



# HEDGE FUNDS STORM INTO VENTURE

Investments from hedge and mutual funds have mushroomed this year and so have deal valuations. Will it last?

**Mark Boslet**  
Senior Editor

You may disagree on whether **Dropbox** is worth an estimated \$9.6 billion, **Pinterest**, \$3.8 billion, or **Uber**, \$3.5 billion.

But you will agree on this: All are rich valuations and a surge of pre-IPO money is fueling them to extraordinary heights.

One source of that money is hedge and mutual funds, where deal activity has soared this year.

What these non-traditional investors – **Tiger Global Management**, **Coatue Management**, **TPG Capital**, **Fidelity Investments** and **T. Rowe Price** – want is an inside track to IPOs and access to growth companies they can't find in the public markets. What they have helped create is a spike in mega rounds and valuations, trends with potentially threatening consequences.

"This is momentum investing," said **Tim Guleri**, managing director at **Sierra Ventures**. "Overall, too much of this is a dangerous trend."

The danger will mount with any change in the IPO window, or if public valuations fail to recover from their March selloff. Either could place private company valuations under pressure and chip away at the market value of portfolios priced off them.

It will be an issue of special importance to VCs over the coming months. After years of being the forgotten asset class, venture has come bounding back with rising returns, improved fundraising and promising portfolio exits. Overfunding a generation of portfolio companies could undermine some of these gains just as the limited partner perception of the industry is beginning to change.

Already some venture investors have begun to show caution and back away from late-stage financings because of the high level of competition.

Anytime there is a bull market, outside money wants to get into late stage financings, said **Jules Maltz**, general partner at

**Institutional Venture Partners**. "That works as long as the market continues. As soon as the market changes, we often see these funds pull back."

Whether these funds will retreat is hard to gauge. So far, there are mixed signals. Tiger's ability to close on a new \$1.5 billion venture fund in April suggests access to capital is not likely a restraint. However, Coatue in March said it planned to return \$2 billion to investors, suggesting second thoughts are creeping in.

Up to now, it is hard to miss the heightened role hedge and mutual funds have played this year. Through mid-April, they have participated in 23 deals this year with U.S.-based startups, including large rounds for **Dropbox**, **Cloudera**, **Lyft** and

money in, meaning they had a major role setting price and valuation, according to company press releases and news reports.

"You are seeing some willingness to write large checks for select companies with a winner take all paradigm," said **Timothy Keating**, CEO of **Keating Capital**. "I do believe you are seeing some inflation in those highly publicized companies."

Obviously, big valuations are not confined to hedge and mutual funds. Other growth and late-stage investors have been active in these deals as well, including such firms as **Kleiner Perkins Caufield & Byers** and **Andreessen Horowitz**.

But hedge and mutual funds have a different way of looking at returns and can likely absorb higher mark ups easier than



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**Intarcia Therapeutics**, according to data from **Thomson Reuters** (publisher of *VCJ*) and other industry sources.

If this pace continues, the year could end with 75 to 80 deals involving a hedge or mutual, a substantial increase from last year's 41.

Equally significant is the massive size of the transactions. Hedge and mutual funds have participated in 14, or 60 percent, of this year's largest two-dozen U.S.-based deals with disclosed investors, compared to about 38 percent last year.

What's more, in 13 of these deals they were a lead investor or represented new

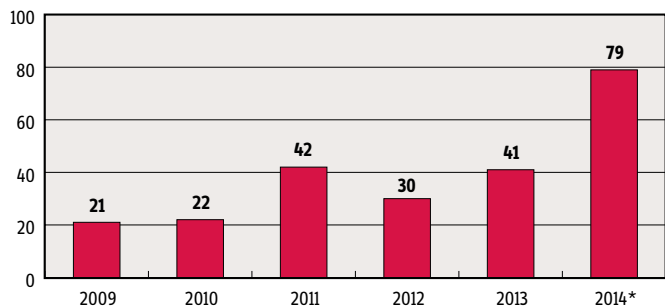
VCs. A 1.5x return over 18 months might satisfy a hedge or mutual fund while it probably wouldn't a VC.

Whether all this will end badly is anyone's guess.

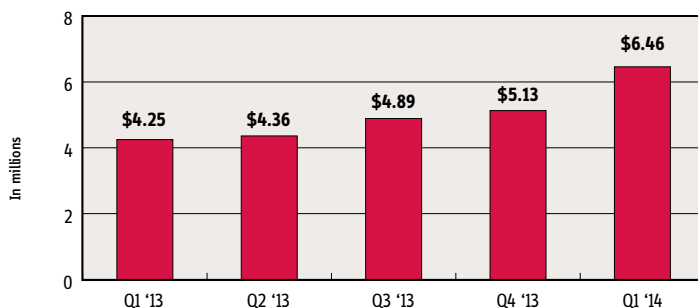
Some investors may make a killing. Others will lose out. It will depend on the continued health of the public markets.

As of the writing of this story in mid-April, it was unclear whether the markets would bounce back from their recent sell-off, when the stocks of high-flying venture-funded IPOs, such as **Workday**, **Splunk** and **Yelp**, lost about a third of their value and others, **FireEye** for instance, saw big-

**VC deals with hedge and mutual fund investors**



**Expansion and late-stage venture investments**



Sources: Thomson Reuters, MoneyTree Report data on U.S.-based companies; and news reports. Note: For 2014, the projected total for the year if the pace continues is 79. The actual number of 2014 deals year-to-date through April 15 is 23.

Sources: Thomson Reuters, MoneyTree Report data on U.S.-based companies.

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### Valuation discipline remains, mutual fund investors say

The goal is to invest in the cream of the crop and to develop a long-term relationship with a company in advance of its IPO

Amid this year's explosion of pre-IPO financings, mutual fund investors insist they have been selective dealmakers and disciplined on valuations. The cream of the crop, they say, is their goal.

"We meet with a lot of private companies," said **Andrew Boyd**, head of global equity capital markets at **Fidelity Investments**. "It's a very small number of those that we make investments in."

This year's feeding frenzy has helped Boyd and other mutual fund investors gain access to growth companies with the potential for public offerings. It also offers insight into the technologies transforming major markets.

To mine this wealth of knowledge, **T. Rowe Price**, for instance, assigns a research analyst to each investment. This way, deals offer not just returns to clients but insights into possible business threats to existing holdings, the firm said in a statement to *VCJ*.

"You can't ignore the private companies," added Boyd. There is a lot of disruption taking place.

