



## Who we are

Early Stage East is an organization dedicated to seeing early stage companies grow and succeed. Early Stage East was founded in 1998 as a non-profit organization and has grown from a single-day venture capital fair to a year-round series of events. Our events showcase entrepreneurs from up and down the East Coast in order for them to effectively obtain venture capital and successfully start break-away businesses. Early Stage East is geographically the largest venture conference specifically for early stage companies.

The Early Stage East 2005 Venture Conference held on May 11&12 at the Hyatt Regency Philadelphia at Penn's Landing attracted 400+ investors, entrepreneurs, and service providers and more than \$6 billion dollars!

## What we do

The mainstay of Early Stage East is our venture capital conferences. The Early Stage East Conference, in the spring, features early stage companies focused on information technology, enterprise software and internet technology. This year, companies specializing in chemicals and advanced materials, manufacturing technology, nanotechnology, medical instruments and devices, industrial biotechnology and electronic materials will be presenting at the conference.

Early Stage East significantly aided our capital raising efforts. We attended last spring's show, where we met a large number of top-tier investors. With such a variety of potential partners at the show, we were able to find investors whose portfolio and expertise were a match for our products and funding needs.

*Dor Skuler  
Safend*

Early Stage East also hosts the industry-specific Bio-Life-Tech Conference which focuses on the fields of biotechnology, life science, pharmaceuticals, nanotechnology and the related instrumentation and technologies that support these industries. In addition to our conferences, ESE hosts an annual golf tournament, educational workshops, panel discussions and other events.

Bio-Life-Tech was one of the best venture fairs I have ever attended. The coaching portion of the experience, usually viewed as a mandatory prerequisite to the main event, was extremely well done and worth the price of admission alone. Challenging, effective, and fun, it clearly made a difference in the way I presented and communicated the value of RedPath. And we've already generated serious interest from a fund – no better way to assess the value of a road show!

*Mary Del Brady  
President & CEO  
RedPath Integrated Pathology*

## Where we are

Early Stage East, based in Wilmington, DE, focuses on entrepreneurs and venture capitalists from New England to the Carolinas attracting attention to areas with peak activity in the industries featured at the conferences.

## Who attends ESE Events

Early Stage East events attracts a wide audience of institutional and venture capital investors. The Early Stage East 2005 Venture Conference in Philadelphia, PA represented a 31% increase in investor participation from the previous year. Early Stage East 2005 highlighted 24 emerging companies on the East Coast attracting more than 75 venture funds and financial institutions to the conference.



## Early Stage East Facts\*

- Participating companies have gone on to raise over \$600 million in institutional funding to date
- The companies presenting at Early Stage East rated 91.4%, "high quality" in a recent survey of our attendees.
- Over the past eight years, Early Stage East events have attracted, on average, over 400 attendees per event.
- In our eight year history, over 350 early stage companies have been featured at Early Stage East.
- Early Stage East annually attracts investors representing over \$10 billion in institutional venture capital.
- The Early Stage East Coaching Session is rated as the *Best Value for Your Money*.

*\*Facts gathered by Early Stage East attendee and company surveys and polling of alumni companies.*