

June 30, 2013

Cambridge Associates LLC  
U.S. Venture Capital Index® and Selected Benchmark Statistics



CAMBRIDGE ASSOCIATES LLC

Official Performance Benchmark of the



### Introducing the Cambridge Associates Modified Public Market Equivalent (mPME):

One of the most important questions investors ask themselves is: “Was our decision to allocate capital to private investments a good one? Was it worth taking on the illiquidity?” Answering this question requires investors to know how their program has performed against public markets. While Cambridge Associates has for years provided a variety of public indices to compare against our private indices, beginning this quarter we have added **public market equivalent (PME)** analyses to all of our benchmark reports.

Our proprietary PME calculation, the “CA Modified Public Market Equivalent” or “**mPME**”, 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.

While Cambridge Associates has been using mPME for research, manager due diligence and selected client analyses for some time, including mPME in our benchmark books marks the beginning of our efforts to make mPME analyses and tools more widely available to our clients and to fund managers that participate in our benchmarks.

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## U.S. Venture Capital: Fund Index Analysis





## U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

U.S. Venture Capital: Fund Index Summary: End-to-End 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	30-Year
Cambridge Associates LLC U.S Venture Capital Index® <sup>1</sup>	8.89	13.52	5.68	7.80	22.79	30.07	19.77	17.06
mPME Analysis <sup>2</sup>								
S&P 500 Index	20.60	18.46	7.96	7.63	5.31	7.90	9.21	9.84
Value-Add (bps)	-1,171	-495	-229	17	1,748	2,216	1,056	722
Russell 2000® Index	24.16	18.74	9.45	9.86	7.73	8.95	9.35	9.30
Value-Add (bps)	-1,526	-523	-378	-206	1,506	2,112	1,043	776
Russell 3000® Index	21.47	18.65	8.17	8.11	5.78	8.10	9.31	9.77
Value-Add (bps)	-1,257	-514	-249	-31	1,701	2,197	1,046	728

The Cambridge Associates LLC U.S. venture capital Index® is an end-to-end calculation based on data compiled from 1,439 U.S. venture capital funds (931 early stage, 160 late & expansion stage, 342 multi-stage and 6 venture debt funds), including fully liquidated partnerships, formed between 1981 and 2013.

<sup>1</sup> Pooled end-to-end 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.

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

## U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

### U.S. Venture Capital Fund Index Summary: End-to-End Pooled Return Net to Limited Partners

Index	1-Quarter	YTD	1-Year	3-Year	5-Year	10-Year	15-Year	20-Year	25-Year	30-Year
<b>Cambridge Associates LLC U.S. Venture Capital Index<sup>®1</sup></b>	<b>4.30</b>	<b>7.05</b>	<b>8.89</b>	<b>13.52</b>	<b>5.68</b>	<b>7.80</b>	<b>22.79</b>	<b>30.07</b>	<b>19.77</b>	<b>17.06</b>
U.S. Venture Capital - Early Stage Index <sup>1</sup>	3.51	6.08	8.62	14.31	5.36	6.87	77.14	43.27	25.59	20.40
U.S. Venture Capital - Late & Expansion Stage Index <sup>1</sup>	5.40	9.74	9.95	15.07	9.65	10.85	8.46	11.49	12.00	12.09
U.S. Venture Capital - Multi-Stage Index <sup>1</sup>	5.20	7.75	8.99	11.80	4.91	8.53	6.83	13.59	11.91	11.32
Barclays Government/Credit Bond Index	-2.51	-2.67	-0.62	3.88	5.29	4.43	5.55	5.88	6.96	7.81
Dow Jones Industrial Average Index	2.92	15.20	18.87	18.23	8.64	7.91	5.88	10.00	10.86	11.80
Dow Jones U.S. Small Cap Index	1.39	14.23	24.25	19.36	9.61	10.63	8.47	10.36	NA	NA
Dow Jones U.S. TopCap Index	2.80	13.97	21.04	18.65	7.13	7.73	4.49	8.65	NA	NA
Nasdaq Composite Index*	4.15	12.71	15.95	17.29	8.22	7.69	3.98	8.20	9.00	8.21
Russell 1000® Index	2.65	13.91	21.24	18.63	7.12	7.67	4.61	8.80	9.89	10.50
Russell 2000® Index	3.08	15.86	24.21	18.67	8.77	9.53	6.60	8.88	9.34	8.83
S&P 500 Index	2.91	13.82	20.60	18.45	7.01	7.30	4.24	8.66	9.75	10.52
Wilshire 5000 Total Market Index	2.76	13.97	21.10	18.44	7.18	7.95	4.77	8.74	9.73	10.24

The Cambridge Associates LLC U.S. Venture Capital Index<sup>®</sup> is an end-to-end calculation based on data compiled from 1,439 U.S. venture capital funds (931 early stage, 160 late & expansion stage, 342 multi-stage and 6 venture debt funds), including fully liquidated partnerships, formed between 1981 and 2013.

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

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

\*Capital change only.

