

Meet
BEN



Meet **BEN**



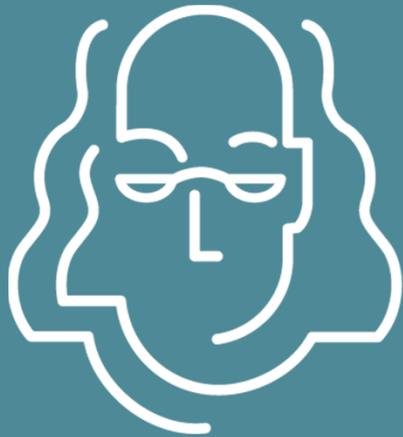
AGENDA

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™



18
IT Deals

10
Digital Health Deals

10
Health Deals

10
Physical Sciences Deals

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

Technology to Ben Franklin



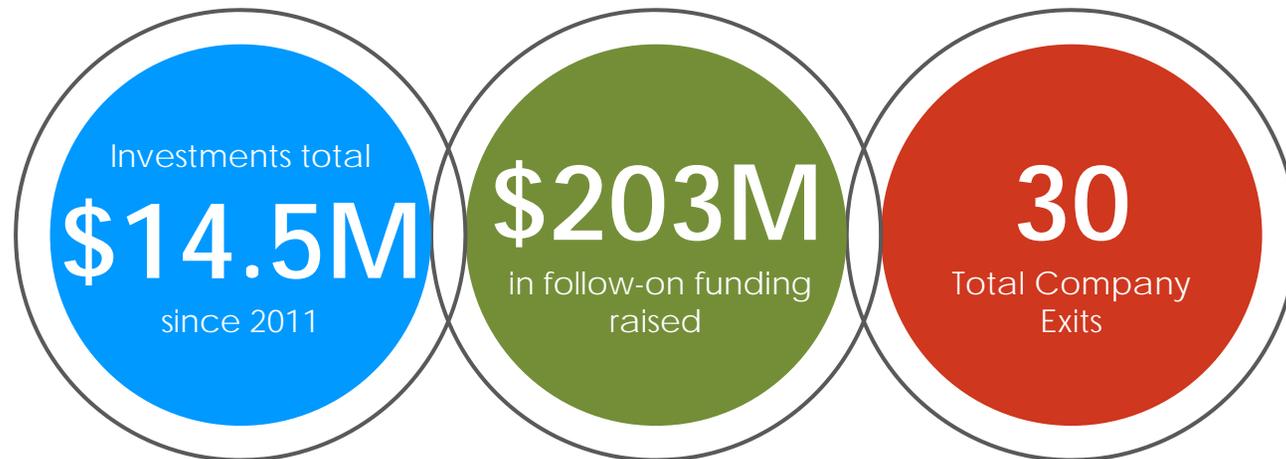
New science
New engineering
New IT
New health/digital health
New manufacturing
New uses for existing technology

Broadly defined, with a purpose.

IT Sector Overview



107 Deals Since 2011



SUCCESS STORY



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.

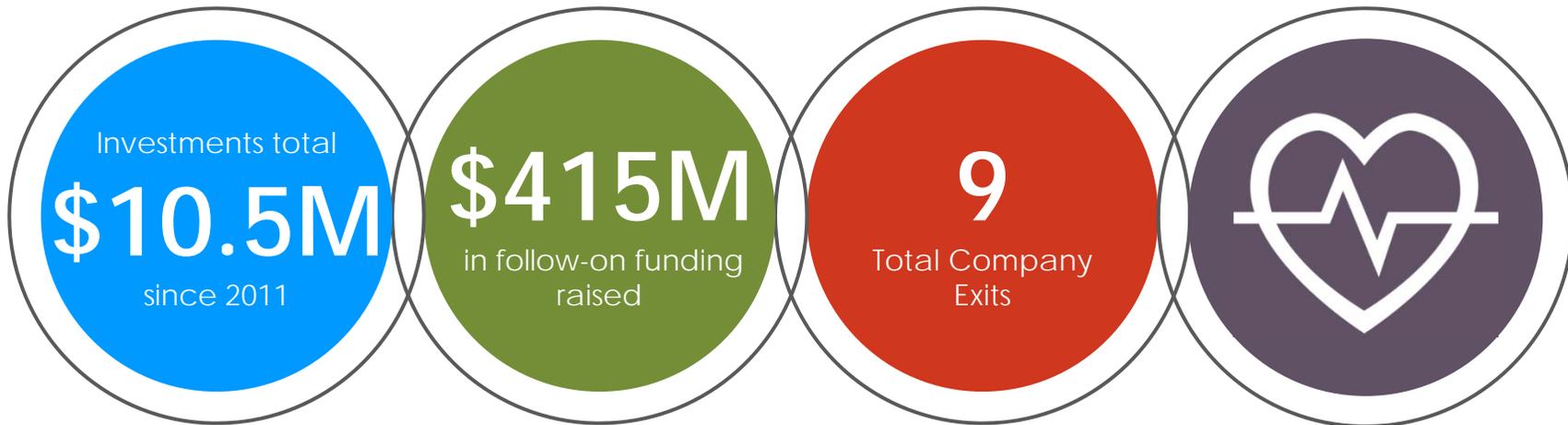
Success:

