

# KLEINER PERKINS CAUFIELD & BYERS

POWERPOINT TEMPLATE

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TITLE GOES HERE LOREM  
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Subtitle Goes Here

Presented by: **Ray Lane**  
OCTOBER 13, 2010

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## KPCB MISSION



### BE THE LEADING INVESTOR IN DIGITAL, LIFE SCIENCES AND GREENTECH COMPANIES AROUND THE WORLD

- » Strategy remains unchanged
  - Build companies (not just finance them)
  - Identify trends early
  - Invest in big ideas in under-served markets
  - Recruit the best teams
  - Accelerate success with KPCB network
  
- » But we have innovated
  - Three practice groups for better focus, deeper coverage, faster decisions
  - iFund and sFund sub-initiatives create momentum around new areas
  - Global presence to cover large growing markets in China and India

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GREEN  
TECH

# LIQUIDITY RESULTS AND CANDIDATES: OCTOBER 2010

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IX	IX/X	XI	XII	XIII
 The ultimate automotive marketplace.				 #1 in Textbook Rentals
				
				
	<b>CHINA</b>	<b>PBD</b>	<b>GGF</b>	
				
				
				

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LIFE  
SCIENCES



## SENIOR DIGITAL PARTNERS

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### STRONG COMBINATION OF OPERATIONAL AND INVESTING EXPERTISE

- DEPTH IN SOCIAL, ECOMMERCE, AND MOBILE
- DEVELOPING GOOD TRACK RECORDS, PORTFOLIOS WITH SIGNIFICANT REVENUE MOMENTUM
- PLAN TO ADD 2 MORE SENIOR DIGITAL PARTNERS



BING GORDON

- 2 years at KPCB
- Founder and Chief Creative Officer, EA
- Leads sFund, Focus on social and gaming
- Zynga (\$500M+), Zazzle (\$100M), ngmoco:, Lockerz



RANDY KOMISAR

- 5 years at KPCB
- Co-founded Claris, CEO Lucas Arts and Crystal Dynamics
- Focus on consumer services
- RPX (\$100M), Pinger (\$12M), Cooliris



AILEEN LEE

- 11 years at KPCB
- CEO RMG, Morgan Stanley M&A, Special Assistant to CEO of Gap
- Focus on ecommerce
- One Kings Lane (\$20M), RMG (\$11M), Shopkick

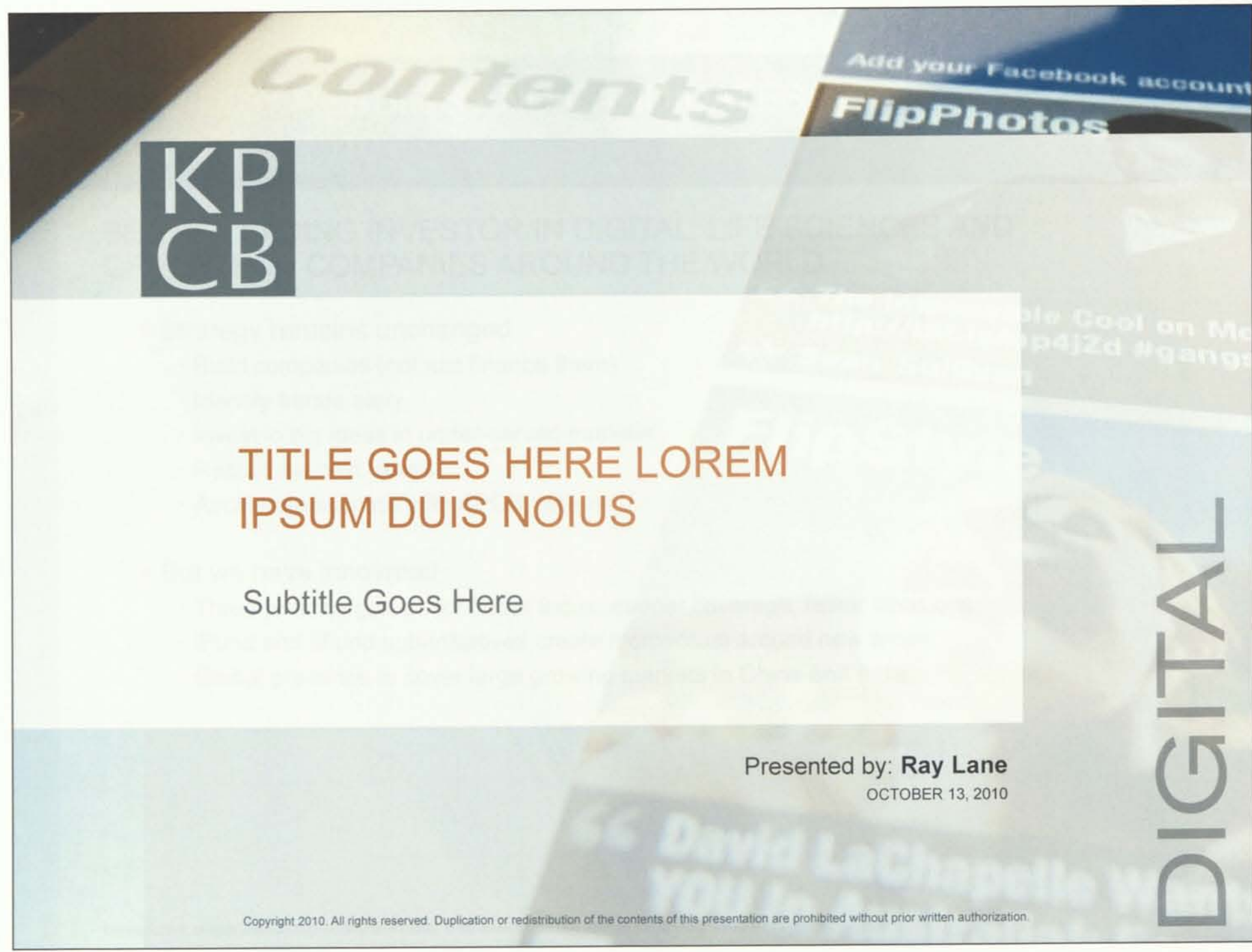


MATT MURPHY

- 11 years at KPCB
- Produce management and BD at Netboost and Sun
- Leads the iFund and cloud initiatives
- Returns: Ocarina = \$32M, Autonavi = \$35M
- Autonavi (\$100M), RGB (\$50M), Shazam (\$18M), Booyah

