

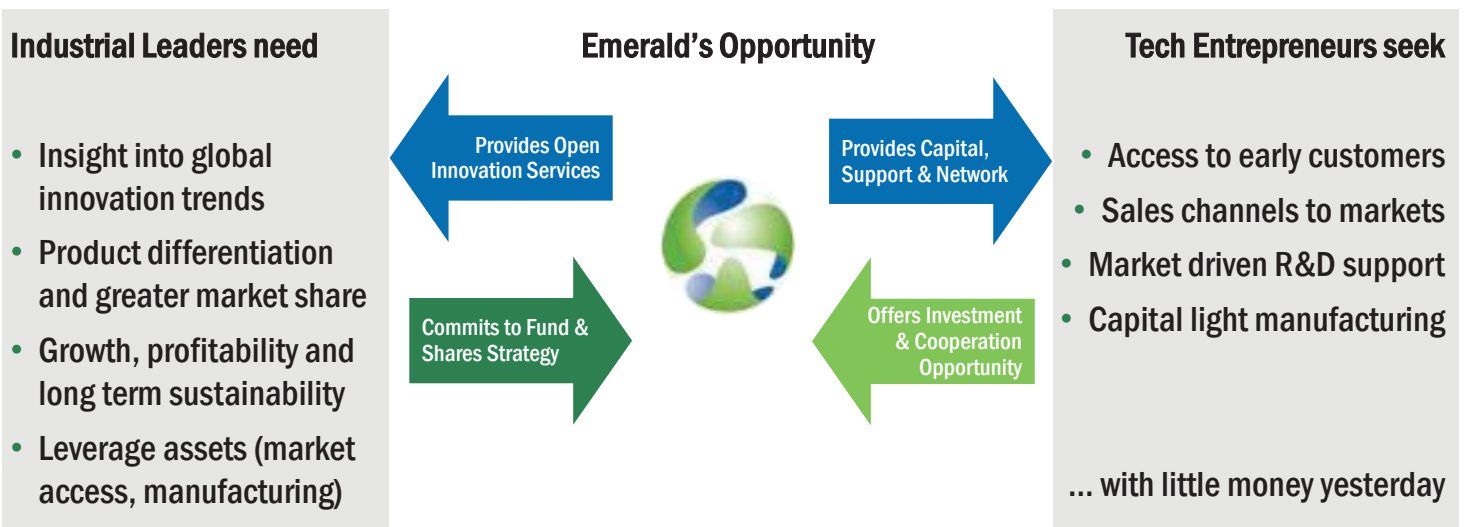


Emerald Technology Ventures

Connecting capital with industrial innovation

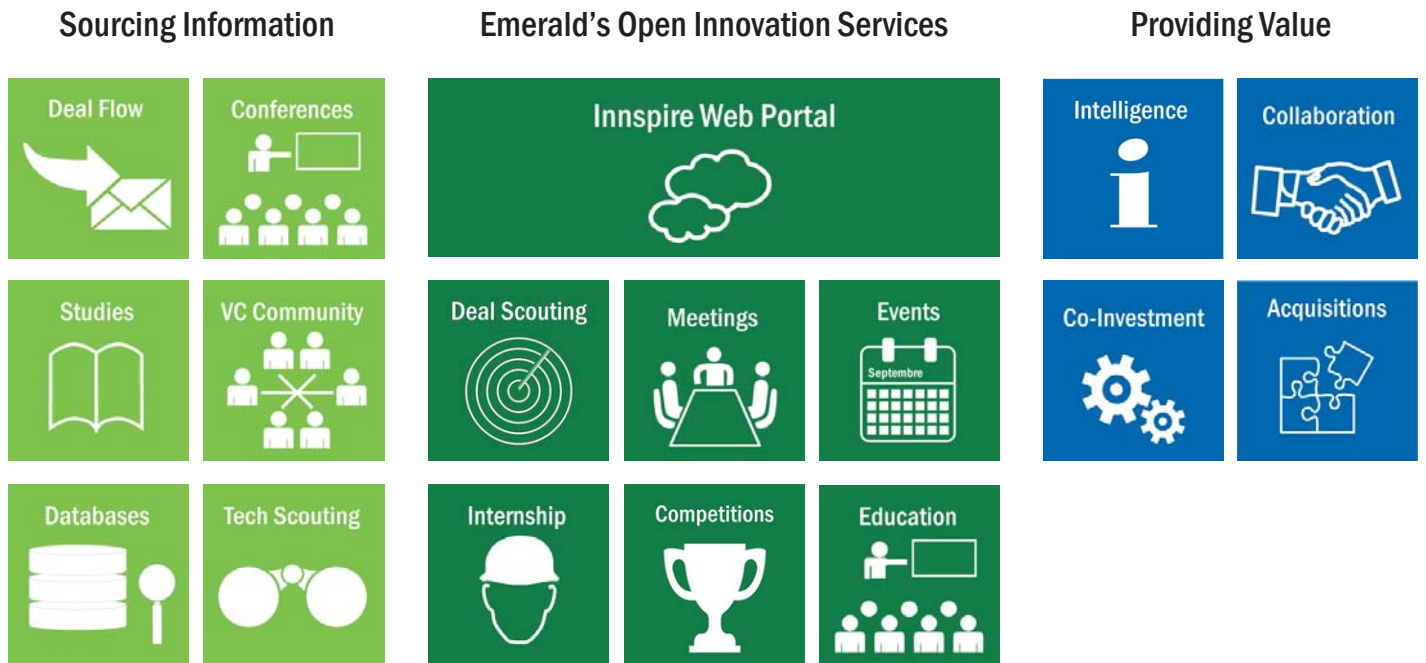
The Innovation Opportunity for Corporates

Emerald matches the innovation needs of corporations with commercialization needs of start-ups



Enabling Corporates to Capture the Innovation Opportunity

Emerald's framework to deliver strategic value



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In a Structure Tailored to Corporate Investors

Emerald's award-winning evergreen structure

1. They make fund investments according to their timeline
 - ▶ Admission to the fund at any point in time
2. They want at least medium to longer term stability in their partnerships – even with VCs
 - ▶ Ability to terminate individual investment period any time after 5 years
3. They are not set up to deal with fund investment process
 - ▶ No need for additional commitment or approvals to secure services in the long-term
4. It takes years for them to convert opportunities into tangible results
 - ▶ Long term relationship leverages learning curve and allows them to harvest opportunities
5. Industrial technology sectors can have longer technology adoption and sales cycles
 - ▶ An evergreen fund allows for the opportunity to do more within industrial sectors



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