

## Content Includes

### **Venture Capital Deals**

Since the dot-com bubble and the emergence of new sectors of interest, the VC deal market has evolved considerably. What are the notable trends in industry, stage and size? What have been the largest venture capital financings and exits?

### **Fund Managers and Fundraising**

How have venture capital fundraising efforts been affected by the recent financial market turmoil? We analyze the make-up of the fund manager universe, investigate the key historical fundraising trends and assess the current market for VC funds looking to attract capital.

### **Venture Capital Investors**

Investors remain committed to financing innovation across the world; however, how have recent wider market events affected LP appetite for venture capital funds?

### **Venture Capital Performance**

Calling upon Preqin's in-depth and transparent returns data, benchmark data, and as the new PrEQIn quarterly index, we analyze the performance of venture capital and whether it can live up to investor expectations.

# Preqin Special Report: Venture Capital

May 2012



# Data Source

**Preqin Special Report: Venture Capital** draws exclusively on the following sources of information:

**Venture Deals Analyst** - The most extensive, detailed source of information on venture capital deals in the world. This comprehensive product contains in-depth data for over 21,000 venture capital transactions across the globe and comprehensive portfolios for the top 50 VC firms. Deal profiles include information on value, buyers, sellers, financing, financial and legal advisors, exit details and more.

**Investor Intelligence** - The most comprehensive database of current and potential institutional investors in private equity, featuring in-depth profiles of more than 4,000 actively investing LPs, and over 1,000 that have put their investments on hold, including investment preferences, future plans, key contact details and more.

**Funds in Market** - This constantly updated resource includes details for 1,850 funds of all types being raised worldwide, with key information on strategy, target sizes, interim closes, placement agents, lawyers, and LPs.

**Fund Manager Profiles** - With detailed profiles for over 6,250 GPs, including key strategic and investment preferences, Fund Manager Profiles is the foremost source of data on private equity and venture capital fund managers worldwide.

**Performance Analyst** - The industry's most extensive and transparent source of net-to-LP private equity fund performance, with full metrics for over 5,800 named vehicles. In terms of capital raised, Performance Analyst contains data for over 70% of all funds raised historically.

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Venture Capital Benchmarks	p. 21	Email: <a href="mailto:info@peqin.com">info@peqin.com</a> Web: <a href="http://www.peqin.com">www.peqin.com</a>
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# Foreword

Venture capital represents one of the pillars of the private equity industry, and has been at the forefront of the market since the 1990s, when the tech boom at the end of that decade saw venture capital garner mainstream interest and attention for funding the brightest start ups of the era.

Since that time, venture capital has witnessed many highs and lows, but has remained in a prominent position within the private equity world. The funding of early stage, high-risk, high-potential companies by venture capitalists remains an important part of the portfolio make-up of LPs, and is a key investment strategy for thousands of GPs alike.

In recent years we have witnessed a return of high-profile VC-backed companies providing spectacular returns for investors, with some commentators speculating that we may be witnessing a 'web 2.0 bubble'. One thing is certain: venture capital remains an attractive asset class for many investors and continues to capture headlines across the globe.

During the past few years, new markets have opened up to venture capitalists, in particular in China and India. These regions have attracted significant venture capital investment in recent years, and have provided exciting opportunities for VC fund managers globally.

This report aims to provide an in-depth analysis of the venture capital sector at present and trends witnessed over the past few years. In order for us to assess the current venture capital industry, we have analyzed VC deal flow in recent quarters globally – including looking at which regions, investment stages and industries are garnering the most interest – and have studied current and historical fundraising figures, as well as VC fund performance.

Preqin, as a global firm with offices in New York, London and Singapore, is ideally placed to track the venture capital industry as a whole. Our worldwide coverage is provided by teams of multi-lingual analysts, allowing us to remain in daily contact with private equity fund managers, funds of funds, institutional investors, consultants and other service providers.

We hope that you find the Preqin Special Report: Venture Capital a useful guide to this important investment strategy, and, as always, we welcome any feedback and suggestions you may have for future editions. Should you wish to have any further information on the products and services offered by Preqin, please do not hesitate to contact any of our offices.



Manuel Carvalho

# Overview of Global Venture Capital Deal Activity

Preqin's venture capital deals data records cash-for-equity investments by professional venture capital firms in venture capital companies globally. The figures provided by Preqin are for announced venture capital rounds, when the capital is committed to a company, as opposed to the different tranches in which a company will receive the committed venture capital round.

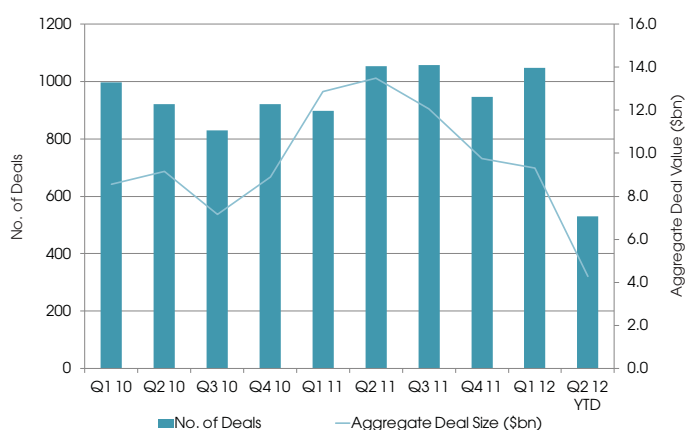
Since 2010, there have been over 9,200 venture capital deals completed globally, with an aggregate value of over \$95bn. Fig. 1 looks at the number of announced venture capital financings since 2010, excluding VC-backed add-on deals and venture debt funding. There was a marked increase in venture capital activity in 2011 in comparison to the previous year, peaking in mid-2011.

Interestingly, while there was a 7% increase in the number of VC financings in 2011 in comparison to 2010, the 42% increase in the aggregate value of venture capital commitments was far more pronounced; \$48bn-worth of VC financings were completed in 2011 compared to \$33.7bn in the previous year. The number and value of venture capital deals completed in the period reached a peak in Q2 2011, when 1,054 deals were announced globally with a value of \$13.5bn. The wider global economy began to feel the effects of further market turmoil in the second half of 2011, and the venture capital industry was not immune to the effects of this slowdown. Deal flow in Q4 2011 fell 11% in number and 19% in value in comparison to Q3 2011. Despite the difficult financial climate extending into 2012, the number of financings increased by 11% in Q1 2012 in comparison to the previous quarter, taking deal activity back to mid-2011 levels. Venture capital deal value, however, remained at subdued levels, with \$9.3bn in financings completed in Q1 2012. As of 10th May 2012, there have been 531 VC deals announced globally with an aggregate value of \$4.3bn in Q2 2012.

Fig. 2 shows the number of venture financings by region between Q1 2010 and May 2012. Unsurprisingly, the largest proportion of global venture capital deals were completed in North America. In Q1 2012, 715 venture capital deals were finalized in the region, just short of the highest level seen from 2010 to 2012, which was in Q3 2011, when 741 deals took place, and marking a 7% increase in deal flow between Q1 2012 and the previous quarter.

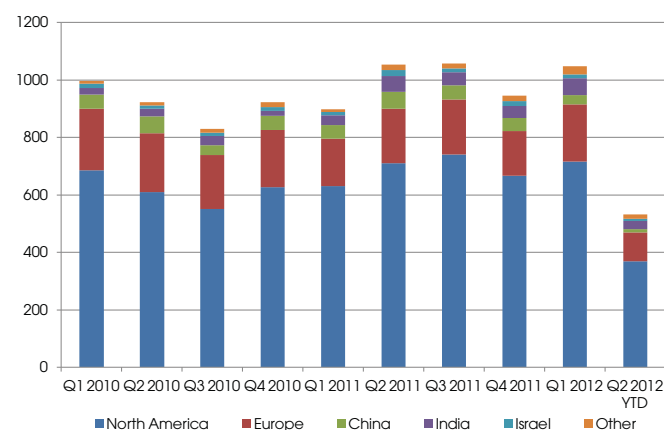
Europe is the second most active area for venture capital deals globally, with the UK, Germany and France in particular representing hubs of activity. Since Q1 2010, there have been on average 190 venture capital deals in the region per quarter and the 200 venture capital deal commitments in the region during Q1 2012 represent a significant 28% increase on reported deal flow in the region during Q4 2010. However, while Europe

Fig. 1: Number and Aggregate Value of Venture Capital Deals Globally: Q1 10 - Q2 12 YTD (as of 10th May 2012)



Source: Preqin Venture Deals Analyst Online Service

Fig. 2: Number of Venture Capital Deals by Region: Q1 2010 - Q2 2012 YTD (10th May 2012)



Source: Preqin Venture Deals Analyst Online Service

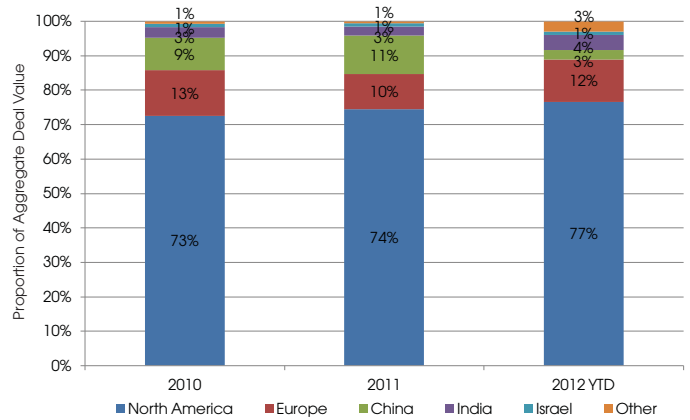
accounted for 22% of all deals globally in 2010, this figure fell to 18% in 2011, a signal of the ever-growing presence of other regions in the venture capital sector.

China and India have in recent times asserted themselves as key venture capital hubs. In 2011, there were 203 venture capital deals in China, an increase of 6% in comparison to the previous year. However, deal flow in the region has slowed down in the opening months of 2012; 33 deals were completed in the region during Q1 2012, a marked decline from the average of 51 venture capital deals per quarter in the region during 2011.

There has been a surge in activity in India during recent quarters, with 176 VC-backed deals in the region taking place during 2011, a marked increase from the 99 venture capital financings in India during 2010. In Q1 2012, 57 Indian companies received venture capital funding, a 35% increase in deal activity from the previous quarter, and more than double the number of deals in the country seen two years earlier in Q1 2010 - a clear signal of the growing importance of India in the venture capital sector.