# U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

## U.S. Venture Capital Fund Index Details: One Quarter End-to-End Pooled Return Net to Limited Partners

Quarter Ending	End to End Return	Quarter Ending	End to End Return	Quarter Ending	End to End Return	Quarter Ending	End to End Return	Quarter Ending	End to End Return
1981 Q1	0.00	1988 Q1	0.60	1995 Q1	6.94	2002 Q1	-8.33	2009 Q1	-2.56
1981 Q2	1.38	1988 Q2	1.96	1995 Q2	8.54	2002 Q2	-10.91	2009 Q2	0.24
1981 Q3	1.13	1988 Q3	0.01	1995 Q3	11.32	2002 Q3	-9.97	2009 Q3	1.99
1981 Q4	1.03	1988 Q4	1.01	1995 Q4	13.56	2002 Q4	-9.80	2009 Q4	3.44
1982 Q1	1.18	1989 Q1	0.82	1996 Q1	8.77	2003 Q1	-4.16	2010 Q1	0.67
1982 Q2	0.30	1989 Q2	2.07	1996 Q2	16.53	2003 Q2	0.47	2010 Q2	0.51
1982 Q3	1.02	1989 Q3	1.39	1996 Q3	4.69	2003 Q3	-1.46	2010 Q3	3.82
1982 Q4	2.73	1989 Q4	2.32	1996 Q4	6.49	2003 Q4	0.99	2010 Q4	8.30
1983 Q1	3.32	1990 Q1	0.70	1997 Q1	-0.15	2004 Q1	1.54	2011 Q1	5.02
1983 Q2	8.86	1990 Q2	2.20	1997 Q2	14.30	2004 Q2	0.02	2011 Q2	7.01
1983 Q3	-1.05	1990 Q3	-3.06	1997 Q3	14.24	2004 Q3	6.77	2011 Q3	-0.86
1983 Q4	6.09	1990 Q4	1.78	1997 Q4	2.94	2004 Q4	6.12	2011 Q4	1.57
1984 Q1	-0.53	1991 Q1	4.51	1998 Q1	10.09	2005 Q1	-2.08	2012 Q1	4.66
1984 Q2	-0.58	1991 Q2	1.56	1998 Q2	5.33	2005 Q2	2.29	2012 Q2	0.55
1984 Q3	-0.44	1991 Q3	6.18	1998 Q3	-1.99	2005 Q3	4.26	2012 Q3	0.61
1984 Q4	0.43	1991 Q4	7.24	1998 Q4	15.08	2005 Q4	2.31	2012 Q4	1.15
1985 Q1	1.53	1992 Q1	4.31	1999 Q1	19.37	2006 Q1	4.51	2013 Q1	2.52
1985 Q2	-2.00	1992 Q2	-1.23	1999 Q2	38.62	2006 Q2	0.32	2013 Q2	4.30
1985 Q3	-0.18	1992 Q3	2.57	1999 Q3	28.99	2006 Q3	2.22		
1985 Q4	2.65	1992 Q4	7.22	1999 Q4	84.06	2006 Q4	9.56		
1986 Q1	-0.01	1993 Q1	1.90	2000 Q1	29.43	2007 Q1	2.18		
1986 Q2	1.59	1993 Q2	4.88	2000 Q2	3.68	2007 Q2	6.30		
1986 Q3	0.29	1993 Q3	6.79	2000 Q3	10.72	2007 Q3	2.67		
1986 Q4	5.15	1993 Q4	4.46	2000 Q4	-19.85	2007 Q4	3.40		
1987 Q1	5.13	1994 Q1	4.12	2001 Q1	-14.98	2008 Q1	-1.74		
1987 Q2	2.20	1994 Q2	0.74	2001 Q2	-7.22	2008 Q2	0.17		
1987 Q3	1.96	1994 Q3	7.16	2001 Q3	-17.20	2008 Q3	-2.77		
1987 Q4	-2.93	1994 Q4	4.25	2001 Q4	-7.78	2008 Q4	-12.44		

The Cambridge Associates LLC U.S. Venture Capital Index® is an end-to-end calculation based on data compiled from 1,439 U.S. venture capital funds, including fully liquidated partnerships, formed between 1981 and 2013. Pooled end-to-end return, net of fees, expenses, and carried interest. Historic quarterly returns are updated in each year-end report to adjust for changes in the index sample.

## U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

### U.S. Venture Capital Fund Index Details: End-to-End Pooled Return Net to Limited Partners

Multi-Year Returns			
Years	End to End Return (%)	Years	End to End Return (%)
1 Year	8.89	21 Years	27.66
2 Years	7.38	22 Years	26.04
3 Years	13.52	23 Years	23.07
4 Years	11.74	24 Years	21.27
5 Years	5.68	25 Years	19.77
6 Years	5.49	26 Years	18.54
7 Years	7.42	27 Years	18.30
8 Years	7.87	28 Years	17.77
9 Years	8.38	29 Years	17.27
10 Years	7.80	30 Years	17.06
11 Years	5.61		
12 Years	2.41		
13 Years	0.19		
14 Years	11.85		
15 Years	22.79		
16 Years	26.69		
17 Years	26.68		
18 Years	35.79		
19 Years	34.03		
20 Years	30.07		

One Year Rolling Returns			
One Year Ended	End to End Return (%)	One Year Ended	End to End Return (%)
6/30/2013	8.89	6/30/1993	17.51
6/30/2012	5.96	6/30/1992	17.40
6/30/2011	26.47	6/30/1991	4.74
6/30/2010	6.60	6/30/1990	6.77
6/30/2009	-16.73	6/30/1989	4.13
6/30/2008	4.45	6/30/1988	1.58
6/30/2007	21.77	6/30/1987	13.61
6/30/2006	11.75	6/30/1986	4.18
6/30/2005	13.53	6/30/1985	-0.78
6/30/2004	1.14	6/30/1984	3.12
6/30/2003	-21.20		
6/30/2002	-37.45		
6/30/2001	-29.02		
6/30/2000	238.02		
6/30/1999	84.92		
6/30/1998	37.31		
6/30/1997	26.67		
6/30/1996	59.46		
6/30/1995	29.53		
6/30/1994	17.30		

The Cambridge Associates LLC U.S. Venture Capital Index® is an end-to-end calculation based on data compiled from 1,439 U.S. venture capital funds, including fully liquidated partnerships, formed between 1981 and 2013. Pooled end-to-end return, net of fees, expenses, and carried interest.





