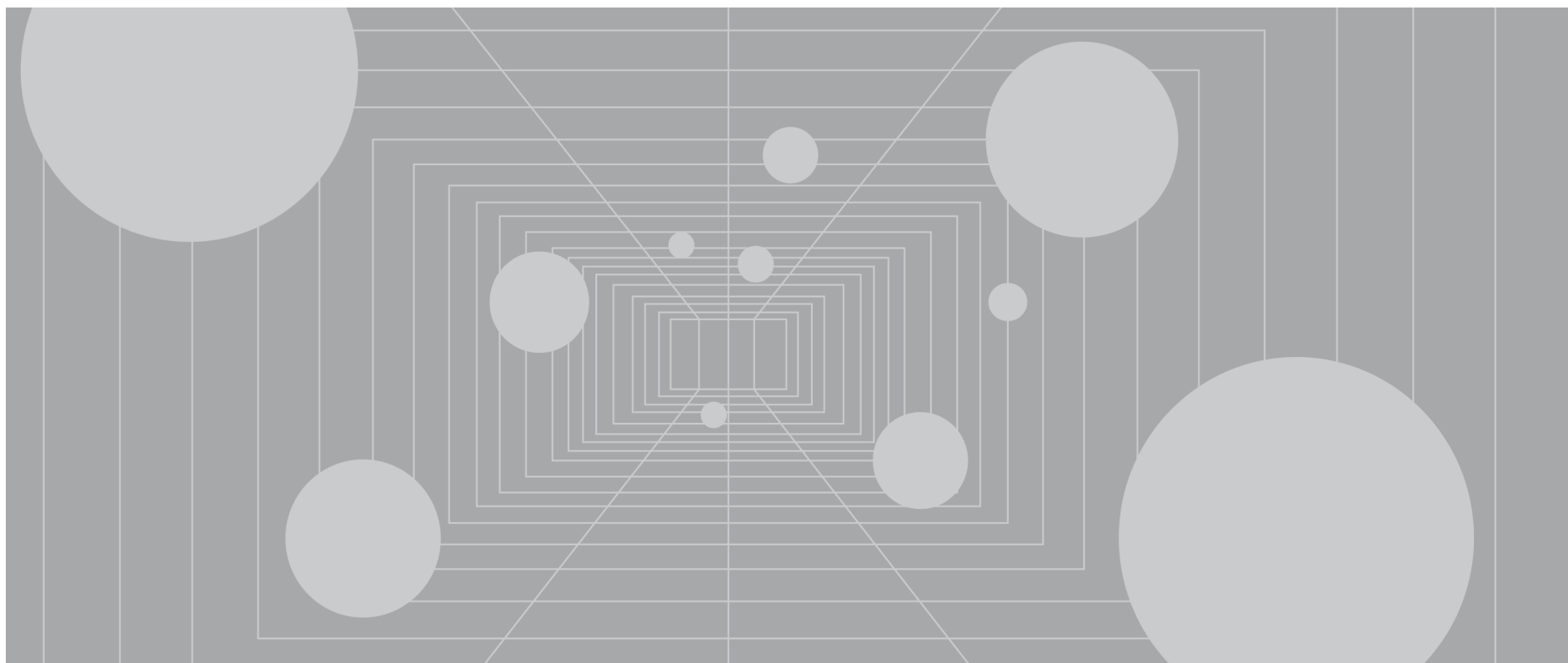


# US VENTURE CAPITAL

## INDEX AND SELECTED BENCHMARK STATISTICS



## DISCLAIMER

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### DISCLAIMER

Our goal is to provide you with the most accurate and relevant performance information possible; as a result, Cambridge Associates' research organization continually monitors the constantly evolving private investments space and its fund managers. When we discern material changes in the structure of an asset class and/or a fund's investment strategy, it is in the interest of all users of our benchmark statistics that we implement the appropriate classification realignments.

In addition, Cambridge Associates is always working to grow our private investments performance database and ensure that our benchmarks are as representative as possible of investors' institutional-quality opportunity set. As a result we continually add funds to the database (both newly-raised funds and backfill funds) and occasionally we must remove funds that cease reporting. Our private investments performance database is dynamic and will reflect both classification adjustments and changes to the underlying pool of contributing funds. As a result, you may notice quarter to quarter changes in the results of some historical benchmark return analyses.

## OVERVIEW

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Cambridge Associates' Private Investments Database is one of the most robust collections of institutional quality private fund performance. It contains the historical performance records of over 2,000 fund managers and their over 7,800 funds. In addition, we capture the performance information (gross) of over 79,000 investments underlying our venture capital, growth equity, and buyout funds. This is one of the largest collections of portfolio-level performance information in the world and represents the investments of approximately 79% of these funds on a count basis and 87% on a total commitment basis. This fund and investment-level performance information is drawn from the quarterly and audited annual financial statements of the fund managers and each manager's reported performance numbers are independently recreated from the financial statements and verified by Cambridge Associates.

### **Institutional Quality Data**

Cambridge Associates strives to include only institutional quality funds in our benchmarks. "Institutional quality" funds, in our definition, tend to meet the following criteria: closed-end funds, commingled funds that invest 3rd party capital (we exclude firms that invest off of their balance sheet, such as a bank's principal investing group or a corporate's venture capital arm), and fund vehicles. This institutional quality screen seeks to provide investors with performance data consistent with their investible opportunity set.

### **Sources of Benchmark Data**

Our benchmark database utilizes the quarterly unaudited and annual audited fund financial statements produced by the fund managers (GPs) for their Limited Partners (LPs). These documents are provided to Cambridge Associates by the fund managers themselves. Unlike other data providers, Cambridge Associates does not use Freedom of Information Act (FOIA) requests, regulatory filings, manager surveys, or press "scrapings" to obtain information. Our goal is to have a complete historical record of the quarterly cash flows and net asset values for all funds in the benchmarks. We use a number of paths to encourage fund managers to submit their performance data to our database: our clients for whom we provide private investment performance reporting, our research organization's regular meetings with thousands of managers, our special projects designed to enhance existing benchmarks or launch new ones, our exclusive relationships with over ten globally-diverse fund manager associations, and finally, our exclusive relationships with Thomson Reuters and the Institutional Limited Partners Association (ILPA). By leveraging these varied sources and proprietary relationships, Cambridge Associates has constructed a rich and diversified benchmark data set.

### **Vintage Year Definition**

Vintage year is defined as the legal inception date as noted in a fund's financial statement. This date can usually be found in the first note to the audited financial statements and is prior to the first close or capital call.

## TIMING OF FINAL BENCHMARKS AND DATA EVOLUTION

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The Cambridge Associates' benchmarks are reported on a one-quarter lag from the end of the performance quarter due to the reporting time frame of private investments fund managers.

**Published Data:** When the vast majority of a benchmark group's (organized by asset class, e.g. Venture Capital or Real Estate) performance information is updated for a performance quarter, that benchmark is considered final and the data is "published" via the quarterly benchmark reports.

**Changes to Data:** After a benchmark group is published, any updates to historical data for these funds, which can include adding a fund and its performance history to the database ("backfills") and/or updating past information for an existing fund due to late-arriving, updated, or refined information, would be reflected when that group is published for the next performance quarter.

In addition, Cambridge Associates may change the classification of certain funds; this often driven by the evolution of private investments and the resulting need to introduce new benchmarks or refine our classification scheme. For example, as growth equity emerged as an asset class we reclassified certain venture capital and buyout funds accordingly.

**Survivorship Bias:** In order to track the performance of a fund in our benchmarks, we require the complete set of financial statements from the fund's inception to the most current reporting date. When an active fund stops providing financial statements, we reach out to the manager and make several attempts to encourage them to continue to submit their data. We may, during this communication period, roll forward the fund's last reported quarter's net asset value (NAV) for several quarters. When we are convinced that the manager will not resume reporting to us, the fund's entire performance history is removed from the database.

When fund managers stop reporting before their fund's return history is complete, an element of "survivorship bias" may be introduced to a performance database, which could skew the reported returns upwards if the funds dropping out had poorer returns than those funds that remained. Survivorship bias can affect all investment manager databases, including those for public stock managers and hedge funds. Compared to public stocks and hedge funds, however, the illiquid nature of private investments can actually help limit this survivorship effect. Whereas an underperforming stock manager may simply close up shop or drop out of databases as clients liquidate their positions and fire the manager, private investment partnerships owning illiquid assets continue to exist and require reporting to the limited partners, even if the original manager ceases to exist.

