

# QuickLaunch University Webinar Series

## Venture Capital Year-in-Review and 2018 Outlook

January 30, 2018

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- Participants are in listen-only mode
- Submit questions via the Q&A box on the bottom right panel
- Questions will be answered as time permits
- WebEx customer support: +1 888 447 1119, press 2

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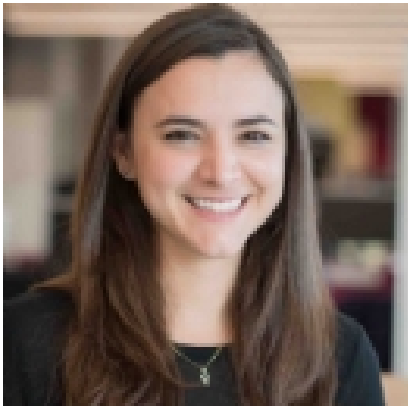
# Speakers



**Alex Finkelstein**  
General Partner  
Spark Capital



**David Gammell**  
Emerging Company  
Practice Co-Chair and  
Partner  
WilmerHale



**Vanessa Larco**  
Partner  
NEA



**Russ Wilcox**  
Partner  
Pillar





# Agenda

2017 Year in Review

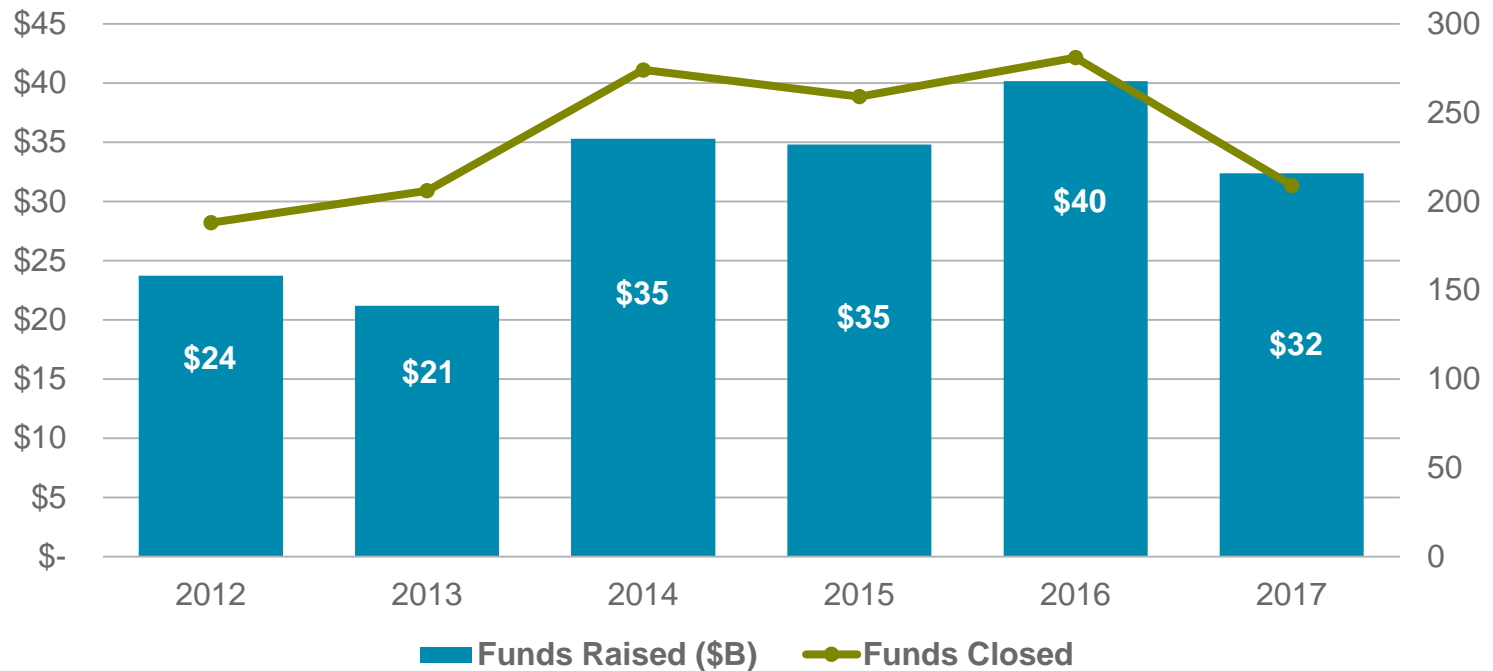
2018 Outlook





# Fund Sizes Increase

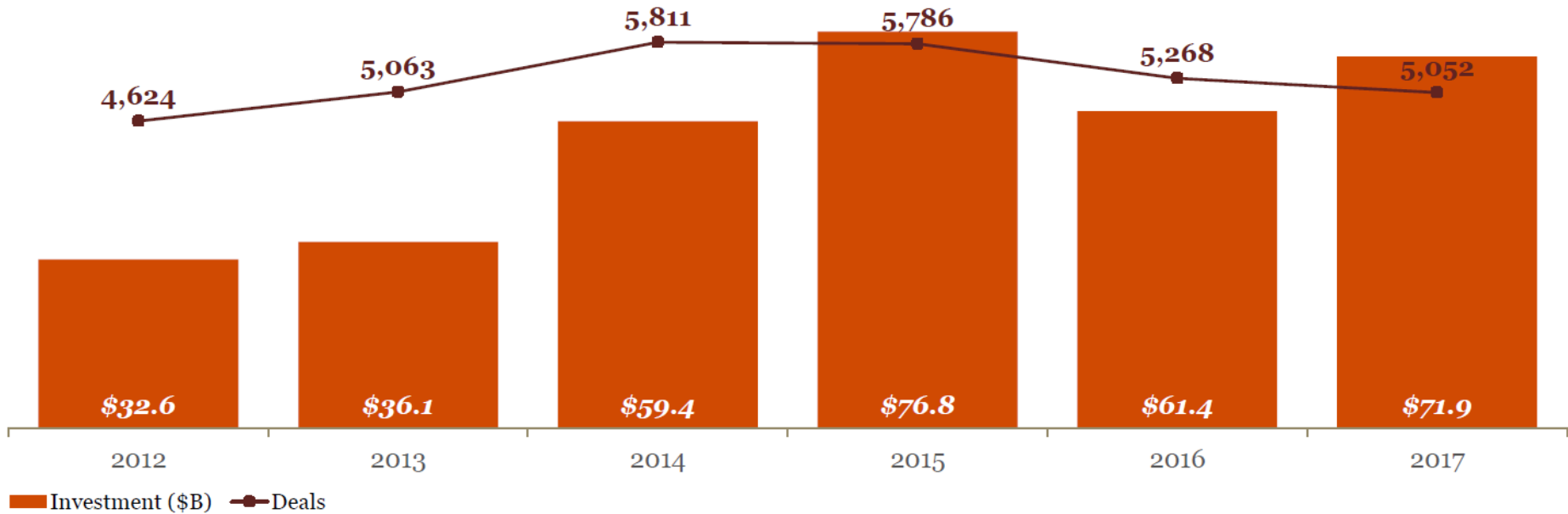
More than \$30B raised by VCs in 2017 (vs. \$40B in 2016) in 209 completed funds closed



