AGENDA

Meet Ben

What we invest in

Beyond capital

What we look for
Ben Franklin Technology Partners
Southeastern Pennsylvania
At Ben Franklin Technology Partners of Southeastern PA, we are partners with a purpose.
For over 30 years, Ben has been the leading seed stage capital provider for the region’s tech sectors.
Three decades of success have forged our reputation as a venture investment leader, both nationally and in the region.

**Ben is the most active investor in Philadelphia metro - Q3 2015**
- PwC MoneyTree™

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What is Ben Franklin?

For Entrepreneurs
Non-profit venture capital firm

For Investors
Steady source of qualified deal flow

For Innovators and Community Builders
An ally, focused on growing technology communities, industries, jobs and revenue
Why Ben Works

**Capital**
- Early Stage investments up to $1MM lifetime
- $50K - $750K Core Investments (at least 1:1 cash match, often more)
- Best in class Due Diligence

**Counsel**
- Hands-on business development & management assistance
- Business development, management consulting, fundraising, and networking support

**Connections**
- Extensive network of partners
- Resources to help both young and established ventures
What we invest in
Ben Franklin’s Technology Sectors

IT  Health  Physical Sciences

Combined resources from IT and Health
New science
New engineering
New IT
New health/digital health
New manufacturing
New uses for existing technology

Broadly defined, with a purpose.
IT Sector Overview

107 Deals Since 2011

- Investments total $14.5M since 2011
- $203M in follow-on funding raised
- 30 Total Company Exits
**SUCCESS STORY**

**SnipSnap**

**Ben Participation:**
Three investments totaling $350K in 2012 and 2013 for testing, development and commercialization.

**Growth:**
- 3 employees to 13 employees since Ben’s investment.

**Success:**
- Signed major retailers including Bed Bath and Beyond, and Lord & Taylor;
- More than 5M downloads since launch;
- **Acquired by Slyce for $6.5M;**
  - Project Liberty’s first exit;
  - Company staying in Philadelphia, PA.
Health Sector Overview

59 Deals Since 2011

- Investments total $10.5M since 2011
- $415M in follow-on funding raised
- 9 Total Company Exits

Digital Health
SUCCESS STORY

NuPathe
New Pathways in Neuroscience

Ben Participation:
$750K invested since 2006 for the testing and deployment of a migraine treatment patch.

Growth:
• 3 employees to 20+ employees since Ben Franklin investment

Success:
• IPO raising more than $50M to develop a revolutionary transdermal migraine patch, in 2010
• In 2013, NuPathe's Zecuity was approved by the FDA
• Acquired by Teva Pharmaceuticals for $144M
Physical Sciences Sector Overview

55 Deals Since 2011

- Investments total $12.5M since 2011
- $580M in follow-on funding raised
- 17 Total Company Exits
SUCCESS STORY

Ben Participation:

Growth:
• 8 employees at time of acquisition.

Physical Expansion:
In late 2013, the Navy Yard GridSTAR Smart Grid Experience Center was developed with PSU, PIDC, DOE, and the Commonwealth of Pennsylvania.

Success:
• Solar Grid Storage Awarded DOE SunShot Award for Innovative Approach to Solar + Storage Deployment;
• Acquired by SunEdison in March 2015;
  o Company staying in Philadelphia, PA.
Beyond capital
Structured as a virtual accelerator, FabNet provides a network of designers, prototypers, engineers, and small manufacturers offering companies a partnership for design, rapid prototyping, and fabrication; Matching funds; and access to specialized facilities.
Regional Accelerators/Incubators
University Commercialization Partnerships
A new public/private partnership designed to **ensure Pennsylvania’s prominence in the life science industry** by retaining and redeploying highly qualified employees.

**Navigator offers flex space and virtual services** that provides a risk reduced “soft landing,” market entry services, and an **established network** in the Greater Philadelphia area market.
Health Care Innovation Collaborative

Description
• Regional open innovation model to address health care challenges, stimulate & attract innovation, & create a virtual test bed across major institutions.

Goal
• Accelerate commercialization & adoption of health care solutions to increase quality of care and reduce costs.

Highlights
• Informed by “Digital Health: Building on our Strengths,” produced by Ben Franklin, CEO Council for Growth, EY, Fairmount Partners, and the Greater Philadelphia Alliance for Capital and Technologies (PACT);
• Dedicated staff within CEO Council for Growth;
• Integrated with restructured Ben Franklin process for health care investments.
On a quarterly basis a group of executives from leading health providers and insurers are brought together to help our partners gain insight about how best to face industry challenges.
What we look for
Location

2015 INVESTMENT APPROVALS BY COUNTY

MONTGOMERY

BUCKS

CHESTER

PHILADELPHIA

SEP.BENFRANKLIN.ORG
**Investment Criteria**

- **Company must match Ben Franklin investment at least dollar for dollar**
  
  All cash match more competitive; likely to need more than 1-1

- **Ben Franklin funding should be spent in Pennsylvania, if feasible**

- **The company must be a sustainable, for-profit business**
  (not necessary to be a venture-type business)

- **Funds may not be used for purchasing equipment or basic research**

- **Milestone-based technology &/or commercialization activities**

- **Sound financial management and corporate governance**
Application Process

1. Submit non-confidential Executive Summary, with Budget and Milestones
2. Submit complete application
3. Q&A with Technical Advisory Committee
4. Due diligence review
5. Presentation to Investment Advisory Committee
6. Board Action

Roughly 8-16 Weeks
What you need to start the conversation

Executive Summary OR Business Plan
Contact us

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Questions?
Thank You