



Long Journey Ventures



EARLY STAGE VENTURE FUND

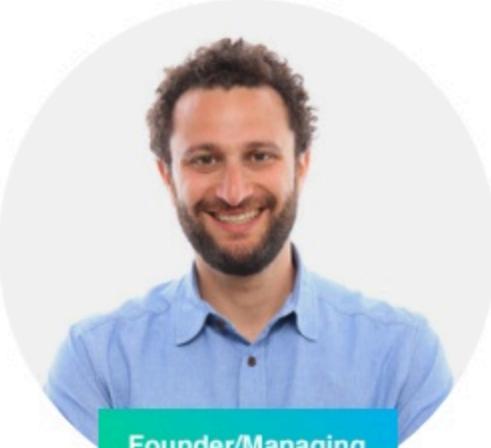
DISCLOSURES

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In considering the investment performance information contained in this presentation, prospective investors should bear in mind that past performance is not necessarily indicative of future results. There can be no assurance that the Fund will achieve results comparable to those of the investors or funds listed. Some of the performance numbers listed are gross of fees, and actual returns to investors will be net of fees, which can differ substantially.

EXPERIENCED BUILDERS AND INVESTORS

World Class angel track record. Investment in:



Founder/Managing Director

LEE JACOBS

Fmr. Partner AngelList; MHS Capital



Manager Director

CYAN BANISTER

Entrepreneur and investor. Uber, SpaceX, Carta, Postmates, Niantic. Fmr. Partner at Founders Fund.



VENTURE PARTNER

BRIAN BALFOUR

Founder and CEO of Reforge; Hubspot



VENTURE PARTNER

PASCAL LEVY-GARBOUA

VP Business at Checkr; Angel investor in Notion, Checkr, and Trusted Health



VENTURE PARTNER

JON BRUCK

Founder Pocket (acq by Mozilla, IndexTank (acq. by LinkedIn); Xoopit Product Lead (acq by Yahoo!)



VENTURE PARTNER

ELAINE WHERRY

Meebo (acquired by Google \$100M); Dandelion Chocolate

WE HAVE UNPARALLELED NETWORKS THAT HELP US SOURCE, DILIGENCE, AND GROW OUR COMPANIES.

Cyan Banister



Cyan is an early backer of multiple iconic companies and deeply entrenched in networks like the PayPal Mafia. Cyan is an extremely connected and sought after investor.

AngelList & Reforge Ecosystem



At AngelList, Lee identified the next generation of investors & this network has become a sourcing advantage. As the CEO of Reforge, Brian is the center of emerging leaders in tech and this network helps us source and evaluate companies.

Unique Geographies



Lee has a deep network in LatAm and has sourced great companies like Pipefy, CargoX, Rappi, etc.

Pascal will be located in Paris & will attract the best seed stage companies in Europe before U.S investors.

WE HELP OUR COMPANIES WITH THEIR TOUGHEST CHALLENGES



FUNDRAISING

Lee spent 2+ years at AngelList and has been directly involved in helping founders raise \$150m+.



PRODUCT & GROWTH

Brian's ecosystem of world class product and growth leaders from top Silicon Valley companies.



RECRUITING & CULTURE

Elaine is a world class recruiting & culture practitioner and has written about it in publications like the WSJ.



PRODUCT DISCOVERY & STRATEGY

Jon is a product discovery expert, and excels at leading founders through product discovery and design sprints.

“



“When considering the amount they invested and the value they added, they are the most valuable investor we have. They helped recruit growth consultants and Lee helped prepare me for the fundraise and made a lot of helpful intros.”

DAYO ESHO, FOUNDER OF TRAVELJOY

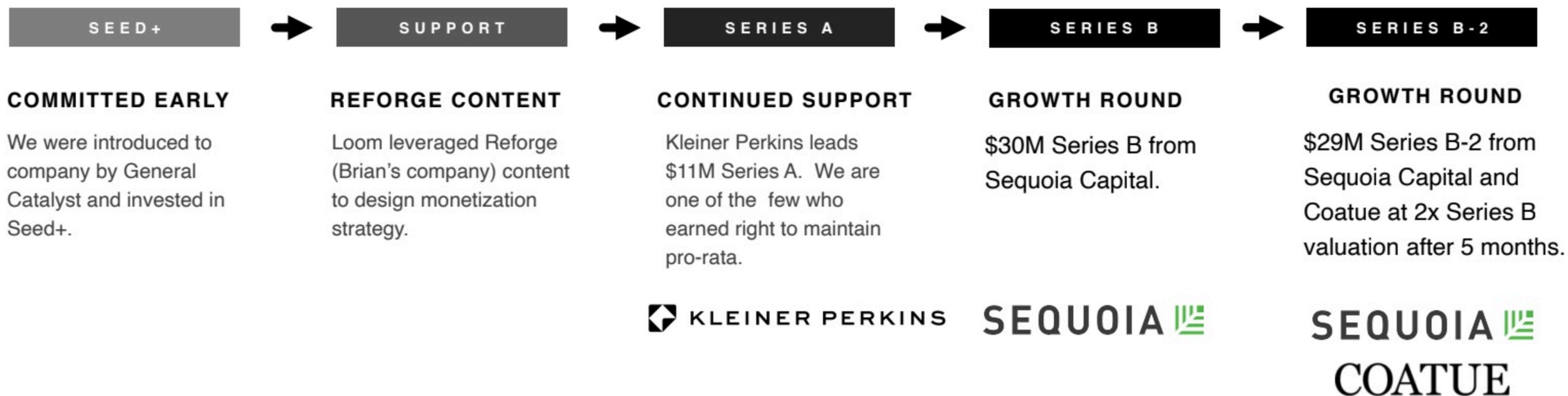


VALUE ADD: GROWTH & FUNDRAISING



Joe Thomas, CEO Loom

“Brian went above and beyond helping us vet our first growth hire and Lee went above and beyond helping us strategize our Series A. 10/10 would recommend.”





