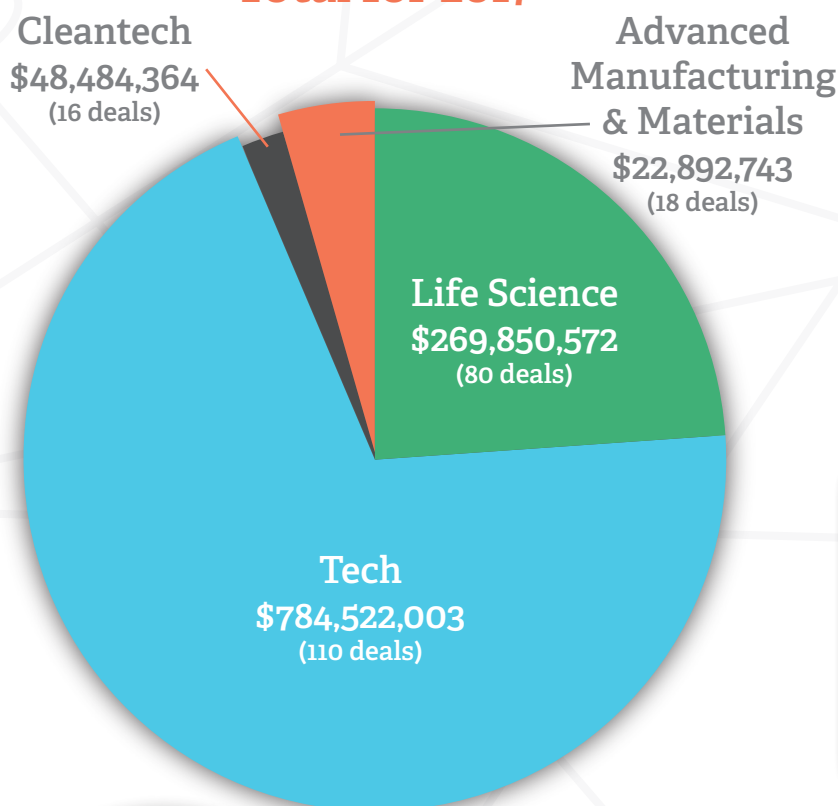


Back to a Billion

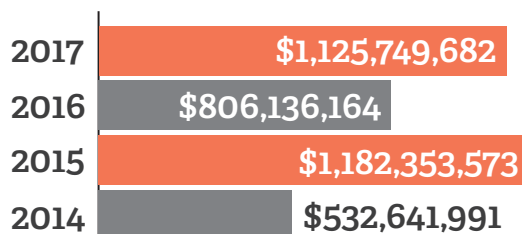
Entrepreneurial companies in NC collectively raised over \$1 billion in 2017. Similar to 2015, a few big deals launched the dollars over the billion benchmark. But the best news is that funding activity remains strong. NC entrepreneurs raised money through a record-setting total of 224 deals, a 19% increase versus 2016.

\$1,125,749,682

Total for 2017



Total Funding

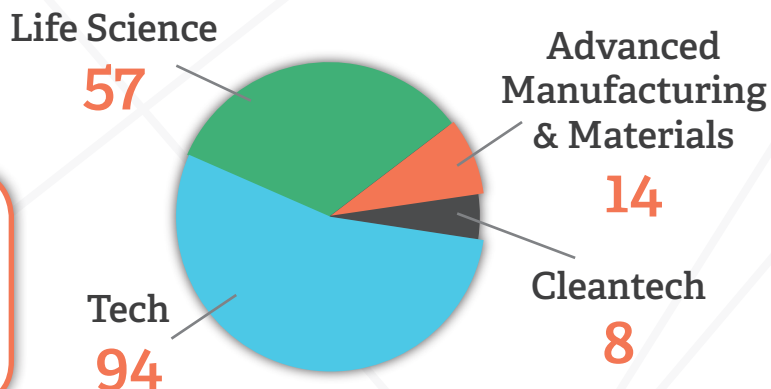


Total # of Deals

224

	2017	2016	2015	2014
# of Deals	224	188	191	180
# of Companies	173	154	173	137

of Companies Completing Deals



Sector Swap

In 2015 and 2016, life science companies raised more money than tech companies in North Carolina. But we saw a flip in 2017. The top two deals were in the tech sector and account for over 40% of total funding for the year.