At Fidelity Investments, private company investing is both opportunistic and thesis driven, he said. The firm looks to participate in the final round of private financing for companies that appear able to make the leap to the public markets.

"I would say we provide growth capital rather than venture capital," Boyd told *VCJ*.

Valuations are specific to each company. Fidelity relies not just on public market comps, but its knowledge of particular market segments and a company's historical financials and projections to arrive at a valuation, he said.

One benefit of doing a transaction is that it can help Fidelity develop a long-term relationship with a company and side step the pre-IPO "speed dating" that takes place between companies and prospective public market investors prior to an offering, he added. When the IPO comes around, Fidelity will be better able to make an investment decision.

Whether it actually helps Fidelity secure a bigger chunk of an IPO is a matter of debate, Boyd added. Allocations are in the hands of the underwriters.

T. Rowe Price also describes itself as a selective investor.

"We don't invest in every private company that comes to us," it said in its statement. "We only choose the deals that we believe make sense."

To arrive at a valuation, the firm looks not just at public market comps, but at a company's financial results, business model, potential for revenue, profitability, market share, durability, prospects, past performance and management team.

"There is significant liquidity risk and sometimes the companies can run into unforeseen roadblocks that effect their ability to compete," T. Rowe Price said. "Not all of these companies fulfill their promise."

As a result, often less than 1 percent of a portfolio will be allocated to private company transactions. But with the firm's heft, that can amount to a substantial amount of money. T. Rowe Price

has participated in deals with **Cloudera**, **Wayfair** and **Eventbrite** this year.

"When we make these investments, we are looking for companies that we believe have the potential for major success over the long term," the firm said.

Venture capitalists and entrepreneurs describe mutual and hedge fund investors as sophisticated, easy to work with and knowledgeable. Often investments are research driven and focused on particular market segments where a firm has a special expertise, they said.

One benefit of doing a deal is its ability to help position a young company for an IPO.

"To get a Fidelity or T. Rowe Price in your cap table signals that the company is a good prospect for an IPO and may be well received by the public investor," said **Timothy Keating**, CEO of **Keating Capital**. "It is a very positive trend."

Entrepreneurs also remain open-minded. **Asaf Cidon**, co-founder of **Sookasa**, said hedge fund investors approached him recently. The company, which adds encryption to cloud based storage, announced a \$5 million Series A round in April with the support of **Accel Partners**, **First Round Capital**, **Andreessen Horowitz** and **SV Angel**, but without a hedge fund backer.

Cidon said he would consider taking money from hedge funds in future rounds.

Hedge and mutual fund money helps entrepreneurs, he said. It can provide liquidity for founders and early employees, and give companies the chance to expand.

"More liquidity is good," he said. "It's good that you can swing for the fences."

—Mark Boslet

ger haircuts.

Some VCs already point with a note of caution to **Zynga's** IPO, after which late-round shareholders still find themselves under water.

In such an environment, venture firms have to be careful, Maltz said.

"There is a risk that companies could over fund in this market environment," he said. Money is not the proxy for success.

Companies need to focus on fundamentals.

For some growth investors, the changing market has already brought a shift in focus. **Emergence Capital Partners**, for example, is investing earlier because it has seen the valuations of more mature companies go up, said General Partner **Brian Jacobs**.

About five years ago, buying 20 percent of a top quality company with \$3 million

of revenue might have required an investment of \$5 million. Now that same 20 percent of a high quality company with \$3 million of revenue could cost \$8 million, Jacobs said.

"We're optimizing ourselves and are taking a little more risk," he explained. If that means helping a young company recruit a sales executive, Emergence will participate.

Hedge funds also are showing signs of change, and VCs are reaching out to them as an important new source of capital. **SoftTech VC** has spent time introducing hedge funds to its portfolio and understanding their interests, said Managing Partner **Jeff Clavier**.

Clavier said that's because some of these investors have begun to look earlier, which could mean Series C and D rounds for companies showing proven business models, revenue and strong growth. One example is this year's Lyft deal, in which the company raised \$250 million of Series D funding from hedge fund Coatue Management, as well as Andreessen Horowitz, **Floodgate Fund, Founders Fund, K9 Ven-**

**tures, Mayfield Fund and Alibaba Capital Partners.**

"The whole system seems to be shifting," Clavier said. "As soon as a company seems to hit escape velocity, the growth VCs have to compete with these guys."

Some firms already report increased interest from these investors in their portfolios. A year ago, one to two deals in the Emergence portfolio had taken mutual fund money. That has risen to as many as four, according to Jacobs. Because they do a relatively small number of deals, getting the mutual and hedge funds involved is no slam-dunk, he said.

Indeed, "hedge funds can be both a curse and a benefit," said **Manuel Hen-**

**riquez**, co-founder and CEO of **Hercules Technology Growth Capital.**

"They are creating the very necessary step up in valuations that positions a company for a potential IPO event."

In doing so, they help inject companies with the capital they need six to nine months prior to an IPO for unexpected expenditures. In some cases this flexibility can mean staying private longer and planning an IPO when a company is larger and can command a higher share price, such as **Facebook** and **Twitter** did.

But it also can result in "nose bleed valuations," Henriquez said.

It is a tradeoff with which the venture market is learning to live with.

