



Firm Overview

Founded in 2005, with offices in Menlo Park and San Francisco. Leader is an independent fund with the capacity to invest \$300 million in venture debt, structured debt, and equity co-investment opportunities. Leader's investment professionals come from Dominion Capital Management and Western Technology Investment.

Investment Areas

Leader primarily invests in the form of venture debt in high growth potential, venture capital-backed companies in technology, clean tech and life science industries, during all stages of a firm's life cycle. Venture debt is a combination of a secured loan plus warrants which offers companies greater flexibility than traditional bank debt, at a lower cost of capital than straight equity. Leader provides venture debt for a variety of uses, including runway extension, equipment purchases, acquisitions and working capital.

Leader Difference

Leader's structure allows us to utilize creative deal structures that other lenders or investors may find difficult to execute. Leader's senior investment team has significant operating and lending experience, enabling us to be a responsive partner that contributes to the success of our portfolio companies.

Co-Investment Partners
(partial list)

- Accel Partners
- Alloy Ventures
- Austin Ventures
- Bain Capital Ventures
- Battery Ventures
- Benchmark Capital
- Bessemer Venture Partners
- Canaan Partners
- Charles River Ventures
- Draper Fisher Jurvetson
- Doll Capital Management
- El Dorado Ventures
- Greylock Partners
- InterWest Partners
- Kleiner, Perkins, Caufield, Byers
- Lightspeed Venture Partners
- Matrix Partners
- Mayfield Fund
- Menlo Ventures
- Morgenthaler Ventures
- New Enterprise Associates
- Norwest Venture Partners
- Oak Investment Partners
- Redpoint Ventures
- Sequoia Capital
- Sevin Rosen Funds
- Sierra Ventures
- Sigma Partners
- Sutter Hill Ventures
- Texas Pacific Group
- Trident Capital
- Trinity Ventures
- US Venture Partners

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Current Portfolio

achatesPOWER

\$1,700,000 Venture Debt & Equity
Energy: Materials
Investors: InterWest Partners, Madrone Capital Partners, RockPort Capital, Sequoia Capital
Private & Independent

AdvancedMD

\$2,500,000 Venture Debt
Software / SaaS
Investors: Dominion Ventures, Windward Ventures, Prospector
Acquired by Francisco Partners



\$4,000,000 Venture Debt
IT: Semiconductors
Investors: Bessemer Venture Partners, Sequoia Capital
Private & Independent



\$2,000,000 Venture Debt
Life Science: Medical Devices
Investors: Unilever Technology Ventures, Novartis, ATDC Seed Fund
Private & Independent

Carmot Therapeutics

\$300,000 Venture Debt
Life Sciences: Biotech
Investors: The Column Group
Private & Independent

COLLABNET

\$8,000,000 Venture Debt
Software / SaaS
Investors: Benchmark, Norwest Venture Partners, Intel Capital
Private & Independent



\$3,750,000 Venture Debt
Life Sciences: Sequencing Tools
Investors: Prospect Venture Partners; OVP Venture Partners; Enterprise Partners
Private & Independent



\$4,000,000 Venture Debt
Software / SaaS
Investors: Menlo Ventures, JMI Equity, Insight Venture Partners, Triangle Peak Partners, Integral Capital Partners
Private & Independent

eGistics

\$3,600,000 Venture Debt
Software / SaaS
Investors: Trident Capital
Private & Independent

enpocket

\$4,000,000 Venture Debt
Communications
Investors: BlueRun Ventures, GrandBanks Capital
Acquired by Nokia (NYSE: NOK)



\$5,250,000 Venture Debt & Equity
IT: Business Services
Investors: Trinity Ventures; Lightspeed, GGV Capital
Private & Independent



\$2,000,000 Venture Debt
Data Management Services
Investors: Sigma Partners, Grandbanks, JAFCO, Globespan, Kodiak, Paladin
Private & Independent

homestead

\$5,000,000 Venture Debt
IT: Business Services
Investors: DFJ, IVP, Meritech, Amerindo, Dominion Ventures, Redpoint
Acquired by Intuit (NASDAQ: INTU)



\$2,500,000 Venture Debt
Financial
Investors: Bain Capital Ventures
Acquired



\$3,000,000 Venture Debt
Energy: Solar
Investors: Convexa Capital, ARCH Venture Partners, Sevin Rosen, Scatec, Harris & Harris, Triton Ventures, Apax Partners
Private & Independent



\$2,500,000 Venture Debt
IT: Hardware & Storage
Investors: Sequoia Capital
Private & Independent



\$3,000,000 Venture Debt
Energy: Alternative Energy
Investors: Khosla Ventures
Private & Independent



\$2,500,000 Venture Debt
IT: Consumer Internet, New Media
Investors: Lightspeed Ventures, Trinity Ventures
Private & Independent



\$3,000,000 Venture Debt
Energy: Alternative Energy
Investors: Flagship, Khosla Ventures, Lightspeed
Private & Independent



\$2,000,000 Venture Debt
Software / SaaS
Investors: August Capital, Clearstone Venture Partners, JAFCO Ventures, Mayfield, Focus Ventures
Acquired by Iron Mountain (NYSE: IRM)



\$5,000,000 Venture Debt
Connectivity & Communications
Investors: Menlo Ventures, Oak Investment Partners, Redpoint
Private & Independent