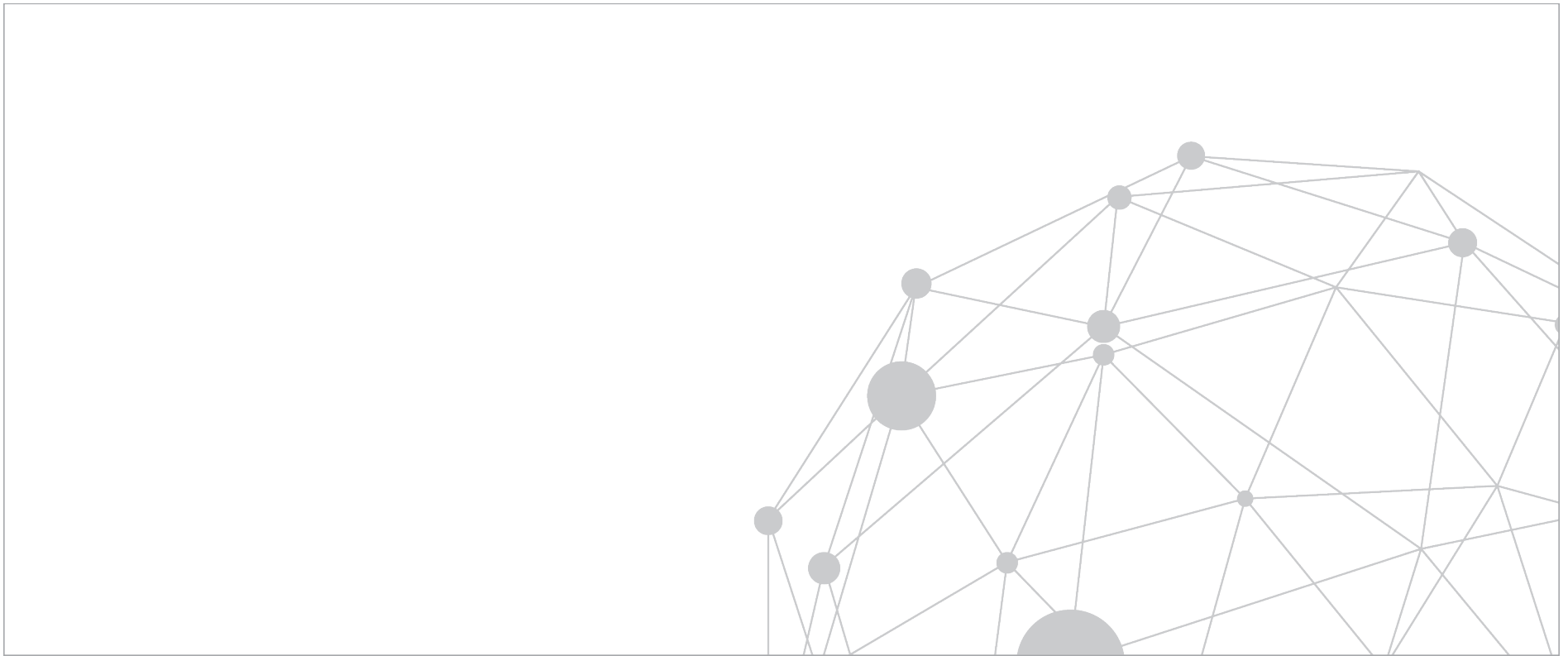
Over the last ten years the number of fund managers that stopped reporting to Cambridge Associates before liquidation represented an average of 0.7% (per year) of the total number of funds in the database during the respective year, and an average of 0.5% (per year) as a percentage of total NAV in the database during that respective year. During that same period the overall number of funds in our database increased by an average of 7% (per year). The performance of the small number of funds that have stopped reporting has been spread amongst all quartiles and has not been concentrated consistently in the poorer performing quartiles.

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# US VENTURE CAPITAL: FUND INDEX ANALYSIS



## US VENTURE CAPITAL

## FUND INDEX SUMMARY: HORIZON POOLED RETURN

Net to Limited Partners

INDEX	1-QUARTER	YTD	1-YEAR	3-YEAR	5-YEAR	10-YEAR	15-YEAR	20-YEAR	25-YEAR
<b>CAMBRIDGE ASSOCIATES LLC US VENTURE CAPITAL INDEX<sup>①</sup></b>	<b>-0.82</b>	<b>12.94</b>	<b>14.81</b>	<b>14.06</b>	<b>13.28</b>	<b>14.34</b>	<b>11.01</b>	<b>11.03</b>	<b>34.43</b>
<b>US VENTURE CAPITAL – EARLY STAGE INDEX<sup>1</sup></b>	<b>-1.97</b>	<b>13.94</b>	<b>16.52</b>	<b>14.84</b>	<b>14.60</b>	<b>15.35</b>	<b>11.01</b>	<b>14.17</b>	<b>54.40</b>
<b>US VENTURE CAPITAL – LATE &amp; EXPANSION STAGE INDEX<sup>1</sup></b>	<b>1.29</b>	<b>14.51</b>	<b>17.56</b>	<b>15.80</b>	<b>11.82</b>	<b>14.44</b>	<b>12.52</b>	<b>8.62</b>	<b>11.34</b>
<b>US VENTURE CAPITAL – MULTI-STAGE INDEX<sup>1</sup></b>	<b>0.42</b>	<b>10.50</b>	<b>10.69</b>	<b>12.08</b>	<b>11.60</b>	<b>12.71</b>	<b>10.51</b>	<b>8.26</b>	<b>13.38</b>
Bloomberg Barclays Capital Government/Credit Bond Index	2.64	9.72	11.32	3.16	3.61	3.94	4.26	5.12	5.65
Dow Jones Industrial Average Index	1.83	17.51	4.21	16.44	12.28	13.56	9.51	7.43	10.63
Dow Jones US Small Cap Index	-1.04	18.45	-3.14	9.33	8.05	11.77	9.10	9.42	10.21
Dow Jones US TopCap Index	1.63	20.57	4.27	13.45	10.82	13.29	9.27	6.59	9.85
Nasdaq Composite Index*	-0.09	20.56	-0.58	14.62	12.23	14.19	10.07	5.49	9.85
Russell 1000 <sup>®</sup> Index	1.42	20.53	3.87	13.19	10.62	13.23	9.17	6.63	9.93
Russell 2000 <sup>®</sup> Index	-2.40	14.18	-8.89	8.23	8.19	11.19	8.19	7.99	8.86
S&P 500 Index	1.70	20.55	4.25	13.39	10.84	13.24	9.01	6.33	9.83
Wilshire 5000 Total Market Index	1.22	20.11	2.95	12.91	10.58	13.09	9.18	6.80	9.80

The index is a horizon calculation based on data compiled from 1,899 US venture capital funds, including fully liquidated partnerships, formed between 1981 and 2019.

<sup>1</sup> Private indexes are pooled horizon internal rate of return (IRR) calculations, net of fees, expenses, and carried interest. The timing and magnitude of fund cash flows are integral to the IRR performance calculation. Public indexes are average annual compounded return (AACR) calculations which are time weighted measures over the specified time horizon, and are shown for reference and directional purposes only. Due to the fundamental differences between the two calculations, direct comparison of IRRs to AACRs is not recommended. For a more accurate means of comparing private investment performance relative to public alternatives, see the analyses in this document using CA Modified Public Market Equivalent (mPME). See Methodology section for more detail.

Sources: Cambridge Associates LLC, Bloomberg Barclays, Dow Jones Indices, Frank Russell Company, Standard & Poor's and Thomson Reuters Datastream, and Wilshire Associates.

\*Capital change only

## US VENTURE CAPITAL

## FUND INDEX SUMMARY: HORIZON POOLED RETURN COMPARED TO CA MODIFIED PUBLIC MARKET EQUIVALENT (MPME)

Net to Limited Partners

CA INDEX	1-YEAR	3-YEAR	5-YEAR	10-YEAR	15-YEAR	20-YEAR	25-YEAR
<b>CAMBRIDGE ASSOCIATES LLC US VENTURE CAPITAL INDEX<sup>01</sup></b>	<b>14.81</b>	<b>14.06</b>	<b>13.28</b>	<b>14.34</b>	<b>11.01</b>	<b>11.03</b>	<b>34.43</b>

MPME ANALYSIS <sup>2</sup>							
S&P 500 Index	4.13	13.49	10.79	13.47	9.36	7.54	9.58
Value-Add (bps)	1,068	58	250	87	166	348	2,485
Russell 2000 <sup>®</sup> Index	-8.96	8.48	8.40	11.86	8.68	8.53	9.06
Value-Add (bps)	2,377	559	489	248	233	250	2,537
Russell 3000 <sup>®</sup> Index	2.80	12.94	10.42	13.37	9.44	7.79	9.58
Value-Add (bps)	1,201	112	287	97	157	323	2,485
Constructed Index: NASDAQ Composite Price Index/NASDAQ Composite Total Return <sup>3</sup>	0.29	16.16	13.53	15.72	11.53	8.74	11.25
Value-Add (bps)	1,452	-209	-25	-138	-52	228	2,318

The index is a horizon calculation based on data compiled from 1,899 US venture capital funds, including fully liquidated partnerships, formed between 1981 and 2019.

<sup>1</sup> Pooled horizon return, net of fees, expenses, and carried interest.

<sup>2</sup> CA Modified Public Market Equivalent (mPME) replicates private investment performance under public market conditions. The public index's shares are purchased and sold according to the private fund cash flow schedule, with distributions calculated in the same proportion as the private fund, and mPME NAV is a function of mPME cash flows and public index returns. "Value-Add" shows (in basis points) the difference between the actual private investment return and the mPME calculated return. Refer to Methodology page for details.

