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Security Market Update

March 2014

Headwaters TMT Group

Member FINRA

2014 Security Themes

The IT Security landscape is rapidly changing in response to a vast sea change of user and enterprise behavior on the backs of important industry-wide trends toward mobile computing, cloud computing, device proliferation, increased reliance on the web for transacting with customers, and increased sophistication of those that look to exploit IT infrastructures

Key IT Security Trends for 2014

1. More **complex IT landscape around cloud** and hybrid services **creating new security challenges** as enterprises evolve their IT infrastructure but **compliance remains the primary driver of security spending**
2. Dynamic and changing mobile landscape, combined with **growing importance of mobile** to the enterprise creating new security challenges and opportunities
3. **Mobile device management and mobile application management in a BYOD world has become a significant challenge** as the nature of how users access enterprise infrastructure changes. **Gartner ranks MDM as the top security priority for CIOs.**
4. **The emergence of cloud application control, or CAC** to provide fine-grained, application-level monitoring and policy enforcement for the enterprise across third-party SaaS offerings
5. Security **solutions are moving to real-time by leveraging big data technology**, enabling real-time forensics for malware analysis and propagation detection with an emphasis on speed in face of more computing activity
6. Authentication evolution underway being driven by securely authenticating cloud-based services and mobile as **hardware tokens being replaced by software tokens and mobile**
7. Security challenges becoming more widespread and sophisticated – **enterprise security becoming more proactive. Customers seek more context-aware and adaptive security solutions**
8. **End user security becoming more sophisticated**, e.g., context-aware security products, device fingerprinting, user behavioral tracking, yet more transparent to support a growing mobile and digital commerce environment

Executive Summary

Capital Markets

In 2013, U.S. Security companies underperformed their counterparts, the NASDAQ and S&P 500 indices, and slightly outperformed the DJIA index. In 2013, U.S. Security increased by 32%, compared to NASDAQ's 61%, S&P 500's 44%, and DJIA's 30%.

Trading Multiples

Security companies were trading at a median LTM revenue multiple of 5.3x

IPO Activity

Several 2013 Security IPOs rose significantly from their IPO price. As of year end 2013, notables FireEye and Barracuda Networks have increased by 120% and 118% respectively since their market debuts.

M&A Activity

M&A activity declined during 2013, representing a 14% decrease over 2012. Recent notable transactions include Cisco's Q3 2013 acquisition of Sourcefire (\$2.7B) and FireEye's Q1 2014 acquisition of Mandiant (\$989.4M).

Investment Activity

Investment volume rose 12% in 2013 over 2012, experiencing moderate up-and-down movement throughout 2013. Investments reached a high of 40 transactions in Q3 2013 and a low of 25 in Q4 2013.

Capital Markets Performance

Since 2012, Security Companies (+32.1%) have recently been underperforming broad market indices NASDAQ (+61.0%) and S&P500 (+43.8%) while trading close to the Dow (+29.9%).