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DIGITAL

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## LIQUIDITY RESULTS AND CANDIDATES: OCTOBER 2010



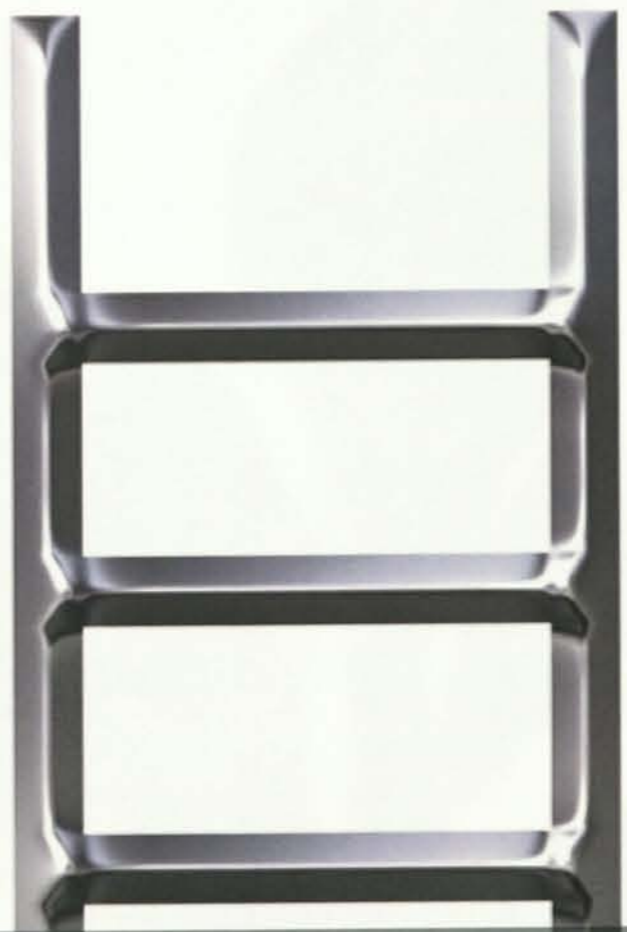
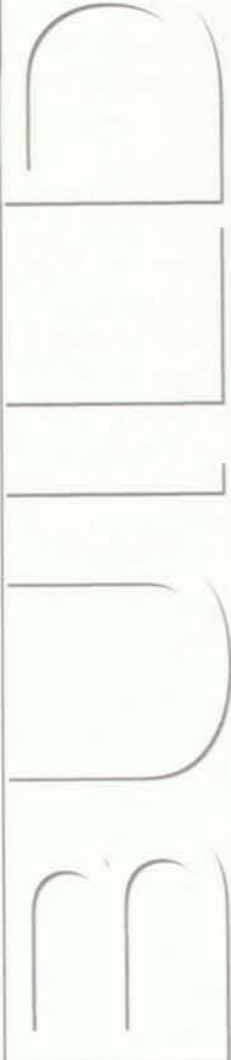
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MAIN TITLE SLIDE

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LIFE SCIENCE TITLE SLIDE

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# CLEAN

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DIGITAL TITLE SLIDE



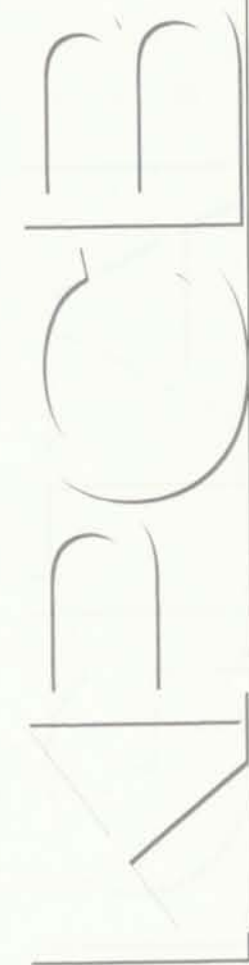
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**Strong combination of operational and investing expertise**

- Depth in social, ecommerce, and mobile
- Developing good track records, portfolios with significant revenue momentum
- Plan to add 2 more senior Digital partners



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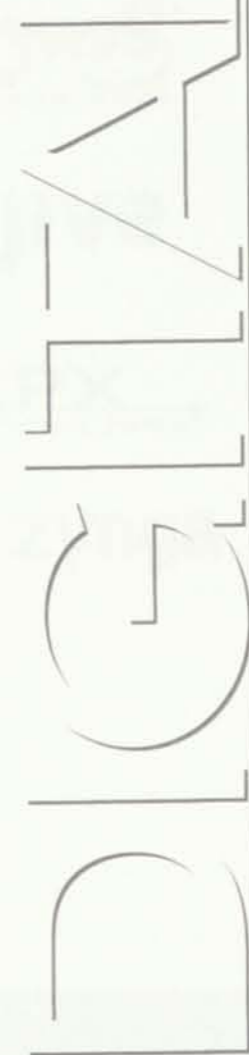
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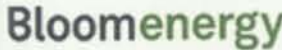















