



EGL Ventures IV

A \$100 million balanced venture capital fund targeting information technology, telecommunications, and health care opportunities in the Southeastern United States.

Investment History

- Over \$100M invested to date.
- 15-year rate of return: Gross 30.1% • Net 23.5%
- 50+ years private equity experience at general partner level in the Southeast.

Investment Targets

- Balance of early- and later-stage portfolio companies.
- Initial investment of \$500K to \$5 million.
- Strong syndication potential.
- Southeastern U.S.

Opportunity

- Southeast has extensive human and intellectual capital.
- Southeast remains undercapitalized.
- EGL has unmatched access in region.
- Three partners with wide operational experience, deep industry knowledge.

EGL Ventures IV will build upon the general partners' past successes in the Southeast. Together, the three partners have invested over \$100 million through multiple market cycles. Thirty-one deals (27 in the Southeast) with top-quality syndicate partners have delivered strong returns to our limited partners, while building our reputation as disciplined value-added investors who are in business for the long haul. Since 1988, EGL has had a consistent investment strategy focused on information technology, telecommunications, and healthcare companies in the Southeast United States; we plan to continue that strategy.

Southeastern Opportunity

The market correction is behind us, and new opportunities abound. Southeastern universities are developing world-class technologies. The EGL partners have excellent access to some of these laboratories and scientists. At the same time, experienced entrepreneurs are starting, growing, or redirecting companies throughout the region. Over the years, we have built an enviable network of entrepreneurs, investors, and service providers—giving us an inside track to investing in the best of these opportunities.

But the Southeast remains undercapitalized. Money will follow opportunity, and out-of-region investors are pursuing deals in the Southeast. From 2001 to 2003, over 70% of the investors in venture-backed companies came from outside the region. We believe that our experience and our network in the region will continue to ensure our access to the most attractive deals at all stages of growth—often before out-of-region investors are aware of the opportunity. When distant investors are interested but need a “local lead,” we have a track record of being an excellent syndicate partner.

Investment Opportunity

We plan to invest in both early- and later-stage equity financings of growth companies, as diversifying our investments across different stages of development makes sound financial sense in our geographical market. We believe that our proven investment track record, operational experience, commitment to quality, and deep industry knowledge provide a unique opportunity to help grow the next generation of successful companies in the Southeast—and generate substantial returns for our investors.