

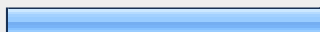

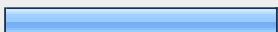


# Polachi VC Survey: Pulse on the Industry

**1. Please select the title that most accurately describes your current position.**

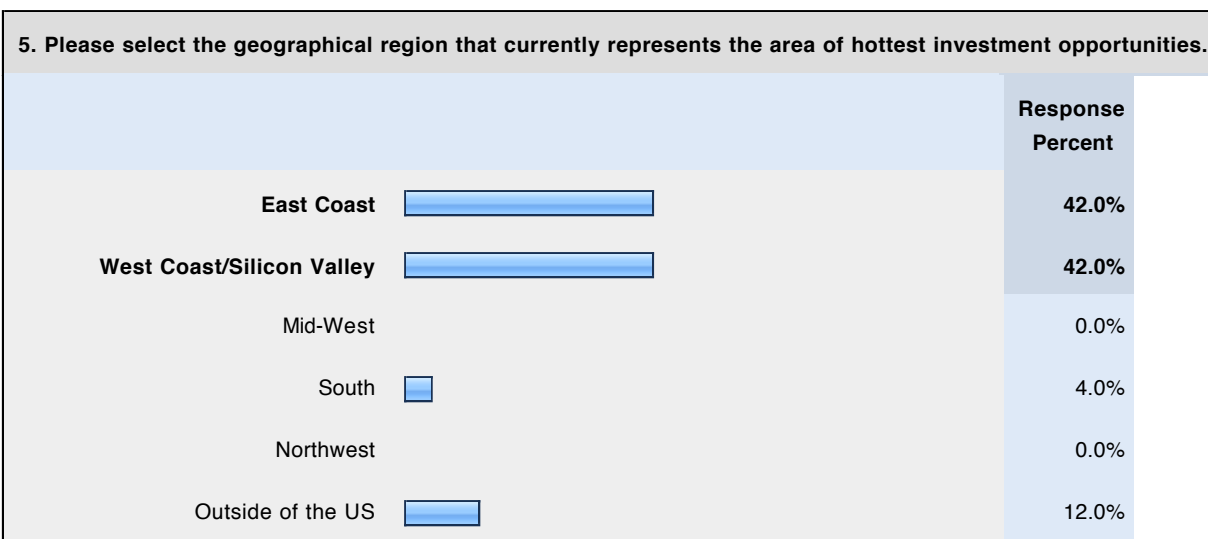
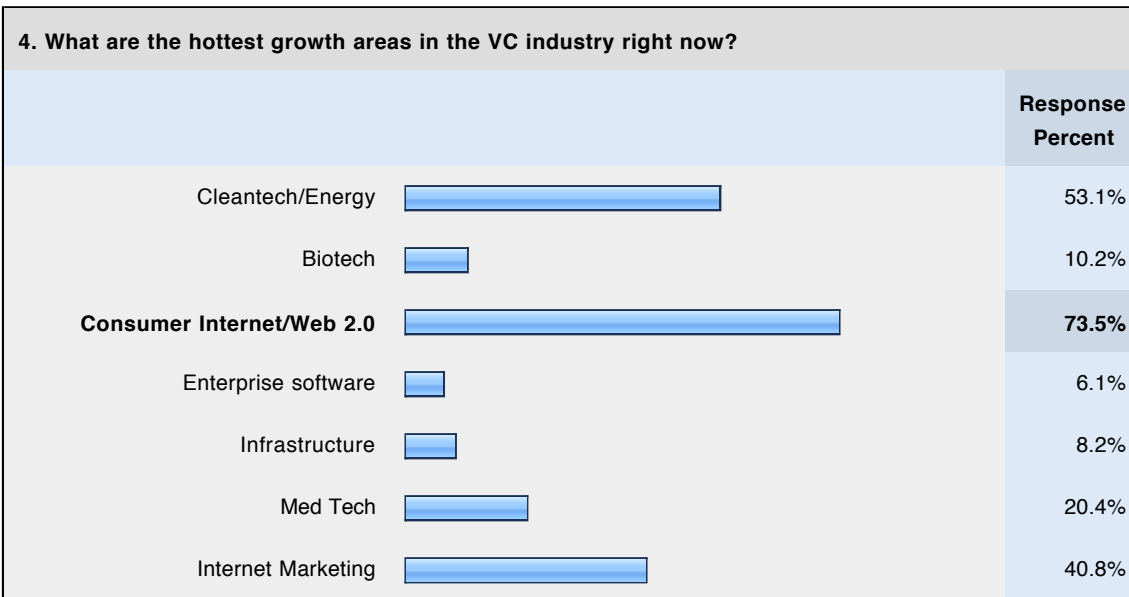
|   | Response Percent |
|---|------------------|
| Senior Associate/Associate  | 0.0%             |
| Vice President/Principal         | 2.0%             |
| Partner                          | 47.1%            |
| <b>Managing General Partner</b>  | <b>51.0%</b>     |

**2. Are you more confident about the state of the VC industry today than you were one year ago?**


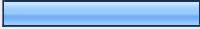

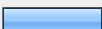
|  | Response Percent |
|--|------------------|
| yes   | <b>56.0%</b>     |
| no  | 44.0%            |

**3. What are you most worried about?**

|                  | Not very worried | Worried      | Very worried | Rating Average |
|------------------|------------------|--------------|--------------|----------------|
| Syndicate Risk   | 18.4%            | <b>49.0%</b> | 32.7%        | 2.14           |
| New Deals        | <b>71.4%</b>     | 24.5%        | 4.1%         | 1.33           |
| Portfolio        | 31.3%            | <b>60.4%</b> | 8.3%         | 1.77           |
| Exit Markets     | 0.0%             | 38.0%        | <b>62.0%</b> | 2.62           |
| Management Teams | <b>58.3%</b>     | 39.6%        | 2.1%         | 1.44           |
| Deal Flow        | <b>72.9%</b>     | 27.1%        | 0.0%         | 1.27           |



**6. How will the proposed tax legislation on carried interest impact the venture business?**

|  | <b>Response<br/>Percent</b> |
|--|-----------------------------|
| Not at all                              | 6.0%                        |
| Slightly                                | 32.0%                       |
| <b>Major negative impact</b>            | <b>46.0%</b>                |
| Minimal, a "work around" will be found  | 16.0%                       |