Source: PitchBook NVCA Venture Monitor, 4Q 2017



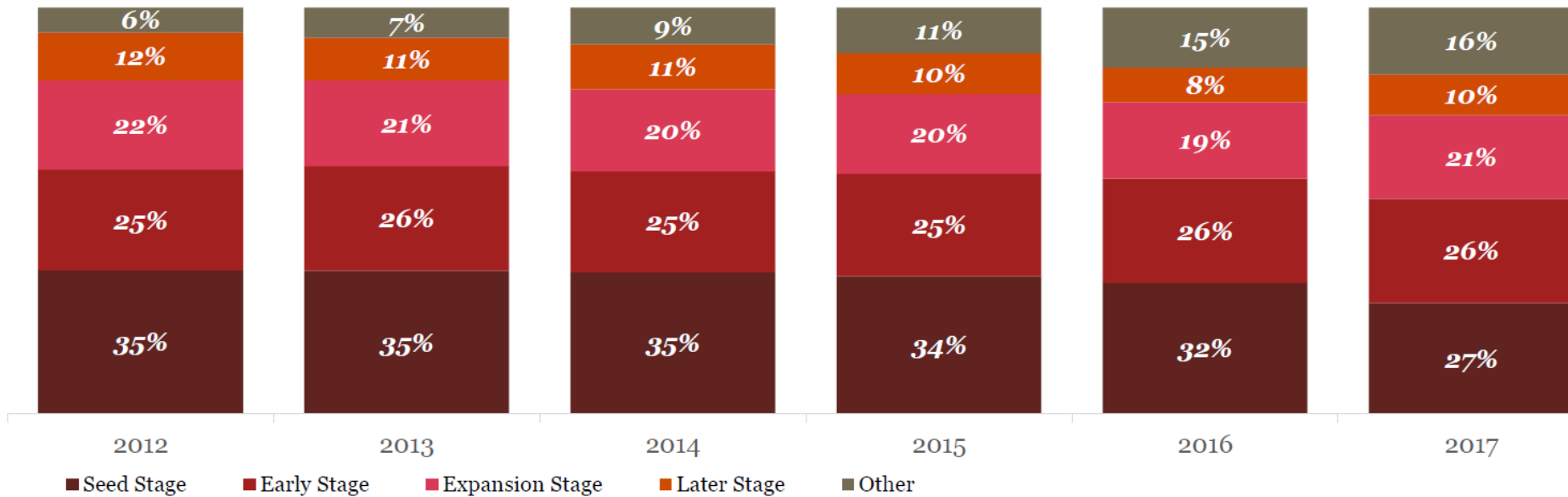
# 2017 Investment Amount Increased



PwC | CB Insights MoneyTree™ Report Q4 2017



# WH Seed Stage Funding As a % of Total Deals Declined



PwC | CB Insights MoneyTree™ Report Q4 2017



## Hot Sectors

- **Artificial Intelligence (AI)** funding surpassed \$5B in 2017
- **Cybersecurity** funding increase 40% at more than \$3.6B
- **Fintech** continues to see success, with more than \$6.5B in investments
- **Genomics** funding was over \$2.5B, a 142% increase from last year; deal activity also increased

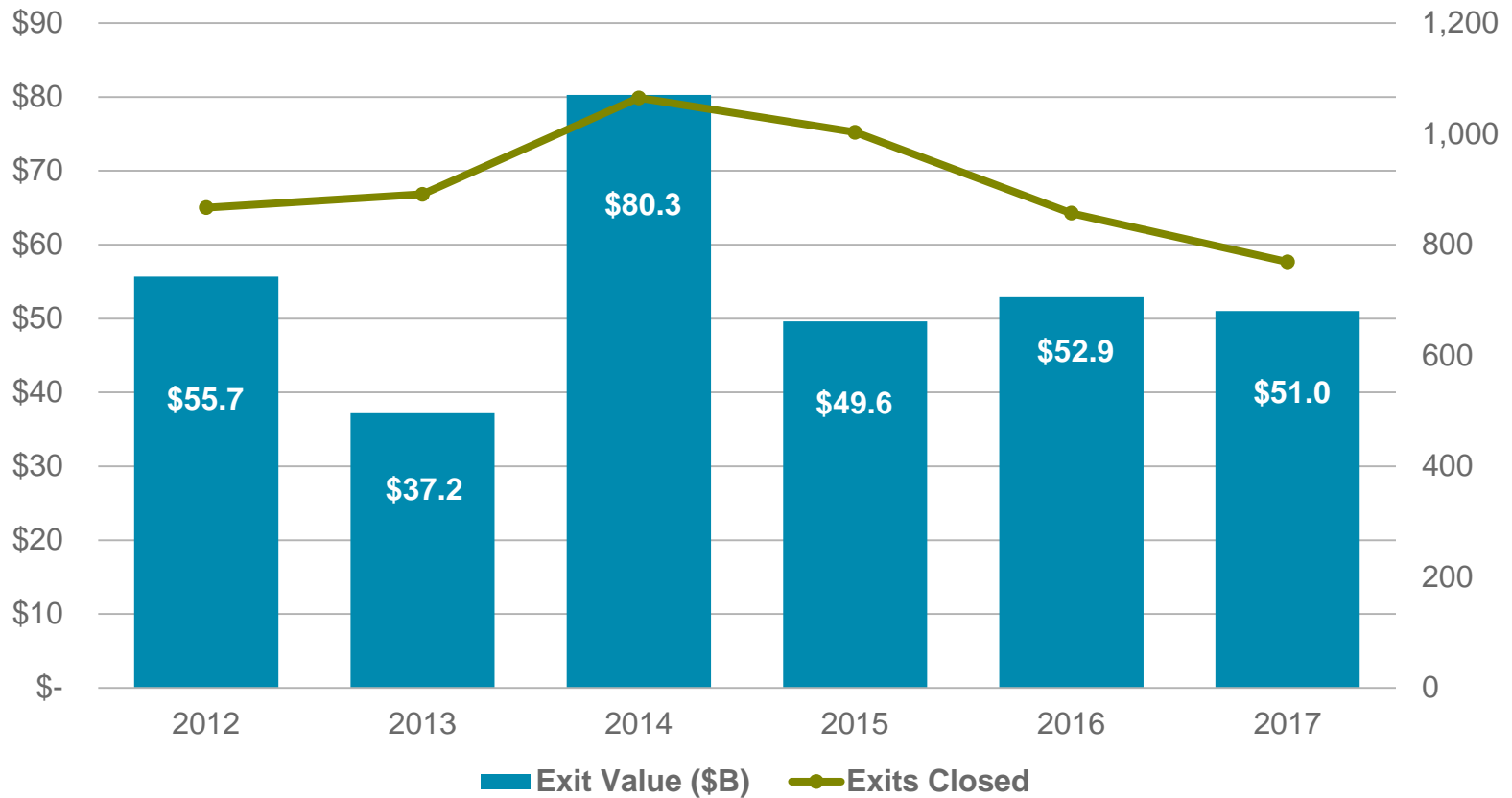
*Source: PwC | CB Insights MoneyTree Report Q4 2017; PitchBook NVCA Venture Monitor, 4Q 2017*







