



# **INDUSTRY VENTURES**

Pioneering *venture capital* solutions for 20 years

Employees' Retirement System of the State of Rhode Island

Industry Ventures Partnership Holdings VI, LP

*Early-Stage Venture Capital Hybrid Fund of Funds Strategy*

August 25, 2021

# ERSRI Capital Account

As of Q1 2021, ERSRI's \$90M commitment to Industry Ventures fund has performed as follows:

Fund	Vintage Year	Commitment	Contributed Capital	Unfunded Capital	Distributions	Capital Account Value	% Called	Net DPI	Net Multiple	Net IRR*
Industry Ventures Partnership Holdings III, L.P.	2013	\$ 25,000,000	\$ 23,277,042	\$ 1,722,958	\$ 25,977,663	\$ 52,932,557	93.1%	111.6%	3.4x	28.9%
Industry Ventures Partnership Holdings III-C, L.P.	2015	15,000,000	13,292,218	1,707,782	6,901,285	20,867,061	88.6%	51.9%	2.1x	25.8%
Industry Ventures Partnership Holdings IV, L.P.	2016	10,000,000	7,990,000	2,010,000	567,733	14,224,624	79.9%	7.1%	1.9x	29.6%
Industry Ventures Partnership Holdings IV, L.P. (secondary)	2019	10,032,361	8,015,857	3,360,841	65,927	14,270,650	79.9%	0.8%	2.3x	109.0%
Industry Ventures Partnership Holdings V, L.P.	2019	30,000,000	17,700,000	12,300,000	339,846	27,129,655	59.0%	1.9%	1.6x	53.4%
<b>Total</b>		<b>\$ 90,032,361</b>	<b>\$ 70,275,117</b>	<b>\$ 21,101,581</b>	<b>\$ 33,852,454</b>	<b>\$ 129,424,547</b>	<b>78.1%</b>	<b>48.2%</b>	<b>2.3x</b>	

# Industry Ventures (“IV”) Introduction



## Established Team

- Led by 7 senior investment professionals with over 100 years of combined industry experience
- 20 investment professionals and 13 finance / operations professionals
- Headquartered in San Francisco, the most active VC ecosystem, with 2 additional offices



## Complementary Platform

- Multi-strategy platform provides access to the complete lifecycle of VC-backed businesses
- Cross-strategy information sharing provides unique sourcing advantages
- Deep collaboration with entrepreneurs and VCs over entire fund lifecycle



## Hybrid Fund of Funds

- Partnership Holdings strategy provides access to early-stage venture assets with high multiple potential, downside protection, and a shortened J-curve
- Diversified portfolio of early-stage investments supplemented with concentrated exposure to breakout companies

2000

Year Founded

\$4B+

Firm AUM<sup>(5)</sup>

300+

Direct  
Investments

375+

Fund  
Investments

## Hybrid Fund of Funds (Partnership Holdings) Overview

\$860M

Committed  
across 5 funds

28%<sup>(3)</sup>

Gross IRR  
(25% Net IRR<sup>1</sup>)

59%<sup>(2)</sup>

Net DPI

4.6x<sup>(3,4)</sup>

Gross Realized ROC  
(2.4x Net Multiple<sup>1</sup>)

\$400M

Partnership Holdings VI  
Target

All figures are unaudited and estimated as of 3/31/2021. **Past performance is not indicative of future results.**

1. As of 3/31/2021, net of fees, expenses and carried interest paid to the general partner entity of each respective fund.

2. DPI is on an aggregate basis including all current and prior Industry Ventures funds

3. Gross figures calculated without deduction of Industry Ventures' management fees, expenses and carried interest. An investment in Industry Ventures' funds will be subject to Industry Ventures' management fees, expenses and carried interest. Please refer to "Track Record" in the appendix for Industry Ventures fund level net performance.

4. Realized investments are those where >50% of the cost of an investment has been realized

5. Firm AUM reflective of inception to date committed capital.

Please see detailed track record information and a full list of funds for each strategy in the Appendix.

