

COMERICA BANK
Technology & Life Sciences Division

Comerica Bank Overview

- Founded in 1849, Headquartered in Dallas, TX
- Publicly traded on NYSE: **CMA**
- \$59.3 billion in total assets as of December 31, 2009
- #559 among *Fortune's* largest companies
- Among the 25 largest banking companies in the U.S.
- Among the top ten Ex-Im Bank working capital lenders
- 447 Banking Centers across the United States & Canada (98 in California)
- Strategic Focus: Business Banking, Retail Banking and Wealth & Institutional Management

Technology & Life Science Division (TLS)

- § Specialized Lending Group within the Comerica Bank Structure - TLS Division Headquartered in Palo Alto, CA
- § Bank over 2,000 technology and life science companies across the U.S. and Canada
- § Division has \$4B in Assets under Management
- § Local Credit Approval which translates into quick decision making
- § Built expertise in developing strong relationship with premier Equity and Venture Capital Firms – Equity Fund Services group banks over 100 firms
- § History- We have been banking technology and life science companies for over 20 years.
- § TLS portfolio and credit policies built to accommodate investor support companies throughout their life cycle.

TLS National Footprint

13 offices around the country



Targeted Sectors

Technology

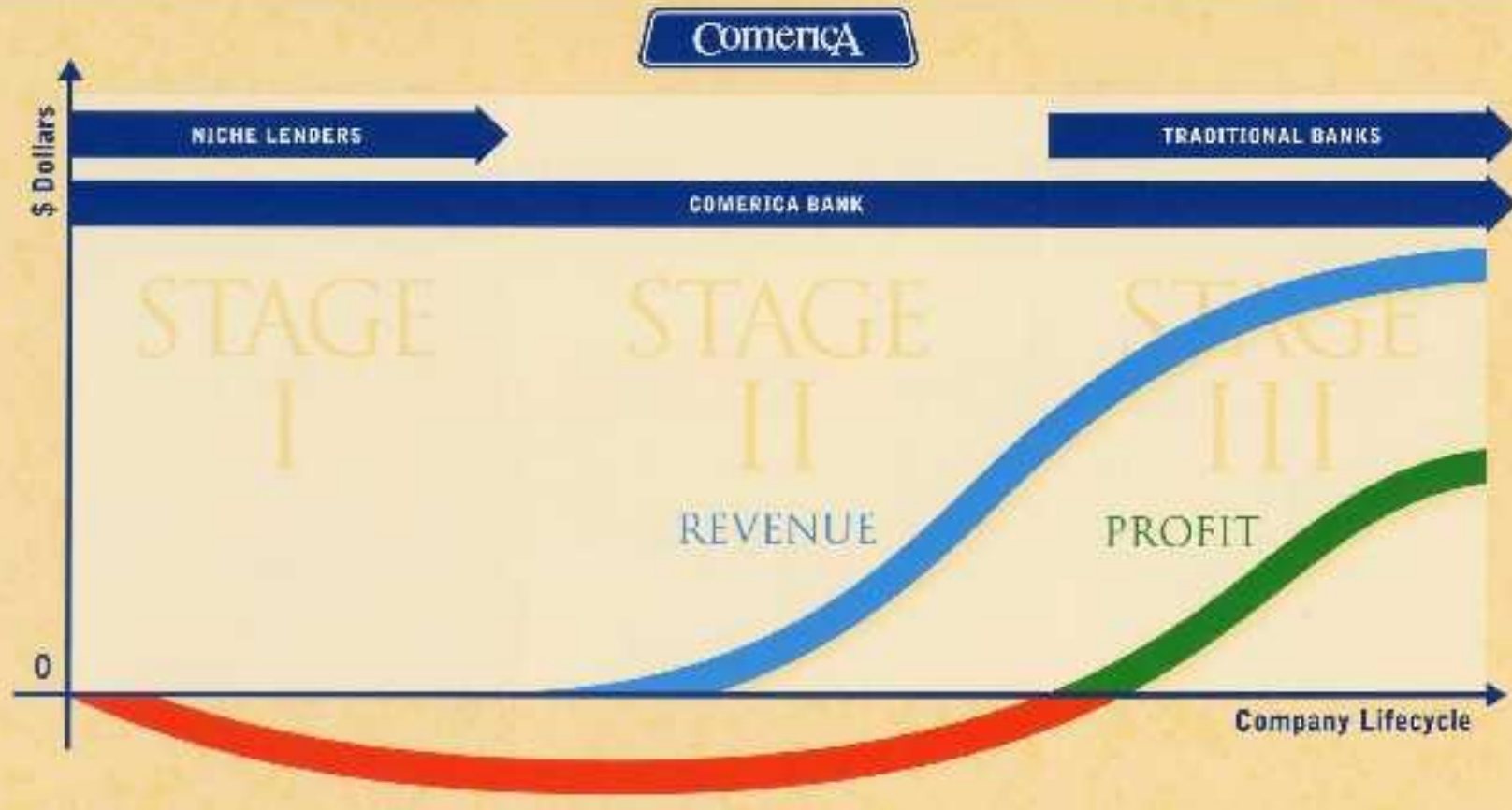
- § Software Services
- § Consumer Products
- § Internet Services
- § Computer and Peripherals
- § Semiconductors and Electronics
- § Business services and IT Services
- § Cleantech/Greentech