- 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



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

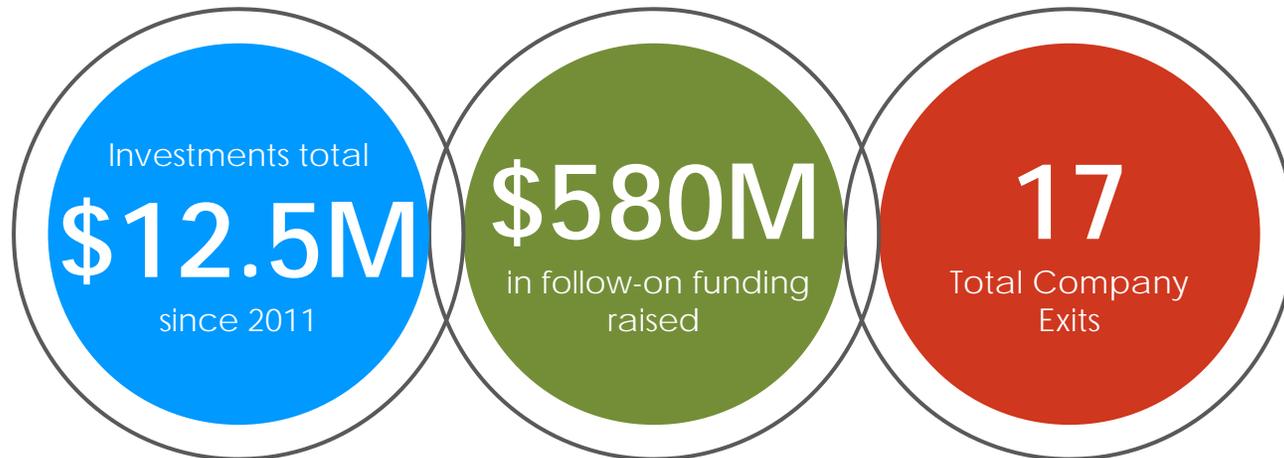
Success:

- 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



SUCCESS STORY



Ben Participation:

\$250K investment in 2012, \$200K in 2014 to accelerate sales and deployment.

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;**
 - Company staying in Philadelphia, PA.

