

## Introduction

This is the fourteenth edition of *The Directory of Venture Capital & Private Equity Firms, Domestic & International*, a comprehensive database of 2,211 of the most active venture capital and private equity firms operating today, domestically and internationally.

Each company profile includes contact information and specific industry data that creates a detailed picture of the firm and its investment parameters. Profiles include headquarter and other locations, industry group preferences, average investment, portfolio companies, investment criteria and long lists of key executives.

The research for this edition has been extraordinarily in-depth, resulting in the most current, comprehensive directory of its kind on the market today. The volatility of the industry is evidenced by both the contraction of number of firms and the changing list of team members. To this point, we moved a countless number of key executives, as we tracked them from one company to another. Our research also uncovered 148 firms that no longer exist or are not actively investing, which we deleted from this edition.

On the other hand, we added 100 new firms, 306 other locations, and 2,525 partners or managing directors, bringing the total number of key executives, with detailed backgrounds, to over 10,000. In addition, there are more than 15,000 portfolio companies and 230 industry preferences.

### **Praise for past editions:**

*“This yearly edition has been extensively updated and continues the high standards set by previous editions....There has been a great deal of volatility in the venture capital field, so it is important to have the latest edition to provide accurate information to your clients.”*

American Reference Books Annual

*“New start-up companies need timely information on venture capital opportunities. Grey House Publishing’s Directory of Venture Capital & Private Equity Firms greatly enhances the ability of a business reference collection to provide this information. The sheer size of the directory makes it a useful investment. The extensive indexing enhances the use of the work...”*

Journal of Business & Finance Librarianship

There is no question that venture capital spending is down. A number of recent reports from different sources confirm that venture capital firms invested less in 2009 than in any year since 1997. In the Silicon Valley alone, still considered the most active for innovative industry investing, the total venture capital investment in 2009 was just under \$7 billion, a far cry from the \$32.3 billion invested in 2000.

According to some industry analysts, however, this is not a bad thing. “[The] sharp decline is healthy,” according to a January 2010 article in the *New York Times*. The industry “must shrink its way back to life” says Paul Kedrosky, senior fellow at Ewing Marion Kauffman Foundation.

The evidence, so far, shows that they are right. According to the *National Venture Capital Association (NVCA)* the first quarter of 2010 is heads and shoulders above the same time last year. The total number of deals jumped from 64 to 111, and the average size of the deal went from \$44M to \$180M. Another big indicator is exit activity which, according to NVCA President Mark Heesen “has engendered cautious optimism within the venture industry.”

*Venture View 2010*, an annual survey by the NVCA, predicts that the most active sectors in 2010 will be Clean Technology, Internet, Media & Entertainment, and Software. As for Life Sciences, including Medical Devices and Biotechnology, survey predictions came back equally split between activity increasing, decreasing, and staying flat. Most agreed, however, that 2010 spending in both the Semiconductor and Wireless sectors will decrease from previous years.

*The Directory of Venture Capital & Private Equity Firms* offers a current, comprehensive look at this rebounding industry, with detailed venture capital company profiles that include, in addition to contact information, a mission statement, industry group preferences, portfolio companies, geographic preferences, average and minimum investments, and investment criteria. Each firm's partners are listed with extensive background information, such as education (degree and school), professional background (previous positions and companies) and directorships held. The specificity of both the firm and its partners add to the value of each firm's profile.

*The Directory of Venture Capital & Private Equity Firms* is organized into two major sections, Domestic and International, each alphabetical by company name. There are five valuable indexes:

**College/University Index** offers an alphabetical list of nearly 800 educational institutions worldwide – and the venture capital executives who attended them. Each listing includes the reference number of the affiliated VC firm of the executive listed.

**Executive Index** is an alphabetical list by last name of the more than 10,000 key partners and the listing number of their affiliated firm.

**Geographic Index** organizes all firms by state for domestic listings and by country for international listings.

**Industry Preference Index** alphabetically lists the more than 200 industry segments and the names of the firms that invest in them.

**Portfolio Companies Index** alphabetically lists the more than 15,000 companies that received venture capital from a listed firm, and is referenced to that listing.

For even easier access to information, *The Directory of Venture Capital & Private Equity Firms* is available in our new online database platform, <http://gold.greyhouse.com>. Subscribers will have immediate access to 2,211 Domestic and International Venture Capital and Private Equity Firms to:

- Find Firms that are specifically interested in their industry group. Whether agrifood or web infrastructure, this Online Database can be sorted into over 200 Industry Group categories.
- Search for Firms that match the investment level they need. From \$250,000 to \$50 Million, you'll be able to generate a list to match your requirements, within specific geographic areas.
- Find which Venture Capital Firms have funded specific Companies. Simply key in a Company to generate a list of Firms who funded them.

This online database platform offers a number of ways to search and sort data – Firm Name, Geographic Location, Geographic Preferences, Portfolio Companies, Industry Group Preferences, Average Investment, Fund Size, Investment Criteria, Managing Partners and much more. Visit [www.greyhouse.com](http://www.greyhouse.com) for a free search of this database and subscription details.

We are confident that this 2010 edition of *The Directory of Venture Capital & Private Equity Firms, Domestic & International* is our strongest edition to date, and offers a valuable resource for those needing to research the investment community. Users are encouraged to bring new, unlisted, or changed firms to our attention.

