



## Expansion Stage Venture Capital for Leading Technology Companies

Focus Ventures ("FV") invests in expansion stage emerging growth companies in the information technology sector that have received their initial funding from the top-tier early stage venture capital firms. FV has \$830M in capital under management. Collectively, the FV general partners have an excess of 60 years of investment experience.

FV invests in companies in areas including enterprise software, communications, semiconductors, and computer networking. FV seeks companies that have completed initial product development and are beginning to build clear customer momentum in the market place. The general partners believe that investing at this expansion stage greatly reduces risk while still providing an excellent opportunity for attractive returns. FV has established a network that provides the firm and its Asian strategic partners superior information about and access to the very best venture capital backed companies in the United States. After making an investment, FV is able to provide substantial assistance to its portfolio companies. FV has also developed an extensive network of corporate partners and advisors in Asia that can help portfolio companies with international expansion.

FV I, which closed in October 1997, is fully invested and as of December 2006 had generated a net internal rate of return to investors of 210%. FV II, which closed in December 1999, is approximately 90% invested. FV III, which closed in April 2006, is approximately 15% invested. FV has several blue chip investors from the U.S. including General Motors, AIG, Disney, BankOne, CitiGroup and the states of Oregon and Ohio. Since the firm's inception, FV has invested in a total of 98 companies and has had 40 IPOs/acquisitions. A select number of portfolio companies that have gone public or been acquired include: Active Software, Agile Software, Alteon WebSystems, Aruba Networks, BroadBase Software, Chordiant Software, Commerce One, Copper Mountain Networks, Corio, CoSine, Extricity, Interwoven, Isilon Systems, Niku, Pixelworks, Starent and Wily.

FV is actively seeking to develop strong strategic relationships with new Asian partners. It believes that it can offer select Asian groups unparalleled visibility into important technology trends and the opportunity to get involved with the leading private companies addressing each exciting area.

For additional information, please visit our website at [www.focusventures.com](http://www.focusventures.com) or contact:

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### Network of Asian Partners

Partners can help with sales & marketing, distribution, services & support, manufacturing, financing

#### China

- China International Capital Corporation Limited
- Qiu Shi Science & Technologies Foundation

#### Hong Kong

- Cha Group
- Mingly Corporation
- Sun Hung Kai Group
- Search Group
- Sterling Group

#### Singapore

- Temasek
- Government of Singapore
- Chairman, Singapore Airlines
- Ssangyang Group

### Asian Advisory Board

#### Japan

- Sanyo Electric
- Mitsubishi Corporation
- Vice Chairman, Itochu

#### Taiwan

- Industrial Technology Investment Corp
- Central Investment Holdings
- Systex / Kimo
- Chairman, Electronics Manufacturing Association

#### Indonesia

- Tahija Group

### Asian Advisory Board

#### Johnson Cha

Chairman, CM Capital; Managing Director, Mingly Corporation; Director, China International Capital Corporation Limited

#### Thomas C. Crouse

Chairman and CEO, CIC International; Former Country Head, Citibank Indonesia and Japan; Former Head of Asia Pacific Region, Crocker National Bank

#### Toshimasa Iue

President of Soft Energy Company and EVP & CMO, SANYO Electric Co., Ltd.

#### Masahisa Naitoh

Vice Chairman, Itochu Corporation; Board Member, Du Pont and Molex; Former Senior Executive, MITI, Tokyo

#### Robert M. Stein

Chairman and CEO, Adelphi Ltd., Singapore; Former Head, Deutsche Bank Asia Pacific Division

#### George S. Tahija

President & Director, Austindo Group, Indonesia

#### Chao-Chin Tung

Chairman, The Association of Technology Industries in Science-Based Industrial Park (Hsin-Chu), Taiwan; Senior Technology Advisor ChinaTrust Bank;

#### Shoucheng Zhang

Professor of Physics, Stanford and Tsinghua Universities; Officer, Hua Yuan Association

#### Dr. Jerald C. Sadoff

President & CEO, Aeras Global TB Vaccine Foundation