

Private Placement Activity

10/30/2017 – 11/03/2017 (Transactions in excess of \$20 million)

Trends & Commentary

- VC and PE firms have excess sources of funds, largely due to cheap money easing from global central banks as well as less demand, stemming from disappointing measures of new business formation. Dry powder levels in North American and European PE funds have reached \$738.7 billion for 2016, surpassing capital overhang levels in 2008.
- European PE funds have seen an increase in activity, with €59.5 billion committed to 77 private equity funds through 2017 Q3. Compared to the same period last year, this represents a 40% increase in capital raised. (see figure)
- Grove Ventures, a venture capital firm in Israel, raised \$110 million for a maiden venture fund which focuses on early-stage startups centered around IoT, cloud and AI. Grove Venture's partners come from a variety of backgrounds, ranging from founder of M-Systems, a developer of personal USB storage solutions, to strategic consultant at TASC, an international management consultancy firm.
- Carmel Ventures, an Israel-based venture capital firm, has just rebranded itself as Viola Ventures, and has also hired Omry David and Zvika Orron as partners. Prior to joining Viola Ventures, Omry was an SVP at Goldman Sachs, and Zvika was a co-founder of LifeBeam, a developer of wearable bio-sensing instruments. The hires followed the announcement of a \$170 million raise in the Company's fifth fund.
- 8VC, a venture capital firm that specializes in Bio IT and technology sectors, recently hired John Tenet as partner. John previously served as principal at Valar Ventures, and brings experience in investing in technology, media and telecom deals.
- Clearlake Capital raised \$150 million in its first close for its fifth fund. The fund specializes in software, technology and energy, and is targeting \$2.5 billion for the fund, which will likely be oversubscribed.
- Jyoti Bansal, founder of AppDynamics, which sold for \$3.7 billion to Cisco, is looking to start a new company. The Company, Harness, is a B2B enterprise software company that leverages AI to let businesses automate and deliver software updates through its platform. Harness just raised \$20 million in Series A funding from Menlo Ventures.

€ in Billions

European PE Fundraising



Highlights

- TransferWise, a provider of a money transferring platform, raised \$280 million in Series E funding at a \$1.3 billion pre-money valuation – IVP and Old Mutual Global Investors led the round.
- Remitty, a provider of a mobile payment platform, raised \$115 million in Series D funding – PayU led the round.
- InVisionApp, a developer of a collaboration and workflow platform, raised \$100 million in Series E funding at a \$931 million pre-money valuation – Battery Ventures led the round.
- Ayla Networks, a provider of a cloud connectivity platform, raised \$60 million in Series D funding – investors include Crosslink Capital.
- Globality, an operator of a B2B services marketplace, raised \$35 million – Raine Ventures led the round.
- Instart Logic, a provider of application delivery technology that accelerates web and mobile application performance, raised \$30 million in Series E funding at a \$270 million pre-money valuation – Singapore Technology Telemedia led the round.
- Recorded Future, a developer of a threat intelligence analytics platform, raised \$25 million in Series E funding at a \$225 million pre-money valuation – Insight Venture Partners led the round.
- NuoDB, a provider of client or cloud relational database technology, raised \$22 million in Series B funding at a \$140 million pre-money valuation – Dassault Systemes led the round.
- Shippo, a provider of a multi-carrier API and dashboard, raised \$20 million in Series B funding at a \$60 million pre-money valuation – Bessemer Venture Partners led the round.

