

Charles C. Wu
4218 26th St
San Francisco, CA 94131
(415) 279-2701
charleswu@alumni.stanfordgsb.org

STRENGTHS

CAREER TRACK RECORD – Direct attribution for investments of \$51M with a total value of \$290M with 9 IPOs for a 73% IRR and a 5.7x multiple. Includes a positive IRR and cash on cash return for a 1999 vintage fund.

BOARD EXPERIENCE – Board experience with 25 private/public companies. Board member of 10 private/public companies. Board observer of 15 private companies. Board involvement in the following areas: Enterprise Software/Web Services (10); Multimedia (8); Semiconductors (4); Networking (3).

Affiliation with companies such as: Aurum Software (AURM), Silknet (SILK), Vastera (VAST), Technically Elite (acquired by Hi/Fn), Worldtalk (WTLK), Chordiant Software (CHRD), Pogo (acquired by Electronic Arts), Epigram (acquired by Broadcom), Tensilica, Raindance (RNDC), Premier Retail Networks (acquired by Thompson), MontaVista Software, GRIC Communications (GRIC), Proxim (PROX), Premisys (PRMS), Creative Technology (CREAF) and Spectrum Holobyte (SYBT).

INTERNATIONAL TECHNOLOGY COMMUNITY NETWORK – Extensive international professional network with a focus on US (Silicon Valley and Boston) and Asian (China, Japan and Singapore) venture capital, entrepreneurial and corporate technology companies and related professional services organizations. Network utilized for additional venture funding rounds and the generation of corporate development opportunities.

TECHNOLOGY EXPERTISE – Involvement in most facets of the technology industry since 1970. Extensive understanding of industry trends and dynamics, competitive analysis, strategic planning, corporate partnering, product marketing, startup company evolution and the IPO/M&A process for technology companies.

EXPERIENCE

2005-2007

TIANDI GROWTH CAPITAL (www.tiandigrowth.com) **Shanghai, China**
General Partner Founder of TianDi Growth Capital, a Shanghai based growth equity firm affiliated with Battery Ventures, targeting clean tech, technology, media and health care services companies. Fund investments include Wuxi Pharmatech, the leading provider of outsourced chemistry services to the pharmaceutical and biotech industries.

1998-2004

PANASONIC DIGITAL CONCEPTS CENTER (www.panasonicvc.com) **Cupertino, CA**
Managing Director Founder of the Panasonic Digital Concepts Center, Matsushita's corporate development, corporate investment and incubator organization. Matsushita is a \$60B global manufacturing conglomerate.

Corporate Investment Carry based investments of \$24M in 9 companies with realized value of \$35M and current unrealized value of \$14M. Investments completed include: Epigram (acquired by Broadcom), Raindance (RNDC) and Premier Retail Networks (acquired by Thompson).

Deal/Investment Style Proactive team oriented outreach approach designed to understand industries and technology trends, strategic and business development opportunities, and premier company selection. Due diligence focused on customers/markets, management and investors.

Corporate Development Creation of win-win relationships between private Silicon Valley companies and Matsushita divisions. Examples include introduction of Epigram (resulting in an inclusion in Panasonic's Home Gateway product) resulting in \$2M of revenue; customer acquisition for Raindance ("Panasonic Web Conferencing) resulting in \$500K revenue; and development of a customer and supplier relationship with Premier Retail Networks totaling potential revenue of \$8M.

Management Style Built and managed an organization consisting of 12 recruited US employees and 3 Japanese professionals. Built an Associate program to train new professionals. Management style is that

of an internal consensus builder who promotes an environment of teamwork while recognizing individual achievement and promoting career development.

Marketing PDCC was profiled in the Harvard Business School case study, Innovating an "Outsourced R&D" Process for Matsushita Electric (MEI): Launching the Panasonic Digital Concepts Center authored by Professor Henry Chesborough and in Sally Richards' book Incubation and Corporate Venturing. The organization has also been profiled in national publications such as the Wall Street Journal, Business Week and the Red Herring. Public speaking engagements at external conferences averaged 4 per year.

1991-1998

VERTEX VENTURE HOLDINGS (www.vertexmgt.com) **Redwood City, CA**
Vice President First US hire and senior member of the US investment team consisting of 3 US and 2 SE Asian professionals. Vertex is a global venture capital operation, based in California, Singapore and Israel funded by SE Asian financial and corporate institutions.

Led the investments of \$39M in 20 companies with liquidated value of approximately \$400M. Involved in the decision making and support of \$58M of investments in 32 companies with liquidated value of \$550M.

Board member or led investments in companies such as Aurum Software (AURM), Silknet (SILK), Technically Elite (acquired by Hi/Fn), Worldtalk (WTLK) and Pogo (acquired by Electronic Arts). Also invested in companies such as GRIC Communications (GRIC), Proxim (PROX), Premisys (PRMS), Creative Technology (CREAF) and Spectrum Holobyte (SYBT).

Responsible for sourcing, due diligence, structuring, negotiating, closing and monitoring of venture capital investments. Created and delivered the marketing message for Vertex in the US investment community. Participation in fundraising activities. Portfolio companies are assisted with advice concerning executive recruiting, global strategy, market positioning, competitive analysis, financial analysis, fund raising and strategic relationships. Relationships developed with leading venture oriented investment, legal, recruiting, consulting, banking and accounting organizations. Also responsible for the recruiting, training and supervision of new investment personnel.

1990-1991

RSA DATA SECURITY (www.rsasecurity.com) **Redwood City, CA**
Project Manager Developed the operating plan for a digital authentication services and products for electronic commerce and secure communications.

1987-1990

CS FIRST BOSTON(www.csfb.com) **San Francisco, CA**
Investment Banking, Technology Group Responsible for the solicitation and execution of over \$2 billion in west coast technology M&A and financing transactions. Transactions include:

- Corporate Sales - Wyse Technology to a Taiwanese Investor group
- Acquisitions - Cipher Data's Acquisition of Irwin Magnetic Systems
- IPOs - Initial Public Offering of Egghead Discount Software
- Financings - Convertible Debenture Offerings for AST and Western Digital
- MBOs - Qume Corporation's Management Buyout Advisory
- Defense Advisory - Cipher Data Products vs. Archive's hostile tender offer

1982-1985

RAYTHEON E-SYSTEMS (www.raytheon.com) **Falls Church, VA**
Business Development Responsible for the development and implementation of marketing proposals for communications systems. Developed a proposal for a specialized signals identification processor which received over \$500K of funding.

Engineering Management Project manager for the development of a \$3 million dollar speech compression telecommunications system. Responsible for all phases of the project including: planning and budgeting; software and hardware design; and coordination of over 40 hardware, software and manufacturing professionals.

Software Engineering Technical areas include UNIX, microprocessors, graphics, telecommunications and networking.

EDUCATION

2004-Present

UC BERKELEY – HAAS SCHOOL OF BUSINESS (mot.berkeley.edu) **Berkeley, CA**
Faculty Member in the Management of Technology (MOT) Program. Currently teach a graduate course in International Trade and Competition in High Technology. Also have taught executive classes on “Disruptive Technology Strategy”.

1985-1987

STANFORD GRADUATE SCHOOL OF BUSINESS (www.gsb.stanford.edu) **Palo Alto, CA**
M.B.A.

1978-1982

MASSACHUSETTS INSTITUTE OF TECHNOLOGY (www.eecs.mit.edu) **Cambridge, MA**
B.S., Computer Science and Electrical Engineering