



Hosted By Internet Securities®
 Wednesday, June 27th, 2018
 5:00 – 8:00 pm
 Reed Smith LLP
 101 2nd Street
 18th Floor
 San Francisco, CA 94105

**Secondary Markets for
 Private Equity (4th Annual)**

Agenda

5:00-5:40 pm	Registration and networking
5:45 pm	Welcoming Remarks
6:00 pm	Investment Panel
7:00 pm	Guest Speaker: Scott Chou
7:30-7:50 pm	Networking
8:00 pm	Event Conclusion



Guest Speaker



Scott Chou
 ESO Fund
 Co-Founder & Managing
 Partner

Scott has been in the venture capital industry since 1997 and was recently recognized by Always On as a Top 100 venture capitalist. He is known for his focus on disruptive technologies and for authoring Maxims, Morals, and Metaphors – A Primer on Venture Capital. Scott’s passion for early stage technology ventures extends back to high school when he joined his first startup as a software engineer. He has since worked for five more technology ventures including Poqet Computer and ICE in addition to world-renowned research and development organizations such as Bellcore and IBM.

His broad expertise in technology spans the industry from manufacturing to software development to chip design. Scott actively maintains his technical expertise as the creator of Oh Don’t Forget!, a popular mobile app for Android and iOS devices. He completed the prestigious Kauffman Fellows Program in 1999 with Onset Ventures and later joined Gabriel Venture Partners in early 2000 where he focused on research labs for fundamental innovations. Scott’s first investment at Gabriel was in the seed round of NextG Networks which eventually sold to Crown Castle for \$1 billion. Scott’s educational background includes a bachelor’s degree in electrical engineering with honors from Caltech as well as master’s degrees from Harvard University and Stanford University.

Investment Panel

Moderator

LiLing Poh

Reed Smith
Associate



LiLing is a member of the Global Corporate Group. She advises clients in a broad range of corporate transactions, including mergers, stock and asset purchases and sales, venture capital investments, joint ventures and general corporate governance. LiLing has experience with clients in various industries, including those with interests and operations in the life sciences, food and beverage products and health care industries. She represents early-stage companies in connection with formation and organizational issues as well as both early-stage companies and investors in preferred stock financings and other venture capital financings. She has represented clients in transactions with US and international businesses, including venture capital and merger and acquisition transactions involving businesses in Europe and Asia.

Ms. Poh holds a J.D. from Syracuse University College of Law and B.A. from University of California, Los Angeles.

Michael Chou

Day View Capital
Founder



Day View Capital is a San Francisco based investment firm focused on providing liquidity to founders, early employees, and investors of late stage private software and internet companies. Day View was started in 2017 by Michael Chou, who was previously the head of west coast investing at Harmony Partners, a growth equity firm started by former investors at General Atlantic. Michael was previously an investment team member at

Revolution Growth, a growth equity firm started by Steve Case (the founder of AOL), and a technology M&A investment banker at Perella Weinberg Partners, Barclays Capital, and Lehman Brothers. Michael graduated from Princeton University with a degree in economics.

Matthew Le Merle

Fifth Era and Keiretsu Capital
Co-founder and Managing Partner



Matthew Le Merle is co-founder and Managing Partner of Fifth Era and of Keiretsu Capital - the most active early stage venture investors backing more than 175 companies a year. Matthew is an expert on corporate growth, innovation and business transformations having advised leading companies including Amazon, Cisco, eBay, Google, HP, Microsoft, PayPal and many others on growth and innovation-related issues. In the blockchain and crypto domains, Matthew is General Partner of the Keiretsu Capital Blockchain Fund of Funds and an advisor at BitBull Capital and Bitwise. He also provides advisory services through his team at Fifth Era Blockchain and is an advisor at ACX, Atlas Money, Hadron, Liqueineq, and ReadyUp.

Earlier in his career, Matthew spent 21 years as a strategy, operations and corporate finance advisor to Fortune 500 CEOs, boards and executive teams with McKinsey & Company, and as a practice leader with A.T. Kearney and Monitor Group where he led both firms' West Coast practices and at Booz & Company. He was also a corporate executive at Gap Inc. where he was SVP strategy and corporate development and SVP of global marketing.

Matthew is an adjunct professor at Singularity University, bestselling author and keynote speaker. He received a B.A. (Double First) and Master's from Christ Church, Oxford, and an MBA from the Stanford Graduate School of Business. He was born in London, UK, and is now a dual US/UK citizen and lives in the San Francisco Bay Area and London, UK with his wife, Alison Davis, and their five children.