Healthcare & Life Sciences

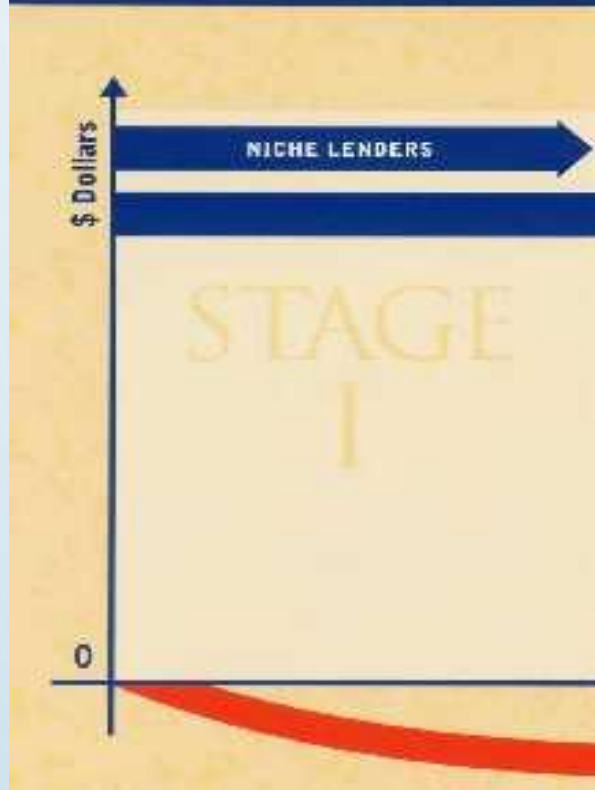
- § Healthcare Services
- § Medical Devices
- § Biotech



FROM GREAT IDEA TO GREAT COMPANY WITH COMERICA TECHNOLOGY & LIFE SCIENCES



FROM GREAT IDEA TO GREAT COMPANY WITH COMERICA TECHNOLOGY & LIFE SCIENCES



Stage I EMERGING GROWTH

- * Pre-product
- * Pre-revenue
- * Highly reliant on continued equity support

CHALLENGES

- * Stretch investment dollars for longer runway
- * Cost-effective professional banking services
- * Safety and return on cash

SOLUTIONS

- * Lines of Credit
- * Equipment term loans
- * Growth Capital Loans
- * Letters of credit
- * Cost-effective deposit services
- * Web access to deposit accounts
- * Investment management

Stage II EMERGING GROWTH

- * Post-revenue, pre-profit
- * Emerging business operations
- * Continued reliance on equity sponsors

CHALLENGES

- * Grow sales rapidly without excessive dilution
- * Accelerate cash collection cycle
- * Safety and return on cash

COMERICA BANK

STAGE
II
REVENUE



SOLUTIONS

- * Receivable financing
- * Equipment term loans
- * Bridge Loans
- * Letters of credit
- * International trade finance
- * Treasury management
- * Investment management
- * 401 (k) plan