As can be seen from Fig. 3, over 70% of the aggregate value of venture deals announced each year is accounted for by portfolio companies based in North America. This proportion has been steadily rising, from 73% in 2010 to 77% in 2012 so far. The second most prolific area for venture investments is Europe, which saw over 13% of the global aggregate value of financings in 2010. The figure fell slightly in 2011, to around 10%, before increasing to over 12% in 2012 to date. Across the first two years shown, a significant proportion of the global aggregate value of VC deals was invested in Chinese companies, over 9% and 11% of the totals in 2010 and 2011, respectively. However, such companies have attracted less than 3% of the aggregate value of financing in 2012 to date. While the value of investment in Israeli companies as a proportion of the global total has remained constant at around 1%, India has seen more fluctuation in financing levels. In 2010, 3% of the global total was invested in companies in India. This figure fell slightly in 2011, but in the year so far over 4% of the global aggregate value has been invested in the country.

Fig. 3: Proportion of Aggregate Value of Venture Capital Deals by Region: 2010 - 2012 YTD (10th May 2012)



Source: Preqin Venture Deals Analyst Online Service

Preqin's new **Venture Deals Analyst** database features full details of over 21,000 VC deals and comprehensive portfolios for the top 50 VC firms worldwide. Want to analyze the venture market, or spot opportunities? We can help.

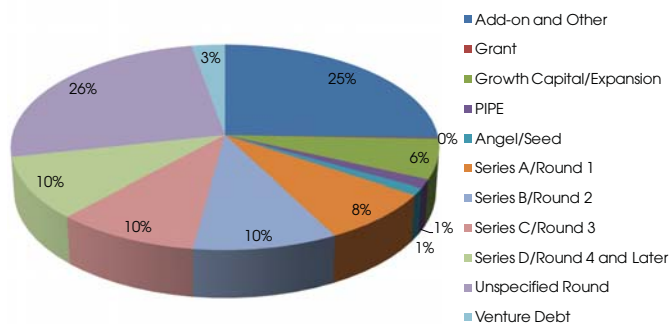
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# Venture Capital Deals by Industry, Stage and Size

As Fig. 4 shows, in 2012 to date, 16% of the total number of venture capital deals announced globally have been angel/seed financings into very early stage companies. Series A financings accounted for a similar proportion of commitments; 15% of all venture capital deals fell into this early stage, while follow-on early stage Series B deals accounted for 10% of the total number of deals. As we move towards later stage financings, these deal stages decline in prominence, with Series C financings representing 6% of all venture capital deals and just 4% of the total number of deals classed as Series D or later. Around 7% of deals in 2012 have been add-ons, with venture debt and growth capital deals each accounting for just 4% of the total number of deals. A large proportion of the venture capital deals announced in 2012 to date were of an unspecified round; the investment stage of many venture capital deals, in particular in Europe, remains undisclosed.

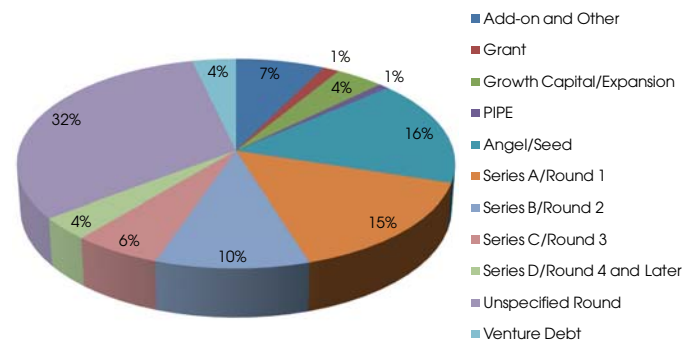
As can be seen in Fig. 5, while angel/seed deals have been more prominent than any of the later stages, they have so far represented just 1% of the global aggregate value of venture deals announced in 2012. This is due to the fact that such investments are in very early stage companies, and often lower than \$1mn per deal. Series A deals have accounted for 8% of the proportion of the aggregate value of all venture capital deals globally so far in 2012, while Series B and Series C each represent 10% of the global value of all financings announced in 2012 to date. While Series D and later rounds only account for 4% of all venture capital deals in 2012 to date, such deals account for 10% of all deal value, an indication of the importance of later stage funding in the venture capital industry. A significant 25% of deal value in 2012 to date is attributed to venture capital-

Fig. 5: Proportion of Value of Venture Capital Deals by Stage: 2012 YTD (as of 10th May 2012)



Source: Preqin Venture Deals Analyst Online Service

Fig. 4: Proportion of Number of Venture Capital Deals by Stage: 2012 YTD (as of 10th May 2012)

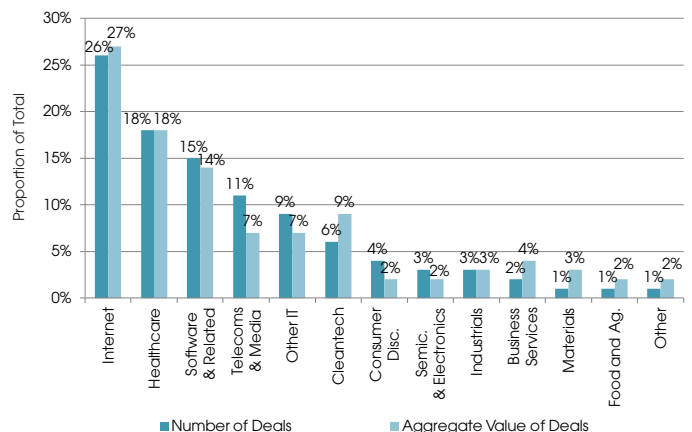


Source: Preqin Venture Deals Analyst Online Services

backed add-on deals, due to the fact that bolt-on deals are typically much larger than early-stage financings. An example is the announced \$1bn add-on acquisition of Instagram by venture capital-backed Facebook in April 2012.

Fig. 6 provides an overview of industry allocations of venture capital financing. In 2012 so far, companies operating in the internet sector have received both the highest number and the highest aggregate value of financings globally. The internet sector includes such industries such as e-commerce and social networking platforms, and represented just over a quarter of all deal volume. The next most common industry for venture

Fig. 6: Proportion of Number and Aggregate Value of Venture Capital Deals by Industry: 2012 YTD (10th May 2012)



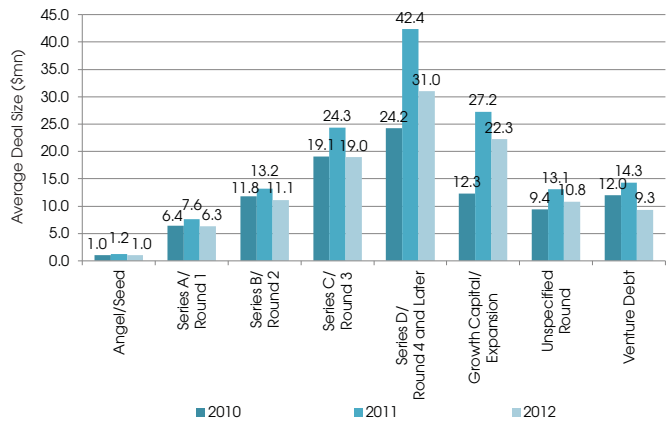
Source: Preqin Venture Deals Analyst Online Service



capital investment is the healthcare sector, with just under a fifth of the number and aggregate value of deals falling into this category. Early-stage medical technologies, medical devices and pharmaceuticals companies are part of this sector. This is closely followed by the software industry, with 15% and 14% of the number and aggregate value of global financings, respectively. The telecoms and media industry, which includes the telecom applications, communications and digital media sectors, although witnessing 11% of the global total number of deals, received just 7% of the aggregate value, while clean technology and renewable energy companies saw a lower proportion of the number of deals, but a higher proportion of the aggregate value, at 6% and 9%, respectively.

As Fig. 7 shows, the average size of financing rounds increase as portfolio companies progress to later stages. As it progresses from a start-up to a later stage company, the company has greater capital funding requirements. Angel/seed financings averaged around \$1mn in 2010 globally, rising to \$1.2mn in 2011, and falling back to around \$1mn in January to May 2012. Each of the later rounds has shown a similar trend, with 2011 registering the highest average deal size for each stage. In 2012 to date, Series A financings have averaged \$6.3mn, with the average deal size increasing to \$11.1mn for Series B deals during the same period, while Series C financings averaged \$19mn in 2012 to date. Series D and later rounds have averaged \$31mn in 2012 so far, compared to \$24.2mn in 2010, but are still falling short of the 2011 average of around \$42mn. Venture debt financings averaged \$9.3mn per funding in 2012 to date, a significant reduction on the 2011 average of \$14.3mn.

Fig. 7: Average Value of Venture Capital Deals: 2010 - 2012 YTD (as of 10th May 2012)



Source: Preqin Venture Deals Analyst Online Services

**Venture Deals Analyst** allows users to drill down into detail regarding industry, investment stage, size and other key financial details. To find out how this powerful product can help you, please visit

[www.preqin.com/vcdeals](http://www.preqin.com/vcdeals)

# Largest Venture Capital Financings and Notable VC-backed Exits

Fig. 8: 10 Largest Venture Capital Deals: 2012 YTD (10th May 2012)

Name	Date	Stage	Deal Size (mn)	Investors	Industry	Location
SquareTrade	Jan-12	Growth Capital/Expansion	USD 238	Bain Capital, Bain Capital Ventures	Financial Services	US
Element Power	Feb-12	Unspecified Round	USD 183	-	Renewable Energy	US
Drillinginfo, Inc.	Mar-12	Growth Capital/Expansion	USD 165	Battery Ventures, Eastern Advisors, Insight Venture Partners	Oil & Gas	US
Flipkart	Jan-12	Unspecified Round	USD 150	Accel Partners, Tiger Global Management	Internet	India
Sapphire Energy, Inc.	Apr-12	Series C/Round 3	USD 144	ARCH Venture Partners, Arrowpoint Ventures, Cascade Investment LLC, Monsanto Company, U.S. Department of Agriculture, U.S. Department of Energy, Venrock, Wellcome Trust	Clean Technology	US
Fisker Automotive, Inc.	Apr-12	Unspecified Round	USD 129.72	Kleiner Perkins Caufield & Byers, New Enterprise Associates	Clean Technology	US
Tamar Energy Limited	Feb-12	Unspecified Round	GBP 76.3	Fajr Capital, J Sainsbury plc, Low Carbon Limited, Ludgate Environmental Fund, RIT Capital Partners, Sustainable Technology Investments	Clean Technology	UK
Harvest Power, Inc.	Apr-12	Series C/Round 3	USD 110	American Refining and Biochemical, Inc., Duff Ackerman & Goodrich Ventures, Generation Investment Management, Kleiner Perkins Caufield & Byers, True North Venture Partners	Clean Technology	US
Encino Energy, LLC	Jan-12	Unspecified Round	USD 104.3	-	Oil & Gas	US
Lifelock, Inc.	Mar-12	Growth Capital/Expansion	USD 100	Bessemer Venture Partners, Cross Creek Capital, Goldman Sachs, Industry Ventures, Institutional Venture Partners, Keating Investments, Kleiner Perkins Caufield & Byers, Symantec Corp	Technology	US

