



Venture Capital Funding Quarterly

Telecom • Wireless Mobile • Communications

1st Quarter, 2013 – United States

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Contents

Summary	2
Funding Activity	2
Notes	7

Summary

Telecommunications, Wireless, Mobile and Communications technology startups raised \$872 million during 1Q 2013, an increase of 97% vs. the previous quarter. 87 companies received funding, 5% fewer than the previous quarter.

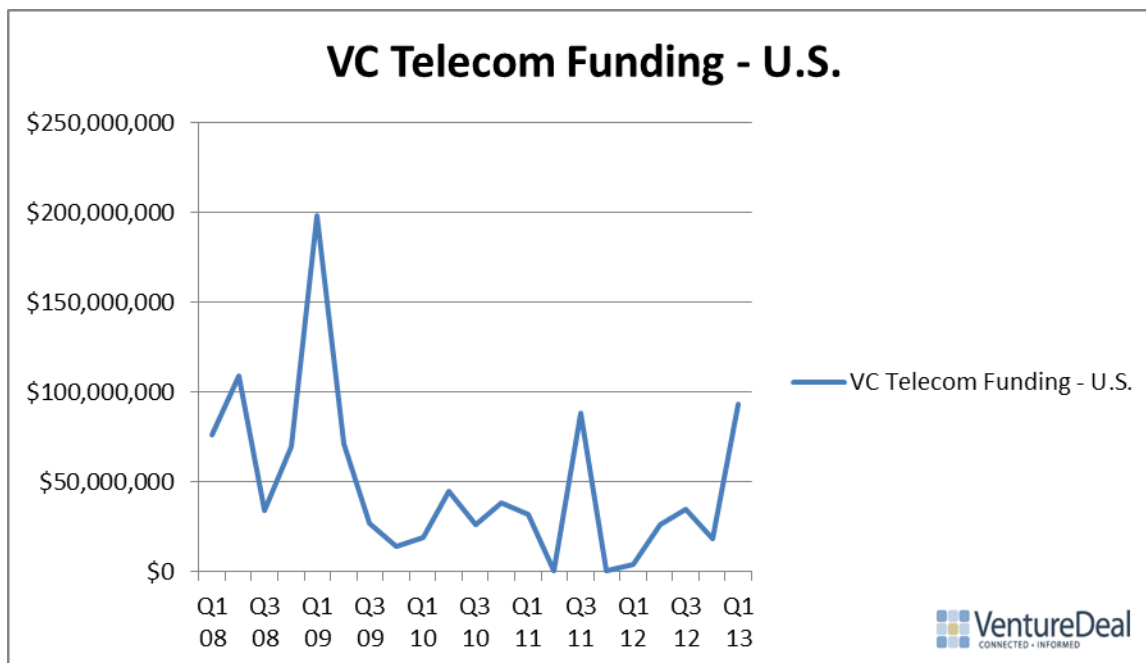
All four sectors posted increased quarterly funding results. Telecom increased by 400%, Wireless by 131%, Mobile by 54% and Communications by 60% in aggregate funding amounts.

Funding Activity

Telecom

The Telecom sector reversed its previous quarterly decrease in funding, with 8 companies receiving \$93 million, representing a break-out of sorts from its previous low-level funding in 2012.

Chart 1 - Telecom Funding



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Summit, New Jersey-based [Hibernia Atlantic](#) raised the largest Telecom funding during the quarter, receiving \$52.5 million from a private equity firm and a venture lender. The company said it would use the funding proceeds to pay off existing indebtedness and provide some liquidity for its growth and working capital purposes.

