

eNDEAVOR

“What Endeavor does better than any other organization is to create entire cultures of entrepreneurship that spread within and between countries.”

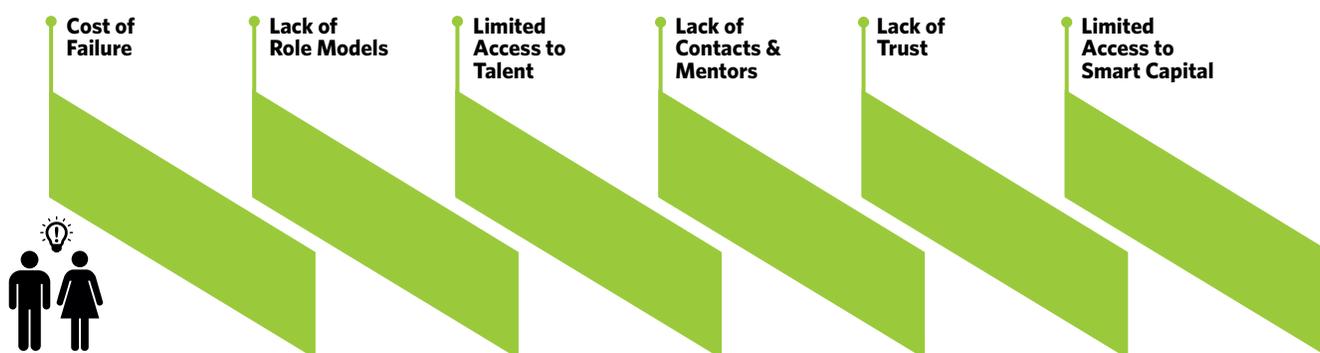
Reid Hoffman, Co-Founder & Executive Chairman, LinkedIn; Endeavor Global Board Member

THE MISSION

Endeavor is leading the **high-impact entrepreneurship** movement around the world.

THE CHALLENGE

Though entrepreneurs of all sizes everywhere face obstacles launching a business, high-growth entrepreneurs in a second phase of growth face additional barriers to success in scaling their companies:



THE SOLUTION

Endeavor selects best-in-class entrepreneurs in emerging and growth markets. Once selected, Endeavor provides entrepreneurs with customized services to help them scale their businesses, including:

NETWORKS & MENTORS



- Custom Advisory Boards
- World-Class Mentors
- Networking Events
- Industry Tours
- Endeavor Communities

TALENT



- eMBA Fellows/MBA Teams
- Executive & Partner Fellows
- Educational Opportunities

ACCESS TO SMART CAPITAL



- Pitch Counseling
- Investor Network
- Endeavor Catalyst

RESULTS SINCE 1997

1,621 high-impact entrepreneurs selected out of 70,000+ screened

1.4MN jobs created by Endeavor Entrepreneurs

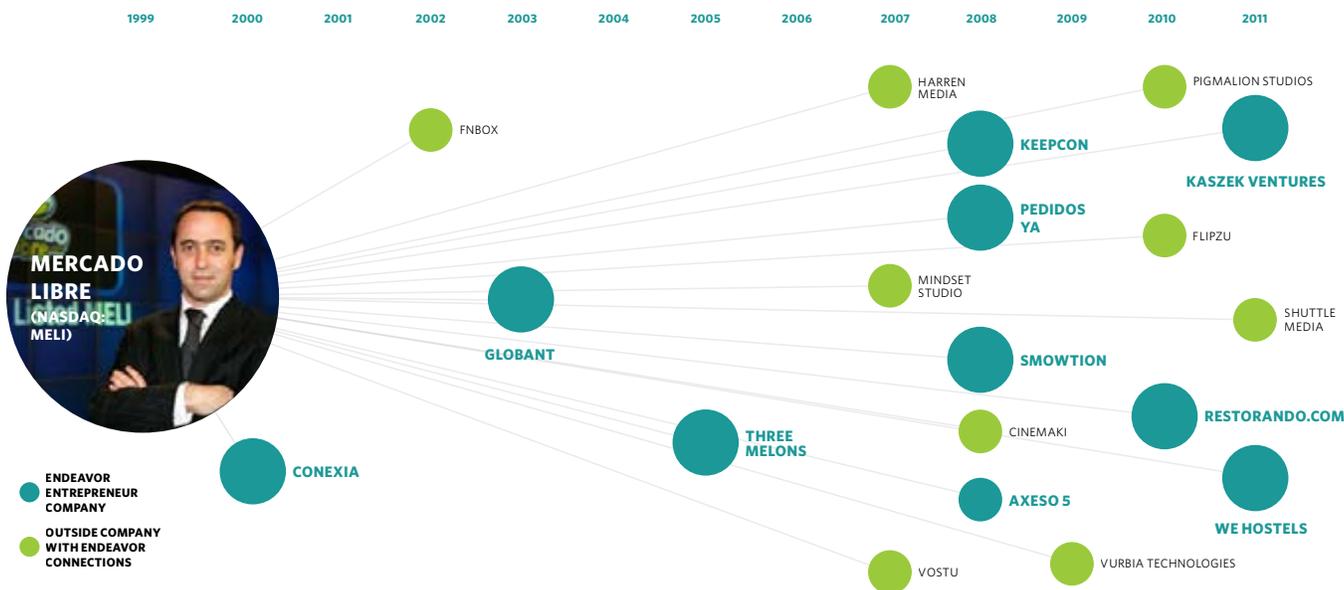
\$15BN revenues generated by Endeavor Entrepreneurs in 2017