<sup>3</sup> Constructed Index: Data from 1/1/1981 to 10/31/2003 represented by NASDAQ Price Index. Data from 11/1/2003 to present represented by NASDAQ Composite.

Sources: Cambridge Associates LLC, Frank Russell Company, Standard & Poor's, and Thomson Reuters Datastream.



## US VENTURE CAPITAL

## FUND INDEX DETAILS: ONE QUARTER HORIZON POOLED RETURN

Net to Limited Partners

QUARTER ENDING	HORIZON RETURN	QUARTER ENDING	HORIZON RETURN	QUARTER ENDING	HORIZON RETURN	QUARTER ENDING	HORIZON RETURN
1994 Q1	4.09	2000 Q3	10.74	2007 Q1	2.39	2013 Q3	6.63
1994 Q2	0.74	2000 Q4	-20.05	2007 Q2	6.37	2013 Q4	12.84
1994 Q3	7.17	2001 Q1	-15.18	2007 Q3	2.69	2014 Q1	4.81
1994 Q4	4.25	2001 Q2	-7.27	2007 Q4	3.61	2014 Q2	3.04
1995 Q1	6.95	2001 Q3	-17.33	2008 Q1	-1.80	2014 Q3	2.69
1995 Q2	8.55	2001 Q4	-7.85	2008 Q2	0.28	2014 Q4	10.36
1995 Q3	11.33	2002 Q1	-8.34	2008 Q3	-2.80	2015 Q1	4.43
1995 Q4	13.58	2002 Q2	-11.01	2008 Q4	-12.36	2015 Q2	6.86
1996 Q1	8.78	2002 Q3	-9.96	2009 Q1	-2.59	2015 Q3	-0.42
1996 Q2	16.56	2002 Q4	-9.93	2009 Q2	0.22	2015 Q4	1.70
1996 Q3	4.69	2003 Q1	-4.11	2009 Q3	2.05	2016 Q1	-3.46
1996 Q4	6.51	2003 Q2	0.56	2009 Q4	3.27	2016 Q2	0.52
1997 Q1	-0.15	2003 Q3	-1.34	2010 Q1	0.61	2016 Q3	3.30
1997 Q2	14.33	2003 Q4	1.09	2010 Q2	0.61	2016 Q4	-0.04
1997 Q3	14.33	2004 Q1	1.56	2010 Q3	3.90	2017 Q1	3.27
1997 Q4	2.91	2004 Q2	0.02	2010 Q4	8.25	2017 Q2	1.39
1998 Q1	9.97	2004 Q3	7.00	2011 Q1	4.89	2017 Q3	3.41
1998 Q2	5.33	2004 Q4	6.27	2011 Q2	7.18	2017 Q4	3.05
1998 Q3	-2.03	2005 Q1	-2.05	2011 Q3	-0.72	2018 Q1	3.91
1998 Q4	15.11	2005 Q2	2.38	2011 Q4	1.46	2018 Q2	6.13
1999 Q1	19.49	2005 Q3	3.43	2012 Q1	4.49	2018 Q3	5.36
1999 Q2	38.88	2005 Q4	2.14	2012 Q2	0.77	2018 Q4	1.69
1999 Q3	29.13	2006 Q1	3.69	2012 Q3	0.76	2019 Q1	6.41
1999 Q4	84.46	2006 Q2	1.16	2012 Q4	1.08	2019 Q2	6.93
2000 Q1	29.53	2006 Q3	1.96	2013 Q1	2.53	2019 Q3	-0.82
2000 Q2	3.64	2006 Q4	9.62	2013 Q2	4.51		

## US VENTURE CAPITAL

## FUND INDEX DETAILS: HORIZON POOLED RETURN

Net to Limited Partners

MULTI-YEAR RETURNS			
YEARS	HORIZON RETURN (%)	YEARS	HORIZON RETURN (%)
1 Year	14.81	14 Years	11.06
2 Years	17.26	15 Years	11.01
3 Years	14.06	16 Years	10.97
4 Years	10.76	17 Years	9.72
5 Years	13.28	18 Years	7.58
6 Years	15.56	19 Years	4.37
7 Years	15.52	20 Years	11.03
8 Years	14.27	21 Years	25.63
9 Years	15.12	22 Years	23.07
10 Years	14.34	23 Years	27.04
11 Years	11.41	24 Years	34.48
12 Years	10.33	25 Years	34.43
13 Years	11.19		

ONE YEAR ROLLING RETURNS			
ONE YEAR ENDED	HORIZON RETURN (%)	ONE YEAR ENDED	HORIZON RETURN (%)
9/30/2019	14.81	9/30/2006	9.21
9/30/2018	19.67	9/30/2005	10.29
9/30/2017	8.22	9/30/2004	10.16
9/30/2016	1.92	9/30/2003	-13.78
9/30/2015	22.98	9/30/2002	-32.44
9/30/2014	25.56	9/30/2001	-48.19
9/30/2013	15.36	9/30/2000	206.08
9/30/2012	7.67	9/30/1999	145.62
9/30/2011	20.78	9/30/1998	16.94
9/30/2010	8.62	9/30/1997	37.71
9/30/2009	-12.15	9/30/1996	51.46
9/30/2008	-0.98	9/30/1995	34.32
9/30/2007	22.54		

# US VENTURE CAPITAL: FUND SINCE INCEPTION ANALYSIS



## US VENTURE CAPITAL

AS OF SEPTEMBER 30, 2019

## SINCE INCEPTION IRR &amp; MULTIPLES BY FUND VINTAGE YEAR

Net to Limited Partners

VINTAGE YEAR	POOLED RETURN (%)	ARITHMETIC MEAN (%)	MEDIAN (%)	EQUAL-WEIGHTED POOLED RETURN (%)	UPPER QUARTILE (%)	LOWER QUARTILE (%)	STANDARD DEVIATION (%)	DPI	RVPI	TVPI	NUMBER OF FUNDS
1994	59.35	34.28	25.15	43.62	49.79	6.19	48.34	5.42	0.00	5.42	40
1995	88.48	56.60	41.65	77.99	80.62	21.54	58.50	6.07	0.00	6.07	35
1996	102.93	63.46	40.87	90.61	86.09	10.28	79.26	5.07	0.00	5.07	39
1997	92.59	56.11	13.48	74.74	64.15	-1.34	102.44	3.12	0.00	3.12	70
1998	11.99	17.08	-0.30	14.59	16.21	-6.20	72.31	1.49	0.01	1.50	79
1999	-0.76	-3.91	-3.21	-1.28	3.46	-12.52	19.43	0.93	0.02	0.95	103
2000	0.73	-2.17	-1.30	0.49	4.94	-6.49	12.62	1.00	0.05	1.05	151
2001	2.98	-0.13	1.76	4.03	7.89	-3.08	19.10	1.16	0.05	1.21	51
2002	-0.58	-0.45	-1.04	2.18	5.70	-6.46	9.31	0.91	0.06	0.97	32
2003	9.49	1.58	2.37	5.83	8.59	-7.21	14.89	1.66	0.13	1.79	35
2004	8.36	3.61	2.49	8.15	8.28	-2.45	18.67	1.43	0.28	1.71	65
2005	7.89	3.15	5.14	7.78	11.34	-0.84	17.44	1.29	0.40	1.69	63
2006	8.91	4.70	7.35	7.41	12.96	-3.02	11.71	1.31	0.42	1.74	77
2007	15.66	13.68	11.23	15.94	22.85	4.26	16.26	1.56	0.73	2.29	68
2008	11.36	9.37	7.10	10.86	16.35	1.40	12.41	1.14	0.61	1.76	64
2009	15.09	13.28	11.10	14.45	20.07	5.17	12.55	1.19	0.89	2.08	23
2010	26.29	20.14	17.48	22.83	28.18	7.61	18.04	1.49	1.73	3.22	48
2011	19.45	14.85	15.33	17.45	22.44	9.02	13.20	0.77	1.58	2.35	44
2012	18.75	15.30	13.78	18.25	20.27	6.75	12.52	0.67	1.53	2.19	55
2013	21.61	23.85	14.90	19.80	22.81	10.62	49.54	0.46	1.54	2.00	59
2014	18.28	17.66	14.35	19.31	23.37	9.71	18.08	0.22	1.50	1.72	80
2015	19.49	20.43	15.11	18.44	25.19	8.35	31.60	0.15	1.37	1.52	75
2016	22.02	19.05	14.90	21.48	28.46	7.97	15.76	0.06	1.32	1.37	75
2017	20.46	13.44	8.91	19.73	22.32	-3.93	27.73	0.02	1.18	1.21	59



Notes: Based on data compiled from 1,490 US venture capital funds, including fully liquidated partnerships, formed between 1994 and 2017. Internal rates of returns are net of fees, expenses and carried interest. CA research shows that most funds take at least six years to settle into their final quartile ranking, and previous to this settling they typically rank in 2-3 other quartiles; therefore fund or benchmark performance metrics from more recent vintage years may be less meaningful. Benchmarks with “—” have an insufficient number of funds in the vintage year sample to produce a meaningful return.

