



COLLE CAPITAL PARTNERS

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COLLE CAPITAL OVERVIEW

QUICK FACTS	
Fund	Colle Capital Partners, launched Dec 2015
Investment Focus	Software, Hardware, HealthIT, Medical Devices
Stage	Seed & Series A
Geography	Agnostic: 80% Domestic, 20% ROW
Team	Victoria Grace, Ziad Sultan
Location	NYC & LA

BACKGROUND:

Colle Capital (“Colle”)(www.collecapital.com) is a Seed and Series A technology fund, with a structure that allows for continued support of companies beyond that stage. The managers have shown an ability to identify trends and source corresponding opportunities very early. Colle likes a strong value-added syndicate, but prides itself on coming in before brand name VCs and in some cases leading stealth projects. The fund managers focus on: (1) quality of team, (2) future potential of the product, and (3) a data component, for monetization & acceleration of growth. The fund is geographically agnostic and opportunistic across software and hardware. We are also diversified across multiple verticals including healthcare, fintech and marketplaces.

COLLE CAPITAL I PERFORMACE SUMMARY (AS OF 9/30/17):

Vintage Year	2015
Fund Size	\$21,800,504
Number of Companies	24
Median Check	\$400,000
Number of Exits	0
DPI	0.00x
TVPI (excluding cash on BS)	1.30x
Investmen Multiple	1.40x
Gross IRR	46.85%

TEAM:

The fund is run by **Victoria Grace**, a long-time industry veteran. Victoria has invested through multiple cycles and across different stages in the cap structure since 1999. In that time, she has had a number of successful exits, as well as a few failures. In 2007, Victoria started an add-driven technology company and ran it profitably for five years. Geared with relevant operational experience, Victoria has proven to have a great lens for evaluating investments as well as understanding the needs and challenges of entrepreneurs. With a strong background in biochemistry in both academia and research, Victoria has also been integral in sourcing, relating to entrepreneurs, and identifying trends in the healthcare vertical. *Washington University in St. Louis, B.A. Biochemistry & Economics.*

Ziad Sultan is an Associate at Colle Capital and has been with the fund since inception. With a strong background in finance and technology management, Ziad focuses on product, deal sourcing, diligence, and assisting companies with expansion into the EMEA region. Victoria and Ziad have known each other for a long time and Ziad was involved in evaluating and following deals that Victoria has invested in prior to forming Colle Capital. *UCSB, B.A. Business Economics.*

Brad Jones is a Venture Partner at Colle Capital. Victoria and Brad have been friends and co-investing for over a decade. Brad has been on advisory board of Colle I and has been collaborating with Colle team prior to this fund's formation. Brad was co-founder of Redpoint Ventures and has significant track record and success in venture investing. Brad has been on over ten public boards and dozens of private boards. *Harvard University, A.B. Chemistry, A.M. Physics. Stanford, M.B.A., J.D.*

William Kaiser is a Venture Partner at Colle Capital. Bill is a founder and Co-Director of the UCLA Wireless Health Institute (WHI). His background includes sensor development for vehicles at Ford Motor Company and for spacecraft including the Mars Rover at the NASA Jet Propulsion Laboratory. Professor Kaiser is a faculty member in and has served as Chair of the UCLA Electrical Engineering Department. He led some of the first wireless sensor network system development for defense, environmental, and other applications. Bill has been advising Colle since inception on technical diligence and reviewed well over a dozen opportunities with Colle's team. Bill is a co-founder of Sensydia, one of Colle's portfolio companies. *Wayne State University, B.S. Physics, Ph.D. Physics.*

Colle Capital's Advisory Committee is comprised of CEOs of successful companies, veteran investors and industry experts. We collaborate with them on diligence, introductions, industry specific insight, and deal flow. These individuals have a long-standing relationship with the team and are aligned with our investment style, value-add, and vision.

STRATEGIC PARTNERSHIPS:

Colle Capital has developed very unique strategic partnerships:

Agility Logistics is a publicly traded global logistics company headquartered in Kuwait. It provides freight forwarding, transportation, warehousing and supply chain management services to businesses worldwide. Colle works closely with Agility's tech innovation group on diligence, market fit, partnerships and go-to-market strategy as it relates to Colle's portfolio companies. Agility is a very forward-looking company with a firm belief that technology is a critical part of their future.

Zain is the leading mobile telecommunications provider in the Middle East and North Africa, with over 50 million subscribers in 8 countries. Zain has dedicated a business development group that focuses on identifying new revenue potential for the Company. Colle's portfolio companies have direct access to Zain's management, who is eager to collaborate and bring new technologies into the region. Zain's business development team works closely with Colle Capital on identifying relevant technologies and companies that could benefit from this partnership.

Other Notable Partnerships: Medical distributors (MENA), Hospitality & Retail groups (EMEA), Banking & Financial Services (MENA)

OUR VALUE CREATION:

Colle Capital is an active investor, frequently taking board or observer seats at portfolio companies. Colle remains very close to management teams and is able to add value with strategy, KPI drivers, recruitment and future fundraisings. Colle Capital differentiates itself with an ability to utilize its extremely active and connected LP network. With LPs in multiple global geographies and across different verticals, Colle is able to help portfolio companies expand beyond US borders through these strong partnerships. A number of Colle's companies are already working with our LPs on JV partnerships to roll out into Europe and Middle East. Colle Capital is very active in helping to structure these partnerships and helping companies access clients outside of US.

SOURCE OF DEALFLOW:

The team at Colle Capital is very well connected and our deal flow is truly differentiating. We look at deals presented to us by our trusted network. Having witnessed how we add value to our companies, our relationships are eager to have us involved in the deals they are investing in and this leads to special investment opportunities/entries for Colle Capital. We try to stay away from over hyped situations and focus on overall quality and value-add we can bring to each deal. We love analyzing and investing in deals in often traditional or overlooked industries. We firmly believe that technology is going to change every single vertical and we want to be a part of this disruption.

