



## BACKGROUND

### Investing in Global Innovation

[Intel Capital](#), Intel's strategic investment organization, backs innovative startups targeting computing and smart devices, 5G connectivity, cloud, datacenter, artificial intelligence, merged reality, automated driving, the Internet of Things, robotic technologies, immersive entertainment and semiconductor manufacturing.

### Investment Facts

Since 1991, Intel Capital has invested US\$12.2 billion in 1,500 companies in 57 countries. In that timeframe, 645 portfolio companies have gone public or participated in a merger. (Data as of September 30, 2017)

As of Q3, 2017, Intel Capital invested \$540.5 million in 69 companies, including 28 new companies. 6 companies completed IPO and another 19 companies were acquired.

Intel Capital's goal is to achieve both strategic alignment with Intel Corporation and a strong financial return for its investments. Intel Capital does not disclose specific financial results from its investments, but the program has contributed billions in cash to Intel in its history.

### Notable Investments

Intel Capital has made a number of well-known investments around the globe. These include AVG, Box, Broadcom, CNET, Citrix Systems, Clear2Pay, Cloudera, Elpida Memory, FPT, GoodData, Inktomi, Insyde Software, Kingsoft, LogMeIn, Marvell, Mellanox, MySQL, NetPosa, Ninebot/Segway, NIIT, PCCW, RedHat, Rediff.com, Research in Motion (Blackberry), Sonda, Sohu.com, YuMe, Yuneec, VA Linux, V-cube, VMware and WebMD.

### Investment Categories

Intel Capital typically makes four types of investments:

- **Ecosystem:** A number of Intel Capital investments are made in technologies that support the final products in which Intel's products are used. These companies' products complement and help drive demand for Intel products.
- **Market Development:** Intel Capital invests in companies that help accelerate the adoption of technology in emerging markets.
- **Gap Fillers:** Investments are made in companies that sell technology that Intel needs to help market or produce its products.
- **Eyes and Ears:** Intel Capital makes small investments in emerging technologies that might be useful in three to five years, but are not necessarily related to a current Intel business.

### International Investing

International investing increased from less than 5 percent of Intel Capital's investment dollars in 1998 to about 42 percent in 2016. Intel Capital has invested in companies headquartered in 57 countries on six continents.

### Investment Funds

To provide investment focus on specific technologies and sectors critical to Intel's efforts, several specialized funds have been established, including:

- The \$125 million **Intel Capital Diversity Fund** (June 2015) invests in technology startups run by women, entrepreneurs with disabilities, U.S. military veterans, and U.S.-based entrepreneurs from underrepresented minority groups and the GLBTQ community.
- The \$100 million **Intel Capital Connected Car Fund** (February 2012) invests in hardware, software and services companies developing technologies to promote new, compelling in-vehicle applications and enable the seamless connection between vehicles and any connected device, including mobile devices and sensors.

### Intel Capital Differentiated Advantages

What sets Intel Capital apart is a collection of important value-add benefits that other firms are unlikely to match. These differentiating factors enhance our relationships with entrepreneurs, opening doors to new markets, customers, alliances, co-investors, and emerging technologies.

Among the key benefits of working with Intel Capital are:

- **Global Reach:** With offices in more than 15 countries, Intel Capital calls on a vast network of resources in markets around the world. We have insights into these markets, contacts with local customers and suppliers, and the ability to match our portfolio companies with customers across oceans and continents.
- **Worldwide Customer Access:** Intel Capital facilitates regular, targeted meetings with the right decision makers drawn from Intel's relationships with suppliers, partners and customers in every major market in the world. In 2016, Intel Capital facilitated nearly 5,000 introductions between our portfolio companies and customer executives from Global 2000 companies, through proprietary and customized engagement programs like the Intel Capital Global Summit and [Intel Capital Technology Days](#).
- **Recognized Brand:** Intel is among the most recognized brands in the world. Intel connotes quality, integrity, and innovation. It's a cachet that opens doors for us and our portfolio companies, a sort of coin of the realm in places near and far with customers and co-investors around the globe.
- **Technology Expertise:** Intel plays a lead role in the continued rise of technology around the world. Our portfolio companies are privy to our architecture roadmaps, gain access to our manufacturing and engineering knowledge, and they can benefit from the work of our labs and factories.

## Intel Capital Technology Days

In 2016, Intel Capital hosted 81 Intel Capital Technology Days (ITDs) with leading customers around the world. The standard ITD model brings about 10 portfolio companies to the host customer's premise for a day of introductions, customer briefings, technology presentations, and demo showcases.

Previous ITD hosts include American Broadcasting Company (ABC), Alcatel, Asustek, AT&T, BMC Software, BMW, BP, BT, CapitalOne, Comcast, Daimler-Mercedes, Flextronics, Fujitsu Electronics, General Motors, Halliburton, Huawei, IBM, Infosys, ITOCHU, Kodak, Lenovo, Microsoft, NASDAQ, NBC Universal, Paramount Pictures, PCCW, Procter & Gamble, Sanyo, Satyam Consulting, SK Telecom, Sony Ericsson, Sprint, Target, Telefonica, Time Warner Cable, Toys"R"Us, and Wipro.