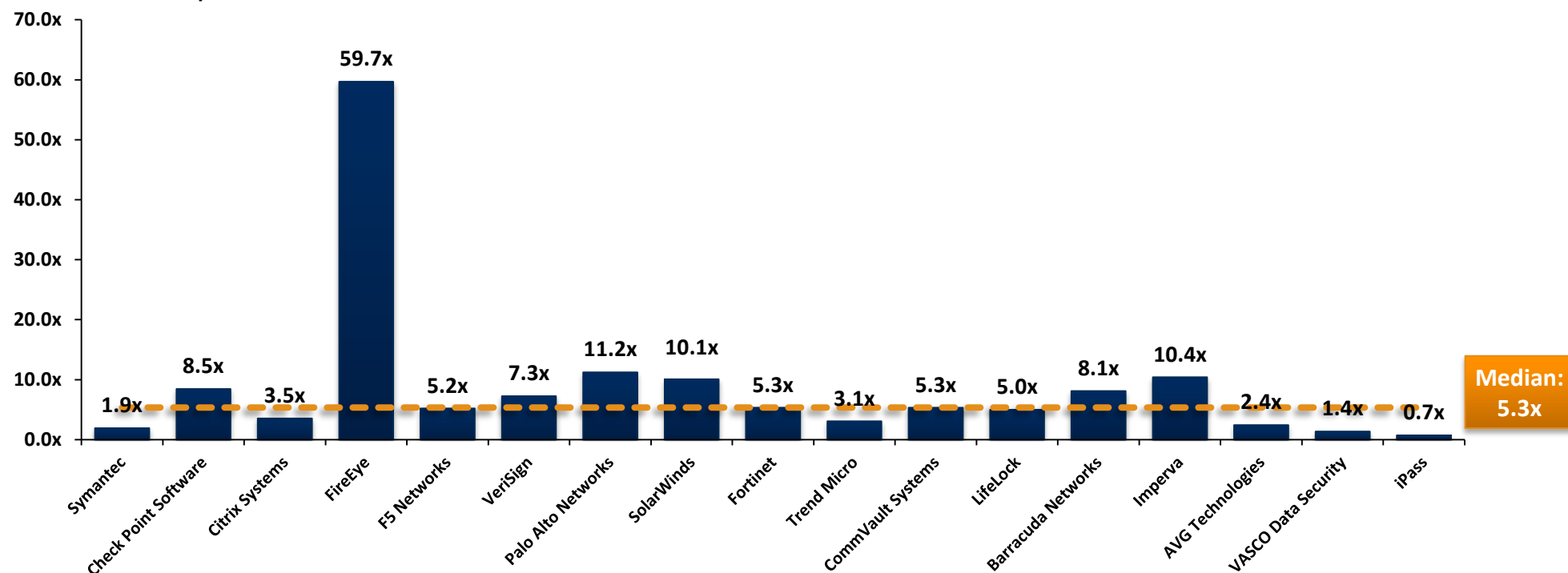


Source: Capital IQ as of 2/28/14; refer to public comps for constituents

Security Comparable Public Companies

- With the exception of FireEye (Nasdaq:FEYE), public security companies trade to a median LTM revenue multiple of 5.3x
- FireEye's highly successful public debut (September 2013) and recent moves to expand its traditional portfolio with its \$1B forensics specialist acquisition (Mandiant Corporation) have driven its valuation materially higher than its peers with recent earnings tempering rich premium expectations

LTM Revenue Multiple



Sources: Capital IQ, Headwaters research as of 2/28/14; companies arranged by descending enterprise value

Public Comparables: Security

Trading Metrics

(\$ in millions, except per share data)

Company	Ticker	Stock Price 02/28/14	52-Week Price Range		Market Cap.	Enterprise Value	EV / Revenue			EV / EBITDA			
			Low	High			LTM	CY 2014E	CY 2015E	LTM	CY 2014E	CY 2015E	
Security / Infrastructure Companies													
Symantec	Nasdaq:SYMC	\$21.48	\$20.31	\$27.10	\$14,884	\$13,088	1.9x	2.0x	1.9x	6.7x	6.3x	5.9x	
Check Point Software	Nasdaq:CHKP	67.42	44.41	68.89	12,962	11,796	8.5x	8.0x	7.5x	15.3x	13.8x	13.0x	
Citrix Systems	Nasdaq:CTXS	60.05	51.18	77.16	11,037	10,302	3.5x	3.2x	3.0x	15.9x	11.3x	10.0x	
FireEye	Nasdaq:FEYE	85.64	33.30	88.00	9,819	9,645	NM	23.7x	16.3x	NM	NM	NM	
F5 Networks	Nasdaq:FFIV	112.34	67.53	114.86	8,497	7,919	5.2x	4.5x	4.0x	16.9x	11.7x	10.2x	
VeriSign	Nasdaq:VRSN	55.11	43.28	62.96	7,366	7,017	7.3x	6.9x	6.6x	11.9x	10.7x	9.9x	
Palo Alto Networks	NYSE:PANW	71.15	39.08	79.99	5,866	5,428	11.2x	8.2x	6.3x	NM	NM	34.9x	
SolarWinds	NYSE:SWI	46.18	31.94	61.52	3,523	3,377	10.1x	8.1x	6.9x	24.2x	17.4x	14.3x	
Fortinet	Nasdaq:FTNT	23.15	16.29	25.18	3,780	3,289	5.3x	4.7x	4.1x	37.5x	24.0x	19.4x	
Trend Micro	TSE:4704	33.40	24.43	40.95	4,492	3,155	3.1x	2.9x	2.8x	9.0x	8.7x	8.5x	
CommVault Systems	Nasdaq:CVLT	68.88	62.94	90.00	3,535	3,034	5.3x	4.6x	4.0x	29.4x	18.0x	14.5x	
LifeLock	NYSE:LOCK	19.91	8.31	22.85	2,016	1,844	5.0x	4.0x	3.3x	NM	34.0x	24.5x	
Barracuda Networks	NYSE:CUDA	35.95	18.63	41.30	1,949	1,832	8.1x	7.3x	6.3x	NM	35.6x	39.4x	
Imperva	NYSE:IMPV	62.67	35.74	64.71	1,549	1,432	10.4x	8.1x	6.6x	NM	NM	NM	
AVG Technologies	NYSE:AVG	18.73	12.10	26.56	1,007	994	2.4x	2.6x	2.4x	7.4x	7.7x	7.1x	
VASCO Data Security	Nasdaq:VDSI	7.98	6.47	9.05	311	212	1.4x	1.3x	1.2x	13.6x	9.1x	7.5x	
iPass	Nasdaq:IPAS	1.55	1.29	2.36	100	78	0.7x	0.7x	0.6x	NM	NM	NM	
							High	11.2x	23.7x	16.3x	37.5x	35.6x	39.4x
							Mean	5.6x	5.9x	4.9x	17.1x	16.0x	15.7x
							Median	5.3x	4.6x	4.0x	15.3x	11.7x	11.6x
							Low	0.7x	0.7x	0.6x	6.7x	6.3x	5.9x