US VENTURE CAPITAL

SINCE INCEPTION IRR & MULTIPLES COMPARED TO CA MODIFIED PUBLIC MARKET EQUIVALENT (MPME)

Net to Limited Partners

VINTAGE YEAR	NUMBER OF FUNDS	POOLED IRR (%) AND IRR-BASED VALUE-ADD (BPS)					TOTAL VALUE TO PAID IN (TVPI)			DISTRIBUTIONS TO PAID IN (DPI)		
		CA BENCHMARK INDEX	S&P 500 INDEX		RUSSELL 2000® INDEX		CA BENCHMARK INDEX	S&P 500 INDEX	RUSSELL 2000® INDEX	CA BENCHMARK INDEX	S&P 500 INDEX	RUSSELL 2000® INDEX
			IRR	MPME IRR	VALUE-ADD	MPME IRR						
1994	40	59.35	22.03	3,732	12.64	4,671	5.42	1.79	1.43	5.42	1.79	1.43
1995	35	88.48	19.33	6,915	10.10	7,838	6.07	1.55	1.31	6.07	1.55	1.31
1996	39	102.93	12.32	9,061	8.31	9,461	5.07	1.36	1.30	5.07	1.36	1.29
1997	70	92.59	5.83	8,676	7.32	8,527	3.12	1.18	1.27	3.12	1.18	1.27
1998	79	11.99	1.56	1,043	7.43	456	1.50	1.08	1.42	1.49	1.07	1.41
1999	103	-0.76	2.08	-284	6.73	-749	0.95	1.15	1.51	0.93	1.10	1.46
2000	151	0.73	5.31	-457	7.78	-705	1.05	1.48	1.72	1.00	1.34	1.58
2001	51	2.98	6.81	-383	8.30	-532	1.21	1.58	1.70	1.16	1.47	1.60
2002	32	-0.58	7.67	-825	8.38	-896	0.97	1.73	1.77	0.91	1.48	1.56
2003	35	9.49	7.04	245	7.31	218	1.79	1.55	1.57	1.66	1.42	1.45
2004	65	8.36	7.61	75	7.42	94	1.71	1.68	1.64	1.43	1.35	1.36
2005	63	7.89	9.30	-141	8.83	-95	1.69	1.87	1.78	1.29	1.43	1.41
2006	77	8.91	9.92	-101	9.41	-50	1.74	1.88	1.79	1.31	1.37	1.35
2007	68	15.66	11.83	383	11.07	459	2.29	1.89	1.77	1.56	1.29	1.28
2008	64	11.36	13.57	-221	11.95	-59	1.76	2.02	1.83	1.14	1.22	1.16
2009	23	15.09	13.69	141	11.55	355	2.08	1.96	1.75	1.19	1.10	1.04
2010	48	26.29	13.59	1,270	10.86	1,543	3.22	1.87	1.63	1.49	0.89	0.84
2011	44	19.45	13.15	630	9.90	955	2.35	1.79	1.54	0.77	0.63	0.58
2012	55	18.75	12.21	653	8.74	1,001	2.19	1.68	1.45	0.67	0.54	0.50
2013	59	21.61	11.59	1,002	7.35	1,426	2.00	1.46	1.27	0.46	0.36	0.34
2014	80	18.28	11.72	656	7.36	1,092	1.72	1.42	1.25	0.22	0.20	0.19
2015	75	19.49	12.21	728	6.59	1,290	1.52	1.30	1.15	0.15	0.14	0.13
2016	75	22.02	11.61	1,041	3.47	1,855	1.37	1.19	1.05	0.06	0.05	0.05
2017	59	20.46	11.17	929	0.71	1,974	1.21	1.11	1.01	0.02	0.02	0.02

Notes: Based on data compiled from 1,490 US venture capital funds, including fully liquidated partnerships, formed between 1994 and 2017. Internal rates of returns are net of fees, expenses and carried interest. CA research shows that most funds take at least six years to settle into their final quartile ranking, and previous to this settling they typically rank in 2-3 other quartiles; therefore fund or benchmark performance metrics from more recent vintage years may be less meaningful. Benchmarks with “—” have an insufficient number of funds in the vintage year sample to produce a meaningful return.

mPME Note: Refer to Methodology page for further details on Cambridge Associates Modified PME (mPME).

Sources: Cambridge Associates LLC, Frank Russell Company, Standard & Poor’s, and Thomson Reuters Datastream.



US VENTURE CAPITAL

SINCE INCEPTION IRR & MULTIPLES COMPARED TO CA MODIFIED PUBLIC MARKET EQUIVALENT (MPME)

Net to Limited Partners

VINTAGE YEAR	NUMBER OF FUNDS	POOLED IRR (%) AND IRR-BASED VALUE-ADD (BPS)					TOTAL VALUE TO PAID IN (TVPI)			DISTRIBUTIONS TO PAID IN (DPI)		
		CA BENCHMARK INDEX	RUSSELL 3000® INDEX		CONSTRUCTED INDEX: NASDAQ COMPOSITE <sup>1</sup>		CA BENCHMARK INDEX	RUSSELL 3000® INDEX	CONSTRUCTED INDEX: NASDAQ COMPOSITE <sup>1</sup>	CA BENCHMARK INDEX	RUSSELL 3000® INDEX	CONSTRUCTED INDEX: NASDAQ COMPOSITE <sup>1</sup>
			IRR	MPME IRR	VALUE-ADD	MPME IRR						
1994	40	59.35	20.68	3,867	25.37	3,398	5.42	1.74	1.96	5.42	1.74	1.96
1995	35	88.48	18.04	7,044	28.16	6,033	6.07	1.52	1.82	6.07	1.52	1.82
1996	39	102.93	11.90	9,103	23.96	7,897	5.07	1.36	1.63	5.07	1.36	1.62
1997	70	92.59	6.30	8,629	13.20	7,939	3.12	1.20	1.34	3.12	1.20	1.33
1998	79	11.99	2.42	957	0.01	1,198	1.50	1.13	1.00	1.49	1.11	0.98
1999	103	-0.76	2.74	-350	0.14	-90	0.95	1.20	1.01	0.93	1.15	0.96
2000	151	0.73	5.77	-503	6.03	-529	1.05	1.53	1.60	1.00	1.39	1.43
2001	51	2.98	7.21	-423	8.68	-570	1.21	1.61	1.82	1.16	1.51	1.68
2002	32	-0.58	7.94	-853	9.74	-1,033	0.97	1.76	2.05	0.91	1.51	1.73
2003	35	9.49	7.27	222	8.99	50	1.79	1.57	1.78	1.66	1.44	1.61
2004	65	8.36	7.74	63	9.99	-163	1.71	1.69	1.99	1.43	1.36	1.57
2005	63	7.89	9.36	-147	11.89	-401	1.69	1.87	2.24	1.29	1.44	1.68
2006	77	8.91	9.98	-107	12.59	-369	1.74	1.88	2.24	1.31	1.37	1.59
2007	68	15.66	11.85	380	14.46	120	2.29	1.88	2.19	1.56	1.30	1.47
2008	64	11.36	13.46	-210	16.20	-484	1.76	2.00	2.33	1.14	1.22	1.37
2009	23	15.09	13.48	161	16.16	-107	2.08	1.94	2.22	1.19	1.10	1.23
2010	48	26.29	13.29	1,300	16.14	1,015	3.22	1.84	2.11	1.49	0.89	0.98
2011	44	19.45	12.78	667	15.76	369	2.35	1.76	2.01	0.77	0.62	0.68
2012	55	18.75	11.77	697	15.08	366	2.19	1.65	1.89	0.67	0.53	0.60
2013	59	21.61	11.03	1,057	14.18	743	2.00	1.43	1.58	0.46	0.36	0.39
2014	80	18.28	11.17	711	14.15	414	1.72	1.40	1.52	0.22	0.20	0.21
2015	75	19.49	11.58	791	14.39	510	1.52	1.28	1.36	0.15	0.14	0.15
2016	75	22.02	10.76	1,126	12.76	926	1.37	1.17	1.21	0.06	0.05	0.05
2017	59	20.46	10.06	1,040	10.27	1,019	1.21	1.10	1.10	0.02	0.02	0.02

Notes: Based on data compiled from 1,490 US venture capital funds, including fully liquidated partnerships, formed between 1994 and 2017. Internal rates of returns are net of fees, expenses and carried interest. CA research shows that most funds take at least six years to settle into their final quartile ranking, and previous to this settling they typically rank in 2-3 other quartiles; therefore fund or benchmark performance metrics from more recent vintage years may be less meaningful. Benchmarks with “—” have an insufficient number of funds in the vintage year sample to produce a meaningful return.

mPME Note: Refer to Methodology page for further details on Cambridge Associates Modified PME (mPME).

<sup>1</sup> Constructed Index: Data from 1/1/1981 to 10/31/2003 represented by NASDAQ Price Index. Data from 11/1/2003 to present represented by NASDAQ Composite.

Sources: Cambridge Associates LLC, Frank Russell Company, and Thomson Reuters Datastream.