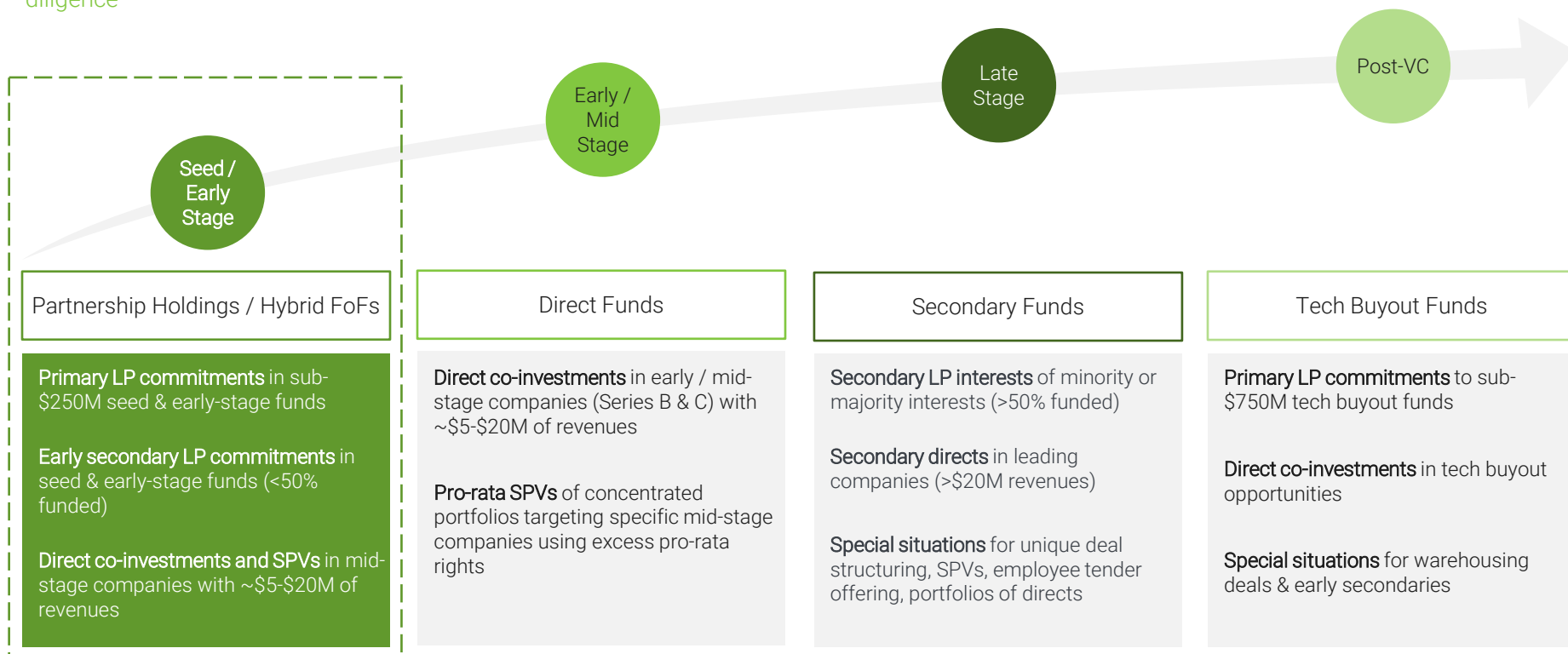
# Complete Platform Across the Venture Ecosystem

*Expertise and knowledge drives information asymmetry*

Fund strategies allow investors to access early, mid, late and post-VC market segments; Portfolios have complementary risk, reward and liquidity profiles

Platform approach allows Industry Ventures to be a partner to VC fund managers and entrepreneurs from inception to end of fund life and provides investment exposure from pre-seed to pre-IPO companies

With intel on 300+ direct and 5,000+ indirect companies, cross-strategy information sharing drives proprietary deal flow, access, and enhanced due diligence