Beyond capital





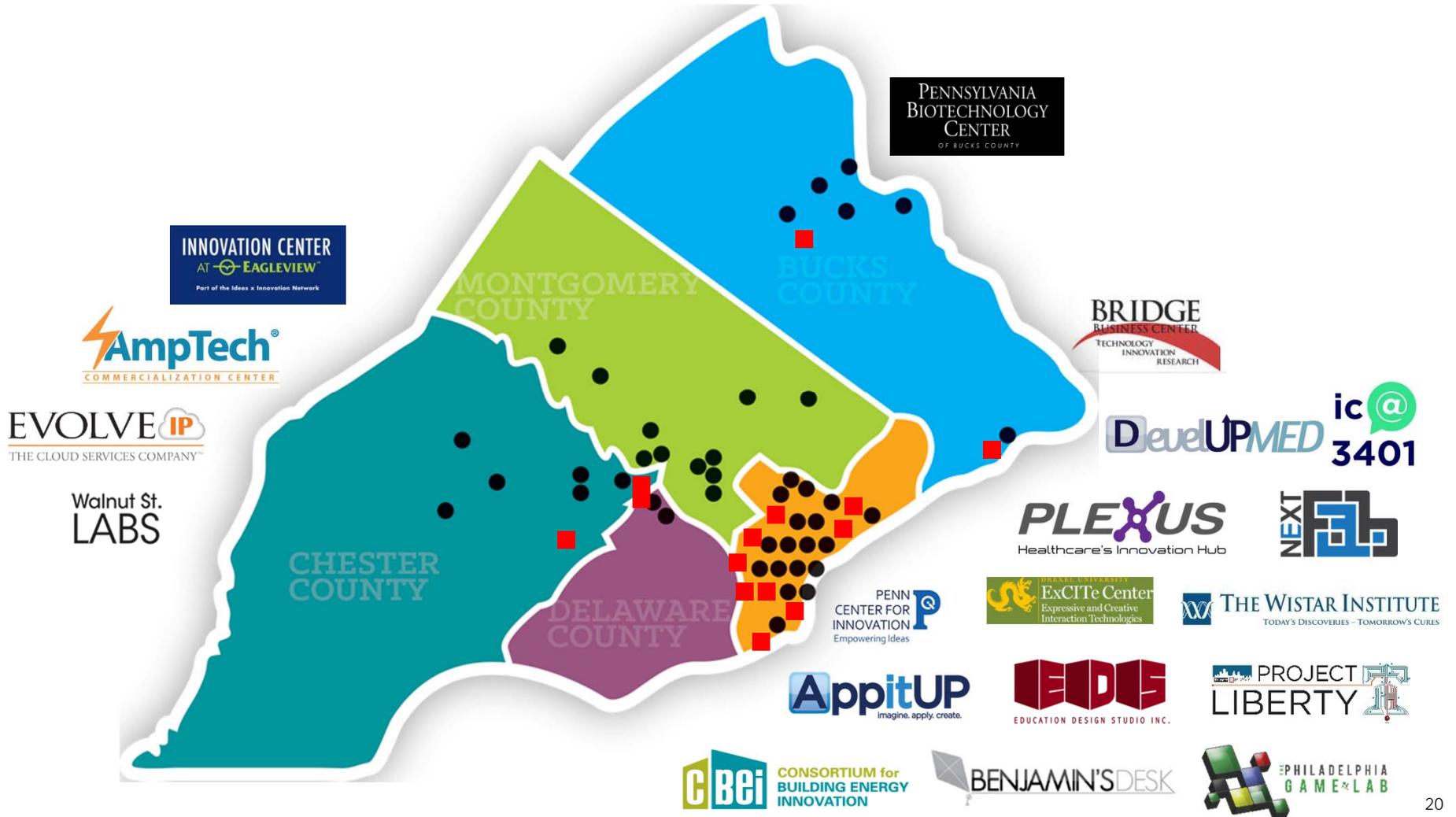
Ben Franklin
FabNetTM



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



Ben programs



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



Partners



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.

Med Device Stakeholders Meetings



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.