## U.S. Venture Capital: Fund Since Inception Analysis



## U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

U.S. 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	S&P 500 Index		Russell 2000® Index		CA Benchmark	S&P 500 Index	Russell 2000® Index	CA Benchmark	S&P 500 Index	Russell 2000® Index
		IRR	mPME IRR	Value-Add	mPME IRR	Value-Add	TVPI	mPME TVPI	mPME TVPI	DPI	mPME DPI	mPME DPI
1981	9	8.47	17.66	-918	13.32	-485	1.76	2.91	2.20	1.76	2.91	2.20
1982	11	7.38	17.25	-987	11.73	-435	1.79	3.22	2.24	1.79	3.22	2.24
1983	28	10.23	16.12	-589	10.47	-24	2.01	2.85	2.01	2.01	2.85	2.01
1984	32	8.65	15.46	-681	10.22	-157	1.77	2.53	1.88	1.77	2.53	1.88
1985	26	12.91	14.40	-148	9.98	293	2.69	2.53	1.93	2.69	2.53	1.93
1986	30	14.52	14.68	-16	11.69	283	2.90	2.85	2.29	2.89	2.84	2.29
1987	34	18.26	13.61	466	12.02	625	2.72	1.93	1.77	2.72	1.93	1.77
1988	26	18.89	15.20	369	13.66	524	2.49	2.02	1.85	2.41	1.98	1.81
1989	37	19.16	16.65	251	14.34	483	2.59	2.28	1.97	2.59	2.28	1.97
1990	17	33.11	15.81	1,730	15.48	1,763	3.15	1.71	1.65	3.15	1.71	1.65
1991	17	27.89	18.76	913	15.04	1,285	3.17	2.11	1.80	3.17	2.11	1.80
1992	22	32.59	20.45	1,214	14.17	1,842	3.09	1.94	1.58	3.08	1.94	1.58
1993	36	46.71	23.27	2,344	14.33	3,238	4.13	1.89	1.49	4.12	1.89	1.49
1994	42	59.26	22.03	3,723	12.64	4,661	5.40	1.79	1.43	5.39	1.78	1.43
1995	35	88.46	19.33	6,913	10.10	7,836	6.07	1.55	1.31	6.07	1.55	1.31
1996	42	100.73	12.09	8,863	8.25	9,248	4.91	1.36	1.30	4.89	1.33	1.27
1997	71	91.80	5.71	8,609	7.28	8,452	3.11	1.18	1.27	3.08	1.16	1.24
1998	81	11.94	1.29	1,065	7.40	454	1.49	1.06	1.40	1.42	1.01	1.32
1999	113	-0.75	1.46	-221	6.60	-735	0.95	1.09	1.45	0.83	0.95	1.26
2000	154	0.32	4.22	-390	7.41	-709	1.02	1.29	1.55	0.75	0.92	1.10
2001	54	2.34	5.64	-330	7.84	-551	1.13	1.35	1.51	0.76	0.86	0.96
2002	33	0.02	5.76	-574	7.41	-738	1.00	1.33	1.44	0.64	0.75	0.80
2003	37	7.71	5.60	212	6.49	123	1.46	1.32	1.38	0.75	0.69	0.71
2004	67	8.09	5.54	255	6.33	175	1.46	1.30	1.35	0.72	0.62	0.63
2005	63	5.53	6.96	-143	7.96	-243	1.25	1.33	1.39	0.35	0.36	0.37
2006	80	7.17	7.82	-65	8.93	-177	1.31	1.34	1.40	0.35	0.34	0.35
2007	63	12.28	10.13	215	11.37	91	1.43	1.35	1.40	0.34	0.30	0.31
2008	58	13.75	14.51	-76	15.42	-168	1.35	1.38	1.40	0.21	0.21	0.22
2009	20	15.68	15.46	22	15.99	-31	1.34	1.33	1.35	0.16	0.15	0.15
2010	37	14.73	15.71	-98	15.67	-93	1.24	1.25	1.25	0.07	0.06	0.06
2011	30	4.52	18.31	-1,379	20.29	-1,577	1.04	1.17	1.19	0.03	0.04	0.04

Notes: Based on data compiled from 1,405 U.S. venture capital funds, including fully liquidated partnerships, formed between 1981 and 2011. Internal rates of returns are net of fees, expenses and carried interest. Vintage year funds formed since 2010 are too young to have produced meaningful returns. Analysis and comparison of partnership returns to benchmark statistics may be irrelevant. Benchmarks with NA (not applicable) 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.

# U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

U.S. 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	Russell 3000® Index		CA Benchmark	Russell 3000® Index	CA Benchmark	Russell 3000® Index
		IRR	mPME IRR	Value-Add	TVPI	mPME TVPI	DPI	mPME DPI
1981	9	8.47	16.77	-830	1.76	2.76	1.76	2.76
1982	11	7.38	16.33	-894	1.79	3.04	1.79	3.04
1983	28	10.23	15.22	-499	2.01	2.71	2.01	2.71
1984	32	8.65	14.72	-607	1.77	2.43	1.77	2.43
1985	26	12.91	13.76	-85	2.69	2.44	2.69	2.44
1986	30	14.52	14.32	20	2.90	2.77	2.89	2.77
1987	34	18.26	13.57	469	2.72	1.92	2.72	1.92
1988	26	18.89	15.11	378	2.49	2.00	2.41	1.97
1989	37	19.16	16.37	279	2.59	2.23	2.59	2.23
1990	17	33.11	15.80	1,731	3.15	1.70	3.15	1.70
1991	17	27.89	18.13	976	3.17	2.05	3.17	2.05
1992	22	32.59	19.43	1,315	3.09	1.88	3.08	1.88
1993	36	46.71	21.94	2,478	4.13	1.82	4.12	1.82
1994	42	59.26	20.68	3,858	5.40	1.74	5.39	1.73
1995	35	88.46	18.04	7,042	6.07	1.52	6.07	1.52
1996	42	100.73	11.70	8,903	4.91	1.35	4.89	1.33
1997	71	91.80	6.19	8,561	3.11	1.19	3.08	1.17
1998	81	11.94	2.19	975	1.49	1.11	1.42	1.05
1999	113	-0.75	2.19	-295	0.95	1.14	0.83	0.99
2000	154	0.32	4.79	-447	1.02	1.34	0.75	0.95
2001	54	2.34	6.16	-382	1.13	1.39	0.76	0.88
2002	33	0.02	6.20	-618	1.00	1.36	0.64	0.76
2003	37	7.71	5.93	179	1.46	1.34	0.75	0.70
2004	67	8.09	5.82	227	1.46	1.32	0.72	0.62
2005	63	5.53	7.25	-172	1.25	1.35	0.35	0.36
2006	80	7.17	8.12	-95	1.31	1.36	0.35	0.34
2007	63	12.28	10.44	184	1.43	1.36	0.34	0.31
2008	58	13.75	14.78	-103	1.35	1.39	0.21	0.21
2009	20	15.68	15.62	6	1.34	1.34	0.16	0.15
2010	37	14.73	15.74	-101	1.24	1.25	0.07	0.06
2011	30	4.52	18.66	-1,414	1.04	1.18	0.03	0.04

