

Introduction of Presidio Ventures

2009/10/29

Presidio Ventures

Profile

- Founded in **1998**
- Corporate Venture Capital Arm of **Sumitomo Corp.**
- Investment from Balance Sheet
- Investment policy of strategic investment
- Main office located in Silicon Valley
- 9 Professionals

Target sector

Focused on technology oriented startups

- Systems, Platform and Infrastructure
- Software and Service
- Consumer Media and Internet
- Clean Technology

History

- Invested in **110+** startups
- 32 exits – **13 IPOs, 19 M&A**
- Built **strategic partnership** with our portfolio companies

Sumitomo Corporation



Global conglomerate consisting of 7 major business units:

*Metal, Transportation, Infrastructure, Media & IT
Energy & Chemical, Real Estate, Financial & Logistics*

Profile

Headquartered in Tokyo, Japan

\$110B+ consolidated trading volume

145 offices in 65 countries

800+ subsidiaries and affiliates

70,755 consolidated no. of employees

400 year corporate history

Media & IT Business

- **J:COM** – CATV MSO
JV with Liberty Media



- **SCS** – IT System Integration



- **T-Gaia** – Mobile Handset Retail



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Our Model



Strategic Investment

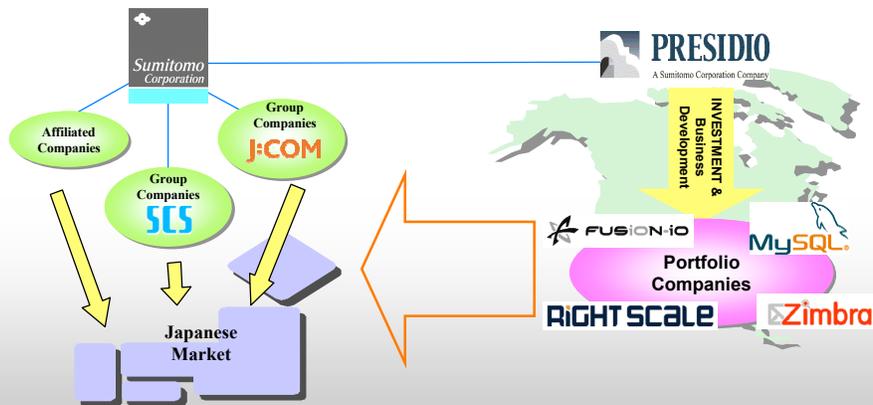
Equity investment and strategic alliance

Go To Market Strategy

Define go to market strategy together including the timing to enter Japan & Asian markets.

Key Relations & Market Access

Leverage Sumitomo and affiliated companies' network for business development & localization



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Current Investments



Software,
Service



RIGHT SCALE

device VM



TERRACOTTA

Nom'nium

CLOUDMARK

Computing



xsigo
systems



Communication

STOKE

CARRIER IQ



ARBOR NETWORKS

Mövius

Digital Media

eduFire

moonskoot

LocaModa

EXTEND MEDIA



Cleantech,
Electronics

ALTADEVICES

Agrivida



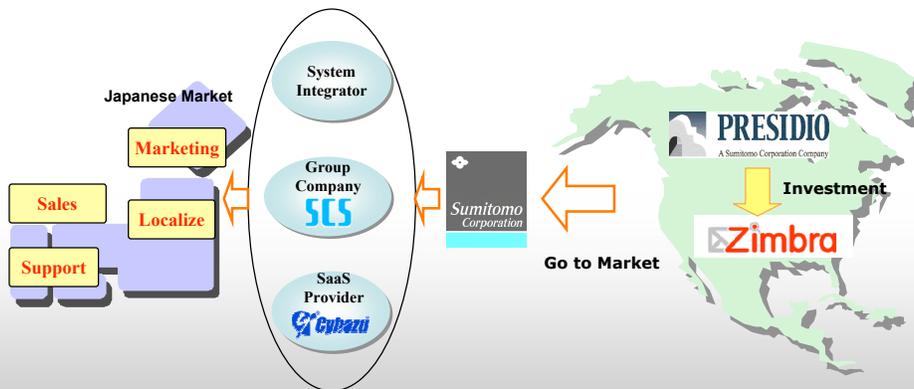
Intematix

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Example of Successful Case



Enterprise Web2.0 solution provider Zimbra (acquired by Yahoo in Sep, 2007) partnered with Sumitomo Corp group and successfully entered the Japanese market.



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