



News Release

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Focus Ventures Closes Oversubscribed Third Fund at \$250m

Focus Ventures, LP - Silicon Valley's leading late stage investor in information technology - has announced the close of its third fund at its hard cap of \$250m, having received significant interest in excess of this amount.

“We made a conscious decision to have a smaller third fund and instituted a hard-cap on the cover size, reflecting our discipline on valuation and our strategy of only investing in the best expansion-stage companies in partnership with the leading VCs here in the Valley. Nevertheless, we were pleased by the strong level of support from investors - both existing and new - which we feel validates our model and demonstrates confidence in our strategy”, said Kevin McQuillan, General Partner at the firm.

Focus invests in privately-held communications, semiconductor, software and internet sectors that have completed initial product development and have tangible revenues. Previously backed by top-tier venture capital firms, these companies demonstrate proprietary technology, strong management teams and market acceptance of their product or services, and are seeking the additional capital to further expand their sales and marketing efforts.

MVision Private Equity Advisers, with offices in New York and London acted as placement agent to the fund in Europe. “They played a key role in expanding our roster of institutional investors, most importantly in fully internationalizing our Limited Partner base” said McQuillan.

Founded in 1998, Focus Ventures is run by general partners Steven Bird, Kevin McQuillan, James Boettcher and George Bischof. Members of the Focus team currently manage \$825 million and have invested in 89 companies since the firm’s inception.