

PACT



Philadelphia Alliance
for Capital and Technologies

www.philadelphiapact.com

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An Overview of the Funders of Innovation: VCs and Angels and ?

PACT Founding Supporters

- Actua
- AMETEK
- Ben Franklin Technology Partners
- Bentley Systems
- Comcast Business
- Cozen O'Connor
- Duane Morris
- EY
- Evolve IP
- Fairmount Partners
- Fox Rothschild
- Grant Thornton
- GPCC
- Independence Blue Cross
- KPMG
- LiquidHub
- Morgan Lewis
- NewSpring Capital
- Osage Partners
- Pepper Hamilton
- Pfizer
- Quaker Partners
- RSM
- Safeguard Scientifics
- SAP
- University City Science Center
- University of Pennsylvania
- Vanguard

Executive Committee

- **Jonathan Brassington**
LiquidHub, Chairman of the Board, PACT
- **Dean Miller**
Novitas Capital, President and CEO, PACT
- **Michael Harrington**
Fox Rothschild LLP
- **Frank Hermance**
Chairman and CEO, AMETEK
- **AJ Jordan**
Partner, EY
- **Marc Lederman**
NewSpring Capital
- **Charles Robins**
Fairmount Partners

PACT Team

- Dean Miller
President and CEO
- Dianne Strunk
Vice President, Business Development
- Jennifer Cohen
Director, Mentorship Program
- Cheryl Jarvis-Johnson
Director, IMPACT Capital Conference
- Danielle Pinto
Director, Events
- Kim Tuski
Director, Membership
- Amanda Nardi
Marketing and Program Specialist



Mission and Vision



our vision

To be the go-to resource for fast growing companies, and a driver of entrepreneurship and innovation in the Philadelphia region

