

Stage Venture Partners

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Stage Venture Partners is a venture capital fund that invests in technology startups.

We saw an opportunity to build a differentiated venture capital fund focused on the seed stage of the technology market.

We invest around new platforms - new forms of media, new tools and applications for machine learning, and new software to solve old problems.

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The LA Venture Capital landscape

There are at least **75** venture funds in Los Angeles County... and **growing**



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The LA Venture Capital landscape

Accelerators

AMPLIFY



Crowdfunding platforms

crowdfunder



Incubators



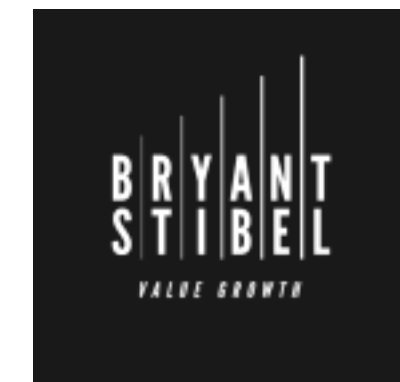
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The LA Venture Capital landscape

There are 50+ seed venture capital funds in Los Angeles County...



AUTOCHROME



WAVE



SOUND)))

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The LA Venture Capital landscape

There are far fewer
venture funds that
can support a
Series A and B and
none that fund
Series C and
beyond

Series A & B

Series C & beyond

EMC
EVOLUTION MEDIA CAPITAL

CROSS
CUT™
VENTURES

GREYCROFT

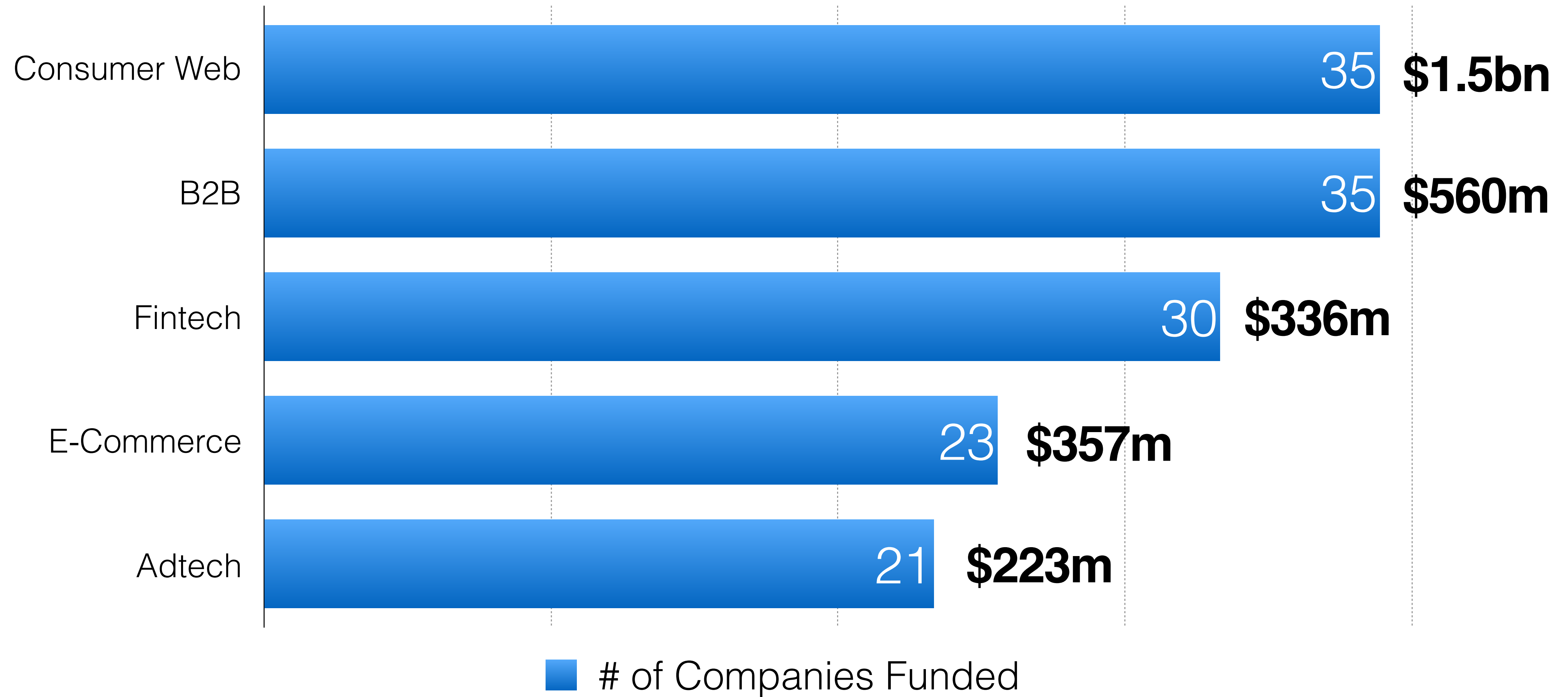
upfront
VENTURES

MARCH
CAPITAL PARTNERS

TBD!



Hottest Industries in Los Angeles - 2016



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Significant funding rounds in 2016



\$1.8bn
Series F
~\$20bn
valuation



\$93m
Venture
round
~\$155m
valuation



\$180m
Venture Round + later IPO
~\$1bn at IPO now worth
\$1.7bn



\$100m
Series D
~\$1.1bn
valuation



\$150m
Venture round
~\$1bn valuation



\$121m
Series B
~\$N/A valuation
(guess \$500m)



\$50m
Series C
~\$N/A valuation
(guess \$250m)



\$130m Series B
~\$N/A valuation (guess
\$350m)



\$80m Series B
~\$800m valuation



\$55m Series B
~\$N/A valuation (guess
\$400m)



Significant exits in 2016



DOLLAR SHAVE CLUB
SHAVE TIME. SHAVE MONEY.

\$1bn



BLACKLINE

IPO - \$800m



theTradeDesk

IPO - \$1.9bn
valuation



UNITED
O N L I N E

\$170m

REACHLOCAL

\$156m



TouchCommerce

\$215m

...2017 is off to a good start



IPO - \$30bn
valuation

alteryx

IPO pending



What gets us excited (and what doesn't)

| Hot areas of prior years | Stage is cautious here | Emerging areas of interest | White hot and changing the world |
|--|------------------------|---------------------------------|----------------------------------|
| Multi-Channel Networks (MCN's) | Social media marketing | Robotics | Machine Learning |
| Music tech | Virtual Reality | Space tech | Drones |
| Monthly subscription boxes | Chatbots | Augmented Reality - no headsets | Autonomous vehicles |
| Subscription Video On Demand (SVOD) | Wearable technology | Gov-tech | Equity crowd funding |
| Sports technology - ticketing, fan engagement etc. | | Location data | Data analytics |
| | | E-Sports | |

Flagship public tech companies

A thriving tech market needs multiple public tech companies. Los Angeles County now has that...



...and more to come



How you can help

1. **Serve on a board of a late stage startup that has the potential to go public.**
2. **Be a beta and reference customer for local B2B startups — as suggested in the LAEDC's and LA County's Strategic Plan**
3. **Support housing development and office construction for early stage companies — also an LAEDC priority**
4. **Become an active investor in a local venture fund**
5. **Support computer science and mathematics at all levels of education — a key objective in LAEDC's strategic plan**
6. **Think about hiring back any of your employees who leave for a startup**
7. **Continue to support the LAEDC InLA events series**

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Thank you!