



Venture Capital Funding Quarterly

Telecom • Wireless Mobile • Communications

3rd Quarter, 2013 – United States

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Summary

Telecommunications, Wireless, Mobile and Communications technology startups raised \$769 million during 3Q 2013, an increase of 39% vs. the previous quarter. 126 companies received funding, 33% greater than the previous quarter.

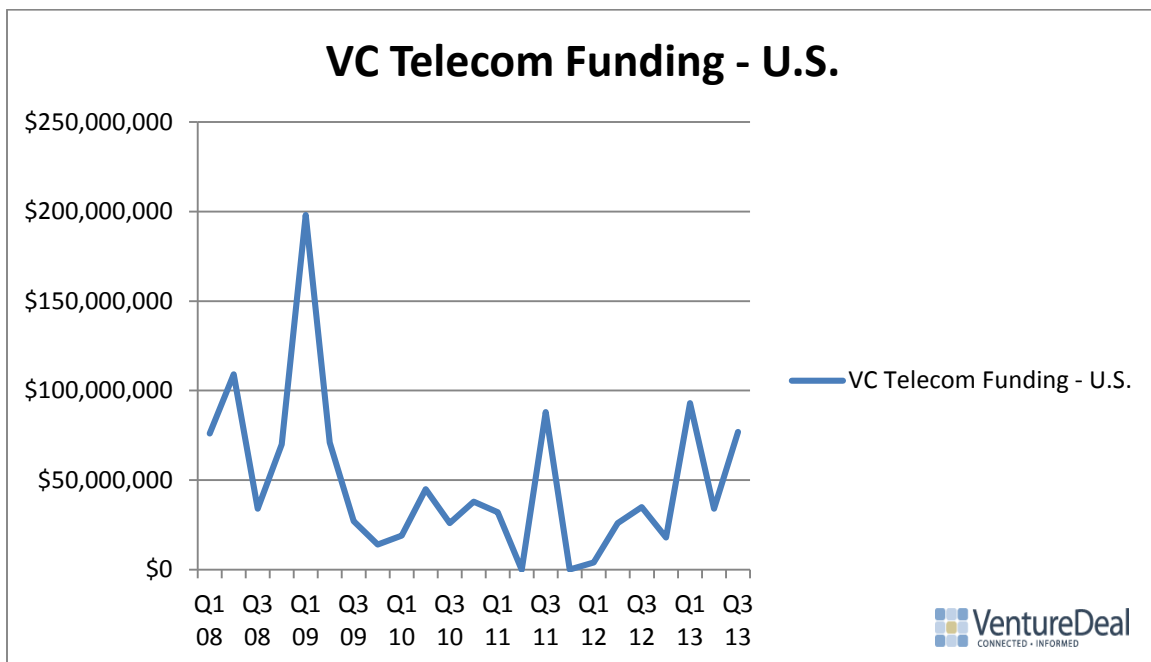
All sectors posted significant increases in quarterly funding results and the number of companies funded. Only the Wireless sector showed no change in the number of companies receiving funding during the quarter.

Funding Activity

Telecom

The Telecom sector reversed its previous quarterly decrease in funding, with 7 companies receiving \$77 million, a healthy increase despite the continuing generally low-level funding trend since 2009.

Chart 1 - Telecom Funding



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Herndon, Virginia-based [EdgeConneX](#) raised the largest Telecom funding during the quarter, receiving \$33 million from a syndicate of venture capital firms including [True Ventures](#). The company provides optimized data delivery services via “edge” nodes located as close as possible to end user’s point of access.

Wireless

13 Wireless technology companies raised \$146 million during the quarter, an increase of 17% in dollar volume but no change in the number of companies receiving funding versus the previous quarter.

