

# White-Label Venture Funds for RIAs

Offer your clients diversification into this key, in-demand asset class

## What we hear from RIAs

"We want more unique product, like venture capital offerings, to help attract and retain clients."

## Enter Alumni Ventures

- **AV is America's largest venture firm for individual investors<sup>1</sup>**, and the #1 most active VC in the U.S.<sup>2</sup>
- **Economics:** AV's model allows RIA partners to share economics.
- **Administration:** We handle the back office work for the fund, such as taxes, client service, distributions, and more.
- **Performance:** AV's funds have outperformed public market equivalents, and rank in the top-quartile of all venture firms, measured by DPI, for the vintage years 2016-2020 as of December 31, 2022, per Cambridge Associates.<sup>3</sup>

## For our RIA Partners:

Through Alumni Ventures, RIAs can offer their clients easy access to diversified and professional-grade venture portfolios. As one of the most active VCs in the world,<sup>2</sup> with experience managing the assets of 9,000+ fund investors, we're well-equipped to be your partner.

Venture capital has consistently outperformed public market equivalents. And up until now, large institutions and endowments have traditionally been among the main beneficiaries.

Alumni Ventures has changed that and is democratizing the venture asset class, making it available to millions of individual accredited investors.

## White-Label Funds

We provide you with a white-label venture fund so your clients can access this important asset class on your platform. Economics are shared between Alumni Ventures and our RIA partners.

## Included in This Relationship:

- Custom venture portfolios built to meet the needs of you and your clients
- Portfolio monitoring and reporting
- Legal/tax/admin support for fund
- Exit management
- Fund performance reports and statements
- Venture education & experiences tailored to clients



## INTERESTED?

Contact us at [customfunds@av.vc](mailto:customfunds@av.vc).



## Alumni Ventures Snapshot

### About Us

- Offer accredited individuals and organizations the power to own smart, diversified, professional-grade venture portfolios
- Raised \$1.2B from 9,000+ investors
- Invested in 1,100+ companies
- ~50 investing professionals, located in five U.S. venture hubs
- Co-invest alongside well-established VCs such as Khosla Ventures, NEA, Andreessen Horowitz, Lightspeed, USV, Norwest, and Accel

### Results

- **Top-quartile venture capital performance** based on distributions to paid-in capital, per Cambridge Associates<sup>3</sup>
- **Outperformed public markets:** 15.1% for AV vs. 10.7% for S&P, 6.7% for Russell 2000<sup>4</sup>
- **Most active venture firm in the U.S.**, third-most active in the world<sup>2</sup>

## Further Customization Options



### Education

- Case studies
- Seminars
- Roundtables



### Engagement

- Annual reviews
- Portfolio planning
- Special events



### Deal Access

- Meet CEOs<sup>5</sup>
- Later round opportunities
- Single company Syndications

See more about Alumni Ventures [here](#).

<sup>1</sup> Based on the combination of total capital raised, number of investments, and number of investors of leading VC firms as reported by Pitchbook and other publicly available information reviewed by AV.

<sup>2</sup> PitchBook Global League Tables 2022

<sup>3</sup> Industry Top Quartile as determined by Cambridge Associates. DPI for AV Funds and Industry Top Quartile is net of management fees and net of incentive allocations applied to amounts distributed to investors. Performance as of 3/31/23. For additional information on Cambridge Associates and the data and calculations see [av-funds.com/disclosures](http://av-funds.com/disclosures).

<sup>4</sup> Internal Rate of Return (IRR) for AV Funds is net of management fees and incentive allocations applied to amounts distributed to investors, and gross of incentive allocations applicable to unrealized gains on investments held by AV Funds. IRR for AV Funds includes uninvested cash, unrealized investments, and amounts distributed to investors. The IRR shown for the S&P 500 and Russell 2000 indices are gross of fees because indices are not managed investments, and it is not possible to invest directly in an index. Performance as of 3/31/23. For additional information see [av-funds.com/disclosures](http://av-funds.com/disclosures). All investment involves risk, including risk of loss. Past performance is not necessarily indicative of future results.

<sup>5</sup> AV will undertake in good faith to facilitate reasonable introductions but access to portfolio company management, including on any specific terms, cannot be guaranteed

#### Important Disclosure Information

The manager of the AV Funds is Alumni Ventures (AV), a venture capital firm. AV and the funds are not affiliated with or endorsed by any college or university. These materials are provided for informational purposes only. Offers of securities are made only to accredited investors pursuant to each fund's offering documents, which describe among other things the risks and fees associated with the Fund that should be considered before investing. The funds are long-term investments that involve a substantial risk of loss, including the loss of all capital invested. Past performance is not indicative of future results. Opportunities to invest in any security (of a Fund, of AV or in a syndication offering) is not a guarantee that you will be able to invest and are subject to all terms of the specific offering. Diversification cannot ensure a profit or protect against loss in a declining market. It is a strategy used to help mitigate risk.

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AV offers smart, simple venture investing to accredited investors. Specifically, AV provides a path for individuals to own an actively managed diversified venture portfolio with a single investment co-investing alongside experienced VC firms. Traditionally, with limited investment capital and contacts, individual investors have had limited access to desirable deals alongside experienced VC firms, and even if they could access one or more such deals, it would take an inordinate amount of time, money and negotiation to build a diversified portfolio. With AV Funds, investors can choose from a number of funds to make a single investment to gain exposure to a diversified portfolio of investments selected by an experienced manager. AV Funds' simple fee mechanism permits investors to avoid constant capital calls throughout the life of the fund as found in other private investment vehicles. F27-X0618-230724.01