



U.S. PRIVATE EQUITY  
AND  
VENTURE CAPITAL SEMINAR  
IN SINGAPORE  
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Rodman  
& Renshaw<sup>®</sup>

## GP PARTICIPANT PROFILES

### **ROBERT R. ACKERMAN, JR. ALLEGIS CAPITAL**

Personal Biography Robert R. Ackerman, Jr. (Bob) is the Founder and Managing Director of Allegis Capital and currently sits on the Boards of Apprion and Purewave. His prior investments include LGC Wireless (TEL), IronPort Systems (CSCO), iBeam Broadcasting (NASDAQ), Comparnet (MSFT), StepUp Commerce (INTU), Driverside (AAP) and Classroom Connect (ENL). With more than 15 years of venture capital investment experience, in addition to his track record as both technology operating executive and strategic mergers and acquisition advisory experience, Mr. Ackerman works closely with the Firm's start-up portfolio to transform their business visions into executable business plans. Prior to Allegis Capital, Bob's operating experience included the CEO of UniSoft Systems (a world leading UNIX systems house operating in the U.S., Europe and Asia) and the founder and Chairman of InfoGear Technology Corporation (the first internet appliance company; acquired by CISCO in 2000). Mr. Ackerman has been named as one of the Top 100 technology investors by both Forbes Magazine and AlwaysOn. He is a leading advocate and authority on matters related to collaboration between start-up companies, venture capital firms and strategic corporate investors. He chairs the Annual Corporate Venturing and Innovation Conference and is a frequent speaker at industry conferences and contributor to publications on matters related to venture capital, innovation, information security and public policy related to economic development. Mr. Ackerman is a member of the Board of Trustees of the San Francisco-based Asian Art Museum. He is also an instructor on subjects related to venture capital and new venture finance at the University of California's Haas Graduate School of Business at Berkeley and has a Bachelor of Science degree in Computer Science.

#### **COMPANY PROFILE**

*Founded in 1996, Allegis Capital is a seed and early-stage venture firm based in Silicon Valley with offices in Palo Alto and San Francisco. With more than \$500 million under management, Allegis Capital invests in technology-driven disruption in the Digital Economy; specifically, enabling technologies and infrastructure in the areas of information security, storage, communications, networking and enterprise applications. Allegis Capital was named #28 in Red Herring's list of the Top 100 venture capital firms in the world and has been included by AlwaysOn in their list of Top 100 Venture Firms for several years. Founded by successful entrepreneurs to work with the next generation of innovators, Allegis combines extensive operating and venture investment experience of its Partners with a global network of major corporations and its extensive network of entrepreneurs to build successful businesses in a disciplined and cost effective manner. Current portfolio companies include Coraid, Symplified, Axcient, Solera Networks, Apprion, PureWave Communications, Allegiance and EMN8. Prior investments include IronPort Systems (ACQ CSCO), Shopzilla (ACQ Scripps), RIBBIT (ACQ BT), Rent.com (ACQ eBay), LGC Wireless (ACQ ADC Communications), Classroom Connect (ACQ ENL), Comparnet (ACQ MSFT), StepUp Commerce (ACQ INTU), Driverside (ACQ AAP), iBeam Broadcasting (NASDAQ), and SandPiper Networks (NASDAQ). For more information, visit: [www.allegiscapital.com](http://www.allegiscapital.com).*

## **DR. ERIC WARNER** ALTIUS ASSOCIATES

Dr. Eric Warner, DPhil is a Partner and Head of Investor Relations. He is responsible for client relationships and identifying new business on a global basis working with the investor relations team alongside the investment team. Dr. Warner joined Altius in 2010, and has 10 years of private equity experience.

Prior to joining Altius, Dr. Warner was Head of European Private Equity and M&A at Mercer Ltd, the international consulting practice. He also has substantial corporate finance experience from working in investment banking and previously held positions at Société Générale, NatWest Markets, and Security Pacific Hoare Govett, where he specialized in capital markets and Financials Institutions coverage. Before joining Mercer, he was Chief Financial Officer of Aon Group Ltd, based in the UK.

Dr. Warner holds a BA in English from Yale University and a DPhil from Oxford. Dr. Warner is also a Member of the Institute of Directors.

