experience, BCG, Family wealth management

Jim Armstrong, Managing Director

- 9 yrs VC experience, Austin Ventures

William Quigley, Managing Director

- 8 yrs VC experience, Kauffman Fellowship, Mid-Atlantic VP

Sumant Mandal, Managing Director

- 8 yrs operating experience, 4 yrs VC experience

Vish Mishra, Senior Venture Partner

- 26 yrs operating experience, co-founder TiE

Dana Moraly, CFO

- 15 yrs CFO and audit experience

Clearstone Led Building of Four Substantial Operating Companies

Achieved \$200 Million – over \$1 Billion in Revenue



India is Critical to Our Success

- Huge technical & entrepreneurial talent pool for investments in India
- Indian technical services accelerate development of new companies in the US and improve their performance
- 40% of Clearstone portfolio is operating in India
- TiE network is unrivalled conduit for deals, ideas, expertise, reach into India

14 Clearstone Companies Have Operations in India Today

- **Aceva Technologies**
Software development in Delhi
- **CastBridge**
Software development in Bangalore
- **Centrata**
Software development in Bangalore
- **Chutney Technologies**
Java and .NET software development center in Kolkata
- **Crimson**
Networking Chip Software Development in Bangalore and Delhi
- **Exemplary**
Software development in Pune
- **iPolicy Networks**
Security Software Development in Delhi
- **Kazeon Systems**
Software Development in Pune
- **Meru**
Wireless software development center in Bangalore
- **Mimosa Systems**
Software development in Pune
- **Novariant**
Contract manufacturing done in Chennai
- **SiNett**
Networking software development center in Bangalore
- **Syndera**
Software development in Jaipur
- **United Online**
Software development & support in Hyderabad

Indian Entrepreneurs are Very Active

- Networking
- Wireless
- Electronic design Automation
- Software
- Security
- Storage
- Media and Entertainment
- Publishing
- Internet

Superior Technical Approaches
Need Marketing/Business Help
Need Capital

THE FUTURE IS BRIGHT