Wireless

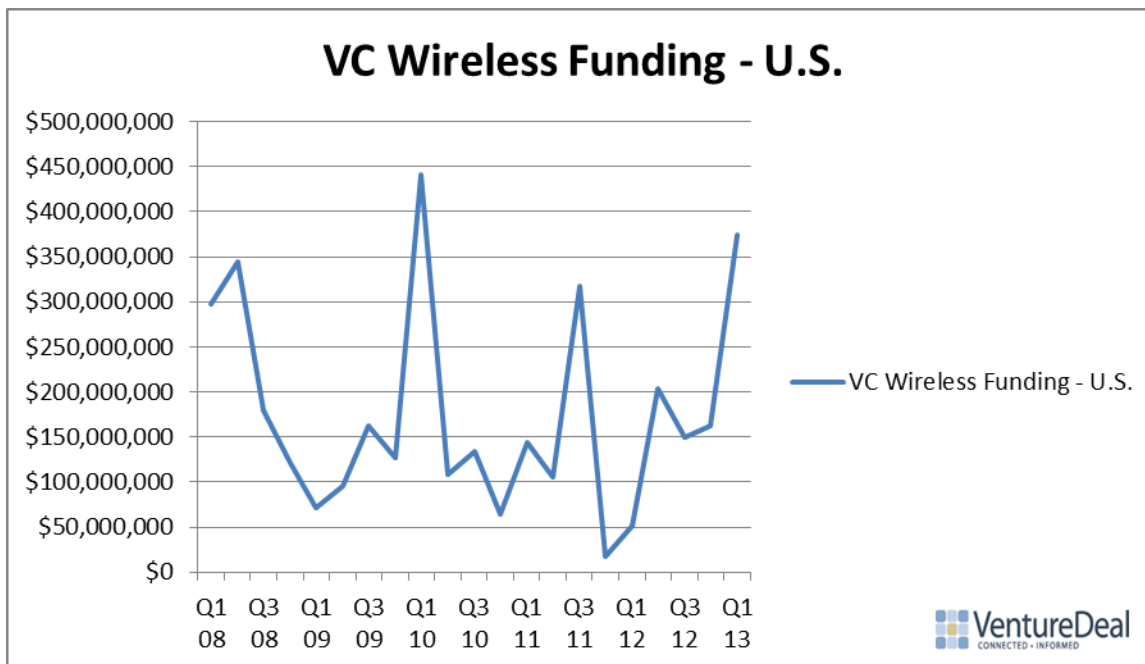
9 Wireless technology companies raised \$374 million during the quarter, an increase of 131% in dollar volume but a 31% reduction in the number of companies receiving funding versus the previous quarter.

The largest funding round during the quarter, accounting for most of the sector's aggregate funding total, was \$343 million for [Genband](#) provided by a syndicate of venture capital and private equity firms. The company did not disclose the proceeds purposes in the unpublished financing round.

[Verve Mobile](#) garnered \$14 million in its Series C round from both corporate and venture capital investors. Verve said it would use the financing to continue developing its proprietary mobile location-based advertising and publishing products.

[FreedomPop](#) secured \$4.3 million in new venture capital investment from investors including [DCM](#). The company said it would use the financing to broaden its customer base and test new marketing channels for its 100% free Internet with 4G broadband wireless access.

Chart 2 - Wireless Funding - See Next Page



Mobile

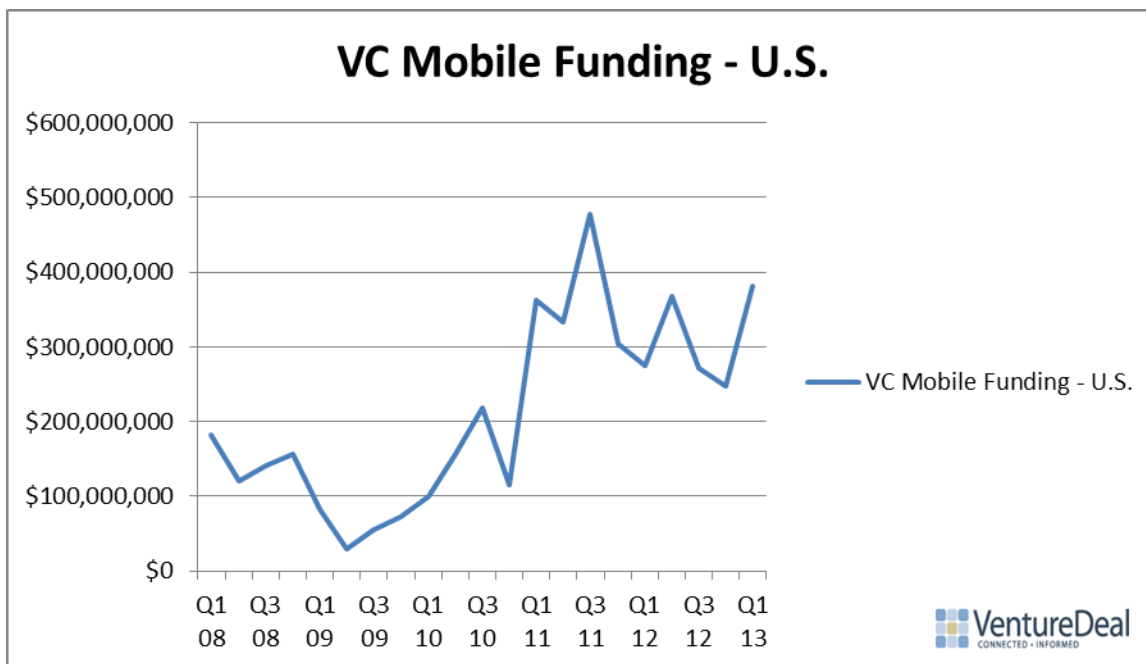
The Mobile sector reversed its previous quarterly funding decrease, with 67 companies securing \$381 million in new funding, representing a 54% increase in funding amounts versus the previous quarter. The number of companies funded increased by 6%.