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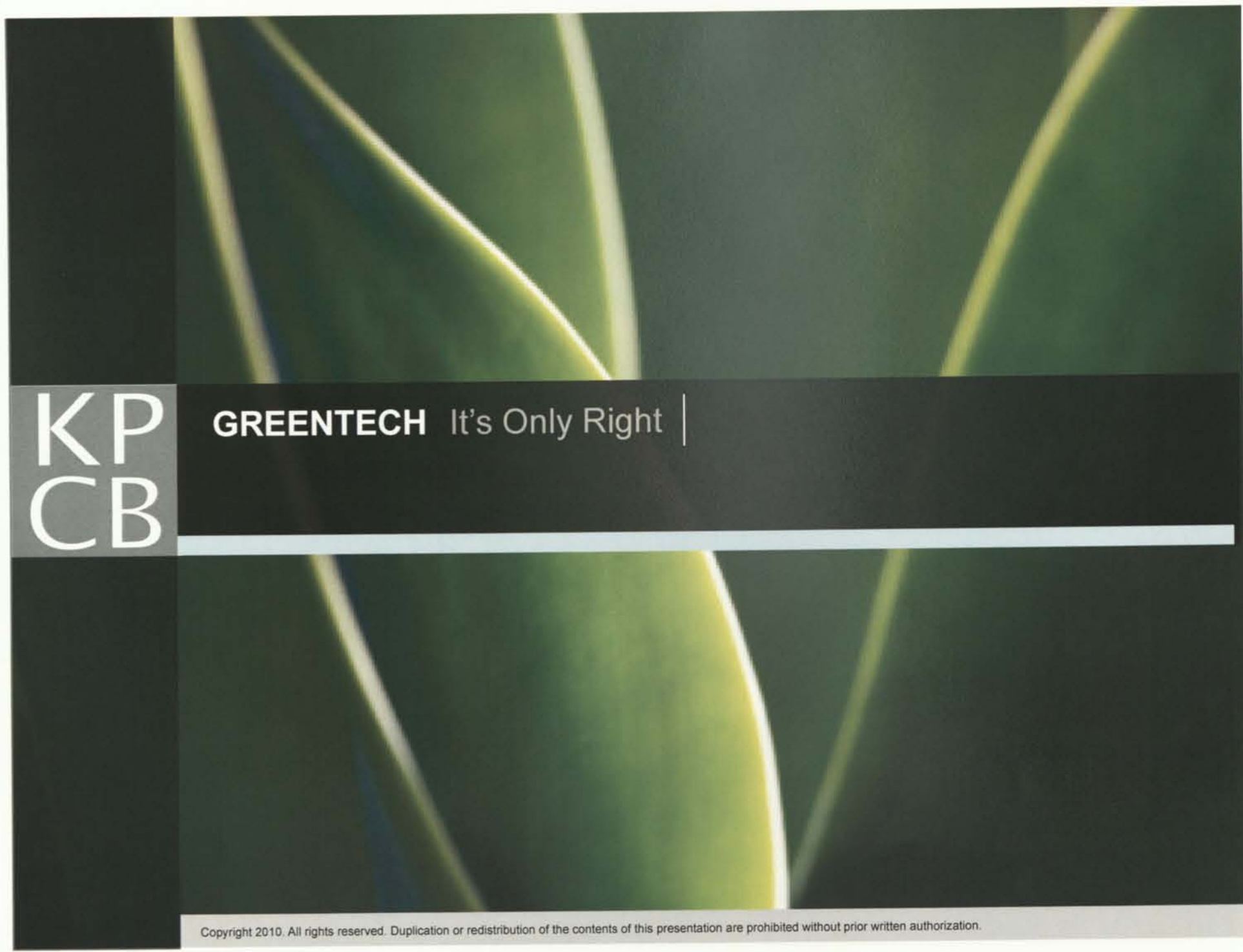
# IN SEARCH OF THE NEXT BIG IDEA |