Source: Preqin Venture Deals Analyst Online Service



Fig. 9: Five Notable PE-backed Venture Exits: 2012 YTD (10th May 2012)

Name	Date of First Investment	Investors (Entry)	Total Known Funding (mn)	Exit Type	Exit Date	Acquirer (Exit)	Exit Value (mn)	Primary Industry	Location
Instagram, Inc.	Mar-10	Andreessen Horowitz, Balderton Capital, Baseline Ventures, Benchmark Capital, Greylock Partners, Sequoia Capital, Thrive Capital Management	USD 57.5	Trade Sale	Apr-12	Facebook	USD 1000	Mobile Applications	US
Kiva Systems, Inc.	Jan-03	Bain Capital, Meakem Becker Venture Capital	USD 11.6	Trade Sale	Mar-12	Amazon	USD 775	Technology	US
EUSA Pharma, Inc.	Jul-05	Acqua Wellington Asset Management, Banc of America Securities, Bay Capital, Clarion Capital Partners, Downsvision Capital, First Eagle Investment Management, Fort Mason Capital, Heights Capital Management, Highbridge, Iroquois Capital Group, J.P. Morgan, Merlin Nexus, Nite Capital Management, Oppenheim Asset Management Services, OrbiMed Advisors, ProQuest Investments, Rodman & Renshaw, Versant Ventures, Waud Capital Partners	USD 54.2	Trade Sale	Apr-12	Jazz Pharmaceuticals	USD 650	Pharmaceuticals	UK
Zynga, Inc.*	Jul-07	Andreessen Horowitz, Avalon Ventures, Clarium Capital, DST Global, Fidelity Investments, Foundry Group, Google, Institutional Venture Partners, Kleiner Perkins Caufield & Byers, Morgan Stanley, Pilot Group, Softbank Capital, T Rowe Price, Tiger Global Management, Union Square Ventures	USD 845	Private Placement	Mar-12	-	USD 514.8	Gaming	US
Demandforce, Inc.	Sep-07	Benchmark Capital, Floodgate, Palo Alto Venture Partners	USD 11.12	Trade Sale	Apr-12	Intuit, Inc.	USD 423.5	Software	US

Source: Preqin Venture Deals Analyst Online Service

\* Denotes partial exit

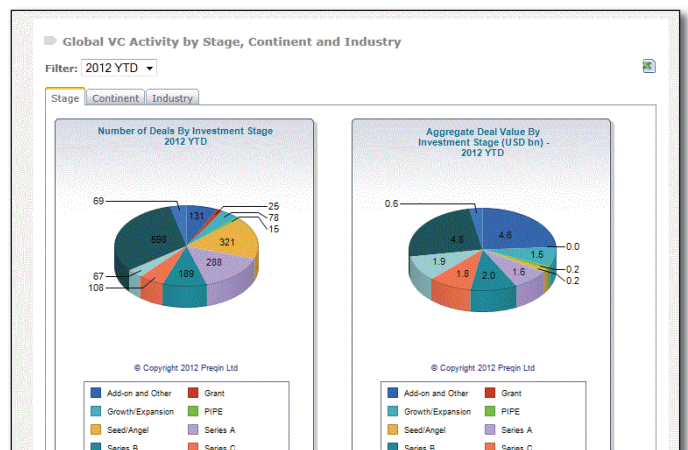
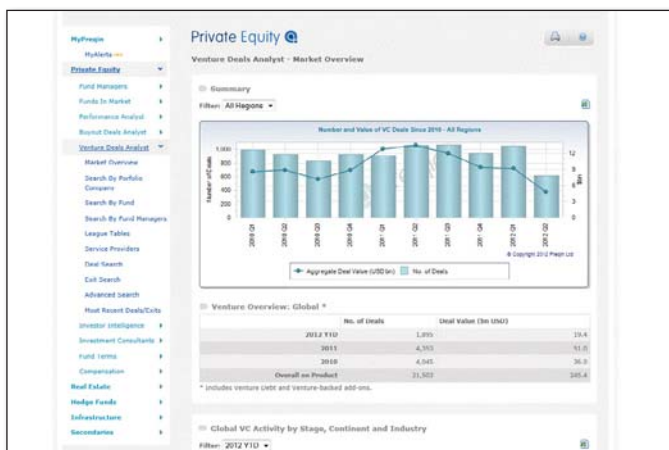
# Preqin Venture Deals Analyst New VC Deals Database

Preqin is proud to announce the launch of Venture Deals Analyst - a powerful new online service covering in-depth details for over 21,000 VC transactions. Available as part of our [Private Equity Online](#) service, or as a standalone subscription, [Venture Deals Analyst](#) is the most comprehensive resource available regarding the venture capital deals market.

Whether you're a fund manager, investor, placement agent, lawyer, consultant or advisor, this is a vital information service for you.

Venture Deals Analyst contains information for over 21,000 deals and has comprehensive portfolios for the top 50 VC firms. Profiles contain the following information:

- Overview and key background information.
- Investment dates and stage breakdown.
- Financing data.
- Exit details.



Subscribers also get access to:

- [League Tables](#) - constantly updated, filterable rankings of the most active VC deal makers and the largest VC deals.
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# Venture Capital Historical Fundraising

Venture capital fundraising experienced a resurgence after the fall caused by the dot-com crash, with continuous growth in terms of both the number of funds closed and the aggregate capital raised from 2005 to 2007 until the 2008 global financial crisis brought a halt to the expansion.

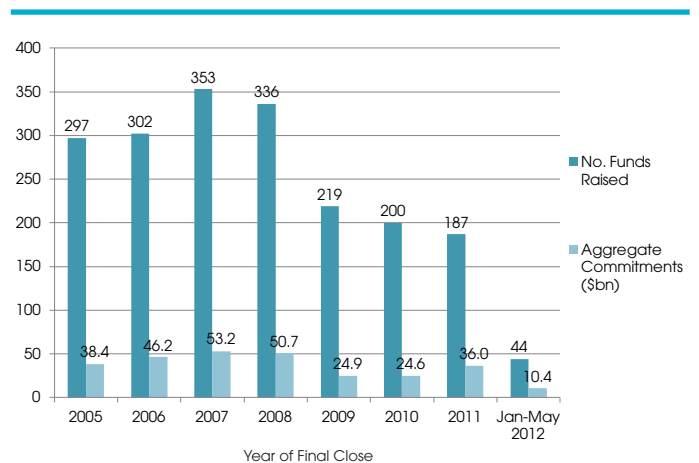
Fig. 10 shows that venture capital fundraising peaked in 2007, when 353 funds closed on an aggregate \$53.2bn; however, from 2008 onwards, lack of investor confidence resulted in a year-on-year fall in the number of funds raised annually, as well as a general decrease in aggregate capital raised. The exception to the poor fundraising trend in recent years was 2011, when funds closed that year garnered \$11.4bn more than funds closed in the previous year. The significant increase can be partly attributed to the fact that seven venture capital funds closed during the year having each raised at least \$1bn.

During the period 2005 to May 2012, 1,938 venture capital funds reached a final close, raising a total of \$284.4bn in investor commitments. The majority of the capital was raised by funds primarily focused on investment in North America, with 874 funds accounting for 61% of total capital raised. The 630 Asia and Rest of World-focused funds that closed amassed 23% of aggregate capital, and 434 Europe-focused funds raised the remaining 16% of capital.

North America-focused fundraising accounts for the largest proportion of overall venture capital fundraising each year. Fundraising for the region peaked in 2007, with the 156 funds that closed raising \$33.1bn in aggregate capital, accounting for 62% of capital raised by all funds closed that year. Europe-focused fundraising has struggled in recent years, accounting for no more than 21% of the annual aggregate capital raised in any given year since 2005. During this period Europe-focused venture capital fundraising peaked in 2008 when \$11.0bn was raised by 89 funds. Asia and Rest of World-focused funds, however, have been able to raise increasing amounts of capital in the years since the financial crisis, with \$13.5bn raised by funds focused on investment in the region that closed in 2011. The Asia and Rest of World figures are heavily dominated by Asia-focused funds. Funds focusing on the region account for \$12.1bn, or approximately 90%, of the 2011 Asia and Rest of World total.

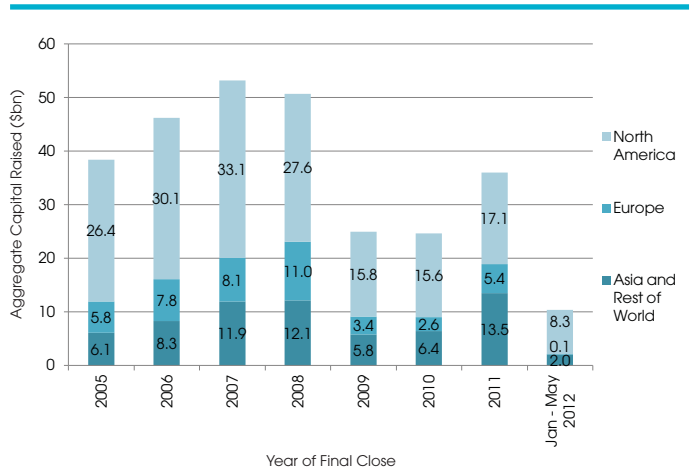
As shown in Fig. 12, venture capital funds that consider investments across the whole venture capital investment stage spectrum account for the largest proportion of funds when split by investment stage preference, and these funds have raised the largest proportion of capital each year historically. In 2011, 91

Fig. 10: Annual Venture Capital Fundraising, 2005 - May 2012



Source: Preqin Funds in Market Online Service

Fig. 11: Aggregate Capital Raised by Venture Capital Funds by Primary Geographic Focus, 2005 - May 2012



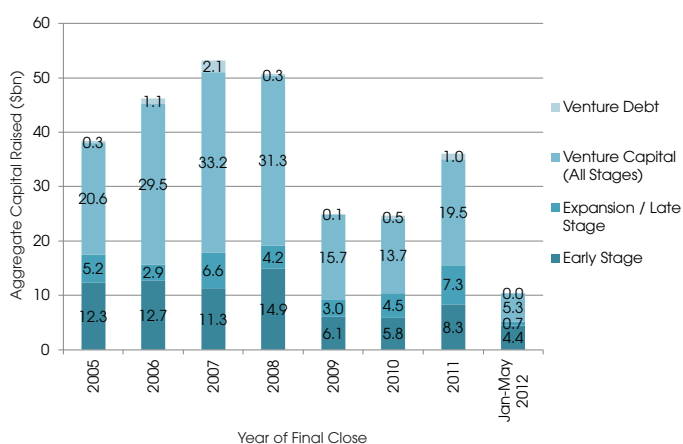
Source: Preqin Funds in Market Online Service

venture funds focusing on all investment stages closed having raised \$19.5bn, which accounted for 54% of the capital raised by all venture capital funds closed that year. Early stage funds and expansion/late stage funds that closed in 2011 amassed \$8.3bn and \$7.3bn respectively.

