



Investing money, effort and expertise in New Mexico companies at the time of their greatest potential

Presented by:

Tom Stephenson
General Partner

Verge

- *An Experienced **Local** Investment Team*
 - 6 partners, all in New Mexico
 - 20 New Mexico investments; \$9M+ placed
- *Investing Exclusively in New Mexico*
 - Seed stage approach dictates staying close to home
- *Focused on Seed & Pre-Seed Technology Deals*
 - Emphasis is on “Deal Creation”

(*Verge Partners*)

David Durgin
Ray Radosevich
Tom Stephenson

Bill Bice
Jim Higdon
Ron McPhee

Over 80 years combined experience in New Mexico

(*Verge Team: Extensive Involvement in NM*)

- Verge believes in infrastructure development, and has been active in a number of economic development or business organizations, including:
 - ACI
 - Coronado Ventures Forum
 - LANL IBD Adv. Board
 - NM Bus. Innovation Center
 - NMEA
 - NMITSA
 - NM MEP
 - NMOIA
 - NMT Eng. Mgt. Program
 - NM Tech. Innovation Center
 - NGEI
 - NGEI, Access2Capital
 - NGEI, Synapse
 - NMSU, Phys. Science Institute
 - TVC Advisers Program
 - TVI
 - UNM Anderson School of Bus.
 - Young Presidents' Organization

Verge Focus: Deal Creation

| Round | Start-up/Pre-Seed | Seed/"First" | Expansion |
|----------------------|---|--|--|
| Round Size | \$100K - \$500K | \$500K - \$5M | \$5M - \$15M |
| Company Milestones | <ul style="list-style-type: none"> •Finalize Product Development •Formulate Strategy & Business Model | <ul style="list-style-type: none"> •Establish Customer Traction •Build out management team | <ul style="list-style-type: none"> •Grow Market share •Develop & improve process |
| Investor Involvement | <ul style="list-style-type: none"> •Weekly or daily •Active Management | <ul style="list-style-type: none"> •Monthly or bi-weekly •Active Board member | <ul style="list-style-type: none"> •Quarterly or monthly •Board member |

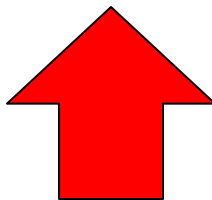
Verge: What we look for

- ❑ **Seed or Pre-Seed investments**
 - Investments exclusively in New Mexico
- ❑ **Active participation with (as) management**
 - Incubation by Principals
 - High-touch involvement in each deal
- ❑ **Investments primarily in the technology industries**
 - life sciences, manufacturing technologies, optics, semiconductors, software, telecommunications and energy
- ❑ **Co-investment and follow-on with experienced investors**
 - 16 venture firms are currently committed to investing in New Mexico
- ❑ **Quick path to revenue (and profitability)**

The New Mexico Market: What we see

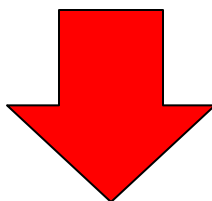
□ **What's up**

- Biotechnology
- Energy
- Optics



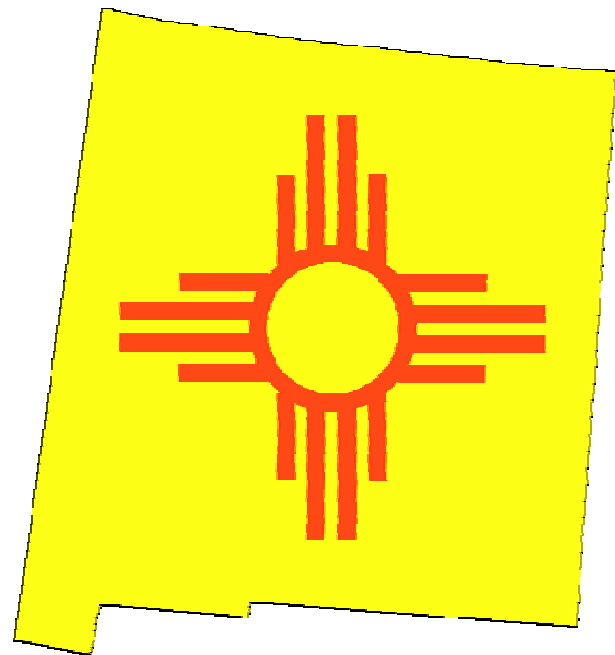
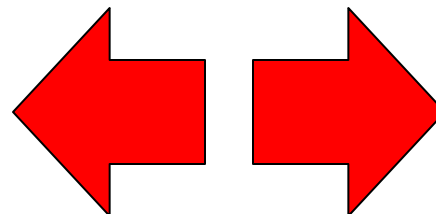
□ **What's down**

