

November 30th, 2010

Cloud Computing Start-up Abiquo Seals \$10M Series B

Abiquo, the leading Enterprise Cloud Management software provider, today announced that it has raised approximately \$10 Million in Series B funding led by Balderton Capital, a leading venture capital firm in Europe. Existing investors Nauta Capital and Eurecan also participated. The funding will be used to expand Abiquo's global sales and marketing efforts, customer support and senior team. Abiquo also announced that Bernard Liautaud, a Partner at Balderton Capital, will join the Abiquo Board of Directors. Liautaud was the Founder and Chief Executive Officer of Business Objects, the enterprise software company that was acquired by SAP in 2007 for \$6.8 billion.

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Abiquo is the leading provider of Cloud management software that enables Enterprises and Service Providers to extend the capabilities of virtualized environments and to create and manage private, public and hybrid Clouds. Abiquo's unique approach combines autonomous Virtual Enterprises with Global Infrastructure Management and extensive Business Policy to fully empower users and increase agility, significantly improve utilization and reduce cost, while strictly adhering to the governance, compliance and security needs of the organization.

"We are delighted that Balderton Capital has provided such powerful shareholder support, alongside our existing investors Nauta Capital and Eurecan, the venture arm of Caja Navarra," said Pete Malcolm, Abiquo's CEO. "We look forward to drawing upon Bernard Liautaud's unsurpassed expertise in building a global software business as we consolidate Abiquo's position as the leading software company in the growing Cloud management market."

Bernard Liautaud, Balderton Capital Partner, said: "Cloud management offers significant potential both as a key enabler of Cloud computing and as an investment opportunity. We were attracted to Abiquo not only because of its superior technology, but because it has a talented leadership team in place with the vision and proven global experience to seize this massive market opportunity."

Carles Ferrer, General Partner at Nauta Capital, said: "We are delighted to be investing alongside Balderton, whose contribution will be critical to Abiquo's expansion. Nauta continues to see an exciting future for Abiquo."

Balderton's investment comes at a time of significant increase in Abiquo's customer and market momentum. Abiquo continues to be selected as the Cloud management platform of choice for both global enterprises and multi-national service providers such as BlueFire, and it provides thought leadership through sponsored research such as the recent Smarter Automation Fuels Cloud Computing Evolution paper, and at major events such as the recent Cloud Expo Silicon Valley 2010. Abiquo has also been named winner of numerous industry awards, including Cloud Computing World Forum's Best Enterprise Software.