## US VENTURE CAPITAL

## TOTAL VALUE TO PAID IN CAPITAL MULTIPLE (TVPI)

Net to Limited Partners

VINTAGE YEAR	POOLED RETURN	ARITHMETIC MEAN	MEDIAN	UPPER QUARTILE	LOWER QUARTILE	NUMBER OF FUNDS
1994	5.42	3.85	2.16	4.77	1.33	40
1995	6.07	5.18	2.68	4.33	1.87	35
1996	5.07	4.64	2.26	4.61	1.38	39
1997	3.12	2.59	1.39	2.53	0.92	70
1998	1.50	1.59	0.98	1.57	0.62	79
1999	0.95	0.92	0.81	1.31	0.40	103
2000	1.05	1.04	0.91	1.43	0.60	151
2001	1.21	1.30	1.13	1.58	0.79	51
2002	0.97	1.12	0.93	1.42	0.68	32
2003	1.79	1.43	1.13	1.75	0.51	35
2004	1.71	1.72	1.21	1.83	0.84	65
2005	1.69	1.66	1.41	2.10	0.93	63
2006	1.74	1.60	1.59	2.04	0.80	77
2007	2.29	2.38	1.79	2.75	1.34	68
2008	1.76	1.71	1.40	2.18	1.09	64
2009	2.08	2.02	1.77	2.34	1.30	23
2010	3.22	2.78	2.24	3.33	1.44	48
2011	2.35	2.17	1.97	2.70	1.46	44
2012	2.19	2.11	1.77	2.27	1.30	55
2013	2.00	1.94	1.63	2.21	1.39	59
2014	1.72	1.71	1.55	1.95	1.30	80
2015	1.52	1.46	1.38	1.64	1.19	75
2016	1.37	1.36	1.23	1.50	1.13	75
2017	1.21	1.18	1.09	1.24	0.96	59



Notes: Based on data compiled from 1,490 US venture capital funds, including fully liquidated partnerships, formed between 1994 and 2017. Internal rates of returns are net of fees, expenses and carried interest. CA research shows that most funds take at least six years to settle into their final quartile ranking, and previous to this settling they typically rank in 2-3 other quartiles; therefore fund or benchmark performance metrics from more recent vintage years may be less meaningful. Benchmarks with “—” have an insufficient number of funds in the vintage year sample to produce a meaningful return.

## US VENTURE CAPITAL

## DISTRIBUTION TO PAID IN CAPITAL MULTIPLE (DPI)

Net to Limited Partners

VINTAGE YEAR	POOLED RETURN	ARITHMETIC MEAN	MEDIAN	UPPER QUARTILE	LOWER QUARTILE	NUMBER OF FUNDS
1994	5.42	3.85	2.16	4.77	1.33	40
1995	6.07	5.18	2.68	4.33	1.87	35
1996	5.07	4.63	2.26	4.61	1.38	39
1997	3.12	2.59	1.36	2.53	0.92	70
1998	1.49	1.58	0.98	1.55	0.61	79
1999	0.93	0.90	0.79	1.23	0.36	103
2000	1.00	0.99	0.88	1.41	0.52	151
2001	1.16	1.20	0.99	1.50	0.69	51
2002	0.91	1.03	0.85	1.32	0.64	32
2003	1.66	1.30	0.91	1.51	0.47	35
2004	1.43	1.48	1.03	1.46	0.61	65
2005	1.29	1.25	1.13	1.56	0.66	63
2006	1.31	1.19	1.22	1.65	0.52	77
2007	1.56	1.59	1.32	2.15	0.76	68
2008	1.14	1.07	0.77	1.54	0.46	64
2009	1.19	0.99	0.92	1.29	0.30	23
2010	1.49	1.21	0.72	1.54	0.40	48
2011	0.77	0.56	0.35	0.94	0.18	44
2012	0.67	0.47	0.36	0.66	0.15	55
2013	0.46	0.38	0.22	0.42	0.04	59
2014	0.22	0.17	0.10	0.26	0.02	80
2015	0.15	0.12	0.02	0.17	0.00	75
2016	0.06	0.05	0.00	0.02	0.00	75
2017	0.02	0.02	0.00	0.00	0.00	59



## US VENTURE CAPITAL

AS OF SEPTEMBER 30, 2019

## RESIDUAL VALUE TO PAID IN CAPITAL MULTIPLE (RVPI)

Net to Limited Partners

VINTAGE YEAR	POOLED RETURN	ARITHMETIC MEAN	MEDIAN	UPPER QUARTILE	LOWER QUARTILE	NUMBER OF FUNDS
1994	0.00	0.00	0.00	0.00	0.00	40
1995	0.00	0.00	0.00	0.00	0.00	35
1996	0.00	0.01	0.00	0.00	0.00	39
1997	0.00	0.00	0.00	0.00	0.00	70
1998	0.01	0.01	0.00	0.00	0.00	79
1999	0.02	0.02	0.00	0.01	0.00	103
2000	0.05	0.04	0.00	0.05	0.00	151
2001	0.05	0.09	0.02	0.07	0.00	51
2002	0.06	0.09	0.02	0.09	0.00	32
2003	0.13	0.14	0.06	0.24	0.01	35
2004	0.28	0.24	0.10	0.25	0.00	65
2005	0.40	0.41	0.27	0.45	0.08	63
2006	0.42	0.40	0.26	0.51	0.11	77
2007	0.73	0.78	0.40	0.99	0.19	68
2008	0.61	0.64	0.56	0.84	0.28	64
2009	0.89	1.03	0.86	1.22	0.59	23
2010	1.73	1.57	1.09	1.78	0.79	48
2011	1.58	1.61	1.25	2.06	0.87	44
2012	1.53	1.65	1.30	1.83	0.99	55
2013	1.54	1.56	1.42	1.79	1.13	59
2014	1.50	1.54	1.42	1.73	1.16	80
2015	1.37	1.33	1.26	1.51	1.06	75
2016	1.32	1.30	1.18	1.45	1.08	75
2017	1.18	1.16	1.07	1.22	0.94	59



Notes: Based on data compiled from 1,490 US venture capital funds, including fully liquidated partnerships, formed between 1994 and 2017. Internal rates of returns are net of fees, expenses and carried interest. CA research shows that most funds take at least six years to settle into their final quartile ranking, and previous to this settling they typically rank in 2-3 other quartiles; therefore fund or benchmark performance metrics from more recent vintage years may be less meaningful. Benchmarks with “—” have an insufficient number of funds in the vintage year sample to produce a meaningful return.

## US VENTURE CAPITAL

## SINCE INCEPTION IRR BASED ON FUND CAPITALIZATION

Net to Limited Partners

VINTAGE YEAR	ALL FUNDS		<=\$50MM		>\$50MM<=\$150MM		>\$150MM	
	POOLED RETURN	NUMBER OF FUNDS	POOLED RETURN	NUMBER OF FUNDS	POOLED RETURN	NUMBER OF FUNDS	POOLED RETURN	NUMBER OF FUNDS
1994	59.35	40	25.16	15	49.01	22	89.63	3
1995	88.48	35	42.41	9	103.32	24	—	2
1996	102.93	39	41.05	8	112.86	16	101.49	15
1997	92.59	70	11.16	20	80.55	33	107.47	17
1998	11.99	79	107.30	15	8.66	33	11.89	31
1999	-0.76	103	-0.07	11	-0.67	27	-0.77	65
2000	0.73	151	-0.81	21	0.45	45	0.79	85
2001	2.98	51	4.27	17	1.36	8	3.02	26
2002	-0.58	32	1.04	10	3.21	12	-1.99	10
2003	9.49	35	-1.49	7	6.61	10	10.06	18
2004	8.36	65	1.80	11	20.51	13	7.25	41
2005	7.89	63	5.70	10	5.02	11	8.08	42
2006	8.91	77	5.39	9	5.34	25	9.39	43
2007	15.66	68	12.05	9	12.05	10	15.87	49
2008	11.36	64	9.61	16	-0.03	11	11.89	37
2009	15.09	23	—	2	8.76	6	15.63	15
2010	26.29	48	15.27	11	12.84	11	27.51	26
2011	19.45	44	17.62	11	8.71	12	20.57	21
2012	18.75	55	22.36	15	19.02	16	18.57	24
2013	21.61	59	16.54	13	14.38	19	23.15	27
2014	18.28	80	13.95	8	21.79	23	17.98	49
2015	19.49	75	17.52	10	19.27	26	19.55	39
2016	22.02	75	16.28	6	22.51	18	22.04	51
2017	20.46	59	26.06	4	20.90	26	20.26	29

