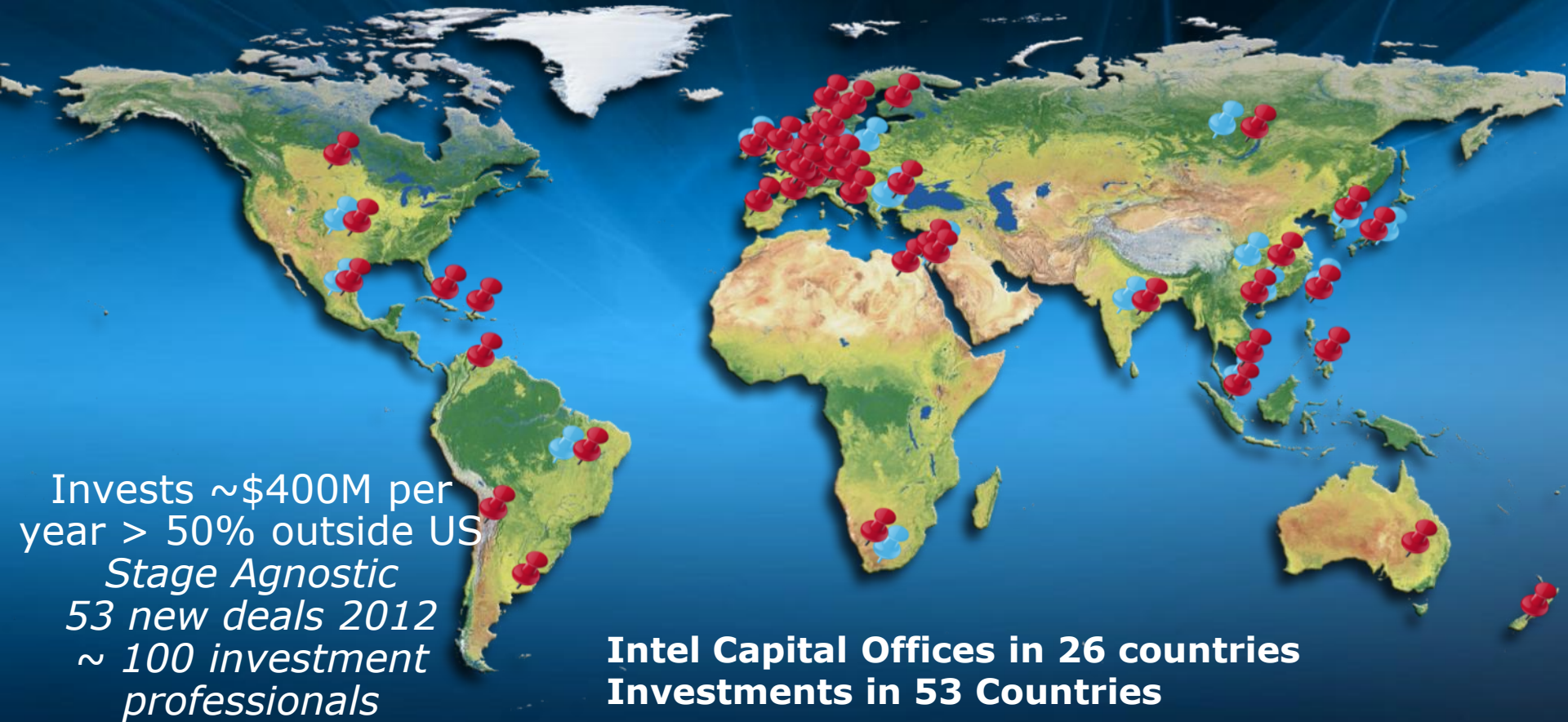


Intel Capital

20 year Global Presence

Invested \$10.7+ Billion in 53 Countries



Intel Capital's Investment Criteria

When making investments, we look for:

- Innovative technology and usage models
- Strategic interest to Intel
- Strong management teams
- Addresses rapidly growing and sizable markets
- Exit opportunity



Value Add Example: Intel Capital Technology Days

Shortcuts the Corporate Technology Evaluation Cycle by Directly Connecting Portfolio Companies with Industry Executives



400+ Technology Days since 2005

*Other marks and brands are property of their respective owners

Raising Money From Strategics

- Who benefits if your company or product exists?
- Don't go after the company you are trying to disrupt
- Benefit should be strategic, not tactical – you can't move the needle
- Get the strategic relationship settled first, then go after the capital
- Research your target to be sure they do direct investments

Q&A