

# **Invesco Private Capital Partners**

Venture Alpha Strategy

September 2021



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### Invesco Private Capital Partners Overview



### Legacy & Investment Strategy

- Invested more than \$4.6 billion across 900+ partnerships globally<sup>1</sup>
- Focus on early-stage venture in the U.S.
- Provide access to top tier venture capital partnerships layered with next generation managers
- Enhance potential return with direct investments

#### **Investment Team**

- Senior investment professionals working collaboratively together with an average of 20 years of industry experience <sup>2</sup>
- Autonomous yet supported by financial strength and institutional platform of a leading global investment management firm

### Track Record

- Successful track record with strong performance over many market cycles
- Historical top quartile venture performance on a net and gross basis per relevant Cambridge Associates and Pitchbook universes

#### Full Stack Venture Platform

- Primary commitments into top tier venture funds
- Purchasing secondary interests
- Direct and/or co-investments
- Seeding/anchoring new managers

<sup>&</sup>lt;sup>1</sup>As of 06/31/2021. <sup>2</sup>As of 01/8/2021

# Invesco Private Capital Partners

An experienced investment team

Investment Committee



Evan Jaysane-Darr, CFA

Managing Partner

- Joined Invesco in 2007
- Atlantic Trust
- BA, Washington & Lee University
- MBA, INSEAD

Investment Team



Tiffany Lee Vice President

- Horsley Bridge Partners, Wells Fargo
- BA, Wharton School of Business
- MBA, Booth School of Business (U of Chicago)

Investor Relations

Operational Due Diligence



Justin Yagerman

- Executive DirectorJP Morgan Asset Management
- · Senior equity research analyst
- BA, Cornell University



Theresa Boyd

Partner

- Joined Invesco in 2005
- Zyoxel Limited
- Royal Bank of Canada
- BC, McMaster University
- MBA, University of Oxford



Cindy Chong, CFA Senior Associate

Serior Associate

- Shoreline Investment Management Co.
- BA, University of California, Berkeley



**Mariam Waheed** 

Operational Due Diligence Officer

- Goldman Sachs, SimCorp USA
- BS, Virginia Tech
- MS, Columbia University



Kelvin Liu, CFA

Partner

- Joined Invesco in 2006
- TIF Ventures, National Science and Technology Board
- B.Eng., MS, National University of Singapore
- MBA, The Wharton School



Alan Weinfeld, CFA

Partner

- Joined Invesco in 2020
- Gatewood Capital Partners
- GoldPoint Partners
- Franklin Templeton Private Equity
- BA, Tulane University



Michelle Horn

Senior Associate

- Pricewaterhouse Coopers
- BA, University of Michigan



**Michael Pinto** 

Analyst

- Invesco Technology, Strategy, and Innovation
- BA, Ave Maria University

Supported by a robust middle and back-office

# Strong Historical Performance



		TVPI	IRR	QUARTILE
Invesco Venture Alpha FUND	GROSS	2.6x	51.1%	<b>1</b> st
VINTAGE '17	NET	2.3x	46.7%	1 <sup>st</sup>
Invesco US Venture Partnership FUND VI	GROSS	6.4x	36.2%	<b>1</b> st
VINTAGE '13	NET	5.2x	33.9%	1 <sup>st</sup>
Invesco US Venture Partnership FUND V	GROSS	2.7x	20.5%	<b>1</b> st
VINTAGE '08	NET	2.4x	18.2%	1 <sup>st</sup>
Invesco US Venture Partnership FUND IV	GROSS	2.3x	16.3%	1 <sup>st</sup>
VINTAGE '04	NET	2.0x	13.9%	1 <sup>st</sup>

Prior to E. Jaysane-Darr, K. Liu, A. Weinfeld, and T. Boyd joining, IPC raised two Global Venture fund-of-funds. The track record for these follow: Invesco Venture Partnership Fund III ('00)- Gross: 1.0x, (0.5%); Net: 0.9x, (1.8%); Invesco Venture Partnership Fund III ('99)- Gross-0.9x, (2.3%); Net-0.8x, (3.9%).

Performance is as of 3/31/2021 and Benchmark data for Funds is as of 3/31/2021. Please see "Notes" on page 30.

These benchmarks shown are for reference purposes only. The date used to determine each Fund's vintage year and starting date for performance calculations is the date of the first outside LP capital call (non-Invesco), respectively for each Fund. Fund V figures have been updated to reflect the terms of the secondary sale executed in 2020. Fund IV figures reflect the terms of the secondary transaction that was executed in 2018. Gross benchmarks: Cambridge Associates US Venture Capital Benchmark Statistics as of 3/31/2021 for each fund of fund's specified vintage year. 2,017 US venture funds reported. Net benchmarks: Cambridge Associates Fund of Funds Benchmark Statistics as of 3/31/2021 for each fund of fund's specified vintage year. 466 US fund-of-funds reported. Past performance of predecessor funds is not indicative of future results of the Invesco Venture Alpha Fund II.