Notes: Based on data compiled from 1,405 U.S. venture capital funds, including fully liquidated partnerships, formed between 1986 and 2011. Internal rates of returns are net of fees, expenses and carried interest. Vintage year funds formed since 2010 are too young to have produced meaningful returns. Analysis and comparison of partnership returns to benchmark statistics may be irrelevant. Benchmarks with NA (not applicable) 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.

## U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

### U.S. Venture Capital: Since Inception IRR & 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
1981	8.47	9.01	7.87	9.03	13.24	5.94	5.59	1.76	0.00	1.76	9
1982	7.38	7.20	7.90	7.36	9.11	4.87	3.29	1.79	0.00	1.79	11
1983	10.23	9.55	8.72	10.09	12.46	7.10	5.73	2.01	0.00	2.01	28
1984	8.65	7.76	6.27	8.11	12.92	3.78	8.82	1.77	0.00	1.77	32
1985	12.91	11.70	12.86	12.88	17.35	5.49	8.21	2.69	0.00	2.69	26
1986	14.52	8.82	9.43	9.11	12.90	5.27	5.13	2.89	0.01	2.90	30
1987	18.26	14.53	15.65	15.82	22.18	8.70	10.64	2.72	0.00	2.72	34
1988	18.89	14.31	11.87	14.71	21.65	6.59	13.77	2.41	0.08	2.49	26
1989	19.16	17.05	13.31	18.88	28.80	7.75	14.46	2.59	0.00	2.59	37
1990	33.11	24.07	21.54	26.28	31.19	14.28	19.60	3.15	0.00	3.15	17
1991	27.89	24.02	18.56	25.64	27.86	11.64	20.33	3.17	0.00	3.17	17
1992	32.59	28.21	19.65	37.25	35.86	10.85	30.52	3.08	0.00	3.09	22
1993	46.71	30.44	18.83	41.09	46.49	12.24	31.10	4.12	0.00	4.13	36
1994	59.26	34.24	26.45	44.87	46.45	6.78	47.15	5.39	0.01	5.40	42
1995	88.46	56.57	41.65	77.41	80.62	21.54	58.46	6.07	0.00	6.07	35
1996	100.73	60.42	37.05	87.55	81.49	7.20	78.04	4.89	0.02	4.91	42
1997	91.80	53.69	9.64	73.71	63.34	-2.52	102.11	3.08	0.03	3.11	71
1998	11.94	16.81	-0.46	15.75	15.19	-6.15	71.48	1.42	0.06	1.49	81
1999	-0.75	-3.18	-3.02	-1.14	3.23	-12.06	17.79	0.83	0.13	0.95	113
2000	0.32	-2.75	-2.08	-0.38	3.86	-7.59	12.18	0.75	0.27	1.02	154
2001	2.34	-0.99	-0.13	2.78	5.97	-5.42	18.88	0.76	0.38	1.13	54
2002	0.02	0.85	-0.35	2.20	7.64	-4.90	8.77	0.64	0.36	1.00	33
2003	7.71	-0.36	1.60	5.49	7.47	-4.34	21.36	0.75	0.71	1.46	37
2004	8.09	2.55	1.71	8.63	7.89	-6.68	20.62	0.72	0.74	1.46	67
2005	5.53	1.89	3.87	5.80	9.59	-2.33	18.73	0.35	0.90	1.25	63
2006	7.17	4.06	4.92	5.55	10.59	-3.90	9.62	0.35	0.96	1.31	80
2007	12.28	11.64	10.47	13.61	19.35	3.90	17.19	0.34	1.09	1.43	63
2008	13.75	10.88	11.04	12.77	19.01	1.81	14.27	0.21	1.14	1.35	58
2009	15.68	8.18	8.60	11.58	17.29	3.92	15.26	0.16	1.18	1.34	20
2010	14.73	11.62	8.64	14.06	21.79	-3.37	22.81	0.07	1.17	1.24	37
2011	4.52	-5.99	-11.77	-3.29	8.87	-21.59	21.82	0.03	1.01	1.04	30

Notes: Based on data compiled from 1,405 U.S. venture capital funds, including fully liquidated partnerships, formed between 1981 and 2011. Internal rates of return are net of fees, expenses and carried interest. Vintage year funds formed since 2010 are too young to have produced meaningful returns. Analysis and comparison of partnership returns to benchmark statistics may be irrelevant.