[AirWatch](#) accounted for \$200 million of the aggregate funding amount in its first institutional round, from investors including [Insight Venture Partners](#). AirWatch provides a suite of enterprise grade mobile device management, application management and content management solutions and boasts more than 5,300 customers worldwide.

Santa Clara, California-based [MobileSpan](#) received \$2.3 million in its Series A financing. The company is developing technologies to help enterprises transition from a desktop-centric world to an “always on, any content, any screen, BYOD (Bring Your Own Device) environment.”

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Chart 3 - Mobile Funding



Communications

The Communications sector raised \$24 million between 3 companies during the quarter, representing a significant increase in amounts funded among slightly fewer companies funded versus the previous quarter.

[Telcentris](#) garnered \$5.3 million in its first financing round. The company said it would use the funding to support international growth initiatives for its unified communications solution.

Chart 4 – Communications Funding Next Page

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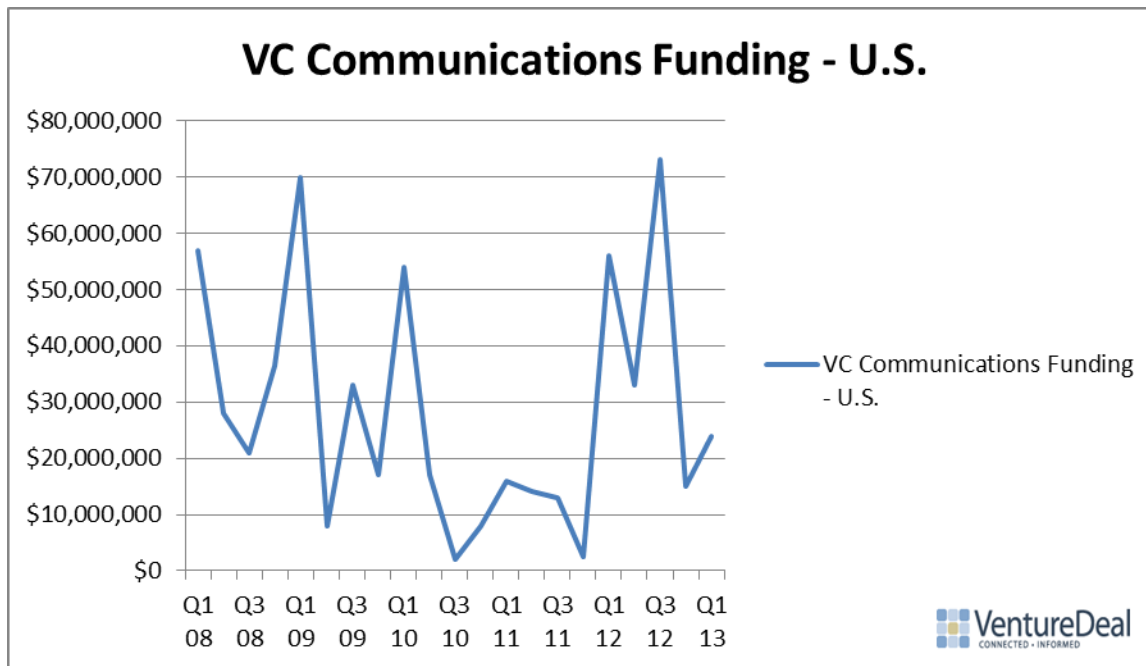
Chart 4 – Communications Funding


Table 1

Venture Funding Activity – 1st Quarter 2013

Industry	Total Disclosed Funding	% Change Vs. Prior Quarter	Number of Companies Funded	% Change vs. Prior Quarter
Telecom	\$93 million	+ 400%	8	+ 100%
Wireless	\$374 million	+ 131%	9	- 31%
Mobile	\$381 million	+ 54%	67	+ 6%
Communications	\$24 million	+ 60%	3	- 31%
Total	\$872 million	+ 97%	87	- 5%

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Notes

This report was prepared by the staff of VentureDeal, LLC.

The information source used was the VentureDeal.com database. VentureDeal is a venture capital database that provides the latest information about venture-backed technology companies, venture capital firms and transactions in the United States.

The database obtains transaction and company information from a wide variety of reputable public and private sources. While this report is free of charge, users may view the individual transactions supporting the totals herein by subscribing to VentureDeal.

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