\$1BN raised in debt & equity capital by Endeavor Entrepreneurs in 2017

THE ENDEAVOR EFFECT

An Endeavor Insight study on the tech sector in Argentina found that Endeavor Entrepreneurs made significant contributions to the entrepreneurial ecosystem. For example, entrepreneurs Marcos Galperin (pictured above) and Hernán Kazah of MercadoLibre.com, the eBay of Latin America, inspired or mentored the founders of more than 15 companies.

To view our video on the Endeavor Effect in Argentina, go to www.endeavor.org/multiplier



OUR GLOBAL FOOTPRINT

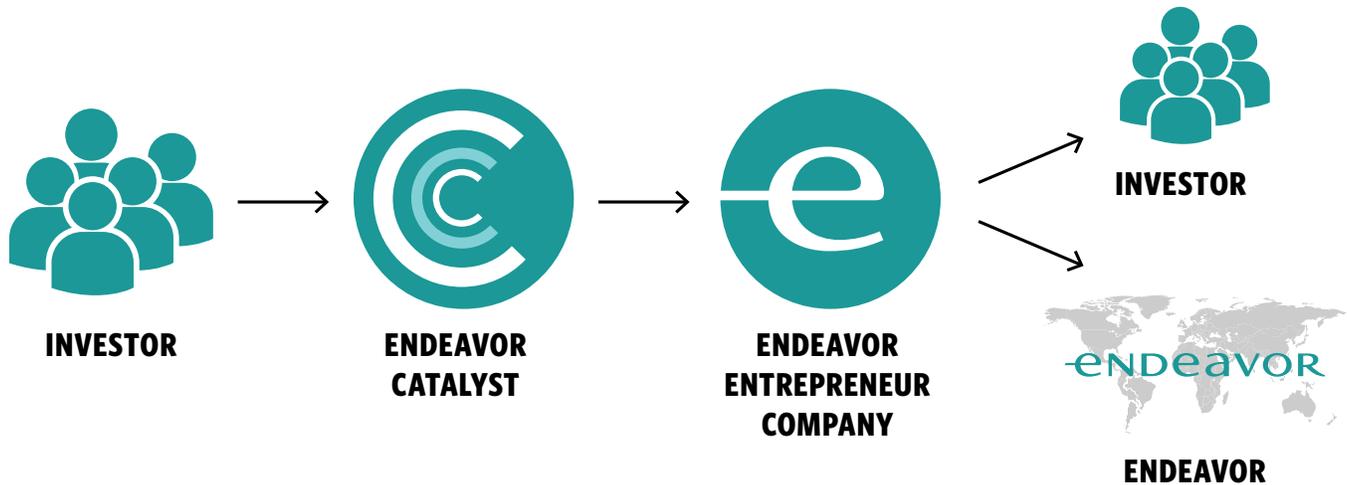
WHERE WE OPERATE
 HIGH-POTENTIAL 2018 LAUNCH
 GLOBAL SUPPORT OFFICE

- Endeavor launches in markets with:
- A pipeline of potential high-impact entrepreneurs
 - A vibrant startup scene still lacking in scaleup support
 - Local “pull” from top business leaders



ABOUT

Endeavor Catalyst is the rules-based, co-investment fund of Endeavor, set up to invest exclusively in Endeavor Entrepreneur-led companies and to sustain Endeavor's long-term operations in a mission-aligned way.



Proceeds from Endeavor Catalyst are distributed to LPs and fund the development of critical infrastructure to support Endeavor's operations worldwide.

INVESTMENT PROCESS

Endeavor Catalyst follows a rules-based, co-investment approach.

