

# Exhibit A



PENDRCELL

# Stephens & Company 2013 Spring Investment Conference

**David Rinn**

**Chief Financial Officer**

June 4, 2013



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This presentation contains forward-looking statements within the meaning of the safe-harbor provisions of the Private Securities Litigation Reform Act of 1995. Such statements include the Company's beliefs, plans and expectations regarding our future financial results and position, our plans, objectives and business strategies for future operations, our expectations regarding the scope, duration and economics of future license arrangements, and our expectations regarding the future growth of the market for intellectual property assets and technologies. Known and unknown risks, uncertainties and other factors could cause the actual results of the Company to differ materially from the results expressed or implied by such statements, many of which are described in the "Risk Factors" section of our most recent 10-Q filed with the SEC. Accordingly, although the company believes that the expectations reflected in such forward-looking statements are reasonable, there can be no assurance that the actual results will be consistent with our expectations. The company has no obligation to update the forward-looking information contained in this presentation.



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# Company Snapshot



Global Patent  
Portfolio

**1600+**  
**Patents**



**\$210**  
**MILLION**  
Cash & Equivalents  
(as of 3/31/13)



NASDAQ  
**PCCO**



MARKET CAP  
**\$624**  
**MILLION**  
(05/24/13)



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# Our Investments

Pendrell creates and acquires unique foundational IP representing innovations that have the potential to fundamentally improve the economics, functionality and/or performance of goods and services in major global markets



**Digital Media**



**Wireless Technologies**



**Memory and Storage**



**Forestry, Agriculture Textiles, Biofuels**

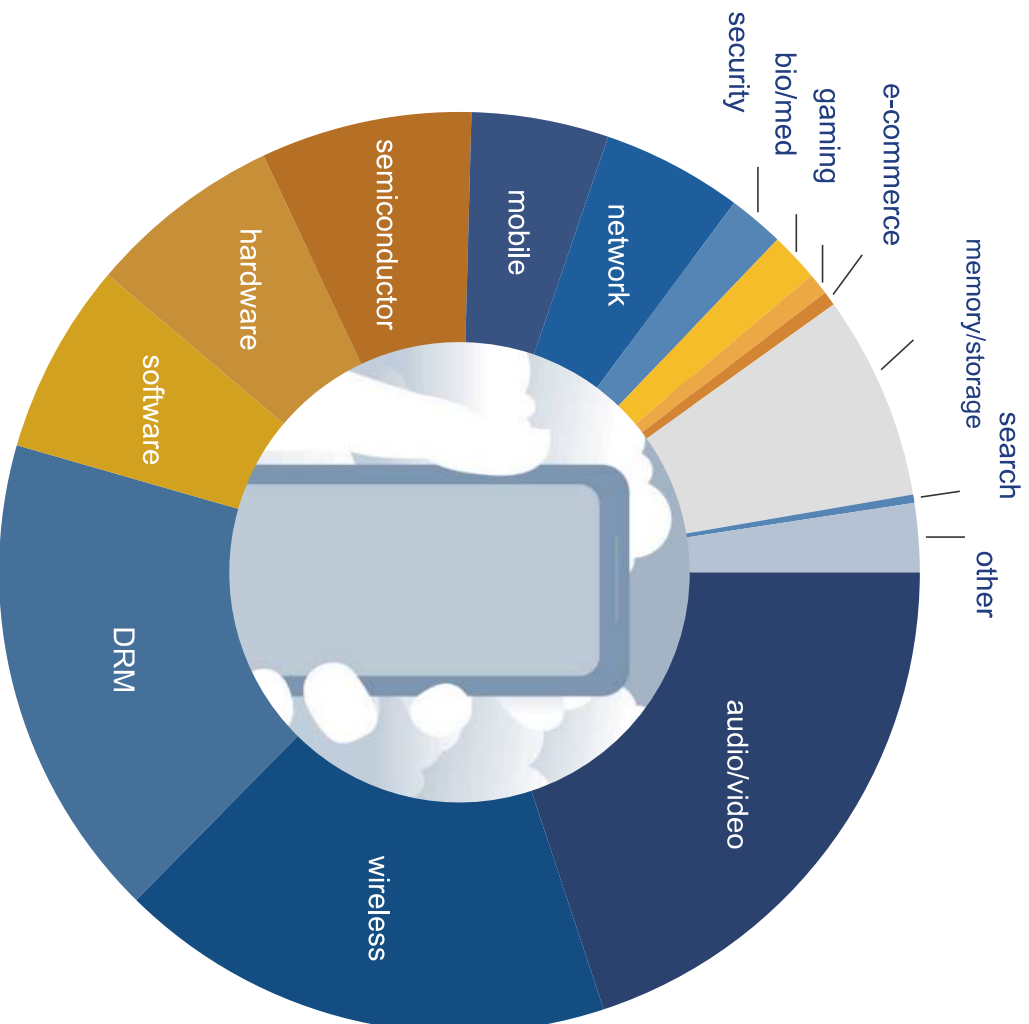
2013 (est.) Consumer Electronics Global Revenue:  
**\$729 Billion**

