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.
The LA Venture Capital landscape

There are at least 75 venture funds in Los Angeles County... and growing
The LA Venture Capital landscape

**Accelerators**
- AMPLIFY
- MuckerLab
- Make in LA
- LA Accelerator

**Crowdfunding platforms**
- crowdfunder
- start engine

**Incubators**
- LA CLEAN TECH INCUBATOR
- IMAX VR
- idealab
The LA Venture Capital landscape

There are 50+ seed venture capital funds in Los Angeles County…
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.
Hottest Industries in Los Angeles - 2016

- Consumer Web: 35 companies, $1.5bn
- B2B: 35 companies, $560m
- Fintech: 30 companies, $336m
- E-Commerce: 23 companies, $357m
- Adtech: 21 companies, $223m

Source: Built In LA 2016
Significant funding rounds in 2016

- **Snapchat**: $1.8bn Series F, ~$20bn valuation
- **Cylance**: $100m Series D, ~$1.1bn valuation
- **Grindr**: $93m Venture round, ~$155m valuation
- **Age of Learning**: $150m Venture round, ~$1bn valuation
- **The Trade Desk**: $180m Venture Round + later IPO, ~$1bn at IPO now worth $1.7bn
- **Thrive Market**: $121m Series B, ~$N/A valuation (guess $500m)
- **Survios**: $50m Series C, ~$N/A valuation (guess $250m)
- **Hyperloop One**: $130m Series B, ~$N/A valuation (guess $350m)
- **Nextar**: $80m Series B, ~$800m valuation
- **Scopely**: $55m Series B, ~$N/A valuation (guess $400m)
Significant exits in 2016

- **Dollar Shave Club**: $1bn
- **ReachLocal**: $156m
- **BLACKLINE**: IPO - $800m
- **The Trade Desk**: IPO - $1.9bn valuation
- **United Online**: $170m
- **TouchCommerce**: $215m
- **Snapchat**: IPO - $30bn valuation

...2017 is off to a good start

IPO pending
# What gets us excited (and what doesn’t)

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