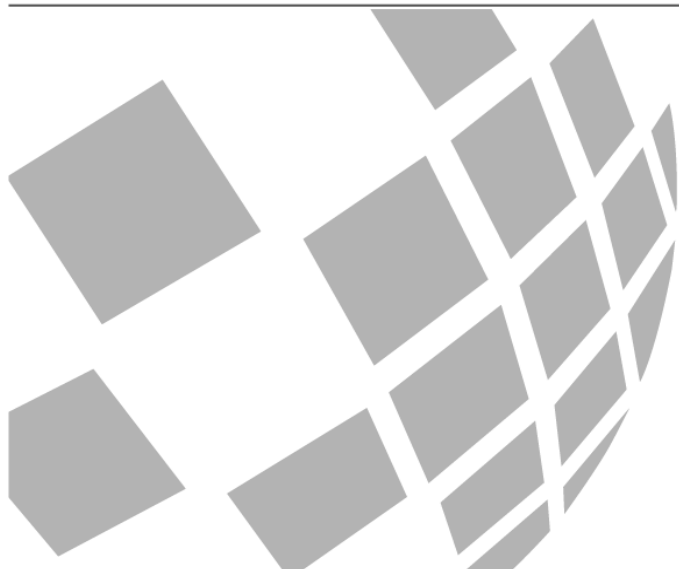




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# Florida Growth Fund Update

May 8, 2013

- Over \$100 million of venture capital has been invested in Orlando based companies in recent years
  - Kony, a mobile application development platform, has raised \$34 million led by Insight Venture Partners
  - Pentaho, a provider of commercial support for several open-source business intelligence tools, raised \$25 million from several venture firms including Benchmark Capital , DAG Ventures and Index Ventures
  - Plansource Holdings, a developer of back-office software for human resources and other business operations, raised \$12 million in funding led by Lemhi Ventures
  - Row Sham Bow, a startup game development studio, raised \$3 million from InterSouth Partners
  - Engineering Support Personnel, a defense engineering-logistics firm, received an undisclosed amount of venture funding from Advantage Partners
  - Treehouse, a provider of educational tools to teach software development skills, raised \$4.75 million in venture capital funding from the Greylock Discover Fund and Social+Capital Partnership
- The Florida Growth Fund has been active in the Orlando market
  - Has made three direct investments in the Orlando area
    - Lensar, a developer of the next generation of laser systems for cataract surgery, has raised over \$31 million from Aisling Capital and the Florida Growth Fund
    - Voxeo, an interactive voice response (IVR) company in which the FGF invested alongside North Atlantic Capital

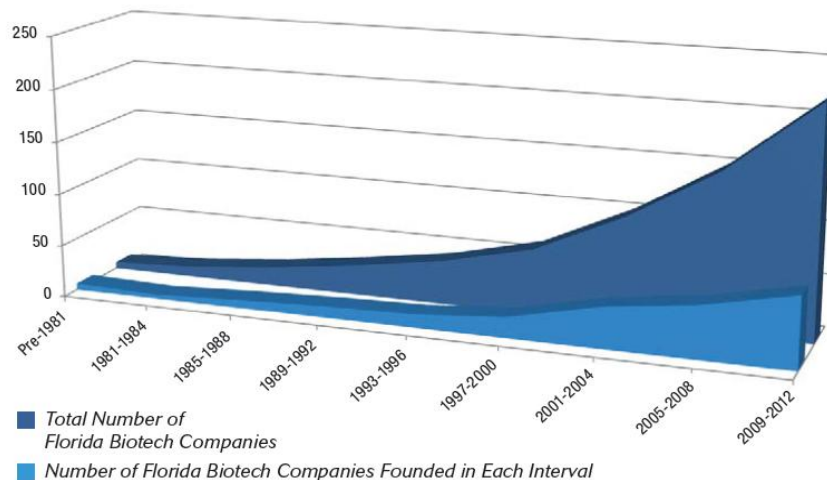
Source: Florida Venture Sourcing

- Municipal services company

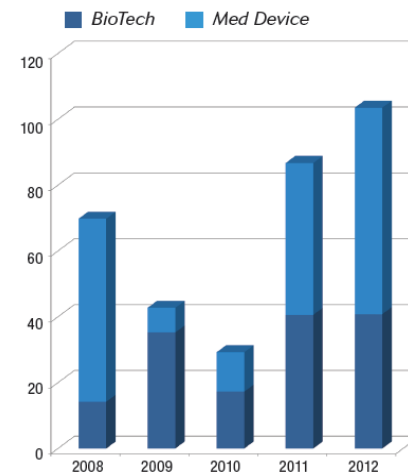
- Fund Investment: Arsenal Venture Partners