2011 Revenue: Top  
100 Forest, Paper &  
Packaging Firms:  
**\$351 Billion**



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# Global Patent Portfolio



Developed by  
Leading Innovators:

**PHILIPS**

**XEROX**

**IBM**

**NOKIA**  
Connecting People

**ETRI**

**CONTENTGUARD**



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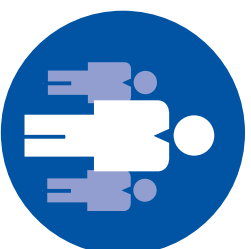


**CONTENTGUARD**  
A PENDRELL COMPANY

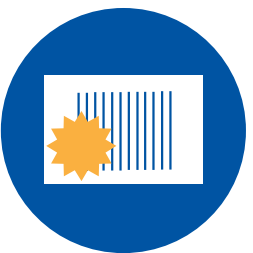
# Digital Media Licensing



YEAR FOUNDED  
**2000**  
BY XEROX



OWNERSHIP  
**90.1%** | PENDRELL  
**9.9%** | TimeWarner



**297**  
PATENTS  
**160**  
APPLICATIONS



IP IN KEY REGIONS  
**US, Asia**  
**Europe**



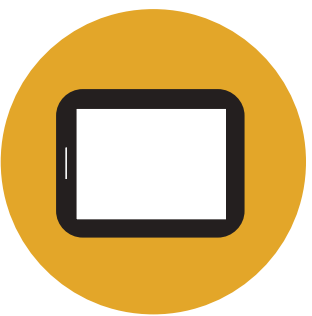
HISTORIC FINANCIALS  
**\$250M+**  
IN LICENSING REVENUES  
**\$100M+**  
IN R&D PREVIOUSLY INVESTED



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# Digital Media Licensing Program

## Consumer Electronics Segment



### Highly Successful Licensing History

- \$250 million in lifetime licensing revenue
- Three new licensing transactions in 2012, covering handsets & tablets

### Products

- Feature phones, smartphones, tablets, eReaders,

### Proven Economics

- Average effective estimated royalty rate: \$.30 to \$.59 per unit for handsets based on estimated post-license sales volume

Licensed companies:



Representative unlicensed companies:







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# Digital Media Licensing Program

## Digital Cinema Segment

ContentGuard developed the rights technology that has enabled significant savings for the motion picture industry



Licensed companies:

**SONY**

**TimeWarner**

Representative unlicensed companies:





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TECHNOLOGIES

# Wireless Technologies Licensing Program



YEAR ACQUIRED  
**2012**



TECHNOLOGIES  
**3G, 4G, WiFi  
and Bluetooth**



Developed by Leading  
Innovators Including  
**IBM, ETRI  
& Philips**



IP IN KEY REGIONS  
**US, Asia  
Europe**



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# Wireless Technologies Licensing Program

Applicable Products include  
Handsets, Tablets, PCs,  
Connected Printers, Smart TVs



Representative Unlicensed Companies:





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# Memory and Storage Licensing Program