# **Current Environment for Venture Capital**





### Fueling Innovation & Disruption

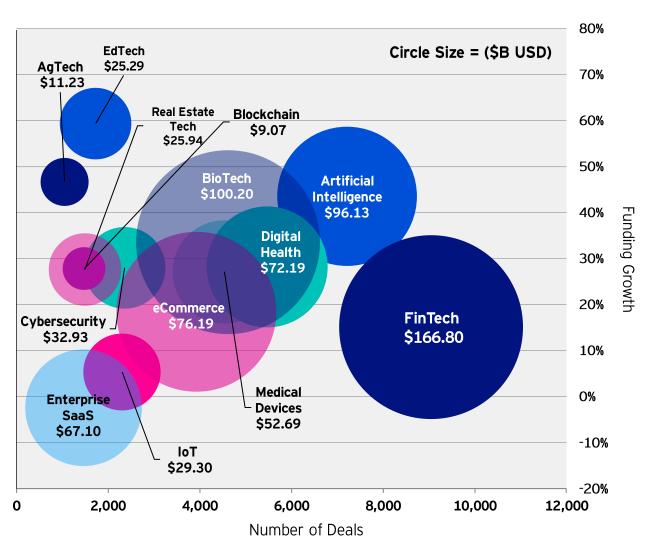


- "Software is eating the world": All industries are being transformed by the current technology revolution
- Developments in cloud computing, diminished startup costs and an ever-expanding market for online/mobile services have created a fertile environment for technological innovation
- What began as software enabling the internet and creating new industries and markets has evolved to include the widespread disruption of existing ones
- Industries previously seen as impossible to disintermediate due to capital intensity or regulation, are now seeing increased disruption
- Venture capital invests in and benefits from this extraordinary innovation

### Software Is Eating The World



- Technology innovation is driving most of the modern economy (8 of the top 10 most valuable companies in the world are technology companies)<sup>1</sup>
- Innovation is impacting our lives as well as every sector, within the global economy
- Industries previously seen as impossible to disrupt due to capital intensity or regulation, are now seeing increased disruption



Graph Source: CB Insights, Venture Funding by Industry, Global Venture Funding for time period 01/01/15 - 06/30/20.

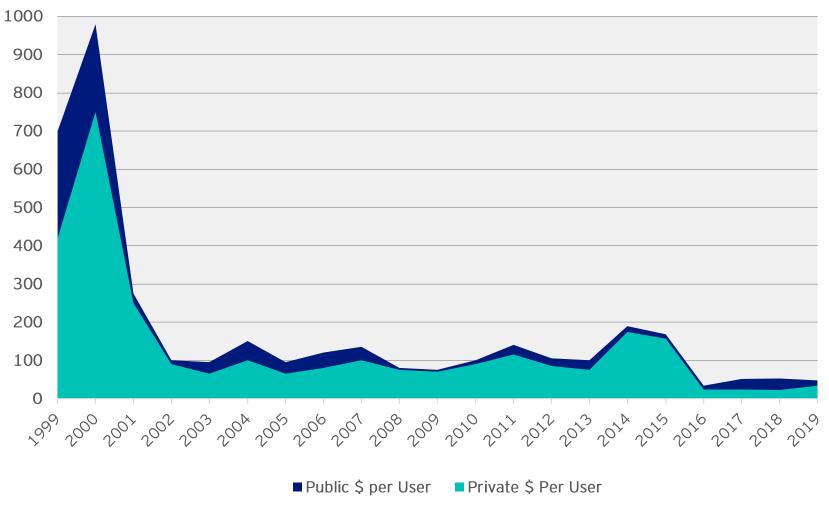
<sup>\$ =</sup> billions unless otherwise mentioned. Note: All IPC expressions of opinion are subject to change without notice and are not intended to be a forecast of future events or results.

<sup>1.</sup> https://companiesmarketcap.com. As of 01/13/21.

# Startups are Appropriately Funded



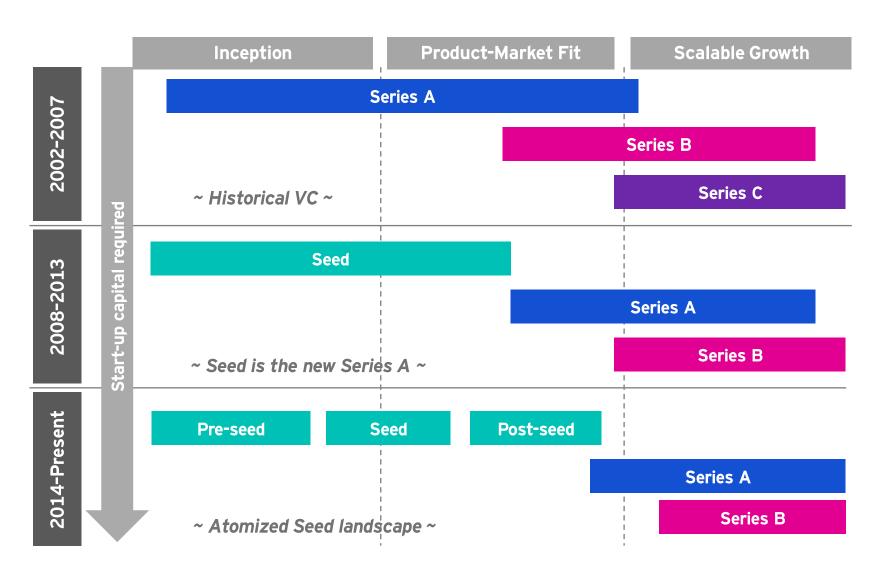
### US Venture funding per internet user<sup>1</sup>



1. Source: NVCA, Ernst & Young, The World Bank & US Census data as of 12/31/19, and a16z.com via Andreessen Horowitz: US Technology Funding - What's Going On? as of June 2015.