## U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

### U.S. 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
1981	1.76	1.86	1.90	2.02	1.55	9
1982	1.79	1.94	1.74	2.20	1.54	11
1983	2.01	1.99	1.85	2.30	1.54	28
1984	1.77	1.70	1.71	2.04	1.27	32
1985	2.69	2.62	2.38	3.04	1.45	26
1986	2.90	1.83	1.87	2.07	1.46	30
1987	2.72	2.55	2.28	3.19	1.72	34
1988	2.49	2.14	2.12	2.52	1.47	26
1989	2.59	2.44	2.09	2.99	1.52	37
1990	3.15	2.72	2.44	2.80	1.60	17
1991	3.17	3.19	2.36	3.52	1.62	17
1992	3.09	3.49	2.22	3.18	1.55	22
1993	4.13	3.57	2.30	3.53	1.57	36
1994	5.40	3.78	2.16	4.43	1.34	42
1995	6.07	5.17	2.68	4.33	1.87	35
1996	4.91	4.44	2.18	4.61	1.27	42
1997	3.11	2.57	1.42	2.45	0.88	71
1998	1.49	1.56	0.99	1.58	0.63	81
1999	0.95	0.93	0.83	1.31	0.42	113
2000	1.02	0.98	0.88	1.27	0.61	154
2001	1.13	1.16	0.99	1.40	0.76	54
2002	1.00	1.12	0.98	1.46	0.79	33
2003	1.46	1.33	1.08	1.47	0.74	37
2004	1.46	1.48	1.11	1.44	0.73	67
2005	1.25	1.29	1.15	1.49	0.90	63
2006	1.31	1.23	1.20	1.50	0.86	80
2007	1.43	1.49	1.34	1.73	1.11	63
2008	1.35	1.34	1.26	1.53	1.05	58
2009	1.34	1.21	1.16	1.34	1.05	20
2010	1.24	1.21	1.13	1.35	0.95	37
2011	1.04	0.97	0.92	1.09	0.84	30

Notes: Based on data compiled from 1,405 U.S. venture capital funds, including fully liquidated partnerships, formed between 1981 and 2011. Internal rates of return are net of fees, expenses and carried interest. Vintage year funds formed since 2010 are too young to have produced meaningful returns. Analysis and comparison of partnership returns to benchmark statistics may be irrelevant. Benchmarks with NA (not applicable) have an insufficient number of funds in the vintage year sample to produce a meaningful return.

## U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

### U.S. 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
1981	1.76	1.86	1.90	2.02	1.55	9
1982	1.79	1.94	1.74	2.20	1.54	11
1983	2.01	1.99	1.85	2.30	1.54	28
1984	1.77	1.70	1.71	2.04	1.27	32
1985	2.69	2.62	2.38	3.04	1.45	26
1986	2.89	1.83	1.87	2.07	1.46	30
1987	2.72	2.55	2.28	3.19	1.72	34
1988	2.41	2.11	2.08	2.52	1.43	26
1989	2.59	2.44	2.09	2.99	1.52	37
1990	3.15	2.72	2.44	2.80	1.60	17
1991	3.17	3.19	2.36	3.52	1.62	17
1992	3.08	3.48	2.22	3.18	1.55	22
1993	4.12	3.56	2.30	3.53	1.51	36
1994	5.39	3.76	2.13	4.43	1.32	42
1995	6.07	5.16	2.68	4.33	1.87	35
1996	4.89	4.41	2.15	4.58	1.27	42
1997	3.08	2.54	1.35	2.40	0.87	71
1998	1.42	1.49	0.95	1.52	0.62	81
1999	0.83	0.81	0.66	1.17	0.31	113
2000	0.75	0.70	0.64	1.01	0.39	154
2001	0.76	0.81	0.69	1.00	0.42	54
2002	0.64	0.68	0.56	1.02	0.33	33
2003	0.75	0.63	0.47	0.69	0.18	37
2004	0.72	0.76	0.35	0.75	0.14	67
2005	0.35	0.39	0.28	0.44	0.14	63
2006	0.35	0.30	0.26	0.50	0.11	80
2007	0.34	0.36	0.26	0.43	0.06	63
2008	0.21	0.25	0.16	0.34	0.01	58
2009	0.16	0.15	0.03	0.08	0.00	20
2010	0.07	0.07	0.00	0.10	0.00	37
2011	0.03	0.02	0.00	0.00	0.00	30

Notes: Based on data compiled from 1,405 U.S. venture capital funds, including fully liquidated partnerships, formed between 1981 and 2011. Internal rates of return are net of fees, expenses and carried interest. Vintage year funds formed since 2010 are too young to have produced meaningful returns. Analysis and comparison of partnership returns to benchmark statistics may be irrelevant. Benchmarks with NA (not applicable) have an insufficient number of funds in the vintage year sample to produce a meaningful return.

## U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

### U.S. Venture Capital: 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
1981	0.00	0.00	0.00	0.00	0.00	9
1982	0.00	0.00	0.00	0.00	0.00	11
1983	0.00	0.00	0.00	0.00	0.00	28
1984	0.00	0.00	0.00	0.00	0.00	32
1985	0.00	0.00	0.00	0.00	0.00	26
1986	0.01	0.00	0.00	0.00	0.00	30
1987	0.00	0.00	0.00	0.00	0.00	34
1988	0.08	0.04	0.00	0.00	0.00	26
1989	0.00	0.00	0.00	0.00	0.00	37
1990	0.00	0.00	0.00	0.00	0.00	17
1991	0.00	0.00	0.00	0.00	0.00	17
1992	0.00	0.01	0.00	0.00	0.00	22
1993	0.00	0.01	0.00	0.00	0.00	36
1994	0.01	0.01	0.00	0.00	0.00	42
1995	0.00	0.01	0.00	0.00	0.00	35
1996	0.02	0.03	0.00	0.04	0.00	42
1997	0.03	0.03	0.00	0.04	0.00	71
1998	0.06	0.07	0.02	0.11	0.00	81
1999	0.13	0.12	0.07	0.17	0.01	113
2000	0.27	0.27	0.20	0.31	0.09	154
2001	0.38	0.35	0.27	0.49	0.16	54
2002	0.36	0.44	0.33	0.66	0.16	33
2003	0.71	0.70	0.56	0.74	0.45	37
2004	0.74	0.73	0.64	0.88	0.44	67
2005	0.90	0.90	0.81	1.20	0.53	63
2006	0.96	0.93	0.90	1.09	0.65	80
2007	1.09	1.13	1.03	1.29	0.89	63
2008	1.14	1.08	1.08	1.25	0.85	58
2009	1.18	1.06	1.11	1.24	0.92	20
2010	1.17	1.14	1.07	1.23	0.92	37
2011	1.01	0.95	0.92	0.99	0.84	30

Notes: Based on data compiled from 1,405 U.S. venture capital funds, including fully liquidated partnerships, formed between 1981 and 2011. Internal rates of return are net of fees, expenses and carried interest. Vintage year funds formed since 2010 are too young to have produced meaningful returns. Analysis and comparison of partnership returns to benchmark statistics may be irrelevant. Benchmarks with NA (not applicable) have an insufficient number of funds in the vintage year sample to produce a meaningful return.

