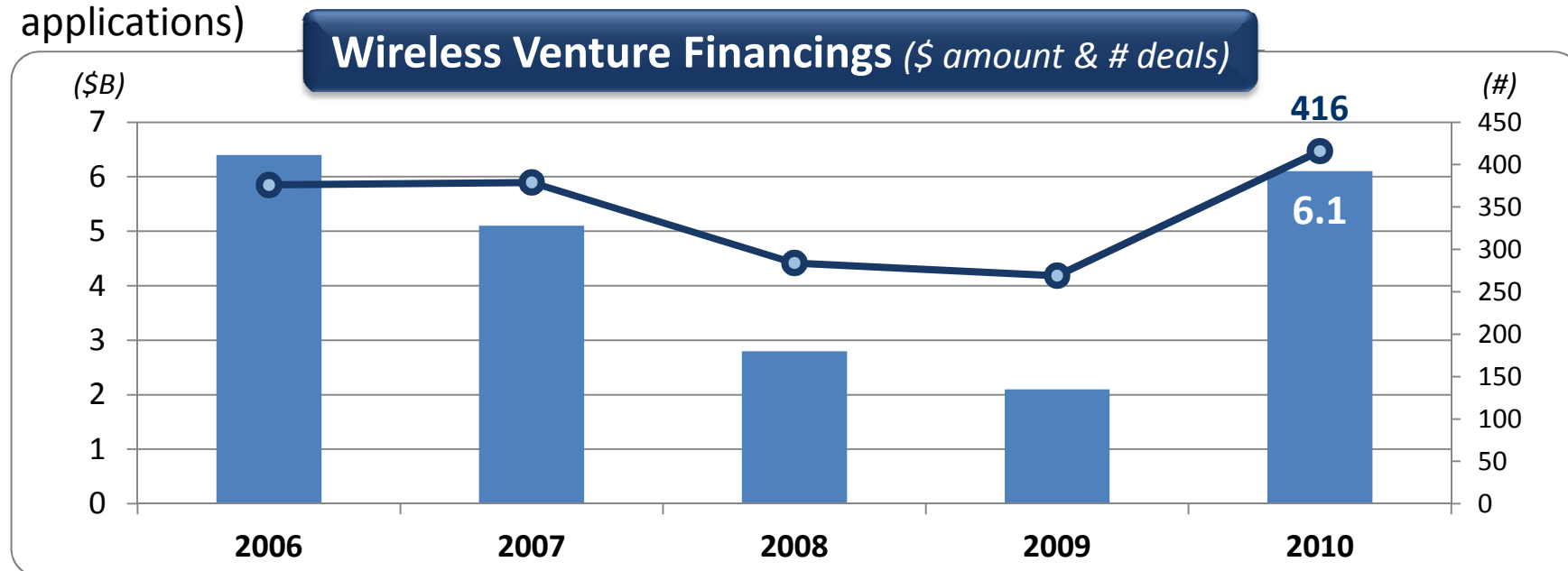


## ■ Venture deal market in the wireless/mobile sector showed a clear recovery sign

- Mobile sector now represents 34% of all tech venture capital (*CapitalIQ*)
- 2010 figures were nearly as high as 2006 level, which was a ten-year high of \$6.4B
  - » **Intel Capital** was the most active investors in mobile (20 investments) in 2010, followed by **Sequoia Capital** (14 investments) and **Accel Partners** (10 investments)
  - » Strategic investors are continuing to play an active role, led by **Qualcomm** and **Cisco Systems**
- Median deal size has significantly declined (*to \$5.6M in 2010 from \$10M in 2006*), mainly due to increasingly lower capital requirement to start and grow a biz (e.g. consumer applications)



(Source: Rutberg & Company, January 2011)