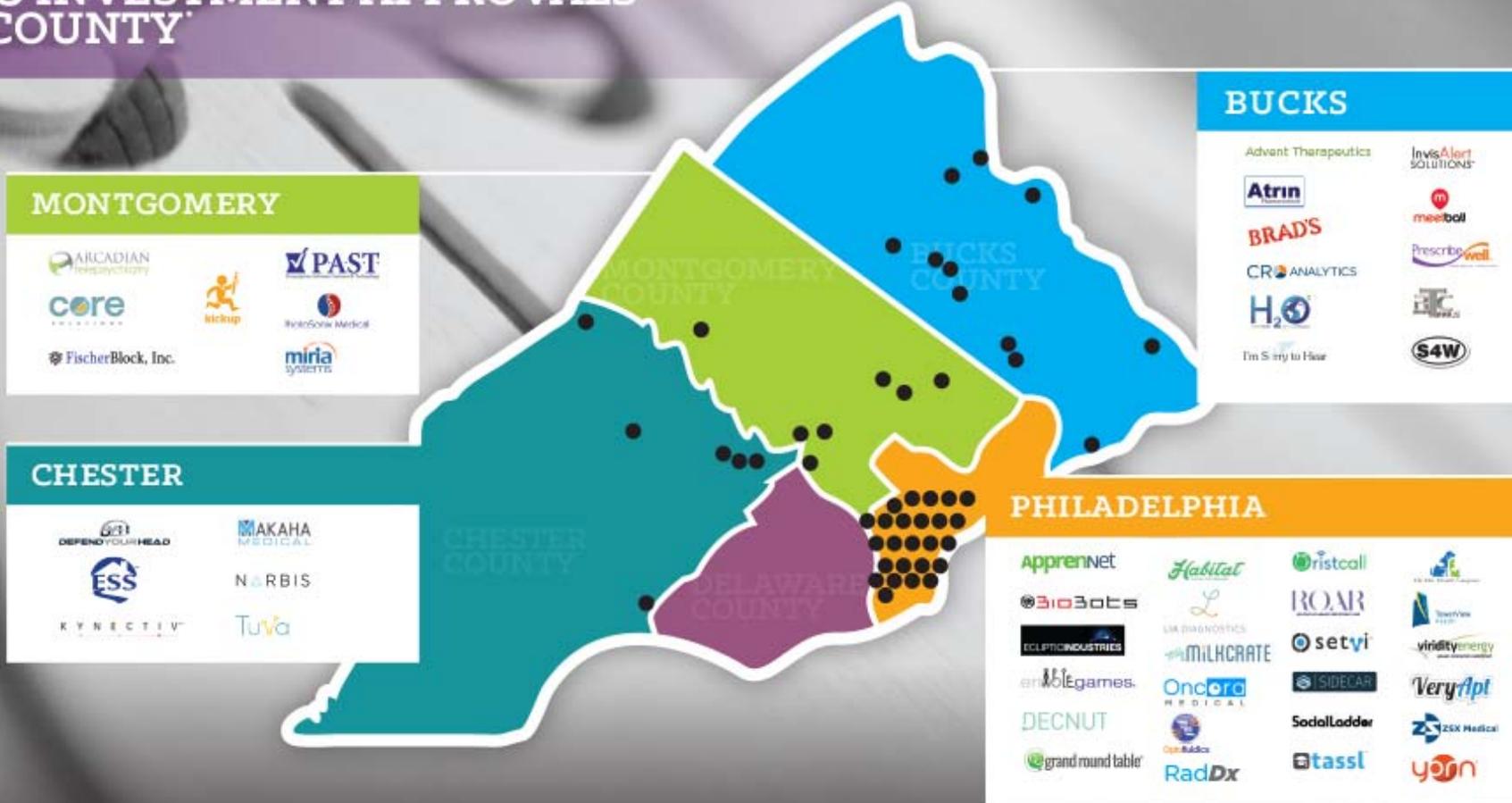
What we look for



Location



2015 INVESTMENT APPROVALS BY COUNTY



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

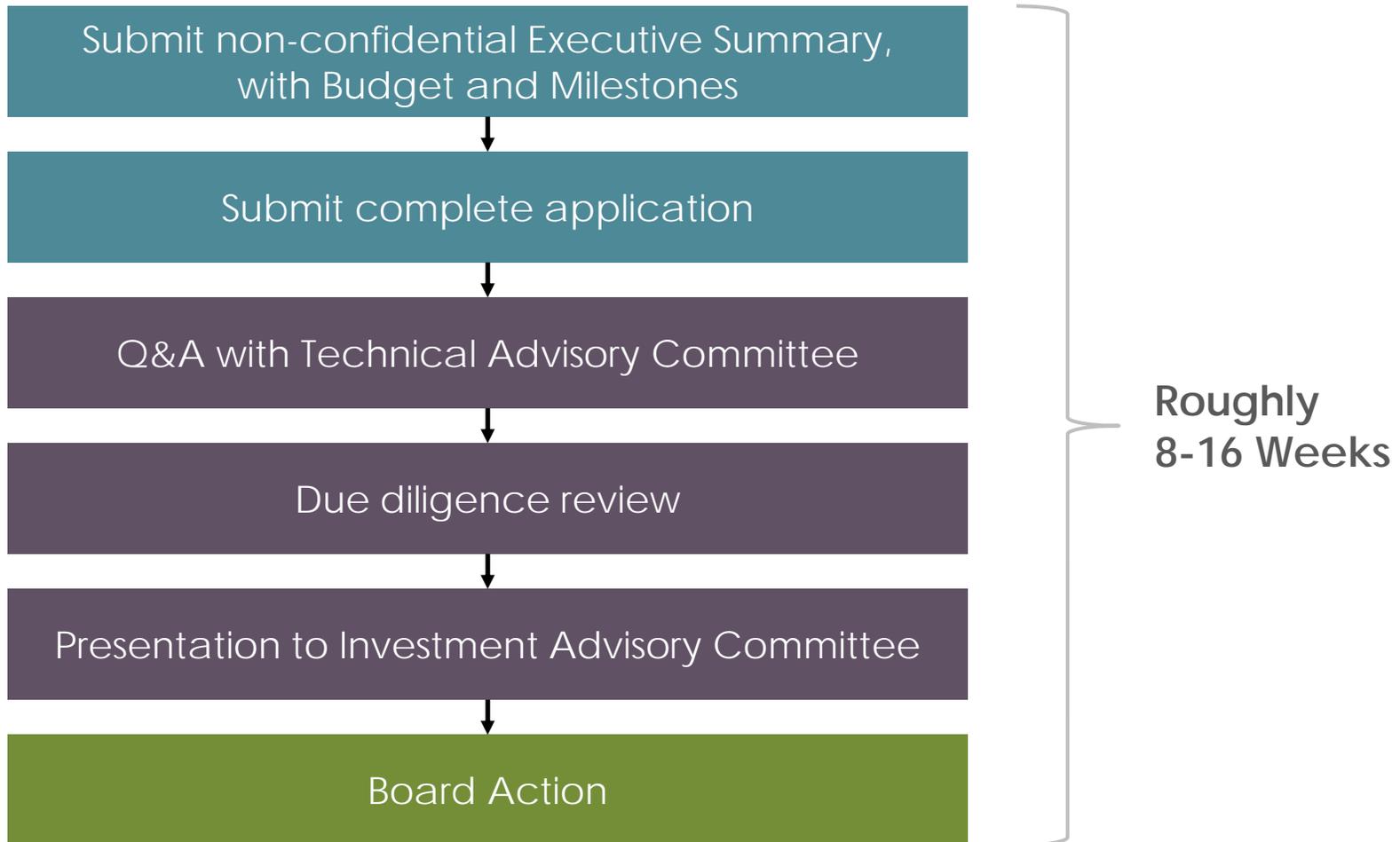
Funds may not be used for purchasing equipment or basic research

