

From: Neil Callahan <ncallahan@rosemontseneca.com>
Sent: Tuesday, September 16, 2014 at 08:50:25 PM CEST
To: "John DeLoche" <john@rstp.com>
Cc: "Hunter Biden" <hunter@rstp.com>, "Suzanne Cole" <suzanne@troyinv.com>, "William Lee" <will@rstp.com>, "Neil Callahan" <neil@rstp.com>, "Devon Archer" <devon@rstp.com>
Bcc:
Reply-To:
Priority: Low
Subject: Re: Kelly Williams call prep

Should we add that the fund is closing in December as to add a sense of timing/urgency to have the meeting and for their team to complete dd?

On Tue, Sep 16, 2014 at 1:51 PM, John DeLoche <john@rstp.com> wrote:
Hi Hunter,

Following up on our call yesterday and in advance of your call with Kelly tomorrow morning, below are some talking points. Your key ask is to secure a meeting with Kelly at which we can present the fund. It can be positioned as a follow up to our initial meeting with Brandon and to review the upcoming deals we have in exclusivity and for which there will be co-investment opportunities for new and existing LPs.

--RSTP is the future of tech growth equity--value added team of successful bootstrapped entrepreneurs and investors with dedicated business development for portfolio companies

--Gives us access to deals that do not need our money and the ability to control their future financings. All of our deals are profitable and growing at greater than 50% and will not be found in other funds as we syndicate with our LPs

--Great investor base including Neuberger Berman and Goldman Sachs. Closed \$80 million to date and circled another \$70mm for the fund towards a \$250mm hard cap

--Two great deals in the fund so far: Counsyl which is preparing for an IPO. Metabiota which is becoming more and more important with the global awareness of Pandemic threats. Metabiota will have a co-investment opportunity later this year

--Two more deals with signed terms sheets. Both first institutional profitable companies. One in the ecommerce space (good to limit the description to this), and another in the robotics space.

--We would like a meeting to give them an update on our progress and review our co-investment opportunities.

Best,

John

John DeLoche
Co-founder and Managing Director
Rosemont Seneca Technology Partners
333 Bush Street, 21st Floor
San Francisco, CA 94104
office: [415 767 1288](tel:4157671288)
mobile: [415 793 7070](tel:4157937070)

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Neil Callahan
Rosemont Seneca Partners
917-945-9516