### **COMPANY PROFILE**

*Altius Associates is an established global private equity advisory and funds of funds firm. Since our founding in 1998, we have been focused on developing strong performing private equity portfolios and providing the highest level of service for clients.*

*We maintain an exclusive focus on private equity, including real assets. Altius currently manages and advises approximately \$18 billion of investments and commitments for a select group of institutional investors. Clients include some of the largest, most sophisticated global institutional investors based in North America, Europe and Australia.*

*In 2007, 2008, and 2009, Altius was recognized as Private Equity Gatekeeper of the Year in Europe by Private Equity News.*

## **JOHN EGGEMEYER** CASTLE CREEK CAPITAL LLC

John Eggemeyer is a co-founder and Managing Principal of Castle Creek® Capital LLC and Castle Creek® Financial LLC. Mr. Eggemeyer is on the board of PacWest Bancorp, Guaranty Bancorp and Heritage Commerce. Mr. Eggemeyer is also Chairman and Chief Executive Officer of White River Capital Inc.

Prior to founding Castle Creek®, Mr. Eggemeyer spent nearly 20 years as a senior executive with some of the largest banking organizations in the United States. During this time he developed managerial skills in commercial lending, problem asset resolution, finance, corporate finance, mergers and acquisitions, trust and asset/liability management.

Mr. Eggemeyer began his banking career at The First National Bank of Chicago, where he spent over nine years primarily in commercial lending activities. He then spent four years at Norwest Bancorporation, where he became Treasurer, Comptroller and Senior Vice President-Finance. Mr. Eggemeyer then moved to Chemical Bank, where he served as the Director of Finance. He left Chemical Bank to become President of First National Holdings, then the largest bank holding company in Colorado, turning the bank around prior to its sale. He then became Executive Vice President of the First Bank System Inc., and President of its wholly owned subsidiary, First Trust Company, Inc. before moving to Drexel Burnham Lambert, Inc., where he established a financial restructuring group focused on financial institutions.

Mr. Eggemeyer is a Trustee of Northwestern University and The Bishop's School in La Jolla, California and a member of the Parent Advisory Board of Stanford University. He is the past President of the Rancho Santa Fe board of Governors and a founder and past President of the Rancho Santa Fe Community School Endowment.

Mr. Eggemeyer holds a Bachelor of Science degree from Northwestern University and an M.B.A. from the University of Chicago.

### **COMPANY PROFILE**

*Castle Creek® focuses on recapitalization, growth equity, and buyout investments in U.S.-based community banks. The firm has been a leading community bank investor since its inception over 18 years ago and continues to deepen its industry knowledge and expertise. With over 150 combined years of industry experience, no other firm can match Castle Creek's® balance of bank operating and investing expertise.*

*Castle Creek's® focus is on creating lasting value which drives our long-term investment horizon. Through deep industry knowledge and experience we identify and invest in the top community banks across the United States. Over the past decade, Castle Creek® has been one of the most active investors in U.S. banks and thrifts. Since 1992, the Principals have overseen the investment of over \$1.9 billion of capital primarily for bank transactions and have completed over 60 bank investments and acquisitions.*

*Castle Creek's® investment success in the banking sector can be attributed to three primary factors:*

- *A team with significant bank operational and financial experience*
- *Deep industry networks and significant regulatory relationships*
- *A successful, focused, and repeatable investment process*

## **MITCHELL KOPIN** CRANSHIRE CAPITAL, LP

Mr. Kopin has been operating Cranshire Capital L.P. since December, 1995. Mr. Kopin received his Masters of Management degree from the Kellogg Graduate School of Management at Northwestern University in 1988 and a Bachelor of Science in Accounting from the University of Illinois in 1983. He is Certified Public Accountant who was employed as an auditor with Arthur Andersen and Company from 1983 through 1986 and worked as a clerk and/or trader on the floors of the Chicago Board of Options Exchange and the Chicago Mercantile Exchange from 1986 through 1989. From 1990 through November, 1996 Mr. Kopin served as the Vice President-Research and Controller of Gilford Partners L.P., a Private Investment Limited Partnership that mainly sold short equities and options.