## Recent Awards

- Pitch Book: Most Active VC Investors In US IoT (Aug. 2017)
- Global Corporate Venturing: Wendell Brook named #3 on GCV 2017 PowerList (May 2017)
- TechCrunch: top venture capital fund in machine intelligence (April 2017)
- Pitch Book: top VC investor in drones & robotics (Feb. 2017)
- CB Insights: VC with most exits in 2016 (March 2017)
- Recode: most active corporate VC firm in 2016 (Feb. 2017)
- CB Insights: 2016 top CVC (Jan. 2017)
- PitchBook: most active VC investor in 2016
- PrivCo: top VC by portfolio exits (2016)
- PitchBook: top CVC investor in IoT and Big Data (2016)
- PitchBook: #1 corporate venture capital investor since 2010 (2016)
- CB Insights: most active IoT investor since 2010 (2016)
- ChinaVenture: top foreign venture capital investor in China (2015)
- PitchBook: #1 corp VC in 2015; top VC investor and exiter of 2015
- CB Insights: most active IoT investor; top investors for tech exits 2015
- PitchBook: top US-based investor in China since 2010 (2015)
- Zero2IPO: top foreign VC investor in China (2015)
- CB Insights: #1 wearables investor (2010~2015); top augmented reality investor and most active CVC in cybersecurity in 2015
- PitchBook: top VC investors in the global IT storage industry since 2010 (2015)
- PitchBook: top VC investor in cybersecurity since 2010 (2015)
- PitchBook: #1 VC Exiter - M&A (2005~2015)

## Recent Exits

### *Initial Public Offerings*

- Switch (U.S.) – Oct.6, 2017
- Tranzas (Japan) – Aug. 9, 2017
- Tejas Networks (India) – June 27, 2017
- Cloudera (U.S.) – April 28, 2017
- Fibocom (China) – April 13, 2017
- Impinj Inc. (U.S.) - July 20, 2016
- China Digital Video (China) – June 27, 2016

- BSoft (China) – May 14, 2015
- Tobii Technology (Sweden) – April 22, 2015
- Box, Inc. (U.S.) – January 23, 2015

***Mergers and Acquisitions (selected)***

- Crisp media (acquired by Quotient Technology) - U.S. (June 1, 2017)
- Expect Labs (MindMeld) (acquired by Cisco) - U.S. (May 31, 2017)
- ITZ Cash Card (acquired by Ebix) – India (May 11, 2017)
- Persimmon Technologies (acquired by Sumitomo Heavy Industries) – U.S. (April 3, 2017)
- iControl (acquired by Comcast) – U.S. (March 9, 2017)
- Kabam (acquired by Netmarble) – Canada (Feb.23, 2017)
- Delta ID (acquired by Fingerprint Cards) – U.S. (Feb.2, 2017)
- InfoSERVER S.A. (acquired by Wipro) – Brazil (Jan. 24, 2017)
- Aternity (acquired by Riverbed Tech) – Israel (September 7, 2016)
- Prelert (acquired by Elastic Search BV – U.S. (September 9, 2016)
- Adaptive Computing (acquired by ALA) – U.S (September 2, 2016)
- Joyent (acquired by Samsung) – U.S. (June 15, 2016)
- ElasticBox (acquired by CenturyLink) – U.S. (June 14, 2016)
- Nexmo (acquired by Vonage) – U.S. (May 5, 2016)
- Rocketick (acquired by Cadence) – U.S. (April 11, 2016)
- Ascending Technologies (acquired by Intel) – Germany (February 22, 2016)
- Emotient (acquired by Apple) – U.S. (February 4, 2016)
- 3gear Systems (acquired by Facebook) – U.S. (December 24, 2015)
- Jordan Valley (acquired by Brucker) – Israel (November 2, 2015)
- Saffron (acquired by Intel) – U.S. (October 23, 2015)
- NexPlanar (acquired by Cabot Microelectronics) – U.S. (October 22, 2015)
- Coldlight Solutions (Acquired by PTC) – U.S. (October 1, 2015)
- iStream Planet (acquired by Turner Broadcasting) – U.S. (August 14, 2015)
- PerspecSys (acquired by Blue Coat) – U.S. (July 27, 2015)
- Powervation (acquired by Rohm Semiconductor) – Ireland (July 23, 2015)
- Virtustream (acquired by EMC) – U.S. (July 6, 2015)
- Recon Instruments (acquired by Intel) – Canada (June 16, 2015)
- Cortina Access (acquired by Realtek) – U.S. (April 7, 2015)
- Revolution Analytics (acquired by Microsoft) – U.S. (April 6, 2015)
- Amldata (acquired by Western Digital) – Belgium (March 9, 2015)
- QuickFire Networks (acquired by Facebook) – U.S (January 8, 2015)

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