

# Equitybee Venture Portfolio Fund



## FUND TERMS

Min portfolio holdings: 120

Sector: Agnostic

Location: United States employees

Target fund life: 5 years

Investment period: ~12-18 months

Annual Management Fee: 0%

Brokerage Fee: 5% applied when capital is deployed to each underlying investment

Carried interest: 10% at the VPF level

Minimum commitment per investor: \$100,000

## CORE BENEFITS

- ✓ **Broad exposure across 120+ startups**  
Diversification mitigates the risks associated with sector-specific downturns to reflect returns across the full range of verticals and technologies.
- ✓ **Discount to 409A**  
Invests via funding employee stock options priced at a steep discount to the current fair market value. This ensures that only structurally in-the-money offers are included in the fund.
- ✓ **Robust data-driven model**  
Statistical model leverages 24 years of VC return data, more than 10,000 data points, across more than 4,600 unique startup companies.
- ✓ **Venture market returns**  
The Equitybee VPF is making venture investment accessible, and aiming to generate top-quartile venture performance from an already high-return asset class.

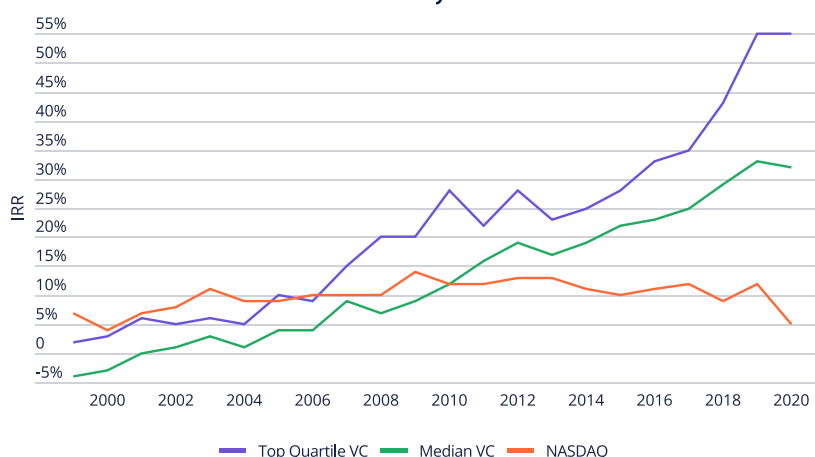
## WHY INVEST IN VENTURE?

Research has shown that a minimum 30% allocation to alternative assets, over the past 30 years, would have increased returns and decreased risk for investors.\*

Within alternative assets, venture capital has been the top performing asset class for over a decade,\*\* with top-quartile VCs averaging a 28% return each year, from 2010-2020.\*\*\*

\*Source: Morgan Stanley Wealth Management, Daniel Maccarrone, Co-Head of Global Investment Manager Analysis, Wealth Management \*\*Source: J.P. Morgan Asset Management, Guide to Alternatives, Slide 11 \*\*\*Source: Pitchbook, Yahoo Finance. Past performance is not indicative of future success

### Venture Industry Performance



## INVESTMENT STRATEGY

The Equitybee VPF aims to provide investors with exposure to a broadly diversified portfolio of 120+ pre-IPO companies invested at discounts to the last known common share price, driven by Equitybee's proprietary multi-trial simulation model.

The traditional venture capital model (i.e., less diversified, access constrained portfolios) relies on a small number of investments to generate the vast majority of a fund's returns (this is known as Power Law). However, research shows that larger portfolios tend to increase the likelihood of generating higher returns and decrease the dispersion of returns.