### Venture deals with hedge and mutual fund participation (2009 to 2014)

Company	Founded	City	Industry	Investment size (\$M)	Investors
<b>2014 (Year to Date)</b>					
Cloudera Inc	2008	Palo Alto, Calif.	Software	\$900.00	Google Ventures, Intel Corp, MSD Capital LP, T. Rowe Price Threshold Partnerships
Lyft	2007	San Francisco	Software	\$250.00	Andreessen Horowitz, Alibaba Capital Partners, Coatue Management, Floodgate Fund, Founders Fund, K9 Ventures, Mayfield Fund
AliphCom (Jawbone)*	1998	San Francisco	Electronics/Instrumentation	\$250.00	Rizvi Traverse Management
Dropbox	2007	San Francisco	IT Services	\$250.00	Accel Partners, BlackRock, Index Ventures, Sequoia Capital
Intarcia Therapeutics Inc	1995	Boston	Biotechnology	\$200.00	Farallon Capital Management LLC, Foresite Capital Management LLC, Franklin Templeton Services Inc, New Leaf Venture Partners LLC, Quilvest USA Inc, RA Capital Management LLC
Wayfair LLC	2002	Boston	Retailing/Distribution	\$157.00	T. Rowe Price Threshold Partnerships
Domo Inc	2010	American Fork, Utah	Software	\$125.00	Fidelity Investment Funds II, GGV Capital, Greylock Partners, Institutional Venture Partners, Mercato Partners, TPG Capital Management LP
One Kings Lane	2009	San Francisco	Consumer Products and Services	\$111.90	Greylock Partners, Institutional Venture Partners, Kleiner Perkins Caufield & Byers LLC, Tiger Global
Hortonworks	2011	Palo Alto, Calif.	Software	\$100.00	Benchmark Capital, BlackRock, Index Ventures, Passport Capital, Tenaya Capital
Credit Karma Inc	2007	San Francisco	Media and Entertainment	\$85.00	Google Ventures, Ribbit Capital LP, Susquehanna Growth Equity LLC, Tiger Global
Quora	2009	Palo Alto, Calif.	Media and Entertainment	\$80.00	Benchmark Capital, Matrix Partners, North Bridge Venture Partners, Tiger Global
Turn Inc	2005	Redwood City, Calif.	Software	\$77.00	BlackRock Inc, Focus Ventures Ltd, Northport Investments, Norwest Venture Partners, Shasta Ventures L P, Trident Capital
OnDeck Capital Inc	n/a	New York	Financial Services	\$77.00	First Round Capital, Google Ventures, Industry Ventures LLC, Institutional Venture Partners, Rre Ventures LLC, SAP Ventures, Tiger Global
Actifio Inc	2009	Waltham, Mass.	Software	\$75.00	Advanced Technology Ventures, Andreessen Horowitz LLC, Greylock Partners, North Bridge Venture Partners L P, Technology Crossover Ventures, Tiger Global
Eventbrite Inc	2006	San Francisco	IT Services	\$60.00	T. Rowe Price Threshold Partnerships, Tiger Global
Julep Beauty	2007	Seattle	Consumer Products and Services	\$30.00	Andreessen Horowitz, Azure Capital, Altimeter Capital, Madrona Venture Group, Maveron
ADKM Inc	n/a	New York	Consumer Products and Services	\$22.50	Highland Capital Partners LLC, SV Angel II Q LP, Thrive Capital Partners LLC, Tiger Global
Quench Usa L L C	n/a	Norristown, Penn.	Industrial/Energy	\$21.04	Advent Morro Equity Partners Inc, Element Partners, Orix Venture Finance, Potomac Energy Fund LP, T. Rowe Price Threshold Partnerships, Virgin Green Fund
DNAexus Inc	2009	Mountain View, Calif.	Software	\$15.00	Claremont Creek Ventures, First Round Capital, Google Ventures, Tarrant Capital IP LLC
Kitchensurfing Inc	n/a	Brooklyn, N.Y.	Media and Entertainment	\$15.00	Spark Capital, Tiger Global, Union Square Ventures
Zenefits Insurance Services	n/a	San Francisco	Software	\$15.00	Andreessen Horowitz, Mavericks Capital, Venrock
Fresh Direct Holding	1999	Long Island City, N.Y.	Consumer Products and Services	\$10.00	Maverick Capital, PineBridge Investments
Kontagent Inc	2007	San Francisco	Software	\$5.54	GGV Capital, Maverick Capital Ltd