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Information Technology						
Face++	31-Oct-17	Beijing, China	Comet Labs , Foxconn Technology Group, Legend Star , Lenovo Capital and Incubator Group, Qiming Venture Partners , Sinovation Ventures , SK Group	\$460	Series C	Provider of a facial recognition technology designed to aim at providing compact, powerful and cross-platform vision service. The company's facial recognition technology uses computer vision and data mining to provide detection, recognition and analysis of faces. China State-Owned Assets Supervision & Admn Commission led the round.
Remitly	31-Oct-17	Seattle, WA	DN Capital , Draper Fisher Jurvetson , Klein Venture Partners, Orfin Ventures, QED Investors, Silicon Valley Bank, SK Ventures, Stripes Group , Trilogy Equity Partners, Vulcan Capital	\$115	Series D	Provider of a mobile payment platform designed to send money electronically to friends and family in developing countries across Africa, South America and Asia. The company's mobile payment platform operates as a mobile remittance platform, enabling users to send money faster, easier, more transparent and less costly by eliminating the forms, codes, agents, extra time and fees typical of the traditional, century-old money transfer process. PayU led the round.
InVisionApp	1-Nov-17	New York, NY	Accel , Battery Ventures, FirstMark Capital , Geodesic Capital, ICONIQ Capital , Spark Capital, Tiger Global Management , Wellington Financial	\$100	Series E	Developer of a SaaS prototyping, collaboration & workflow platform designed to help companies unlock the power of design-driven product development. The company's design collaboration platform allows designers to get real-time design updates from across the company, a single project or a single team member, take control of every aspect of their process-from white-boarding to prototyping, user testing to hand off to dev-all in one place and organize designers into their teams. Battery Ventures led the round. \$931 million pre-money valuation.
Innoviz Technologies	31-Oct-17	Kfar Saba, Israel	Amiti Ventures , Delek Group , Magma Venture Partners , Naver, Samsung Strategy and Innovation Center, SoftBank Ventures Korea, Startup Autobahn , Vertex Ventures Israel	\$73	Series B	Provider of LiDAR-based (Light Detection and Ranging) remote sensing sensors and systems designed to offer accurate mapping and localization. The company's InnovizOne system offers smart 3D remote sensing for fully autonomous vehicles, as well as provides real-time 3D images of the vehicle's surroundings, enabling vehicle owners to integrate the sensor systems seamlessly into any vehicle for accurate mapping.
Ayla Networks	2-Nov-17	Santa Clara, CA	Acorn Pacific Ventures, Alliance Capital Ventures, Cisco Investments, Crosslink Capital, Linear Venture, Oriza Ventures, SAIF Partners, SJF Ventures, Sunsea Telecommunications, Voyager Capital	\$60	Series D	Provider of a cloud platform-as-a-service (PaaS) connectivity platform designed to provide the flexibility and modularity to enable rapid changes to practically any type of device, cloud or app environment. The company has developed an end-to-end platform that helps manufacturers and service providers to turn home controls, lighting and other everyday products into intelligent devices that can collect information, be managed remotely or perform tasks automatically on behalf of consumers and businesses, enabling manufacturers support connected devices without having to build out their backend management infrastructure from scratch.
ChangingEdu	31-Oct-17	Shanghai, China	ClearVue Partners, Frees Fund , IDG Capital , Sequoia Capital , Tal Education Group , Trustbridge Partners	\$55	Series D	Provider of online platform designed to help parents find a suitable tutor for their children. The company's online platform connects private teachers with students and parents by one to one counseling to facilitate after-school tutoring services, providing parents with all-subject teaching and tutoring services for their primary and middle school kids both at-home and online. ClearVue Partners, Tal Education Group led the round.

