

Relational Investors and Home Depot (A)

CaseISM.com

TheCaseSolutions.com



Aberlyn Capital Management

Relational Investors and Home Depot (A)

CaseISM.com

TheCaseSolutions.com



Aberlyn Capital Management

TheCaseSolutions.com

Aberlyn Capital Management

Aberlyn was established in 1989 to provide investment banking services to the biotechnology and biomedical industries. In 1992, the firm expanded its services to include venture leasing.

TheCaseSolutions.com

Aberlyn provides capital to its clients through:

- Bridge financings;
- Private placements;
- Venture leasing;
- Mergers and other business developments activity.

TheCaseSolutions.com

Venture Leasing

Venture Leasing and Lending is the term applied to providing secured equipment financing to emerging growth companies backed by venture capitalists or other sophisticated capital providers.

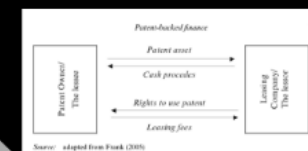


YouTube

TheCaseSolutions.com

The Proposed Intellectual Property Leases

Aberlyn management team had developed the concept of providing leases based on patents.



Source: adapted from Funk (2005)

TheCaseSolutions.com

Aberlyn provides capital to its clients through:

- Bridge financings;
- Private placements;
- Venture leasing;
- Mergers and other business developments activity.

TheCaseSolutions.com

Venture Leasing

Venture Leasing and Lending is the term applied to providing secured equipment financing to emerging growth companies backed by venture capitalists or other sophisticated capital providers.

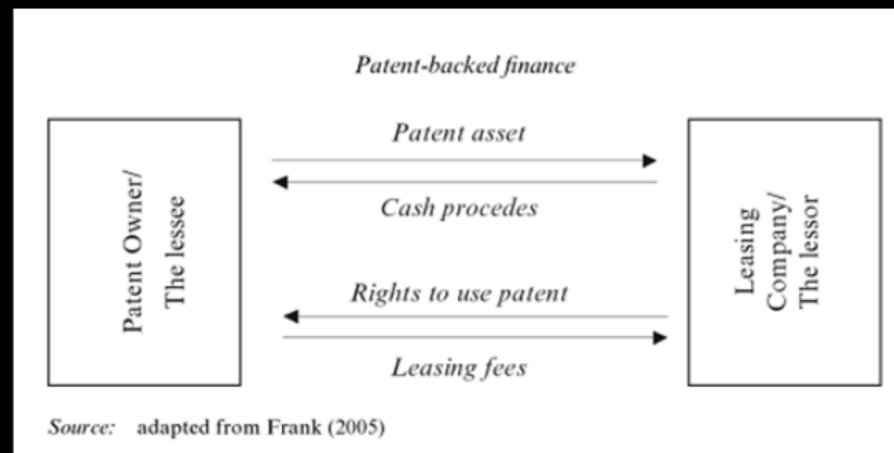


YouTube

TheCaseSolutions.com

The Proposed Intellectual Property Leases

Aberlyn management team had developed the concept of providing leases based on patents.



Relational Investors and Home Depot (A)

CaseISM.com

TheCaseSolutions.com



Aberlyn Capital Management

Relational Investors and Home Depot (A)

CaseISM.com

TheCaseSolutions.com



Aberlyn Capital Management

Lessor

Pros

- Three sources of compensation: lease payments; purchase options at the end of the lease period; and warrants.
- Take advantage of emerging industries

Cons

- Other difficult would be if a patent was ever seized from a defaulting firm.
- The selection of the patent on which to base the lease.
- Extensive administrative requirements.

TheCaseSolutions.com