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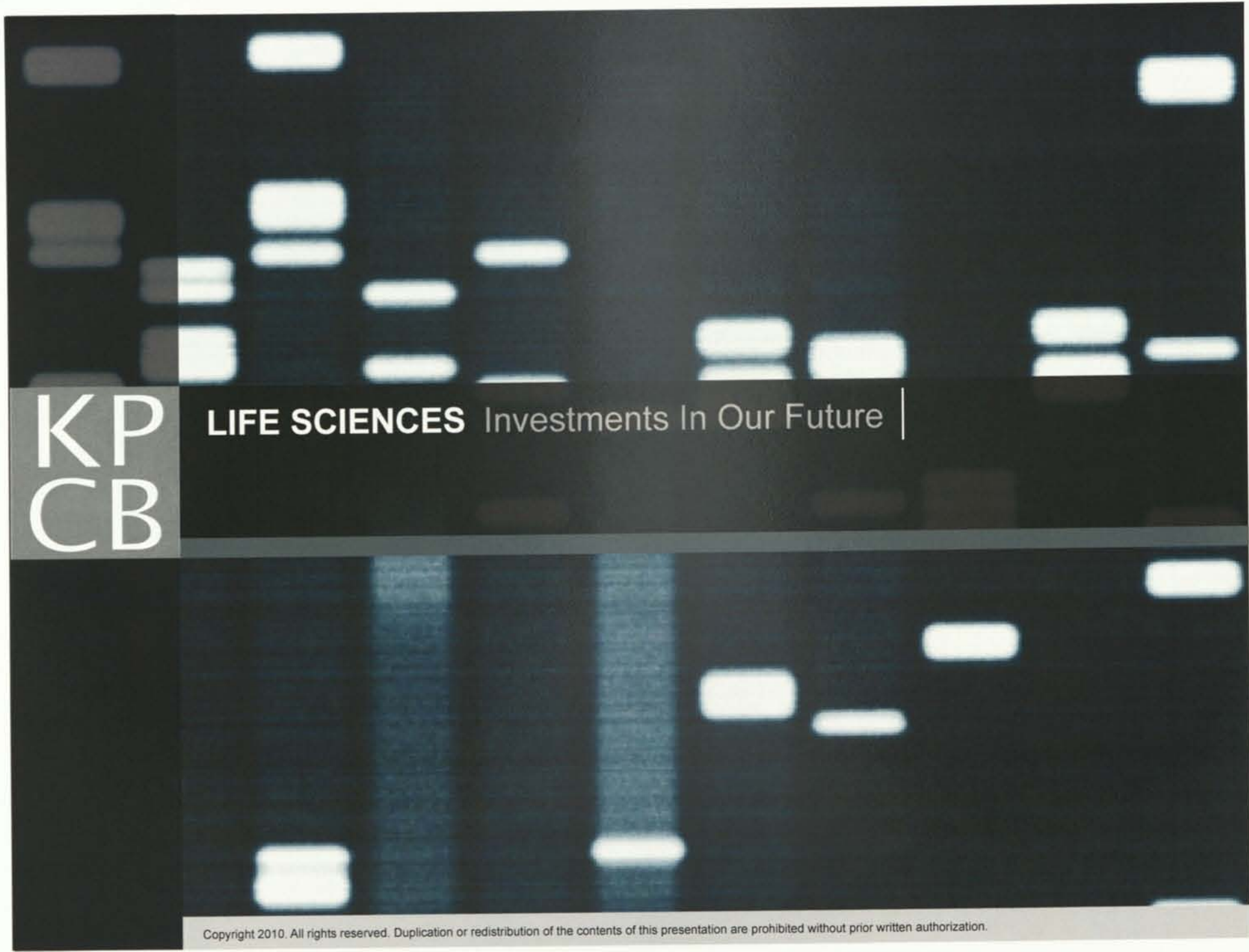
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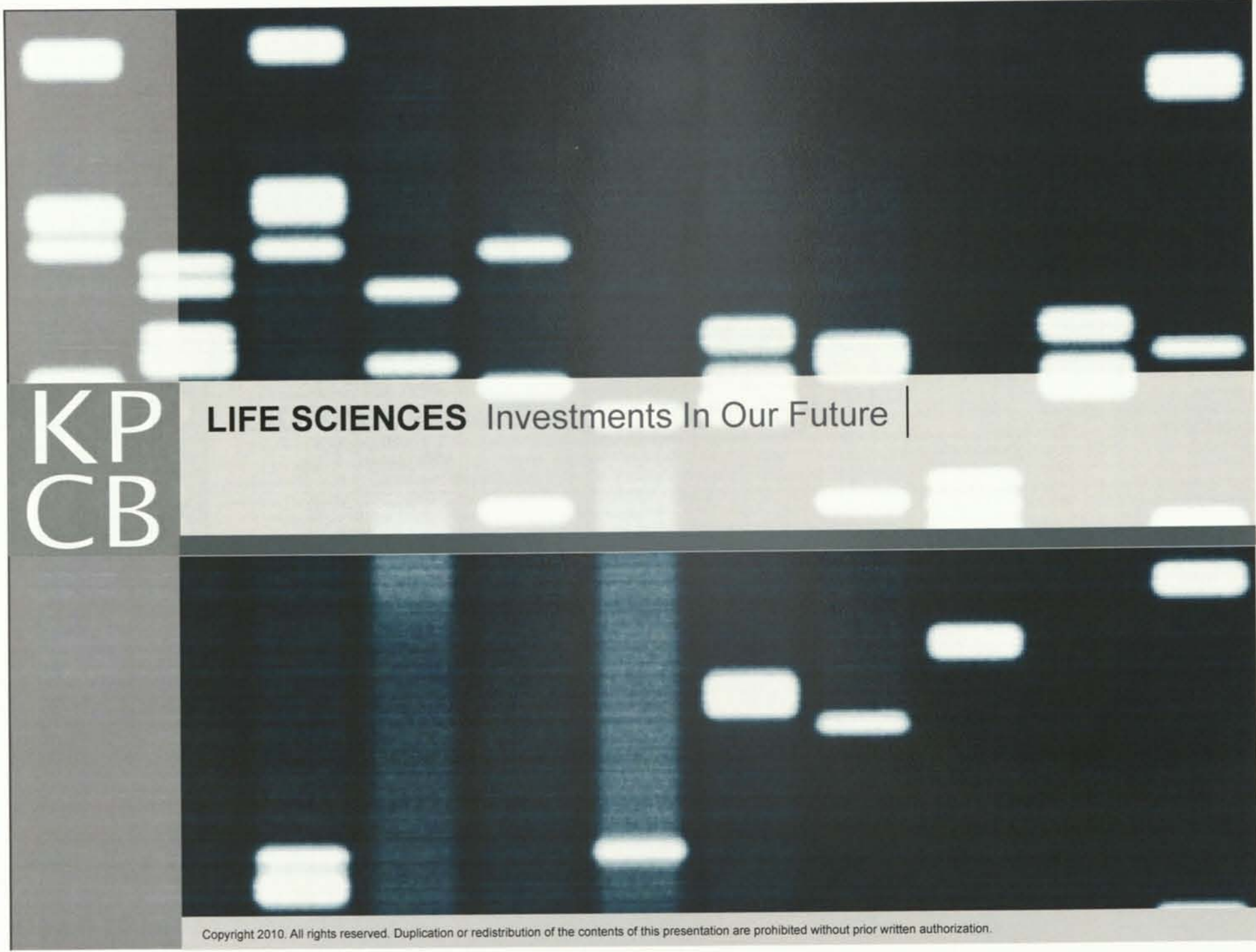
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FOOD FOR THOUGHT