Source: Capital IQ

Public Comparables: Security (Cont.)

Operating Metrics

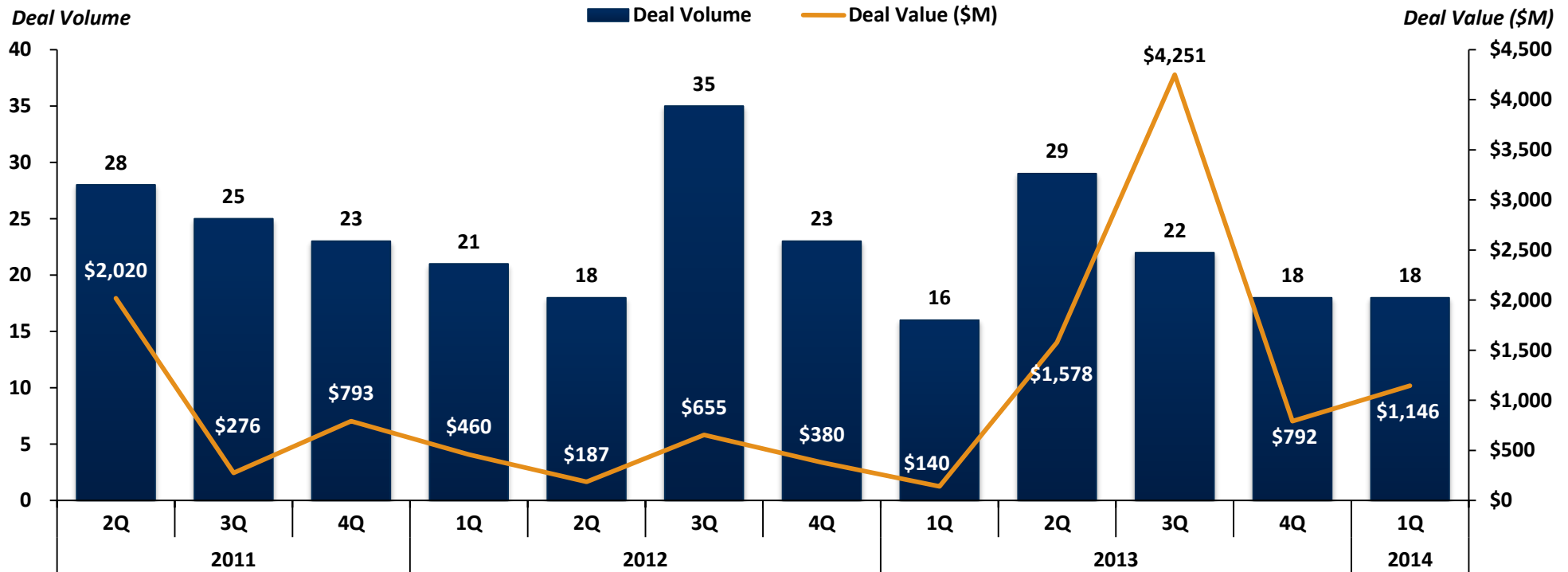
(\$ in millions, except per share data)