Fig. 13 shows that all of the 10 largest venture capital funds ever to close were raised by North America-based firms. The largest venture capital fund, Oak Investment Partners XII, had garnered \$2.56bn when it closed in 2006. Oak Investment Partners also

raised another of the top 10 funds, Oak Investment Partners X, a 2001-vintage fund that held a final close on a total of \$1.616bn. Not one of the top 10 funds closed of all time held a final close after 2009. The largest fund to close since 2009 was Bessemer Venture Partners VIII, which held a final close on a total of \$1.6bn in 2011. Nonetheless, the average venture capital fund size in 2011 was \$192.5mn, which is the largest ever average fund size. This is a very significant increase in average size since 2009, which saw the average size drop to as low as \$113.9mn.

Fig. 12: Aggregate Capital Raised by Venture Capital Funds by Investment Stage Focus, 2005 - May 2012



Source: Preqin Funds in Market Online Service

Fig. 13: Top 10 Venture Capital Funds Raised All Time by Final Close Size

Fund	Manager	Type	Final Size (mn)	Year Closed	Manager Location	Fund Focus
Oak Investment Partners XII	Oak Investment Partners	Venture Capital (All Stages)	2,560 USD	2006	US	US, Global
Invention Investment Fund II	Intellectual Ventures	Early Stage	2,500 USD	2008	US	US
New Enterprise Associates XII	New Enterprise Associates	Venture Capital (All Stages)	2,500 USD	2006	US	US, Global
New Enterprise Associates XIII	New Enterprise Associates	Venture Capital (All Stages)	2,480 USD	2009	US	US, Global
New Enterprise Associates X	New Enterprise Associates	Early Stage	2,300 USD	2000	US	US
Summit Ventures VI	Summit Partners	Expansion / Late Stage	2,000 USD	2001	US	US, Europe
Capital Z Financial Services Fund II	Capital Z Partners	Venture Capital (All Stages)	1,840 USD	1998	US	US
Technology Crossover Ventures IV	Technology Crossover Ventures	Expansion / Late Stage	1,700 USD	2000	US	US
VantagePoint Venture Partners IV	VantagePoint Capital Partners	Venture Capital (All Stages)	1,625 USD	2000	US	US
Oak Investment Partners X	Oak Investment Partners	Venture Capital (All Stages)	1,616 USD	2001	US	US, Global

Source: Preqin Funds in Market Online Service

**Preqin Funds in Market** features full details of the 1,877 vehicles currently on the road - including 369 venture capital funds. Also included is information on over 14,500 funds closed historically, allowing users to analyze past and current markets. Want to identify a gap for your fund? We can help.

[www.preqin.com/fim](http://www.preqin.com/fim)

# LP Appetite for Venture Capital Funds

Preqin's Investor Intelligence database currently tracks over 2,500 LPs with an appetite for venture capital funds. Of these investors, 54% are based in North America, under one-third (28%) in Europe and 12% in Asia, while the remaining 6% are based elsewhere. Fig. 14 outlines the make-up of investors with an appetite for venture capital by institution type, highlighting that foundations account for the largest proportion of venture fund investors, representing 14% of the total universe. Endowment plans and public pension funds also make up a large proportion of investors with an appetite for venture, accounting for 13% and 12% respectively.

As shown on page 11, LP appetite for venture decreased following the financial crisis and we have seen a year-on-year decline in the number of venture capital funds raised since 2007; however, the amount of capital venture funds have raised has seen a gradual increase over the past three quarters, suggesting there has been an increase in appetite from investors for the strategy.

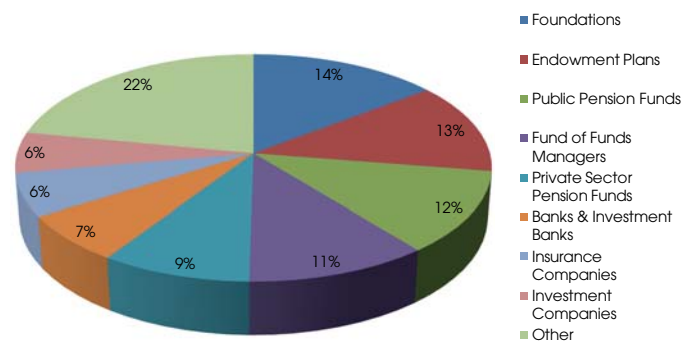
Fig. 15 illustrates how LP appetite for venture funds has varied over the past two years, based on interviews conducted with 100 LPs selected from Investor Intelligence at the time of each study. During these interviews, LPs were invited to name which fund types they would look to target over the following 12 months; therefore, the results display the fund types at the forefront of LPs' minds at each point in time. As Fig. 15 highlights, LP appetite for venture capital vehicles has varied over this period, with the proportion of LPs targeting venture vehicles ranging from 11% to 28%.

Fifteen percent of LPs interviewed in December 2011 were looking to target venture vehicles in 2012, a significantly lower proportion than the 28% of LPs interviewed the previous year that were looking to invest in venture funds over 2011. In comparison, the proportion of LPs looking to target small to mid-market buyout funds has remained relatively consistent over the same period, demonstrating that the fluctuation in appetite for venture vehicles is not shared across all private equity fund types.

Some investors have been deterred from investing in venture capital funds following disappointing returns and the high costs associated with investments in the strategy. One such LP is Ewing Marion Kauffman Foundation which recently released a report on the venture capital industry stating that it plans to approach venture funds more selectively in future.

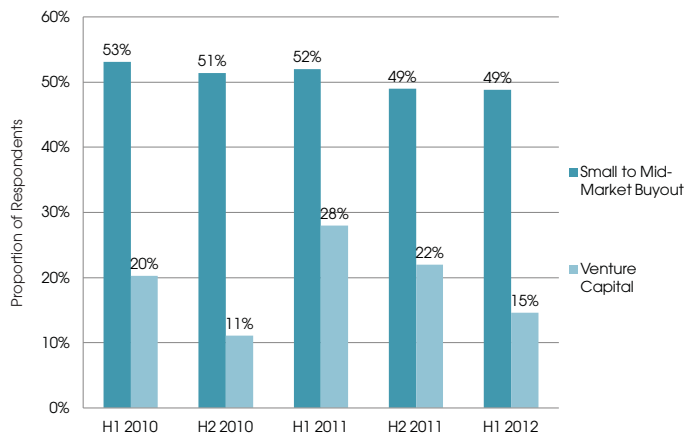
Despite some LPs being disappointed with venture capital, it remains an attractive strategy for many investors. New Enterprise Associates XIV, a venture fund targeting over \$2.5bn, has already received commitments from 146 investors, including Teachers' Retirement System of Louisiana, and is yet to hold

Fig. 14: Make-Up of LPs With An Appetite For Venture Capital Funds by LP Type



Source: Preqin Investor Intelligence Online Service

Fig. 15: Percentage of Investors Looking to Target Venture Capital and Small- to Mid-Market Buyout Funds Over the Next 12 Months



Source: Preqin Investor Outlook: Private Equity

a first close. Many LPs are set to continue allocating capital to venture funds, and with more than 60% of LPs holding existing exposure to, or current appetite for, the sector, venture capital looks set to remain an important part of the private equity industry for the foreseeable future.

**Preqin Investor Intelligence** is a vital fundraising tool, featuring in-depth profiles and key contact details for over 4,000 active LPs. Want to find investors interested in your fund? Get in touch with decision makers? We can help

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# Current Venture Capital Fundraising Market

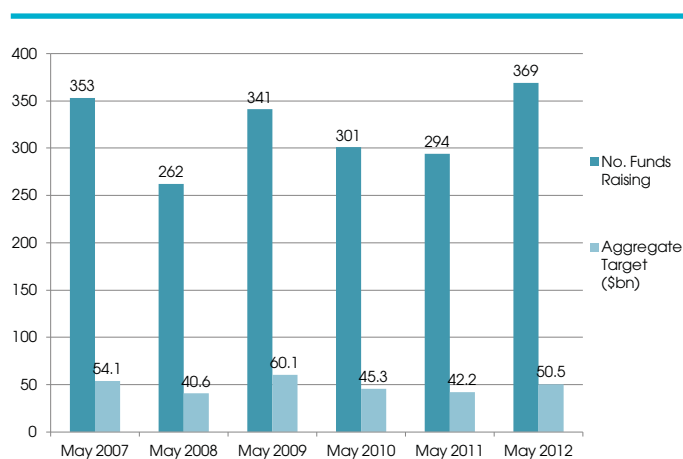
As of May 2012 there are 369 venture capital funds on the road targeting aggregate capital commitments of \$50.5bn. These figures represent a 26% increase in the number of venture capital funds in market and a 20% increase in the aggregate capital targeted compared to funds on the road in May 2011. Almost 53% of the total capital being raised is by venture funds that invest across all financing stages, 22% by expansion/late stage vehicles, and the remainder by early stage and venture debt funds.

The number of funds on the road and the aggregate capital sought in May of each year between 2007 and 2012 is shown in Fig. 16. The greatest amount of capital being sought across the period was in May 2009 in the wake of Lehman Brothers collapse and the decline in investor activity in the asset class fell dramatically over the subsequent two years. The continued challenging fundraising environment has resulted in an overcrowded market as of May 2012, and it is expected that many of these vehicles will not successfully complete their fundraising, or at the very least will close below their fundraising targets.

Fig. 17 displays the funds in market broken down by the region they primarily intend to invest in. It demonstrates that the North American marketplace still attracts the most attention from fund managers and investors, with the highest proportion of both funds and aggregate capital targeting the region. There has, however, been a surge in Asia and Rest of World-focused funds over recent years in response to increased investor demand for exposure to regions outside North America and Europe. As a result, in 2008, the aggregate target of Asia and Rest of World-focused vehicles surpassed that of Europe-focused funds for the first time. There are currently 73% more venture capital vehicles in market that will focus their investments throughout Asia and Rest of World than those focusing on Europe, and these funds are seeking 147% more capital.

