

Link Ventures

A Leading Venture Capital Firm

Tiburon Written Research
April 6, 2021



TIBURON STRATEGIC ADVISORS

Industry Leading Think Tank, Advisor, and Investor in
Wealth & Investment Management (and Related WealthTech) Firms

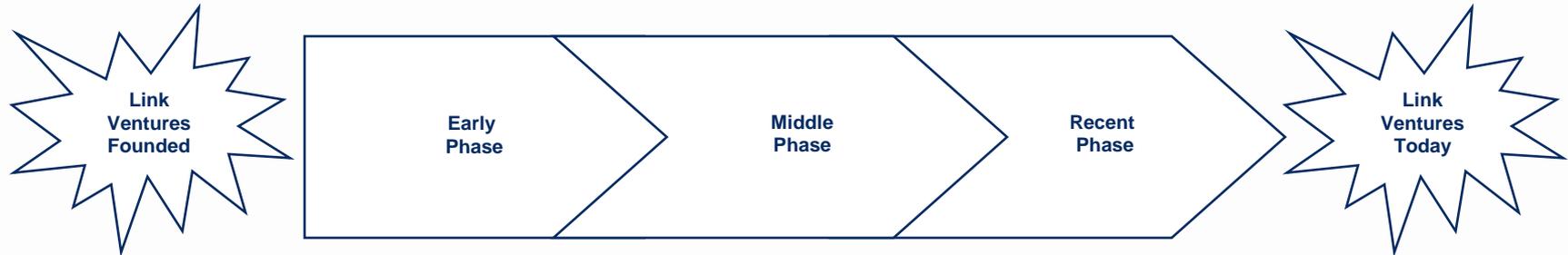


Comments

- **Founded in 2006**
 - **Founded by Dave Blundin**
- **Based in Cambridge, MA**
- **1 office**
- **13 portfolio companies**
- **Managing Partner: Dave Blundin**
- **Web site: www.linkventures.com**

Link Ventures was Founded in 2006 and Has Subsequently Evolved through its Early, Middle, & Recent Phases

Link Ventures History



Approximate Dates:	2006	2006 - 2015	2016 - 2019	2020 - 2021	2021
Key Steps:	<ul style="list-style-type: none"> • 2006 : Link Ventures founded 	<ul style="list-style-type: none"> • 2006: Cynthia Blanco joined • 2015: Dominic Lloyd joined • 2015: Matt Rita joined • 2015: Mira Wilczek joined 	<ul style="list-style-type: none"> • 2018: Rob Chaplinsky joined • 2018: John Werner joined • 2019: Lisa Dolan joined 	<ul style="list-style-type: none"> • XXXX: -- 	

LINK  VENTURES

Source: 4/6/21 Link Ventures Web Site; 4/6/21 LinkedIn Web Site; 4/6/21 Pitchbook Web Site; 4/6/21 Crunchbase Web Site; Tiburon Research & Analysis

Link Ventures was Founded by Dave Blundin in 2006

LINK  VENTURES

Comments

- **Founded in 2006**
 - **Founded by Dave Blundin**
- **Based in Cambridge, MA**
- **Managing Partner: Dave Blundin**