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## 2013

Pinterest Inc	2009	San Francisco	Media and Entertainment	\$425.00	Andreessen Horowitz LLC,Bessemer Venture Partners L P,Fidelity Investment Funds II,FirstMark Capital LLC,Valiant Capital Management
Uber Technologies Inc	2009	San Francisco	Software	\$257.79	Google Ventures,TPG Capital Management LP
Pure Storage Inc	2009	Mountain View, Calif.	Computers and Peripherals	\$150.00	Fidelity Investment Funds II,Greylock Partners,Index Ventures,In Q Tel Inc,Redpoint Ventures,Samsung Venture Investment Corp,Sutter Hill Ventures,T. Rowe Price Threshold Partnerships,Tiger Global
AliphCom (Jawbone)	1998	San Francisco	Electronics/Instrumentation	\$157.00	Andreessen Horowitz, Fortress Investment Group, JP Morgan Chase, Khosla Ventures, Kleiner Perkins Caufield & Byers, Sequoia Capital, Silver Lake Partners, Wells Fargo
MongoDB Inc	2007	New York	Software	\$150.00	Intel Capital Corp,New Enterprise Associates, Inc.,Sequoia Capital,T. Rowe Price Threshold Partnerships,Altimeter Capital Management LLC
eRecycling Group Inc	2009	Irving, Texas	Industrial/Energy	\$113.00	Kleiner Perkins Caufield & Byers LLC,OPENAIR Equity Partners,Rre Ventures LLC,Silver Lake Partners LP,SJF Ventures
Box	2005	Los Altos, Calif.	Software	\$100.00	Bessemer Venture Partners, Coatue Management, Draper Fisher Jurvetson, DST Global, Itochu Technology Ventures, Macnica, Mail.Ru Group, Mitsui & Co., MKI, Telefonica S.A., Telstra Corp.
Flipboard	2010	Palo Alto,	Software	\$100.00	Goldman Sachs, Index Ventures, Insight Venture Partners, Kleiner Perkins Caufield & Byers, Rizvi Traverse Management
Evolent Health	2011	Arlington, Va.	Software	\$100.00	Tarrant Capital
Nextdoor.com Inc	n/a	San Francisco	Media and Entertainment	\$81.60	Benchmark Capital Management,Bezos Expeditions,Comcast Ventures,Google Ventures,Greylock Partners,Kleiner Perkins Caufield & Byers LLC,Shasta Ventures L P,Tiger Global
PTC Therapeutics Inc	1998	South Plainfield, N.J.	Biotechnology	\$64.50	Brookside International,Celgene Corp,Column Group,Csfb Private Equity Advisers,Delphi Ventures,HBM Healthcare Investments AG,Longwood Founders Management LLC,Novo A/S, Vulcan Capital Group LLC
Eventbrite Inc	2006	San Francisco	IT Services	\$60.00	Duff Ackerman & Goodrich LLC,Sequoia Capital,T. Rowe Price Threshold Partnerships,Tenaya Capital, Inc.,Tiger Global
New Relic Inc	2008	San Francisco	Software	\$60.00	Allen & Co Inc,Benchmark Capital Management,Insight Venture Partners LLC,Passport Capital LLC,T. Rowe Price Threshold Partnerships,Tenaya Capital, Inc.,Trinity Ventures LLP
Roku Inc	2002	Saratoga, Calif.	Media and Entertainment	\$60.00	Fidelity Investment Funds II,Hearst Corp
JAND Inc	2010	New York	Consumer Products and Services	\$60.00	First Round Capital,General Catalyst Partners LLC,Spark Capital,Thrive Capital Partners LLC,Tiger Global
Warby Parker		New York		\$60.00	Tiger Global, First Round Capital, General Catalyst Partners, Spark Capital, Thrive Capital
Snapchat	2011	Pacific Palisades, Calif.	Software	\$50.00	Coatue Management
Redfin Corp	2002	Seattle	Media and Entertainment	\$50.00	BEV Capital,Draper Fisher Jurvetson International Inc,Globespan Capital Partners,Greylock Partners,Madrona Venture Group LLC,T. Rowe Price Threshold Partnerships,Tiger Global
Progress Financial Corp	2005	Menlo Park, Calif.	Financial Services	\$46.78	Charles River Ventures Inc,Greylock Partners,Madrone Capital Partners,TPG Capital Management LP
Prosper Marketplace Inc	2006	San Francisco	Financial Services	\$45.00	Accel Partners & Co Inc,Benchmark Capital Management,BlackRock Inc,Crosslink Capital Inc,Draper Fisher Jurvetson International Inc,Duff Ackerman & Goodrich LLC,Fidelity Ventures,Meritech Capital Partners,Omidyar Network Commons LLC,Sequoia Capital,TomorrowVentures LLC,Volition Capital LLC
Apptio Inc	2007	Bellevue, Wash.	Software	\$44.99	Andreessen Horowitz LLC,Greylock Partners,Hillman Co,Madrona Venture Group LLC,Shasta Ventures L P,T. Rowe Price Threshold Partnerships
Glassdoor Inc	2007	Sausalito, Calif.	Software	\$44.10	Battery Ventures LP,Benchmark Capital Management,Duff Ackerman & Goodrich LLC,Sutter Hill Ventures,Tiger Global
Avedro Inc	2003	Waltham, Mass.	Medical Devices and Equipment	\$41.88	Abingworth Management Ltd,Aperture Venture Partners LLC,Borealis Ventures,De Novo Ventures,Echelon Ventures LLC,Flagship Ventures,Prism Ventureworks,SCP Private Equity Partners,Third Point Ventures LP
Apigee Corp	2004	San Jose, Calif.	Software	\$35.00	Accenture Technology Ventures,Bay Partners,BlackRock Inc,Focus Ventures Ltd,In Q Tel Inc,Norwest Venture Partners,SAP Ventures,Third Point Ventures LP
ViewRay Inc	2004	Oakwood Village, Ohio	Medical Devices and Equipment	\$35.00	Aisling Capital LLC,Fidelity Biosciences,Fidelity Investment Funds II,JumpStart, Inc.,Kearyn Venture Partners LP,OrbiMed Advisors LLC,Siemens Venture Capital GmbH
Personal Capital Corp	2009	Redwood City	Software	\$32.03	BlackRock Inc,Correlation Ventures,Crosslink Capital Inc,Institutional Venture Partners,Venrock, Inc.
One Medical Group Inc	2005	San Francisco	Software	\$30.00	Benchmark Capital Management,Duff Ackerman & Goodrich LLC,Google Ventures,Maverick Capital Ltd,Oak Investment Partners
QD Vision Inc	2004	Lexington, Mass.	Electronics/Instrumentation	\$25.23	Capricorn Investment Group LLC,DTE Energy Ventures, Inc.,Highland Capital Partners LLC,In Q Tel Inc,North Bridge Venture Partners L P,Passport Capital LLC
RainDance Technologies Inc	2004	Billerica, Mass.	Biotechnology	\$21.73	Alloy Ventures,Mohr Davidow Ventures,Pequot Capital Management Inc,Quaker Partners Management, L.P.,Sectoral Asset Management Inc

