

From: John DeLoche <jdeloche@rosemontseneca.com>
Sent: Wednesday, September 17, 2014 at 06:04:59 PM CEST
To: "Hunter Biden" <hbiden@rosemontseneca.com>
Cc: "Neil Callahan" <ncallahan@rosemontseneca.com>, "John DeLoche" <john@rstp.com>, "Hunter Biden" <hunter@rstp.com>, "William Lee" <will@rstp.com>, "Devon Archer" <devon@rstp.com>, "Eric Schwerin" <eschwerin@rosemontseneca.com>, "Rob Walker" <rwalker@rosemontseneca.com>
Bcc:
Reply-To:
Priority: Low
Subject: Re: Kelly Williams call prep

Hunter,

Thanks for doing the call and going to the mat for us. We did what we could with these guys. Brandon clearly does not get what we do. It's a bummer. Let's circle back with them for fund 3.

Best,

John

Sent from my iPhone

On Sep 17, 2014, at 8:25 AM, Hunter Biden <hbiden@rosemontseneca.com> wrote:

Spoke to Kelly. She is a big fan of my Dad's- spent a lot of time with him regarding violence against women issues. Could not have been nicer or
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more complimentary. That being said, as I suspected- because we went in low (Brandon- who clearly does not like us- described RSTP to Kelly as an emerging venture cap manager) they have no interest. It was not a "maybe sometime", or "lets talk later", or "sounds interesting." It was "we do not have a space for a firm like your's without displacing one of the two or three firms we are currently invested in and very happy with." And she went on to make it very clear to me that Michael is the CEO of the parent company, but has no influence over her decisions regarding managers. As for the emerging managers conference- she said we are welcome to attend- because its open registration to anyone who wants to attend. If you want more color regarding conversation call me- but wait for a couple hours so I can regain my composure.

R. Hunter Biden
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On Sep 16, 2014, at 2:50 PM, Neil Callahan <ncallahan@rosemontseneca.com> wrote:

Should we add that the fund is closing in December as to add a sense of timing/urgency to have the meeting and for their team to complete dd?

On Tue, Sep 16, 2014 at 1:51 PM, John DeLoche <john@rstp.com> wrote:

Hi Hunter,

Following up on our call yesterday and in advance of your call with Kelly tomorrow morning, below are some talking points. Your key ask is to secure a meeting with Kelly at which we can present the fund. It can be positioned as a follow up to our initial meeting with Brandon and to review the upcoming deals we have in exclusivity and for which there will be co-investment opportunities for new and existing LPs.

--RSTP is the future of tech growth equity--value added team of successful bootstrapped entrepreneurs and investors with dedicated business development for portfolio companies

--Gives us access to deals that do not need our money and the ability to control their future financings. All of our deals are profitable and growing at greater than 50% and will not be found in other funds as we syndicate with our LPs

--Great investor base including Neuberger Berman and Goldman Sachs. Closed \$80 million to date and circled another \$70mm for the fund towards a \$250mm hard cap

--Two great deals in the fund so far: Counsyl which is preparing for an IPO. Metabiota which is becoming more and more important with the global awareness of Pandemic threats. Metabiota will have a co-investment opportunity later this year

--Two more deals with signed terms sheets. Both first institutional profitable companies. One in the ecommerce space (good to limit the description to this), and another in the robotics space.

--We would like a meeting to give them an update on our progress and review our co-investment opportunities.

Best,

John

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Neil Callahan
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