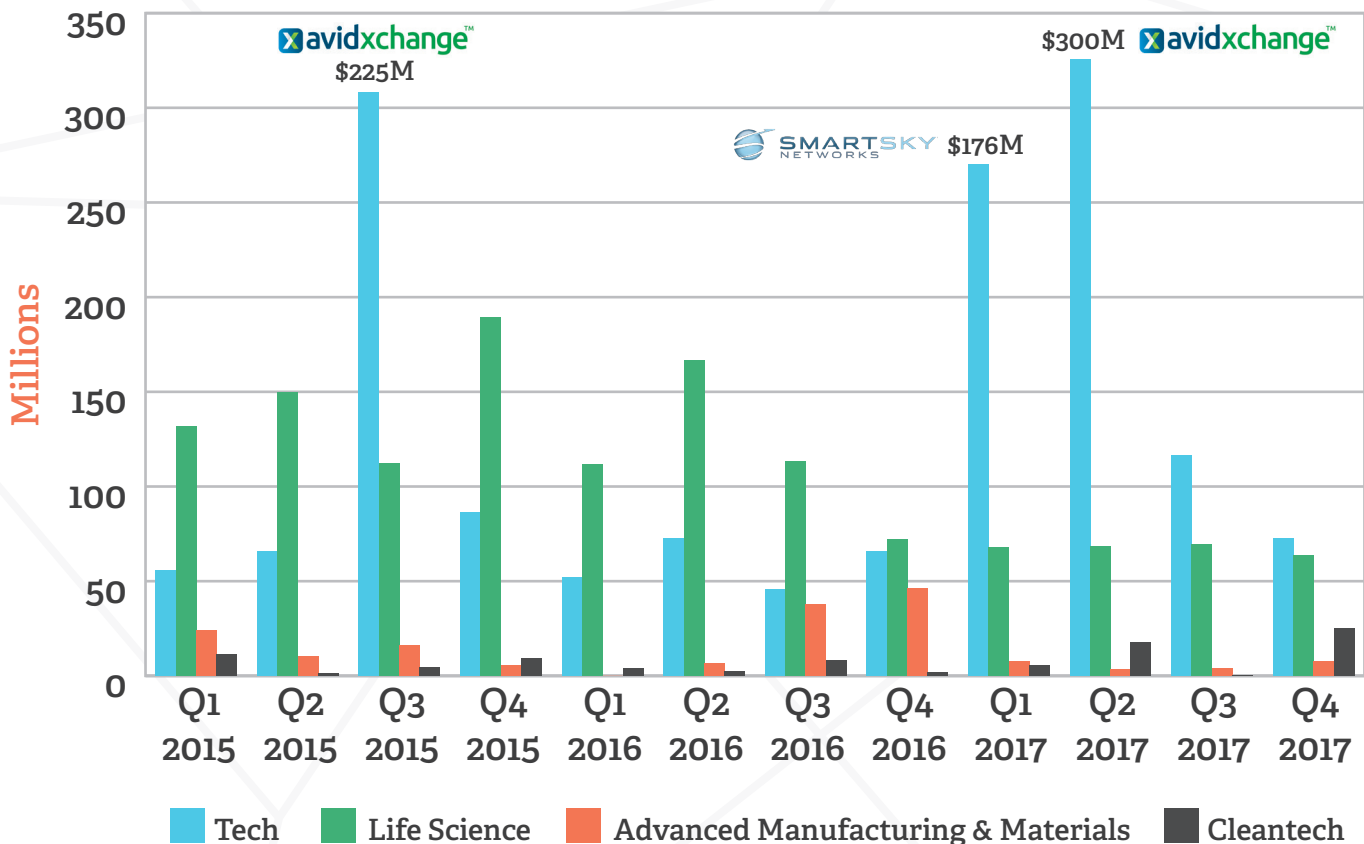
Raised \$300 million;
Named a Unicorn



Raised \$176 million

In contrast to tech's monster year, the life science sector was missing big deals in 2017, but the pipeline of younger life science companies is encouraging and will likely lead to big deals in the near future.