**Stage III
SELF SUSTAINING
GROWTH**

- * History of profits
- * Reliant on business operations

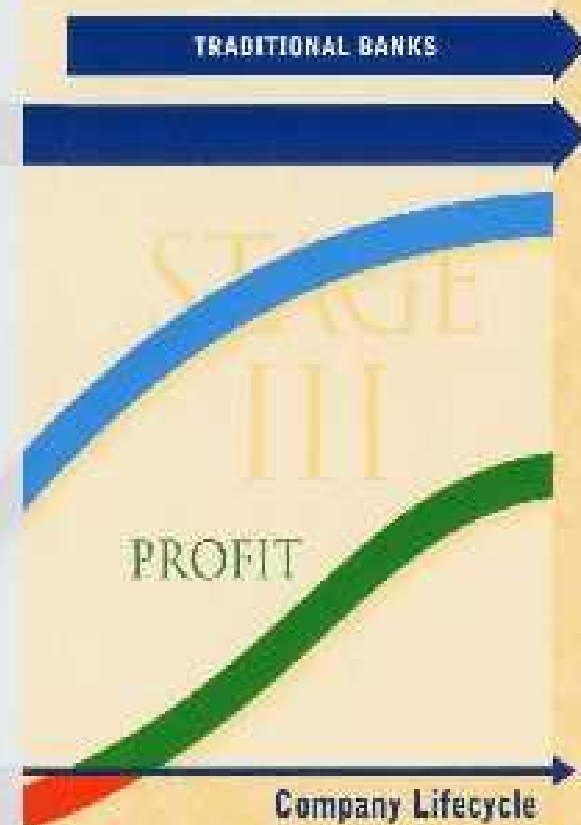
CHALLENGES

- * Optimize capital structure for growth
- * Maximize working capital efficiency
- * Manage Wall Street expectations

SOLUTIONS

- * Working capital financing
- * Equipment term loans
- * Corporate finance
- * Acquisition financing
- * Letters of credit
- * International trade financing
- * Comprehensive treasury management
- * Investment management
- * 401 (k) plan

TRADITIONAL BANKS



Treasury Management

Experience and Technology with Powerful, Cutting Edge Solutions for your Business:

Disbursement Services

- Demand Deposit Accounts (DDA)
- Automated Clearing House (ACH)
- Zero Balance Accounting (ZBA)
- Business Sweep to Investment and/or Loan
- Outgoing Wire Transfers
- Account Reconciliation Services
- Image Positive Pay
- ACH Positive Pay
- Controlled Disbursement Accounts
- Comerica Tax Pay
- Commercial Card Programs:
 - Corporate Card
 - Purchasing Card
 - Comp Card (payroll)

Collection Services

- Demand Deposit Accounts (DDA)
- Automated Clearing House (ACH)
- Zero Balance Accounting (ZBA)
- Business Sweep to Investment and/or Loan
- Incoming Wire Transfers
- Image Lockbox Options
- Business Deposit Capture
- Merchant Card Processing
- Electronic Payment Authorization

Information Reporting

- TM Connect Web , TM Connect Desktop, and TM Connect File Transfer offer:
 - Prior Day Reporting
 - Intra Day Reporting
 - Wires and Transfers
 - Statements
 - Stop Payments
 - Image Services
 - Foreign Exchange
- Electronic Data Interchange
- Email notification for many services
- Account Analysis

Investment Services

Comerica Securities is our broker/dealer subsidiary whose mission is to provide you with choices, strategies and the responsiveness needed to make sound investment decisions. Comerica Securities has \$30B in assets under management.

Self Directed Investments

Working with you – and for you – is a highly accomplished team whose focus is on preserving capital and meeting liquidity needs.

Included in the Securities we offer:

- § Institutional Money Market Mutual Funds
- § Comerica Bank Business Sweep Account
- § Commercial Paper
- § Repurchase Agreements
- § U.S. Government Securities
- § Certificate of Deposit Placement Program

Comerica Asset Management

Comerica Asset Management is an outsourced treasury management service. Our team of experts strives to consistently provide above benchmark returns for your Portfolio. Their approach is a multi step process to enhance the total returns of your portfolio:

- Determine customized guidelines
- Sector strategies
- Portfolio construction and management
- Benchmarking

Why Bank with us?

üOne of the only tech-focused banks in the country

üWe will grow and work with you as you grow

üComprehensive product offering

üLower cost of capital



üDedicated relationship team

üFlexible loan structures

üClose-knit with venture capital community