Simon Venture Fund History

Mission

- Student-run Venture Capital Fund
- Formed 2012, first two investments Spring 2013
- Experiential Education - $25K investments in early-stage companies
- Advancing the Simon and greater UR network
  - Students, Alumni, Technology Transfer, Faculty, and local community
  - Long-term financial sustainability and advancement potential for contribution to the endowment over next 5 – 10 years
Financial Status

- $1.85M raised thus far
- $250K invested thus far in:
  - Seven current investments and two follow on investments (portfolio attached)
- $1.6M remaining

Financial Commitments

- Dan Lazarek $1M
- Joe Abrams $750K
- Jim Doyle Jr. $100K
Board of Directors

Chris Schiavo '90S (MBA)
  Chairman CFO, Battery Ventures

Daniel Lazarek '91S (MBA)
  CFO, COO, & Owner, Access Insurance Holdings

Joe Abrams '74S (MBA)
  Private Investor

Ron Goettler
  James N. Doyle, Sr. Professor of Entrepreneurship
  Senior Associate Dean, Simon Business School

David Oliveiri '81S (MBA)
  Executive Professor, Simon Business School

Gregg Steinberg
  Simon School Entrepreneur In Residence
  Founder/Chairman, The Charlemagne Group

Arunas Chesonis '90S (MBA)
  Chairman and CEO, Sweetwater Energy
  Founding Partner, Cranberry Capital

Matt Tipple '12S (MBA)
  VP, Commercial Banking, JP Morgan Chase

Scott Caitlin '92
  Associate VP, UR Ventures
2015 – 2016 Goals

- $150K allocated for:
  - $100K for new investments at up to $25K per investment
  - $50K for follow-on investments in existing portfolio companies

- Strengthen Alumni Engagement resulting in:
  - Enhanced deal flow to fund
  - Participation/mentoring by successful long term fund sustainability and eventually endowment advancement
Simon Venture Fund – Current Investments

- **Seven Portfolio Firms**
  - Forsake, EkoStinger, FastCap Systems, FinSix, ClerioVision, PieceMaker, Satelles
  - Investments range from $25k to $50k
  - Post-money valuations range from $1.5m to $53m
  - Industries include energy, medical, footwear, cyber security, 3D printing
### Simon Venture Fund – Current Investments

<table>
<thead>
<tr>
<th>Date</th>
<th>Investment</th>
<th>Company Description</th>
<th>Dollars</th>
<th>Deal Source</th>
<th>Structure</th>
<th>Pre/Post Valuation</th>
<th>Entry Multiple</th>
<th>Projected Current Multiple</th>
<th>Liquidation</th>
</tr>
</thead>
<tbody>
<tr>
<td>14-Apr</td>
<td>FastCap Systems</td>
<td>High Energy Drilling systems</td>
<td>$25,000</td>
<td>Arunas Chesonis (Simon)</td>
<td>Series A Preferred Equity</td>
<td>$53M</td>
<td>X</td>
<td>2X</td>
<td>2018+</td>
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<td></td>
<td></td>
<td>$7.43 per share</td>
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<td>14-Apr</td>
<td>FiNsix Inc.</td>
<td>Small, powerful laptop adapters</td>
<td>$30,000</td>
<td>Arunas Chesonis (Simon)</td>
<td>$27M Valuation</td>
<td>$27M</td>
<td>X</td>
<td>2X</td>
<td>2018+</td>
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<td></td>
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<td></td>
<td></td>
<td></td>
<td>Series A-2, $3.5M Raise</td>
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<td>15-Jan</td>
<td>Clerio Vision Inc.</td>
<td>Improved Lasik Eye Technology</td>
<td>$25,000</td>
<td>U of R Ventures</td>
<td>$6M - Series A</td>
<td>$6M</td>
<td>X</td>
<td>2X</td>
<td>2019+</td>
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<tr>
<td>15-Apr</td>
<td>Piece Maker</td>
<td>Customized Toy Maker</td>
<td>$25,000</td>
<td>Simon Venture Fund</td>
<td>$3M</td>
<td>$3M</td>
<td>X</td>
<td>X</td>
<td>TBD</td>
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<td>15-Jun</td>
<td>Satelles</td>
<td>Satellite Based Technologies</td>
<td>$25,000</td>
<td>Arunas Chesonis (Simon)</td>
<td>$20M</td>
<td>$20M</td>
<td>X</td>
<td>X</td>
<td>2019+</td>
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<tr>
<td>2013</td>
<td>Stormblok</td>
<td>Aerodynamic truck trailer system for fuel savings</td>
<td>$50,000</td>
<td>Rami Katz (Excell)</td>
<td>Convertible Preferred Equity</td>
<td>$3M</td>
<td>X</td>
<td>.8X</td>
<td>TBD</td>
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<td>13-May</td>
<td>Forsake</td>
<td>All-Performance Footwear</td>
<td>$50,000</td>
<td>Simon Venture Fund</td>
<td>Convertible rate accruing at 8% -10%</td>
<td>$1.5M</td>
<td>X</td>
<td>.5X</td>
<td>TBD</td>
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<td>$230,000</td>
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Deal Flow / Portfolio Management

Deals originate from: Analysts, Board, Alumni, Local Ecosystem

- Investment Opportunities Considered
- Due Diligence on Narrowed Opportunities
- Analytical Review of Previous Investments
- Preliminary Investment Decisions and Internal Presentations
- Advisory Board Presentation & Feedback
- Final Investment Decisions & Report
- Term Sheet Negotiation in Preparation for Funding

Quarterly portfolio updates in consistent reporting format and consideration of add on investments
Alumni Opportunities for Participation

- Deal Sourcing
- Industry Expertise
  - Advisory role
- Mentorship
  - Professional development and industry advice
- Job Placements
- Financial Sustainability/Advancement of fund size from $2M-$3M