# U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

U.S. Venture Capital: Since Inception IRR Based on Fund Capitalization  
Net to Limited Partners (%)

Vintage Year	All Funds <sup>1</sup>		Capitalization ≤\$50mm		Capitalization >\$50mm≤\$150mm		Capitalization >\$150mm	
	Pooled Return	Number of Funds	Pooled Return	Number of Funds	Pooled Return	Number of Funds	Pooled Return	Number of Funds
1981	8.47	9	8.72	7	NA	2	NA	0
1982	7.38	11	7.17	8	NA	2	NA	1
1983	10.23	28	10.8	15	8.94	8	10.76	5
1984	8.65	32	8.25	19	10.51	10	4.91	3
1985	12.91	26	11.68	18	13.32	7	NA	1
1986	14.52	30	7.84	21	11.36	5	16.36	4
1987	18.26	34	13.66	17	19.62	11	19.95	6
1988	18.89	26	11.47	17	18.27	5	27.49	4
1989	19.16	37	14.65	22	24.38	9	18.94	6
1990	33.11	17	19.67	9	39.24	7	NA	1
1991	27.89	17	21.72	8	29.90	8	NA	1
1992	32.59	22	47.23	9	49.08	5	22.67	8
1993	46.71	36	14.90	16	57.22	15	43.32	5
1994	59.26	42	25.43	17	49.01	22	89.63	3
1995	88.46	35	42.42	9	103.29	24	NA	2
1996	100.73	42	48.15	9	105.35	18	101.49	15
1997	91.80	71	11.38	20	78.36	34	107.47	17
1998	11.94	81	107.31	15	8.06	34	12.01	32
1999	-0.75	113	1.85	13	-0.97	33	-0.77	67
2000	0.32	154	-1.51	21	-1.27	46	0.51	87
2001	2.34	54	2.13	16	1.86	10	2.38	28
2002	0.02	33	2.26	10	3.58	12	-1.21	11
2003	7.71	37	2.77	8	1.02	10	8.58	19
2004	8.09	67	3.14	11	21.05	12	7.05	44
2005	5.53	63	7.80	11	4.85	10	5.52	42
2006	7.17	80	4.70	10	4.43	27	7.59	43
2007	12.28	63	9.74	7	22.96	10	11.63	46
2008	13.75	58	13.68	12	10.47	10	13.89	36
2009	15.68	20	NA	2	0.50	4	16.53	14
2010	14.73	37	16.04	7	8.42	7	15.13	23
2011	4.52	30	12.64	3	-10.33	8	5.92	19

Notes: <sup>1</sup>Based on data compiled from 1,405 U.S. venture capital funds, including fully liquidated partnerships, formed between 1981 and 2011. Returns are net of fees, expenses and carried interest. To reflect fundraising environment, returns for vintage year 1981 through 1991 are represented by capitalization amounts of ≤\$50mm, >\$50mm and <\$100mm, and >\$100mm. Vintage year funds formed since 2010 are too young to have produced meaningful returns. Analysis and comparison of partnership returns to benchmark statistics may be irrelevant. Benchmarks with NA (not applicable) have an insufficient number of funds in the vintage year sample to produce a meaningful return.



# U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

U.S. Venture Capital: Since Inception IRR Based on Fund Initial Stage  
Net to Limited Partners (%)

Vintage Year	All Funds <sup>1</sup>		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
1981	8.47	9	10.74	6	NA	0	4.75	3
1982	7.38	11	7.67	10	NA	0	NA	1
1983	10.23	28	8.87	17	10.47	4	12.01	7
1984	8.65	32	8.42	21	NA	2	7.80	9
1985	12.91	26	13.65	18	NA	2	11.71	6
1986	14.52	30	9.25	21	NA	2	16.12	7
1987	18.26	34	17.34	20	20.90	6	17.14	8
1988	18.89	26	21.56	18	NA	1	14.52	7
1989	19.16	37	24.51	26	NA	2	15.58	9
1990	33.11	17	39.28	9	23.27	3	20.78	5
1991	27.89	17	29.61	13	NA	1	25.31	3
1992	32.59	22	36.78	15	20.20	3	25.71	4
1993	46.71	36	56.07	24	NA	2	19.82	10
1994	59.26	42	71.64	29	22.44	5	42.55	7
1995	88.46	35	102.19	24	33.82	3	17.51	8
1996	100.73	42	130.09	26	44.60	3	45.14	12
1997	91.80	71	117.22	54	106.40	6	6.73	11
1998	11.94	81	16.99	52	7.22	7	4.91	22
1999	-0.75	113	-5.84	70	3.89	20	6.32	22
2000	0.32	154	0.03	106	4.42	17	-0.52	30
2001	2.34	54	1.66	30	6.00	3	3.14	21
2002	0.02	33	-0.12	22	-0.09	6	-0.74	4
2003	7.71	37	8.21	27	8.70	3	2.81	7
2004	8.09	67	11.36	40	3.30	9	2.11	18
2005	5.53	63	3.93	42	22.48	7	3.61	14
2006	7.17	80	5.22	42	10.83	14	7.76	24
2007	12.28	63	13.58	34	11.14	6	11.46	22
2008	13.75	58	14.86	35	5.84	9	15.06	14
2009	15.68	20	19.48	12	NA	0	12.85	8
2010	14.73	37	15.57	22	10.62	6	15.88	9
2011	4.52	30	4.58	22	-6.47	4	9.11	4

Notes: <sup>1</sup>Based on data compiled from 1,405 U.S. venture capital funds, including fully liquidated partnerships, formed between 1981 and 2011. Excludes 6 Venture Debt stage funds. Returns are net of fees, expenses and carried interest. Vintage year funds formed since 2010 are too young to have produced meaningful returns. Analysis and comparison of partnership returns to benchmark statistics may be irrelevant. Benchmarks with NA (not applicable) have an insufficient number of funds in the vintage year sample to produce a meaningful return.