Company	Ticker	LTM As Of	Revenue Growth		LTM GM	Revenue			EBITDA		
			'13A - '14E	'14E - '15E		LTM	CY 2014E	CY 2015E	LTM	CY 2014E	CY 2015E
Security / Infrastructure Companies											
Symantec	Nasdaq:SYMC	Dec 2013	(2%)	3%	84%	\$6,799	\$6,640	\$6,820	\$1,960	\$2,089	\$2,233
Check Point Software	Nasdaq:CHKP	Dec 2013	6%	6%	88%	1,394	1,475	1,563	772	852	904
Citrix Systems	Nasdaq:CTXS	Dec 2013	9%	9%	86%	2,918	3,173	3,469	649	915	1,030
FireEye	Nasdaq:FEYE	Dec 2013	152%	46%	70%	162	407	593	NM	NA	NA
F5 Networks	Nasdaq:FFIV	Dec 2013	14%	13%	83%	1,522	1,743	1,963	469	679	780
VeriSign	Nasdaq:VRSN	Dec 2013	5%	5%	81%	965	1,017	1,071	589	657	710
Palo Alto Networks	NYSE:PANW	Jan 2014	36%	30%	73%	483	659	855	NM	90	155
SolarWinds	NYSE:SWI	Dec 2013	24%	18%	92%	335	415	492	140	194	236
Fortinet	Nasdaq:FTNT	Dec 2013	14%	13%	71%	615	700	793	88	137	169
Trend Micro	TSE:4704	Dec 2013	7%	3%	82%	1,030	1,103	1,139	349	362	372
CommVault Systems	Nasdaq:CVLT	Dec 2013	16%	15%	87%	568	656	754	103	168	209
LifeLock	NYSE:LOCK	Dec 2013	25%	20%	73%	370	464	558	27	54	75
Barracuda Networks	NYSE:CUDA	Nov 2013	12%	16%	77%	226	252	292	NM	51	46
Imperva	NYSE:IMPV	Dec 2013	28%	23%	78%	138	177	217	NM	NA	NA
AVG Technologies	NYSE:AVG	Dec 2013	(6%)	8%	83%	407	384	416	135	130	140
VASCO Data Security	Nasdaq:VDSI	Dec 2013	4%	6%	64%	155	161	171	16	23	28
iPass	Nasdaq:IPAS	Dec 2013	(1%)	15%	38%	111	110	126	NM	NA	NA

Source: Capital IQ

Security M&A Generating Rising Valuations

Median LTM Revenue Multiple		
2011	2012	2013
3.6x	2.0x	5.3x



Top 3 Acquisitions, Last 12 Quarters (\$M): Acquirer / Target

2Q11	3Q11	4Q11	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	1Q14*
Stanley / Niscayah (\$1,200.0)	Pendrell / ContentGuard (\$90.1)	IBM / Q1 Labs (\$575.0)	LifeLock / ID Analytics (\$186.0)	TIBCO / LogLogic (\$130.0)	Apple / AuthenTec (\$356.1)	Citrix / Zenprise (\$327.0)	Tripwire / nCircle (\$125.0)	Vista Equity / Websense (\$902.9)	Cisco / Sourcefire (\$2,700.0)	Akamai / Prolexic (\$370.0)	FireEye / Mandiant (\$989.4)
EMC / NetWitness (\$260.0)	Adobe / EchoSign (\$80.0)	McAfee / NitroSecurity (\$160.0)	Trustwave / M86 Security (\$120.0)	Securitas AB / Chillida Sistema (\$30.3)	Ixia / BreakingPoint (\$160.0)	INSIDE Secure / Embedded Sec (\$38.0)	Juniper / Webscreen (\$10.0)	McAfee / Stonesoft (\$389.0)	IBM / Trusteer (\$900.0)	Experian / 41 st Parameter (\$310.0)	Sophos / Cyberoam (\$80.0)
Thoma Bravo / Tripwire (\$225.0)	Ultra Elec./ AEP Networks (\$57.5)	Aruba Ntwrks/ Avenda (\$33.0)	Juniper / Mykonos (\$80.0)	Citrix / Apere (\$25.2)	Gen. Dynamics / Fidelis Security (\$90.0)	Commtouch / Eleven (\$9.2)	Plat. Equity / Checkpt. (assets) (\$5.4)	Blue Coat / Solera Networks (\$225.0)	Welsh, et. al / Alert Logic (\$300.0)	NCR / Alaric Systems (\$84.0)	Imperva / Skyfence (\$60.0)

Source: 451 Group; includes transactions with disclosed, estimated, undisclosed transaction values (Top 3 acquisitions with disclosed transaction values)