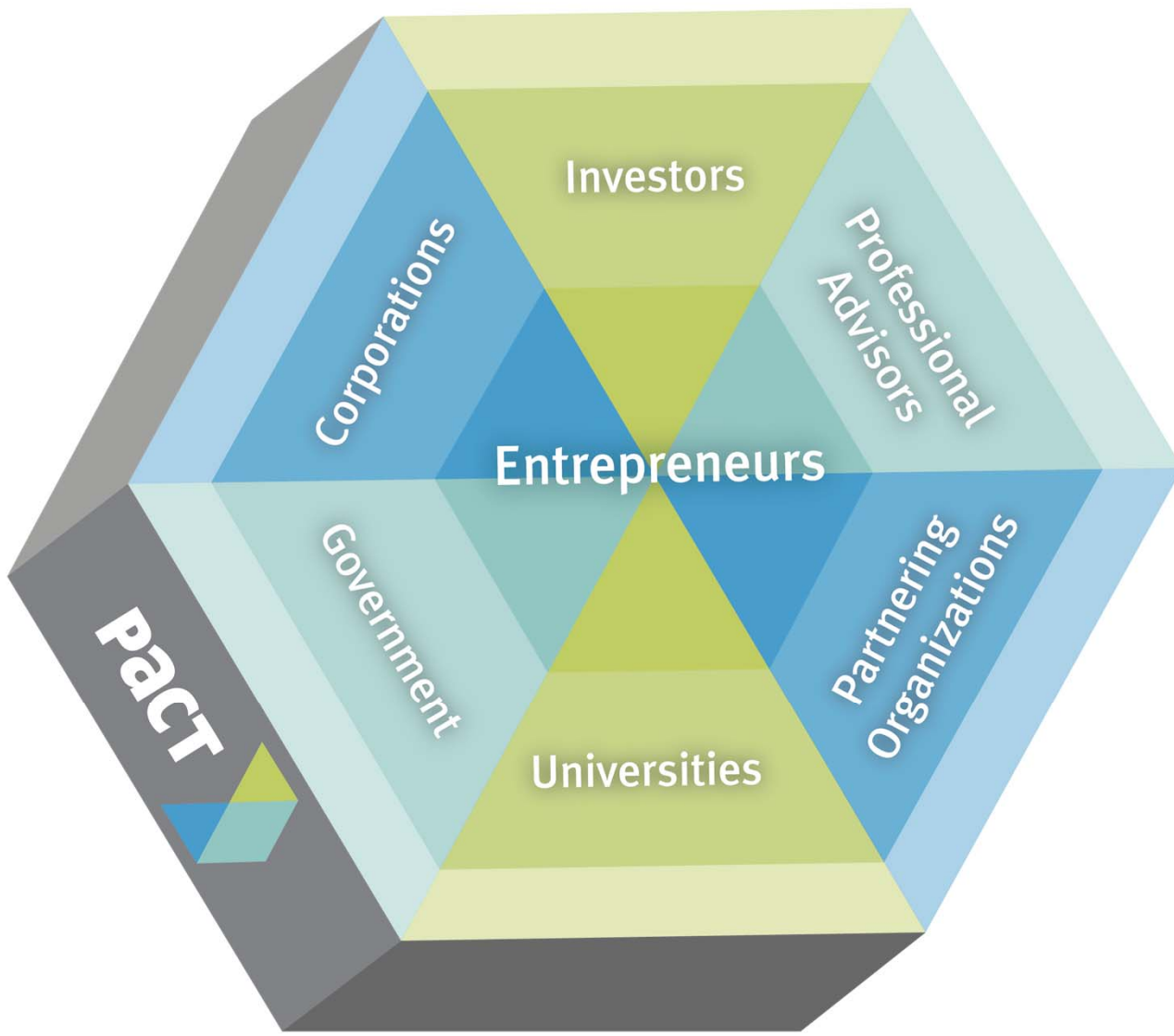


our mission

To provide our members with valuable content and connections to capital, coaching, and customers that will accelerate their growth and success, and to collaborate with other organizations to drive innovation and entrepreneurship in the region

PACT Constituents

- Entrepreneurs (tech and healthcare)
- Enterprises
- Venture capitalists
- Angel investors
- Universities
- Professional advisors
- Government
- Partnering organizations
- Media



Key Objectives

PACT's programs and events focus on the 3C's in order to deeply engage members through connections and content

- **Customers**

- To help forge business partnerships
- To introduce new potential customers
- To engage enterprises and facilitate more formal mentoring

- **Capital**

- To increase access to capital – both from within and outside of the region
- To facilitate growth in angel investing
- To track results for the region relative to the U.S.

- **Coaching**

- To develop the next generation of entrepreneurial leaders
- To foster the deep engagement of expert coaches in the growth of the community
- To link proven success with high opportunity potential

Signature Events

Enterprise Awards

May 12, 2016

**PACT Foundation
Breakfast**

January 20, 2016

**IMPACT 2015
Capital Conference**
November 3 & 4, 2015

Phorum
April 14, 2016

Core Programing

Digital Health Series

Cybersecurity Series

General Session Events

Industry Technology Events

Investor-Only Series

MedTech Events

Membership Events

SaaS Roundtables

**Technology Executive
Roundtable**

Get Involved

Membership

Required for
Involvement

Sponsorship

Brand and Grow
Business by Hosting
Events

Committees

Help Plan an Event

Board Participation

Seeking Entrepreneurs

Join PACT to Give Back

- **PACT Foundation**
 - Supporting women-led entrepreneurship/investment, STEM Education
- **Advancing the Region**
 - Fostering and Retaining Talent
 - Encouraging Entrepreneurship
- **Growing Capital in the Region**
 - InnovatePA - \$100M
 - StartUP PHL - \$3.5M
- **PACT Initiatives**
 - Benchmarking Studies
 - Regional Reports

Economic Impact of Venture Capital

- Each \$1 VCs invested in 1970-2005 = \$8.47 in US Revenue
- Venture Capital has produced 11.87 million US jobs = 11.1% of Private Sector
- Venture Backed Companies had sales of over \$3.0 trillion = 21% of GDP
- By sector, percentage of companies receiving venture capital =
 - Software – 89.7%
 - Biotech – 74.5%
 - Semiconductors/electronics – 72.5%
 - Computer & Peripherals – 54.3%

NVCA MSA Data

Philadelphia VC Investment					
National Ranking by MSA					
PHL MSA Population Rank - #7; GDP - #8					
Year	Rank	\$ Invested	# of Deals		
		in millions			
2014	17	424	100		
2013	16	301	110		
2012	14	339	100		
2011	16	325	100		
2010	16	312	103		
2009	12	312	73		
2008	12	582	94		
2007	10	749	98		
2006	11	689	88		
2005	14	376	64		
2004	10	541	75		