### **COMPANY PROFILE**

*Cranshire Capital, LP ("Cranshire") is a private investment fund that seeks to achieve superior risk adjusted returns through acquiring equity securities and equity equivalent securities (i.e. securities that are convertible or exchangeable into, or exercisable for, equity securities, such as options, warrants and convertible preferred stock) of public domestic and foreign issuers of all sizes. Additionally, Cranshire purchases, sells and sells short equity securities that are listed on stock exchanges and traded over-the-counter and buys and sells options listed on option exchanges.*

*Cranshire acquires the majority of its positions in issuers by participating in (1) private placement transactions (which are known as "PIPEs") and (2) registered offerings (which are known as "registered directs"). In both types of transactions, Cranshire purchases directly from the issuer (x) either common stock or an instrument that is convertible into common stock (normally priced at a negotiated discount to the current market price) and (y) warrants usually having 3 to 5 year terms (with exercise prices at a negotiated premium to the current market price).*

*In a PIPE transaction, the securities purchased by Cranshire from the issuer are "restricted securities" (which means the securities can only be resold pursuant a resale registration statement filed with the SEC or after a 6 month holding period is satisfied if there is no resale registration statement). Because these securities are "restricted securities," Cranshire typically hedges out the capital risk by shorting the listed equity of the issuer in the open market and then unwinds the short position after the common stock becomes tradable (typically 90 to 180 days after acquisition) and leaves the warrant in its portfolio.*

*In a registered direct transaction, the securities purchased by Cranshire from the issuer are generally freely tradable securities because the issuer is selling them to Cranshire off of an effective registration statement (which means these securities can typically be immediately resold). Because these securities are generally freely tradable, there is no need to short the listed equity of the issuer because the purchased securities are typically immediately resold in the open market, leaving the warrant in the portfolio.*

*Cranshire's primary strategy is to participate in as many of these PIPE and registered direct transactions as possible that meet our criteria, sell, or hedge against, the purchased equity and hold the warrants. Cranshire's intention is to build as large of a warrant portfolio in as many companies and industries as possible while taking limited capital risk. Cranshire believes that this strategy will provide it with a free call option on a diversified portfolio of companies, which over time could potentially yield superior returns to its investors.*

## **STEVE SCHENKLER** DN CAPITAL

Steve Schlenker has 20 years of venture capital and private equity investment experience.

Mr. Schlenker is a Managing Partner and Chief Investment Officer of DN Capital. He is particularly involved in investments in enterprise application software and consumer facing Internet applications. His companies at DN Capital include Datanomic (acquired by Oracle), Digital Chocolate, Endeca, FamilyBuilder (acquired by Intelius), Good Company Wines, Lagan (acquired by Kana) and Sonico.

Prior to co-founding DN Capital, Mr. Schlenker was a senior member of the investment team in his capacity as chief investment officer for SUN Technology Investors. At SUN he was also involved in the investment and successful sale of PlanetAll to Amazon, and also invested in Cyberview Technologies (AIM: CYBV), eMode (later Tickle.com, acquired by Monster Worldwide), PlasmaNet and others. Prior to joining SUN, he spent four years with Interlaken Capital, a buyout fund in Greenwich, Connecticut, where he worked on private equity investments in companies in the consumer goods, industrial distribution and service industries.

Mr. Schlenker received a BSc in Economics, summa cum laude, from the Wharton School of Finance with dual concentrations in Finance and Entrepreneurial Management, and an MBA, with high distinction, from Harvard Business School, where he was a Baker Scholar.