Revenue multiples displayed if three or more multiples available

1Q 2014 data as of 2/28/14

Top Acquirers in Security Market

Top Acquirers by Volume: Four or More Acquisitions, 2011 – Present

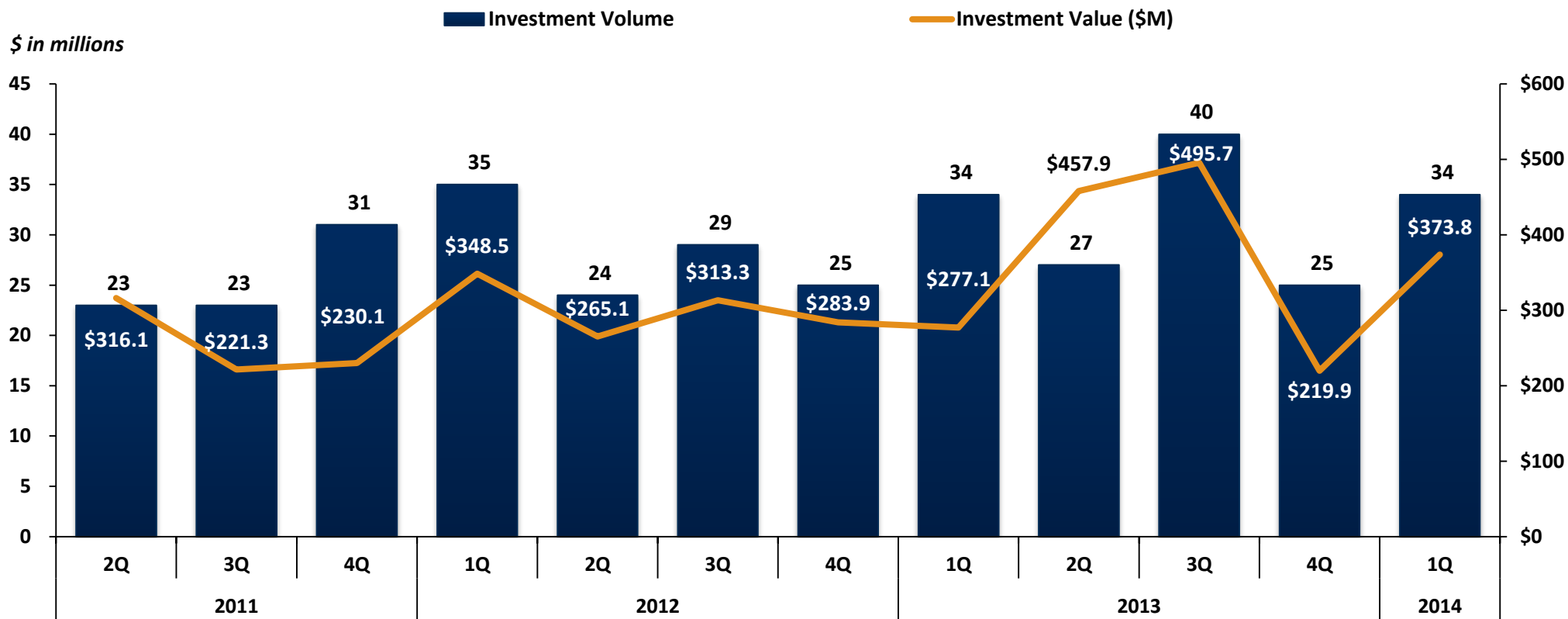
Buyer	# Acquisitions	Total Value (\$M)	Targets
EMC	7	\$500.0	Aveksa; NeoAccel; NetWitness; PacketMotion; PassBan; Silver Tail Systems; Silicium Security
BeyondTrust	5	NA	Blackbird Group; eEye Digital Security; GentleSecurity Software; Likewise Software (assets); Lumigent Technologies
Protection One	4	NA	Advanced Solutions; ICON Home Security (assets); Integration Logistics; Pinnacle Security (assets)
Cisco	4	2,768.0	Cognitive Security; Pari Networks; Sourcefire; Virtuata
McAfee (Intel)	4	591.0	LynuxWorks (assets); NitroSecurity; Sentrigo; Stonesoft

Top Acquirers by Total Transaction Value – Greater than \$300M, 2011 – Present

Buyer	Total Value (\$M)	Targets
Cisco	\$2,768.0	Cognitive Security; Pari Networks; Sourcefire; Virtuata
IBM	1,475.0	Q1 Labs; Trusteer
Stanley Black & Decker	1,200.0	Niscayah Group
FireEye	989.4	Mandiant
Vista Equity Partners	902.9	Websense
Dell	612.0	Credant Technologies; SecureWorks; SonicWALL
McAfee	591.0	LynuxWorks (assets); NitroSecurity; Sentrigo; Stonesoft
EMC	500.0	Aveksa; NeoAccel; NetWitness; PacketMotion; PassBan; Silver Tail Systems; Silicium Security
Akamai	370.0	Prolexic Technologies
Apple	356.1	AuthenTec
Citrix	352.2	Apere; Zenprise
Experian	310.0	41 st Parameter
Welsh, Carson, Anderson & Stowe	300.0	Alert Logic

Source: 451 Group as of 2/28/14

Security Investment Volume Trending Upward



Top 3 Investments, Last 12 Quarters (\$M)