# Investment Team

## DEEP SENIOR TEAM WITH COMPLEMENTARY ENTREPRENEURIAL AND INVESTING EXPERIENCE



**HANS SWILDENS**  
Founder & CEO (20 | 24)  
Columbia MBA | UCSB  
All Funds



**JUSTIN BURDEN**  
Sr. Managing Director (17 | 21)  
LSE MSC | UC Berkeley  
Secondary Funds



**ROLAND REYNOLDS**  
Sr. Managing Director (11 | 20)  
Harvard MBA | Princeton  
Direct Funds/Hybrid FoFs



**AMIR MALAYERI**  
Managing Director (5 | 9)  
Harvard MBA | Stanford  
Secondary Funds



**JONATHAN ROOSEVELT**  
Managing Director (4 | 8)  
Harvard MBA | Harvard  
Direct Funds/Hybrid FoFs



**LINDSAY SHARMA**  
Managing Director (6 | 13)  
Harvard MBA | Indiana University  
Tech Buyout



**IRA SIMKHOVITCH**  
Managing Director (7 | 12)  
Columbia MBA | MIT  
Secondary Funds



**BRIAN LANGNER**  
Principal (7 | 9)  
Berkeley-Haas MBA | UCSB  
Direct Funds/Hybrid FoFs



**JUSTINE HUANG**  
Vice President (2 | 6)  
Wharton MBA | UC Berkeley  
Secondary Funds



**KEMPER AHL**  
Vice President, Head of  
Business Development (4 | 7)  
Davidson College  
Secondary Funds/Tech Buyout



**FANNI FAN**  
Vice President (4 | 6)  
MIT MSC  
Direct Funds/Hybrid FoFs



**DAVID CHIANG**  
Senior Associate (3 | 4)  
Dartmouth College



**NICK LASZLO**  
Senior Associate (2 | 4)  
Indiana University



**EDDIE MEYERCORD**  
Associate (1 | 3)  
Vanderbilt University



**DOMINIQUE YADEGAR**  
Associate (1 | 2)  
Chapman University



**STEPHEN CASILLAS**  
Associate (1 | 2)  
Indiana University



**THERESA STARNES**  
Associate (1 | 2)  
Cornell University



**JADY WEI**  
Associate (1 | 2)  
