

Who we are

Industry Ventures, L.L.C. is a secondary fund based in San Francisco that focuses on venture capital investments. Managing six funds and seventy secondary investments that represent over \$300 million of capital, the firm acquires venture portfolios, limited partnership interests in venture capital funds, and direct investments in private companies from institutional and individual sellers. With extensive experience in secondary transactions, Industry Ventures is a valuable partner for investors looking for near term liquidity from their existing investments.

What we do

Since it takes 5 to 10 years for underlying companies to be sold or go public, investments in limited partnership interests and private companies are generally illiquid. As a secondary firm, Industry Ventures purchases these investments from the original investor and subsequently:

- Offers a means of liquidity for investors looking to sell their existing limited partnership interests or direct interests in private companies.
- Assists general partners of venture funds wind down tail-end portfolios.
- Provides company founders and early shareholders opportunities to diversify their personal net worth by selling private shares.
- Develops creative solutions with sellers to meet their specialized liquidity needs.

Types of investments

Ranging from \$250,000 to \$50 million, Industry Ventures' transactions cover a broad spectrum of industries and geographies within the venture capital and private equity markets. Examples include:

- \$5M purchase of founders' stock in an Internet data services company
- \$7M buyout of a venture portfolio consisting of direct investments in software, semiconductor, and healthcare companies
- \$10M acquisition of a stake in a venture fund

Next steps

We process transactions in a quick and efficient manner that is convenient for you. If you would like to work with us, please contact one of our partners below.

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