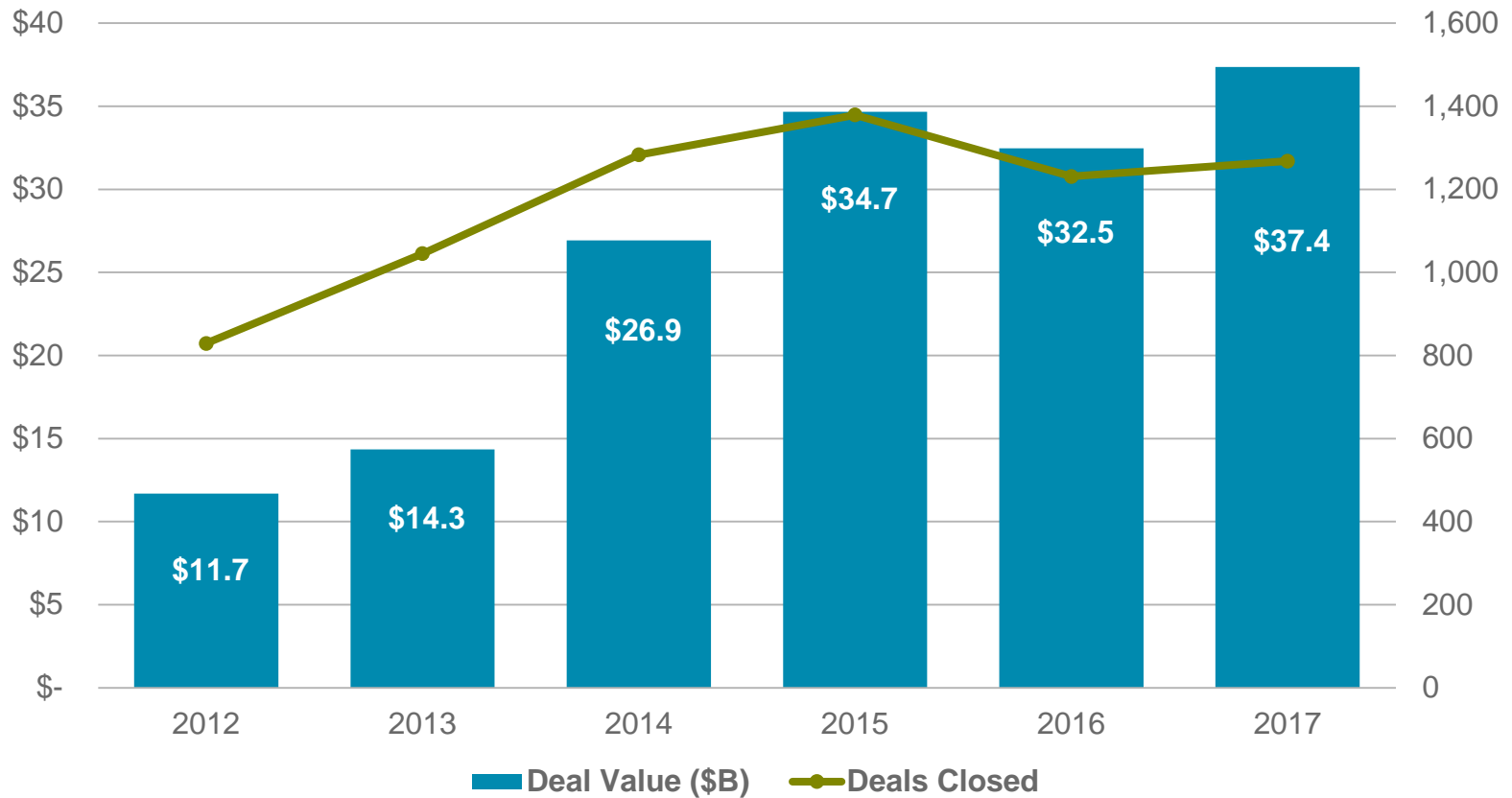
# Exit Activity Declined



Source: PitchBook NVCA Venture Monitor, 4Q 2017



# Corporate Venture Capital Activity Increased



Source: PitchBook NVCA Venture Monitor, 4Q 2017





# Outlook

- Pace of fundraising
- Pace of investment
- Hot sectors
- Sectors that will rationalize
- Geographies of interest





## Other themes in 2018

- Initial coin offerings and cryptocurrency
- Impact of tax law changes on strategic investors
- Impact of SoftBank's Vision Fund/Sovereign Wealth Funds
- Exit activity and IPOs





# Questions

**Alex Finkelstein**  
General Partner  
Spark Capital

**Vanessa Larco**  
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NEA

**Russ Wilcox**  
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