

**From:** Devon Archer <darcher@rosemontseneca.com>  
**Sent:** Tuesday, April 22, 2014 at 02:07:42 PM CEST  
**To:** "William Lee" <will@rstp.com>  
**Cc:** "Neil Callahan" <ncallahan@rosemontseneca.com>, "Hunter Biden" <hbiden@rosemontseneca.com>, "John DeLoche" <john@rstp.com>  
**Bcc:**  
**Reply-To:**  
**Priority:** Low  
**Subject:** Re: RSTP, NB

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NB is conducting reference call with Andrew Vogel, Co-Head of Zelnick Media today. I briefed him this morning on key points to reinforce and it will be glowing.

Devon Archer  
646 436 3745

On Apr 22, 2014, at 12:52 AM, William Lee <[will@rstp.com](mailto:will@rstp.com)> wrote:

Team,

NB is scheduling a reference call with Gilman Louie on me and the team. NB is in all three of Gilman's funds from the beginning. Very exciting time!

-Will

On Apr 21, 2014, at 9:04 PM, William Lee <[will@rstp.com](mailto:will@rstp.com)> wrote:

Hi Gilman,

Thank you very much for taking the time to do the reference call with NB on us. Attached please find our overview deck and the PPM. We assemble the team carefully with each person offering a different and unique role, and our main differentiation is our biz dev team in DC which provides market entry from “Baltimore to Beijing” for government and non-government businesses. Slides #9 was actually real photos of the guys in DC banging the phone on actual biz dev calls. Slide #3 discusses our investment strategy. Slide #7 is the track record for the team when we did all the investments together as a RSTP team. NB has the master track record which shows a combined \$180m of invested capital on over 30 investments since 2006 from members of the team.

NB is doing final due-diligence on our fund as well as a direct co-investment opportunity on a \$50m Series D round on Counsyl which we are leading. This will be our 3rd investment in Counsyl and we have the strongest conviction that it will meet our 3x+ return with strong downside protection. We helped Counsyl grow at a CAGR of 160% since 2011.

NB is also doing due-diligence on another existing investment, Metabiota, and we will be sending them updated info on Tuesday. We believe that Metabiota is to the USDA what Palantir is to the CIA. It is using sensors and big data software analytics for capturing, analyzing, predicting and insuring the world's microbial threat. They did \$8m in trailing when we invested, and similar to Counsyl, we were the first institutional investor going in.

Once again, can't thank you enough for putting a good word for the team. Please let me know if there is any additional information that you would like before the call.

Best regards,  
Will

<Confidential RSTP Overview.pdf>  
<Confidential RSTP II PPM.pdf>

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On Apr 21, 2014, at 8:16 PM, Gilman Louie <[glouie@alsop-louie.com](mailto:glouie@alsop-louie.com)> wrote:

Will,

NB is scheduling a conference with me on you and your team.  
Please send me any data you want me to share with them on your track record and current investment opportunities.

Gilman

Sent from my iPhone 5c

On Apr 14, 2014, at 3:49 PM, "William Lee" <[will@rstp.com](mailto:will@rstp.com)> wrote:

Patty,

10am Wed is good for John and me. I'm copying Bill and his assistant, Melody, to check with his availability.

Thank you,  
Will

On Apr 14, 2014, at 3:44 PM, Patty Wong <[pwong@alsop-louie.com](mailto:pwong@alsop-louie.com)> wrote:

Hi Will – Gilman is available this Wed, Apr 16, 10am or Thursday, Apr 17 at 4pm, at our office in SF.

Please let me know what works for you.

Best,  
Patty

Patty Wong  
Alsop Louie Partners  
415-596-0981

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**From:** William Lee [<mailto:will@rstp.com>]  
**Sent:** Monday, April 14, 2014 9:30 AM  
**To:** Gilman Louie; Bill Coleman; Patty Wong  
**Cc:** John DeLoche  
**Subject:** Re: RSTP, NB, Bill Coleman

Thank you Gilman. Colette didn't wake me up by knocking on the door, but she FaceTimed me!

Hi Bill, hope this note finds you well. It is a very small world that after BEA we are connected again through Gilman. The co-founders of The Theory

Center are still very closely tied together. John Belizaire and team are busy building the next generation insurance underwriting platform in the East Coast. Mauricio Alvarez (also a CAIS parent), are working on a leading reading platform, Curriculet. Under your leadership at BEA, our experience was life changing. I would love to catch up and hear what you have been up to.

I am copying my SF partner, John DeLoche, co-founder of RSTP, another CAIS parent who connected to me to the RSTP team. Let's try to do lunch.

Patty, thank you for your help on organizing. We are in town this week. Please let me know what would work best from your end.

Best,  
-Will

On Apr 14, 2014, at 8:43 AM, Gilman Louie <[glouie@alsop-louie.com](mailto:glouie@alsop-louie.com)> wrote:

Will,

I've cc: Bill on this email. I am sure he would love to hear from you.

I've cc:Patty, my assistant, and she can coordinate a meeting either out here or in DC.

Jaxon woke up at 3:30AM and came into our room complaining that he couldn't sleep. Unfortunately, we don't have a dog to walk!

Gilman

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**From:** William Lee <[will@rstp.com](mailto:will@rstp.com)>  
**Date:** Monday, April 14, 2014 8:34 AM  
**To:** Gilman Louie <[glouie@alsop-louie.com](mailto:glouie@alsop-louie.com)>  
**Subject:** RSTP, NB, Bill Coleman

Gilman,

Great seeing you over the weekend at SFO. Hope Jaxon was able to overcome his jetlag soon. Colette woke me up at 5:30am to walk the dog!

Thanks for putting a good word for me at NB. I should have given you a heads up a few weeks when we met Brien and his team at Dallas. Brien, Tony, Jon and Doug are a great team of people, and it would be very meaningful for us to have them as LPs.

In addition, seems like there are many opportunities for us to look at some deals together as both of our models are helping companies to grow at different stages through powerful biz dev relationships. Would love to grab lunch soon here in SF or DC. I'm in this week, and probably traveling again the following week.

Can you also please connect me with Bill Coleman? Bill is always my idol, and I haven't been in touch with him for a while. Would love to catch up with him.

Thank you,

Will

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