2Q11	3Q11	4Q11	1Q12	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	1Q14*
DataPipe (\$176.0)	Mandiant (\$69.9)	Rapid7 (\$50.0)	LifeLock (\$170.0)	AnchorFree (\$52.0)	Mimecast (\$62.2)	Barracuda (\$127.5)	Exclusive Ntwks (\$66.9)	AirWatch (\$225.0)	Exclusive Ntwks (\$96.1)	Lookout Mobile (\$55.0)	MobileIron (\$59.8)
MobileIron (\$20.0)	Lookout Mobile (\$40.0)	Cyber-Ark (\$40.0)	InterAct Safety (\$27.5)	MobileIron (\$40.1)	Tenable (\$50.0)	WhiteHat (\$31.0)	FireEye (\$50.5)	A10 Networks (\$80.0)	RedIT (\$72.0)	Bromium (\$40.2)	Shape Security (\$40.0)
Verdasys (\$15.0)	Qosmos (\$27.3)	Zenprise (\$30.0)	CrowdStrike (\$26.2)	Zscaler (\$30.2)	Zscaler (\$38.0)	CipherCloud (\$30.0)	AccessData (\$45.0)	Endgame (\$23.0)	Cigital (\$52.0)	Invincea (\$16.0)	Bit9 (\$38.3)

Source: PitchBook

Top 3 investments with disclosed investment values

Top Investors In Security Market

Top Investors by Volume, 2011 – Present

Investor	Investments	Targets
KPCB	17	41st Parameter, AlertEnterprise, AlienVault, Bit9, Endgame, Fixmo, Ionic Security, LifeLock, Mandiant, Shape Security, Synack
Andreessen Horowitz	16	Bluebox, Bromium, CipherCloud, Illumio, Lookout Mobile, Morta Security, Pindrop Security, Silver Tail Systems, Sookasa
Sequoia Capital	14	Adallom, Barracuda Networks, Bit9, Click Security, FireEye, MobileIron, Mojave Networks, Seculert
Intel Capital	12	AlienVault, Bromium, Mocana, OneBe, PerspecSys, Prolexic Technologies, SecureKey Technologies, Solera Networks, Validity Sensors
Accel Partners	11	AirWatch, Aorato, CrowdStrike, Impermium, Lookout Mobile, MobileSpaces, Sentinel Labs, Shape Security, Tenable Network Security
Norwest Venture Partners	11	41st Parameter, Apprity, FireEye, MobileIron, Morta Security, Seculert, Shape Security, TrustID
Paladin Capital Group	10	Bugcrowd, CyberCore Technologies, Damballa, Endgame, Fixmo, PerspecSys, Racemi, ThreatStream
Foundation Capital	9	Cyphort, InterAct Public Safety Systems, MobileIron, PrivateCore
Fairhaven Capital Partners	8	Co3 Systems, CounterTack, Cylance, Rapid Focus Security, Verdasys
Google Ventures	8	Dasient, Duo Security, Ionic Security, Shape Security, ThreatStream
Highland Capital Partners	8	Bit9, Bromium, Disconnect, Impermium, vArmour Networks
Trident Capital	8	AlienVault, Mocana, Neohapsis, Prolexic Technologies, Solera Networks
Index Ventures	7	Adallom, CipherCloud, Grupo Xango, Koality, Lookout Mobile
Greylock Partners	7	Agari Data, Impermium, Lookout Mobile, Morta Security, Synack, Zenprise
Webb Investment Network	7	Air Computing, Ionic Security, Koality, LockPath, Pindrop Security

Source: PitchBook through 2/28/14; number of investments may include follow-on investments in same target

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Appendix

1Q 2014 Security

Precedent M&A Transactions

1Q 2014 Precedent M&A Transactions

	<u>EV (\$M)</u>	<u>EV/LTM Revenue</u>
High	\$989.4	9.9x
Mean	284.4	9.9x
Median	70.0	9.9x
Low	8.0	9.9x