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<i>Information Technology</i>						
Globality	1-Nov-17	Menlo Park, CA	Raine Ventures , THK Private Equities	\$35	NA	Operator of a global premium B2B services marketplace intended to make globalization work for more businesses and people. The company's cross-border business platform combines artificial intelligence and industry expertise to match clients with pre-vetted, highly qualified small and midsize service providers around the world.
Globetouch	1-Nov-17	Oakland, CA	DCM Ventures, Impact Venture Capital, Capital (Venture Capital), SGVC, Spark Ventures, Verizon Ventures, Zeev Ventures	\$30	Series C	Provider of connectivity services and Internet of Things (IoT) platforms designed to offer global connectivity, communication and carrier services. The company's connectivity services and Internet of Things (IoT) platforms provides global cellular connectivity for the realization of IoT and M2M services through one connection, enabling car manufacturers and IoT enterprises to reach a global footprint.
MarkForged	1-Nov-17	Cambridge, MA	Matrix Partners , Microsoft Ventures, North Bridge Venture Partners , Trinity Ventures	\$30	Series C	Provider of an industrial 3D printing platform intended to simplify the manufacturing process for 3D printing. The company's industrial 3D printing platform sells a wide range of 3D printers, along with materials that include onyx, fiberglass and various metals, enabling designers and engineers liberate themselves from decades-old, slow part creation processes. Next47 led the round.
Instart Logic	2-Nov-17	Palo Alto, CA	Andreessen Horowitz , Four Rivers Group , Geodesic Capital , Greylock Partners, Hermes Growth Partners , Kleiner Perkins Caufield & Byers , Telstra Ventures , Tenaya Capital ,	\$30	Series E	Prvider of an endpoint-aware application delivery technology designed to accelerate web and mobile application performance. The company's endpoint-aware application delivery technology optimizes website elements based on the user's specific device, browser and network conditions. Singapore Technologies Telemedia led the round. \$270 million pre-money valuation.
MariaDB	1-Nov-17	Espoo, Finland	Alibaba Group, California Technology Ventures , European Investment Bank, Finnish Industry Investment , Intel Capital , OnCorps, Runa Capital	\$27	Series C	Developer of cloud-based open source database designed for information technology infrastructure needs of enterprises. The company's cloud-based open source database includes on-premises applications that support today's enterprise needs from OLTP to analytics from a single SQL compliant interface. Alibaba Group led the round. \$327 million pre-money valuation.
Recorded Future	31-Oct-17	Somerville, MA	Accomplice VC, Atlas Venture, Balderton Capital, GV, IA Ventures, In-Q-Tel, Insight Venture Partners, Koa Labs, MassMutual Ventures, REV Venture Partners	\$25	Series E	Developer of a threat intelligence analytics platform intended to significantly lower risk of cyber attacks. The company's threat intelligence analytics platform powered by patented machine learning automatically collects and analyzes intelligence from technical, open and dark web sources, enabling users to respond to security alerts 10 times faster. Insight Venture Partners led the round. \$225 million pre-money valuation.
NuoDB	1-Nov-17	Cambridge, MA	ACI Worldwide , Converge Venture Partners, Dassault Systemes , Hummer Winblad Venture Partners , Longworth Venture Partners , Morgenthaler Ventures	\$22	Series B	Provider of client or cloud relational database technology. The company provides businesses with a distributed database management system to deploy applications, maintain business continuity and grant performance. Dassault Systemes led the round. \$140 million pre-money valuation.