- Over \$2 billion has been invested in public research in life sciences in Florida
- VC funding in 2012 was the highest since 2007 for Florida life science investments.
  - Total life science deals increased 27% in 2012 with total investments of \$103.5 million, a 19% increase in invested capital from 2011
  - The U.S. as a whole experienced a 13% drop in life science funding from 2011 to 2012
- Many successful life science exits happened in Florida during 2012, including:
  - Envoy, a drug discovery company focused on neurological and psychiatric diseases and was acquired by Takeda in a deal valued at \$140 million
  - Pasteuria (UF Sid Martin Biotechnology Incubator graduate) announced a \$113 million acquisition by Syngenta and is commercializing biological agents for control of plant-parasitic nematodes

**Growth of Florida Biotechnology Companies by Founding Date**



**Florida Life Science Venture Funding (\$M)**



Sources: National Venture Capital Association Report, Venture Capital Updates, 2013. Nature Biotechnology, Public Biotech 2011, Vol. 30, August 2012. and PricewaterhouseCoopers MoneyTree Report, Life Sciences Updates, 2013.

Accelerators and Incubators



Universities



Conferences



Angel Investors



EMERGENT GROWTH FUND



Venture Capital Funds



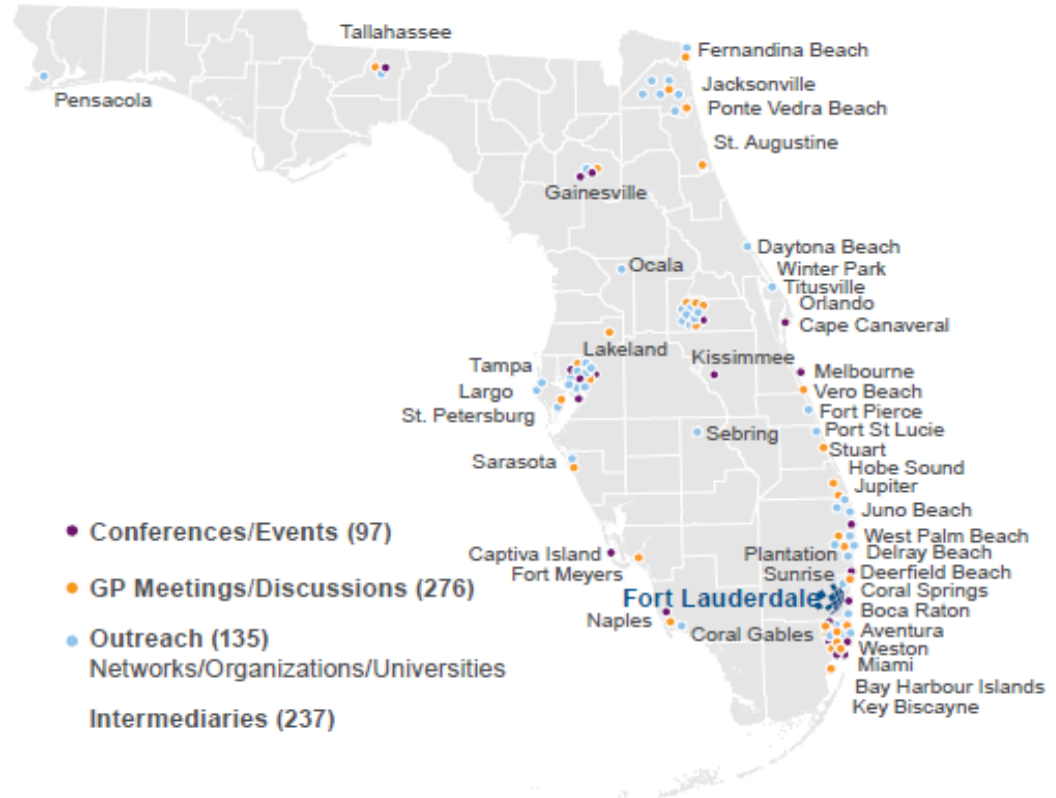
Harbert. Venture Partners



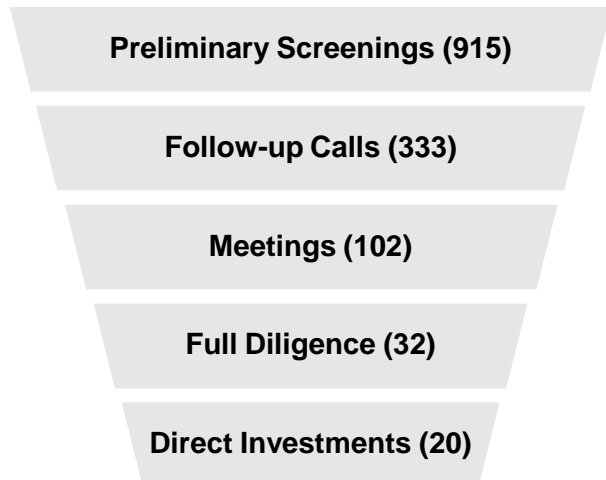
<p><b>Accelerators and Incubators</b></p>	
<p><b>Universities</b></p>	
<p><b>Conferences</b></p>	
<p><b>Angel Investors</b></p>	
<p><b>Venture Capital Funds</b></p>	

- FGF is a panelists or key-note speaker on private equity and venture capital events in Florida and throughout the Southeast
- FGF has board representation across major state-wide organizations and networks, including enterprise-focused venture capital and academic initiatives

## Florida Market Outreach



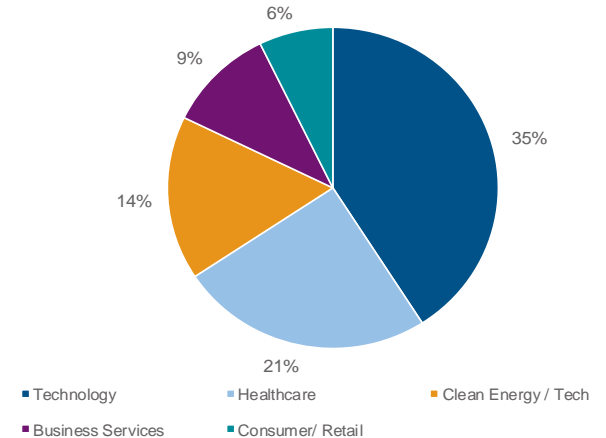
### FGF direct investment pipeline as of April 2013 <sup>1</sup>



<sup>1</sup> Since inception of the Florida Growth Fund

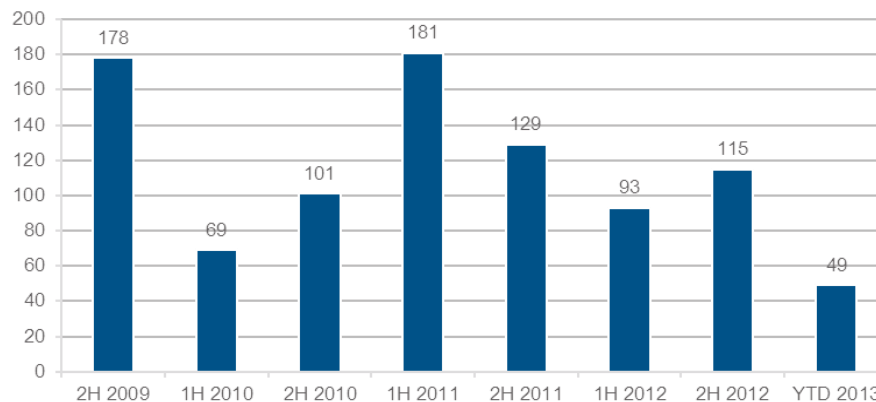
- The FGF has seen consistent deal flow since the start of the program with close to 200 transactions evaluated per year
- Most of the deal flow that has been reviewed has been of early stage venture deals
- Even if the FGF cannot make the investment directly, it will channel deal flow to the appropriate sources of capital
- A large portion of these opportunities has been in the Healthcare space across both Life Sciences, Medical Devices and Healthcare services