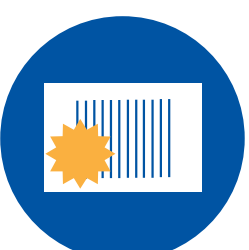
**HELSINKI**  
Memory Technologies  
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YEAR FOUNDED  
**2013**



TECHNOLOGIES  
**SD, UFS  
eMMC**



**125**  
PATENTS  
AND APPLICATIONS  
WORLDWIDE  
**81** DECLARED  
STANDARDS  
ESSENTIAL



**15YRS.**

RESEARCH WITHIN NOKIA  
Ongoing R&D to be funded through  
portion of licensing proceeds –  
Headed by former senior  
technologist and inventor who led  
Nokia research in this field



LICENSING  
**Greenfield  
Opportunity**

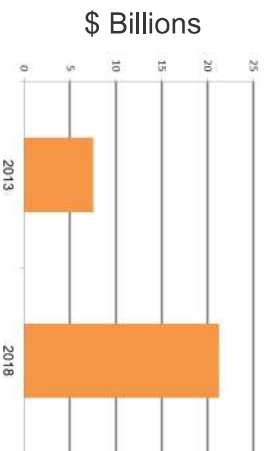


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# Memory and Storage Licensing Program

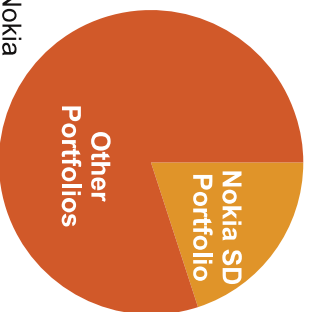
## SD Portfolio

### SD Worldwide Market



Source: Gartner 2010; GfA, 2012

### 20% of Declared Standard Essential Patents

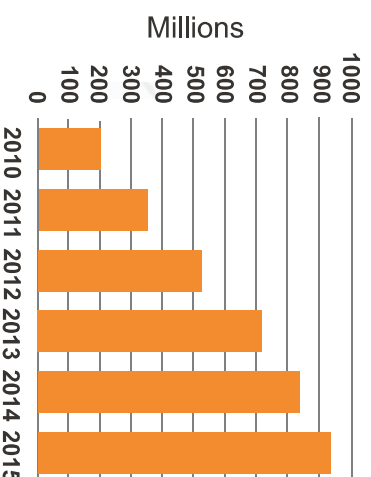


Source: Nokia

**8,000 Consumer Electronic Devices from 400 Brands Rely on SD Standards According to the SD Association**

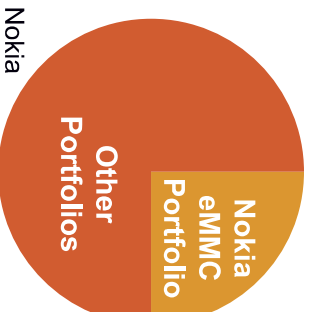
## eMMC Portfolio

### Worldwide eMMC Shipments Forecast (Millions of Units)



Source: IHS iSuppli Research, March 2012

### Approximately 25% of Declared Standard Essential Patents



Source: Nokia



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# Memory and Storage Licensing Program



## Memory and Storage Sector Familiar with IP Licensing Programs

- The SD-3C licensing program (owned by Panasonic, SanDisk and Toshiba) is believed to collect a 6% annual royalty on SD cards.
- SD-3C licenses 9 US utility patents (7 patent families), 18 US design patents and 2 US trademarks.
- The SD portfolio is comprised of 4 US utility patents (4 patent families) that have been declared by Nokia to be essential to the SD card standard.

