













YALETOWN

MEDIA FACT SHEET

CVCA 2017 Deal of the Year Award Winner

We invest to accelerate growth and realize timely, valuable exits.

Yaletown Partners is dedicated to closing the emerging-growth stage investment gap faced by technology companies in Canada. We invest in technology companies that enhance industry and enterprise productivity and sustainability, to help accelerate their growth, shorten exit timeframes and achieve strong exit premiums. We are raising our new Innovation Growth Fund to invest a further \$135 million into Canadian companies. Yaletown's team is located in Vancouver, Calgary, Montreal and Toronto.

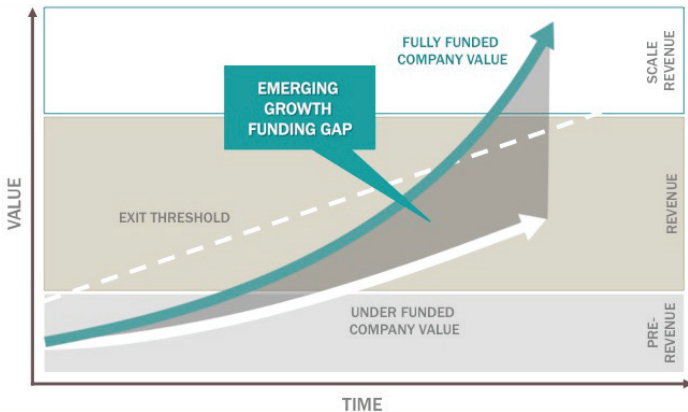
Noteworthy Exits	 Acquired by GE Digital, 2016  Acquired by NetSuite 2015  IPO on TSX Venture in 2015  Acquired by Dun and Bradstreet Corp in 2014  Acquired by BMC Software in 2013
Investment Value	Yaletown invests between \$2 million and \$5 million initially in portfolio companies, with capital reserved for follow-on financings for a total of \$7.5 - \$15 million.
Investment Partners	Some partners we have worked with include:  GE Capital  AustinVentures  BDC  CISCO  EDC  KENSINGTON  realventures

Post startup – emerging growth investment focus

Our analysis and years of experience in Canada highlights a persistent imbalance between the large number of technology companies seeking emerging-growth financing and the amount of capital targeting post-startup companies. This emerging-growth financing gap slows development, delays exits and limits how businesses scale. Financing this emerging-growth gap is Yaletown’s focus.

Yaletown invests in select technology companies to accelerate their growth, shorten exit timeframes and achieve strong exit premiums.

GROWTH FINANCING IMPACT



Company growth impact

Emerging growth stage technology companies have revenues, in-market product and experienced leadership. Financing companies at this later stage helps to accelerate their growth, shorten exit timeframes and achieve strong exit premiums.

Yaletown General Partners - People

Yaletown Partners brings together experience in operations, institutional and strategic investing, private equity, corporate law and board governance gained while holding leadership positions in more than 20 companies.



SALIL MUNJAL
Managing Partner



HANS KNAPP
Partner



SHYAM GUPTA
Partner



BRAD JOHNS
Partner



ERIC BUKOVINSKY
Partner



SOPHIE GUPTA
Principal, Operations

Sector focus

Yaletown focuses on two technology sectors: sustainability innovation and intelligent enterprise. Sustainability innovation encompasses the smart grid, energy efficiency, transportation efficiency and technologies for natural resource, agriculture and power generation industries – a subset of what’s historically been called cleantech. Intelligent enterprise includes information and communication technology (ICT) companies serving business and industrial organizations with products related to software (SAAS), Internet of Things, and big data analytics.

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