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

Milestone-based technology &/or commercialization activities

Sound financial management and corporate governance

Application Process



What you need to start the conversation



Executive Summary

OR

Business Plan

Contact us



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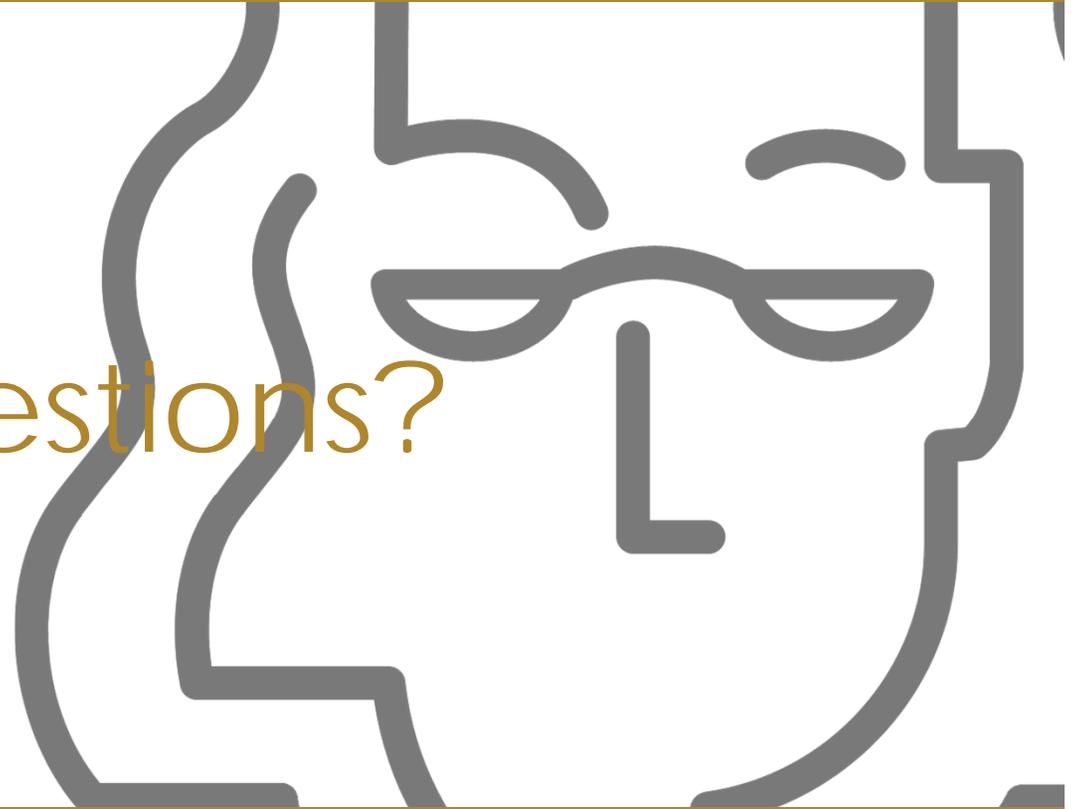
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Questions?





Thank You