### **COMPANY PROFILE**

*DN Capital is a specialist venture capital firm focused on companies with US and European operations. Located in London and Silicon Valley, DN Capital's team focuses on investments in digital media, e-commerce and software in companies with enterprise values of €3-€30 million at the time of DN Capital's initial investment and initial capital requirements of €1-10 million. Some of the best known trans-Atlantic software and digital media firms, including Shazam in the mobile music sector, Digital Chocolate in the social gaming sector, and Endeca in the business intelligence sector, are backed by DN Capital. DN Capital has advised two venture capital funds since it was founded in 2000, and today has approximately €100 million capital under management. Exited DN Capital portfolio companies have become strategic acquisitions of Oracle, Naspers, Amdocs, and others. With over 50 years of private equity experience among its management team, and an extensive global network of managers, investors, and intermediaries who are actively involved with DN Capital's portfolio companies, the team at DN Capital are uniquely positioned to guide their portfolio companies through growth at various stages of development, particularly when those companies are considering international expansion.*

## **HENRY H. WONG** GARAGE TECHNOLOGY VENTURES LLC

Henry H. Wong has been a prolific and successful entrepreneur, executive, and venture investor in Silicon Valley for over 25 years. Henry applies his operational experience, investment talent, and his China expertise to advise, invest in, and build high technology companies with a global vision. He is the founder of Diamond TechVentures, and was a venture partner at Crystal Ventures, where he was actively involved with companies including SMIC, LGC Wireless, Infinera, and Exavio. As an entrepreneur, Henry has had several significant successes, including SS8 Networks Inc., where he was the founder, CEO and Chairman, as well as IP Communications, XaQti Semiconductor, CNet Technology Inc., and Combinet (ISDN Systems), all of which he co-founded and led. In 2002, Henry was a finalist for the Ernst & Young "Entrepreneur of the Year Award." He is an advisor to several non-profit organizations and is active in community organizations. Henry holds a B.Sc. degree in Business from the University of Utah and a MBA in Telecom Management from Golden Gate University. He is also a Mentor in the Stanford Graduate School of Business GSB S-356 MBA Program, and a Team Mentor in the Technology Venture Formation course MS&E 273 at Stanford's School of Engineering.

### **COMPANY PROFILE**

*Garage Technology Ventures is a seed-stage and early-stage venture capital fund. We're looking to invest in entrepreneurial teams with big ideas and a need for seed capital to turn their ideas into great companies.*

*We are willing to invest in unproven teams attacking unproven markets with unproven solutions. We're not interested in teams that are creating the nth solution to the same old problem nor companies who are trying to improve things by only 10 or 20 percent.*

*On a more tactical level, the characteristics of the companies we invest in are:*

- *Sectors: Software, services, clean technology, and material sciences (not life sciences)*
- *Funding: Seeking seed or early investments from \$500,000 to \$3,000,000*
- *Geography: California or Western US based*
- *Business model: requiring less than \$5,000,000 to reach break even or sustainability*

## **TBA LEVINE LEICHTMAN CAPITAL PARTNERS**

### **COMPANY PROFILE**

*Levine Leichtman Capital Partners is an independent investment firm that invests in middle market companies located in the United States. LLCP manages approximately \$5 billion of institutional capital on behalf of itself and its worldwide network of investors. These investors include state and corporate pension plans, insurance companies, fund of funds, family offices, foundations and endowments. Established in California in 1984 by Arthur E. Levine and Lauren B. Leichtman, the Firm has expanded geographically with offices in Los Angeles, Dallas, Chicago, New York, and London. The Firm has a proven business philosophy of investing along side entrepreneurs who believe in their company's growth and want substantial equity ownership.*

*LLCP's private equity activities are conducted through Levine Leichtman Capital Partners IV, L.P. (Structured Equity Fund), Levine Leichtman Capital Partners Deep Value Fund, L.P. (Distressed Debt Fund), Levine Leichtman Capital Partners SBIC Fund, L.P. (Small Business focused Fund) and Levine Leichtman Capital Partners California Growth Fund (California focused Small Cap Fund). Key tenants of the Firm's investment philosophy include high current income, downside protection and significant equity upside.*

## **BRET MAXWELL** MK CAPITAL

Bret is a Managing General Partner at MK Capital. He is also the Managing General Partner on three of the Productivity Funds totaling \$200 million in committed capital. Bret has been a decision-making partner in six other fully invested funds, representing over \$300 million in committed capital. Prior to founding MK Capital, he was the co-Founder of First Analysis' venture capital practice in 1985. Bret's areas of expertise include outsourced business services, telecom and internet infrastructure, and energy and power infrastructure. Bret is a graduate of The McCormick School of Engineering at Northwestern University and Kellogg's Graduate School of Management. He has served as the Chairman of the Illinois Venture Capital Association, and is a director on the board of Mount Sinai Hospital and on the finance committee of the Jewish United Fund. He is also Certified Financial Analyst. Bret can be reached at [bmaxwell@mkcapital.com](mailto:bmaxwell@mkcapital.com).