The Fund invests in:

Endeavor Entrepreneurs in good standing with their local office



raising a minimum of \$5MM of equity capital in a single round of financing,

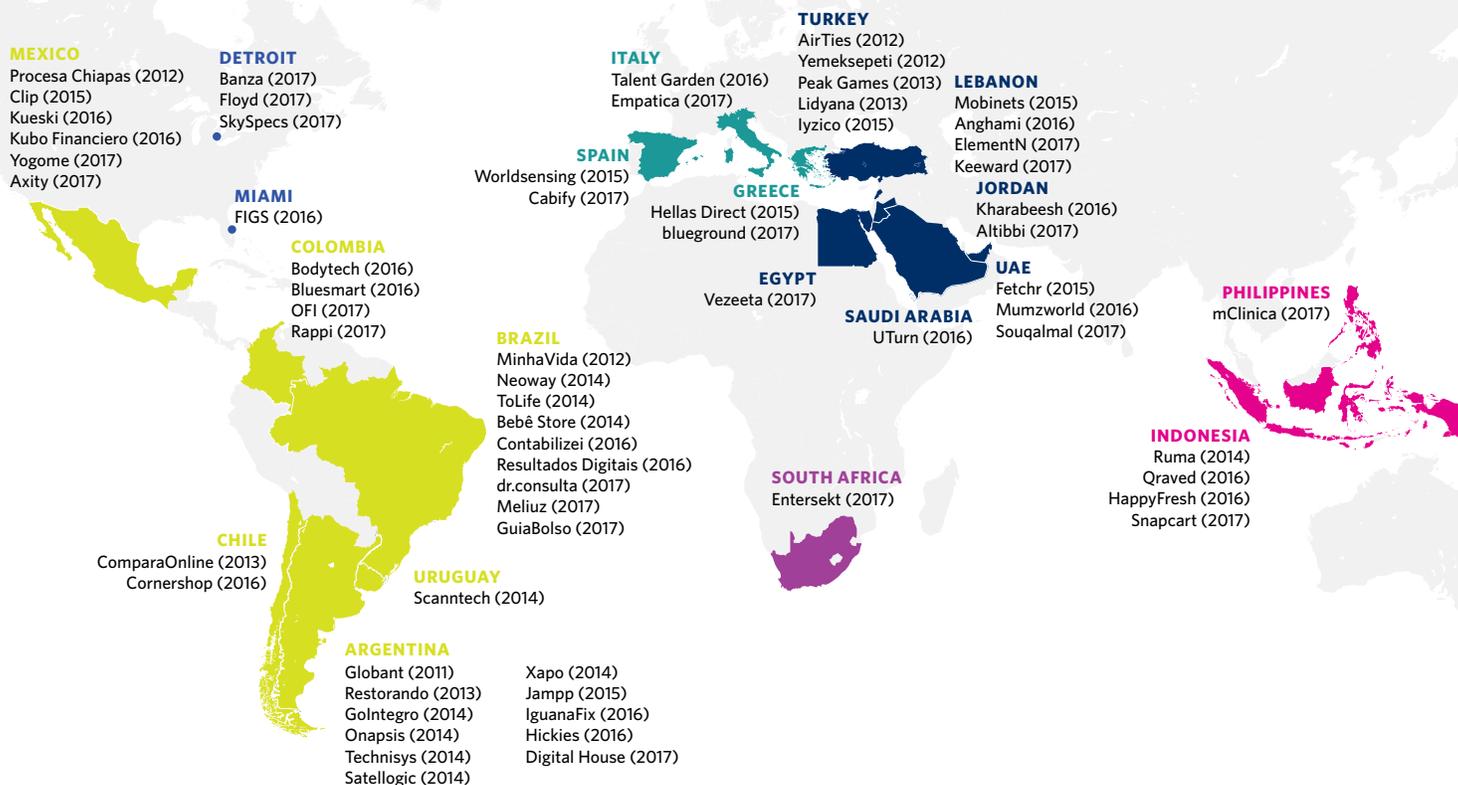


led by a qualified, institutional investor.

If all criteria are met, Endeavor Catalyst will invest in up to 10% of the round—currently capped at \$2MM.

PORTFOLIO

Endeavor Catalyst invests exclusively in the equity financing rounds of Endeavor Entrepreneurs. As of Q4 2017, we have invested in 67 companies across 20 Local Offices.