# CURRENT SITE:

The screenshot shows the KPCB website homepage. At the top left is the KPCB logo. To its right are navigation links for USA and CHINA, and a main menu with links for TEAM, PORTFOLIO, INITIATIVES, NEWS, OFFICES, and ABOUT US. Further right are links for CAREERS and SITEMAP. The main content area features the headline "IN SEARCH OF THE NEXT BIG IDEA" with "BIG IDEA" in a larger, orange font. Below this is a search bar with a "GO" button. A carousel of company logos is shown, including (3VR) Security, Bloomenergy, and ArcSight. A quote from K.R. Sridhar, Founder & CEO, is displayed below the carousel. At the bottom, there is a news snippet about KPCB's partnership with Gore, accompanied by a globe icon. The footer contains the copyright notice: "Copyright © 2010 by Kleiner Perkins Caufield & Byers. All rights reserved."

**KPCB**

USA CHINA

TEAM | PORTFOLIO | INITIATIVES | NEWS | OFFICES | ABOUT US CAREERS | SITEMAP


**IN SEARCH OF THE NEXT BIG IDEA**

GO

(3VR) Security Bloomenergy ArcSight

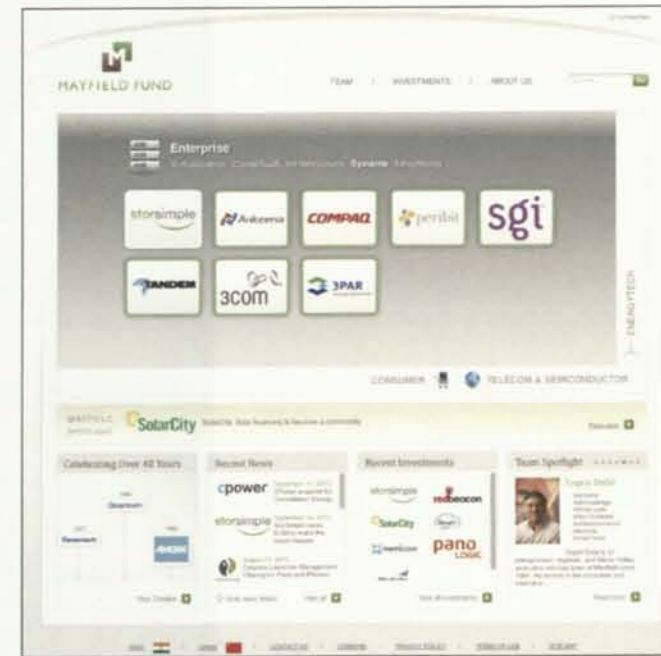
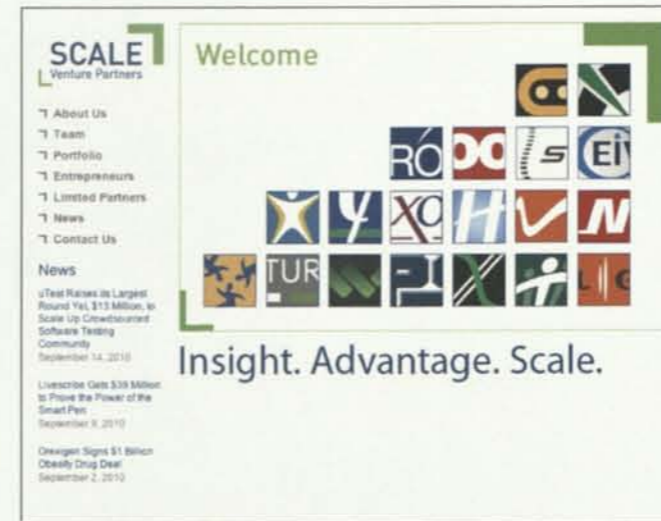
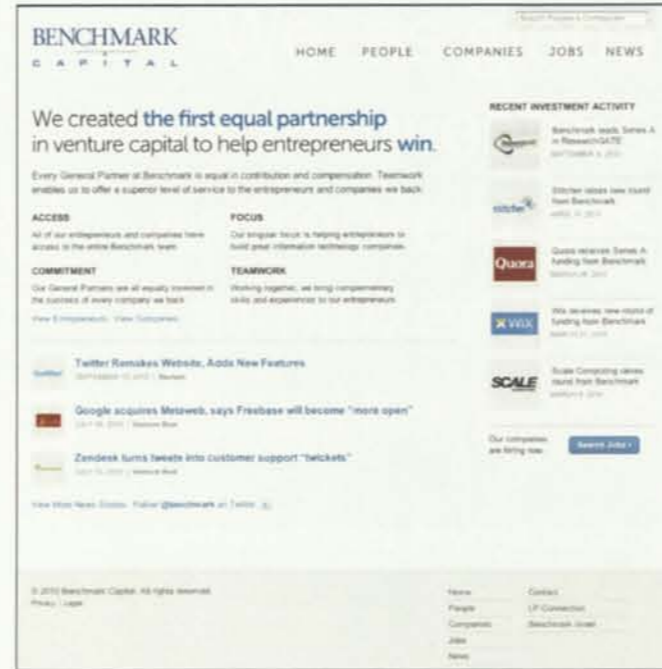
"KPCB recognized the potential for greentech years before it became mainstream. They saw the opportunity presented by the impending energy and environmental crisis and had the vision and patience to invest in Bloom Energy for the long term. KPCB understand what it takes to cultivate the companies that change the world. They live by their mantra of success AND significance."