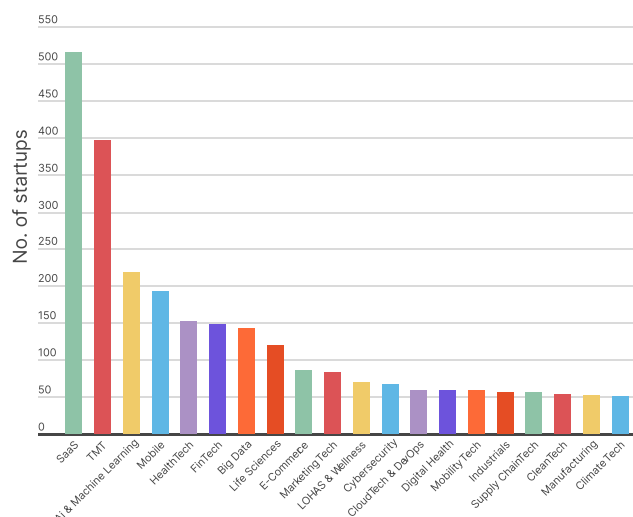
To build a diversified portfolio, the VPF will acquire exposure to portfolio companies based on the following strategy:

- Companies funded by a top tier venture capital group\*
- Investment is structurally in the money when compared to the last known common share price
- Maximum allocation 0.83% per Portfolio Company
- Focus on late stage startup companies: ~88% of investments are in Series D+ companies with the remaining ~12% in Series B&C.

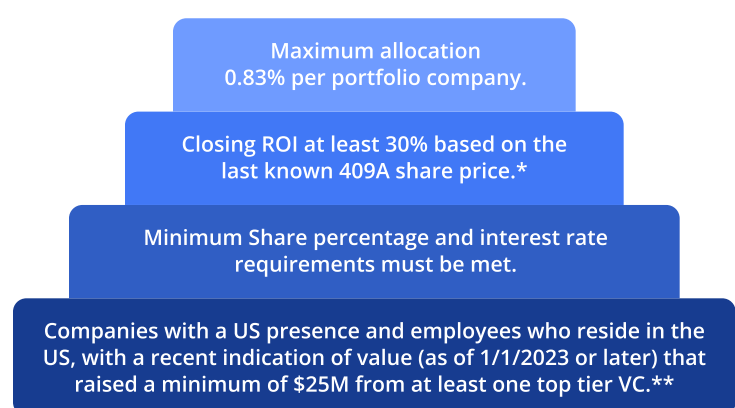
\*Top tier VC is either a venture capital firm having raised at least one top-quartile performing fund between 2000-2020 as per Pitchbook's classification, or an investment firm, or subsidiary of a larger company, with at least \$250 million in AUM.

## PORTFOLIO DIVERSITY

Graph represents a group of 1100+ potentially eligible pre-IPO companies and their industry categories. Only the top 20 most populated categories are shown. For illustrative purposes only.



## PORTFOLIO ALLOCATION



\*Minimum 30% Closing ROI reflects the VPF's investment criteria and does not reflect the VPF's performance. Closing ROI is a hypothetical return if a liquidity event occurred immediately at the last known 409A price. There is no guarantee of a liquidity event.

\*\*Top tier VC is either a venture capital firm having raised at least one top-quartile performing fund between 2000-2020 as per PitchBook's classification, or an investment firm, or subsidiary of a larger company, with at least \$250 million in AUM.

## LIQUIDITY CONSIDERATIONS WITH EQUITYBEE

- Equitybee investments have various paths to liquidity with tender offers being unique to investing via employee stock options
- Data shown is from January 2020 to January 2024

| Type of Liquidity Event     | Multiple on Invested Capital* | Total IRR** | Time to Liquidity*** |
|-----------------------------|-------------------------------|-------------|----------------------|
| Tender Offers & Secondaries | 2.77x                         | 176%        | 549 days             |
| IPOs                        | 2.19x                         | 64%         | 377 days             |
| M&A                         | 1.73x                         | 88%         | 397 days             |
| SPAC                        | 1.19x                         | 1.5%        | 389 days             |
| Bankruptcy                  | 0.00x                         | -100%       | 732 days             |
| Overall                     | 1.58x                         | 40.5%       | 402 days             |