### **COMPANY PROFILE**

*MK Capital is an established venture capital firm with offices in Chicago and Los Angeles. We offer multi-stage growth equity and venture capital to companies in the following sectors: Digital Media, Data Center Automation, Software and Education Technology*

*As a member of the MK Capital portfolio, companies get access to an experienced partner with deep operating experience. We leverage insights from a strong understanding of our sectors to help our portfolio companies grow. We collaborate on strategy, operations, and technology as active members on the boards of our portfolio companies.*

## **TODD HIXON** NEW ATLANTIC VENTURES

Todd invests broadly in information technology businesses, with emphasis on companies that use “deep” technology to create commercial value and companies that focus on streamlining the health care value chain. Currently Todd serves on the Board of Directors of AppTap, Ember, SepSensor, Tap-n-Tap, Wiggio, and EveryScape. Before co-founding New Atlantic Ventures in 2006, Todd was a managing partner of DFJ New England Fund from 2000 to 2006, and previously a Senior Vice President with The Boston Consulting Group, where he managed two venture portfolios, built the Technology and Communications Practice from concept to \$100 million of revenue, and lead the firm’s information technology and knowledge management groups. He earned his BA in Physics from Princeton University (summa cum laude and Phi Beta Kappa) and he holds his MBA from HBS, where he was a Baker Scholar.

### **COMPANY PROFILE**

*NAV makes seed and early-stage investments in businesses targeting high-growth emerging mass markets. Many of our recent investments are centered on digital media & mobile-related business, e-commerce, and customer-directed health care. We are active investors, generally write a company’s first term sheet as the lead investor, and partner with entrepreneurs who have the energy, vision, experience and passion to build great companies and help them succeed through hands-on team building, partnerships, advice and support.*

## **GREGORY WHITE** THOMAS H. LEE PARTNERS

Gregory A. White, Managing Director at Thomas H. Lee Partners (“THL”), a Boston-based buyout firm which has raised over \$20 billion of aggregate assets since inception. Mr. White is one of 19 Managing Directors responsible for managing the firm. He runs one of the four business units of the firm, the Investor Relations Group, and serves on the Valuation Committee and participates on the Investment Committee as a non-voting member. THL currently manages two funds (Equity Fund V and VI) which total \$16 billion with approximately 400 investors, 60% in North America, 25% in Europe, 10% in the Middle East and 5% in Asia. THL has been investing for 35 years and is recognized as one of the best performing growth buyout firm in the world.

Prior to joining THL in 2004, Mr. White was a Managing Director of Thomas Weisel Partners, responsible for Marketing and Investor Relations for their private equity funds. In 1997, Mr. White worked with TA Associates, one of the leading growth capital private equity firms, located in Boston. At TA Associates, he worked in their Financial Services Group and was responsible for the firm’s small asset management acquisition strategy. Mr. White also served as the Executive Director for the Massachusetts pension fund, the Pension Reserves Investment Management (“PRIM”) Board from 1994 to 1997. He directed all activities of the fund and was active in expanding the investments in private equity. When he joined PRIM, it had assets of \$4 billion; after investment performance, Segmentation assets and merger, the fund grew to \$20 billion, just prior to his departure.

Mr. White holds a Bachelor of Nuclear Engineering degree, cum laude, from Georgia Institute of Technology and an M.B.A. from Harvard Graduate School of Business Administration. He is active with several civic and charitable organizations including Howard University Board of Trustees (Chairman of the Investment Committee) and the Dana Farber Cancer Institute.