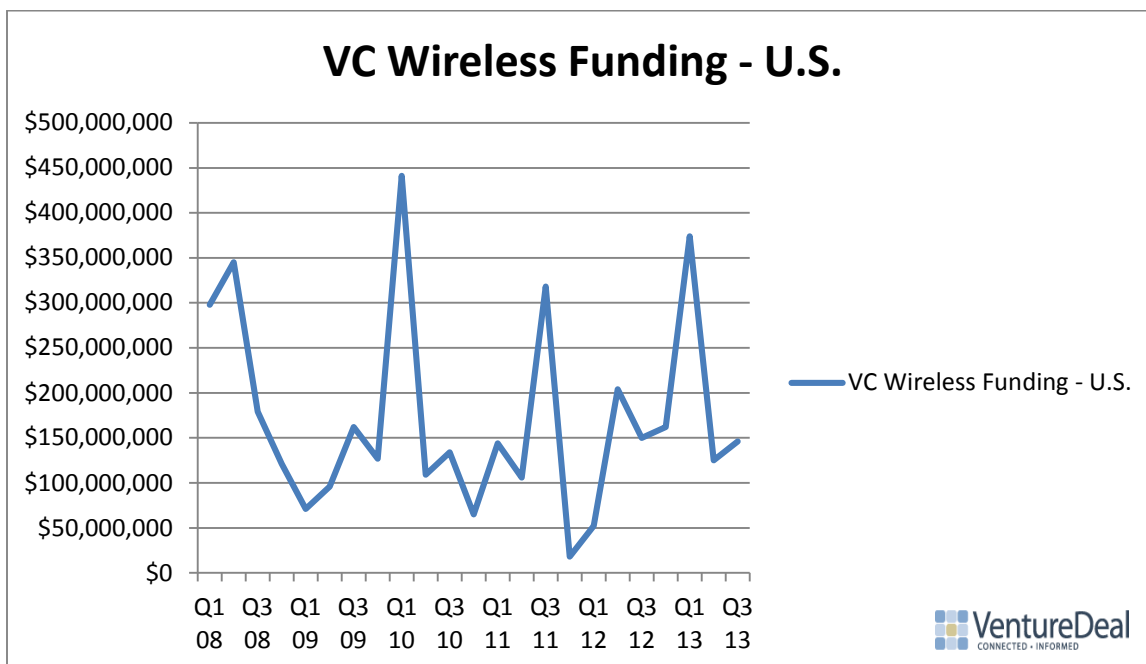
One of the largest funding rounds during the quarter was \$26.6 million for the Series B institutional financing for [Benu Networks](#) from a syndicate of venture capital and corporate investors. Benu said it would use the proceeds to “drive customer acquisition and accelerate [its] innovative approach for carrier Wi-Fi and HetNet deployments.”

Reston, Virginia-based [Ekahau](#) landed \$6 million in venture capital debt financing. The company provides solutions for enterprises to utilize Wi-Fi in order to locate people, assets, inventory and other objects. [Horizon Technology Finance](#) and others provided the debt financing.

[Kymeta](#) raised \$50 million from investors including Bill Gates for its wireless technologies that help simplify the connection between mobile users and high-capacity Ka-band communications satellites. The company said it would use the funding proceeds to implement its growth initiatives.

Chart 2 - Wireless Funding - See Next Page

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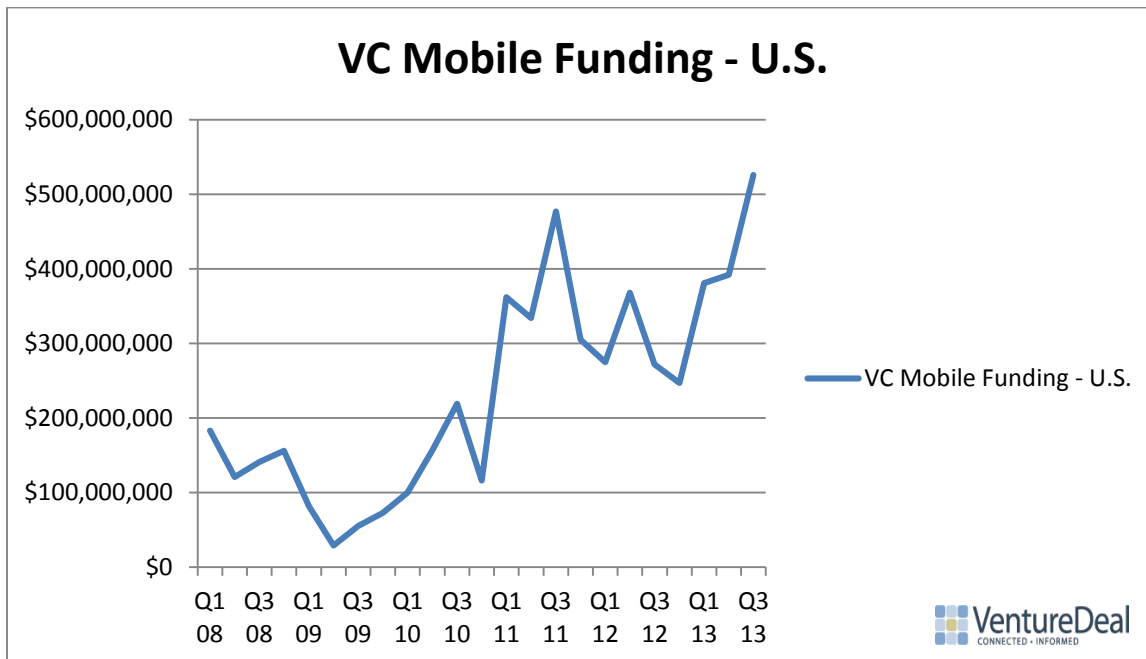
Mobile

The Mobile sector continued its previous quarterly funding increase trend, with 102 companies securing \$526 million in new funding, representing a 34% increase in funding amounts versus the previous quarter. The number of companies funded increased by 36%.