Craig Nolan
Akkadian Ventures
Principal



Craig Nolan is a principal at Akkadian Ventures. He focuses primarily on due diligence for prospective transactions and also assists in sourcing and execution.

Prior to Akkadian, Craig was a director at Arcstone Parters, a leading valuation firm. Arcstone's clients include some of the world's leading private companies. He has researched and valued countless companies for transactional and regulatory purposes. His experience encompasses entities of virtually every size and industry, with an emphasis on fast-growing private companies supported by institutional venture capital and private equity funds. At Arcstone, Craig helped establish Arcstone Equity Research, a research firm that served the direct secondary marketplace.

Craig earned an MBA and BS from the Daniels College of Business at the University of Denver and is a CFA charterholder.

Sven Weber
SharesPost 100 Fund
Managing Director, SP Investment
Management



Sven Weber is a managing director of SharesPost's SEC-registered investment advisor, SP Investments Management, LLC and responsible for the management of SharesPost investment vehicles. Sven is

also the president and a trustee of the SharesPost 100 Fund.

Before joining SharesPost, Sven served as president of SVB Capital at Silicon Valley Bank, where he managed the company's venture capital investing business, which included direct, secondary and fund of fund investments exceeding \$1.5 billion under management. Prior to SVB Capital, Sven managed secondary

investments at Cipio Partners and direct investments for Siemens. He previously had operational responsibilities at both Vodafone Germany and O2 Germany.

Sven holds a master's degree in physics from the University of Heidelberg, Germany, where he specialized in information technology and environmental physics.

Internet Securities Management

Michael Beardsley
Internet Securities
Founder & CEO



Michael Beardsley has over 30 years of technology experience and over 20 years of investment banking and equity research experience. Mr. Beardsley founded Internet Securities in January

1999. Prior to Internet Securities, Mike worked for Merrill Lynch in New York City for four years as a sell-side equity analyst covering the data networking and telecommunications equipment industries. While at Merrill Lynch, Mr. Beardsley was a member of the number one ranked telecom equipment research team according to 'Institutional Investor' magazine and mentored by Joseph Bellace, who was later inducted into the Institutional Investor 'Hall of Fame' of equity analysts. Prior to Merrill Lynch, Mike was a management consultant at J.P. Morgan in New York City working in the Firm's telecommunications department. Mr. Beardsley was also a senior telecommunications equity analyst at Pacific Growth Equities in San Francisco. Prior to Mike's Wall Street career, he worked for Hewlett-Packard in Cupertino and Sunnyvale for seven and one half years in marketing management and telecommunications management roles. Mr. Beardsley's positions at HP included: Marketing Program Manager, Product Marketing Engineer, Telecom Operations Manager, and Telecom Engineer.

Mr. Beardsley holds an M.B.A. from Columbia University, B.A. in economics from U.C. Berkeley, and

A.S. in data communication from Foothill College. Mr. Beardsley possesses FINRA Series 7, 24, 63, 65, 79, and 87 licenses.

Nick Henderson

Internet Securities

Director of Corporate Development



Mr. Henderson is the Director of Corporate Development at Internet Securities. In this role, he cultivates strategic partnerships and customer relationships with the objective of maximizing revenues and capitalizing on key business opportunities. Prior to Internet Securities, Nick Henderson was an Executive CFO at CFO Wise, Inc. and Partner at Grizzly Peak Capital. Mr. Henderson was also an active investor and executive in the mobile and radio industry sectors. In the radio industry, he led a number of roll ups as well as mergers and acquisitions involving various radio companies. Nick started his career as an engineer at Intel Corporation.

Mr. Henderson holds an M.B.A. from U.C. Berkeley's Walter A. Haas School of Business and a B.A. from Harvard University.

Henry Wong

Internet Securities

Chief Technology Officer



Henry K. Wong has over 15 years of technology experience and over 10 years of marketing management experience. In his role as Chief Technology Officer of Internet Securities, Mr. Wong oversees the planning, design, and implementation of the Company's Information Technology. Henry Wong has a marketing management and technology background from companies such as Intel Corporation and

McDonnell Douglas (now owned by Boeing Corporation). Prior to joining Internet Securities, Mr. Wong worked at Intel Corporation for six years in product marketing and corporate development roles where he was involved with the Pentium processor/platform and launching the first 64-bit Itanium processor and systems. In addition, he recruited key server software developers and operating system vendors. Prior to joining Intel, Henry worked for an interactive television startup company and a server database firm. Mr. Wong also has engineering experience from McDonnell Douglas where he was a lead information technology engineer developing several mission critical applications.

Mr. Wong has an M.B.A. from Columbia University and a B.S. in engineering from the University of California at Berkeley.

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