Link Ventures is Not a Frequent Advertiser

Advertising

Comments

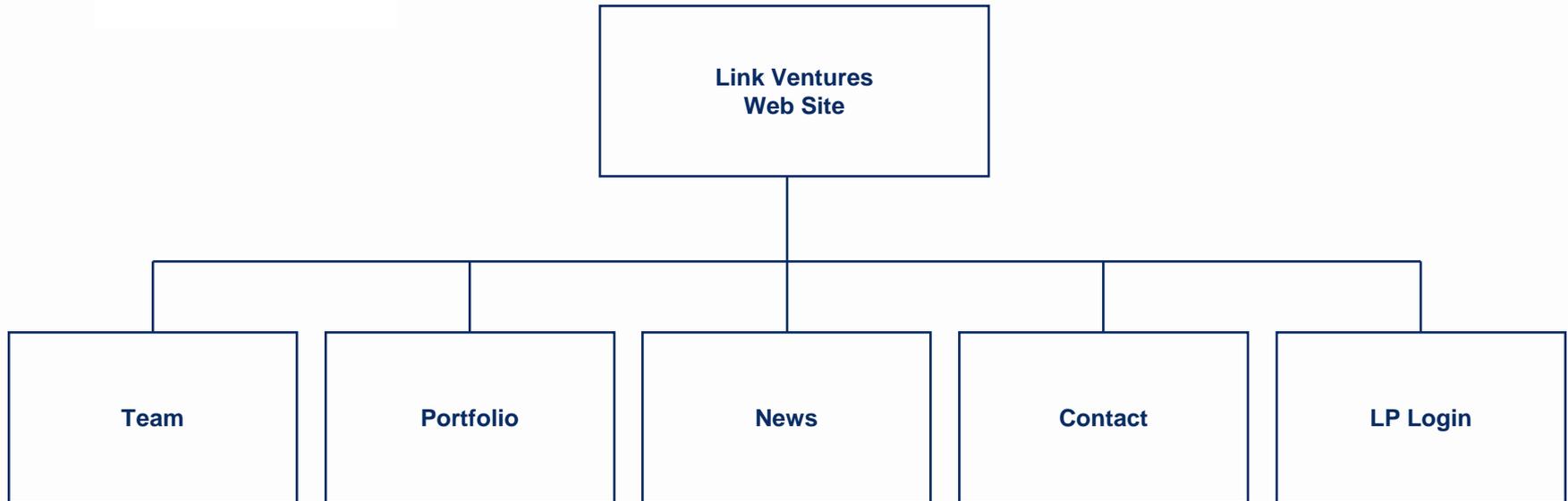
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LINK  VENTURES

Link Ventures Has a Web Site with Five Core Sections, Including Team, Portfolio, News, Contact, & LP Login

Link Ventures Web Site

LINK VENTURES



Link Ventures is Not a Frequent Acquirer

Acquisitions

Comments

- --

LINK  VENTURES

Link Ventures Has a Charitable Giving Program

Charitable Giving

Comments

- --

LINK  VENTURES

Source: Tiburon Research & Analysis

Link Ventures Has One Office, Consistent Since 2020



Source: 4/6/21 Link Ventures Web Site; 4/6/21 LinkedIn Web Site; Tiburon Research & Analysis

Link Ventures' Offices Include Cambridge, MA

Link Ventures Offices

- Cambridge, MA

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LINK  VENTURES

Link Ventures Has Employees

Needs data

Link Ventures Employees



2018 2019

Source: Tiburon Research & Analysis

Link Ventures Has Institutional Investors

Needs data

Link Ventures Institutional Investors



2018 2019

Source: Tiburon Research & Analysis

Link Ventures' Institutional Investors Include...

Link Ventures Institutional Investors

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• --

• --

LINK  VENTURES

Link Ventures Has Raised Assets

Needs data

Link Ventures Assets Raised (\$ Billions)

LINK VENTURES

2018

2019

Link Ventures Has Cumulative Assets Raised

Needs data

Link Ventures Cumulative Assets Raised (\$ Billions)



2018 2019

Link Ventures Has Made Investments

Needs data

Link Ventures Investments



2018 2019

Source: Tiburon Research & Analysis

Link Ventures' Investments Include AgileClicks, EverQuote, Healthcare.com, LeadKarma, Own Up, Rocketmiles, & Vestmark

Link Ventures Portfolio Companies

- AgileClicks
- Autotegrity
- CareDash
- Course Advisor
- EverQuote
- Healthcare.com
- HopJump
- Jobcase
- LeadKarma
- LifestyleCX
- Minded
- Minerva Analytics
- MotoRefi
- Own Up
- Rocketmiles
- Stilt
- TalentSky
- TodayTix
- Trust & Will
- Vestmark



Link Ventures Has Made Cumulative Investments

Needs data

Link Ventures Cumulative Investments



2018 2019

Source: Tiburon Research & Analysis

Link Ventures Has \$XX Million Invested Capital

Needs data

Link Ventures Invested Capital (\$ Millions)



2018 2019

Link Ventures Has \$XX Million Cumulative Invested Capital

Needs data

Link Ventures Cumulative Invested Capital (\$ Millions)



2018 2019

Source: Tiburon Research & Analysis

Link Ventures Has Gathered \$XX Million Assets Under Management

Needs data

Link Ventures Assets Under Management (\$ Millions)