Past performance is not indicative of future results. \*Weighted average for MoIC, sourced from Equitybee's proprietary data \*\*Total IRR across all investments where a distribution occurred by liquidity event type, net of fees. \*\*\*Indicates average time from investment date to distribution date, sourced from Equitybee's proprietary data. 40.5% net IRR represents all fully realized investments across the US Equitybee platform. Investors should be aware that these returns were primarily achieved during favorable market conditions. The US market reflects offers from March 2020 through December 2023. Net IRR is shown net of all applicable fees for the respective market. This performance data does not represent any investor's portfolio or any model portfolio. IRR figures are calculated for each transaction into an offer on the Equitybee platform from the date the investor's funds were received through the distribution date of proceeds, if any. If the distribution date was less than one year after the invested date, the IRR represents an unannualized return. For distributions one year or more after invested date, IRR is annualized.

Data quoted excludes partial returns of invested capital, e.g., tender offers for a portion of covered securities, and investments which have not experienced a liquidity event. As of December 31, 2023, approximately \$54 million has been invested on the Equitybee platform; 9% of invested capital has experienced a fully realized return, 91% of invested capital is unrealized or partially realized. Investor proceeds may be settled in cash or shares.

Equitybee executes private financing contracts (PFCs), private placements which are speculative, illiquid, contain substantial risk and may result in the complete loss of capital to the investor. These risks may be greater during extreme market conditions. PFCs do not grant or transfer ownership of startup company stock. When a liquidity event occurs at a price per share less than the investment price per share, Investors will first receive all available funds to recoup the original investment amount. The employee will not receive any proceeds in this event.

Please review the Equitybee Venture Portfolio Fund private placement memorandum carefully before investing. A private offering of interests will only be made pursuant to a confidential private placement memorandum, an operating agreement, and other subscription documents ("Other Documents"), which will only be furnished to qualified investors on a confidential basis at their request for their consideration in connection with such offering. The information contained herein will be superseded by and is qualified entirely by reference to the Other Documents. Prospective investors should seek their own legal, tax, and financial advisers regarding any contemplated investment described herein or in the Other Documents. For accredited investors only. Securities offered through EquityBee Securities, LLC, member FINRA.

## A LOOK INTO AN ACTIVE EQUITYBEE VENTURE FUND

Below shows the initial 53 positions of an active Venture Fund with \$2.49M invested in the first 139 days.

These investments reflect an average discount to 409A\* of 38% and an average closing ROI\*\* (409A) of 34%

2 portfolio companies have reportedly hired banks to explore a potential IPO: Cato Networks and Egnyte.