-K.R. Sridhar, Founder & CEO

 KPCB is actively working with entrepreneurs to solve our climate crisis. To accelerate our solutions, **AI Gore** has joined KPCB as a Partner, and KPCB has formed an alliance with Gore's **Generation Investment Management**. The combined network, expertise, vision and global reach of Gore, Generation and KPCB will help our entrepreneurs change the world. [Read More »](#)

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# OTHER VENTURE SITES:





We, as global investors, entrepreneurs, and citizens are impacting the world.

Our investment goes beyond funding.

KOTAK | Solar Village Energy Solution - Danapur, Bihar



Funding Companies that Impact the World. AI Gore, Greentech Partner



Make Innovation Count iFund Doubles to \$200 Million Keith Lee, CEO, Booyah

Latest News

Life Sciences Expert Isaac Ciechanover, M.D., Joins Kleiner Perkins Caufield & Byers as Partner July 20, 2010

Kleiner Perkins Caufield & Byers Doubles iFund to \$200 Million March 31, 2010

Cooliris Delivers Media Browsing and Sharing Breakthroughs for Nexus One Smartphone January 5, 2010

Greentech

Digital

Life Sciences



USA
CHINA
team | portfolio | initiatives | news | offices | about us
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As investors,  
entrepreneurs and  
individuals we share  
a responsibility.  
**Innovate. Develop.  
Execute.**

Share your vision. >>

[HARA SOFTWARE | Reporting Efficiencies and Reduce Environmental Impact – Australia](#)

Funding Companies that  
Impact the World.  
Al Gore, Greentech Partner

**Latest News**

Life Sciences Expert Isaac Ciechanover, M.D., Joins Kleiner Perkins Caufield & Byers as Partner **July 20, 2010**

Kleiner Perkins Caufield & Byers Doubles iFund to \$200 Million **March 31, 2010**

Cooliris Delivers Media Browsing and Sharing Breakthroughs for Nexus One Smartphone **January 5, 2010**

Greentech
Digital
Life Sciences

Make Innovation Count  
iFund Doubles to \$200 Million  
Keith Lee, CEO, Booyah



Where do you think we as a country should be investing to make the broadest, deepest and most significant global impact?  
**Join the conversation.**

- Biofuel
- Green Energy
- Communications Infrastructure
- Healthcare
- Education
- Information Technology
- Environmental Research
- Other
- Food/Agriculture Development

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Post your comment

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Posted on 7/2/2010 11:04 AM

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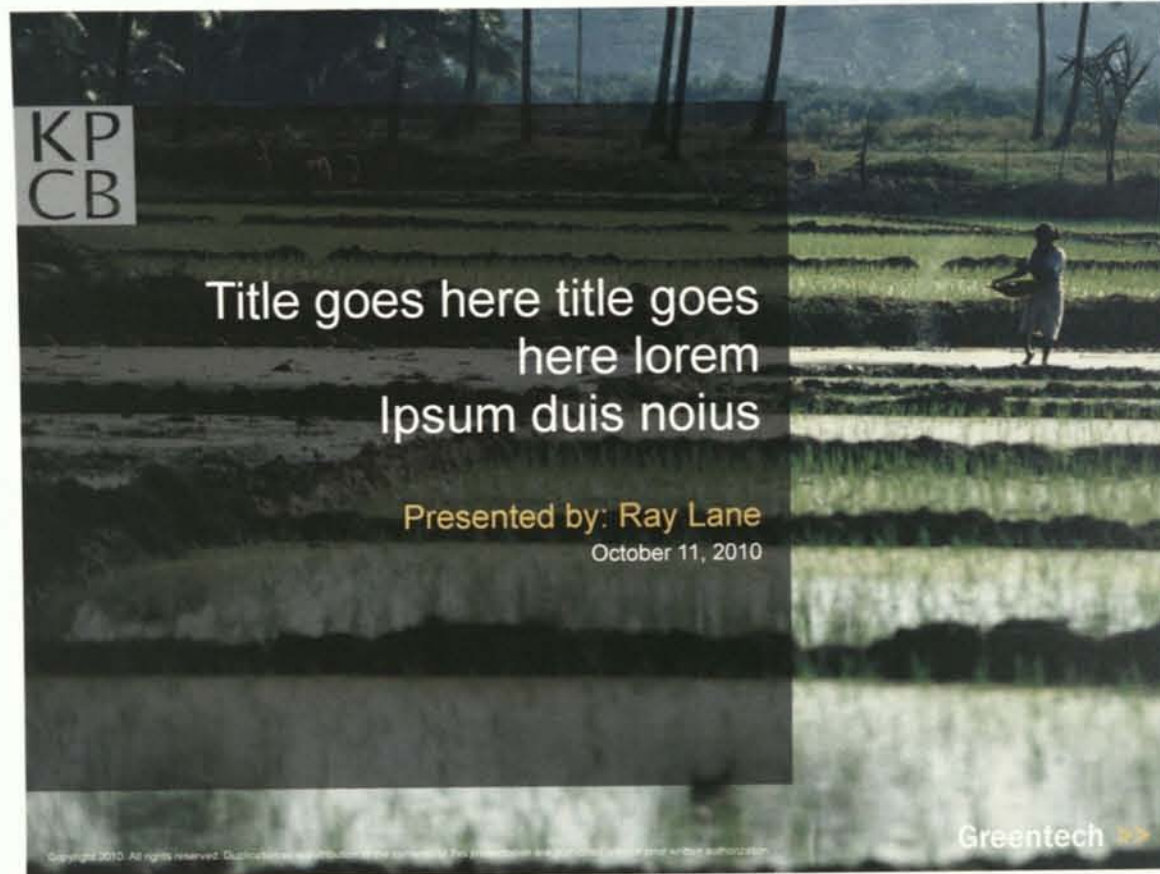
Mindy L. »

