

## 2016 Venture Capital Report

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The *2016 Venture Capital Report* provides an in-depth analysis of, and outlook for, the US and European venture capital markets. The report features industry and regional breakdowns, and a look at trends in venture capital financing, convertible debt and VC-backed company M&A deal terms. We also highlight two new funding techniques that have expanded the pre-IPO financing toolkit; five common mistakes made by fledgling entrepreneurs; and four things you need to know about doing business in California.

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