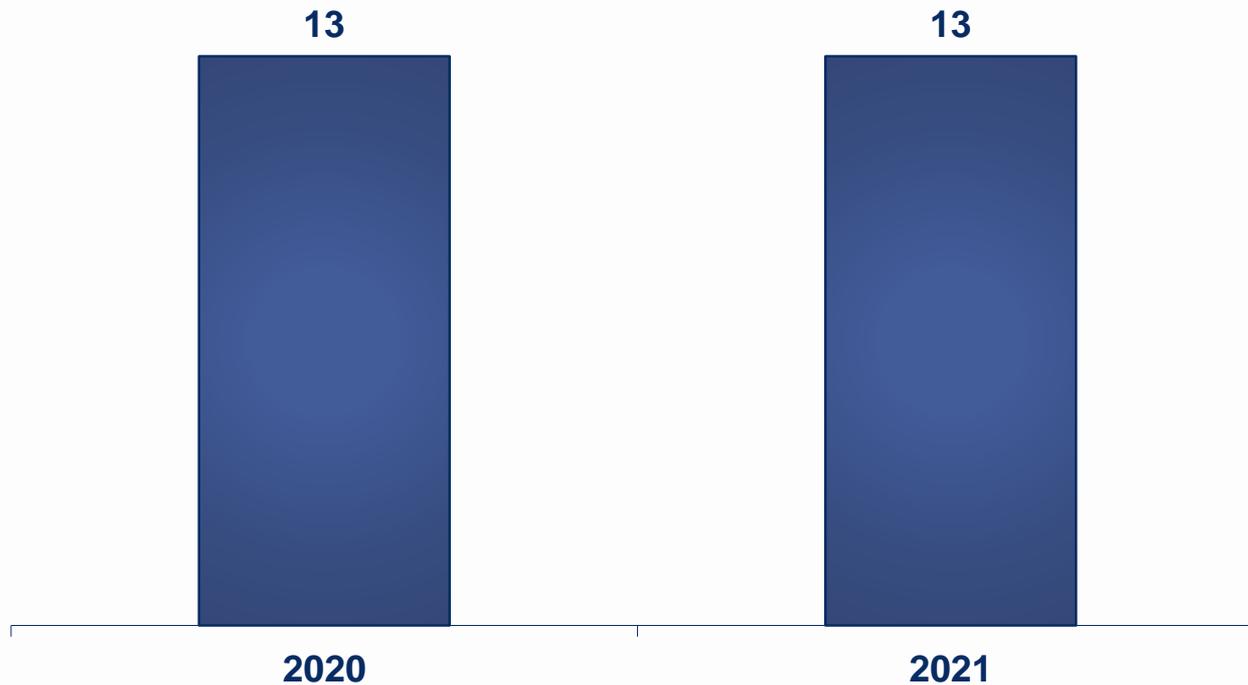


2018 2019

Link Ventures Has Thirteen Portfolio Companies, Consistent Since 2020

Link Ventures Portfolio Companies

LINK VENTURES



Source: 4/6/21 Link Ventures Web Site; 4/6/21 LinkedIn Web Site; 4/6/21 Pitchbook Web Site; 4/6/21 Crunchbase Web Site; Tiburon Research & Analysis

Link Ventures' Portfolio Companies Include EverQuote, Healthcare.com, MotoRefi, Own Up, & Vestmark

Link Ventures Portfolio Companies

- CareDash
- EverQuote
- Healthcare.com
- HopJump
- LifestyleCX
- Minded
- Minerva Analytics
- MotoRefi
- Own Up
- Stilt
- TalentSky
- Trust & Will
- Vestmark



Link Ventures Has \$XX Million Currently Invested Capital

Needs data

Link Ventures Currently Invested Capital (\$ Millions)



2018 2019

Link Ventures Has \$XX Million Dry Powder

Needs data

Link Ventures Dry Powder (\$ Millions)



2018 2019

Source: Tiburon Research & Analysis

Link Ventures Generates Revenues

Needs data

Link Ventures Revenues (\$ Millions)



2018 2019

Source: Tiburon Research & Analysis

Link Ventures Earns \$___ Million

Needs data

Link Ventures Net Profits (\$ Millions)

