

**BEN FRANKLIN TECHNOLOGY PARTNERS
OF SOUTHEASTERN PENNSYLVANIA**

**2012 : PERFORMANCE
: P R O F I L E**



Ben Franklin
Technology PARTners
Southeastern Pennsylvania

CELEBRATING 30 YEARS

30TH ANNIVERSARY

Ben Franklin is proud to celebrate its 30th year of helping our region's talented entrepreneurs bring their *Dreams to Reality*. A visionary concept in 1982, today the Ben Franklin model is widely emulated nationally and across the globe.

Our thanks to the Commonwealth of Pennsylvania's Department of Community and Economic Development, our regional partners and volunteers. We look forward to working with you in the years ahead, continuing to develop new ways to grow our community through entrepreneurship and innovation.

This past year, Ben Franklin assisted more than 350 companies.*

Our clients:*

- Created/retained 490 jobs
- Raised \$207M in follow-on funding
- Developed 99 new products and services
- Filed 172 patents and software copyrights

RoseAnn B. Rosenthal

RoseAnn B. Rosenthal
President &
Chief Executive Officer

Anthony M. Santomero

Anthony M. Santomero, Ph.D.
Chairman of the Board

* Calendar Year 2011

CLIENT SUCCESSSES



Raised \$26M



Raised \$23M



Raised \$15M



Raised \$14M



Raised \$20M



Generated \$100M+ revenue, 2012



Raised \$28M & awarded FDA approval



Closed deal worth up to \$565M



Acquired by Sanofi-Aventis



Raised \$30M

Capital

MONEY & SMARTS AT THE RIGHT MOMENT

Ben Franklin's **Investment Group** provides critical risk capital and customized client support, working with entrepreneurs to realize their vision and attract other investment sources.

 **\$5M Committed to 31 Companies**

Event Spotlight:

February 9, 2012

2012 ALMANACK SERIES EARLY STAGE VENTURE SHOWCASE

Our Almanack Early Stage Venture Showcase creates a private forum where portfolio companies present to a select group of venture capital and angel investors.



2012 COMPANY INVESTMENTS*

- | | |
|--------------------------|--------------------------|
| Aklero Process Solutions | Powerlytics |
| ARB Geowell | Prezacor |
| AssetVue | PV Racking |
| Augmenta Biologicals | QR Pharma |
| Brad's Raw Chips | RCD Technology |
| CloudMine | Real-Time Tomography |
| Cross X Platform | S4 Worldwide |
| Drakontas | SnipSnap |
| ElectNext | Stabiliz Orthopaedics |
| Essential Medical | Syandus |
| EyelC | Tadpoles |
| Grassroots Unwired | Tangent Energy Solutions |
| Holganix | TicketLeap |
| Kerathin | Zonoff |
| Novetas Solutions | |
| OneTwoSee | |
| PeopleLinx | |

*Fiscal Year 2012 approvals

SELECT INVESTMENT PROGRAMS & PARTNERS





GETTING IDEAS TO MARKET...FASTER

Ben Franklin's **Technology Commercialization Group** brings creative enterprises together with its 20+ member **Technology Commercialization Network** of regional research and development resources to get products to the marketplace faster. Our **TechEnterprise Solutions** let companies choose the right mix of products and services they need to succeed, spanning the continuum from technology *Assessment to Commercialization to Capital*.



\$45M+ Leveraged from State, Federal & Private Sources for Commercialization Partnerships

Event Spotlight:

December 5, 2012

CHINA PARTNERSHIP OF GREATER PHILADELPHIA ENERGY CONFERENCE

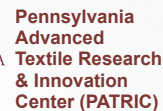
The China Partnership of Greater Philadelphia (CPGP), Ben Franklin and China's TEDA Eco-Center created the Sustainability Alliance to leverage respective regional assets and bring new cleantech products and services to market.



TECHNOLOGY COMMERCIALIZATION NETWORK MEMBERS

- | | |
|--|--|
| Bucknell University | Pennsylvania College of Technology |
| CITECH | Pennsylvania State University |
| Delaware Valley College | Philadelphia University |
| Drexel University | Rutgers University |
| Fox Chase Cancer Center | Temple University |
| Institute for Hepatitis and Virus Research | Thomas Jefferson University |
| Lankenau Institute for Medical Research | University of Pennsylvania |
| LaSalle University | University of the Sciences in Philadelphia |
| Lehigh University | Villanova University |
| Lincoln University | West Chester University |
| Naval Surface Warfare Center | Widener University |
| Northampton Community College | The Wistar Institute |

SELECT UNIVERSITY & INDUSTRY PARTNERSHIPS



MOBILIZING THE REGION AROUND THE NEXT BIG IDEA

Networks

Thirty years ago, Ben Franklin seeded companies and partnerships in southeastern Pennsylvania's emerging biotechnology industry. It became the region's largest tech sector. Since then we've worked to translate our region's IT, nanotechnology, energy, and now water and advanced manufacturing assets into platforms for regional growth, creating new opportunities to retain and attract talent.



Innovation & Entrepreneurship Partner in the \$129M U.S. DOE Energy Efficient Buildings Hub; Partner in 50+ Events to Strengthen the Region's Innovation Infrastructure

Event Spotlight:

November 29, 2012

2012 DELAWARE RIVER WATER ALLIANCE CONFERENCE

Ben Franklin organized the first annual Delaware River Water Alliance (DRWA) Conference. DRWA is the first tri-state public/private partnership created to accelerate the commercialization and deployment of innovative water quality and infrastructure products. The State of Delaware's Secretary of Natural Resources and Environmental Control, Collin O'Mara, keynoted the event.