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Zhuiyi	2-Nov-17	Shenzhen, China	Banyan Capital , GGV Capital, Morningside Group , SinoVation Ventures	\$21	Series B	Developer of SaaS based artificial intelligence chatbot platform designed to use for customer services. The company's platform YiBot uses deep learning and natural language processing technologies, enabling companies to create interactions between humans and enterprises through AI. SinoVation Ventures led the round.
Glint	2-Nov-17	Redwood City, CA	Bessemer Venture Partners , Meritech Capital Partners , Norwest Venture Partners , Shasta Ventures	\$20	Series D	Provider of a real-time employee engagement platform designed to measure and improve employee retention rates. The company's employee engagement platform is an organization development platform that uses real-time people data to provide information about organization's health, predicts risks and prescribes actions. \$210 million pre-money valuation.
Shippo	31-Oct-17	San Francisco, CA	500 Startups , Bessemer Venture Partners, FJ Labs, FundersClub, Slow Ventures, SoftTech VC , Union Square Ventures , Version One Ventures , Yang Ventures	\$20	Series B	Provider of a multi-carrier API and dashboard designed to help business succeed through shipping. The company provides an API and dashboard to help merchants and platforms get real-time rates, print labels, automate international paperwork, track packages and facilitate returns. Bessemer Venture Partners led the round. \$60 million pre-money valuation.
Onica	31-Oct-17	Santa Monica, CA	Sunstone Partners	\$20	NA	Operator of a technology consulting firm intended to help customers make the right decisions with technology. The company's services include cloud consulting, infrastructure, security and compliance, data and analytics, migration, cost optimization and managed services, enabling clients to solve their business challenges and deliver value for their organization. Sunstone Partners led the deal.
<i>Consumer Products and Services (B2C)</i>						
Guazi.com	1-Nov-17	Beijing, China	BRV Aster and Lotus , Dragoner Investment Group, H Capital, Hike Capital , Jingxin Venture Capital, Matrix Partners China , Sequoia Capital China	\$580	Series B	Operator of an online car trading platform intended to offer a second-hand car sales platform. The company's online car trading platform enables users to directly link individual car sellers and buyers, enabling them to remove the middlemen link and acquire more buyers. Sequoia Capital China led the round.
Souche.com	1-Nov-17	Hangzhou, China	Alibaba Group, ClearVue Partners, Ferry Venture Capital, Morningside Group, Sequoia Capital China, Warburg Pincus , Yuan Du Ventures, Zuoyu Capital	\$335	Series E	Provider of an online platform designed to buy and sell pre-owned cars. The company's online platform is focused on second-hand car trading service in China that has an online-to-offline mode with true, comprehensive second-hand car information, enabling users to find and buy the perfect car which matches their needs. Alibaba Group led the round. \$1.2 billion pre-money valuation.
Xiaozhu	1-Nov-17	Beijing, China	Bain Capital, Bertelsmann Asia Investments, Capital Today , CITIC Capital Partners, Joy Capital , Legend Capital, Morningside Group , Yunfeng Capital	\$120	Series E	Provider of short-term rental services designed to offer accommodation to people in different traditional hotel with family atmosphere and interacting with new friends. The company's short-term rental services cater the need of booking or renting rooms on daily and short term basis, enabling customers to avail cost-effective accommodation options. Yunfeng Capital led the round.

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<u>Consumer Products and Services (B2C)</u>						
GetYourGuide	2-Nov-17	Berlin, Germany	Battery Ventures, Highland Capital Partners Europe, Kohlberg Kravis Roberts, Nokia Growth Partners , PROfounders Capital, Queens Road Capital, Spark Capital, Sunstone Capital	\$75	Series D	Provider of a web and mobile based online tours and travels platform designed to facilitate the booking of guided international tours. The company's online tours and travels platform utilizes a network of globally connected activities, enabling travelers to organize holidays and book tickets to attractions and for activities guided by local professionals. Battery Ventures led the round.
Xingbianli	1-Nov-17	Shanghai, China	China Renaissance Capital Investment, Huiwen Wang, Lightspeed Venture Partners China , Sequoia Capital China, Vision Capital (China)	\$57	Series A1	Operator of checkout-free convenience stores and snack bars intended to provide drinks, biscuits and instant noodle to office workers. The company's checkout-free convenience stores and snack bars helps customers to pay via mobile payment options like WeChat Pay and Alipay, enabling them to consume food from any of the outlets any time of the day. Sequoia Capital China led the round.
Wonder Workshop	30-Oct-17	San Mateo, CA	Bright Success Capital, Charles River Ventures, GV, Madrona Venture Group, Sinovation Ventures , SoftBank Ventures Korea, Tal Education Group, TCL Venture Capital , Tencent, WI Harper Group	\$41	Series C	Developer of educational robotics products designed to spark creativity with kids of all ages and inspire lifelong learning. The company's products are based on coding languages uniquely designed for kids ages 6 and up to help kids learn about robotics and develop fundamental coding and problem-solving skills while having fun. \$100 million pre-money valuation.
Kano	1-Nov-17	London, United Kingdom	Barclays, Breyer Capital, Collaborative Fund, Index Ventures (UK) , JamJar Investments, LocalGlobe , TriplePoint Capital	\$28	Series B	Provider of computer and coding kits designed to give young people a simple and fun way to make and play with technology. The company's computer and coding kits come with a keyboard, memory card, casing, case modules, an operating system, multi-level games, a speaker and project books, enabling children to create and customize a small computer for coding projects and playing games. Breyer Capital, Thames Trust led the round.
Harry's Razor Company	30-Oct-17	New York, NY	Highland Capital Partners, Red Swan Ventures, SV Angel, Thrive Capital, Tiger Global Management, Wellington Management, Wharton Venture Initiation Program, Zig Capital	\$27	NA	Operator of an online platform intended to sell shaving equipment and accessories. The company's online platform designs and manufactures its own line of razors and replacement blades as well as other shaving consumables and offers its products a-la-carte via its online store or through a subscription model, enabling consumers order and purchase shaving supplies online.
Vital Proteins	1-Nov-17	Elk Grove Village, IL	CAVU Venture Partners	\$26	NA	Producer of pasture-raised collagen-based health supplements intended to fill the gap created by modern food production by reintroducing crucial whole animal ingredients back into people's diet. The company's health supplements is a 100% natural whole food proteins which are derived using eco/animal-friendly practices. CAVU Venture Partners led the round.

