

TMT Investment Banking

Active Internet Advertising Investors

July 2013

Top Seed / Series A Investors in Internet Advertising Market

Top Investors by Volume, 2011 – Present

Investor	Investments	Targets
500 Startups	10	Lexity, PostRocket, Referly, Spinnakr, Unbounce Marketing Solutions, Userfox, Virool
SV Angel	6	Booshaka, NowSpots, Percolate Industries, Pipewise, Tubular Labs, TT Labs
Boston Seed Capital	5	Bluetrain Mobile, Clypd, Jebbit
First Round Capital	5	Elicit, Handshakez, Jirafe, Percolate Industries
Atlas Venture	4	Bluetrain Mobile, Clypd, Integral Ad Science, Unbounce Marketing Solutions
Betaworks	4	Bloglovin, Namo Media, Teleportd
Lerer Ventures	4	Bloglovin, Percolate Industries, Tubular Labs
Y Combinator	4	TT Labs, Userfox, Virool



Confidential

Top Series B Investors in Internet Advertising Market

Top Investors by Volume, 2011 – Present

Investor	Investments	Targets
Greycroft Partners	6	Netsertive, Resonate Networks, Skimbit, SteelHouse, TagMan
First Round Capital	5	Moat, Solve Media, VigLink
iNovia Capital	3	Resonate Networks, TagMan
Revel Partners	3	MediaBrix, Tracx
Sequoia Capital	3	AgilOne, TayKey
SV Angel	3	Moat, SteelHouse
Venrock	3	Bizo, Dynamic Signal
WGI Group	3	Moat, Optimal



Top Series C / D Investors in Internet Advertising Market

Top Investors by Volume, 2011 – Present

Source: PitchBook through 07/08/13; number of investments may include follow-on investments in same target

Investor	Investments	Targets
Norwest Venture Partners	5	Act-on Software, Extole, Turn
Trident Capital	5	eXelate, Extole, Turn
Redpoint Ventures	5	Adap.tv, Extole, The Miaozhen Systems
First Round Capital	4	33Across, DoubleVerify, Flurry
Intel Capital	4	BrightEdge Technologies, Kaltura
Sequoia Capital	4	Flite, Innovid, Lattice Engines
Shasta Ventures	4	Adometry, Extole, Turn



Contact



Gary Moon

Managing Director
Head of Technology, Media &
Telecom Investment Banking

Office: (415) 766-3862 Cell: (650) 515-8734 gmoon@headwatersmb.com

135 Main St Suite 800 San Francisco, CA 94105

John Batdorf

Managing Director
Head of Software & Internet
Investment Banking

Office: (415) 926-7454 Cell: (415) 847-8805 jbatdorf@headwatersmb.com

135 Main St Suite 800 San Francisco, CA 94105

Sun Jen Yung

Managing Director
Head of Digital Media & Internet
Investment Banking

Office: (203) 992-1667 Cell: (917) 297-8716 sunjyung@headwatersmb.com

> 41 West Putnam Ave 1st Floor Greenwich, CT 06830

www.headwatersmb.com



Confidential

Disclaimer

Disclosure: This newsletter is a periodic compilation of certain economic and corporate information, as well as completed and announced merger and acquisition activity. Information contained in this newsletter should not be construed as a recommendation to sell or buy any security. Any reference to or omission of any reference to any company in this newsletter should not be construed as a recommendation to buy, sell or take any other action with respect to any security of any such company. We are not soliciting any action with respect to any security or company based on this newsletter. The newsletter is published solely for the general information of clients and friends of Headwaters MB, LLC. It does not take into account the particular investment objectives, financial situation, or needs of individual recipients. Certain transactions, including those involving early stage companies, give rise to substantial risk and are not suitable for all investors.

This newsletter is based upon information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied upon as such. Prediction of future events is inherently subject to both known and unknown risks, and other factors that may cause actual results to vary materially. We are under no obligation to update the information contained in this newsletter. Opinions expressed are our present opinions only and are subject to change without notice. Additional information is available upon request. The companies mentioned in this newsletter may be clients of Headwaters MB, LLC. The decisions to include any company in this newsletter is unrelated in all respects to any service that Headwaters MB, LLC may provide to such company. This newsletter may not be copied or reproduced in any form, or redistributed without the prior written consent of Headwaters MB, LLC. The information contained herein should not be construed as legal advice.



Confidential 6