### **COMPANY PROFILE**

*Thomas H. Lee Partners is one of the world’s oldest and most experienced private equity firms. The firm invests in growth-oriented companies within three broad sectors: Business & Financial Services, Consumer & Healthcare and Media & Information Services. Our teams partner with portfolio company management to identify and implement business model improvements that accelerate sustainable revenue and profit growth. The firm focuses on global businesses headquartered primarily in North America.*

*Since its founding in 1974, Thomas H. Lee Partners has acquired more than 100 portfolio companies and has completed over 200 add-on acquisitions, representing a combined value of more than \$150 billion. The firm’s two most recent investment funds comprise more than \$14 billion of aggregate committed equity capital. Notable transactions sponsored by Thomas H. Lee Partners include Aramark, Clear Channel Communications, Dunkin’ Brands, Experian, Fidelity National Information Services, HomeSide Lending, Houghton Mifflin, inVentiv Health, Michael Foods, The Nielsen Company, ProSiebenSat.1, Snapple, Univision, Warner Chilcott, Warner Music Group and West Corporation.*

*Thomas H. Lee Partners defines our success by building great companies of lasting value that generate superior returns. For more information, please visit [www.thl.com](http://www.thl.com).*

**EDWARD RUBIN CHIEF EXECUTIVE OFFICER, RODMAN & RENSHAW, LLC**

Edward Rubin became our Chief Executive Officer in February 2009. He is also a member of our Board of Directors, and has been our President since 2006. He joined us in June 2002 as a Senior Managing Director of Rodman & Renshaw, LLC, our broker-dealer affiliate. From August 1999 through May 2002, Mr. Rubin was a director, corporate finance with Ladenburg Thalmann & Co. Inc. From November 1998 through July 1999, he was the founder and executive vice president of Tandem Venture Partners, Ltd., a specialized financial advisory firm focusing on growth companies in the United States and Asia. From July 1998 to November 1998, he was a vice president in the structured finance group at Jesup & Lamont Securities Corp. From November 1995 through December 1997, Mr. Rubin was assistant general counsel for NCH Capital, an investment fund specializing in investments in Eastern Europe and the former Soviet Union. From September 1993 through November 1995, Mr. Rubin was an associate in two law firms in New York, Friedman & Kaplan and Coudert Brothers. Mr. Rubin received his B.A. in political science from Baruch College, City University of New York in 1989 and his J.D. from New York University School of Law in 1993.

**MICHAEL VASINKEVICH SENIOR MANAGING DIRECTOR, VICE CHAIRMAN,  
AND FOUNDING PARTNER, RODMAN & RENSHAW, LLC**

Michael Vasinkevich is our Senior Managing Director, Vice Chairman, Founding Partner and a member of our Board of Directors. He joined us in July 2002 as a Senior Managing Director of Rodman & Renshaw, LLC, our broker-dealer affiliate. From August 1999 through May 2002, Mr. Vasinkevich was a managing director at Ladenburg Thalmann & Co. Inc., and for the last 11 months of his tenure there he was president of capital markets. From November 1998 through July 1999 he was the founder and managing director of Tandem Venture Partners, Ltd., a specialized financial advisory firm focusing on growth companies in the United States and Asia. From June 1997 to November 1998, he was the managing director of the structured finance group at Jesup & Lamont Securities Corp.

**CRAIG M. SCHWABE MANAGING DIRECTOR, RODMAN & RENSHAW, LLC**

Craig M. Schwabe, Managing Director, Investment Banking. Mr. Schwabe focuses on originating and executing both equity and debt financing transactions for US and international corporations. Prior to joining Rodman in 2006, Mr. Schwabe served for five years as a Vice President of Explorer Group Inc., an investment advisor that invests globally in mid and large cap public and private companies. Previously, Mr. Schwabe was an investment banker at a New York based boutique investment banking firm where he raised financing and arranged mergers and acquisitions for a number of emerging growth companies. Mr. Schwabe holds a Bachelor of Arts degree from Hofstra University.

**COMPANY PROFILE**

*Rodman & Renshaw is a full-service investment bank dedicated to providing corporate finance, strategic advisory and related services to public and private companies across multiple sectors and regions. Rodman also provides research and sales and trading services to institutional investors. Rodman is the leader in the PIPE (private investment in public equity) and RD (registered direct offering) transaction markets. According to Sagient Research Systems, Rodman has been ranked the #1 Placement Agent in terms of the aggregate number of PIPE and RD financing transactions completed every year since 2005.*



Rodman  
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