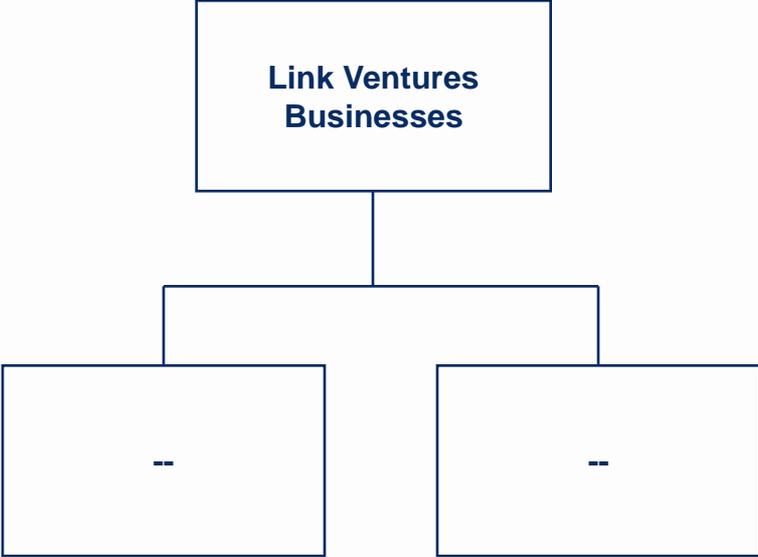


2018 2019

Source: Tiburon Research & Analysis

Link Ventures Has a Number of Businesses, Including...

Link Ventures Businesses



Source: Tiburon Research & Analysis

Link Ventures' First Business is...

Comments

- --

LINK  VENTURES

Link Ventures' Second Business is...

Comments

- --

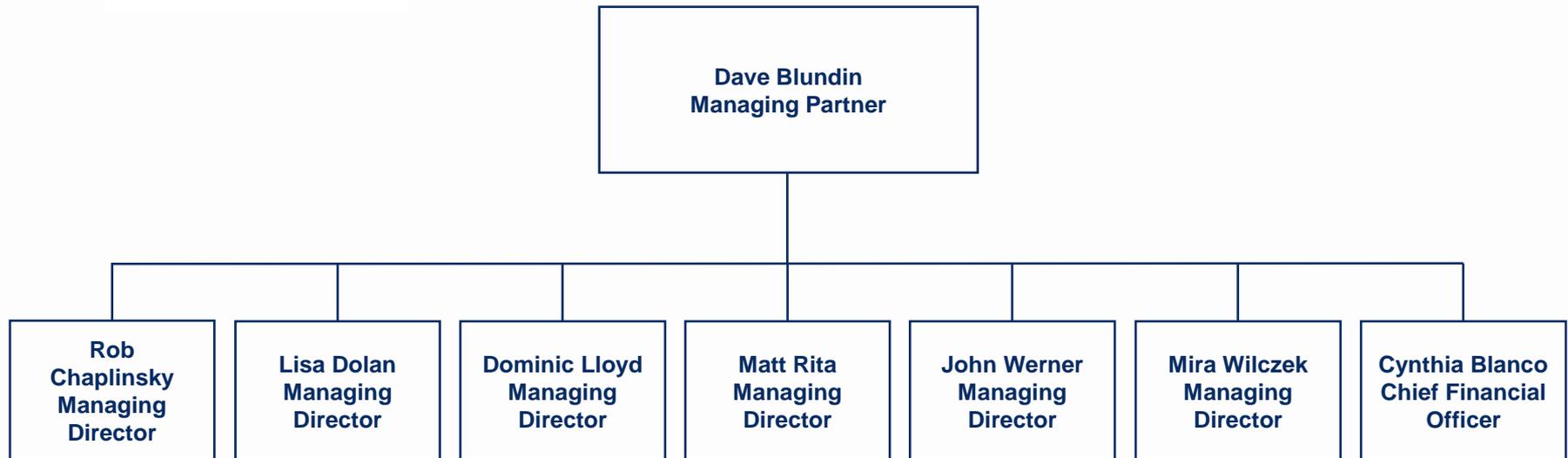
LINK  VENTURES

Link Ventures is Led by its Managing Partner Dave Blundin

Other
Executives:

Link Ventures Organizational Chart

LINK VENTURES



Note: Dave Blundin founded the firm in 2006; Rob Chaplinsky joined the firm in 2018; Lisa Dolan joined the firm in 2019; Dominic Lloyd joined the firm in 2015; Matt Rita joined the firm in 2015; John Werner joined the firm in 2018; Mira Wilczek joined the firm in 2015; Cynthia Blanco joined the firm in 2006

Source: 4/6/21 Link Ventures Web Site; 4/6/21 LinkedIn Web Site; 4/6/21 Pitchbook Web Site; 4/6/21 Crunchbase Web Site; Tiburon Research & Analysis

Link Ventures Has a Board of Directors Led by its Chairman...