| Portfolio Company            | Industry                | Investment Date | Total Transaction    | Offer Price | 409A Price at Investment | Discount to 409A | Closing ROI (409A)** | Annual Interest |
|------------------------------|-------------------------|-----------------|----------------------|-------------|--------------------------|------------------|----------------------|-----------------|
| Intercom                     | Marketing Automation    | 11/10/2023      | US\$51,127           | US\$24.19   | US\$34.31                | 29%              | 33%                  | 4%              |
| Cockroach Labs               | Cloud Computing         | 11/15/2023      | US\$60,472           | US\$2.39    | US\$3.52                 | 32%              | 35%                  | 4%              |
| Workato                      | Marketing Automation    | 11/15/2023      | US\$60,473           | US\$1.60    | US\$3.50                 | 54%              | 34%                  | 3%              |
| Kraken (Payward)             | FinTech                 | 11/15/2023      | US\$43,861           | US\$5.64    | US\$7.80                 | 28%              | 30%                  | 4%              |
| Incorta                      | Data and Analytics      | 11/15/2023      | US\$10,657           | US\$1.92    | US\$2.67                 | 28%              | 30%                  | 4%              |
| FalconX                      | FinTech                 | 11/15/2023      | US\$60,448           | US\$29.05   | US\$65.17                | 55%              | 35%                  | 4%              |
| Fireblocks                   | Blockchain              | 11/15/2023      | US\$37,072           | US\$2.05    | US\$3.54                 | 42%              | 34%                  | 3%              |
| VideoAmp                     | Advertising             | 11/16/2023      | US\$60,473           | US\$1.78    | US\$2.85                 | 38%              | 31%                  | 4%              |
| Loadsmart                    | Transportation          | 11/16/2023      | US\$60,473           | US\$2.01    | US\$3.31                 | 39%              | 32%                  | 4%              |
| BigPanda                     | Information Technology  | 11/24/2023      | US\$14,282           | US\$0.51    | US\$0.87                 | 41%              | 33%                  | 4%              |
| Fivetran                     | Cloud Data Services     | 11/24/2023      | US\$60,463           | US\$2.05    | US\$4.20                 | 51%              | 41%                  | 4%              |
| Redis                        | Data and Analytics      | 11/24/2023      | US\$60,470           | US\$5.62    | US\$11.66                | 52%              | 32%                  | 4%              |
| Netskope                     | Cybersecurity           | 11/24/2023      | US\$60,468           | US\$7.44    | US\$10.43                | 29%              | 31%                  | 4%              |
| ROKT                         | E-Commerce              | 11/30/2023      | US\$38,077           | US\$12.66   | US\$17.98                | 30%              | 33%                  | 4%              |
| AlphaSense                   | Artificial Intelligence | 11/30/2023      | US\$25,588           | US\$13.87   | US\$19.60                | 29%              | 32%                  | 4%              |
| Rippling                     | Human Resources         | 11/30/2023      | US\$60,474           | US\$14.01   | US\$19.54                | 28%              | 30%                  | 4%              |
| AlphaSense                   | Artificial Intelligence | 12/4/2023       | US\$34,882           | US\$10.79   | US\$19.60                | 45%              | 36%                  | 4%              |
| Miro                         | Productivity Tools      | 12/7/2023       | US\$60,471           | US\$5.00    | US\$7.24                 | 31%              | 31%                  | 3%              |
| Qualia                       | FinTech                 | 12/8/2023       | US\$19,105           | US\$1.86    | US\$2.63                 | 29%              | 32%                  | 4%              |
| Shield AI                    | Artificial Intelligence | 12/12/2023      | US\$49,736           | US\$19.32   | US\$27.49                | 30%              | 33%                  | 4%              |
| Carta                        | FinTech                 | 12/13/2023      | US\$47,340           | US\$9.73    | US\$14.36                | 32%              | 38%                  | 1%              |
| Guild Education              | EdTech                  | 12/12/2023      | US\$19,317           | US\$2.37    | US\$3.39                 | 30%              | 30%                  | 4%              |
| Sift                         | Fraud Detection         | 12/12/2023      | US\$60,473           | US\$3.92    | US\$6.01                 | 35%              | 36%                  | 4%              |
| Navan (formerly TripActions) | TravelTech              | 12/18/2023      | US\$60,473           | US\$3.43    | US\$6.69                 | 49%              | 39%                  | 4%              |
| Cedar                        | FinTech                 | 12/18/2023      | US\$41,568           | US\$17.36   | US\$36.50                | 52%              | 42%                  | 4%              |
| ASAPP                        | Artificial Intelligence | 12/22/2023      | US\$22,006           | US\$0.72    | US\$1.20                 | 40%              | 33%                  | 4%              |
| SpotOn                       | FinTech                 | 12/28/2023      | US\$59,956           | US\$5.95    | US\$8.30                 | 28%              | 31%                  | 4%              |