# Declining Capital Requirements for Starting a Company



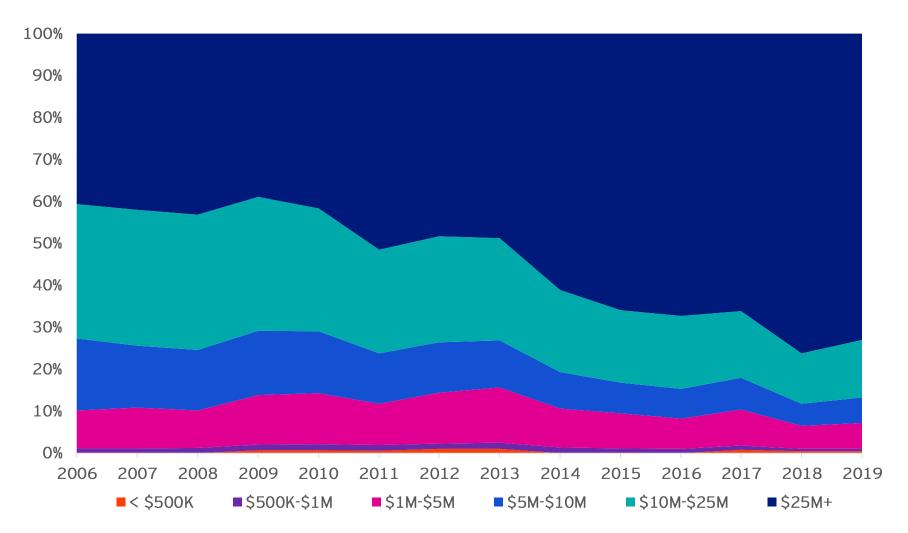


Source: SignalFire, NextView Ventures 2018 Annual Meeting.

# Funding is Increasingly Weighted Towards Expansion Stage Rounds



### Percentage of VC deals by size and year

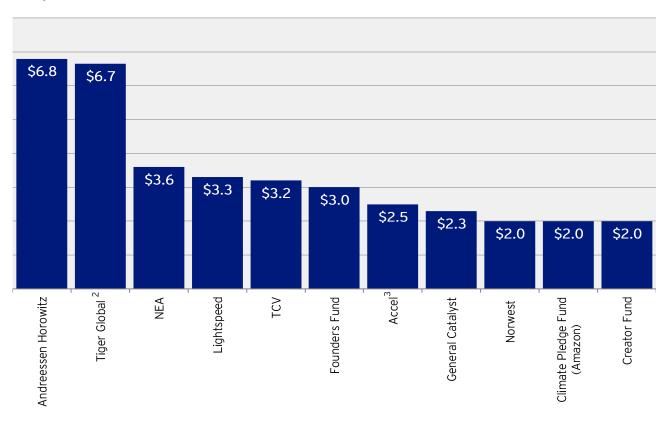


Source: Upfront Ventures, State of the VC & Tech Industry 2017; Dow Jones Venture Source, Q1 2016 - Q3 2016; Pitchbook data; representative of aggregate AUMs over funds raised.

### Downstream Funding Environment Is Increasingly Robust



### Mega-funds Raised since 2019 (\$B)1



- VCs are raising more capital for venture funds in pursuit of larger, late-stage opportunities
- The presence of these mega venture funds is driving pre- and postmoney valuations up

<sup>1.</sup> Pitchbook as of 1/21/2021, with the exclusion of Accel and Tiger Global

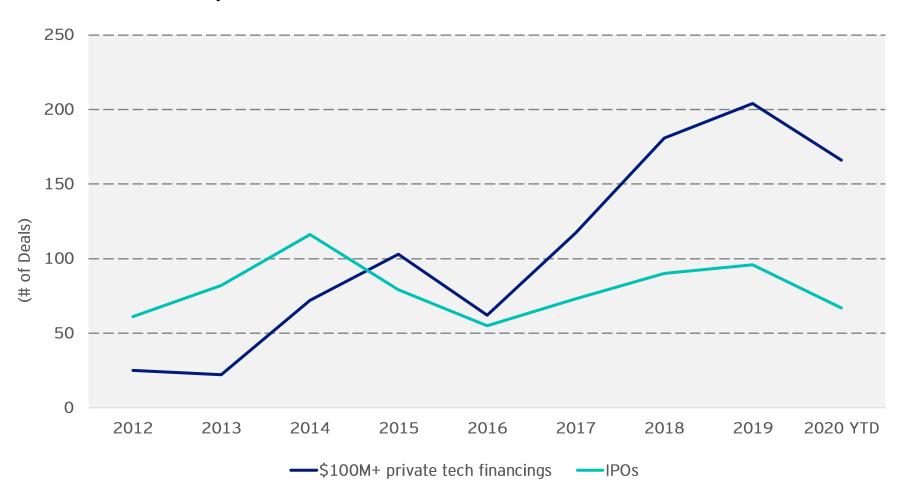
<sup>2.</sup> Tiger Global data: https://techcrunch.com/2021/04/01/tiger-global-just-closed-one-of-the-biggest-venture-funds-ever-with-6-7-billion/

