

Setter

The 25 Most Sought-After Managers

VC - Q4 2020

First in the Secondary Market.

Introduction

The 'Most Sought-After Manager Rankings' are published by Setter on a quarterly and semi-annual basis to capture the ebb and flow of secondary demand across various fund strategies and geographies.

The rankings are largely based on the Setter Liquidity Rating, which assigns funds a rating of Excellent, Very Good, Good or Unrated depending on the number of secondary buyers that want to buy and/or have recently priced a given fund. Please see Definitions at the end of this report for more details.

The number of interested buyers for a given fund are determined by Setter's team of professionals who passionately track the ever changing shortlists and demand of over 1800 secondary buyers both directly and via SecondaryLink.com, where buyers can enter their shortlists and connect with agents and access deals through the Deal Section.

From a primary perspective, the 'Most Sought-After Manager Rankings' provide a unique perspective as strong secondary market demand suggests a fund manager is popular among LPs and low secondary market demand may signal diminishing market sentiment and additional future liquidity risk.

We hope you enjoy!

The 25 Most Sought-After Managers on the Secondary Market

Strategy: VC - Q4 2020

Rank	Prior Rank	Fund Family	Setter Liquidity Rating	Prime Buyers	First Vintage	Funds in Fund Family	Latest Closed funds	Currency	Fund Size	Vintage
1	▲ 2	Accel Partners	Excellent	46	1985	22	Accel XIV Accel Leaders Fund II	USD USD	525 500	2019 2019
2	▼ 1	New Enterprise Associates (NEA)	Excellent	46	1980	19	New Enterprise Associates XVI New Enterprise Associates 17	USD USD	3,300 3,600	2017 2019
3	▲ 4	Technology Crossover Ventures (TCV)	Excellent	36	1995	11	Technology Crossover Ventures IX Technology Crossover Ventures X	USD USD	2,500 3,000	2016 2019
4	▲ 11	Menlo Ventures	Very Good	34	1981	13	The Inflection Fund Menlo Special Opportunities Fund II	USD USD	500 497	2019 2019
5	▲ 7	Sequoia Capital (US)	Very Good	33	1981	27	Sequoia Capital Global Growth Fund III Sequoia Capital US Growth Fund VIII	USD USD	8,000 998	2018 2018
6	▲ 9	Kleiner, Perkins, Caufield & Byers (KPCB)	Very Good	32	1980	24	Kleiner Perkins Caufield & Byers XVIII Kleiner Perkins Caufield & Byers XIX	USD USD	600 700	2019 2020
7	▼ 5	Index Ventures	Very Good	31	1998	12	Index Ventures IX Index Ventures X	USD USD	650 800	2018 2020
8	— 8	Benchmark Capital	Very Good	30	1995	14	Benchmark Founders' Fund VIII Benchmark Capital Partners X	USD USD	125 425	2014 2020
9	▼ 3	Battery Ventures Funds	Very Good	30	1984	19	Battery Ventures XIII Side Fund Battery Ventures XIII	USD USD	800 1,200	2020 2020
10	▼ 6	Lightspeed Venture Partners	Very Good	28	1981	22	Lightspeed Venture Partners Select III Lightspeed Venture Partners XII	USD USD	1,362 752	2018 2018
11	▲ 22	Institutional Venture Partners (IVP)	Very Good	28	1985	12	Institutional Venture Partners XV Institutional Venture Partners XVI	USD USD	1,400 1,500	2015 2017
12	▲ 16	Accel Europe	Very Good	22	2001	6	Accel London V Accel London VI	USD USD	500 575	2016 2019
13	▲ 25	Andreessen Horowitz	Very Good	22	2009	16	Andreessen Horowitz LSV Fund I Andreessen Horowitz Fund VI	USD USD	2,000 750	2019 2019
14	▲ >25	OrbiMed Private Investments	Good	29	2000	6	OrbiMed Private Investments V OrbiMed Private Investments VI	USD USD	735 950	2013 2015

