

U.S.-BALTIC EXCELLENCE IN INNOVATION AWARD

Steve Jürvetson

“A boundless enthusiasm for the right idea” *Real Business* magazine wrote about Steve Jürvetson in 2000. With that quality, a brilliant analytical mind, and an almost childlike curiosity, Steve Jürvetson, 41, has become one of the most sought-after venture capitalists and investment gurus in Silicon Valley. “Estonia’s gift to Internet companies,” wrote the Finnish magazine *Bisnes.fi* in the same year.



The son of Estonian refugees, Jürvetson graduated from Dallas' St. Mark's School of Texas in 1985. He saved parents Tõnu and Tiit some money by racing through Stanford University in two and a half years. A Henry Ford Scholar, he still graduated first in his class. Jürvetson received his MBA from the Stanford Business School, where he was an Arjay Miller Scholar; he also holds an MS in electrical engineering from Stanford. He went on to design chips for Hewlett Packard, write software in nine computer languages, and work for Steve Jobs. He quickly became a legend in Silicon Valley at the peak of the nation's Internet boom.

Today Steve is a Managing Director of Draper Fisher Jurvetson, a leading venture capital firm with affiliate offices around the world. He was the founding venture-capital investor in Hotmail, Interwoven, and Kana. He also led the firm's investments in Tradex and Cyras, acquired for \$8 billion. His current Board positions include those in Synthetic Genomics, IMMI, NeoPhotonics, and ZARS.

Jürvetson's technical experience also includes programming, materials science research (TEM atomic imaging of GaAs), and computer design at HP's PC Division, the Center for Materials Research, and Mostek. He has also worked in product marketing at Apple and NeXT Software. As a Consultant with Bain & Company, he developed executive marketing, sales, engineering and business strategies for a wide range of companies in the software, networking and semiconductor industries.

He also serves on the STVP Advisory Boards and is Co-Chair of the NanoBusiness Alliance. He was honored as "The Valley's Sharpest VC" on the cover of *Business 2.0* and chosen by the *San Francisco Chronicle* and *San Francisco Examiner* as one of "the ten people expected to have the greatest impact on the Bay Area in the early part of the 21st Century." He was profiled in the *New York Times Magazine* and featured on the covers *Worth*, *Red Herring*, and *Fortune Magazine*. Jürvetson was chosen by *Forbes* as one of "Tech's Best Venture Investors", by the *VC Journal* as one of the "Ten Most Influential VCs", and by *Fortune* as part of their "Brain Trust of Top Ten Minds." He was also honored with the "Advocate of the Year Award" by *Small Times* and chosen as one of "Nanotech's Power Elite" by the Forbes/Wolfe Nanotech Report. In 2005, Steve was honored as a Young Global Leader by the World Economic Forum and a Distinguished Alumnus by St. Mark's.

“Jurvetson had the vision to see how the Internet would pan out,” says Sabeer Bhatia, cofounder of Hotmail. “He's definitely a VC and not just a fund manager.” Translation: Jurvetson invests at

the idea level, building the team and strategizing. He doesn't just hand out money and wait for its return.

Jurvetson, who builds supersonic rockets as a hobby, has for years been a leading advocate of nanotechnology – a science that deals with matter at an extremely small scale – and at the turn of the century he convinced his partners that nanotech was a space worth looking into seriously. That has translated into 15-20% of DFJ's global investments being in the nanotech area. "If you want to know where nanotech investing is headed, look no further than Jurvetson," said the cover story from *VC Journal* in 2002. "His voice has carried through industry conferences, television appearances and university labs. And he's not just talk: he was one of the first non-corporate investors to invest in the sector... With a wide net and a sea of followers, Jurvetson's evangelic drive into nanotech is risky for both him and DFJ... If he's right and nanotech will fuel the next wave of innovation, he may be crowned the patron saint of tiny technology."