

CUE BALL

A New Model for Venture Capital

Business Building Partners

Dick Harrington, *Thomson Reuters*
Tony Tjan, *Zefer, Parthenon, Thomson*

John Hamel, *HMG, AnswerThink*
Mats Lederhausen, *McDonalds, Chipotle*

← Track Record: >3x average realized return →

Investment Advisors*

Dick Del Bello, *Conifer, UBS*
Joe Grano, *UBS*
Larry Lepard, *GeoCapital, Summit*
Jose Lopez, *CitiGroup*

Henry McCance, *Greylock*
Mike Overlock, *Goldman Sachs*
Steve Pagliuca, *Bain Capital*
Yugi Sugimoto, *Bain Capital*

Principles & Philosophy

Old School Venture Fundamentals

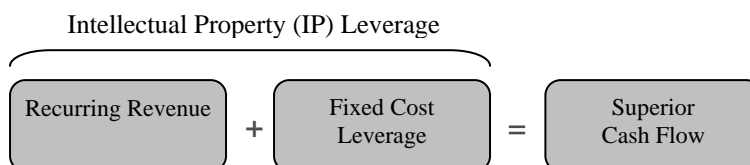
Active Business Builders & Collective Intelligence

Alignment & Transparency

Investment Thesis

Recurring revenue business models with fixed cost leverage and differentiated IP in the sectors we know best.

- Team before Idea
- Focus on business models with clear paths to cash flow
- Market niche dominance before large market potential



Stage

- Venture
- Early Growth Equity

Start-ups (25%) Allocation
(less than \$5M revenue)
Low Dollar, high speed to proof of concept

Scale-ups (75%) Allocation
(greater than \$5M revenue)
Larger dollar, high speed to scale

Target Verticals



Representative Collective Members

Dave Shaffer
Thomson

Phil Griffin
MSNBC

Dana Arnett
VSA

Alan Hassenfeld
Hasbro

Bob Evanson
McGraw Hill

Mehmet Oz
Harpo

Roger Enrico
PepsiCo

Neil Flanzraich
Chipotle

George Mueller
ColorKinetics, ISI

Cathy Viscardi Johnston
Conde Nast

Doug Crane
Crane Paper

Louise Julian
EF

Portfolio

Knovel®
Critical Content and tools for engineers

1-800-DENTIST.
Marketing and CRM platform for dentists

EPIC
A more mindful burger

STYLE SIGHT
A visual “Bloomberg” for the fashion and design industry

TICKETS FOR-CHARITY.COM
Socially-positive, online ticketing platform

PlanetTran
Smart, private driver transportation

SHAPEUP THE NATION
Corporate wellness through social networks

MiniLuxe
“Starbucking” the nail salon

* All members are investors