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XLumena Inc	2008	Mountain View, Calif.	Medical Devices and Equipment	\$20.60	Aperture Venture Partners LLC, Ascent Biomedical Ventures, Charter Life Sciences, Prism Ventureworks, Third Point Ventures LP
Rive Technology Inc	2005	Cambridge, Mass.	Industrial/Energy	\$20.35	Advanced Technology Ventures, Blackstone Group LP, Charles River Ventures Inc, Mitsui & Co Global Investment Ltd, Nth Power LLC, Saudi Aramco Energy Ventures LLC
Netronome Systems Inc	2003	Santa Clara, Calif.	Semiconductors	\$19.00	Dfj Esprit Llp, Intel Capital Corp, Raptor Capital Management LP
Rapid Micro Biosystems Inc	n/a	Bedford, Mass.	Biotechnology	\$15.03	Kleiner Perkins Caufield & Byers LLC, Longitude Capital Management Co. LLC, Quaker Partners Management, L.P., Tarrant Capital IP LLC, TVM Capital GmbH
Seechangehealth	n/a	Studio City, Calif.	Healthcare Services	\$15.00	Maverick Capital Ltd, Psilos Group Managers LLC
Veracyte Inc	2008	South San Francisco	Biotechnology	\$14.95	Domain Associates LLC, Kleiner Perkins Caufield & Byers LLC, Tarrant Capital IP LLC, Undisclosed Investor, Versant Ventures, Inc.
Patientsafe Solutions Inc	2002	San Diego	Software	\$13.72	Camden Partners, EDB Investments Pte Ltd, Merck Global Health Innovation Fund LLC, Psilos Group Managers LLC, TPG Capital Management LP, Tarrant Capital IP LLC
InVisionApp Inc	n/a	New York	IT Services	\$11.60	FirstMark Capital LLC, Tiger Global
KidoZen	n/a	Boca Raton, Fla.	Software	\$5.00	Third Point Ventures
Infinite Power Solutions Inc	2001	Littleton, Colo.	Electronics/Instrumentation	\$4.87	Core Capital Partners, D E Shaw & Co LP, Polaris Partners
Kanjoya Inc	2007	San Francisco	Media and Entertainment	\$4.05	D E Shaw & Co LP, Floodgate Fund, L.P.
Zenefits Insurance Services	n/a	San Francisco	Software	\$2.10	Andreessen Horowitz, General Catalyst, Mavericks Capital, Venrock
<b>2012</b>					
SurveyMonkey	1999	Portland, Ore.	IT Services	\$444.00	Google Inc., Laurel Capital Partners, Social+Capital Partnership, Tiger Global
Square Inc	2009	San Francisco	IT Services	\$200.00	Citi Ventures Inc, Rizvi Traverse Management
Intarcia Therapeutics Inc	1995	Boston	Biotechnology	\$155.90	Alta Partners, Farallon Capital Management LLC, New Enterprise Associates, Inc., New Leaf Venture Partners LLC, Venrock, Inc.
Castlight Health Inc	2008	San Francisco	Software	\$100.00	Allen & Co Inc, Fidelity Investment Funds II, Maverick Capital Ltd, Oak Investment Partners, T. Rowe Price Threshold Partnerships, U.S. Venture Partners, Venrock, Inc.
Ultragenyx Pharmaceutical	2010	Novato, Calif.	Biotechnology	\$90.10	BlackRock, Fidelity Biosciences, Sanofi-Genzyme Bioventures, Odlander Fredrikson & Co., Pappas Ventures, Tarrant Capital
Evernote	2005	Redwood City, Calif.	Software	\$85.00	AGC Equity Partners/m8 Capital, Valiant Capital Partners, T. Rowe Price Associates
Bluebird Bio Inc	1992	Cambridge, Mass.	Biotechnology	\$60.00	Arch Venture Partners LLC, Fidelity Investment Funds II, Forbion Capital Partners, RA Capital Management LLC, Third Rock Ventures LLC, TVM Capital GmbH
Tandem Diabetes Care Inc	2006	San Diego	Medical Devices and Equipment	\$55.22	Delphi Ventures, Domain Associates LLC, HLM Venture Partners, Tarrant Capital IP LLC
MiaSole Inc	2001	Santa Clara, Calif.	Industrial/Energy	\$55.00	Bessemer Venture Partners L P, Firelake Capital Management LLC, Intel Capital Corp, Kleiner Perkins Caufield & Byers LLC, Passport Capital LLC, VantagePoint Capital Partners
One Kings Lane	2009	San Francisco	Consumer Products and Services	\$50.00	Greylock Partners, Institutional Venture Partners, Kleiner Perkins Caufield & Byers LLC, Tiger Global
Trialpay Inc	2006	Palo Alto, Calif.	IT Services	\$40.00	Atomico Ventures, Battery Ventures LP, Draper Fisher Jurvetson International Inc, Duff Ackerman & Goodrich LLC, Greylock Partners, Index Ventures, QuestMark Partners, L.P., T. Rowe Price Threshold Partnerships, Visa, Inc.
iAlder Biopharmaceuticals Inc	2004	Bothell, Wash.	Biotechnology	\$38.00	Delphi Ventures, H.I.G. Capital LLC, Novo A/S, Sevin Rosen Funds, Tarrant Capital IP LLC, WRF Capital, Five Corners Capital Inc
JAND Inc	2010	New York	Consumer Products and Services	\$36.80	General Catalyst Partners LLC, Menlo Ventures, Spark Capital, Thrive Capital Partners LLC, Tiger Global
OptiMedica Corp	2004	Sunnyvale, Calif.	Medical Devices and Equipment	\$35.00	Alloy Ventures, Bio*One Capital Pte Ltd, BlackRock Inc, Duff Ackerman & Goodrich LLC, Kleiner Perkins Caufield & Byers LLC
Genomatica Inc	2000	San Diego	Biotechnology	\$34.51	Alloy Ventures, Draper Fisher Jurvetson International Inc, Mohr Davidow Ventures, Tarrant Capital IP LLC, VantagePoint Capital Partners
VIEWRAY INC DE	2004	Oakwood Village, Ohio	Medical Devices and Equipment	\$32.18	Aisting Capital LLC, Fidelity Investment Funds II, Kearny Venture Partners LP, OrbiMed Advisors LLC, Siemens Venture Capital GmbH
Franklin & Seidelmann LLC	2001	Beachwood, Ohio	Medical Devices and Equipment	\$30.00	Maverick Capital Ltd, Oak Investment Partners
CardioDx Inc	2004	Palo Alto, Calif.	Medical Devices and Equipment	\$28.51	Acadia Woods Partners LLC, Artiman Ventures LP, Asset Management Ventures, Bright Capital 000, Duff Ackerman & Goodrich LLC, GE Capital, Intel Capital Corp, JPMorgan Chase & Co, Kleiner Perkins Caufield & Byers LLC, Longitude Capital Management Co. LLC, Mohr Davidow Ventures, Pappas Ventures, Temasek Holdings (Private) Ltd, Tarrant Capital IP LLC
Progress Financial Corp	2005	Menlo Park, Calif.	Financial Services	\$26.59	Charles River Ventures Inc, Greylock Partners, Madrone Capital Partners, TPG Capital Management LP
GoodData Corp	2007	San Francisco	Software	\$25.00	Andreessen Horowitz LLC, Fidelity Ventures, General Catalyst Partners LLC, Next World Capital LLC, Tenaya Capital, Inc., Windcrest Partners

