

Cisco Investments

Your Innovation Partner

HITESH SAIJPAL, Senior Director
Global Head of Portfolio Development

Build

\$6B Annual R&D Spend
26K+ Engineers

Invest

120+ Companies
45 Funds in 27 countries



Buy

209 Acquisitions | 1-3% Growth



Partner

300K+ Partners |  Google Cloud
 

Co-develop

Innovation through M&A and Investment.

Expansion and
Acceleration



Market
Transitions



New Markets



\$3000+

Billion

Global venture capital at unprecedented levels.





\$250-300M
Annually



120+
Companies

25
YEARS



45
LP Positions



27
Countries

Our investment vetting process.

- 1 | Build a Thesis
- 2 | Scout the Market
- 3 | Initial Analysis
- 4 | Deeper Due Diligence
- 5 | Internal Review

Partner closely with BU

to identify core, adjacent, and emerging opportunities

Our investment vetting process.

- 1 | Build a Thesis
- 2 | **Scout the Market**
- 3 | Initial Analysis
- 4 | Deeper Due Diligence
- 5 | Internal Review

Preliminary analysis

and meetings with 100s of companies relevant to those spaces

Our investment vetting process.

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Evaluate

the product/solution, financials, leadership team, potential to scale, and competitive landscape

Our investment vetting process.

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- 5 | Internal Review

Rigorous evaluation

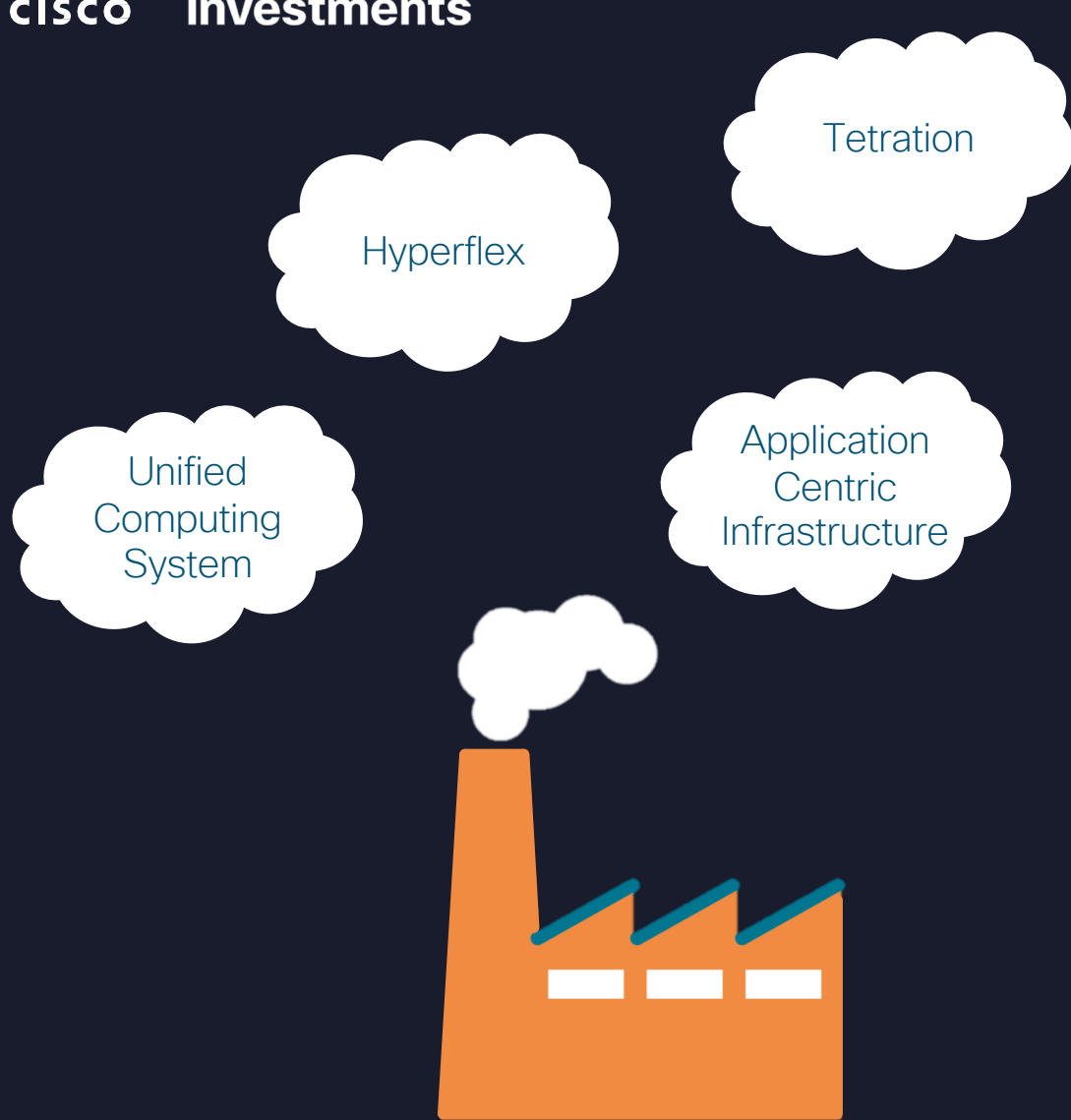
of deep financial information, customer data and references, market validation, and business plans

Our investment vetting process.

- 1 Build a Thesis
- 2 Scout the Market
- 3 Initial Analysis
- 4 Deeper Due Diligence
- 5 **Internal Review**

Determine investment & terms

with Cisco Investments leadership and IRB (CSO, CFO, and Corporate Development)



INTERNAL INNOVATION



EXTERNAL INNOVATION



	Americas	EMEAR	APJC
Network	<div>LiveAction</div> <div>Moogsoft</div>	<div>Celeno</div>	<div>WSO2</div> <div>CohdaWireless</div>
Security	<div>FLASHPOINT</div> <div>HYTRUST</div> <div>THREATQ</div> <div>VERODIN</div> <div>exabeam</div> <div>esentire</div>	<div>BehavioSec</div> <div>illusive</div>	<div>SECURVIEW</div>
Data Center	<div>COHESITY</div> <div>turbonomic</div> <div>AVI Networks</div> <div>puppet</div>	<div>ctera</div> <div>STRATOSCALE</div> <div>WIND</div> <div>elastifile</div>	
Cloud, SaaS/Apps	<div>Dynamic Signal</div> <div>helpshift</div> <div>voicera</div> <div>Ascendify</div> <div>Gong</div> <div>Gainsight</div> <div>involvio</div>		<div>ILFS</div> <div>CLOUDCHERRY</div> <div>QYUKI</div>
Data & Analytics	<div>Paxata</div> <div>MAPR</div> <div>dremio</div> <div>DataRobot</div> <div>loggly</div>	<div>Corvil</div> <div>intersec</div>	<div>Kyligence</div> <div>near</div>
IoT	<div>kespary</div> <div>Ayla</div> <div>pixvana</div> <div>PubNub</div> <div>UPSKILL</div>	<div>AMOTIVE</div> <div>prospera</div> <div>Activity</div> <div>EVERYTHNG</div> <div>WORLD W SENSING</div>	<div>VENIAM</div> <div>mobstac</div> <div>ZillionSource</div> <div>n3n</div>



Track
**Future Market
Leaders Together**

Solve Your
Toughest
Business Problems

Create a
**Competitive
Advantage**



 CISCO
investments