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<u>Business Products and Services (B2B)</u>						
MetricStream	31-Oct-17	Palo Alto, CA	Alpha Venture Capital, Cisco Investments, Gold Hill Capital, Integral Capital Partners, Kleiner Perkins Caufield & Byers, Lighthouse Capital Partners, Oracle, Sageview Capital	\$65	NA	Provider of a cloud and enterprise based governance, risk and compliance (GRC) platform designed to manage regulatory and industry-mandated compliance and corporate governance. The company's GRC Journey application integrates GRC technologies and programs across business, IT and security functions.
Decision Sciences International	30-Oct-17	Poway, CA	DTI Capital, Rock Gate Partners, United States Department of Defense	\$20	NA	Developer of advanced security and contraband detection systems. The company's detection security platform offers an automated scanning system for detecting, locating and identifying unshielded to heavily shielded radiological and nuclear threats as well as explosives and contraband, enabling operators of port, border and critical infrastructure to improve the safety and security of their assets.
<u>Energy</u>						
Elevate Midstream Partners	31-Oct-17	Houston, TX	Tailwater Capital	\$100	NA	Provider of oil and gas exploration and related services. The company's midstream activities are responsive, scalable, value enhancing midstream services, which are offered to exploration and production customers across the US onshore oil and gas production basins. Tailwater Capital led the deal.
Loraxian	1-Nov-17	Oakville, Canada	Treasure Union Limited	\$50	NA	Operator of a professional services firm intended to develop, finance, own and manage sustainable energy infrastructure projects in southeast Asia and North America. The company's professional services include development, construction, procurement and ownership of conservatively-managed building and energy infrastructure assets. Treasure Union Limited led the round.
<u>Financial Services</u>						
TransferWise	1-Nov-17	London, United Kingdom	Andreessen Horowitz , Daydreamer Fund, IA Ventures, Index Ventures (UK), IVP, Kima Ventures, Sapphire Ventures, SV Angel, The Acceleration Group, Valar Ventures	\$280	Series E	Provider of money transferring platform designed to send money abroad. The company's money transferring platform offers real-time exchange rates and enables its clients to transfer and track money through mobile applications, providing them with a cost efficient platform. IVP, Old Mutual Global Investors led the round. \$1.3 billion pre-money valuation.