Equity Funding by Quarter/Sector

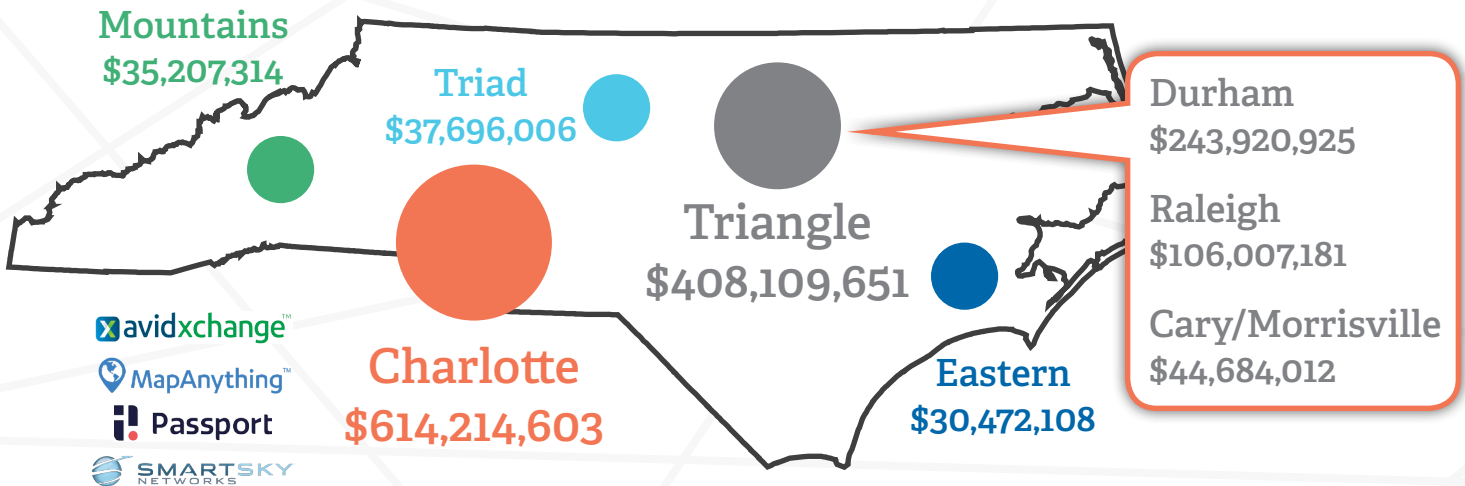


Charlotte on the Rise

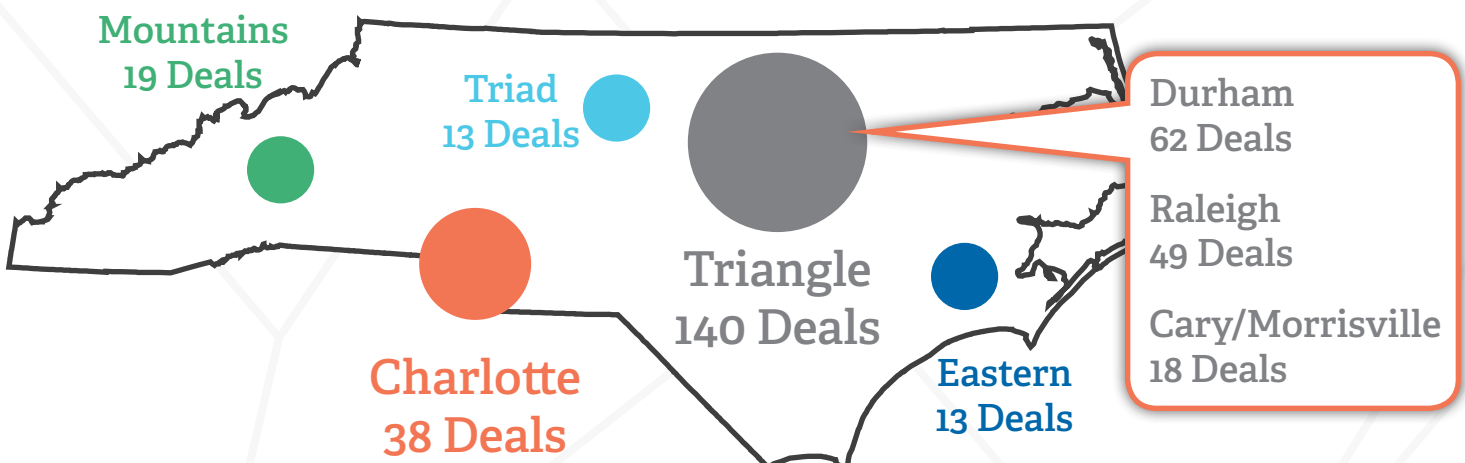
Typically, we see over 75% of the dollars in North Carolina going to Triangle-based companies. In 2017, Charlotte brought in the bulk of dollars. The top four deals of the year were all to Charlotte-based companies, accounting for a combined \$552 million (almost 50% of total funding).