Late 1990's

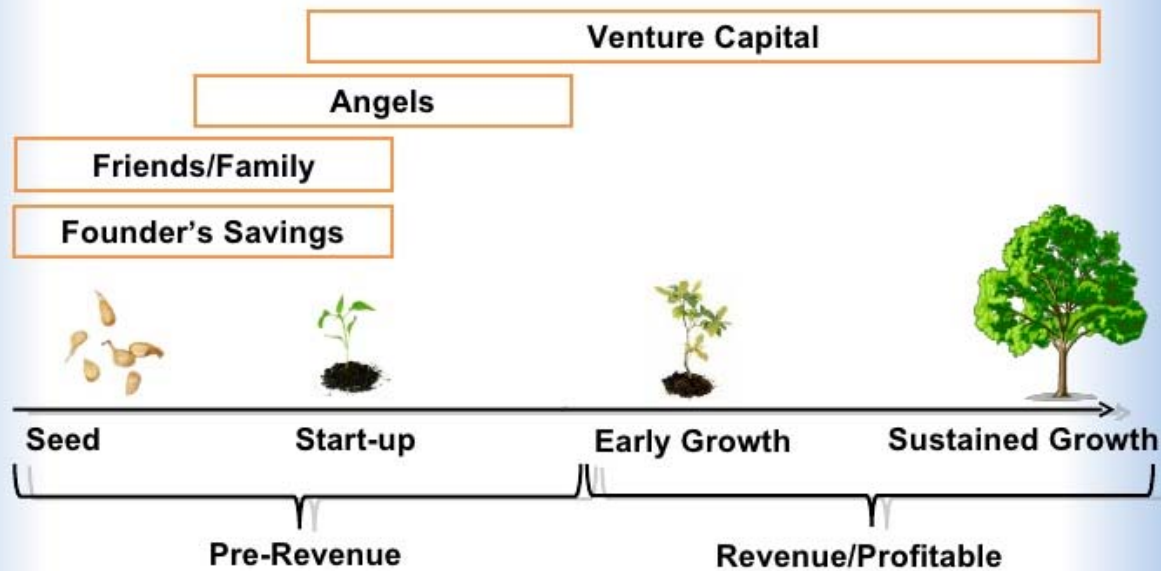
Early
2000's

Today?