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Apigee Corp	2004	San Jose, Calif.	Software	\$20.00	Bay Partners,Focus Ventures Ltd,Norwest Venture Partners,SAP Ventures,Third Point Ventures LP
Liaison Corp	2007	New York	Healthcare Services	\$18.07	Bain Capital Venture Partners LLC,Bessemer Venture Partners L P,Fidelity Biosciences,Rand Capital Corporation
KaloBios Pharmaceuticals Inc	2001	South San Francisco	Biotechnology	\$17.00	Fidelity Investment Funds II
Neo Technology Inc	n/a	San Mateo, Calif.	Software	\$11.00	Conor Venture Partners Oy,Fidelity Ventures,Sunstone Capital A/S
Mersana Therapeutics Inc	n/a	Cambridge, Mass.	Biotechnology	\$10.93	Fidelity Biosciences,Harris & Harris Group, Inc.,New Enterprise Associates, Inc.,Pfizer Venture Investments,Rho Capital Partners Inc
Infinite Power Solutions Inc	2001	Littleton, Colo.	Electronics/Instrumentation	\$10.17	Applied Ventures LLC,Core Capital Partners,D E Shaw & Co LP,Generation Investment Management LLP,In Q Tel Inc,Polaris Partners
Uptake Medical Corp	2004	Tustin, Calif.	Medical Devices and Equipment	\$5.16	Affinity Capital Management,Arboretum Ventures,Crescent Point Group,GBS Venture Partners,Maverick Capital Ltd,ONSET Ventures,synergyventures.com,WRF Capital
CASHSTAR INC	2002	Portland, Me.	IT Services	\$5.00	FTV Capital,Intel Capital Corp,Passport Capital LLC
Kanjoya Inc	2007	San Francisco	Media and Entertainment	\$3.88	Allegro Venture Partners,D E Shaw & Co LP
IQ Engines Inc	2006	Berkeley, Calif.	Software	\$3.80	Motorola Solutions Venture Capital,Third Point Ventures LP
<b>2011</b>					
LivingSocial	2007	Washington , D.C.	Consumer Products and Services	\$400.00	Amazon, Brookside Capital, Lightspeed Venture Partners, Institutional Venture Partners, Lone Pine Capital, T Rowe Price, Tiger Global Management
Dropbox	2007	San Francisco	IT Services	\$250.00	Benchmark Capital, Goldman Sachs, Greyllock Partners, Institutional Venture Partners, RIT Capital Partners, Valiant Capital Partners, Sequoia Capital, Accel Partners,
Groupon Inc	2008	Chicago	Consumer Products and Services	\$136.20	Accel Partners & Co Inc,Andreessen Horowitz LLC,Battery Ventures LP,Mail.Ru Group Ltd,Greyllock Partners,Kleiner Perkins Caufield & Byers LLC,Maverick Capital Ltd,Maveron LLC,New Enterprise Associates, Inc.,Silver Lake Partners LP,Technology Crossover Ventures
Square Inc	2009	San Francisco	IT Services	\$133.75	Khosla Ventures LLC,Kleiner Perkins Caufield & Byers LLC,Sequoia Capital,Tiger Global
Workday Inc	2005	Pleasanton, Calif.	Software	\$85.00	Bezos Expeditions,Morgan Stanley Alternative Investment Partners LP,T. Rowe Price Threshold Partnerships
Palantir Technologies	2004	Palo Alto, Calif.	Software	\$70.00	Founders Fund, Tiger Global
Puma Biotechnology Inc	2010	Los Angeles	Biotechnology	\$60.00	H&Q Healthcare Investors,OrbiMed Advisors LLC,T. Rowe Price Threshold Partnerships
CardioDx Inc	2004	Palo Alto, Calif.	Medical Devices and Equipment	\$60.00	Acadia Woods Partners LLC,Artiman Ventures LP,Asset Management Ventures,Bright Capital 000,Duff Ackerman & Goodrich LLC,GE Capital,Intel Capital Corp,Kleiner Perkins Caufield & Byers LLC,Longitude Capital Management Co. LLC,Mohr Davidow Ventures,Pappas Ventures,Tarrant Capital IP LLC
Eventbrite Inc	2006	San Francisco	IT Services	\$50.00	Tiger Global
Elevance Renewable Sciences Inc	2007	Woodridge, Ill.	Biotechnology	\$50.00	Naxos Capital Partners,TPG Capital Management LP,Tarrant Capital IP LLC
One Kings Lane	2009	San Francisco	Consumer Products and Services	\$40.00	Greyllock Partners,Institutional Venture Partners,Kleiner Perkins Caufield & Byers LLC,Tiger Global
Procure Treatment Centers Inc	2005	New York	Medical Devices and Equipment	\$40.00	Maverick Capital
Uptake Medical Corp	2004	Tustin, Calif.	Medical Devices and Equipment	\$35.10	Affinity Capital Management,Arboretum Ventures,GBS Venture Partners,Maverick Capital Ltd,ONSET Ventures,WRF Capital
Sleep Solutions Inc	1992	Glen Burnie, Md.	Medical Devices and Equipment	\$35.00	Quaker Partners Management, L.P.,Safeguard Scientifics Inc,Tarrant Capital IP LLC
Spiracur Inc	2007	Sunnyvale, Calif.	Medical Devices and Equipment	\$35.00	De Novo Ventures,Kleiner Perkins Caufield & Byers LLC,Maverick Capital Ltd,New Leaf Venture Partners LLC,Pinnacle Ventures
Offerpal Media Inc	2007	San Francisco	IT Services	\$30.00	D E Shaw & Co LP,InterWest Partners LLC,JP Morgan Investment Management Inc,North Bridge Venture Partners L P,Rho Capital Partners Inc
NextWave Pharmaceuticals Inc	n/a	Cupertino, Calif.	Biotechnology	\$27.23	Aisling Capital LLC,Bay City Capital LLC,Fidelity Biosciences,Kearny Venture Partners LP,Panorama Capital Inc,Sofinnova Ventures Inc,Vivo Ventures
Central Montana Resources LLC	2007	San Antonio, Texas	Industrial/Energy	\$27.00	Maverick Capital Ltd,Woodside Capital Partners
Prosper Marketplace Inc	2006	San Francisco	Financial Services	\$26.20	Accel Partners & Co Inc,Crosslink Capital Inc,Draper Fisher Jurvetson International Inc,Fidelity Ventures,Omidyar Network Commons LLC,QED Investors,TomorrowVentures LLC,Volition Capital LLC
Fluidnet Corporation	2002	Amesbury, Mass.	Medical Devices and Equipment	\$26.10	Cardinal Partners,Fidelity Biosciences,Rockport Venture Partners,SCP Private Equity Partners
GetJar	n/a	San Mateo, Calif.	Media and Entertainment	\$25.00	Accel Partners & Co Inc,Tiger Global
Xoom Corporation	2001	San Francisco	IT Services	\$25.00	Duff Ackerman & Goodrich LLC,Fidelity Ventures,New Enterprise Associates, Inc.,Northgate Capital LLC,Sequoia Capital,T. Rowe Price Threshold Partnerships
Genomatica Inc	2000	San Diego	Biotechnology	\$23.75	Alloy Ventures,Bright Capital 000,Draper Fisher Jurvetson International Inc,Mohr Davidow Ventures,Tarrant Capital IP LLC, VantagePoint Capital Partners