But the Triangle accounted for two-thirds of the deals. Durham had the most deal activity of any city in the state with 62 deals, and Raleigh came in second with 49 deals.

Funding by Location



Deal Count by Location



Active Early Stage Ecosystem

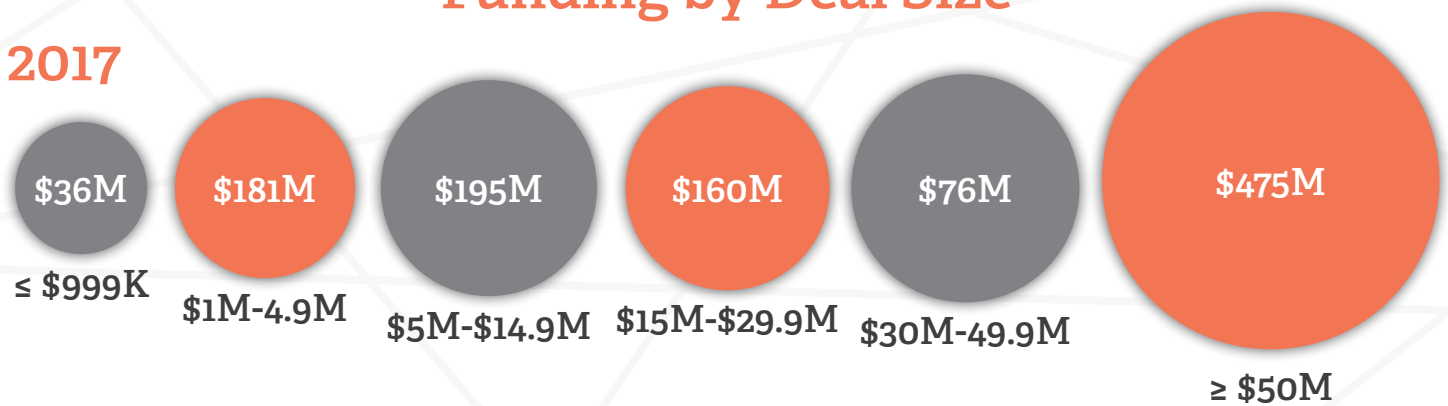
National funding reports for 2017 reflect a rise in large investments in late stage companies, while the number of seed deals decreased as a whole across the U.S. But in North Carolina, we continue to see an active early stage ecosystem. Over 80% of the deals for NC companies were under \$5 million.

Number of Deals by Size

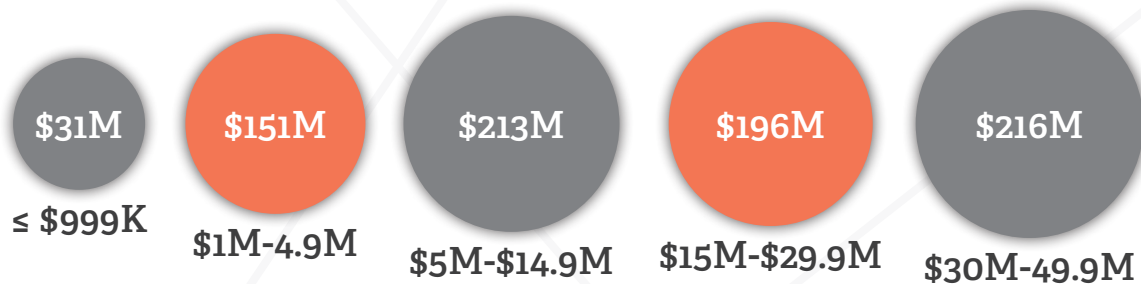
	≤ \$999K	\$1M-4.9M	\$5M-\$14.9M	\$15M-\$29.9M	\$30M-49.9M	≥ \$50M
2017	111	76	25	8	2	2
2016	78	68	27	10	5	0
2015	89	62	21	11	5	3