Link Ventures Board of Directors

-- (Chairman)	--	--	--	--
• --	• --	• --	• --	• --
				LINK VENTURES

Source: Tiburon Research & Analysis

Link Ventures is Privately Owned

Comments

- --

LINK  VENTURES

Link Ventures Has Assets

Needs data

Link Ventures Assets (\$ Millions)



2018 2019

Source: Tiburon Research & Analysis

Link Ventures Has Liabilities

Needs data

Link Ventures Liabilities (\$ Millions)



2018 2019

Source: Tiburon Research & Analysis

Link Ventures Has Shareholders' Equity

Needs data

Link Ventures Shareholders Equity (\$ Millions)



2018 2019

Source: Tiburon Research & Analysis

Link Ventures Earns ... Per Share

Needs data

Link Ventures Earnings Per Share



2018 2019

Source: Tiburon Research & Analysis

Link Ventures Declares ... Dividends Per Share

Needs data

Link Ventures Dividends Per Share

LINK VENTURES

2018

2019

Link Ventures Has a ... Dividend Yield

Needs data

Link Ventures Dividend Yield



2018 2019

Source: Tiburon Research & Analysis

Link Ventures' Stock Price is ...

Needs data

Link Ventures Stock Price



2018 2019

Link Ventures Has ... Shares Outstanding

Needs data

Link Ventures Shares Outstanding



2018 2019

Link Ventures' Market Capitalization is ...

Needs data

Link Ventures Market Capitalization (\$ Millions)



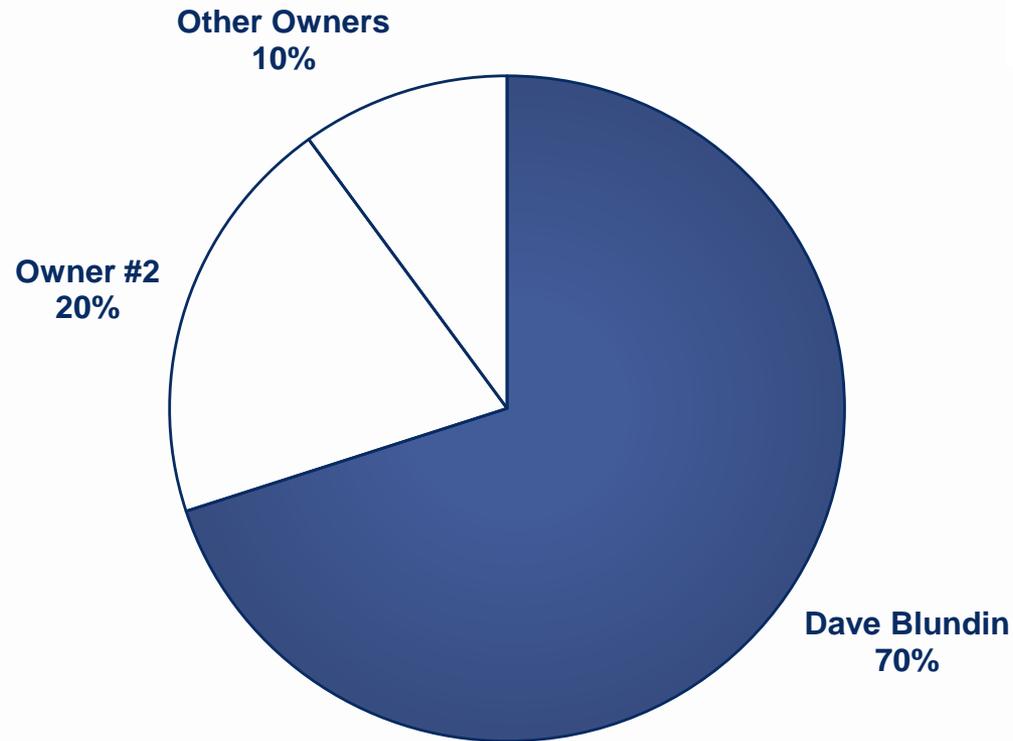
2018 2019

Source: Tiburon Research & Analysis

Link Ventures is Owned by Dave Blundin

Needs more complete data

Link Ventures Ownership By Owner



Source: 4/6/21 Link Ventures Web Site; 4/6/21 LinkedIn Web Site; 4/6/21 Pitchbook Web Site; 4/6/21 Crunchbase Web Site; Tiburon Research & Analysis

Link Ventures' Stock Volume is....

Needs data

Link Ventures Stock Volume



2018 2019

Source: Tiburon Research & Analysis



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