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<u>Healthcare</u>						
Personal Genome Diagnostics	30-Oct-17	Baltimore, MD	Fast Forward at Johns Hopkins University, Nanjing Kaiyuan Growth Capital, New Enterprise Associates, The Abell Foundation, Windham Venture Partners	\$65	NA	Developer of cancer genome testing products designed to empower the fight against cancer by unlocking actionable information from the genome. The company's cancer genome testing products, technologies and bioinformatics help in identifying tumor mutations with accuracy by identifying alterations in complex cancer genomes, enabling oncology researchers, drug developers, clinicians and patients to address cancer-related genetic changes.
Ada Health	31-Oct-17	Berlin, Germany	Access Industries, Cumberland VC, Horizon 2020, June Fund	\$47	NA	Developer of a virtual health companion application designed to offer symptom assessment. The company's virtual health companion application uses personalized questions about users' health to provide them assessment of their symptoms and also offers online video consultations with healthcare professionals, disease monitoring and prevention through integration of different data sources. Access Industries led the round.
Kymera	30-Oct-17	Cambridge, MA	Amgen Ventures, Atlas Venture , Lilly Ventures	\$30	Series A	Operator of a biotech firm intended to research on targeted protein degradation to treat previously untreatable diseases. The company's biotech firm engages in the field of targeted protein degradation to access the body's innate protein recycling machinery, enabling patients to receive treatment for incurable diseases. Atlas Venture led the round.

Fund Raises

10/30/2017 – 11/03/2017 (Funds in excess of \$100 million in the U.S., Canada and Europe)

Sponsor Name	Fund Name	Fund Location	Close Date	Fund Type	Sector Coverage	Fund Size (\$M)	Comments
<u>Closed Funds</u>							
Frazier Healthcare Partners	Frazier Life Sciences IX	Seattle, WA	1-Nov-17	Venture Capital	Healthcare, Biotechnology, Pharmaceuticals	\$419	Targets two third's of its funding on Seed and Series A rounds
Sunstone Capital	Sunstone Technology Ventures Fund IV	Copenhagen, Denmark	2-Nov-17	Venture Capital	Other Financial Services, Software	\$132	
CircleUp Network	CircleUp Growth Partners	San Francisco, CA	31-Oct-17	Venture Capital	Retail	\$125	

Initial Public Offerings

10/30/2017 – 11/03/2017 (U.S. Based Exchanges)

Company Name	Description	Company Sector	Lead Underwriters	Offer Date	File Date	Offering Size	Offer Price Per Share	Latest Share Price	Premium / Discount from IPO	Latest Market Capitalization
<u>Priced IPOs</u>										
Loma Negra Compañía Industrial Argentina Sociedad Anónima	Produces cement in Argentina	Industrials	Citigroup, Merrill Lynch, Morgan Stanley	10/31/2017	9/5/2017	\$874	\$19	\$22	13.2%	\$12,815
Evoqua Water Technologies Corp.	Provides water treatment services	Water Treatment	Credit Suisse, Goldman Sachs	11/1/2017	10/3/2017	\$500	\$18	\$20	12.9%	\$2,302
Altair Engineering Inc.	Provides enterprise-class engineering software to optimize design and visualization rendering	Software	Deutsche Bank, J.P. Morgan	10/31/2017	9/29/2017	\$156	\$13	\$19	49.0%	\$1,170
Funko, Inc.	Produces bobble head products of pop culture figures	Consumer Retail	Goldman Sachs, J.P. Morgan	11/1/2017	10/6/2017	\$125	\$12	\$7	-41.7%	\$324
Spero Therapeutics, Inc.	Develops treatments for drug-resistant infections	Pharmaceuticals	Merrill Lynch, Nicolaus & Company	11/1/2017	10/6/2017	\$77	\$14	\$12	-17.4%	\$155
Allena Pharmaceuticals, Inc.	Produces oral enzyme therapeutics	Pharmaceuticals	Credit Suisse, Jefferies	11/1/2017	10/6/2017	\$75	\$14	\$10	-30.1%	\$202
<u>Filed IPOs</u>										
Senmiao Technology LTD	Provides a platform to connect borrowers and creditors	Lending	-	-	10/30/2017	\$200				
Hoops Scouting USA	Provides a website for basketball players to upload statistics	Sports	-	-	10/30/2017	\$0				



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