Funding by Deal Size

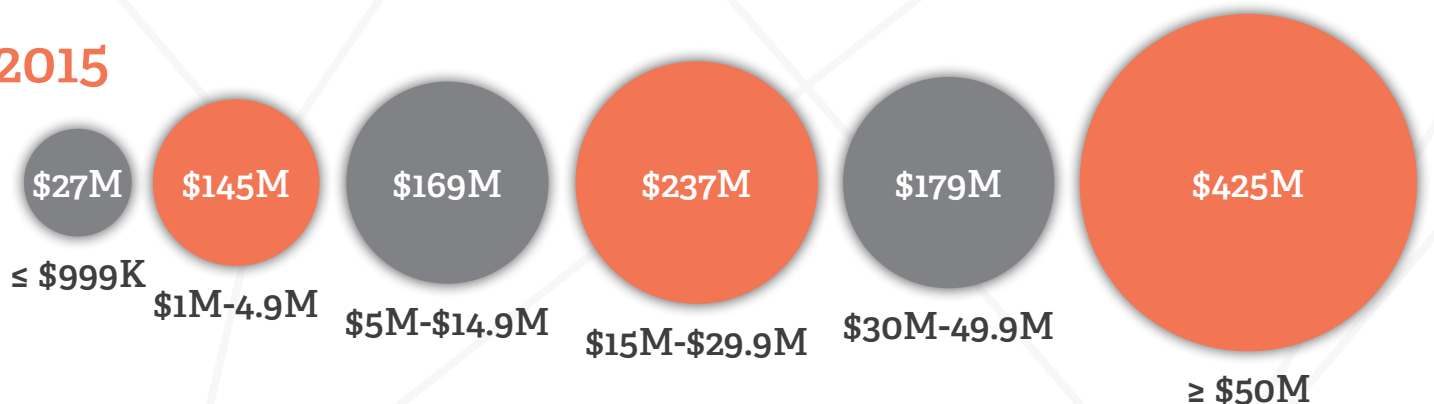
2017



2016



2015



30 Exits in 2017

IPOs



Mergers/Acquisitions/Buyouts

1st Order Pharmaceuticals, Inc.

BioSignia, Inc.

Blogads

BoostSuite

Care Management Technologies

Cempra Pharmaceuticals, Inc

Chemtura, USA

Coventor

Digital Health Department

DILIsym

GridBridge, Inc

Impulsonic

iScribes

KnowledgeTree Inc.

MaxPoint

Polyglot Systems Inc.

Rival Health

Skia

Source3

TearScience, Inc.

TrialCard Inc.

WedPics

Whitespace Health

Yodil

Zift Solutions, Inc.

