



Frequently Asked Questions

1. How many previous funds has Pond raised prior to the current?
 - Pond is now investing its third fund.
2. What differentiates Pond from other early-stage VCs?
 - We are one team based on both sides of the Pond. Our San Jose partners are as focused as our European-based partners on building startups originating in Europe to global success.
3. What is Pond's European and Worldwide reach?
 - Pond's network extends to hundreds of CEOs and other senior contacts in global corporations headquartered in the US, Europe, Japan, China, and throughout Asia. These offer great inroads for potential customer and strategic partner discussions, as well as potential sources of management talent. Pond is very well acquainted with several generations of successful US and European entrepreneurs, many of whom serve as advisors to Pond and form a pool of potential executive and Board level recruits for portfolio companies.
4. Does Pond invest only in European startups?
 - Europe is our focus, though we do occasionally invest outside where an opportunity comes to us by close referral.

5. What is the typical amount of a seed investment by Pond?
 - Between \$500K to \$2M.
6. What is the typical amount of Series A investments?
 - Between \$3M – \$5M
7. Does Pond only participate in early-stage rounds or does it also invest in Series B+?
 - We prefer to be the first institutional investor, sometimes along with a co-lead. We lead or co-lead our initial investments. We feel later rounds do not necessarily allow us to add the kind of operating experience so essential in an early-stage venture.
8. What are the main high-tech industries Pond invests in?
 - Silicon, software, and systems – generally under the IT and communications umbrella. However, if you think we can add value - talk to us, as we are not afraid to evaluate new opportunities.
9. Is the fund considering diversification into areas such as Life Sciences, etc. beyond high-tech?
 - We continue to investigate areas adjacent to our skills, so for example we have looked at medical device, battery, and solar companies. However, pure life sciences opportunities such as genetic engineering and drug discovery are too far outside our focus for us to add value.
10. What is the company's typical annual dealflow?
 - We see many hundreds of investment opportunities each year, including most of the companies which have been funded in Europe since 2000.
11. How aggressively is Pond seeking new dealflow in 2007/2008?
 - We love to see new opportunities in our target areas. So please send us your plan. We do not like to waste entrepreneurs' valuable time, so we promise decisive feedback in a reasonable time frame.

12. Is Pond looking to raise a new fund – if so, what is the target amount to be raised?

- We are still actively investing our current fund – as such, we envisage beginning discussions on Pond IV later in 2008 with a target size of approximately \$250m.

13. What are the typical types of investors in the current Pond fund?

- Pond's investors are mainly blue-chip institutions from Europe and the US.

14. What is the ideal profile of a company seeking to partner with Pond?

- An early-stage, driven team with a vision to change the world. Seed stage deals don't require a business plan, but we back development, not research. As such, companies need to have a clear schedule to a real product which solves an urgent market need.

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