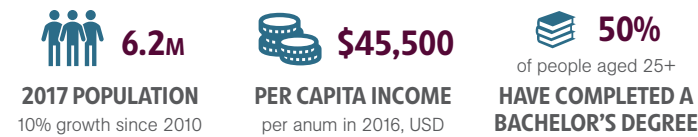




LAND IN THE UNITED STATES

WASHINGTON METRO AREA

The Washington Metro Area includes the whole District of Columbia and various districts within Maryland and Virginia. Washington is the seat of the US Federal Government. As the world's largest consumer of technological equipment and services, the US Federal Government stimulates the metro area's service sector.



Key industries

- > Federal government
- > Education & advocacy
- > Business & financial services
- > Aerospace & defence
- > IT & cyber security
- > Biotech & health IT

There are 30 Fortune 1000 companies and 15 Fortune 500 companies with headquarters in the Washington Metro Area. Among these Fortune 500 companies are Lockheed Martin, Marriott International, General Dynamics, Northrop Grumman, Leidos Holdings, Hilton Worldwide, DCX Technology, Booz Allen Hamilton and Capital One Financial.

Australians living in the Washington Metro Area can seek business assistance at Austrade's office at the **Australian Embassy** and connect with expats through the **Australians in Washington Association**.

ECONOMIC DEVELOPMENT CENTRES

- > **Washington, DC, Economic Partnership (WDCEP)** non-profit, public-private organisation that drives economic growth
- > **Fairfax County Economic Development Authority**
- > **Montgomery County Economic Development Corporation**
- > **Arlington Economic Development**
- > **Greater Washington Board of Trade** business networking organisation that advances the interests of the local economy

TAXES + INCENTIVES



Top incentive programs

- > **Qualified High Technology Companies** provides credits, exemptions and other benefits for technology companies

ACCELERATORS + INCUBATORS

According to 2017 Kauffman Index of Startup Activity, the Washington Metro Area ranked first in the US for Growth Entrepreneurship (a measure of scalability) and 25th for Startup Activity.

- > **Mach37** cyber security accelerator with a 90 day program
- > **1776** global accelerator, incubator and seed fund
- > **DC I-Corps** accelerator funded by National Science Foundation
- > **Springboard Enterprises** female-owned tech startups; Australian presence through **SBE Australia**
- > **Village Capital** scaling, funding; health and sustainability startups

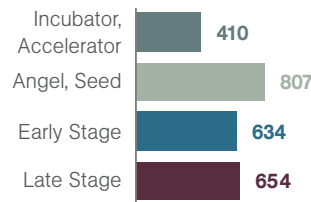
INVESTOR LANDSCAPE

The Washington Metro Area is the US' 8th largest venture ecosystem.

Rank	Metro region	VC funds invested since 2010, USD	# VC rounds since 2010	Exit value since 2010, USD
1	SAN FRANCISCO	\$165 billion	13,102	\$123 billion
8	WASHINGTON	\$10.8 billion	1,851	\$7.5 billion

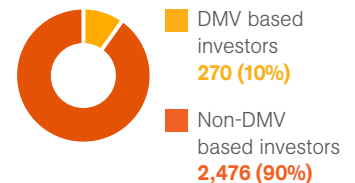
VC DEAL STAGE

Washington Metro company deals since 2010



INVESTOR LOCATION

Washington Metro company deals since 2010 - DMV: DC, Maryland, Virginia



Top local investors

- > **New Enterprise Associates** seed to growth stage, global fund
- > **Revolution** disruptive technology, fintech
- > **Columbia Capital** enterprise IT, internet infrastructure, mobility
- > **Grotech Ventures** digital media, mobile, security, health IT
- > **Paladin Capital Group** global investor in cyber security, new energy

UNIVERSITY ENTREPRENEUR PROGRAMS

- > **AccelerateDC** year long program administered by George Washington University and WDCEP, plus New Venture Competition
- > **StartupHoyas** (McDonough School of Business) Georgetown University's startup resource centre

References: Census Bureau (2010), Bureau of Economic Analysis, American Community Survey (2012-16), DC.gov, PitchBook Data Inc. (2018), Kauffman Index (2017).

Notes: PitchBook venture ecosystem analysis conducted for the period January 2010 - July 2018. Top investors and incubators selected based upon recent activity.

Disclaimer: This flyer has been prepared by the Commonwealth of Australia represented by the Australian Trade and Investment Commission. While care has been taken to ensure the information in this report is accurate, the Commonwealth does not accept any liability for any loss arising from reliance on the information, or from any error or omission, in the flyer.