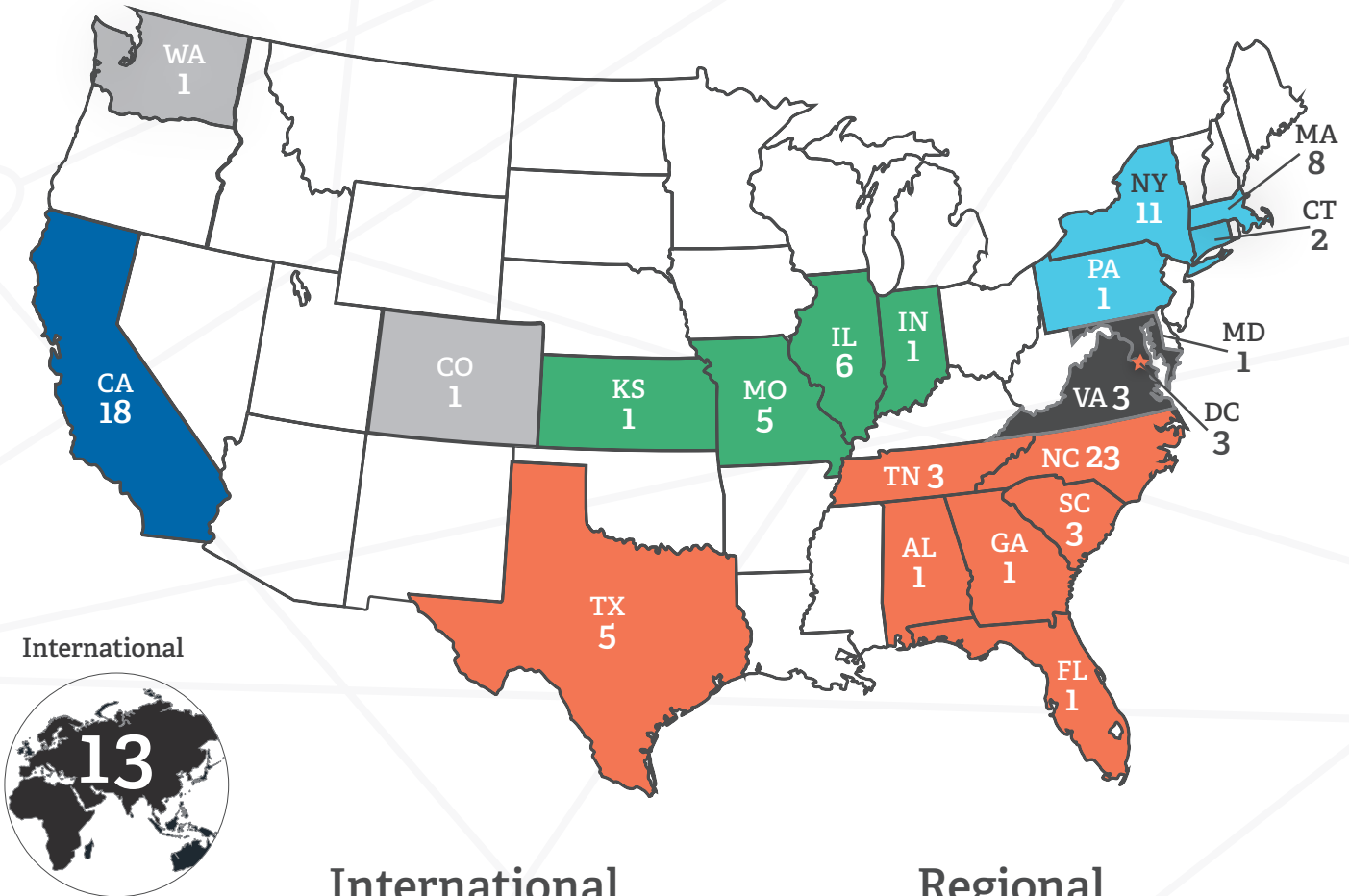
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Investors

112 Unique Institutional Investors



International Breakdown

Canada	2
China	3
Germany	1
Ireland	2
Israel	3
Nepal	1
Singapore	1

Regional Breakdown

Northeast	22
Mid-Atlantic	7
Southeast	37
Midwest	13
West	2
California	18
International	13

**“This region, North Carolina, I love it. . . .
The people, the climate, the culture, the great universities,
the entrepreneurial atmosphere.
You have something very special here.”**

*-John Doerr of Kleiner Perkins, legendary Silicon Valley venture capitalist
in a fireside chat with Steve Nelson, Co-Founder of Carbon, Inc. during the
CED Tech Venture Conference 2017, his first time ever speaking in North Carolina*



And that's direct from one of America's greatest venture capitalists. North Carolina entrepreneurial companies continue to attract investment from funds across the U.S. and around the world. As part of tracking funding activity in North Carolina, CED's Innovators Report identifies institutional investors participating in the deals. CED tracks investors by location, fund type, and sector interests as part of CED's Connections to Capital, a highly curated, targeted and strategic investor-entrepreneur matching service.

What's the Deal?



Meet Jay, CED's Director of Entrepreneurship and head of Connections to Capital. By fostering relationships with North Carolina entrepreneurs and investors from across the country, he is able to make introductions by pairing specific investment criteria with NC company data. His work increases investments to the region and helps entrepreneurial companies scale.

“At CED, we know how North Carolina fuels entrepreneurial companies. It's the combination of a great quality of life, talent and universities, low cost of living, and supportive community,” said Jay Bigelow, CED's Director of Entrepreneurship. “The 2017

Innovators Report data helps show the strength of the state's entrepreneurial activity, with increases in both total funding and number of deals over 2016.”

Engage with CED

CED connects entrepreneurial companies with high-value resources to accelerate business growth. CED services and programs (including Connections to Capital, Venture Mentoring, and signature conferences) empower member companies to go further faster.

Partners of CED are fueling tomorrow's success stories by investing in today's ecosystem.



Visit our website for more information on how you can engage with CED.
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