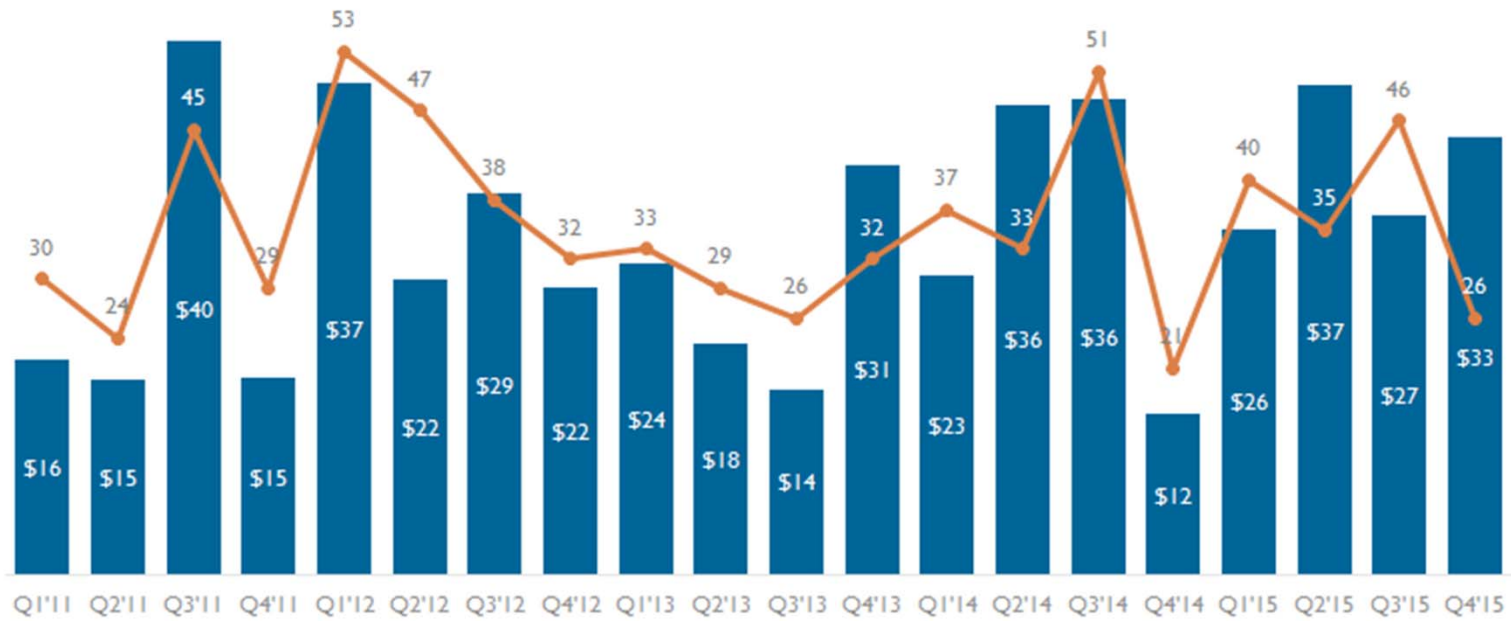


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Sources of funds over lifecycle