VALUE ADD: FUNDRAISING



Chase Lochmiller, CEO CRUSOE

“Lee was instrumental in the early stages of our development. He helped shape our fundraising strategy and process. We are extremely glad to have him involved.”

SEED

COMMITTED EARLY

Committed to the company when company had 1 installation.

SUPPORT

INTRODUCED CEO TO FOUNDERS FUND

Helped with fundraising pitch design and made introductions that resulted in 2 lead term sheets.

SERIES A

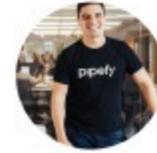
CONTINUED SUPPORT

Bain led **\$30M Series A**. We invested in round and continue to advise CEO.





VALUE ADD: HIRING/ RECRUITING



Alessio Alionço, Pipefy CEO

“Lee is a hyper connector. He can navigate the whole industry.”



COMMITTED EARLY

We were among the first investors to commit to invest. The company was pre-revenue.

INTRO TO NETWORK

Introduced CEO to Dan Scholnick from Trinity Ventures who led seed round.



FUNDRAISING STRATEGY

Helped Alessio (CEO) orient the business model and get to a Series A. Openview and Trinity led Series A.



CONTINUED SUPPORT

Added key team member on growth team and helped recruit an independent board member. **\$45M Series B from Insight.**



“



“The round definitely would not have come together without Lee’s help, and I’m not just saying that. From the moment when we started to when we finished fundraising, he’s put in a lot of work in terms of helping us with the pitch and introducing us to the right people. He’s been super helpful.”

DARIA EVDOKIMOVA, FOUNDER OF VOICEOPS

VALUE ADD: FUNDRAISING

SEED

First Fund to Commit

Committed at white paper stage



SUPPORT

INTRODUCED CEO to Bain

Helped with fundraising pitch design and made introductions that resulted in 2 lead term sheets.



SERIES A

CONTINUED SUPPORT

a16z led **\$25M Series A.**

ANDREESSEN
HOROWITZ

OUR PILOT FUND INVESTED APPROX. \$10M BETWEEN 2016-19. IT'S WORKING.

YEAR	Invested Capital	Value	Capital Realized	Capital Unrealized	Multiple of Invested Capital (MOIC) - Gross
2016					
2017					
2018					
2019					

*Our investments data is GROSS MOIC, unaudited and in some cases relies on 3rd party source. Realized is gross capital returned and not net of fees. Data is through July 1, 2020. Important to consider this our best estimate. 2018 investment, Compound Finance has been converted to a token and in June we realized a portion of the position. While COMP token is trading at approx. \$210, we are restricted in our ability to sell and thus holding it at \$157.50 to reflect illiquidity.

WE CONSISTENTLY INVEST WITH THE BEST

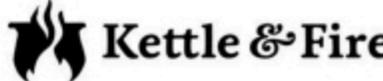
Co-investors

 FOUNDERS FUND	X6	 ACCEL PARTNERS	X3	 First Round	X2
ANDREESSEN HOROWITZ	X5	 SEQUOIA	X3	GENERAL  CATALYST	X2
 BainCapital	X4	 KLEINER PERKINS	X1	 FOUNDER COLLECTIVE	X1

4 OF EVERY 5 INVESTMENTS MADE IN 2016 RAISED FOLLOW ON CAPITAL

COMPANY	INITIAL ROUND	CO-INVESTORS /FOLLOW-ONS	LAST FUNDING ROUND	
 MindBloom	Seed	 FOUNDERS FUND	\$8M Series A- Founders Fund & 8VC	8VC
 Compound	Seed	ANDREESSEN HOROWITZ	\$25M Series A- A16Z	ANDREESSEN HOROWITZ
 Grove COLLABORATIVE	Series A	 GENERAL ATLANTIC  NORWEST VENTURE PARTNERS  Mayfield	\$125M Series D- General Atlantic	 GENERAL ATLANTIC
 Wonderschool	Seed	 First Round ANDREESSEN HOROWITZ	\$30M a16z Series A+ & Unusual	UNUSUAL VENTURES
common_	Seed	 luxcapital	\$25M Series B- General Catalyst	GENERAL  CATALYST

CONTINUED

COMPANY	INITIAL ROUND	CO-INVESTORS /FOLLOW-ONS	LAST FUNDING ROUND
 BLUE BOTTLE COFFEE	Secondary		Exit to Nestle 
	Seed		\$45M Series B- Insight 
	Seed+	GENERAL  CATALYST	\$30M Series B- Sequoia 
	Seed		\$16M Series A- Cavu 
Modern Animal	Seed		\$9M Series A- True Ventures 