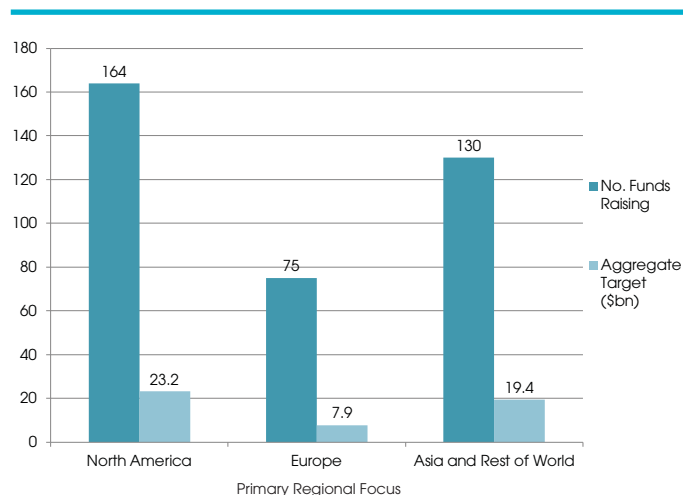
The 10 largest venture capital funds that are in market seeking commitments are displayed in Fig. 18. It shows that the largest fund currently seeking LP commitments is Inerjys Ventures I, which will make early to mid-stage investments globally in energy and cleantech opportunities and is seeking C\$1bn in capital. None of the 10 largest funds in market have a primary focus on Europe, further demonstrating how the region is struggling to attract venture capital investment. Three of the funds, however, do have a global focus that will include European investments.

Fig. 16: Venture Capital Funds in Market over Time, 2007 - 2012



Source: Preqin Funds in Market Online Service

Fig. 17: Breakdown of Venture Capital Funds on the Road by Fund Primary Regional Focus



Source: Preqin Funds in Market Online Service

**Preqin Funds in Market** is the private equity industry's leading source of fundraising intelligence. With details of over 5,300 venture capital funds either raising or closed, this is an invaluable analysis tool.

[www.preqin.com/fim](http://www.preqin.com/fim)

Fig. 18: 10 Largest Venture Capital Funds in Market by Target Fund Size

Fund	Manager	Type	Target Size (mn)	Manager Country	Fund Focus
Inerjys Ventures I	Inerjys Ventures	Venture Capital (All Stages)	1,000 CAD	Canada	Global
Institutional Venture Partners XIV	Institutional Venture Partners	Expansion / Late Stage	1,000 USD	US	US
ARC Energy Fund VII	ARC Financial Corp.	Early Stage	850 CAD	Canada	Canada
Lightspeed China Fund I	Lightspeed Venture Partners	Venture Capital (All Stages)	800 USD	US	China
YR Delta Fund I	YR Delta Investment Management	Expansion / Late Stage	5,000 CNY	China	China
Lightspeed Venture Partners IX	Lightspeed Venture Partners	Early Stage	675 USD	US	Emerging Markets, Global
Fortman Border Investment Fund	Fortman Fund	Venture Capital (All Stages)	4,500 CNY	China	China
GGV Capital IV	GGV Capital	Venture Capital (All Stages)	600 USD	US	China, US
VantagePoint CleanTech Partners III	VantagePoint Capital Partners	Expansion / Late Stage	600 USD	US	Global
Angra Partners Fund 2	Angra Partners	Expansion / Late Stage	500 USD	Brazil	Brazil

Source: Preqin Funds in Market Online Service



# Venture Capital Fund Managers

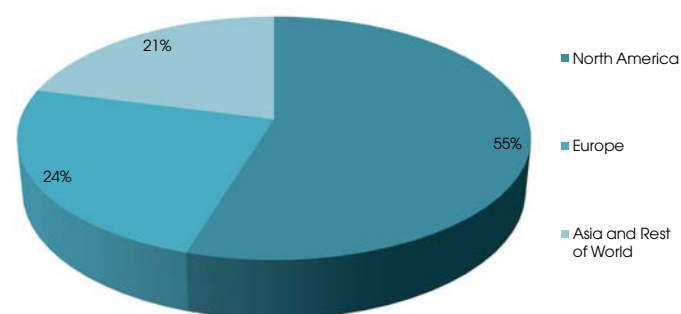
To analyze the current venture capital firm universe, Preqin has compiled information on over 3,000 firms currently active in the marketplace. The majority of these firms are headquartered in North America, with over 55% located within this region. The US represents 94% of North America-based firms, with 1,510 based in the country. Within the US, 31% of venture capital firms are located in California/Silicon Valley. Although the European venture capital market has struggled over recent years, Europe accounts for 25% of the venture capital fund manager universe, with the largest number, 203 firms, based in the UK.

Fig. 20 shows the proportion of venture capital firms that focus on the various venture capital investment stages. Sixty-one percent of firms focus on early stage investments, while 23% focus on later stage/expansion investments and 1% focus on venture debt. Forty-six percent of adopt a stage-agnostic approach to investing.

Preqin's venture capital firm universe features 1,590 firms that are actively managing a venture capital fund. If we break down these fund managers by experience, 56% of firms are first-time fund managers, having only closed one vehicle. Thirty-seven percent have raised two to three vehicles, while 7% have raised four or more.

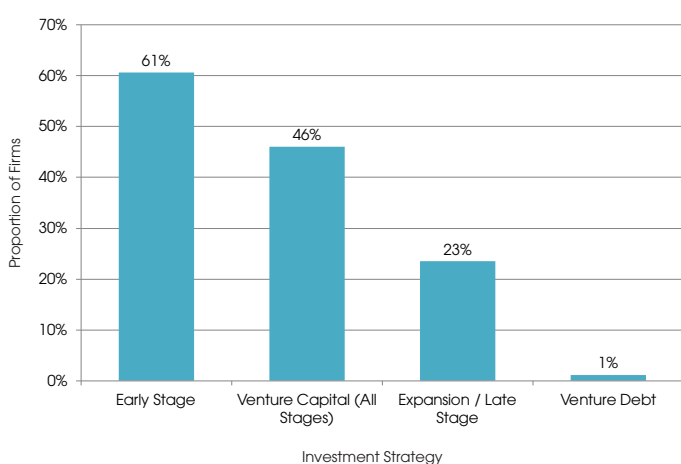
The largest player in the venture capital fund market, in terms of amount of capital raised, is New Enterprise Associates. The firm has raised three funds in the past 10 years, amassing \$6.1bn in investor commitments to invest all stages of development and particularly within the IT, healthcare and energy technology sectors.

Fig. 19: Breakdown of Venture Capital Firms by Region



Source: Preqin Fund Manager Profiles Online Service

Fig. 20: Investment Stage Focus of Venture Capital Firms



Source: Preqin Fund Manager Profiles Online Service

Fig. 21: Top 10 Venture Capital Firms by Aggregate Capital Raised

Firm Name	Number of Venture Capital Funds Raised	Aggregate Capital Raised (\$bn)
New Enterprise Associates	3	6.1
Sequoia Capital	12	5.8
Tiger Global Management	5	5.5
Kleiner Perkins Caufield & Byers	11	4.9
Oak Investment Partners	3	4.8
IDG Capital Partners	7	3.4
Insight Venture Partners	3	3.3
Accel Partners	9	3.1
Bessemer Venture Partners	2	2.6
JAFCO (Japan)	16	2.6

Source: Preqin Fund Manager Profiles Online Service

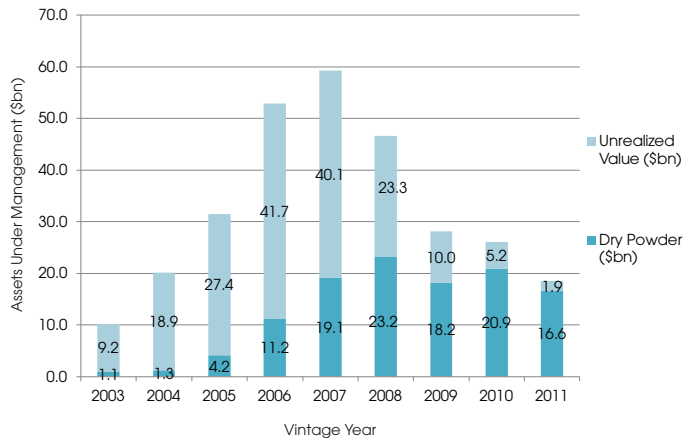
# Dry Powder / AUM of Venture Capital GPs

Fig. 22 shows the assets under management and dry powder by vintage year for venture funds as of 30th June 2011. Vintage 2008 venture funds currently hold the largest amount of available capital, with \$23.2bn ready to deploy. For venture funds of 2009 to 2011 vintage, dry powder levels are lower, due in part to a slower fundraising environment for these vintages. Funds with earlier vintages are showing a larger proportion of unrealized value compared to funds with later vintages as these funds are further along in their investment cycles. Vintage 2006 venture funds have the largest amount of unrealized value with \$41.7bn.

A breakdown of dry powder by main geographic focus for venture funds is shown in Fig. 23. Venture funds primarily investing in North America account for the majority of dry powder reserves and have \$64.9bn available to invest. European-focused venture managers have \$18.7bn available and Asia and Rest of World funds have \$31.6bn at their disposal. There has been an annual decline in capital available for venture investments with a focus on North America from December 2007 to December 2011. In contrast, dry powder levels for Asia and Rest of World-focused venture funds has increased each year from December 2009.

Fig. 24 shows the levels of dry powder available to venture funds by investment stage. Venture funds that invest across a range of stages of company development account for the largest proportion, 59%, of dry powder within the sector and have \$68.5bn currently ready to deploy. Funds with a focus on early stage investments have \$29.1bn at their disposal, while venture funds focusing on expansion/late stage and venture debt investments have \$15.7bn and \$1.9bn available for investment respectively.