Healthcare Seed Investment Activity Q1'11 - Q4'15



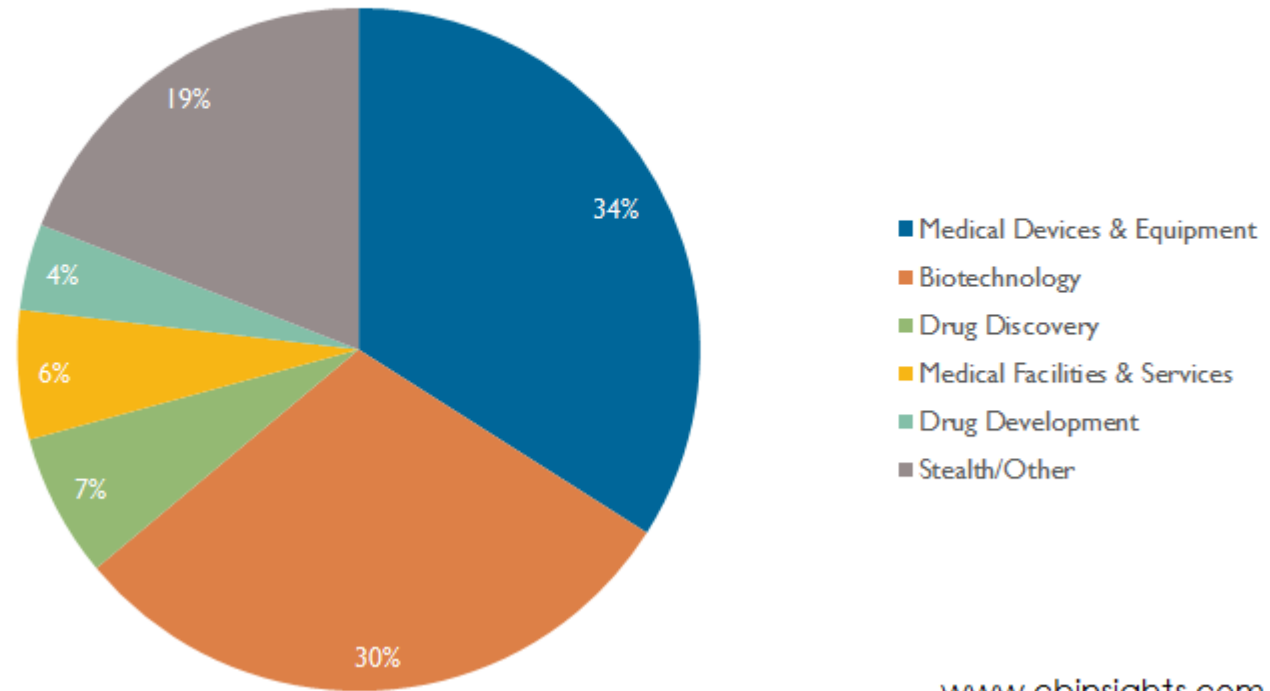
■ Dollars (\$M) — Deals

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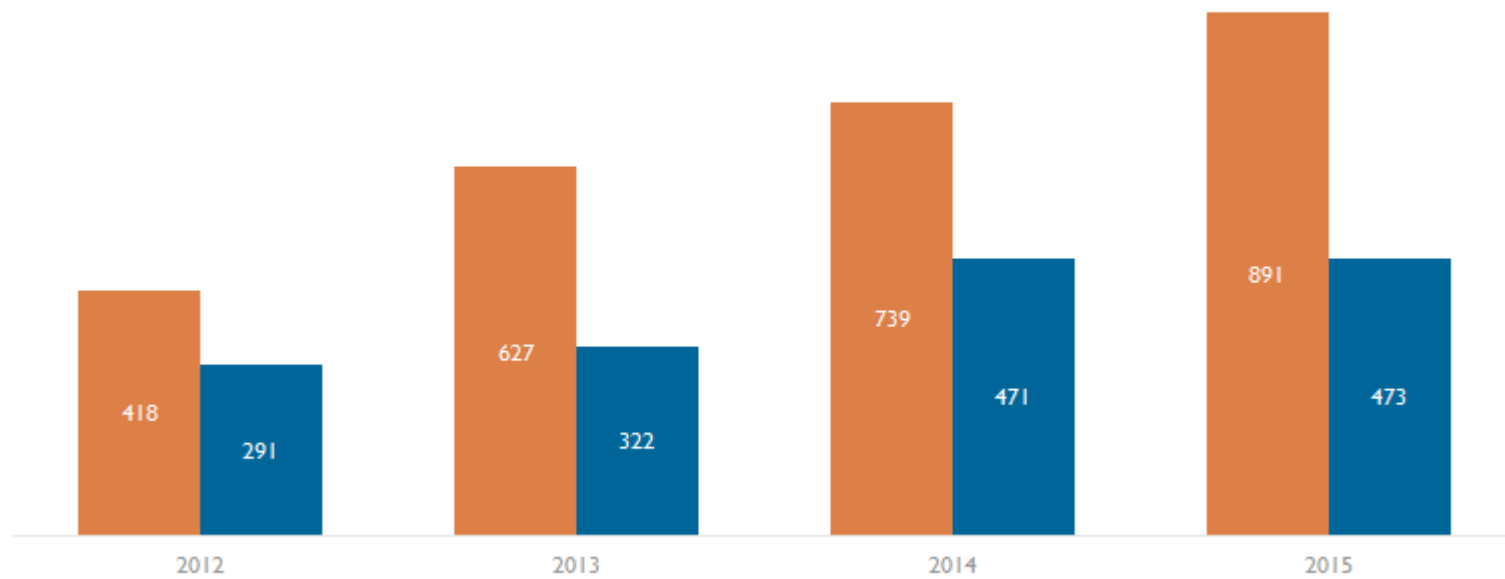
Healthcare Seed Activity Deal Share by Industry

As % of Deals, 2015



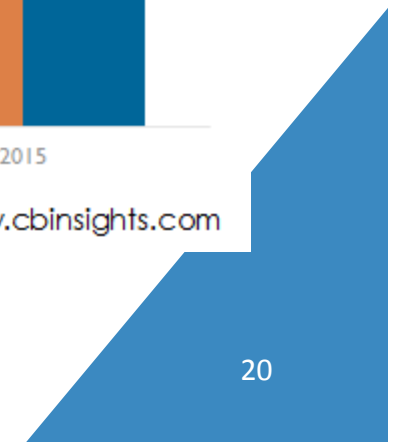
Biotech vs. Digital Health Investment Activity