<sup>3.</sup> Accel data: bloomberg.com/news/articles/2019-03-14/accel-raises-2-5-billion-for-vc-funds

# Private Mega-Rounds Far Outpace Tech IPOs



### VC-backed US tech mega-rounds vs. US VC-backed tech IPOs, 2012 - 2020 YTD (08/14/2020)

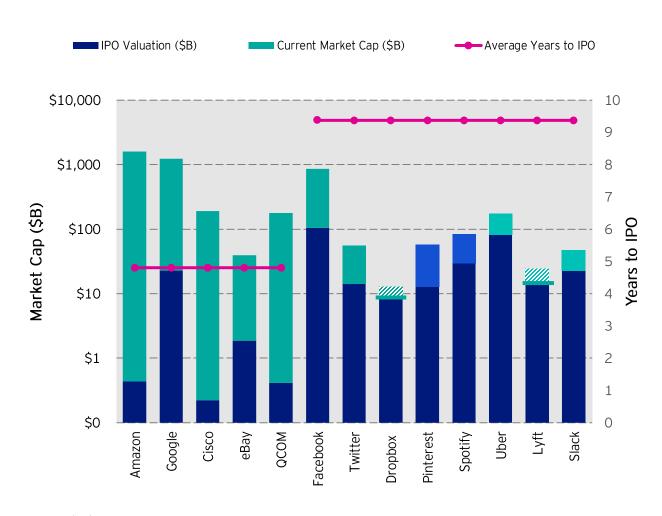


Source: CB Insights: US vc backed mega rounds and IPOs as of 08/14/2020. These are graphics/materials are not derived from the CB Insights platform and thus CB Insights has no contractual obligations (i.e. indemnification, etc.) for any use of the graphics.

Note: IPOs include US-headquartered VC-backed tech companies on major US exchanges only.

### Most Value is Now Captured Pre-IPO





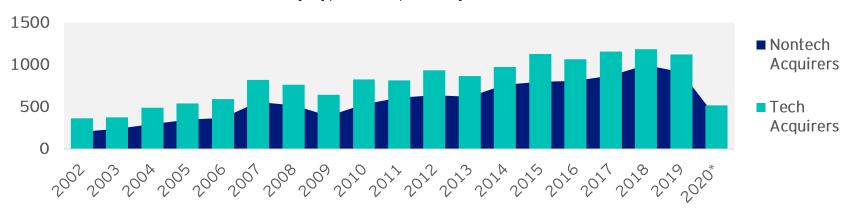
- Over the last few years, VC-backed companies have stayed private longer due to availability of capital provided by late-stage mega-funds
- As a result, the majority of value has been captured by private market investors pre-IPO
- Cash holdings of S&P 500 companies not in financial/transportation/ utility sectors expected to total around \$1.9T

 $Source: 01/11/21\ via\ Thomson One.\ Striped\ section\ for\ Dropbox\ and\ Lyft\ reflects\ decrease\ in\ market\ valuations\ since\ IPO.$ 

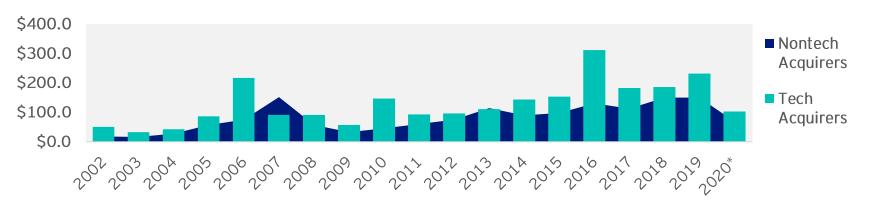
# Universe of Buyers for Venture-backed Companies is Expanding



### Share of North America IT M&As by type of acquirer by deal count (#) (2002-YTD)



### Share of North America IT M&As by type of acquirer by deal value (\$B) (2002-YTD)



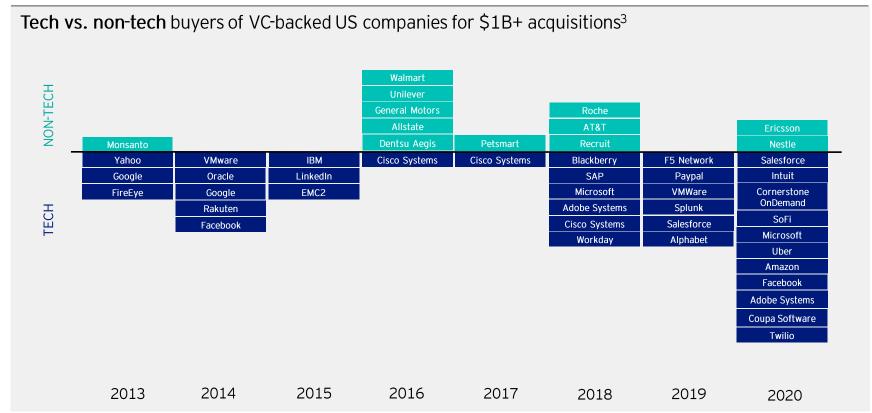
Source: Pitchbook as of 8/11/2020.