## U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

### U.S. Venture Capital: Since Inception IRR Based on Fund Industry Net to Limited Partners (%)

Vintage Year	All Funds <sup>1</sup>		Focused		Multi-Industry	
	Pooled Return	Number of Funds	Pooled Return	Number of Funds	Pooled Return	Number of Funds
1981	8.47	9	9.68	3	7.47	6
1982	7.38	11	6.98	6	8.31	5
1983	10.23	28	9.26	12	10.74	16
1984	8.65	32	10.86	14	7.02	18
1985	12.91	26	14.49	12	10.71	14
1986	14.52	30	9.55	14	16.36	16
1987	18.26	34	20.11	15	17.22	19
1988	18.89	26	21.86	17	15.24	9
1989	19.16	37	27.20	16	15.94	21
1990	33.11	17	37.26	9	20.07	8
1991	27.89	17	29.78	14	10.84	3
1992	32.59	22	38.49	15	18.39	7
1993	46.71	36	48.09	22	44.28	14
1994	59.26	42	63.63	32	40.08	10
1995	88.46	35	102.58	28	29.25	7
1996	100.73	42	97.42	35	126.25	7
1997	91.80	71	96.41	51	80.45	20
1998	11.94	81	15.69	68	-1.54	13
1999	-0.75	113	-0.91	95	0.61	18
2000	0.32	154	-0.07	134	3.69	20
2001	2.34	54	2.25	46	2.82	8
2002	0.02	33	-0.35	26	2.51	7
2003	7.71	37	8.29	34	-8.39	3
2004	8.09	67	9.07	59	2.08	8
2005	5.53	63	7.02	49	-1.18	14
2006	7.17	80	7.31	68	6.28	12
2007	12.28	63	14.64	48	6.86	15
2008	13.75	58	14.41	43	12.87	15
2009	15.68	20	17.75	14	13.14	6
2010	14.73	37	13.26	28	19.44	9
2011	4.52	30	5.64	21	0.53	9

Notes: <sup>1</sup>Based on data compiled from 1,405 U.S. venture capital funds, including fully liquidated partnerships, formed between 1981 and 2011. Returns are net of fees, expenses and carried interest. Vintage year funds formed since 2010 are too young to have produced meaningful returns. Analysis and comparison of partnership returns to benchmark statistics may be irrelevant. Benchmarks with NA (not applicable) have an insufficient number of funds in the vintage year sample to produce a meaningful return.

## U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

### U.S. Venture Capital: Since Inception IRR Based on Fund Region Net to Limited Partners (%)

Vintage Year	All Funds <sup>1</sup>		Focused		Multi-Region	
	Pooled Return	Number of Funds	Pooled Return	Number of Funds	Pooled Return	Number of Funds
1981	8.47	9	6.89	4	9.50	5
1982	7.38	11	8.37	4	6.80	7
1983	10.23	28	9.27	15	10.88	13
1984	8.65	32	9.48	15	7.97	17
1985	12.91	26	14.62	15	11.93	11
1986	14.52	30	9.23	13	15.35	17
1987	18.26	34	18.68	19	17.66	15
1988	18.89	26	16.85	12	20.90	14
1989	19.16	37	26.40	23	15.19	14
1990	33.11	17	27.76	9	35.91	8
1991	27.89	17	19.35	7	36.71	10
1992	32.59	22	52.43	9	18.87	13
1993	46.71	36	53.40	18	39.33	18
1994	59.26	42	78.40	25	28.47	17
1995	88.46	35	112.01	19	55.38	16
1996	100.73	42	161.38	18	34.78	24
1997	91.80	71	150.26	34	45.10	37
1998	11.94	81	23.98	41	3.90	40
1999	-0.75	113	0.78	58	-1.88	55
2000	0.32	154	-0.26	72	0.59	82
2001	2.34	54	1.93	20	2.57	34
2002	0.02	33	0.56	13	-0.15	20
2003	7.71	37	8.25	19	7.39	18
2004	8.09	67	7.23	27	8.51	40
2005	5.53	63	0.59	20	6.96	43
2006	7.17	80	4.66	34	8.28	46
2007	12.28	63	16.25	20	11.17	43
2008	13.75	58	17.53	21	12.47	37
2009	15.68	20	23.94	5	13.31	15
2010	14.73	37	18.08	19	11.23	18
2011	4.52	30	10.13	10	0.61	20

Notes: <sup>1</sup>Based on data compiled from 1,405 U.S. venture capital funds, including fully liquidated partnerships, formed between 1981 and 2011. Returns are net of fees, expenses and carried interest. Vintage year funds formed since 2010 are too young to have produced meaningful returns. Analysis and comparison of partnership returns to benchmark statistics may be irrelevant. Benchmarks with NA (not applicable) have an insufficient number of funds in the vintage year sample to produce a meaningful return.