Cornell University



**HANNIBAL GEORGE**  
Business Development  
Analyst (1 | 1)  
Denison University



**WADE COBB**  
Business Development  
Analyst (1 | 2)  
Providence College

# Finance and Operations Team



**ROBERT MAY**  
Managing Director, COO & CCO  
(10 | 21)  
San Jose State University



**PAT HANSON**  
Chief Administrative Officer  
(1 | 18)  
College of the Holy Cross



**AARON HINZ**  
Chief Financial Officer  
(6 | 10)  
UC Santa Cruz



**ALEX ADAM**  
Principal, Head of  
Investor Relations (5 | 12)  
Babson MBA | Boston University



**CHRIS HIPPLE**  
Controller (5 | 11)  
Santa Clara University



**JAY FOSTER**  
Fund Accounting Manager (1 | 6)  
UCLA



**TINA GORGIZIAN**  
Accounting Manager (2 | 7)  
Golden Gate University MSC |  
Sonoma State University



**ALYSSA WALKER**  
Sr. Associate, Investor  
Relations & Compliance (3 | 4)  
University of Oregon



**ALANNA DICOLA**  
Sr. Associate,  
Investor Relations (2 | 11)  
University of Colorado



**KAREN STEIN**  
Office Manager (3)  
Sonoma State University



**ALASSANNE GOLDSMITH**  
Executive Assistant (7)  
Humboldt State



**SOPHIA RAYGOSA**  
Executive Assistant (2)  
San Francisco State University



**EMILY SIMS**  
Executive Assistant (1)  
UC Santa Barbara

## OUR SERVICE PROVIDERS



FIRST REPUBLIC BANK

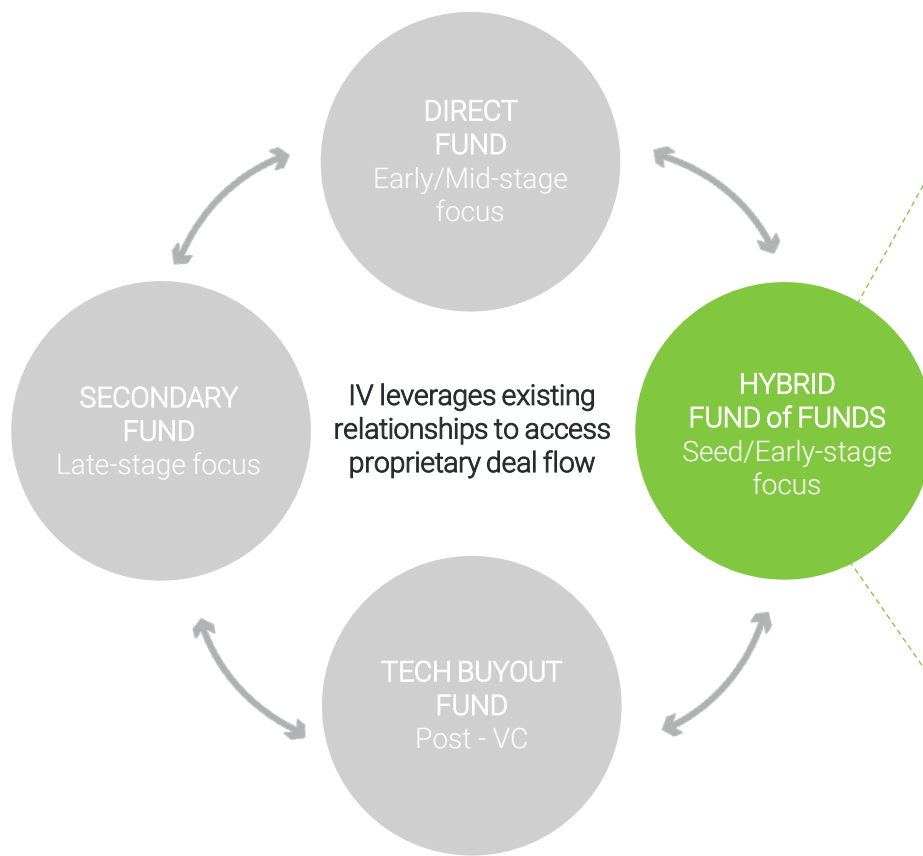


Cooley

Deloitte.

# Hybrid Fund of Funds Focuses on Early Stage Venture

## INDUSTRY VENTURES PLATFORM



## PARTNERSHIP HOLDINGS - HYBRID FUND OF FUNDS

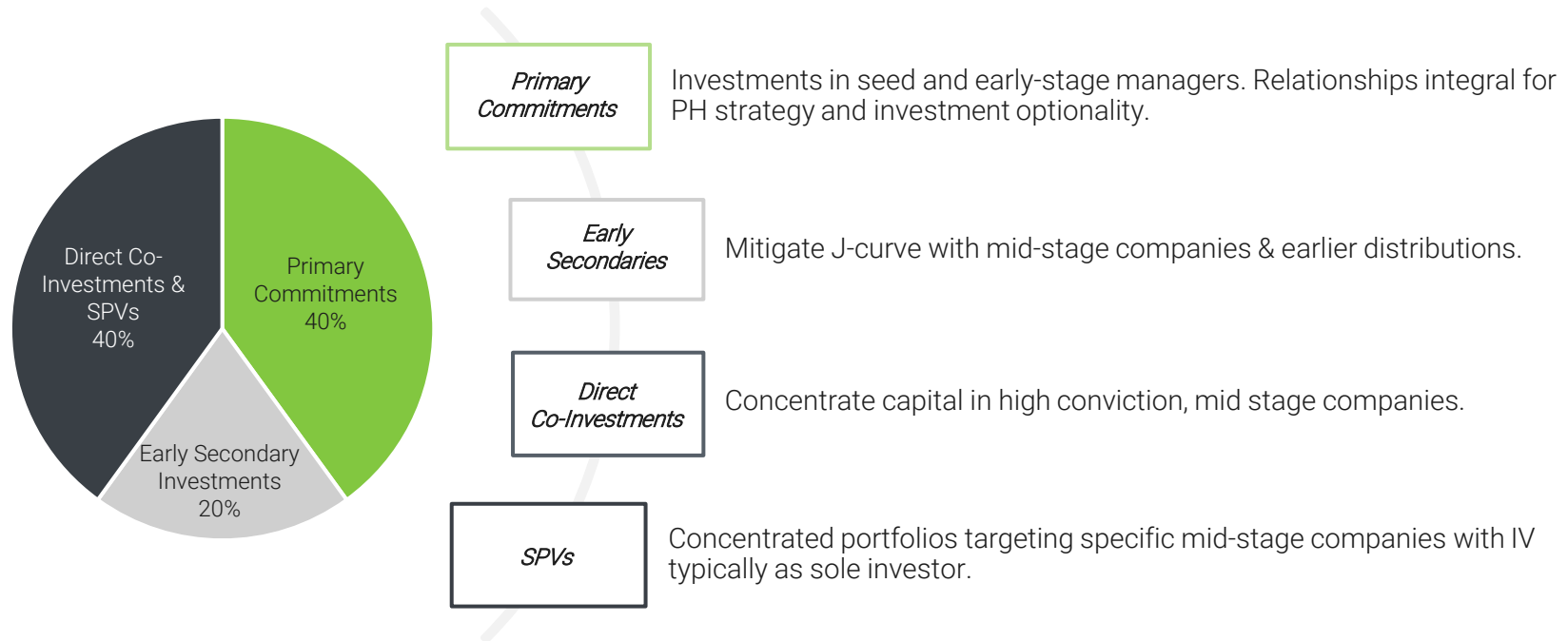
Diversified exposure to early-stage venture capital