Numerate

\$1,200,000 Venture Debt
Life Sciences: Biotech
Investors: Foundation Capital, Lanza Tech Ventures
Private & Independent



\$1,500,000 Venture Debt
IT Business Services
Investors: Trinity Ventures, Madrona Venture Group, Fluke Venture Partners, Montlake Capital
Private & Independent



\$2,500,000 Venture Debt
Medical Devices
Investors: Alta Partners, Adams Street Partners, Telegraph Hill Partners, Spray Venture Partners
Private & Independent



\$400,000 Venture Debt & Equity
 Software: Energy Management
 Investors: Draper Fisher Jurvetson
 Private & Independent



\$8,250,000 Venture Debt
 Biotechnology
 Investors: Essex Woodlands, Technology Partners, Vivo Ventures, Shepherd Ventures, Palo Alto Investors, Medicis
 Private & Independent



\$1,250,000 Venture Debt
 Energy: Materials
 Investors: Khosla Ventures
 Private & Independent



\$5,700,000 Venture Debt & Equity
 Information Services: IT Consumer
 Investors: Norwest, Trident Capital
 Acquired by Kayak.com



\$4,000,000 Venture Debt
 IT: Other IT
 Investors: Bessemer Venture Partners, Khosla Ventures
 Private & Independent



\$3,000,000 Venture Debt
 Consumer Internet / New Media
 Investors: Trident Capital
 Private & Independent



\$1,000,000 Venture Debt
 Consumer Internet / New Media
 Investors: Mayfield Fund
 Private & Independent



\$5,000,000 Venture Debt & Equity
 Financial
 Private & Independent



\$1,500,000 Venture Debt
 IT: Business Internet
 Investors: IA Ventures, Founder Collective
 Private & Independent



\$5,500,000 Venture Debt
 IT: Semiconductors
 Investors: Foundation Capital, Kleiner Perkins
 Caufield & Byers, Lux Capital
 Private & Independent



\$5,000,000 Venture Debt
 Connectivity & Communications
 Investors: Levensohn Ventures; Battery Ventures; Norwest
 IPO: (NASDAQ: VRAZ)



\$5,000,000 Venture Debt
 Consumer Services: Travel
 Investors: Carlyle Group
 Private & Independent



\$2,500,000 Venture Debt & Equity
 Software / SaaS
 Investors: Doll Capital Management, Bertelsmann
 Private & Independent



\$5,000,000 Venture Debt
 Wireless Communications
 Investors: Cisco, Intel, GGV Capital, Motorola, Venrock, RRE Ventures
 Private & Independent



\$2,500,000 Venture Debt
 Semiconductors
 Investors: Sequoia, Benchmark, Tallwood
 Private & Independent



\$9,500,000 Venture Debt & Equity
 Life Sciences: Diagnostics
 Investors: Kleiner, Perkins, Caufield & Byers, New Leaf, TPG, DAG
 Private & Independent

Previous Investments



Communications & Networks
Investors: Greylock, Menlo Ventures, Pitango, Star, Intel
Private & Independent



Software
Investors: Sequoia
Acquired by Sun Microsystems
(NASDAQ: JAVA)



Computer Hardware & Storage
Investors: Lightspeed, Greylock
Acquired by Microsoft
(NASDAQ: MSFT)



Managed Security Services
Investors: Bessemer, Accel, Meritech
Acquired by BT (LON: BT.A)



Internet Search Engine
Investors: Kleiner Perkins Caufield & Byers, Sequoia
IPO: (NASDAQ: GOOG)



Software
Investors: Accel, NEA
Acquired by Oracle
(NASDAQ: ORCL)



Computer Hardware & Storage
Investors: ComVentures, Trinity Ventures, Worldview
Acquired by McAfee (NYSE:MFE; fka: Network Associates)



Consumer / Business Services
Investors: Sierra, Trinity Ventures, Morgenthaler
Acquired by Thomson Financial



Internet
Investors: Bay, Leapfrog, BlueRun Ventures, Menlo Ventures
Acquired by Google
(NASDAQ: GOOG)



Software
Investors: Scale, Olympic, Sierra
Acquired by Citrix Systems
(NASDAQ: CTXS)



Communications & Networking
Investors: TPG, ComVentures, Altos, Lightspeed
Acquired by McData Corporation; Merged with Brocade (NASDAQ: BRCD)



Software
Investors: Norwest, Sigma Partners, Greylock
Acquired by Epiphany



Semiconductors & Equipment
Investors: Vulcan, Bowman
Acquired by Juniper Networks
(NASDAQ: JNPR)



Software
Investors: US Trust
Acquired by SAP (NYSE: SAP)



Wireless
Investors: Sequoia, Evergreen Partners, Accel
Private & Independent



Semiconductors & Equipment
Investors: Kodiak, Warbug Pincus, Benchmark
Acquired by Netlogic Microsystems (NASDAQ: NETL)



Software
Investors: Pitango, Evergreen, Gemini Israel, Sequoia
Acquired by ICAP PLC (LSE: IAP)



Software
Investors: Menlo Ventures, Sevin Rosen
Private & Independent



Wireless
Investors: DFJ Gotham, DFJ, Alloy
Private & Independent



Computer Hardware & Storage
Investors: InterWest, Centerpoint, Sevin Rosen, Canaan
Acquired by EMC (NYSE: EMC)