San Francisco, California-based [Jawbone](#) raised a \$93 million financing round in the form of venture capital debt. The Bluetooth electronic device maker said it would use the proceeds to “meet demand for its products.” Investors in the round included both private equity and commercial lenders.

Mobile IT company [MobileIron](#) landed \$47.5 million in its Series F round of financing from undisclosed investors. The company sells technologies to enterprises that enables them to update their legacy computing systems to adapt to a mobile-centric operating environment. MobileIron has received in excess of \$100 million in venture capital investment since inception.

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Chart 3 - Mobile Funding


Communications

The Communications sector raised a disclosed \$20 million between 4 companies during the quarter, representing a significant increase in amounts funded among twice the number of companies funded versus the previous quarter.

Cupertino, California-based [Moxtra](#) garnered \$10 million from undisclosed investors. The company enables users to “collect digital content, access remote files on desktops, personalize content with voice and share content publicly on social media.”

Chart 4 – Communications Funding Next Page

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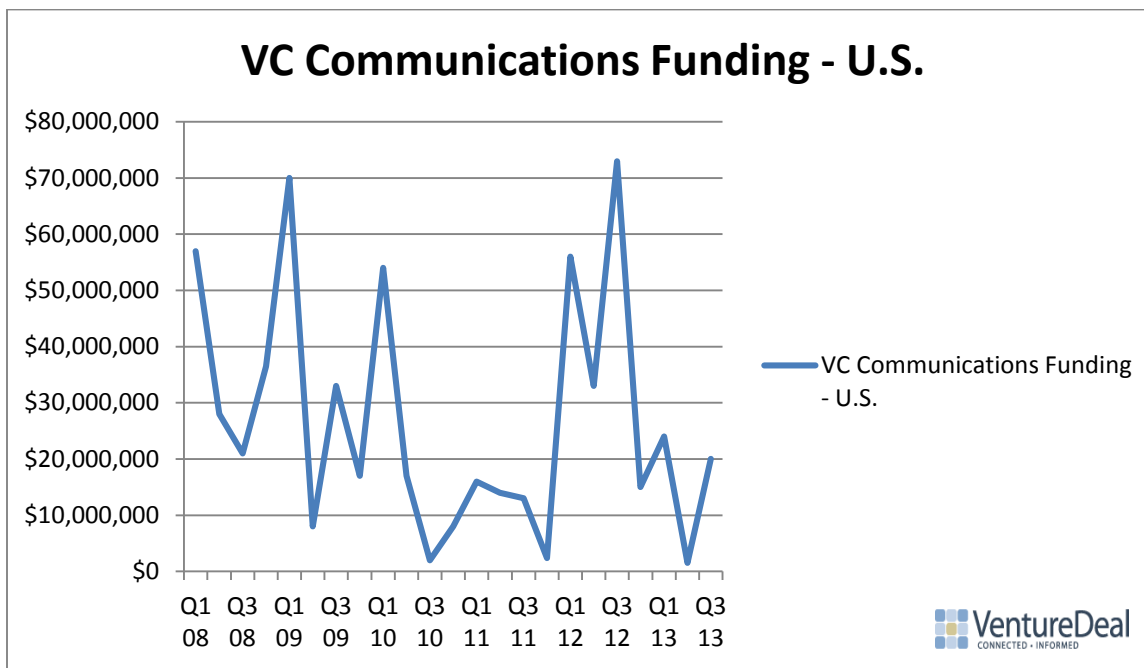
Chart 4 – Communications Funding


Table 1

Venture Funding Activity – 3rd Quarter 2013

Industry	Total Disclosed Funding	% Change Vs. Prior Quarter	Number of Companies Funded	% Change vs. Prior Quarter
Telecom	\$77 million	+ 126%	7	+ 40%
Wireless	\$146 million	+ 17%	13	--
Mobile	\$526 million	+ 34%	102	+ 36%
Communications	\$20 million	--	4	+ 100%
Total	\$769 million	+ 39%	126	+ 33%

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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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