Notes: All buyout non add-on transactions are tagged as nontech industry. Buyout add-on with at least one tech buyer is tagged as tech across all buyers (for transactions with multiple buyers). For M&A transactions with multiple buyers, if all buyers are in tech industry (or nontech industry), the transaction is counted once in the respective bucket. If one buyer is in tech industry and another is in nontech industry, it is counted twice, once in each bucket.

# Both Tech And Non-Tech Buyers Drive Tech M&A in 2020



- The number of acquisitions of VC-backed companies by non-tech buyers has increased from 217 in 2013 to 306 in 2020<sup>1</sup>
- Cash holdings at nonfinancial companies grew to a record \$2.1T at the end of 1H 2020, according to Moody's. That is higher than the previous peak of nearly \$2 trillion in 2017<sup>2</sup>



<sup>1.</sup> PitchBook data as of 01/12/2021.

<sup>2.</sup> Morningstar as of 12/4/2020 - cash balances as of Q3 2020.

<sup>3.</sup> CB Insights. Note: Excludes billion-dollar VC-backed healthcare M&A. As of 1/11/2020.

This is not to be constructed as an offer to buy or sell any financial instruments and should not be relied upon as the sole factor in an investment making decision.

# **Including Private Equity**



### Tech M&A by Private Equity (\$M)<sup>1</sup>



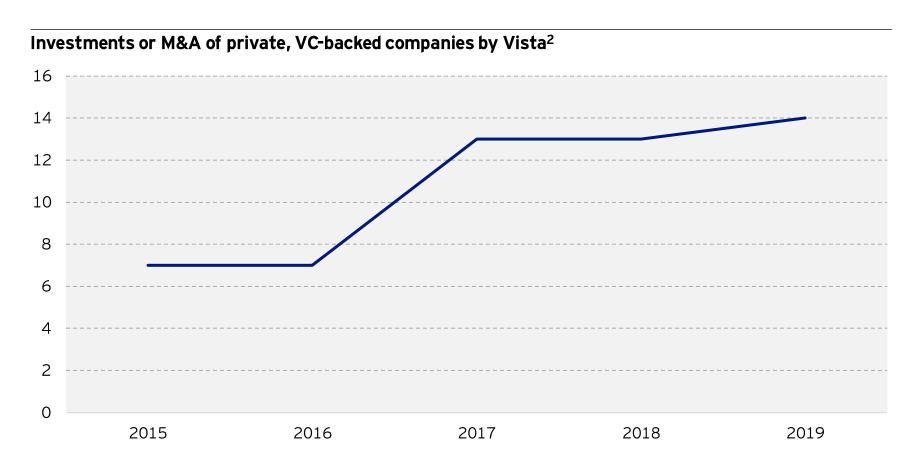
- Private equity funds are an increasingly active buyer/investor in VC backed companies - Silver Lake, Vista, and Thoma Bravo each raised \$20, \$16, and \$13 billion respectively in last funds
- Exit multiples achieved through sales to financial buyers are now on par with where strategic exits were roughly 10 years ago
- Selling to a PE firm is now a viable exit option for earlystage funds

<sup>1.</sup> PitchBook as of 01/07/21. Includes Buyout/LBO and Add-on acquisitions.

# The Fastest Growing PE Funds are Tech Funds



- Vista, Silver Lake and Thoma Bravo each raised \$16, \$15 and \$13 billion respectively in last funds¹
- Private Equity funds are an increasingly active buyer/investor for VC backed companies



<sup>1.</sup> PitchBook as of 8/7/2020.

<sup>2.</sup> PitchBook Analyst Note: VC-to-PE Buyouts: Adapting the PE Playbook. 02/21/2020.

# Future Environment - COVID-19 Impact



Although short term setbacks need to be acknowledged, long term secular trends may continue to favor venture capital investment

Reasons for Concern

- Public valuations defying gravity; another shoe yet to drop?
- Valuation pressure and slow execution from later-stage investors will likely increase the cost of capital for our portfolios
- IT spending has not escaped previous downturns unscathed

Reasons for Optimism

- Digital transformation is accelerating
- Companies will need cloud infrastructure, machine learning, software development, and data science to survive and thrive
- Well-capitalized early-stage companies will enjoy a far better environment in which to innovate and build

<sup>1.</sup> Source: Amplify Partners as of 06/30/20.

# Market Segment Resilience Through COVID-19





Source: IPCP as of 09/30/2020.