SELECT REGIONAL PROGRAMS & PARTNERSHIPS



PARTNERSHIP EVENTS

Events



January 4, 2012
Project Liberty Digital Incubator
First Class

June 26, 2012
Alliance of Women Entrepreneurs (AWE)
Summer Social



September 12, 2012
Ben Franklin Legislative Roundtable

March 19, 2012
U.S. Small Business Administration
Intermediary Lending Pilot Program
Funding Ceremony



June 26, 2012
Executive Leaders Radio
CEO Philanthropy Awards

BOARD OF DIRECTORS*

Michael Aronson (***)

Managing Partner
MentorTech Ventures

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President
Balderston Capital

Joseph Bordogna, Ph.D.

Professor of Engineering
University of Pennsylvania &
(Former) Deputy Director & Chief
Operating Officer, NSF

Alan J. Cohn (***)

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Sage Financial Group

Walter D'Alessio (**)

Vice Chairman
NorthMarq Capital

Richard Egosi

Corporate Vice President,
Chief Legal Officer &
Company Secretary
Teva Pharmaceuticals

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BFTP/SEP Corporate Secretary
CEO
Cozen O'Connor

Osagie O. Imasogie, Esq.

Senior Managing Partner,
Phoenix IP Ventures &
Chairman, Iroko Pharmaceuticals

Kef Kasdin

General Partner
Battelle Ventures &
Innovation Valley Partners

Robert E. Keith, Jr. (**)

Managing General Partner
TL Ventures

Anil (Bob) Kothari (***)

Senior Vice President
Procurian

Kenneth G. Lawrence (***)

(Former) Chairman
PECO Energy Company

Peter S. Linder (**)(***)

*BFTP/SEP Treasurer &
Finance Committee Chairman*
Chairman Emeritus, MAG Fund

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Managing Director
Internet Capital Group

Ami Miron

President
A.M. Partners

Bob Moul

CEO, Artisan Mobile &
President, Philly Startup Leaders

Charles P. Pizzi

(Former) CEO & President
Tasty Baking Company

Matthew Rieke, M.D.

Partner
Quaker Partners

Charles M. Robins (**)

Managing Director
Fairmount Partners

RoseAnn B. Rosenthal

BFTP/SEP President & CEO

Anthony M. Santomero, Ph.D. (**)(***)

BFTP/SEP Chairman
(Former) President
Federal Reserve Bank of Philadelphia

Stephen Spinelli, Jr., Ph.D.

President
Philadelphia University

Stanley Silverman (***)

President
Horizon Venture Group

Stephen T. Zarrilli (**)(***)

BFTP/SEP Vice Chairman
President & CEO
Safeguard Scientifics

* January 2013

** Members of Executive Committee

*** Members of Finance Committee

MORE OF OUR NETWORK

Angel Venture Fair (AVF)

Blank Rome

Bucks County Industrial
Development Corporation

City of Philadelphia

Cleantech Alliance Mid-Atlantic (CAMA)

PA Department of Community
& Economic Development (DCED)

Delaware Valley Regional
Planning Commission (DVRPC)

DVIRC

Early Stage East

Economy League
of Greater Philadelphia

Executive Leaders Radio (ELR)

Federal Reserve Bank of Philadelphia

Greater Philadelphia Chamber
of Commerce (GPCC)

Greater Philadelphia Science,
Technology, Engineering and
Mathematics (STEM)

International Economic
Development Council (IEDC)

Interstate General Media (IGM)

John S. and James L. Knight Foundation
Mid-Atlantic Diamond Ventures (MADV)

National Additive Manufacturing
Innovation Institute (NAMII)

National Advisory Council on
Innovation & Entrepreneurship (NACIE)

National Nanotechnology Initiative (NNI)

Naval Sea Systems Command (NAVSEA)

Network for Teaching
Entrepreneurship (NFTE)

Novotorium

Pennsylvania Bio

Philadelphia Industrial
Development Corporation (PIDC)

Philly Startup Leaders (PSL)

Regional Affinity Incubation
Network (RAIN)

Regional Innovation
Acceleration Network (RIAN)

Seed Philly

Select Greater Philadelphia

Startup Pennsylvania

Swarthmore College

Technically Philly

University City Science Center

Venture0rth

WHYY

Woodcock Washburn

World Trade Center
of Greater Philadelphia (WTCGP)

FOR MORE INFORMATION
PLEASE CONTACT:

REGIONAL OFFICES:

Ben Franklin Technology Partners of Southeastern Pennsylvania

Building 100 Innovation Center
4801 S. Broad Street, Suite 200
The Navy Yard
Philadelphia, PA 19112
T: 215-972-6700
F: 215-972-5588



Bucks County Economic Development Corporation

2 East Court Street
Doylestown, PA 18901

Chester County Development Council

737 Constitution Drive
Exton, PA 19341

Montgomery County Economic Development Corporation

420 West Germantown Pike
East Norriton, PA 19403

University Technology Park

1350 Edgemont Avenue
Chester, PA 19013

WWW.SEP.BENFRANKLIN.ORG



Ben Franklin
Technology Partners
Southeastern Pennsylvania
CELEBRATING 30 YEARS



The Ben Franklin Technology Partners is an initiative of the Pennsylvania Department of Community and Economic Development and is funded by the Ben Franklin Technology Development Authority.