Deals, 2012 - 2015



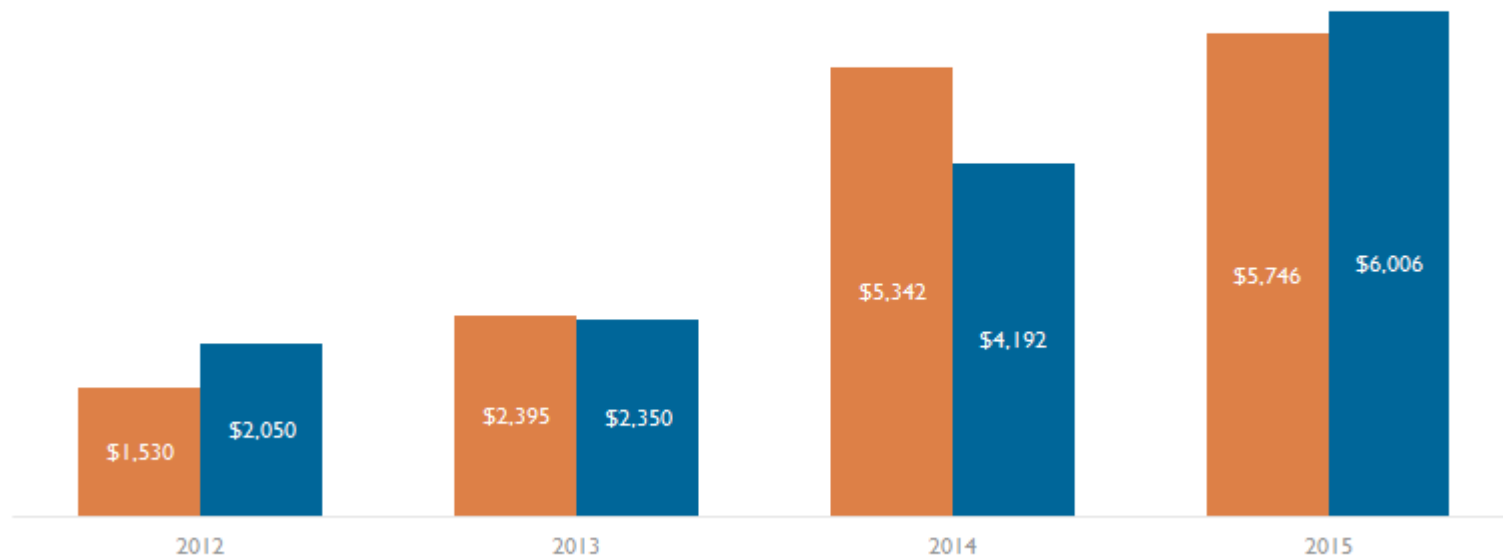
■ Digital Health ■ Biotech

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Biotech vs. Digital Health Investment Activity

Funding (\$M), 2012 - 2015

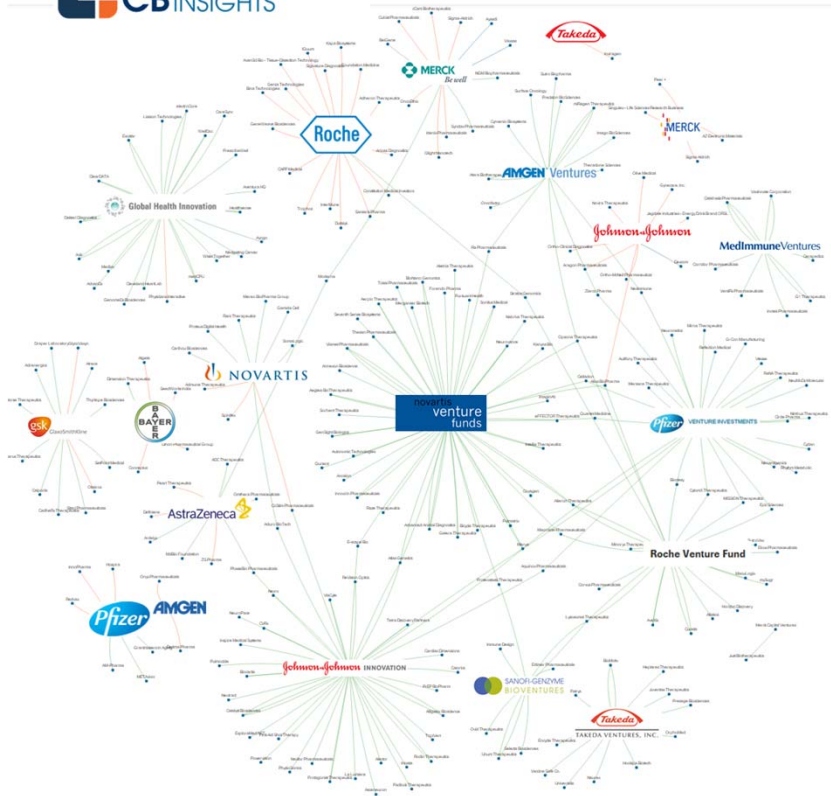


■ Digital Health ■ Biotech

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Where Big Pharma Companies Are Making Their Private Market Bets
2013 - 2015 YTD (12/8/2015)



- **Active Philadelphia Healthcare Investors**

- **Ben Franklin**

- **BioAdvance**

- **DreamIt**

- **Robinhood**

- **Osage**

- **Domain**

- **NewSpring**

- **Safeguard**

VC Misconceptions

- All I need is the idea
- Great idea + no experience = \$\$
- I will still control my business
- Will they steal my idea?
- VC is the only way to go
 - Angel – Angel List
 - Crowdfunding – Kickstarter
 - Government grants
 - Corporate

Thank You!



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