INVESTMENT PARTNERS

Endeavor Catalyst invests alongside professional venture capital and growth equity firms. To date, we have co-invested with 70+ leading firms:

| | | | | | |
|----------------------------------|--------------------------|--------------------------|-------------------------------------|-----------------------------|-----------------------|
| GLOBAL | FTV Capital | Qualcomm Ventures | REGIONAL - EMEA | Speedinvest | Mountain Nazca |
| .406 Ventures | General Atlantic | Ribbit Capital | 212 | Tamburi Investment Partners | Pitanga |
| 500 Startups | Greylock Partners | Richmond Global Ventures | BECO Capital | Venture Friends | Quasar Builders |
| Accel Partners | IFC | Rise Capital | Berytech | Vostok New Ventures | Redpoint events |
| American Express (AMEX) Ventures | Index Ventures | Riverwood Capital | Burda International | Wamda Capital | VARIV Capital |
| Atomico | Intel Capital | Sequoia Capital | Dash Ventures | REGIONAL - LATAM | Velum Ventures |
| Bamboo Finance | Invus Capital | Sierra Ventures | Earlybird Venture Capital | ALL VP | Vox Capital |
| Beechwood Capital | Jackson Square Ventures | Storm Ventures | Highland Europe | Alta Ventures | W7 |
| Benchmark | L Catterton | Telefonica Ventures | Hummingbird Ventures | Angel Ventures Mexico | REGIONAL - SEA |
| Campfire Capital | Lumia Capital | Third Point | Innogest | DGF Invetimentos | Gobi Partners |
| Cisco Ventures | Madrone Capital Partners | Tiger Global | Leap Ventures | e.Bricks | MDI Ventures |
| Creandum | Mitsui Ventures | TPG Growth | Middle East Venture Partners (MEVP) | Grupo Sforza | Samena Capital |
| Crunchfund | Naspers | Unitus Impact | Rand Merchant Investment Holdings | Ignia Capital | Temasek Holdings |
| Emergence Capital | NEA | Valor Capital | Seaya Ventures | Kaszek Ventures | Tencent |
| Flybridge | Omidyar Network | Y Combinator | | Monashees | Tsing Capital |
| | | | | | Vertex Ventures |

TRACK RECORD

Endeavor Catalyst has realized four exits to date: Argentina's Globant (2.7X Return), Turkey's Yemeksepeti (5.0X Return), Miami's FIGS (5.3X Return) and Indonesia' RUMA (4.4X Return).

COMPANY:
GLOBANT

INVESTMENT DATE:
Jan. 2012

LEAD INVESTOR:
Riverwood Capital,
FTV Capital

EXIT:
Initial Public Offering
(IPO) on the New York
Stock Exchange (NYSE)

EXIT DATE:
Jul. 2014



COMPANY:
YEMEKSEPETI

INVESTMENT DATE:
Nov. 2012

LEAD INVESTOR:
General Atlantic

EXIT:
Acquired by
Delivery Hero

EXIT DATE:
May 2015



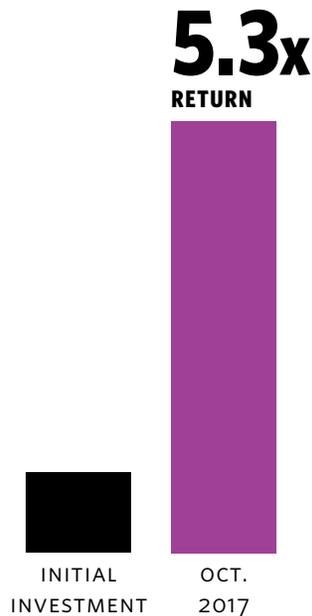
COMPANY:
FIGS

INVESTMENT DATE:
May 2016

LEAD INVESTOR:
Campfire Capital

EXIT:
Acquired (Buyer
Undisclosed)

EXIT DATE:
Oct. 2017



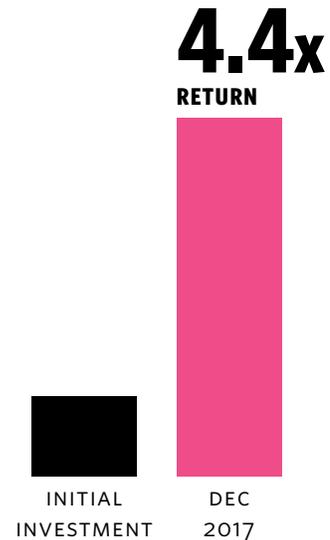
COMPANY:
RUMA

INVESTMENT DATE:
Sep. 2014

LEAD INVESTOR:
Omidyar Network

EXIT:
Acquired by
Go-Jek

EXIT DATE:
Dec. 2017



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