# Invesco's Venture Strategy

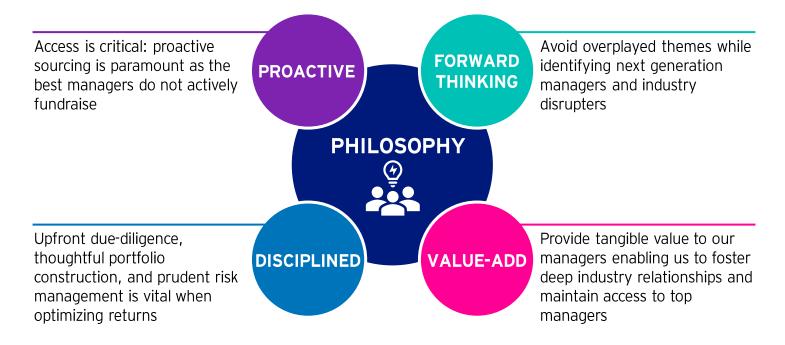




### Venture Alpha

# Philosophy and Strategy







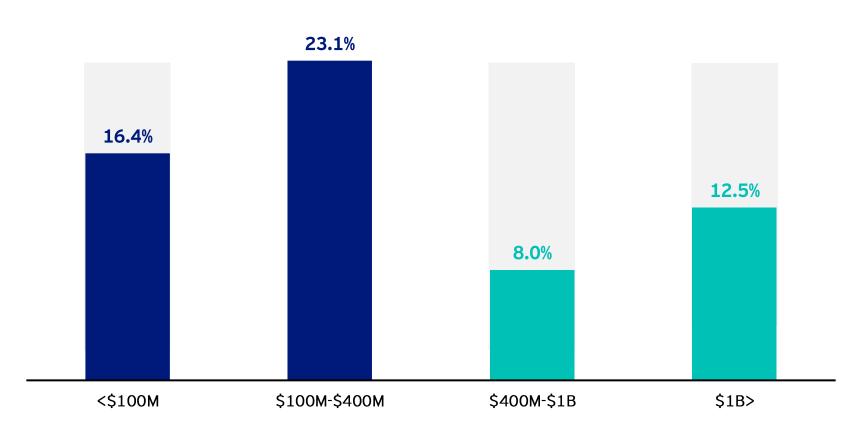
For illustrative purposes only.

### **Smaller Funds:**



# Performance by Fund Size Cohort

### Average Pooled IRRs<sup>1</sup>

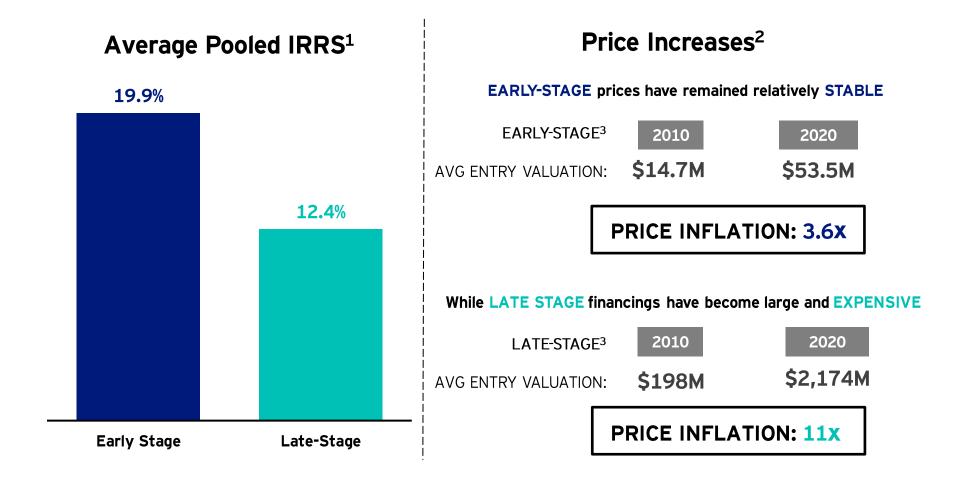


<sup>1.</sup> Source: ThomsonOneGlobal Venture Performance as of 3/31/20, inclusive of all available vintage years dating from 1981. <100M: 1,031 funds, 100M-400M: 1,025 funds, 400M-1B: 367 funds, 1B>: 37 funds.

# Early-Stage Funds



### Historical Outperformance at Attractive and Stable Valuations



<sup>1.</sup> Source: ThomsonOne Global Venture by Strategy, as of 9/30/20, inclusive of all available vintage years dating from 1981. Early-stage data represents 1,643 funds and late-stage data represents 298 funds.

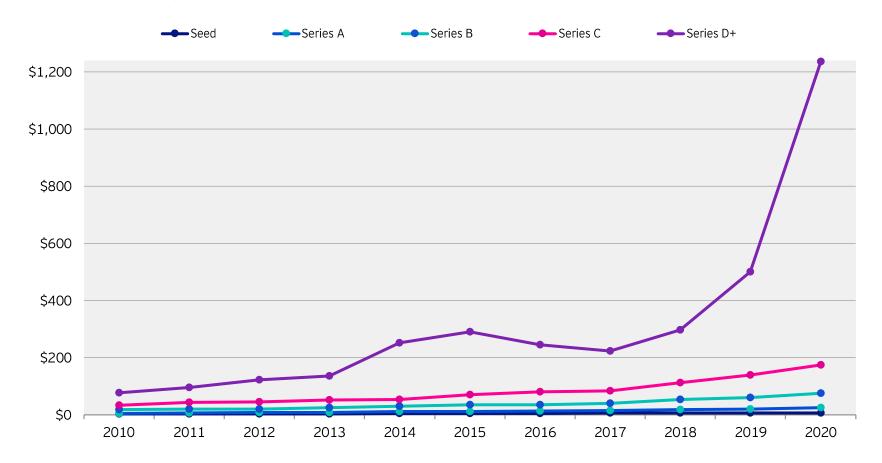
<sup>2.</sup> Note: Average Pre-Money valuations shown

