# Jafco Ventures Raises New Fund and Adds to Team Former Veritas/Oracle Executive

Palo Alto, California, April 13, 2010 - Jafco Ventures, a leading technology venture capital firm announced today that it received an additional $100 million of new capital to kick-off its latest fund and that Paul Sallaberry has become its newest Venture Partner. This addition to the team comes on the heels of Nick Sturiale and Jeb Miller joining Jafco early last year as General Partners.

## New capital and a broadened investment charter

According to Joe Horowitz, Managing General Partner of Jafco Ventures, the firm has been investing at a brisk pace and recently closed $100 million of fresh capital from Jafco Co., Ltd., its limited partner, to kick-off investing in its newest fund, JTP IV. Jafco Ventures has been an active investor in broad-based information technology companies with such recent investments as Clicker Media, but is also selectively investing in industries ripe for change such as energy and food/agriculture with investments in Hara Software and Purfresh. The firm's momentum is also evident with several recent exits including the sale of Mimosa Systems to Iron Mountain announced in February.

## Paul Sallaberry joins the Jafco team

Paul Sallaberry joined Jafco Ventures having served in senior operating roles in highly-regarded technology companies for nearly thirty years. With exceptional experience in worldwide sales, marketing and services, Mr. Sallaberry has had a major impact on companies from start-ups to multi-billion dollar organizations. His ability to help early-stage companies grow from modest levels of revenue to tremendous scale is best in class. Before joining Jafco Ventures, Mr. Sallaberry's most recent senior operating role was with Veritas Software. He joined Veritas through its acquisition of OpenVision and while there was responsible for growing sales from less than $50 million to in excess of $1.5 billion. Prior to Veritas, Mr. Sallaberry held a series of positions at Oracle. He currently serves on the Boards of Quest Software, Calypso Technologies, Mimosa Systems (Iron Mountain), GFI, Ocarina Networks and Dorado Software. Mr. Sallaberry holds a Bachelor of Science degree from the University of California, Davis and also serves on the U.C. Davis Foundation Board of Trustees.

"Paul is an executive of extraordinary talents, particularly as it relates to scaling revenues with great capital efficiency," said Mr. Horowitz. "His skills and experience are a great fit to our investment strategy, rounding out a team that took us seven years to carefully select and build."

---

## About Jafco Ventures

Based in Palo Alto, Jafco Ventures is a venture capital partnership that invests in early-stage companies with great teams that demonstrate differentiated technology, compelling business models and momentum in their respective markets. The firm's focus is to help portfolio companies efficiently scale to realize great outcomes. To support this challenge the partnership consists of a core team of proven, early-stage venture capital investors, augmented by venture partners with best-in-class experience in scaling companies and a world-class business development team based in Tokyo. For more information about Jafco Ventures visit us at www.jafco.com.

---

## About Jafco Co., Ltd.

Jafco Co., Ltd. is Jafco Venture's single major limited partner. It is a publicly traded venture capital and private equity firm based in Tokyo, with a well-established investment franchise that is highly regarded in Japan and throughout Asia. Founded in 1973, Jafco has directly managed or been affiliated with over 45 investment funds globally through its offices in Japan, China, South Korea, Singapore, Taiwan and North America and has brought more than 860 of its investments to IPO exits.

---