- Software (*)
- Nano-tech

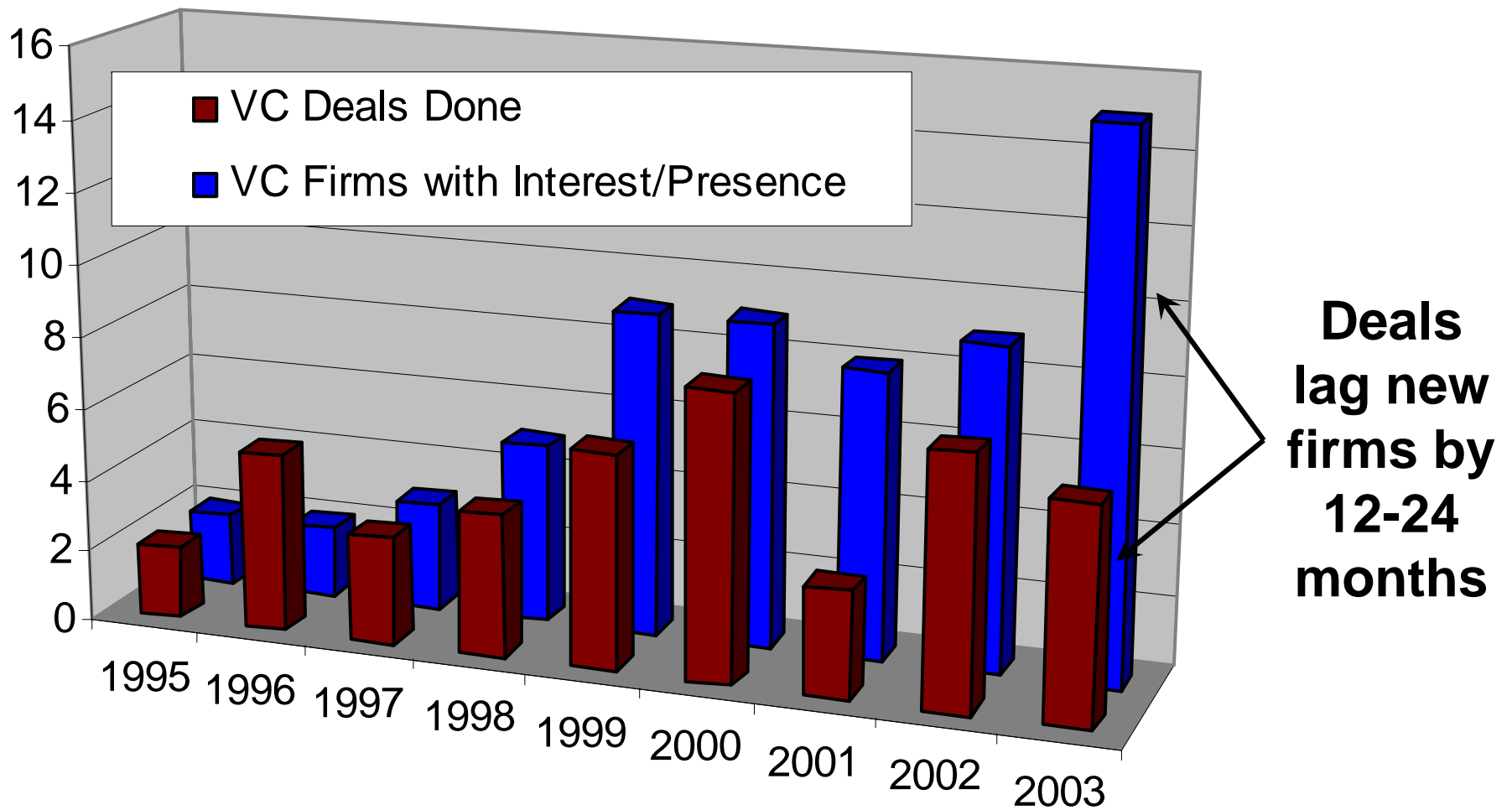


□ **What's back (maybe)**

- Telecommunications



[*The New Mexico Market: Where It's Going*]



Contact Information

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