<sup>3.</sup> Data as of 1/8/21: PitchBook, Deal analytics data. early stage vs late stage average pre-money valuations. Early Stage is defined as Series Seed-B, Late Stage defined as Series C-K+.

# The Early Stage Opportunity Remains Highly Robust



### Median Valuations (\$M)1



<sup>1.</sup> Data as of 1/8/21; Pitchbook, Deal analytics data. Series D+ defined as Series D-H.

### **Product Offerings**



INVESCO PRIVATE CAPITAL PARTNERS

# COMMINGLED FUNDS

- Venture Strategy:
  - Investment in primary, secondary and direct company venture investments
- Our products offer limited partners:
  - Diversification at a lower commitment level
  - Annual and quarterly reporting
  - Regular portfolio reviews with investment professionals
  - Venture market updates: webcasts, white papers, market commentaries
  - Comprehensive fund management resources

### SEPARATELY MANAGED ACCOUNTS

- Tailored fund construction in order to achieve client's niche investment focus
- Investors are able to aid in the construction of the investment focus as well as the level of client service and reporting required
- Our products offer limited partners:
  - Tailor-made reporting
  - Regular portfolio reviews with investment professionals
  - Venture market updates: webcasts, white papers, market commentaries
  - Comprehensive fund management resources

# **Appendix**

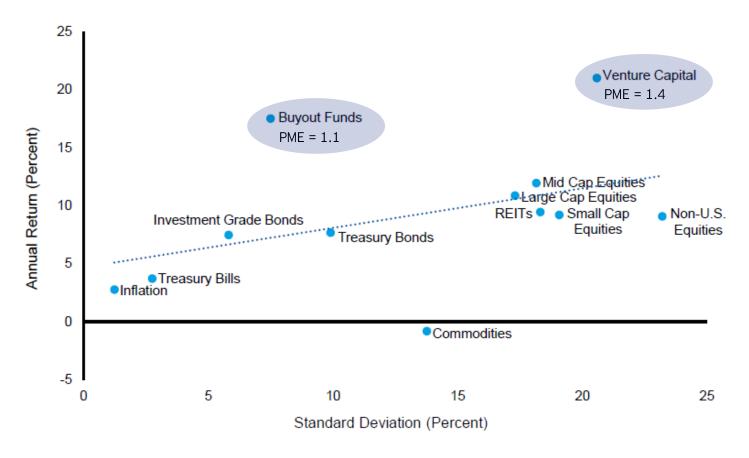




### Historical Risk and Reward for Various Asset Classes



Venture Capital as an asset class has historically produced the highest returns but at a higher level of risk



Source: Robert S. Harris, Tim Jenkinson, Steven N. Kaplan, "Private Equity Performance: What Do We Know?" Journal of Finance, Vol. 69, No. 5, October 2014, 1851-1882 and Steve Kaplan, "What Do Venture Capitalists Do? How Well Have They Done?" University of Chicago Booth School of Business. Data as of 1984 - 2015.

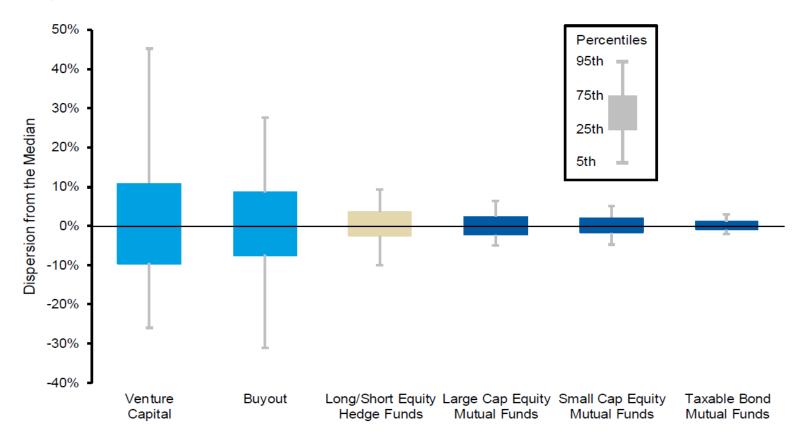
Note: Past performance is no guarantee of future returns; Sources use Burgis private equity benchmark for vintage years 1984 through 2015; Burgis venture capital benchmark for vintage

years 1984 through 2015. Cambridge Associates Global Real Estate data, Lipper aggregated US large-cap fund, Lipper aggregated high yield bond fund, Lipper aggregated core bond fund. PME = Weighted Average PME for both asset classes, adjusted for size, sector and leverage.

