



## SAN FRANCISCO BAY AREA Q1 2017 VENTURE CAPITAL INVESTMENTS

| Region               | Investment in Dollars (Billions) | % of Total Investment      |
|----------------------|----------------------------------|----------------------------|
| <b>US</b>            | <b>13.849</b>                    | 100%                       |
| California State     | 7.375                            | 53.3% of US                |
| Bay Area             | 6.210                            | 84.2% of California        |
|                      |                                  | 44.8% of US                |
| <b>San Francisco</b> | <b>3.466</b>                     | <b>47.1% of California</b> |
|                      |                                  | <b>25.1% of US</b>         |
| LA/ Orange County    | 0.926                            | 12.6% of California        |
|                      |                                  | 6.7% of US                 |
| San Diego            | 0.202                            | 2.7% of California         |
|                      |                                  | 1.5% of US                 |

Source: PricewaterhouseCoopers MoneyTree 1st Quarter Report 2017, CB Insights. Updated June 2017

## YEARLY TOTAL OF VENTURE CAPITAL INVESTMENT IN CALIFORNIA COMPANIES BY REGION (Millions)

| Region                             | 2007     | 2008     | 2009     | 2010     | 2011     | 2012     | 2013     | 2014     | 2015     | 2016     |
|------------------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>San Francisco Bay Area</b>      | \$10,130 | \$11,389 | \$8,710  | \$9,974  | \$15,509 | \$12,074 | \$13,334 | \$26,298 | \$34,127 | \$24,916 |
| <b>LA/Orange County</b>            | \$2,079  | \$1,826  | \$1,092  | \$1,655  | \$1,949  | \$2,919  | \$2,518  | \$5,620  | \$5,822  | \$4,965  |
| <b>Sacramento/N.Cal</b>            | \$68.84  | \$48.64  | \$127.7  | \$72.54  | \$117.2  | \$30.56  | \$79.44  | \$135.5  | \$149.3  | \$152.3  |
| <b>San Diego</b>                   | \$1,555  | \$1,082  | \$962.6  | \$836.7  | \$1,148  | \$1,355  | \$1,133  | \$1,716  | \$1,859  | \$1,275  |
| <b>California</b>                  | \$13,882 | \$14,376 | \$10,883 | \$12,550 | \$18,741 | \$16,406 | \$17,074 | \$31,881 | \$41,963 | \$31,374 |
| <b>California Share of U.S.(%)</b> | 44.7%    | 49.4%    | 50.6%    | 48.7%    | 51.7%    | 50.4%    | 47.6%    | 54.2%    | 57.2%    | 53.5%    |

Source: PricewaterhouseCoopers MoneyTree 4th Quarter Report 2016, Updated Feb 2017



## SAN FRANCISCO Q1 2017 VENTURE CAPITAL INVESTMENTS (Millions)

| Industry                             | Amount  | % of Total | Deals |
|--------------------------------------|---------|------------|-------|
| <b>IT &amp; Software</b>             |         |            |       |
| • Internet                           | \$1,963 | 56.6%      | 121   |
| • Mobile & Telecommunications        | \$563   | 16.2%      | 29    |
| • Computer Hardware and Services     | \$66    | 1.9%       | 3     |
| • Software (non-internet/mobile)     | \$55    | 1.6%       | 9     |
| <b>Healthcare</b>                    | \$557   | 16.1%      | 21    |
| <b>Professional Services</b>         |         |            |       |
| • Consumer Products and Services     | \$88    | 2.5%       | 10    |
| • Business Products and Services     | \$3     | 0.01%      | 2     |
| • Financial Services                 | \$0     | 0.00%      | 0     |
| <b>Industrial</b>                    | \$92    | 2.7%       | 5     |
| <b>Electronics</b>                   | \$20    | 0.6%       | 3     |
| <b>Energy &amp; Utilities</b>        | \$44    | 1.3%       | 4     |
| <b>Food &amp; Beverages</b>          | \$12    | 0.3%       | 4     |
| <b>Risk and Security</b>             | \$0     | 0.00%      | 0     |
| <b>Automotive and Transportation</b> | \$3.0   | 0.01%      | 1     |
| <b>Total</b>                         | \$3,466 | 100%       | 212   |

Source: PricewaterhouseCoopers MoneyTree 1st Quarter Report 2017, Updated June 2017