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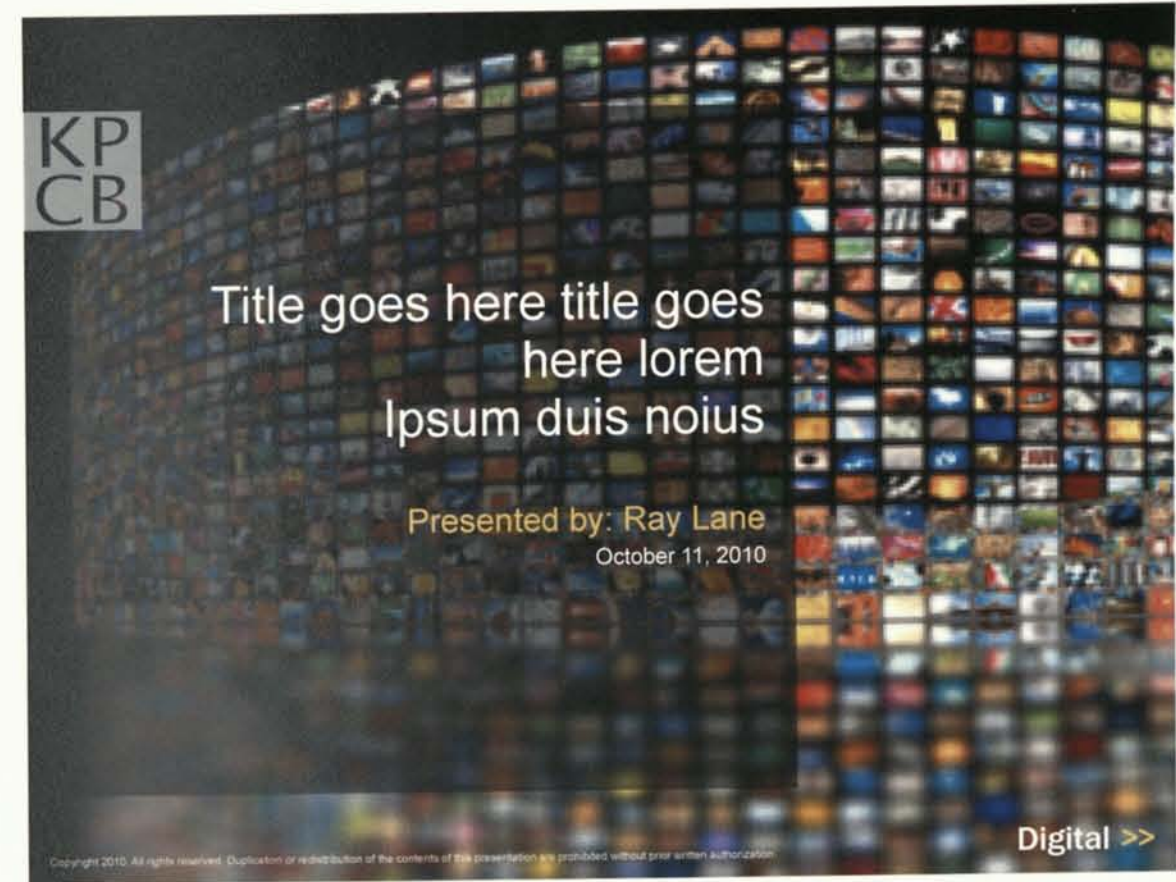
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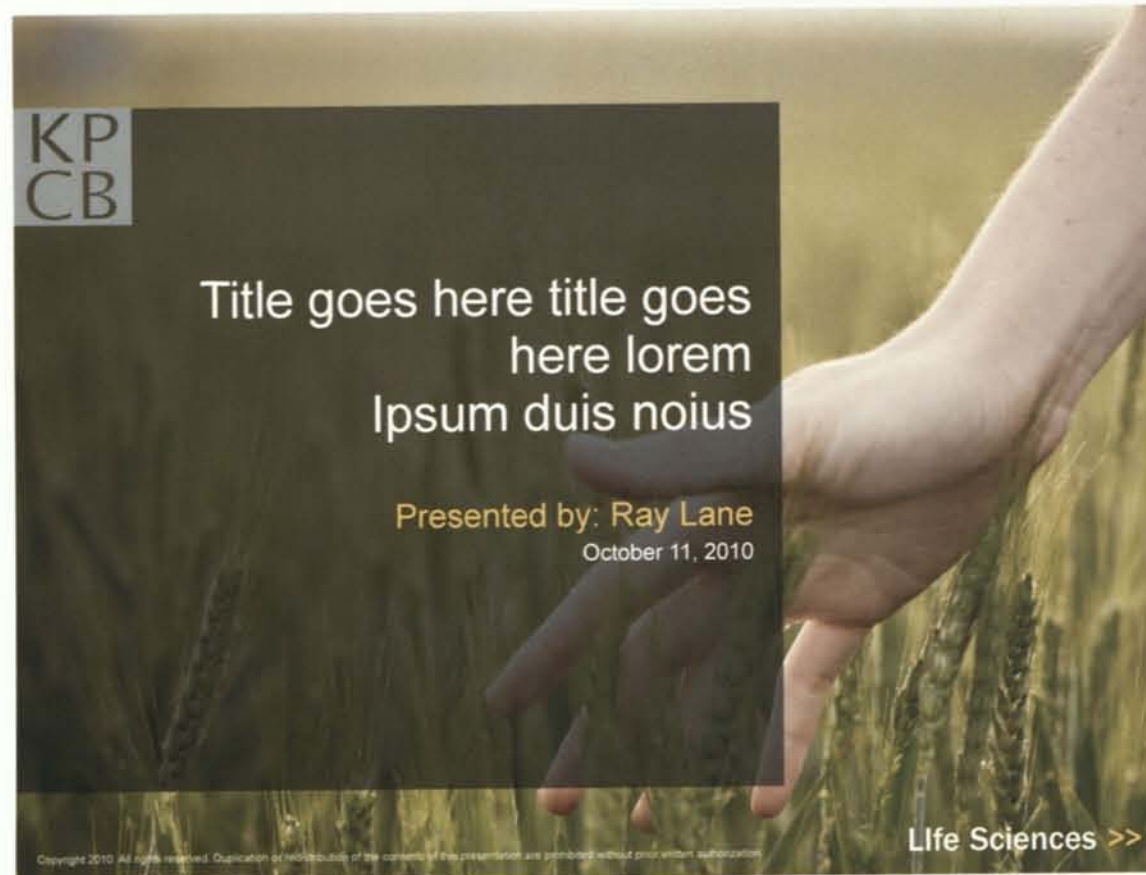