Date	Target	Target Description	Acquirer(s)	Enterprise Value (\$M)	EV / LTM Rev.
02/28/14	Spider.io	Provides anti-malware software for online advertisers that prevents fake, fraudulent clicks originated by hacked PCs, tablets and smartphones.	Google	--	--
02/19/14	Espion International (IP assets)	The self-signature-creating artificial intelligence algorithm intellectual property and distribution rights of Espion International, which provides email and unified threat management (UTM) security appliances and spam filtering software for enterprises.	VersAi	--	--
02/16/14	SlickLogin	Provides mobile sound authentication software that enables password authentication by placing a user's smartphone near a tablet that verifies the user by analyzing an inaudible sound played by the laptop's or personal computer's speaker.	Google	--	--
02/13/14	Carbon Black	Provides threat detection and response software for businesses that enables security professionals to assess potential vulnerabilities, endpoint integrity and detect advanced threats in real time.	Bit9	--	--
02/11/14	SECUDE AG (FinallySecure division)	The FinallySecure division of SECUDE AG, which provides hard disk-specific or network level encryption hardware and software for enterprise IT networks.	EgoSecure	--	--
02/11/14	ViewTrust Technology	Provides IT and security compliance monitoring and management software for enterprises and government markets.	Virtustream	--	--
02/10/14	Cyberoam Technologies	Provides biometric fingerprint sensors and systems and related authentication software for use in the healthcare, banking, finance, government, commercial, hospitality, entertainment, industrial, transportation and retail sectors.	Sophos Plc [Apax Partners]	80.0	--
02/06/14	Skyfence Networks Ltd.	Provides network, Web and email security appliances and management software for businesses. Products include firewalls, unified threat management and outbound spam protection, security leakage and application security software.	Imperva [fka WebCohort]	60.0	--
02/06/14	Tomium Software, LLC (real-time mainframe security auditing assets)	Provides database, file and Web application security software and SaaS for businesses globally. Software is used for data that runs through proprietary datacenters, and through public, private and hybrid cloud environments.	Imperva [fka WebCohort]	8.0	--

Source: 451 Group; as of 2/28/14

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01/27/14	Meucci Solutions NV	Provide mobile and Web application performance testing, measurement and monitoring software and software as a service (SaaS) for businesses globally. Also provides website usability testing software.	Keynote Systems [Thoma Bravo]	--	--
01/17/14	IdenTrust [Parallax Capital Partners / StepStone Group]	Manufactures mechanical and electronic locks and locking systems for businesses globally. Also provides smart card-based access control systems.	ASSA ABLOY AB	--	--
01/17/14	Vadium Technology (AlphaCipher Technology Platform)	Provides security and privacy encryption algorithms for digital security providers that enables multi-point communication via authorization with multi-factor authentication. Also provides related software development services.	Vadium Technology [dba AlphaCipher Acquisition Corporation]	--	--
01/15/14	CloudUp Networks	Provides cloud application data encryption software and SaaS for businesses and government agencies operating under compliance mandates. Software encrypts and tokenizes data sent to cloud-based software.	CipherCloud [fka Trustosphere]	--	--
01/15/14	Impermium	Provides a search engine, text-based advertising network, Web-based software for image and video hosting and office productivity suites for consumers and businesses globally. Also provides online news, image searching services and consumer directories.	Google	--	--
01/07/14	Intelligent Access Systems [aka IAS]	Provides IT security systems integration services for businesses.	Securadyne Systems, LLC	--	--
01/06/14	Morta Security	Provides application-level firewall security software and appliances for businesses and government agencies. Software provides visibility and control of Internet applications.	Palo Alto Networks	--	--
01/06/14	AirPatrol Corporation	Provides application and colocation hosting, data backup and recovery, IT security systems and network integration, software development, and tech support and repair services for businesses and government agencies globally.	Sysorex Global Holdings Corp	--	--
01/02/14	MANDIANT Corporation	Provides virtual-machine-based anti-malware appliances for Web, email and file security globally for enterprises and agencies. Operates subscription-based malware and threat identification directory generated from threats identified by its anti-malware appliances.	FireEye [NASDAQ: FEYE]	989.4	9.9x

Source: 451 Group; as of 2/28/14

Appendix

1Q 2014 Security

Precedent Investments (\$5M+)

1Q 2014 Precedent Investments, \$5M+

	<u>Deal Size (\$M)</u>	<u>Company Val. (\$M)</u>
High	\$59.8	761.1
Mean	19.0	209.8
Median	16.5	100.0
Low	5.0	16.5

Date	Target	Target Description	Investor(s)	Deal Type	Deal Size (\$M)	Company Valuation (\$M)
02/27/14	Nok Nok Labs	Provider of authentication infrastructure services to enterprise customers. The company provides an authentication protocol for cloud-based web infrastructures supported by the larger hardware and software vendors.	DCM, Lenovo, ONSET Ventures	Series B	\$16.5	--
02/25/14	Shape Security	Developer of web security technology. The company provides technology to protect websites and social network websites from cyber attacks and other advanced threats.	Allegis Capital, Google Ventures, Kleiner Perkins Caufield & Byers, Norwest VP, Sierra Ventures, TomorrowVentures, Venrock	Series C	40.0	--
02/25/14	CounterTack	Provider of cyber-threat detection services. The company provides real-time attack detection and capture, as well as visibility into attacker behaviors, enabling identification of attack characteristics for improved defense tactics.	Arsenal Venture Partners, Fairhaven Capital Partners, Goldman Sachs, Siemens	Series B	15.0	\$40.9
02/25/14	CyberSense	Provider of a cloud based and on premises cyber security platform. The company provides web design, web development and search engine marketing services to its clients.	BRM Capital, Opus Capital	Series A	5.0	--
02/20/14	Ionic Security	Provider of data control technology. The company provides a platform that enables enterprises with data to the cloud by eliminating traditional cloud security risks.	ff VC, Google Ventures, JAFCO Ventures, KPCB, TechOperators, Webb Investment Network	--	25.6	100.0
02/20/14	Apprity	Developer of cloud security, monitoring and data science services. The company offers data-science, perimeter, application and data security.	Norwest Venture Partners, Wing Venture Partners	Series A	8.0	--
02/20/14	Cylance	Developer of security software and services. The company provides services and products to solve the most difficult security challenges.	Fairhaven Capital Partners , Khosla Ventures, The Blackstone Group	Series B	20.0	--
02/18/14	Elastica	Provider of cloud security software. The company was started on the idea that: Cloud services should be secure for businesses and their employees to use confidently, without any blind spots.	Mayfield Fund	Series A	6.3	--