Representative Unlicensed Companies:

**TOSHIBA**

**SanDisk**

**Kingston**  
TECHNOLOGY

**Transcend**

**SAMSUNG**

**ADATA**

**Micron**



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Provito  
Biosciences  
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# Biosciences: Addressing Global Demand for Plant Propagation



**15yrs**  
of Propagation R&D



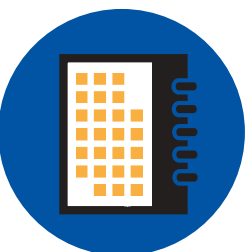
**Worldwide Demand**  
for sustainable fiber alternatives



**First to Market**  
Patented propagation method to provide commercial scale timber bamboo



Acquired:  
**2013**



**Rapidly Renewable**



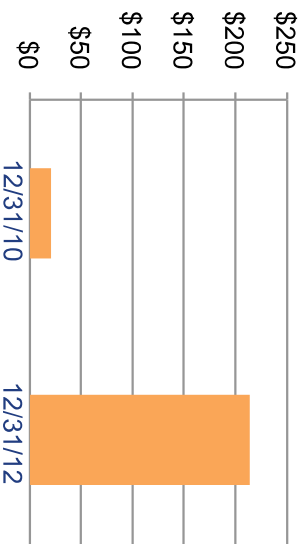
Large Addressable  
**Global Market**



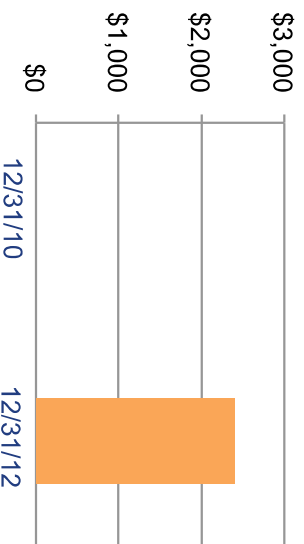
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# Strong Financial Foundation

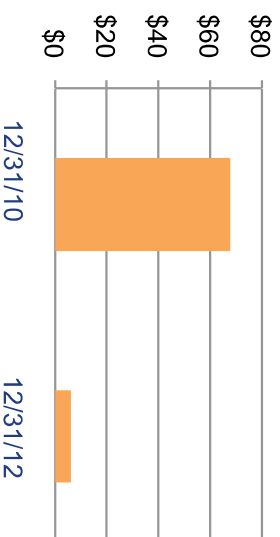
Cash & Equivalents (\$M)



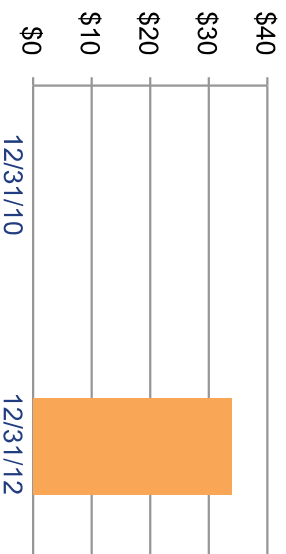
NOL (\$M)



Liabilities (\$M)



Revenue (\$M)



## As of March 31, 2013

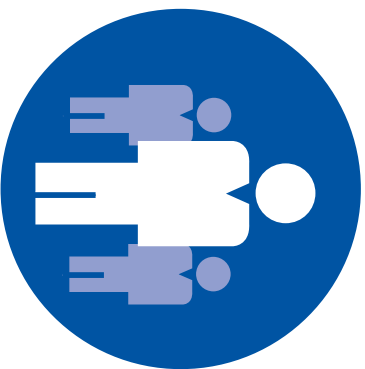
- \$210M cash and equivalents
- \$11M Q1 revenue
- \$41 million trailing 12 month revenue
- \$2.4 billion NOL



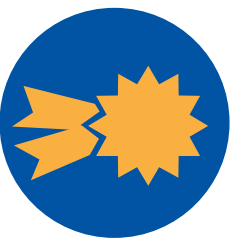


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## Management Track Record of Innovation, Execution and Monetization



- Inventors on 150+ patents
- Extensive team experience in strategic transactions, M&A, Corporate Development and Technology Licensing
- Have generated several billion in IP licensing transactions covering telecom, software and CE
- Have built and led IP teams at leading firms (Yahoo!) and law firms
- Led strategic and investment transactions with major technology firms, including raising >\$10 billion for most recent successful venture



WORLD CLASS TEAM  
**103**  
EMPLOYEES  
9 PhDs  
15 Engineers  
11 JDs



6 TEAM MEMBERS NAMED  
**TOP300**  
IP Strategists in the  
World by IAM Magazine