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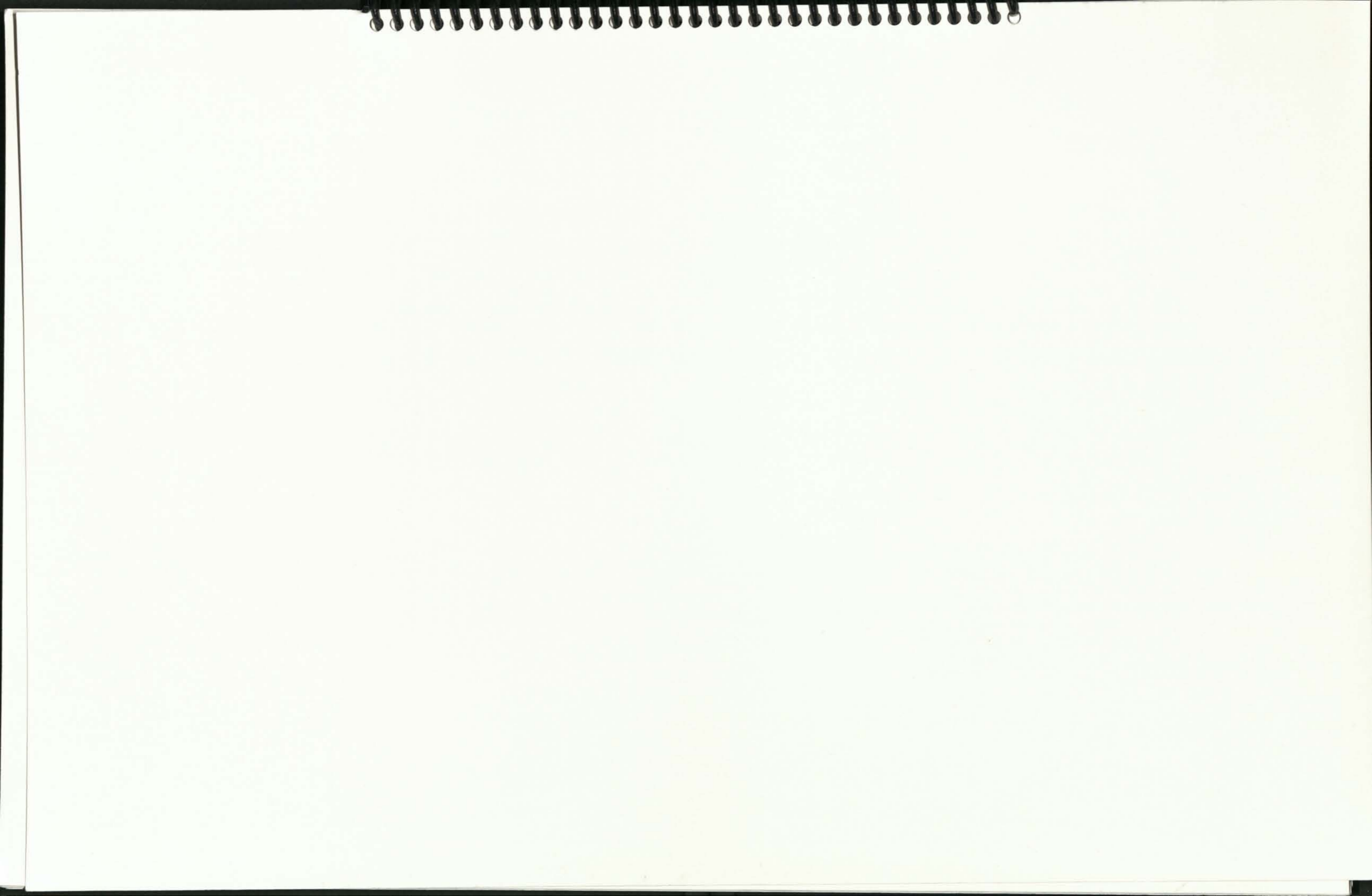
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