## US VENTURE CAPITAL

## SINCE INCEPTION IRR BASED ON FUND INITIAL STAGE

Net to Limited Partners

VINTAGE YEAR	ALL FUNDS		EARLY STAGE		LATE & EXPANSION STAGE		MULTI-STAGE	
	POOLED RETURN	NUMBER OF FUNDS	POOLED RETURN	NUMBER OF FUNDS	POOLED RETURN	NUMBER OF FUNDS	POOLED RETURN	NUMBER OF FUNDS
1994	59.35	40	71.73	28	22.44	5	42.54	7
1995	88.48	35	102.21	24	33.82	3	17.51	8
1996	102.93	39	133.06	25	44.60	3	47.20	11
1997	92.59	70	118.86	52	106.40	6	16.15	12
1998	11.99	79	17.06	52	6.48	6	4.22	21
1999	-0.76	103	-5.37	64	4.11	19	5.21	20
2000	0.73	151	0.25	106	5.15	17	0.34	28
2001	2.98	51	3.82	28	5.32	3	1.99	20
2002	-0.58	32	-1.06	22	-0.02	7	0.09	3
2003	9.49	35	9.76	26	11.20	4	3.19	5
2004	8.36	65	10.73	40	3.64	8	4.80	17
2005	7.89	63	7.24	41	20.45	5	6.54	17
2006	8.91	77	7.87	41	8.89	10	9.92	26
2007	15.66	68	17.64	35	9.45	9	14.79	24
2008	11.36	64	12.01	37	5.07	9	12.57	18
2009	15.09	23	16.27	14	—	0	14.09	9
2010	26.29	48	31.17	27	10.75	8	21.63	13
2011	19.45	44	22.75	30	13.44	5	17.60	9
2012	18.75	55	21.44	39	9.87	5	16.26	11
2013	21.61	59	19.71	39	19.37	8	25.28	12
2014	18.28	80	21.47	53	21.57	14	9.42	13
2015	19.49	75	16.61	46	21.97	13	20.67	16
2016	22.02	75	22.43	50	18.51	12	23.86	13
2017	20.46	59	24.86	42	34.33	6	11.42	11

## US VENTURE CAPITAL

## SINCE INCEPTION IRR BASED ON FUND INDUSTRY

Net to Limited Partners

VINTAGE YEAR	ALL FUNDS		FOCUSED		MULTI-INDUSTRY	
	POOLED RETURN	NUMBER OF FUNDS	POOLED RETURN	NUMBER OF FUNDS	POOLED RETURN	NUMBER OF FUNDS
1994	59.35	40	63.77	30	40.08	10
1995	88.48	35	102.61	28	29.25	7
1996	102.93	39	99.18	33	132.09	6
1997	92.59	70	96.41	51	82.99	19
1998	11.99	79	15.86	66	-1.14	13
1999	-0.76	103	-0.92	89	1.01	14
2000	0.73	151	0.28	131	4.62	20
2001	2.98	51	2.63	46	7.27	5
2002	-0.58	32	-0.76	26	0.83	6
2003	9.49	35	9.81	32	2.00	3
2004	8.36	65	9.26	58	2.64	7
2005	7.89	63	8.88	50	3.15	13
2006	8.91	77	8.41	64	10.91	13
2007	15.66	68	18.65	51	8.32	17
2008	11.36	64	13.46	45	8.52	19
2009	15.09	23	17.93	17	9.07	6
2010	26.29	48	23.60	36	33.78	12
2011	19.45	44	19.50	34	19.24	10
2012	18.75	55	19.45	41	17.81	14
2013	21.61	59	21.08	52	29.25	7
2014	18.28	80	18.24	64	18.47	16
2015	19.49	75	17.67	59	22.88	16
2016	22.02	75	22.53	67	16.84	8
2017	20.46	59	24.48	43	15.44	16

## US VENTURE CAPITAL

## SINCE INCEPTION IRR BASED ON FUND REGION

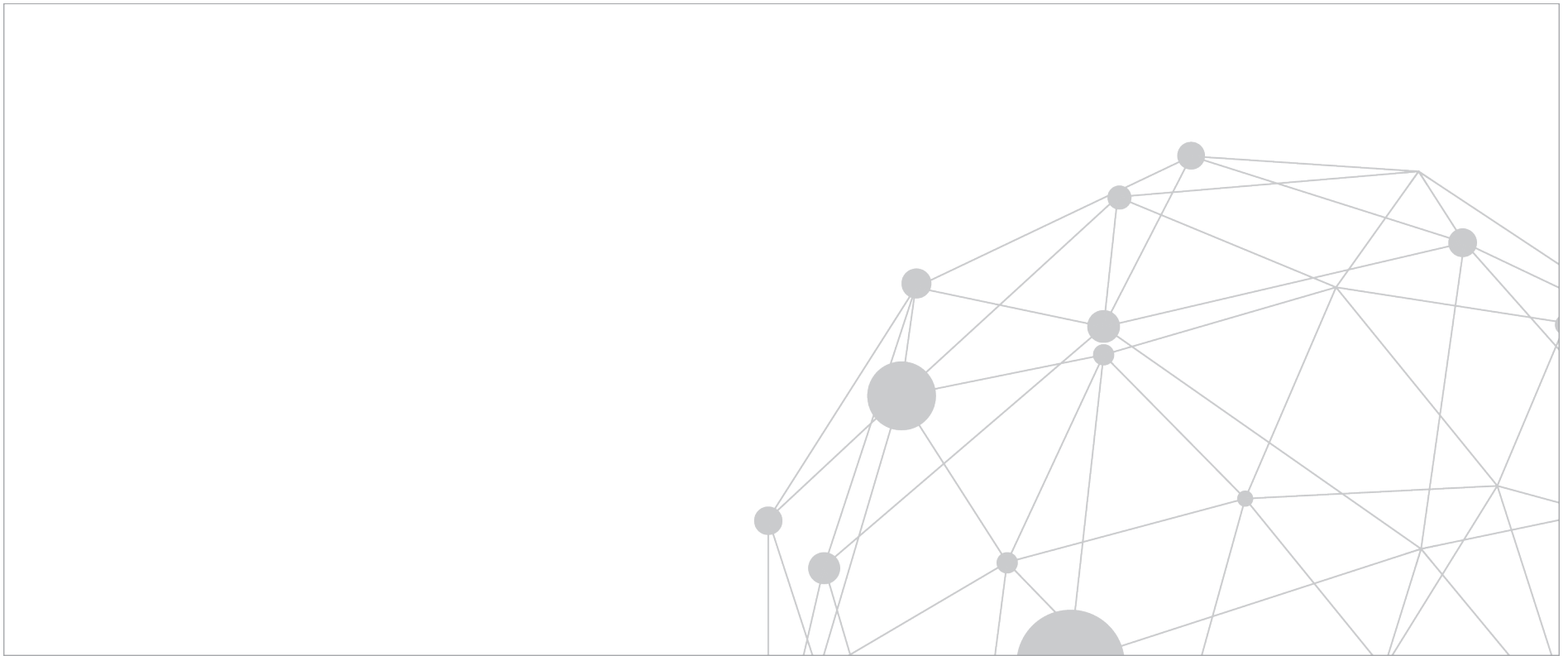
Net to Limited Partners

VINTAGE YEAR	ALL FUNDS		FOCUSED		MULTI-REGION	
	POOLED RETURN	NUMBER OF FUNDS	POOLED RETURN	NUMBER OF FUNDS	POOLED RETURN	NUMBER OF FUNDS
1994	59.35	40	79.44	24	27.66	16
1995	88.48	35	112.06	19	55.38	16
1996	102.93	39	161.38	18	36.72	21
1997	92.59	70	155.72	32	43.51	38
1998	11.99	79	24.75	39	3.54	40
1999	-0.76	103	1.09	52	-2.17	51
2000	0.73	151	0.34	69	0.92	82
2001	2.98	51	3.97	21	2.31	30
2002	-0.58	32	0.59	14	-1.03	18
2003	9.49	35	10.94	20	8.59	15
2004	8.36	65	7.17	27	9.09	38
2005	7.89	63	3.47	22	9.36	41
2006	8.91	77	7.24	34	9.84	43
2007	15.66	68	18.87	22	14.63	46
2008	11.36	64	13.57	26	10.49	38
2009	15.09	23	19.73	5	13.96	18
2010	26.29	48	30.63	20	22.32	28
2011	19.45	44	18.49	15	19.78	29
2012	18.75	55	18.94	17	18.65	38
2013	21.61	59	15.59	14	23.00	45
2014	18.28	80	22.23	17	17.31	63
2015	19.49	75	20.84	15	19.14	60
2016	22.02	75	20.80	8	22.13	67
2017	20.46	59	31.05	6	19.51	53



Notes: Based on data compiled from 1,490 US venture capital funds, including fully liquidated partnerships, formed between 1994 and 2017. Internal rates of returns are net of fees, expenses and carried interest. CA research shows that most funds take at least six years to settle into their final quartile ranking, and previous to this settling they typically rank in 2-3 other quartiles; therefore fund or benchmark performance metrics from more recent vintage years may be less meaningful. Benchmarks with “—” have an insufficient number of funds in the vintage year sample to produce a meaningful return.

