



The Leading Investor in Expanding Information Technology Companies

New Jersey

Since 1986, Edison has financed and guided growth companies throughout New Jersey. From our headquarters near Princeton, Edison has invested in many technology companies along the Route 1 corridor. Edison's professionals also support multiple investments in North Jersey, South Jersey and the Shore region.

Edison has invested in 40 New Jersey companies, which is 3X greater than any other private equity firm. More importantly, Edison has realized many successful exits that generated substantial proceeds for founders, management, key employees and investors. Dendrite, DSET, ECCS and Photon Technology accomplished IPOs. DPM, Incurrent, MDY, Princeton Financial, QSS and Taratec were acquired. Archive, Gain Capital, IPP, Systech, and Voxware have grown above \$15 million revenue.



COMPANY CHARACTERISTICS

- | | |
|--------------------------------|-------------------------|
| \$5-20M revenue | Niche market leader |
| Mid-Atlantic region | Premier customers |
| Information technology | Experienced management |
| 30+% growth rate | Domain expertise |
| Recurring revenue | Not capital intensive |
| Proprietary product or service | Scalable business model |

EDISON INVESTMENT PROFILE

- | | |
|-------------------------------|--------------------------|
| \$4-7M initial investment | Preferred & common stock |
| \$6-10M total investment | Flexible terms |
| Liquidity & expansion capital | Non-controlling interest |
| Founder & investor shares | Partial & full liquidity |

VALUE ADDED SERVICES

- | | |
|------------------------------|----------------------------|
| Follow-on financing | Management counsel |
| Attract lenders & investors | Recruiting assistance |
| Edison Director Network | Business planning |
| Sales & marketing consulting | Client referrals |
| Organizational development | Partner referrals |
| Due diligence | Service provider referrals |



Edison Venture Fund is actively investing.

We welcome investment referrals from intermediaries, investors, lenders and professional service providers.



www.edisonventure.com

New Jersey, HQ
1009 Lenox Drive, #4
Lawrenceville
NJ 08648
609.896.1900
609.896.0066 (fax)

Additional offices
located in:

**Massachusetts
New York
Virginia**