## U.S. Venture Capital: Company Analysis



## U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

### U.S. Venture Capital: Since Inception IRR by Company Initial Investment Year By Industry

Pooled Gross IRR (%) of Companies Receiving Initial Investment In:															
Industry	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Chemical/Materials	5.76	12.79	-8.70	-26.16	-15.85	-19.34	1.10	-17.97	9.09	-5.24	23.44	-3.48	-2.59	74.69	176.85
Consumer/Retail	-7.10	7.35	0.90	-0.88	11.32	3.65	7.25	13.04	4.02	1.12	-3.96	14.30	-6.85	14.75	14.16
Electronics	57.22	185.94	1.20	-14.96	-3.65	0.21	-6.83	3.38	-2.75	-3.76	1.12	4.55	10.97	18.63	25.89
Energy	10.33	6.50	-2.47	5.31	-4.13	13.97	38.92	1.72	-2.71	-6.94	14.19	-9.54	-3.90	-3.60	16.52
Environmental	-100.00	NA	NA	NA	-19.18	21.59	-74.06	-43.92	-99.58	-52.36	-8.25	3.79	-9.88	11.19	32.63
Financial Services	16.95	36.04	5.61	11.92	21.73	18.79	15.58	24.91	11.72	16.73	0.96	14.28	15.21	24.50	30.34
Hardware/Systems	50.95	153.40	2.79	-7.43	12.01	-12.59	2.30	18.16	-0.86	-2.10	46.57	9.99	63.72	66.48	70.29
Health Care/Biotech *	7.37	17.53	13.46	2.12	8.85	7.14	13.94	7.29	10.00	5.12	9.62	10.77	24.81	24.76	24.60
Industrial	-99.89	16.32	10.91	-36.44	-100.00	NA	42.88	70.67	1.97	13.70	2.51	35.53	NA	-0.03	78.57
Information Technology *	277.40	266.75	26.25	-3.17	-1.76	7.65	15.00	15.18	25.65	16.49	18.61	29.49	45.55	40.19	19.04
Manufacturing	58.55	-14.11	8.45	-4.11	16.86	-13.65	20.75	-1.46	-10.96	14.88	4.22	6.17	21.14	-1.90	34.76
Media/Communications	-0.81	187.49	14.31	0.85	3.89	4.25	11.60	14.96	7.16	-4.38	3.83	21.52	33.37	32.47	24.10
Software/Services	120.48	103.46	-4.38	-5.57	1.62	17.50	10.29	25.31	6.28	12.10	12.30	23.31	50.90	37.85	31.78
Other/Fund of Funds	32.54	4.29	-18.55	-9.54	3.32	-7.08	22.85	6.46	5.30	3.66	5.91	2.63	34.76	12.33	9.50
All Companies	136.39	146.21	12.98	-2.90	3.70	8.97	11.12	13.39	12.44	7.57	11.95	17.20	33.28	30.54	24.45
Number of Companies	1,046	1,517	2,336	3,026	1,519	1,292	1,297	1,528	1,464	1,679	1,771	1,560	994	1,362	1,618

\* See following exhibit for industry subgroups.  
NA indicates inadequate number of companies in sample.

## U.S. Venture Capital Index and Selected Benchmark Statistics

Data as of  
June 30, 2013

U.S. Venture Capital: Since Inception IRR by Company Initial Investment Year  
By Health Care/Biotech and Information Technology Subgroups

Pooled Gross IRR (%) of Companies Receiving Initial Investment In:															
Subgroup	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Biotechnology/Biopharm/R&D	10.27	50.56	70.72	-3.74	9.08	5.89	21.31	3.80	13.63	6.08	12.70	9.92	30.09	33.66	25.83
Health Care Devices	7.10	3.69	7.94	6.70	2.87	-0.34	3.52	0.36	7.41	1.46	0.99	6.70	2.62	11.68	16.90
Health Care Services	2.96	9.72	6.86	9.37	14.45	13.86	19.88	21.99	14.09	10.78	13.23	13.78	23.39	16.04	21.56
Health Care Software/Systems	9.14	4.58	2.52	-0.76	1.71	-2.92	-13.94	18.32	10.40	-5.23	23.37	37.55	17.95	18.05	29.90
Pharmaceuticals	6.64	23.64	19.57	18.03	15.85	29.73	17.67	16.90	-1.16	9.10	9.42	9.43	41.27	20.07	35.09
Internet-eBusiness	143.19	104.89	-6.53	-2.24	4.48	25.11	28.62	40.48	18.83	13.83	14.41	26.72	40.06	39.13	25.46
Internet-eCommerce	682.30	243.47	22.63	9.10	16.03	5.19	38.94	21.66	48.22	31.05	27.93	42.58	55.51	40.66	15.67
Telecom Network/Systems	243.90	362.14	284.52	-8.64	-2.02	12.80	5.48	4.66	1.01	-5.83	14.57	19.99	19.87	27.81	11.55
Telecom Products	241.18	261.06	69.66	-10.05	-8.76	-12.23	9.55	-7.66	-6.95	-20.66	-6.81	-4.66	56.56	52.48	6.40
Telecom Services	138.95	104.28	-11.26	-3.01	3.83	7.80	10.09	4.68	-1.16	7.09	12.71	-14.15	-68.43	46.14	11.44

NA indicates inadequate number of companies in sample.

## Description of Performance Measurement Methodology

Cambridge Associates LLC (CA) has established a database to monitor investments made by venture capital and other alternative asset partnerships. On June 30, 2013, 1,439 U.S. venture capital funds from the years 1981 through 2013 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:

1. 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.
2. 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.
3. Vintage year is defined as the legal inception date as noted in a fund's financial statement.
4. CA uses both the internal rate of return and the end-to-end performance calculation in its benchmark reports:
  - a. The internal rate of return (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.
  - b. The end-to-end performance calculation is similar to the IRR, however it is measuring the return between two points in time. The calculation takes into account the beginning NAV as the initial investment. The subsequent quarterly cash flows and the ending NAV for the specified time period (i.e. one quarter, one year, etc.) are utilized in the same fashion as the IRR calculation. All returns greater than one year are annualized.
5. Additional Definitions:
  - a. **Pooled return** aggregates all cash flows and ending NAVs in a sample to calculate a dollar-weighted return.
  - b. **Arithmetic mean** averages the individual fund IRRs included in a vintage year.
  - c. **Median** is the middle fund IRR of the group of individual fund IRRs included in a vintage year.
  - d. **Equal-weighted pooled return** equally weights all cash flows and ending NAVs based on paid in capital to calculate a dollar-weighted return.
  - e. **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.
6. **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.

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Description of Performance Measurement Methodology (Continued)

7. **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.
8. 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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