Fig. 22: Venture Funds - Assets under Management by Vintage Year (As of Jun 11)

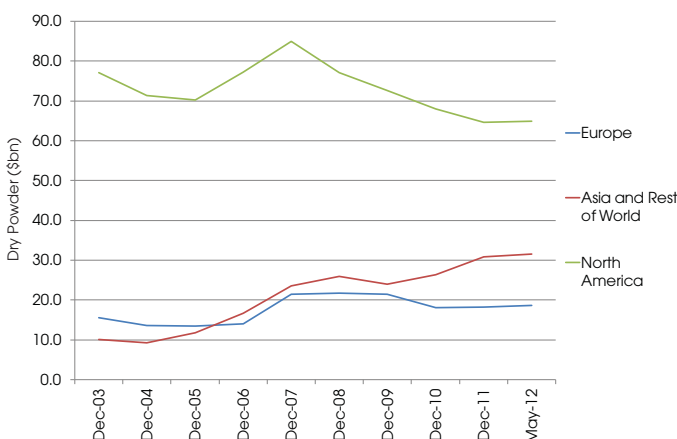


Source: Preqin Fund Manager Profiles Online Service; Preqin Performance Analyst Online Service

**Preqin Fund Manager Profiles** features detailed profiles for more than 3,300 managers of VC funds, including key strategic and investment preferences.

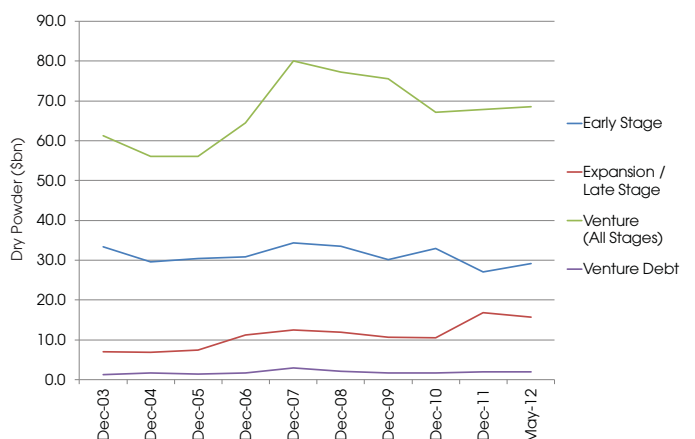
[www.preqin.com/fmp](http://www.preqin.com/fmp)

Fig. 23: Venture Funds - Dry Powder by Region Focus (\$bn)



Source: Preqin Fund Manager Profile Online Service

Fig. 24: Dry Powder - Venture Funds by Venture Type (\$bn)



Source: Preqin Fund Manager Profile Online Service

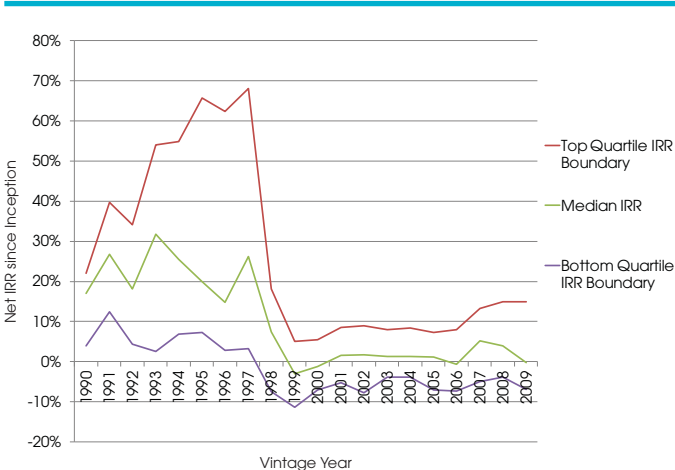
# Performance of Venture Capital Funds

Since the end of the dot-com bubble at the turn of the millennium, one of the major questions surrounding the venture capital industry is whether the investment model can still generate attractive returns for investors. In contrast to early vintage VC funds - and indeed many rival private equity strategies – the median returns generated by recent vintage venture capital funds have proven to be flat; however can GPs still deliver the ‘home run’ investment?

Fig. 25 shows the median called-up, distributed and remaining value ratios by vintage year for venture capital funds. Venture funds with a vintage year of 1997 or earlier are all showing a median distributed figure of greater than 1.5x contributed capital, with vintage 1991 funds returning 2.64x called capital back to investors. Those funds with a vintage year of 1998 or later are showing lower levels of distributed capital following the dot-com crash. Funds with earlier vintages have a relatively small amount of remaining value to paid-in capital as these funds are more advanced in their fund lives and fund managers are looking to exit investments and distribute capital to investors. Funds with a more recent vintage year are still relatively early in the investment cycles and hence have distributed a comparatively lower percentage of called-up capital and still have a higher percentage of value remaining in their portfolios. For example, vintage 2005 funds have distributed 22.3% (as measured against total capital paid in) but still have 91.0% of their portfolio remaining in unrealized investments.

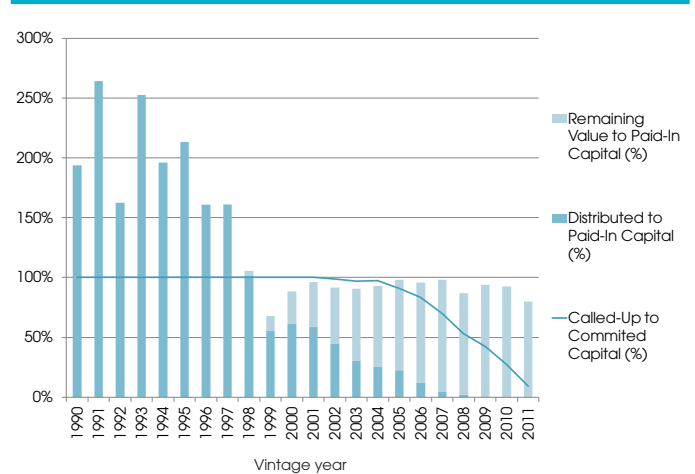
The median net IRRs and quartile boundaries for venture funds are shown in Fig. 26. Venture funds with a vintage year of 1998 or earlier are showing higher median returns than those of subsequent vintage years. Vintage 1993 funds have produced a median net IRR of 31.7% whilst in contrast, vintage 1999 and

Fig. 26: Venture - Median Net IRRs and Quartile Boundaries by Vintage Year



Source: Preqin Performance Analyst Online Service

Fig. 25: Venture - Median Called-Up, Distributed and Remaining Value Ratios by Vintage Year

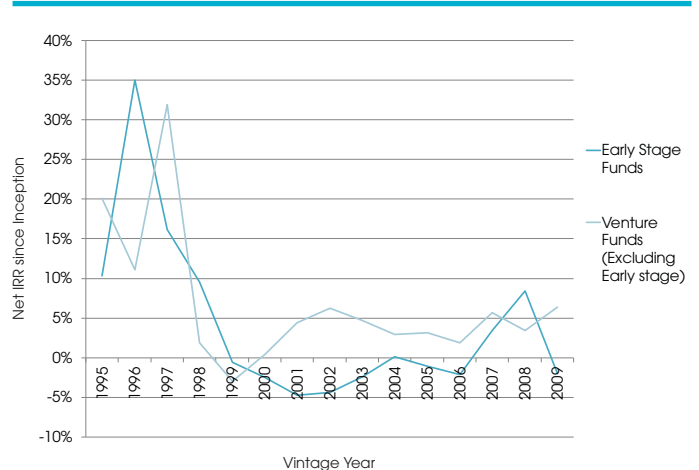


Source: Preqin Performance Analyst Online Service

2000 funds are showing negative median IRRs of -3.0% and -1.2% respectively following the dot-com crash. From vintage year 1999 to 2006, the median net IRR has ranged between -3.0% and 1.7%. The bottom quartile boundary is in the red for all vintage years from 1998 onwards whereas the top quartile boundary ranged between 5.0% and 18.1% for these vintages. For vintage year 2009, the median net IRR currently stands at -0.2%, however, returns could change as fund managers add value to their investments.

Fig. 27 shows the median net IRRs by vintage for early stage venture funds compared to median returns generated by venture funds focusing on other investment stages. For vintage years 1998 and earlier, median net IRRs are positive for both venture

Fig. 27: Venture - Median Net IRRs: Early Stage Funds vs. Venture Funds (Excluding Early Stage)



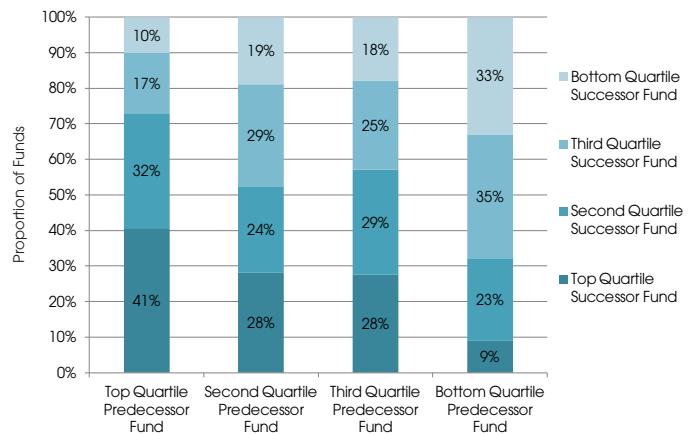
Source: Preqin Performance Analyst Online Service

and early stage funds. From vintage year 1998 onwards, median net IRRs are much lower than those generated by earlier vintage years due to the dot-com crash, with median net IRRs seen by early stage funds in the red for all vintage years between 1999 and 2003. Median net IRRs generated by venture funds which do not make early stage investments are higher the those seen by early stage funds for all vintage years between 2000 and 2009 with the exception of vintage year 2008.

Fig. 28 shows the relationship between the predecessor and successor fund quartile for venture funds. Forty-one percent of venture fund managers managing a top quartile fund go on to produce another top quartile fund with their next effort, with a total of 73% of managers performing above the median benchmark with their successor fund. Fifty-two percent of fund managers with a second quartile fund will go on to raise a successor fund above the median benchmark. Conversely, just 32% of fund managers that manage a bottom quartile fund go on to manage a follow-on fund ranked above the median benchmark, and 68% of these managers go on to produce a fund ranked in the third or fourth quartile. The high degree of correlation in the performance quartile ranking of successive funds raised by a particular manager demonstrates that an analysis of track record and past performance should constitute a highly important part of an investor’s due diligence process when seeking to make a new commitment to a private equity fund.

While there is a strong requirement for manager talent in every private equity strategy, in the venture space there are an extremely particular set of skills required to identify interesting investments and guide these companies to an attractive exit. Despite flat performance from the median venture capital fund, it is clear that outperformance can still be generated by the best venture GPs.

Fig. 28: Venture - Relationship between Predecessor and Successor Fund Quartiles



Source: Preqin Performance Analyst Online Service

**Preqin Performance Analyst** is the private equity industry's most extensive and transparent source of net-to-LP fund performance data, with full metrics for over 5,800 named vehicles including more than 1,600 VC funds. Want to benchmark a fund or analyze industry returns? We can help.