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QD Vision Inc	2004	Lexington, Mass.	Electronics/Instrumentation	\$22.00	Capricorn Investment Group LLC,DTE Energy Ventures, Inc.,Highland Capital Partners LLC,In Q Tel Inc,North Bridge Venture Partners L P,Passport Capital LLC
Ping Identity Corp	2001	Denver	Software	\$21.00	Appian Ventures, Inc.,Draper Fisher Jurvetson International Inc,Fidelity Ventures,General Catalyst Partners LLC,SAP Ventures,Silicon Valley Bancventures LP,Volition Capital LLC
Seechangehealth	n/a	Studio City, Calif.	Healthcare Services	\$20.00	Maverick Capital Ltd,Psilos Group Managers LLC
One Medical Group Inc	2005	San Francisco	Software	\$20.00	Benchmark Capital Management,Duff Ackerman & Goodrich LLC,Maverick Capital Ltd,Oak Investment Partners
Progress Financial Corp	2005	Menlo Park, Calif.	Financial Services	\$20.00	Charles River Ventures Inc,Greylock Partners,Madrone Capital Partners,Tarrant Capital IP LLC
AgraQuest Inc	n/a	Davis, Calif.	Biotechnology	\$17.70	Emerald Technology Ventures AG,Generation Investment Management LLP,Otter Capital LLC,Tarrant Capital IP LLC
CASHSTAR INC	2002	Portland, Me.	IT Services	\$17.00	Allen & Co Inc,FTV Capital,Passport Capital LLC
GoodData Corp	2007	San Francisco	Software	\$15.00	Andreessen Horowitz LLC,Fidelity Ventures,General Catalyst Partners LLC,Windcrest Partners
Marseille Netowrks INC	2005	Santa Clara, Calif.	Semiconductors	\$14.62	Kumpulan Modal Perdana Sdn Bhd,Och-Ziff Capital Management Group LLC
MacroGenics Inc	2000	Rockville, Md.	Biotechnology	\$12.02	Alta Partners,InterWest Partners LLC,Tarrant Capital IP LLC,Five Corners Capital Inc
JAND Inc	2010	New York	Consumer Products and Services	\$12.00	First Round Capital,Lerer Ventures,Menlo Ventures,Thrive Capital Partners LLC,Tiger Global
Kontagent Inc	2007	San Francisco	Software	\$12.00	Altos Ventures,Battery Ventures LP,Maverick Capital Ltd
Neo Technology Inc	n/a	San Mateo, Calif.	Software	\$10.60	Conor Venture Partners Oy,Fidelity Ventures,Sunstone Capital A/S
Intellex Corp	2003	Santa Clara, Calif.	Electronics/Instrumentation	\$9.00	Arcapita Inc,New Venture Partners LLC,Third Point Ventures LP,Woodside Fund
Redbrick Health Corp	2006	Minneapolis, Minn.	Software	\$8.48	Fidelity Ventures,Highland Capital Partners LLC,HLM Venture Partners,Kleiner Perkins Caufield & Byers LLC,Versant Ventures, Inc.,Volition Capital LLC
Enterprisedb Corp	2004	Bedford, Mass.	Software	\$6.11	Charles River Ventures Inc,Fidelity Ventures,Translink Capital Partners,Valhalla Partners LP
MfgCom Inc	2000	Atlanta	Media and Entertainment	\$5.30	Fidelity Ventures
Kanjoya Inc	2007	San Francisco	Media and Entertainment	\$1.68	D E Shaw & Co LP,Floodgate Fund, L.P.
mindSHIFT Technologies Inc	1997	Waltham, Mass.	IT Services	\$1.10	Fidelity Ventures,Telecommunications Development Fund
<b>2010</b>					
Elevance Renewable Sciences Inc	2007	Woodridge, Ill.	Biotechnology	\$103.50	Naxos Capital Partners,TPG Capital Management LP,Tarrant Capital IP LLC,Undisclosed Investor
Amyris Inc	2003	Emeryville, Calif.	Biotechnology	\$67.18	Khosla Ventures LLC,Kleiner Perkins Caufield & Byers LLC,Temasek Holdings (Private) Ltd,Tarrant Capital IP LLC
Castlight Health	2008	San Francisco	Software	\$60.00	Maverick Capital, Oak Investment Partners, U.S. Venture Partners, Venrock
Enphase Energy Inc	2006	Petaluma, Calif.	Industrial/Energy	\$45.88	Applied Ventures LLC,Bay Partners,Kleiner Perkins Caufield & Byers LLC,Madrone Capital Partners,Rockport Capital Partners,Third Point Ventures LP,Undisclosed Investor,Undisclosed Investor
Genomatica Inc	2000	San Diego	Biotechnology	\$36.25	Alloy Ventures,Draper Fisher Jurvetson International Inc,Mohr Davidow Ventures,Tarrant Capital IP LLC,Undisclosed Investor,VantagePoint Capital Partners
Xoom Corporation	2001	San Francisco	IT Services	\$33.25	Duff Ackerman & Goodrich LLC,Fidelity Ventures,New Enterprise Associates, Inc.,Sequoia Capital,T. Rowe Price Threshold Partnerships,Undisclosed Investor
QuantenNA Communications Inc	2006	Fremont, Calif.	Semiconductors	\$32.86	Duff Ackerman & Goodrich LLC,Grazia Equity GmbH,Sequoia Capital,Sigma Partners,Southern Cross Venture Partners Pty Ltd,Swisscom AG,TPG Capital Management LP,Undisclosed Investor,Venrock, Inc.
LS9 Inc	2005	South San Francisco	Industrial/Energy	\$30.00	BlackRock Inc,Chevron Technology Ventures Investments,Flagship Ventures,Khosla Ventures LLC,Lightspeed Venture Partners X LP
Patientsafe Solutions Inc	2002	San Diego	Software	\$30.00	American River Ventures,Camden Partners,Integral Capital Partners,Menlo Ventures,Psilos Group Managers LLC,Tarrant Capital IP LLC,Undisclosed Investor,Undisclosed Investor
Vostu Ltd	2007	New York	Media and Entertainment	\$30.00	Accel Partners & Co Inc,Tiger Global
Franklin & Seidelmann L L C	2001	Beachwood, Ohio	Medical Devices and Equipment	\$27.50	Maverick Capital Ltd,Oak Investment Partners
VIEWRAY INC DE	2004	Oakwood Village, Ohio	Medical Devices and Equipment	\$20.00	Aising Capital LLC,Fidelity Investment Funds II,Kearny Venture Partners LP,OrbiMed Advisors LLC,Siemens Venture Capital GmbH
Infinite Power Solutions Inc	2001	Littleton, Colo.	Electronics/Instrumentation	\$20.00	Applied Ventures LLC,Core Capital Partners,D E Shaw & Co LP,Generation Investment Management LLP,Polaris Partners,Undisclosed Investor
AquaVenture Holdings LLC	1996	Tampa, Fla.	Industrial/Energy	\$16.91	TPG Capital Management LP,Undisclosed Investor,Virgin Green Fund



