

PRESS RELEASE



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NEA NAMES ALEX KINNIER PARTNER

Chevy Chase, MD – Nov. 1, 2011 – [New Enterprise Associates, Inc.](#) (NEA), a leading global venture capital firm, today announced that Alex Kinnier has joined the firm as Partner. A venture capitalist and former Google executive with broad technology and product development expertise, Mr. Kinnier will work from NEA's East Coast offices in Chevy Chase, MD and New York City, with a focus on early-stage investments in consumer internet and information technology.

"NEA is very pleased to welcome Alex to the team," said Peter Barris, Managing General Partner at NEA. "His passion for technology and entrepreneurship make him a natural fit for the firm, and he brings a perspective informed by his broad experience – he thinks like an investor, a founder, and a product development expert. We look forward to the value he'll bring to our east coast technology practice."

Prior to joining NEA, Mr. Kinnier was a Partner at Khosla Ventures in Menlo Park, CA, where he focused on clean, information and consumer internet technology investments. He was previously a Group Product Manager at Google, where he led the company's large advertiser display platform team. Mr. Kinnier also served as Co-Founder and CEO of Ocular Technologies, a cleantech company focused on increasing air cooling system efficiency. He began his career at Procter & Gamble, holding several product and brand development positions.

"NEA's diverse, global platform will allow me to invest in many different areas, and work closely with a collaborative, entrepreneur-focused team around the world," said Mr. Kinnier. "I'm particularly excited about the emerging and increasingly successful technology scene on the east coast, and I look forward to partnering with founders to build world-changing companies during this groundswell of innovation."

NEA was founded nearly 35 years ago as a bi-coastal firm, with its east coast technology practice covering a broad geographic area that includes Washington, D.C., Chicago, Boston, New York, and beyond. Earlier this year, spurred by an expanding portfolio of companies in the

New York region, NEA opened an office in New York City to help fuel continued investing activity in the region and actively support the current portfolio.

About NEA

New Enterprise Associates, Inc. (NEA) is a leading venture capital firm focused on helping entrepreneurs build transformational businesses across multiple stages, sectors and geographies. With approximately \$11 billion in committed capital, NEA invests in information technology, healthcare and energy technology companies at all stages in a company's lifecycle, from seed stage through IPO. The firm's long track record of successful investing includes more than 170 portfolio company IPOs and more than 290 acquisitions, including investments in technology leaders like Data Domain, CareerBuilder, Diapers.com, Fusion-io, Groupon, Juniper, Macromedia, Playdom, Salesforce.com, and TiVo. In the U.S., NEA has offices in the Washington, D.C. metropolitan area; Menlo Park, California; and New York City. In addition, New Enterprise Associates (India) Pvt. Ltd. has offices in Bangalore and Mumbai, India and New Enterprise Associates (Beijing), Ltd. has offices in Beijing and Shanghai, China. For additional information, visit www.nea.com.

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