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# PrEQIn Venture Capital Index

Returns from private equity funds are typically measured using IRRs and multiples. These are appropriate measures of the returns from these types of long-term investments and enable direct comparisons of private equity funds to other private equity funds.

While this is a useful measure of performance, a different metric is needed by investors seeking to compare their private equity portfolios with their overall investment portfolios, as well as directly with their investments in other asset classes. These asset allocation tasks call for metrics that facilitate comparison between private equity returns and those of other asset classes.

In order to meet this need from investors, Preqin has created the first index for the whole of the private equity industry, PrEQIn – Private Equity Quarterly Index. The PrEQIn Index is a money-weighted index that uses fund-level cash flow transactions and net asset values for over 3,900 private equity funds collectively worth more than \$2.7tn. These returns\* are then combined to form an index rebased to 100 as of 31st December 2000.

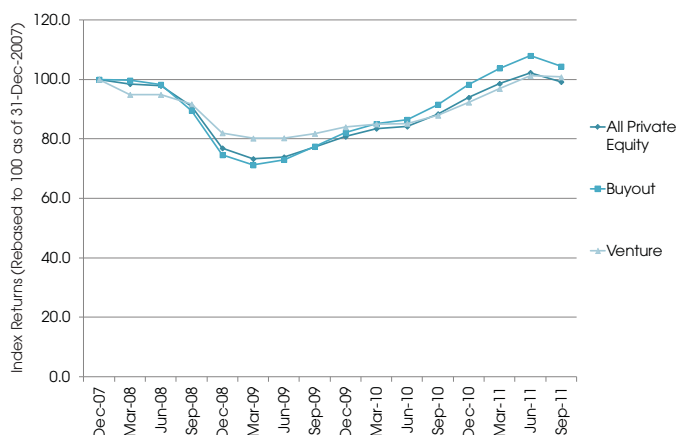
## PrEQIn Private Equity Quarterly Index – Venture vs. All Private Equity and Buyout

Fig. 29 shows the PrEQIn All Private Equity, Buyout and Venture Indices compared to the quarterly S&P 500 Index rebased to 100 as of 31st December 2007, demonstrating the decline and subsequent recovery of these private equity strategies due to the financial crisis of 2008. The graph shows that all of the indices reached their lowest points in Q1 2009, with the All Private Equity and Buyout indices falling to a lower level than the Venture Index during this time. However, by Q1 2010 all the indices shown had recovered to a similar level. In the most recent quarter, all the indices in the graph have shown a quarterly drop as a result of the European sovereign debt crisis and volatility in the wider financial markets.

## PrEQIn Private Equity Quarterly Index: Venture by Investment Stage

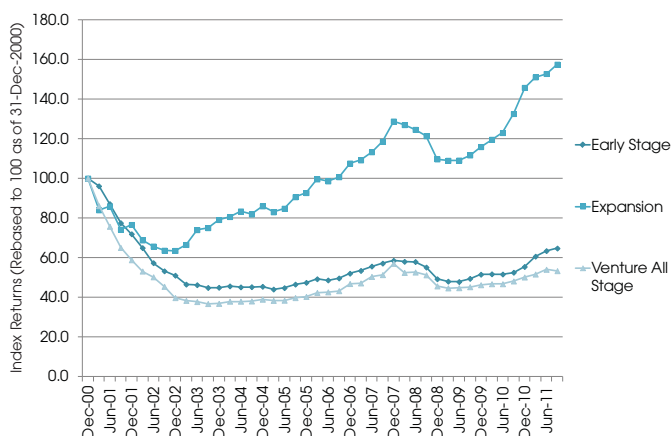
Fig. 30 shows the PrEQIn Venture Index split out by venture investment stage focus. This allows us to gain an insight into the relative performance of early stage and expansion funds in comparison to venture funds that have no specific investment stage focus. The graph shows that the PrEQIn Early Stage Index follows a similar trend to the PrEQIn Venture All Stages Index, declining initially until Q3 2003 and then gradually recovering until Q4 2007, when a further decline was experienced due to the financial crisis. In contrast to the relatively flat performance of the Early Stage and Venture All Stages Indices, the PrEQIn Expansion Index shows more variability. After an initial decline, the Expansion Index then recovers, increasing to over 100 in Q3

Fig. 29: PrEQIn Private Equity Quarterly Index: All Private Equity, Buyout and Venture



Source: Preqin Private Equity Performance Benchmarks Online Service

Fig. 30: PrEQIn Private Equity Quarterly Index: Venture by Investment Stage



Source: Preqin Private Equity Performance Benchmarks Online Service

2006. There was a decline following the 2008 financial crisis, and since then the Expansion Index shows quarterly increases, reaching 157.5 in Q3 2011.

\*The index is based on the following calculation:  $\text{Percentage change in quarter} = \frac{[(NAV \text{ at end of quarter} + \text{distributions during quarter}) / (NAV \text{ at start of quarter} + \text{call-ups during quarter})] - 1}$

**Preqin Private Equity Performance Benchmarks** are free tools available to industry professionals. This useful resource includes the first Asian private equity benchmarks and PrEQIn, the first quarterly private equity index. For more information, please visit:

[www.preqin.com/benchmarks](http://www.preqin.com/benchmarks)

# Venture Capital Benchmarks

**Fund Type:** Venture  
**Geographic Focus:** All Regions

**Benchmark Type:** Median  
**As At:** 30th September 2011

Vintage	No. Funds	Median Fund			Multiple Quartiles (X)			IRR Quartiles (%)			IRR Max/Min (%)	
		Called (%)	Dist (%) DPI	Value (%) RVPI	Q1	Median	Q3	Q1	Median	Q3	Max	Min
2011	12	8.9	0.0	83.8	0.94	0.89	0.69	n/m	n/m	n/m	n/m	n/m
2010	17	25.5	0.0	91.1	1.06	0.93	0.90	n/m	n/m	n/m	n/m	n/m
2009	19	42.5	0.1	95.0	1.15	0.99	0.86	n/m	n/m	n/m	n/m	n/m
2008	38	53.8	3.2	98.5	1.33	1.07	0.93	17.3	4.9	-2.7	88.7	-35.9
2007	55	71.8	7.4	100.0	1.42	1.12	0.93	16.9	4.0	-4.5	115.9	-73.0
2006	51	84.4	11.8	81.4	1.29	0.96	0.78	8.8	-0.2	-8.9	28.0	-33.3
2005	32	91.0	22.3	72.9	1.25	0.98	0.77	5.5	0.1	-6.5	104.9	-35.9
2004	36	97.5	25.6	70.9	1.26	1.00	0.87	7.0	1.3	-2.4	82.7	-28.9
2003	18	94.5	74.4	56.7	1.45	1.21	0.95	12.2	5.8	-1.3	35.1	-10.1
2002	26	100.0	39.8	38.2	1.42	1.05	0.53	9.1	2.5	-13.0	24.9	-47.2
2001	49	100.0	56.4	32.0	1.42	1.02	0.74	7.2	1.0	-5.8	29.1	-26.0
2000	78	100.0	63.2	28.6	1.25	0.92	0.61	4.2	-0.6	-6.2	50.2	-40.0
1999	44	100.0	63.9	9.8	1.33	0.75	0.48	7.8	-3.9	-13.7	24.8	-44.6
1998	31	100.0	102.0	0.0	2.09	1.25	0.66	21.1	8.2	-8.6	514.3	-34.4
1997	44	100.0	202.2	0.0	3.62	2.09	1.34	79.3	32.7	8.4	267.8	-20.8
1996	23	100.0	179.5	0.0	4.26	1.90	1.20	75.2	24.3	6.8	136.0	-33.3
1995	27	100.0	239.6	0.0	5.16	2.39	1.52	84.9	26.6	10.6	447.4	-19.9
1994	26	100.0	190.2	0.0	5.74	1.90	0.77	59.3	25.5	0.5	94.1	-22.0
1993	35	100.0	247.5	0.0	3.56	2.48	1.04	52.0	31.7	2.6	121.4	-14.8
1992	27	100.0	167.5	0.0	3.89	1.68	1.07	36.1	18.6	5.2	110.4	-20.1
1991	15	100.0	244.0	0.0	3.62	2.44	1.52	39.7	25.1	10.6	346.4	1.2
1990	24	100.0	190.0	0.0	2.59	1.90	1.15	22.0	16.0	3.9	74.4	-35.9
1989	45	100.0	220.2	0.0	3.14	2.20	1.46	27.5	14.7	6.9	198.5	-42.1
1988	26	100.0	257.2	0.0	3.30	2.57	1.63	32.0	22.5	9.0	54.5	-9.3
1987	26	100.0	196.1	0.0	3.67	1.96	1.10	22.1	14.8	6.2	28.0	-12.4
1986	21	100.0	167.4	0.0	2.33	1.67	1.38	14.7	9.9	5.5	34.4	-0.7
1985	29	100.0	214.6	0.0	3.22	2.15	1.51	18.0	13.0	8.5	40.7	4.0
1984	23	100.0	201.1	0.0	2.41	2.01	1.54	13.8	11.4	7.4	45.7	1.7
1983	14	100.0	168.3	0.0	4.45	1.69	1.39	16.3	10.4	5.5	51.6	-3.5
1982	14	100.0	184.0	0.0	2.69	1.84	1.46	13.1	9.3	7.0	64.3	-1.6
1981	8	100.0	152.3	0.0	n/a	1.52	n/a	n/a	11.3	n/a	67.4	0.5
1980	6	100.0	228.2	0.0	n/a	2.29	n/a	n/a	14.0	n/a	50.6	-4.3