Source: PitchBook; as of 2/28/14

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Low	5.0	16.5

Date	Target	Target Description	Investor(s)	Deal Type	Deal Size (\$M)	Company Valuation (\$M)
02/18/14	Invincea	Developer of cybersecurity software. The company is a creator of secure virtual containers for malware threat detection, breach prevention and forensic threat intelligence.	Aeris Capital, Dell Ventures, Grotech Ventures, Harbert Management, New Atlantic Ventures	Series C	17.3	130.6
02/13/14	Bit9	Provider of software security services. The company provides security software to detect and prevent malware and cyber threats.	.406 Ventures, Atlas Venture, Blackstone, Highland Capital, KPCB, Nat'l Inst of Standards / Tech, Paul Cap, Sequoia, Top Tier	--	38.3	--
02/13/14	CloudPassage	Provider of security software as a service solutions for securing cloud servers. The company provides purpose-built server security products for elastic clouds where servers are cloned, migrated, bursted and boomeranged.	Benchmark Capital, Meritech Capital, Musea Ventures, Shasta Ventures, Tenaya Capital	Series C	25.5	--
01/29/14	CloudLock	Provider of cloud-data security services. The company provides information-security applications for the enforcement of regulatory, operational and security compliance in public cloud platforms.	Ascent Venture Partners, Bessemer Venture Partners, Cedar Fund	Series C	16.5	--
01/28/14	CoTap	Provider of an enterprise mobile-messaging service. The company provides a secure mobile-messaging application designed for employees to connect and collaborate across departments and geographies.	Charles River Ventures, Emergence Capital Partners	Series B	10.0	--
01/23/14	MobileIron	Provider of a mobile IT platform to secure and manage mobile applications, documents and devices. The company's cloud-based software enables end-users to securely access their applications and data anywhere on devices.	Foundation Capital, IVP, Northgate Capital, Norwest VP, Sequoia, SingTel Innov8, Storm Ventures, UMC Capital	Series F	59.8	761.1
01/21/14	Adallom	Provider of cybersecurity platform for cloud services. The company provides a software-as-a-Service platform designed to develop seamless and context-aware technology for business clients' cloud services.	Index Ventures, Sequoia Capital	Series B	15.0	--
01/21/14	Aorato	Developer of behavior-based cyberattack technology. The company's platform focuses on creating multi-layer protection based upon the behavioral context of the network or applications.	Accel Partners, Gliot Capital Partners, Innovation Endeavors	Series B	10.0	--

Source: PitchBook; as of 2/28/14

1Q 2014 Precedent Investments, \$5M+

	<u>Deal Size (\$M)</u>	<u>Company Val. (\$M)</u>
High	\$59.8	761.1
Mean	19.0	209.8
Median	16.5	100.0
Low	5.0	16.5

Date	Target	Target Description	Investor(s)	Deal Type	Deal Size (\$M)	Company Valuation (\$M)
01/20/14	Bluebox	Provider of mobile security technology. The company provides security applications for iPads, tablets and mobile phones.	Andreessen Horowitz, SV Angel, Tenaya Capital	Series B	18.0	--
01/15/14	Confer Technologies	Developer of cyberthreat security network. The company offers endpoint security via an open, threat-based collaborative platform that enables companies to collect and share threat intelligence to provide protection.	Matrix Partners, North Bridge Venture Partners	Series A	8.0	16.5
01/02/14	Skybox Security	Provider of cybersecurity management technology. The company provides a platform with automated tools that find and prioritize cyber risks, such as vulnerabilities, firewall-configuration errors and access-compliance issues.	Susquehanna Growth Equity	--	6.0	--

Source: PitchBook; as of 2/28/14