# Dispersion of Returns for Active Managers in Various Asset Classes



 Venture Capital as an asset class has historically produced a greater range of returns versus both illiquid and liquid asset classes



Source: Robert S. Harris, Tim Jenkinson, Steven N. Kaplan, "Private Equity Performance: What Do We Know?" Journal of Finance, Vol. 69, No. 5, October 2014, 1851-1882 and Steve Kaplan, "What Do Venture Capitalists Do? How Well Have They Done?" University of Chicago Booth School of Business. Data as of 1984 - 2015.

Note: Past performance is no guarantee of future returns; Sources use Burgis private equity benchmark for vintage years 1984 through 2015; Burgis venture capital benchmark for vintage years 1984 through 2015. Cambridge Associates Global Real Estate data, Lipper aggregated US large-cap fund, Lipper aggregated high yield bond fund, Lipper aggregated core bond fund. PME = Weighted Average PME for both asset classes, adjusted for size, sector and leverage.

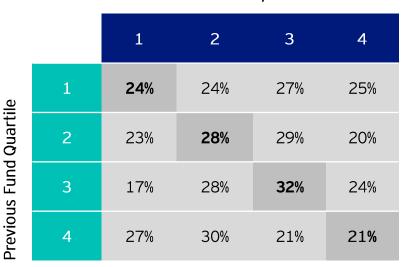
# Venture Returns Have a Wide Dispersion but there is Persistence in Performance for Top Managers



 Unlike any other asset class, including private equity, venture capital exhibits persistence in performance where top quartile managers have historically outperformed in subsequent funds

### Persistence for Buyout Funds<sup>1</sup>

#### **Subsequent Fund Quartile**



### Persistence for Venture Capital Funds<sup>2</sup>

#### Subsequent Fund Quartile

		1	2	3	4
Previous Fund Quartile	1	48%	20%	26%	6%
	2	24%	43%	12%	22%
	3	17%	22%	42%	19%
	4	23%	14%	34%	29%

<sup>1.</sup> Source: Robert S. Harris, Tim Jenkinson, Steven N. Kaplan, and Rüdiger Stucke, "Has Persistence Persisted in Private Equity? Evidence from Buyout and Venture Capital Funds," Darden Business School Working Paper No. 2304808, August 30, 2014, Table 3 and Steve Kaplan, "What Do We Know About Private Equity Performance?" Guest Lecture at Miami Herbert Business School, January 31, 2020. Data from vintage year 2000 through 12/31/18.

<sup>2.</sup> Source: Robert S. Harris, Tim Jenkinson, Steven N. Kaplan, and Rüdiger Stucke, "Has Persistence Persisted in Private Equity? Evidence from Buyout and Venture Capital Funds," Darden Business School Working Paper No. 2304808, August 30, 2014. Data from vintage year 2000 through 12/31/18.

### **Notes**



#### Page 4

- 1. Vintage year is defined as the year during which the fund-of-funds or separate account had its first takedown of capital from limited partners.
- 2. IRR is the annualized return calculated using the actual timing of cash inflows and outflows. An IRR is generally a function of the length of time from the initial investment to ultimate realization and, for a given dollar amount realized, the IRR will decrease as the investment holding period increases. Please see PPM for additional performance notes.
- 3. Gross IRR represents fund level aggregate, annually compounded, gross internal rate of return on investments and is net of all fees, expenses and carried interest charged by portfolio funds, but does not reflect the deduction of IPC management fees, fund level expenses and IPC carried interest.
- 4. Net IRR represents fund level aggregate, annually compounded, net internal rate of return on investments and is net of all fees, expenses and carried interest charged by portfolio funds, as well as IPC management fees, fund level expenses and IPC carried interest.
- 5. Gross TVPI (or total value / paid-in capital) represents distributions received by fund investors and the unrealized value relative to contributed capital and is net of all fees, expenses and carried interest charged by portfolio funds, but does not reflect the deduction of IPC management fees, fund level expenses and IPC carried interest.
- 6. Net TPVI represents Gross TPVI after the deduction of IPC management fees, fund level expenses and IPC carried interest.
- 7. Gross benchmarks: Cambridge Associates US Venture Capital Statistics as of 3/31/21. Each IPC fund of funds as compared to respective custom benchmarks consisting of fund data for vintages of underlying funds.
- 8. Net benchmarks: Cambridge Associates Fund of Funds Benchmark Statistics as of 3/31/21 for each fund of fund's specified vintage year.

### Risk Warnings



The value of investments and any income will fluctuate (this may partly be the result of exchange rate fluctuations) and investors may not get back the full amount invested.

Alternative investment products, including private equity, may involve a high degree of risk, may engage in leveraging and other speculative investment practices that may increase the risk of investment loss, can be highly illiquid, may not be required to provide periodic pricing or valuation information to investors, may involve complex tax structures and delays in distributing important tax information, are not subject to the same regulatory requirements as mutual funds, often charge higher fees which may offset any trading profits, and in many cases the underlying investments are not transparent and are known only to the investment manager. There is often no secondary market for private equity interests, and none is expected to develop. There may be restrictions on transferring interests in such investments.

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