Fund Type: **Venture**  
 Geographic Focus: **North America**

Benchmark Type: **Median**  
 As At: **30th September 2011**

Vintage	No. Funds	Median Fund			Multiple Quartiles (X)			IRR Quartiles (%)			IRR Max/Min (%)	
		Called (%)	Dist (%) DPI	Value (%) RVPI	Q1	Median	Q3	Q1	Median	Q3	Max	Min
2011	6	7.5	0.0	90.7	n/m	0.91	n/m	n/m	n/m	n/m	n/m	n/m
2010	15	24.5	0.0	91.1	1.06	0.93	0.89	n/m	n/m	n/m	n/m	n/m
2009	14	43.3	1.1	87.1	1.16	0.97	0.75	n/m	n/m	n/m	n/m	n/m
2008	27	53.5	6.8	91.0	1.30	1.08	0.91	17.4	4.8	-3.3	36.1	-35.9
2007	42	71.0	7.6	96.6	1.42	1.08	0.91	16.5	2.5	-4.8	115.9	-73.0
2006	43	84.0	13.3	83.0	1.33	0.99	0.78	9.0	-0.2	-8.6	28.0	-33.3
2005	23	90.0	22.9	74.3	1.24	1.00	0.79	4.5	0.4	-5.9	32.8	-35.9
2004	30	97.5	26.2	71.5	1.26	1.00	0.89	7.0	0.5	-2.4	82.7	-28.9
2003	14	94.5	74.4	60.0	1.45	1.22	1.02	12.2	7.0	0.3	14.3	-3.2
2002	17	99.5	27.7	39.8	1.18	0.94	0.48	3.6	-1.5	-14.1	10.3	-47.2
2001	40	100.0	54.9	33.1	1.42	1.05	0.74	7.3	1.1	-5.3	29.1	-26.0
2000	64	99.4	69.3	31.3	1.25	0.97	0.66	4.6	-0.6	-6.5	50.2	-40.0
1999	37	100.0	62.7	9.8	1.30	0.74	0.44	5.3	-4.6	-14.3	14.1	-44.6
1998	19	100.0	97.3	0.0	1.81	1.02	0.55	19.7	3.5	-12.2	514.3	-34.4
1997	29	100.0	196.0	0.0	3.99	1.98	1.28	100.1	32.3	8.4	267.8	-14.6
1996	20	100.0	185.3	0.0	4.26	1.96	1.43	68.2	24.3	3.6	136.0	-33.3
1995	22	100.0	266.0	0.0	5.26	2.52	1.34	95.4	28.3	9.8	447.4	-19.9
1994	20	100.0	247.8	0.0	5.74	2.49	0.63	60.2	27.1	-6.1	94.1	-22.0
1993	27	100.0	254.7	0.0	3.56	2.55	1.04	42.7	31.7	2.0	105.7	-14.8
1992	20	100.0	221.2	0.0	4.48	2.21	1.18	38.8	23.9	11.4	110.4	-20.1
1991	10	100.0	274.7	0.0	7.48	2.75	1.79	48.9	28.7	13.9	346.4	10.6
1990	18	100.0	219.8	0.0	2.94	2.21	1.38	23.5	19.3	6.3	74.4	-35.9
1989	40	100.0	230.8	0.0	3.26	2.31	1.59	33.5	14.8	6.9	198.5	-42.1
1988	23	100.0	260.6	0.0	3.40	2.61	1.63	34.0	23.5	10.3	54.5	1.2
1987	20	100.0	227.0	0.0	3.98	2.27	1.36	23.0	15.9	4.4	28.0	-12.4
1986	20	100.0	174.8	0.0	2.35	1.75	1.32	14.3	9.5	5.3	34.4	-0.7
1985	21	100.0	214.6	0.0	3.39	2.15	1.51	17.9	13.5	9.6	40.7	4.0
1984	17	100.0	198.9	0.0	2.41	1.99	1.54	13.8	12.0	7.4	45.7	5.7
1983	11	100.0	169.6	0.0	5.37	1.70	1.30	20.4	10.4	4.2	51.6	-3.5
1982	10	100.0	175.3	0.0	2.00	1.76	1.30	10.8	9.2	7.0	64.3	-1.6
1981	8	100.0	152.3	0.0	n/a	1.52	n/a	n/a	11.3	n/a	67.4	0.5
1980	6	100.0	228.2	0.0	n/a	2.29	n/a	n/a	14.0	n/a	50.6	-4.3



Fund Type: **Venture**  
Geographic Focus: **Europe**

Benchmark Type: **Median**  
As At: **Most Up-to-Date**

Vintage	No. Funds	Median Fund			Multiple Quartiles (X)			IRR Quartiles (%)			IRR Max/Min (%)	
		Called (%)	Dist (%) DPI	Value (%) RVPI	Q1	Median	Q3	Q1	Median	Q3	Max	Min
2011	8	10.5	0.0	74.0	0.95	0.74	0.31	n/m	n/m	n/m	n/m	n/m
2010	6	30.2	0.0	96.6	n/m	1.00	n/m	n/m	n/m	n/m	n/m	n/m
2009	6	35.9	0.0	93.0	n/m	0.94	n/m	n/m	n/m	n/m	n/m	n/m
2008	13	39.5	0.0	74.4	1.07	0.95	0.75	n/a	0.4	n/a	37.8	-24.9
2007	20	66.7	3.7	80.0	1.18	0.94	0.79	11.7	6.2	-5.5	24.9	-34.8
2006	10	80.1	4.6	80.0	0.98	0.91	0.80	n/a	-1.5	n/a	4.2	-23.8
2005	11	93.0	25.7	85.4	1.46	1.27	1.02	9.3	7.3	2.0	11.8	-11.3
2004	4	92.1	7.5	43.2	n/m	0.45	n/m	n/m	n/m	n/m	n/m	n/m
2003	12	96.5	26.6	62.5	1.18	0.90	0.81	7.5	-0.4	-5.9	23.0	-9.3
2002	15	87.2	40.8	50.8	1.50	0.77	0.54	10.5	3.7	-9.8	23.5	-13.5
2001	27	99.1	45.7	36.7	1.43	0.92	0.62	12.7	3.1	-6.0	26.2	-16.7
2000	22	100.0	42.8	12.5	1.16	0.65	0.49	8.3	-2.9	-8.0	27.0	-17.8
1999	10	100.0	92.8	11.8	2.00	1.04	0.53	n/a	6.7	n/a	23.6	-9.3
1998	12	99.4	82.0	3.3	1.22	0.90	0.69	5.9	1.1	-2.4	23.0	-13.9
1997	12	100.0	180.3	0.0	2.18	1.87	1.17	55.6	31.9	14.8	168.5	-30.0
1996	6	100.0	110.0	0.0	n/m	1.14	n/m	n/m	n/m	n/m	n/m	n/m

Fund Type: **Early Stage**  
Geographic Focus: **All Regions**

Benchmark Type: **Median**  
As At: **Most Up-to-Date**

Vintage	No. Funds	Median Fund			Multiple Quartiles (X)			IRR Quartiles (%)			IRR Max/Min (%)	
		Called (%)	Dist (%) DPI	Value (%) RVPI	Q1	Median	Q3	Q1	Median	Q3	Max	Min
2011	12	6.3	0.0	71.4	0.92	0.71	0.00	n/m	n/m	n/m	n/m	n/m
2010	15	25.3	0.0	91.1	1.23	0.91	0.81	n/m	n/m	n/m	n/m	n/m
2009	12	41.3	0.0	95.6	1.14	0.96	0.87	11.8	-2.0	-6.3	44.0	-29.7
2008	23	53.0	0.0	96.4	1.35	1.07	0.76	21.7	8.4	-6.9	88.7	-21.6
2007	44	67.0	4.7	89.5	1.25	1.00	0.86	15.4	3.4	-6.0	115.9	-73.0
2006	33	82.6	13.4	79.1	1.25	0.96	0.81	7.2	-2.2	-8.6	27.5	-33.3
2005	25	90.0	10.8	71.8	1.12	0.93	0.70	3.3	-1.0	-9.8	16.6	-16.3
2004	26	97.2	17.1	78.9	1.29	1.00	0.84	8.2	0.1	-4.2	82.7	-22.7
2003	19	100.0	17.6	60.1	1.06	0.87	0.59	1.8	-2.4	-10.5	19.2	-25.8
2002	24	99.5	21.9	44.6	1.00	0.63	0.44	1.7	-4.4	-13.5	15.9	-47.2
2001	32	100.0	51.6	30.4	1.10	0.80	0.67	1.6	-4.8	-6.6	17.0	-13.5
2000	57	100.0	60.1	25.5	1.25	0.85	0.54	6.3	-2.5	-7.5	50.2	-40.0
1999	27	100.0	53.6	10.9	1.39	0.88	0.52	7.6	-0.6	-9.4	24.8	-40.6
1998	24	100.0	134.0	4.5	1.87	1.34	0.72	27.1	9.6	1.6	1016.0	-46.1
1997	14	100.0	135.2	0.0	3.77	1.36	1.28	67.8	16.2	6.5	127.6	-10.6
1996	8	100.0	287.8	0.0	4.35	2.88	1.98	n/a	35.0	n/a	98.1	6.8

**Fund Type:** Early Stage  
**Geographic Focus:** North America

**Benchmark Type:** Median  
**As At:** Most Up-to-Date

Vintage	No. Funds	Median Fund			Multiple Quartiles (X)			IRR Quartiles (%)			IRR Max/Min (%)	
		Called (%)	Dist (%) DPI	Value (%) RVPI	Q1	Median	Q3	Q1	Median	Q3	Max	Min
2011	11	5.1	0.0	70.7	0.87	0.71	0.00	n/m	n/m	n/m	n/m	n/m
2010	12	24.5	0.0	91.1	1.23	0.91	0.81	n/m	n/m	n/m	n/m	n/m
2009	9	40.5	0.0	96.2	1.16	0.96	0.87	n/m	-0.3	n/m	44.0	-29.7
2008	14	50.7	3.3	96.4	1.35	1.00	0.76	20.9	3.7	-7.8	31.7	-21.6
2007	32	68.0	6.7	90.7	1.31	1.05	0.91	15.2	2.1	-4.8	115.9	-73.0
2006	28	81.0	13.1	78.5	1.25	0.93	0.76	7.4	-3.6	-10.5	27.5	-33.3
2005	21	90.0	8.5	74.3	1.07	0.93	0.71	2.3	-1.5	-9.6	16.6	-16.3
2004	22	95.8	17.1	79.5	1.29	1.00	0.89	6.9	-0.1	-3.6	82.7	-16.9
2003	15	100.0	17.6	60.3	1.06	0.90	0.59	1.7	-2.4	-11.0	19.2	-25.8
2002	19	100.0	25.5	41.6	1.14	0.94	0.44	2.5	-1.4	-14.6	15.9	-47.2
2001	20	100.0	50.4	37.4	1.10	0.80	0.72	1.4	-3.7	-6.4	12.4	-10.1
2000	44	100.0	69.3	27.1	1.25	0.88	0.71	6.3	-1.8	-5.6	50.2	-40.0
1999	22	99.5	49.7	11.6	1.23	0.74	0.52	3.4	-5.8	-12.3	11.5	-40.6
1998	17	100.0	110.4	6.1	1.75	1.08	0.63	31.1	9.7	-4.8	430.5	-46.1
1997	11	100.0	136.3	1.6	3.93	1.62	1.21	79.5	16.2	9.7	127.6	-10.6
1996	8	100.0	287.8	0.0	4.35	2.88	1.98	n/a	35.0	n/a	98.1	6.8

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