# US VENTURE CAPITAL: COMPANY ANALYSIS



US VENTURE CAPITAL

SINCE INCEPTION IRR BASED ON COMPANY INITIAL INVESTMENT YEAR

By Industry

POOLED GROSS IRR (%) OF COMPANIES RECEIVING INITIAL INVESTMENT IN:																		
INDUSTRY	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Chemical/Materials	—	—	-19.66	-23.03	-41.72	3.96	-19.19	-3.78	-5.85	-12.06	5.05	106.79	-2.36	41.41	—	15.35	17.54	4.25
Consumer/Retail	-0.43	6.51	5.71	7.55	13.98	4.77	0.27	-7.17	2.34	6.33	12.73	11.19	28.10	27.20	20.43	26.70	29.62	60.26
Electronics	-8.51	0.64	1.39	-2.42	1.65	-6.54	-3.51	-4.83	6.99	-9.48	29.11	-12.07	15.24	291.59	15.15	20.93	22.53	57.19
Energy	6.76	-0.70	-9.38	-7.49	-6.01	-6.07	-8.84	-0.87	-13.48	-5.08	8.22	-23.97	-16.42	20.35	18.96	-2.95	—	—
Environmental	—	—	—	—	—	-63.39	-89.85	-34.34	13.49	-58.78	1.56	1.51	-7.54	3.91	—	17.23	44.58	-3.33
Financial Services	12.97	25.34	28.54	15.04	24.17	9.31	15.73	-4.14	-0.46	8.89	14.16	21.82	26.61	18.63	4.53	39.01	41.78	62.46
Hardware/Systems	-50.83	7.94	-12.39	-2.16	16.58	-27.92	-12.12	41.75	3.43	46.05	32.94	26.90	-11.52	-2.89	11.86	54.64	27.79	46.57
Health Care/Biotech*	2.75	9.05	7.55	13.11	7.78	10.85	5.63	14.45	13.25	18.65	22.49	26.31	41.21	58.16	33.83	34.01	30.51	34.70
Industrial	—	—	—	50.58	70.67	-13.94	—	—	3.07	—	1.59	76.58	—	51.40	-1.02	14.53	39.52	57.08
Information Technology*	-3.07	0.02	8.78	16.08	17.40	25.19	18.02	19.85	24.33	41.18	25.17	19.60	23.00	25.19	31.83	27.73	43.99	35.68
Manufacturing	-0.08	20.19	-8.77	19.11	-1.30	-8.62	25.48	1.94	20.44	26.74	-5.13	25.19	9.82	5.65	27.32	40.12	26.53	14.79
Media/Communications	0.00	2.79	-3.26	9.77	-0.39	10.48	-8.65	-0.16	19.19	20.95	20.45	20.47	3.03	30.55	5.09	19.60	25.42	4.24
Software/Services	-5.72	4.78	16.25	9.88	19.16	5.93	13.17	12.89	20.87	41.48	28.67	36.84	28.00	26.20	28.45	22.13	41.57	32.36
Other/Fund of Funds	-8.78	3.14	-5.72	19.73	5.15	7.54	2.48	8.02	7.66	28.71	11.82	21.11	20.68	6.90	50.73	41.83	56.86	32.40
<b>ALL COMPANIES</b>	<b>-2.69</b>	<b>4.76</b>	<b>8.89</b>	<b>10.33</b>	<b>12.49</b>	<b>11.76</b>	<b>8.25</b>	<b>12.94</b>	<b>15.95</b>	<b>27.47</b>	<b>22.71</b>	<b>24.51</b>	<b>26.60</b>	<b>34.51</b>	<b>29.30</b>	<b>28.39</b>	<b>38.01</b>	<b>36.33</b>
<b>NUMBER OF COMPANIES</b>	<b>2,906</b>	<b>1,384</b>	<b>1,232</b>	<b>1,214</b>	<b>1,459</b>	<b>1,368</b>	<b>1,586</b>	<b>1,693</b>	<b>1,513</b>	<b>968</b>	<b>1,301</b>	<b>1,637</b>	<b>1,464</b>	<b>1,521</b>	<b>1,688</b>	<b>1,833</b>	<b>1,438</b>	<b>1,630</b>



\*See following exhibit for industry subgroups.  
 “—” indicates inadequate number of companies in sample.  
 Values are “n/a” where information is unavailable or not able to be calculated.

## US VENTURE CAPITAL

## SINCE INCEPTION IRR BASED ON COMPANY INITIAL INVESTMENT YEAR

By Health Care/Biotech and Information Technology Subgroups

POOLED GROSS IRR (%) OF COMPANIES RECEIVING INITIAL INVESTMENT IN:																		
SUBGROUP	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Biotechnology/Biopharm/R&D	-1.87	8.72	4.99	19.63	6.73	14.28	7.07	17.35	10.92	26.43	28.94	36.36	58.36	94.66	43.54	42.34	33.64	41.21
Health Care Devices	4.20	0.07	0.24	2.36	2.67	9.29	2.90	3.71	5.19	-0.11	10.22	14.09	10.56	0.23	6.57	29.51	26.51	12.56
Health Care Services	8.20	14.35	15.26	21.27	20.85	12.13	5.23	16.90	6.81	24.59	6.14	24.22	29.78	34.55	31.13	16.17	24.61	25.40
Health Care Software/Systems	0.01	4.36	8.15	-12.11	11.48	8.50	12.08	18.03	49.29	8.10	13.53	29.08	9.07	9.26	29.01	26.64	17.85	21.48
Pharmaceuticals	14.59	21.55	30.55	22.65	12.40	4.17	5.76	21.64	8.09	25.61	29.37	14.16	63.29	25.39	31.14	18.07	37.74	37.83
Internet e-Business	-0.75	5.54	25.45	28.62	39.84	15.42	18.99	15.42	20.00	36.58	28.11	21.88	26.47	28.79	36.32	27.57	48.56	42.07
Internet e-Commerce	5.98	15.51	4.75	42.03	24.46	49.68	30.16	27.36	40.25	51.49	21.76	19.59	20.76	19.96	18.37	27.91	39.72	30.26
Telecom Network/Systems	-9.97	-0.44	14.58	1.96	7.83	4.97	-5.09	25.66	20.79	18.71	-1.05	2.22	7.08	30.19	212.17	—	6.62	10.71
Telecom Products	-9.64	-7.32	-14.36	14.99	-4.47	-12.64	-13.56	-14.35	-15.86	41.07	48.56	-2.71	-0.43	-38.68	—	41.23	—	—
Telecom Services	-3.14	3.88	10.84	9.45	3.41	-2.43	3.26	12.83	-9.94	-47.49	19.53	-17.30	30.19	6.08	—	18.47	—	—
<b>ALL COMPANIES</b>	<b>-2.69</b>	<b>4.76</b>	<b>8.89</b>	<b>10.33</b>	<b>12.49</b>	<b>11.76</b>	<b>8.25</b>	<b>12.94</b>	<b>15.95</b>	<b>27.47</b>	<b>22.71</b>	<b>24.51</b>	<b>26.60</b>	<b>34.51</b>	<b>29.30</b>	<b>28.39</b>	<b>38.01</b>	<b>36.33</b>
<b>NUMBER OF COMPANIES</b>	<b>2,906</b>	<b>1,384</b>	<b>1,232</b>	<b>1,214</b>	<b>1,459</b>	<b>1,368</b>	<b>1,586</b>	<b>1,693</b>	<b>1,513</b>	<b>968</b>	<b>1,301</b>	<b>1,637</b>	<b>1,464</b>	<b>1,521</b>	<b>1,688</b>	<b>1,833</b>	<b>1,438</b>	<b>1,630</b>



## US VENTURE CAPITAL

## SINCE INCEPTION IRR BASED ON COMPANY INITIAL INVESTMENT YEAR

By GICS Sector

POOLED GROSS IRR (%) OF COMPANIES RECEIVING INITIAL INVESTMENT IN:																		
INDUSTRY	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Communication Services	-3.13	5.91	2.69	14.85	14.37	32.12	12.57	22.27	22.62	45.50	13.91	18.48	15.77	21.90	20.22	13.64	22.53	27.48
Consumer Discretionary	13.81	17.86	32.87	28.07	21.67	16.72	12.96	-3.12	28.74	27.47	25.41	17.76	24.58	137.77	30.81	26.70	26.48	28.77
Consumer Staples	1.89	-22.33	-11.01	—	1.90	2.09	-10.53	1.38	-11.75	3.57	-99.15	8.68	41.46	5.88	28.57	6.36	41.99	84.76
Energy	20.44	6.58	—	31.43	3.28	-22.78	-5.49	-15.70	-15.44	-25.14	0.13	-6.88	-16.45	-6.70	—	—	—	—
Financials	7.74	26.98	13.86	7.33	15.90	7.54	8.53	10.55	-2.57	30.41	21.80	32.20	21.82	23.34	13.04	46.95	37.64	55.07
Health Care*	3.52	9.13	5.90	14.07	8.31	10.45	5.84	14.75	13.58	19.83	23.55	26.36	40.20	57.45	33.31	33.75	31.09	32.58
Industrials	1.18	-16.99	-0.01	22.35	32.68	8.40	-3.32	-1.61	10.59	14.55	3.25	12.74	16.23	22.02	17.03	26.15	30.23	33.49
Information Technology*	-6.37	2.30	11.60	6.27	12.05	2.14	10.55	11.14	16.63	32.62	28.26	28.36	24.27	26.01	31.16	25.84	47.56	37.19
Materials	-16.88	26.37	—	62.51	—	19.02	-18.46	-6.62	-7.04	-11.05	-10.60	43.89	3.43	38.87	29.12	15.35	19.13	50.67
Real Estate	-23.03	—	—	195.16	—	15.89	—	—	—	—	—	—	67.17	32.43	9.41	24.68	36.60	50.61
Utilities	—	—	—	—	—	4.86	14.93	-64.78	2.04	4.28	-0.85	-18.44	-15.60	—	—	-3.14	—	—
Other/Fund of Funds	-7.24	3.22	-4.31	8.26	-2.33	11.22	6.26	5.74	9.93	29.91	16.86	23.03	23.11	10.04	42.78	40.14	44.73	45.88
<b>ALL COMPANIES</b>	<b>-2.69</b>	<b>4.76</b>	<b>8.89</b>	<b>10.33</b>	<b>12.49</b>	<b>11.76</b>	<b>8.25</b>	<b>12.94</b>	<b>15.95</b>	<b>27.47</b>	<b>22.71</b>	<b>24.51</b>	<b>26.60</b>	<b>34.51</b>	<b>29.30</b>	<b>28.39</b>	<b>38.01</b>	<b>36.33</b>
<b>NUMBER OF COMPANIES</b>	<b>2,906</b>	<b>1,384</b>	<b>1,232</b>	<b>1,214</b>	<b>1,459</b>	<b>1,368</b>	<b>1,586</b>	<b>1,693</b>	<b>1,513</b>	<b>968</b>	<b>1,301</b>	<b>1,637</b>	<b>1,464</b>	<b>1,521</b>	<b>1,688</b>	<b>1,833</b>	<b>1,438</b>	<b>1,630</b>