| StockX                       | E-Commerce              | 2/22/2024       | US\$47,710           | US\$12.62   | US\$17.49                | 28%              | 30%                  | 4%              |
| Shield AI                    | Artificial Intelligence | 2/22/2024       | US\$10,736           | US\$12.00   | US\$27.49                | 56%              | 47%                  | 4%              |
| Flexe                        | Logistics               | 2/22/2024       | US\$37,106           | US\$6.15    | US\$8.58                 | 28%              | 30%                  | 4%              |
| Flexe                        | Logistics               | 2/22/2024       | US\$23,362           | US\$6.17    | US\$8.58                 | 28%              | 30%                  | 4%              |
| Stash Financial              | FinTech                 | 2/22/2024       | US\$60,471           | US\$7.29    | US\$10.42                | 30%              | 34%                  | 4%              |
| Paxos                        | Blockchain              | 2/22/2024       | US\$60,468           | US\$8.43    | US\$13.98                | 40%              | 32%                  | 4%              |
| Aledade                      | Health Care             | 2/22/2024       | US\$60,470           | US\$13.70   | US\$19.44                | 30%              | 33%                  | 4%              |
| Tekion                       | Artificial Intelligence | 2/22/2024       | US\$60,473           | US\$2.17    | US\$3.64                 | 40%              | 33%                  | 4%              |
| Betterment                   | FinTech                 | 2/23/2024       | US\$60,473           | US\$5.05    | US\$7.34                 | 31%              | 34%                  | 4%              |
| G2                           | Business Intelligence   | 2/29/2024       | US\$60,472           | US\$3.40    | US\$4.88                 | 30%              | 34%                  | 4%              |
| Innovaccer                   | Data and Analytics      | 2/29/2024       | US\$60,474           | US\$0.90    | US\$1.41                 | 36%              | 30%                  | 4%              |
| Egnyte                       | Enterprise Software     | 2/29/2024       | US\$31,374           | US\$5.06    | US\$10.50                | 52%              | 51%                  | 4%              |
| Attentive                    | Marketing Automation    | 2/29/2024       | US\$60,468           | US\$12.63   | US\$18.53                | 32%              | 35%                  | 4%              |
| Illumio                      | Cybersecurity           | 2/29/2024       | US\$60,473           | US\$1.75    | US\$2.60                 | 33%              | 34%                  | 4%              |
| iSpot.tv                     | Data and Analytics      | 2/29/2024       | US\$60,470           | US\$8.29    | US\$11.56                | 28%              | 30%                  | 3%              |
| Cloudinary                   | Cloud Data Services     | 3/8/2024        | US\$60,472           | US\$3.00    | US\$5.16                 | 42%              | 34%                  | 4%              |
| Nozomi Networks              | Cybersecurity           | 3/8/2024        | US\$60,474           | US\$2.43    | US\$3.98                 | 39%              | 39%                  | 4%              |
| Lyra Health                  | Health Care             | 3/8/2024        | US\$28,588           | US\$4.92    | US\$8.16                 | 40%              | 40%                  | 4%              |
| SambaNova Systems            | Artificial Intelligence | 3/12/2024       | US\$60,473           | US\$15.75   | US\$40.38                | 61%              | 53%                  | 3%              |
| FullStory                    | Data and Analytics      | 3/15/2024       | US\$30,657           | US\$2.90    | US\$4.98                 | 42%              | 34%                  | 4%              |
| Cato Networks                | Cybersecurity           | 3/15/2024       | US\$60,454           | US\$20.73   | US\$29.54                | 30%              | 32%                  | 4%              |
| HOVER                        | 3D Technology           | 3/20/2024       | US\$12,933           | US\$1.39    | US\$2.25                 | 38%              | 31%                  | 4%              |
| HackerRank                   | HRTech                  | 3/20/2024       | US\$56,988           | US\$1.35    | US\$2.15                 | 37%              | 31%                  | 4%              |
| Ursa Space Systems           | Business Intelligence   | 3/20/2024       | US\$28,680           | US\$0.56    | US\$0.80                 | 30%              | 34%                  | 4%              |
| Roman Health Ventures        | Health Care             | 3/20/2024       | US\$59,257           | US\$2.63    | US\$6.01                 | 56%              | 35%                  | 4%              |
| SpaceX                       | Aerospace               | 3/27/2024       | US\$31,508           | US\$55.39   | US\$97.00                | 43%              | 30%                  | 4%              |
| <b>Total / Average</b>       |                         |                 | <b>US\$2,485,689</b> |             |                          | <b>38%</b>       | <b>34%</b>           |                 |

\*Last known 409A share price at time of investment

\*\*Closing ROI is a hypothetical return if liquidity event occurred upon closing at the current 409A price. Closing ROI is for illustrative purposes only.

Sample positions for illustrative purposes only; holdings for any Venture Fund will differ based on availability.