The Top 25

Rank	Prior Rank	Fund Family	Setter Liquidity Rating	Prime Buyers	First Vintage	Funds in Fund Family	Latest Closed funds	Currency	Fund Size	Vintage
15	▼ 14	Draper Fisher Jurvetson Funds	Good	25	1992	8	Draper Fisher Jurvetson IX Draper Fisher Jurvetson X	USD USD	650 350	2007 2010
16	▲ 23	August Capital	Good	23	1995	9	August VI August Capital VII	USD USD	300 450	2013 2015
17	▼ 12	Charles River Ventures	Good	22	1970	18	Charles River Partnership XVI Charles River Ventures XVII	USD USD	393 600	2014 2018
18	▼ 17	Highland Capital Partners Funds	Good	22	1988	11	Highland Capital Partners VIII Highland Capital Partners IX	USD USD	400 400	2009 2013
19	▲ 21	Tiger Global Private Investment Partners	Good	22	2007	10	Tiger Global Private Investment Partners XI Tiger Global Private Investment Partners XII	USD USD	3,750 3,750	2018 2020
20	▲ >25	General Catalyst	Good	21	2000	15	General Catalyst Group X General Catalyst Endurance Fund	USD USD	1,000 700	2020 2020
21	▲ 24	Greylock Partners	Good	19	1990	7	Greylock XV Greylock XVI	USD USD	1,000 1,000	2016 2020
22	▼ 15	Canaan Equity	Good	18	1987	9	Canaan Equity X Canaan Equity XI	USD USD	675 800	2014 2017
23	▲ >25	Frazier Healthcare	Good	18	1991	12	Frazier Healthcare IX Frazier Life Sciences X	USD USD	780 617	2018 2020
24	▲ >25	Redpoint Ventures	Good	17	1999	12	Redpoint Omega III Redpoint Ventures VII	USD USD	400 400	2017 2018
25	▼ 18	Foundation Capital	Good	17	1985	11	Foundation Capital VIII Foundation Capital IX	USD USD	325 350	2015 2018

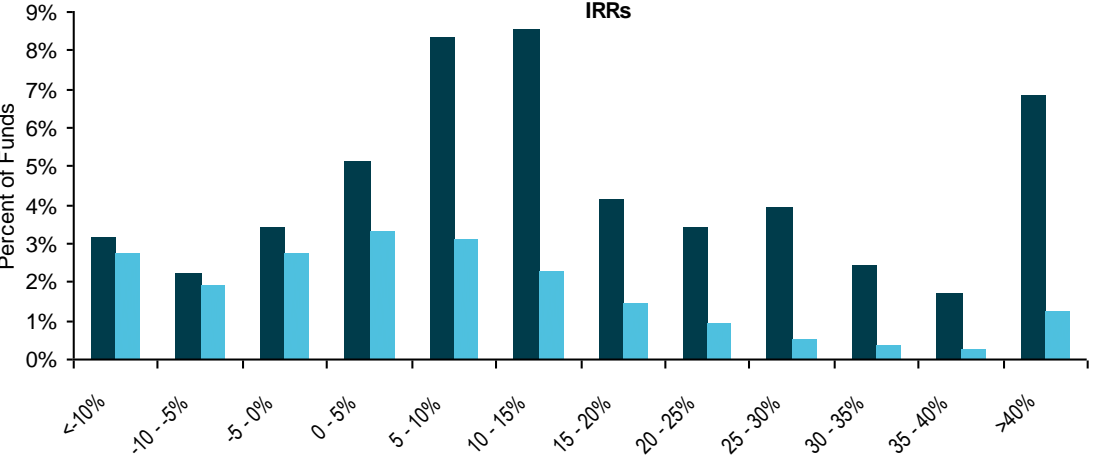
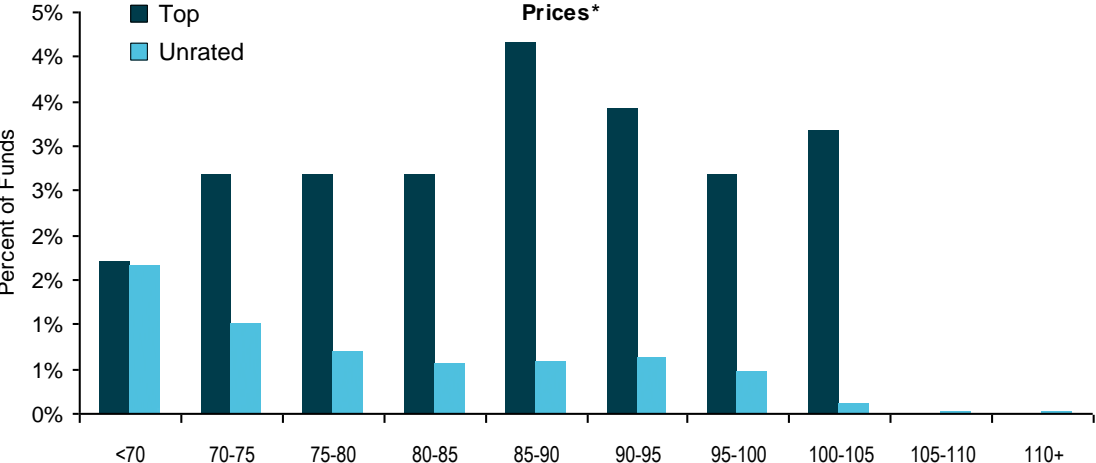
▲ ▼ — Indicate whether the manager has moved up, down or stayed the same rank relative to their rankings on 10/31/19*.