\* See following exhibit for GICS Industry Groups.

“—” indicates inadequate number of companies in sample.

Note: The Global Industry Classification Standard (“GICS<sup>®</sup>”) was developed by and is the exclusive property and a service mark of MSCI, Inc. (“MSCI”) and S&P Global Market Intelligence LLC (“S&P”) and is licensed for use by Cambridge Associates.

Values are “n/a” where information is unavailable or not able to be calculated.

## US VENTURE CAPITAL

## SINCE INCEPTION IRR BASED ON COMPANY INITIAL INVESTMENT YEAR

By Health Care and Information Technology GICS Industry Groups

POOLED GROSS IRR (%) OF COMPANIES RECEIVING INITIAL INVESTMENT IN:																		
SUBGROUP	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Health Care Equipment & Services	4.11	2.17	2.71	5.26	7.57	8.45	4.37	5.84	15.38	6.40	13.75	21.83	18.98	13.27	21.57	24.44	25.51	21.67
Pharmaceuticals, Biotechnology & Life Sciences	2.77	12.38	8.27	19.63	8.77	12.33	7.28	19.01	11.22	29.12	30.36	30.41	65.14	89.55	42.14	37.27	34.06	37.19
Semiconductors & Semiconductor Equipment	-4.64	-0.60	7.22	0.34	-2.72	-3.77	-6.58	2.75	-17.08	-4.69	9.23	-4.84	-26.33	47.55	18.98	—	95.98	41.47
Software & Services	-4.81	2.53	14.30	8.31	17.05	6.75	15.10	13.13	21.55	35.45	29.00	28.99	25.49	26.03	31.88	25.36	49.10	37.47
Technology Hardware & Equipment	-10.45	3.16	7.74	5.70	6.22	-13.38	-3.06	9.03	3.93	27.62	31.45	28.74	9.34	25.07	16.49	31.48	18.31	33.44
<b>ALL COMPANIES</b>	<b>-2.69</b>	<b>4.76</b>	<b>8.89</b>	<b>10.33</b>	<b>12.49</b>	<b>11.76</b>	<b>8.25</b>	<b>12.94</b>	<b>15.95</b>	<b>27.47</b>	<b>22.71</b>	<b>24.51</b>	<b>26.60</b>	<b>34.51</b>	<b>29.30</b>	<b>28.39</b>	<b>38.01</b>	<b>36.33</b>
<b>NUMBER OF COMPANIES</b>	<b>2,906</b>	<b>1,384</b>	<b>1,232</b>	<b>1,214</b>	<b>1,459</b>	<b>1,368</b>	<b>1,586</b>	<b>1,693</b>	<b>1,513</b>	<b>968</b>	<b>1,301</b>	<b>1,637</b>	<b>1,464</b>	<b>1,521</b>	<b>1,688</b>	<b>1,833</b>	<b>1,438</b>	<b>1,630</b>

## DESCRIPTION OF PERFORMANCE MEASUREMENT METHODOLOGY

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Cambridge Associates LLC (CA) has established a database to monitor investments made by venture capital and other alternative asset partnerships. On September 30, 2019, 1,899 US venture capital funds from the years 1981 through 2019 were included in the sample. Users of the analysis may find the following description of the data sources and calculation techniques helpful to their interpretation of information presented in the report:

Partnership financial statements and narratives are the primary source of information concerning cash flows and ending residual/ net asset values (NAV) for both partnerships and portfolio company investments.

Recognizing the alternative asset community's sensitivity to the distribution of information pertaining to individual fund investments, as a matter of policy CA only releases aggregated figures in its benchmark report.

Vintage year is defined as the legal inception date as noted in a fund's financial statement. This date can usually be found in the first note to the audited financial statements and is prior to the first close or capital call.

CA uses both the since inception internal rate of return and the end-to-end or horizon performance calculation in its benchmark reports:

The since inception internal rate of return (SI IRR) is a since inception calculation that solves for the discount rate, which makes the net present value of an investment equal to zero. The calculation is based on cash-on-cash returns over equal periods modified for the residual value of the partnership's equity or portfolio company's NAV. The residual value attributed to each respective group being measured is incorporated as its ending value. Transactions are accounted for on a quarterly basis, and annualized values are used for reporting purposes. Please note that all transactions are recorded on the 45th day or midpoint of the quarter.

Cambridge Associates uses the end-to-end or horizon internal rate of return calculation to calculate the official quarterly, annual, and multi-year index figures. The horizon IRR performance calculation is a money-weighted return similar to the since inception IRR; however, it is measuring performance between two points in time. The calculation incorporates the beginning NAV (if any, treated as an inflow), interim cash flows and the ending NAV (if any, treated as an outflow). All interim cash flows are recorded on the mid-period date of the quarter. In order for a fund to be included in a horizon IRR calculation, the fund must have at least one quarterly contribution, distribution or NAV during the time frame being measured. Similar to the since inception IRR, the horizon IRR is annualized for time frames greater than one year.

## DESCRIPTION OF PERFORMANCE MEASUREMENT METHODOLOGY

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### Additional Calculation Definitions:

In order to provide meaningful statistics, Cambridge Associates has applied minimum fund count thresholds for each calculation. See minimum counts in parenthesis after each calculation.

**Pooled return** aggregates all cash flows and ending NAVs in a sample to calculate a dollar-weighted return. (minimum 3 funds)

**Arithmetic mean** averages the individual fund IRRs included in a vintage year. (minimum 3 funds)

**Median** is the middle fund IRR of the group of individual fund IRRs included in a vintage year. (minimum 5 funds)

**Equal-weighted pooled return** equally weights all cash flows and ending NAVs based on committed capital to calculate a dollar-weighted return. (minimum 3 funds)

**Upper/ lower quartile** are the thresholds for the upper (top 25%) and lower (bottom 25%) quartiles based on the individual fund IRRs included in a vintage year. Can be used in conjunction with the median to determine quartile placement. (minimum 8 funds)

**Top 5 percent/ bottom 5 percent** are the thresholds for the upper and lower 5<sup>th</sup> percentiles based on the individual fund IRRs included in a vintage year. (minimum 8 funds)

**Standard deviation** is a measure of the dispersion of the individual returns. The calculation employs the standard methodology for calculating a sample mean (not a population mean). (minimum 8 funds)

**Realization ratio exhibits** (TVPI, DPI, RVPI): CA has independently calculated the proper realization ratio for each fund in each vintage year. Please note that each fund has been ranked within its respective vintage year by the corresponding realization ratio, as opposed to being ranked by IRR as they are ranked in the since inception IRR exhibit. As a result a fund's ranking within its vintage year may change. For example, it is possible that a vintage year can have a different median fund when ranked by IRR vs. when ranked by TVPI, DPI or RVPI.

**Cambridge Associates Modified Public Market Equivalent (mPME):** The mPME calculation is a private-to-public comparison that seeks to replicate private investment performance under public market conditions. The public index's shares are purchased and sold according to the private fund cash flow schedule, with distributions calculated in the same proportion as the private fund, and the mPME NAV (the value of the shares held by the public equivalent) is a function of mPME cash flows and public index returns. The mPME attempts to evaluate what return would have been earned had the dollars been deployed in the public markets instead of in private investments while avoiding the "negative NAV" issue inherent in some PME methodologies. "Value-Add" shows (in basis points) the difference between the actual private investment return and the mPME calculated return.

Exhibits detailing data for portfolio companies are grouped by year of the fund's initial investment in a company, as opposed to vintage year. Returns are gross returns.



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