- Highly complementary to other Industry Ventures strategies
- Enables deep collaboration with General Partners of smaller funds
- Limited Partners gain exposure to early-stage companies with mitigated risk

# Hybrid Fund of Funds Overview

Hybrid Fund of Funds strategy provides **high multiple potential** of early-stage venture while **shortening J-curve** and **accelerating time to liquidity**





# Hybrid Fund of Funds (Partnership Holdings) Track Record

Hybrid Fund of Funds' focus on **seed/early-stage companies** enable the funds to deliver **high multiple potential** of this asset class

Hybrid Fund of Funds have realized over \$460M and achieved a **4.6x gross realized MOIC** and a **31.0% gross realized IRR**

Fund (\$M)	Vintage	# of Inv.	Committed Capital	Invested Capital	Realized Value	Current NAV	Total Value	Gross Multiple	Gross IRR	Net Multiple <sup>(1)</sup>	Net DPI <sup>(1)</sup>	Net IRR <sup>(1)</sup>
Partnership Holdings I	2007	19	\$30.1	\$31.5	\$90.4	\$13.6	\$104.1	3.3x	20.3%	3.3x	283.9%	17.2%
Partnership Holdings II	2011	38	54.8	53.9	79.0	155.2	234.2	4.3x	28.3%	4.2x	128.0%	25.3%
Partnership Holdings II-A	2011	18	12.3	12.0	33.8	37.3	71.1	5.9x	34.3%	5.4x	253.8%	30.1%
Partnership Holdings III	2013	54	170.3	163.0	211.0	383.7	594.7	3.6x	31.9%	3.4x	111.6%	28.7%
Partnership Holdings III-A/III-B/III-C	2014/15	70	48.1	44.2	25.0	53.4	78.3	1.8x	17.3%	1.7x	52.3%	14.9%
Partnership Holdings IV	2016	78	209.5	163.0	19.4	318.6	338.0	2.1x	29.2%	1.9x	7.1%	25.6%
Partnership Holdings V	2019	85	335.3	198.0	4.0	327.4	331.5	1.7x	57.6%	1.6x	1.9%	53.4%
<b>Total Realized<sup>(3)</sup></b>				<b>\$165.3</b>	<b>\$433.3</b>	<b>\$335.0</b>	<b>\$768.3</b>	<b>4.6x</b>	<b>31.0%</b>			
<b>Total Unrealized</b>				<b>\$500.5</b>	<b>\$29.3</b>	<b>\$954.3</b>	<b>\$983.6</b>	<b>2.0x</b>	<b>24.1%</b>			
<b>Total<sup>(2)</sup></b>			<b>\$860.3</b>	<b>\$665.8</b>	<b>\$462.6</b>	<b>\$1,289.2</b>	<b>\$1,751.9</b>	<b>2.6x</b>	<b>28.3%</b>	<b>2.4x</b>	<b>59.2%</b>	<b>25.1%</b>

Note: Values are unaudited and estimated as of 3/31/2021.

1. Net Multiple and Net IRR calculations represent returns to investors after reducing for fees, expenses and carried interest; DPI is calculated as total distributions to Investors divided by total contributions (including fees) paid in. Management fees and carried interest differ from fund to fund.

2. Subtotals for Net Multiples and IRRs are estimated by allocating all management fees and expenses across individual investments based on each investment's proportional cost basis in its respective fund and by allocating carried interest across all of the individual investments in the applicable fund and based on each investment's proportional value (realized and unrealized) in its respective fund.

3. Realized investments are those where >50% of the cost of an investment has been realized

# Summary of Proposed Terms

## Industry Ventures Partnership Holdings VI, L.P.

Structure	Delaware Limited Partnership
Target Fund Size	\$400 million
GP Commitment	2% up to \$8 million
Term	10 years
Investment Period	4 years
Management Fee	1%
Carried Interest	5% primary; 10% early secondary/SPV; 20% direct co-investments
Preferred Return	6%
Target Allocation	40% primary commitments; 40% direct co-investment/SPVs; 20% early secondaries