The rankings are based on the Setter Liquidity Ratings which rates fund families as Excellent, Very Good, Good and Unrated depending on how sought after and saleable they are on the secondary market. The Ratings are in large part determined by the collective shortlists of the 1800+ buyers Setter Capital covers, which are conveyed directly or via SecondaryLink. See the last page for more details and limitations of the Setter Liquidity Rating.

How do the Most Sought-After Funds Compare to Less Saleable Funds?

Strategy: VC - Q4 2020

Below is a comparison between the funds of the Most Sought-After managers (which are listed on the previous pages) and funds of Unrated managers.



Noteable Differences

With respect to buyer demand, there are significantly more Prime Buyers* for the Most Sought-After Managers than for the managers with a Setter Liquidity Rating of Unrated:

- Avg. Number of Prime Buyers TOP 25: 27
- Avg. Number of Prime Buyers Unrated: 1

Accordingly, the funds of Most Sought-After Managers price better than funds of Unrated managers:

- Avg. Price TOP 25: 79.80% of NAV
- Avg. Price Unrated: 77.13% of NAV

Not surprisingly, the Most Sought-After Managers' funds have performed better than those of Unrated managers:

- Avg. IRR TOP 25: 11.85%
- Avg. IRR Unrated: 9.10%

The Most Sought-After Managers also tend to have raised the most capital - on average they have raised more funds and larger funds than Unrated managers:

- Avg. Fund Size TOP 25: 339M
- Avg. Fund Size Unrated: 271M
- Avg. Number of Funds Raised TOP 25: 14
- Avg. Number of Funds in Raised Unrated: 3

* Please see the last page for definitions and report limitations. This report should not be relied upon to make investment decisions. Pricing is subject to selection bias (e.g. it is more difficult to get pricing for Unrated funds, resulting in lower priced funds being underrepresented).

Definitions

Exposure: NAV + Undrawn

Prime Buyers are buyers that are existing investors in the fund family, have it on their shortlist or have recently priced it. Other buyers, who have a general interest in buying this type of fund but not the fund specifically (“General Buyers”), are not included in the number of indicated prime buyers

The Setter Liquidity Rating (SLR) is a subjective measure of the relative liquidity of non-redeemable alternative investment funds and is not a measure of the investment merits or quality of a fund. The SLR and number of Prime Buyers are determined by Setter Capital and rely in part on subjective assessments of: the seriousness, capacity and number of interested buyers for a fund; and the ease of transfer. The SLR and number of Prime Buyers should not be relied upon to make any investment decision or to predict the future liquidity of a fund. Also, the SLR is not intended as a measure or indicator of the liquidity of a fund's underlying portfolio holdings. The SLR applies to an entire series of funds, or 'fund family', and individual funds within a fund family may be more or less illiquid than the SLR indicates. For instance, lightly funded funds or very old funds are often less liquid than funds that are greater than 30% funded or less than seven years old. Also, smaller interests and very large interests have fewer buyers with less liquidity. The liquidity of a fund and the SLR can change at any time, as demand for a fund family changes or transfer becomes more or less restrictive or Setter Capital re-evaluates or gains new insight into a fund's relative liquidity. See the article 'Setter Capital Liquidity Rating' for more details. The SLR is not provided as a service and Setter Capital, SecondaryLink and DiligenceLink therefore assume no responsibility for any losses alleged to be the result of the use of the SLR or for any purported reliance upon the rating. The SLR may be flawed and Setter Capital welcomes suggestions to improve its usefulness.

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About Setter

Established in 2006, Setter Capital is a leading independent advisory firm specializing in providing liquidity solutions for fund managers and institutional investors in the secondary market for alternative investments. We serve a diverse institutional client base including some of the world's largest pensions, endowments, investment consultants and fund managers. To date, Setter Capital has completed over 500 transactions, representing more than \$30 billion in liquidity across venture capital, private equity, infrastructure, real estate, real asset, and hedge fund investments.

Setter Capital's mission is to make the secondary market more transparent and efficient for all market participants. To this end, Setter provides the market with complimentary secondary market research and analytical tools such as:

[The Setter Liquidity Rating™](#)

A unique rating system that allows buyers, sellers and creditors to assess the relative liquidity of over 7000 different fund families.

[The Setter Volume Report™ and the Setter Price Report™](#)

Two semi-annual reports that provide the most comprehensive and accurate assessments of the secondary market. Data is based on pricing of over 2000 funds and a survey of the most active secondary buyers globally.

[SecondaryLink.com™](#)

A professional network where over 6000 institutional LPs and GPs connect on primary due diligence and the secondary market.

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