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Prosper Marketplace Inc	2006	San Francisco	Financial Services	\$15.02	Accel Partners & Co Inc, Benchmark Capital Management, Duff Ackerman & Goodrich LLC, Fidelity Ventures, Meritech Capital Partners, Omidyar Network Commons LLC, QED Investors, Tomorrow Ventures LLC, Undisclosed Investor
Brightcove Inc	2004	Boston	Software	\$12.00	Accel Partners & Co Inc, Alliance Bernstein LP, Brookside International, General Catalyst Partners LLC, Hearst Corp, Maverick Capital Ltd
Altierre Corporation	2003	San Jose, Calif.	Software	\$9.98	Ata Ventures, D E Shaw & Co LP
Enterprisedb Corp	2004	Bedford, Mass.	Software	\$7.50	Fidelity Ventures, Translink Capital Partners, Undisclosed Investor, Undisclosed Investor, Valhalla Partners LP
Accuri Cytometers Inc	n/a	Ann Arbor, Mich.	Electronics/Instrumentation	\$6.00	Arboretum Ventures, Baird Capital Partners, Beringea LLC, Fidelity Biosciences, Flagship Ventures
Kontagent Inc	2007	San Francisco	Software	\$5.41	Altos Ventures, Maverick Capital Ltd
Uptake Medical Corp	2004	Tustin, Calif.	Medical Devices and Equipment	\$4.49	Affinity Capital Management, Arboretum Ventures, GBS Venture Partners, Maverick Capital Ltd, ONSET Ventures, Synergy Ventures, WRF Capital
Redbrick Health Corp	2006	Minneapolis, Minn.	Software	\$0.15	Fidelity Ventures, Highland Capital Partners LLC, Kleiner Perkins Caufield & Byers LLC, Versant Ventures, Inc.
<b>2009</b>					
Xojet Inc	2006	Brisbane, Calif.	Industrial/Energy	\$100.00	Tarrant Capital IP LLC, Undisclosed Investor
Meru Networks Inc	2002	Sunnyvale, Calif.	Networking and Equipment	\$87.53	BlueStream Ventures, Clearstone Venture Partners, D E Shaw & Co LP, Evercore Partners Inc, Monitor Venture Associates LLC, NeoCarta Ventures, Inc., Tenaya Capital, Inc., Vision Capital Fund
Pacific Biosciences of California	2004	Menlo Park, Calif.	Biotechnology	\$68.00	Alliance Bernstein LP, Alloy Ventures, Blackstone Group LP, Duff Ackerman & Goodrich LLC, Intel Capital Corp, Kleiner Perkins Caufield & Byers LLC, Maverick Capital Ltd, Mohr Davidow Ventures, Monsanto Co, Morgan Stanley Private Equity, Sutter Hill Ventures, T. Rowe Price Threshold Partnerships, Ontario Teachers' Pension Plan Board, Undisclosed Investor
Amyris Inc	2003	Emeryville, Calif.	Biotechnology	\$41.75	Duff Ackerman & Goodrich LLC, Khosla Ventures LLC, Kleiner Perkins Caufield & Byers LLC, Tarrant Capital IP LLC, Undisclosed Investor
Ironwood Pharmaceuticals Inc	1998	Cambridge, Mass.	Biotechnology	\$40.00	Fidelity Biosciences, Polaris Partners, Undisclosed Investor, Venrock, Inc.
Enphase Energy Inc	2006	Petaluma, Calif.	Industrial/Energy	\$25.25	Applied Ventures LLC, Bay Partners, Madrone Capital Partners, Rockport Capital Partners, Third Point Ventures LP
Draths Corporation, The	2005	Lansing, Mich.	Biotechnology	\$21.70	CMEA Development Co LLC, Khosla Ventures LLC, Tarrant Capital IP LLC
NextWave Pharmaceuticals Inc	n/a	Cupertino, Calif.	Biotechnology	\$20.00	Fidelity Biosciences, Sofinnova Ventures Inc, Undisclosed Investor, Vivo Ventures
Castlight Health	2008	San Francisco	Software	\$17.00	Maverick Capital, Oak Investment Partners, Venrock, Volition Capital
Redbrick Health Corp	2006	Minneapolis, Minn.	Software	\$15.00	Fidelity Ventures, Highland Capital Partners LLC, Kleiner Perkins Caufield & Byers LLC, Versant Ventures, Inc.
LigoCyte Pharmaceuticals Inc	1998	Bozeman, Mont.	Biotechnology	\$14.53	Fidelity Biosciences, Novartis Venture Funds
Bella Pictures Inc	2004	San Francisco	Computers and Peripherals	\$14.47	Foundation Capital, Tarrant Capital IP LLC
XDx Inc	2000	Brisbane, Calif.	Biotechnology	\$14.40	Bristol-Myers Squibb Co, Burrill & Co, Duff Ackerman & Goodrich LLC, Integral Capital Partners, Intel Capital Corp, Kleiner Perkins Caufield & Byers LLC, Sprout Group, Tarrant Capital IP LLC
BridgeCo Inc	2000	El Segundo, Calif.	Telecommunications	\$13.50	Advent Venture Partners LLP, Atila Ventures, Atlantic Bridge, Balderton Capital, Cipio Partners GmbH, Earlybird Venture Capital GmbH & Co KG, Fidelity Ventures, Intel Capital Corp, Undisclosed Investor, Wellington Partners
Uptake Medical Corp	2004	Tustin, Calif.	Medical Devices and Equipment	\$13.20	Arboretum Ventures, GBS Venture Partners, Maverick Capital Ltd, ONSET Ventures, Synergy Ventures
Ikano Therapeutics Inc	1998	Saddle Brook, N.J.	Biotechnology	\$9.00	Fidelity Biosciences, Sv Life Sciences Advisers Llp, Tullis Health Investors, Undisclosed Investor
Fresh Direct Hldg Inc	1999	Long Island City, N.Y.	Consumer Products and Services	\$7.06	PineBridge Investments LLC, Undisclosed Investor, Undisclosed Investor
Accuri Cytometers Inc	n/a	Ann Arbor, Mich.	Electronics/Instrumentation	\$4.00	Arboretum Ventures, Baird Capital Partners, Fidelity Biosciences, Flagship Ventures, Undisclosed Investor
Adspace Networks Inc	1998	New York	Business Products and Services	\$3.00	Doll Capital Management Inc, PineBridge Global Investments LLC, Twb Investment Partnership L P, Undisclosed Investor
GeoLearning Inc	1997	West Des Moines, Iowa	Software	\$1.50	Fidelity Ventures
Black Duck Software Inc	2002	Burlington, Mass.	Software	\$1.01	Fidelity Ventures, Flagship Ventures

Sources: Thomson Reuters, MoneyTree Report data on U.S.-based companies; and news reports. Notes: The 2014 data is through April 15. \*AliphCom deal reported by Dow Jones VentureSource.