**Investments Pipeline - % by Industry**  
As of 4/30/13

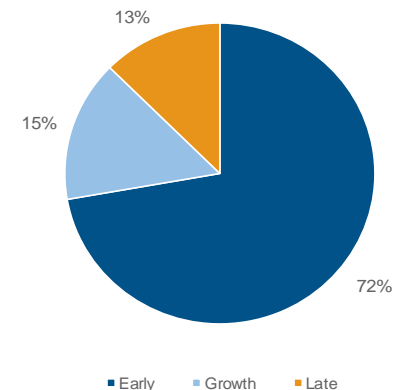


Note: Healthcare includes Life Sciences, Medical Devices and Healthcare Services

**Deal Flow Statistics**  
As of 4/30/13



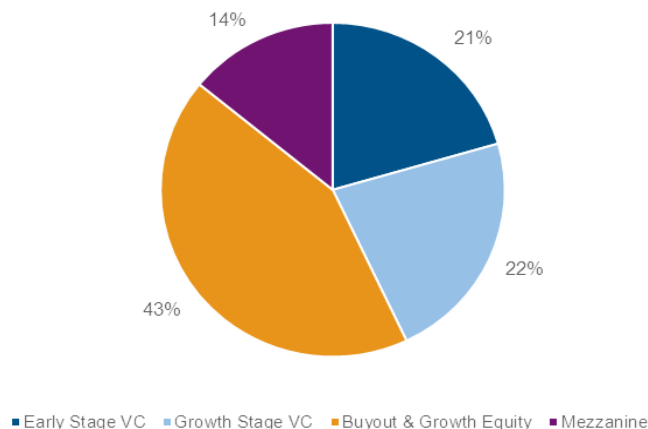
**Investments Pipeline - % by Stage**  
As of 4/30/13



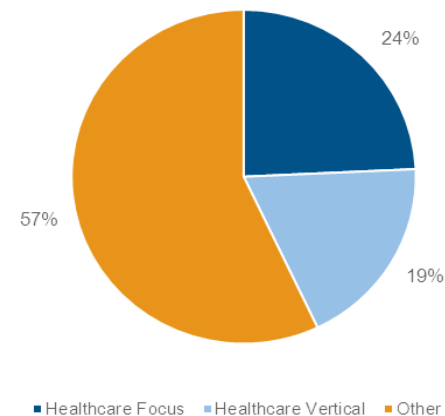


- The FGF has made \$139 million of fund investments to 13 funds as of 3/31/13
- Side-Car funds have also been created for to increase our exposure to Florida
- FGF has made fund investments in three firms that are exclusively focused on healthcare and life sciences:
  - **MPM Sunstates Fund:** MPM is an established life sciences venture capital investor with over \$2.6 billion in AUM that raised a Florida-focus fund with other key investors around the state and hired a Managing Partner in Florida with support from additional resources within the broader organization
  - **H.I.G. BioVentures:** Life sciences fund led by largest Florida based private equity fund focused on therapeutics, medical devices and diagnostics
  - **HealthEdge Investment Partners:** Tampa based operating-oriented private equity fund focused on healthcare services, specialty products and devices as well as healthcare distribution
- An additional 19% of commitments are to funds that have healthcare as one of their main verticals
- The FGF is currently in final diligence with two non-Florida VC funds that will be making significant life sciences and healthcare investments into Florida

**Fund Commitments - % by Stage**  
As of 3/31/13



**Fund Commitments - % by Focus**  
As of 3/31/13





- The FGF has invested \$155 million into 20 Florida based business through direct investments as of 3/31/13 with additional amounts reserved for follow on investments
- FGF has partnered with strong PE firms in their areas of expertise
- All direct investments were made into Florida companies
- Healthcare represents 17% of the direct investment portfolio as of 12/31/12
  - Testing company for chronic disorders
    - Invested alongside strong Southeast venture investor that had previously backed the management team in another transaction
    - Leading edge cost saving technology
    - Investment made before profitability and now is generating positive earnings
  - Investment in technology focused ophthalmology company
    - Leading life sciences co-investor from outside Florida
    - Leading edge technology that provides for safer and more precise procedures
  - Biotech company focused on molecular cancer
    - Leading life sciences co-investor from outside Florida
    - Company is developing leading edge science
    - Pre-revenue investment with multiple products in the FDA approval process