

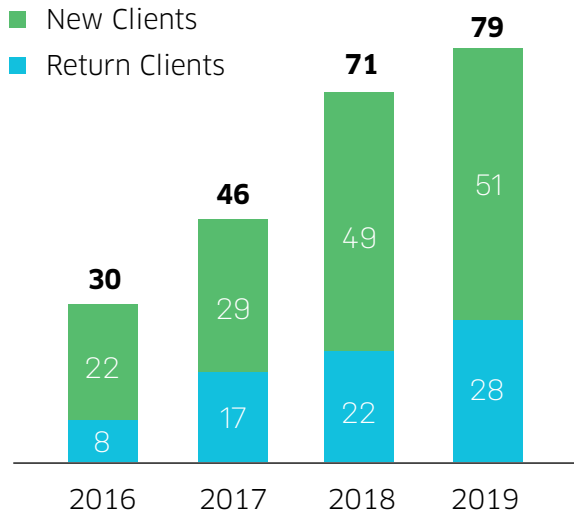
Private Company Secondary Market 2019 Retrospective

2019 Trends

- Early-stage companies drive transaction volume
- Increased demand for recurring liquidity programs in the pre-IPO phase of a company lifecycle
- Demand from institutional investors continues to drive growth in company-sponsored liquidity

2018		2019
\$12.0B	TOTAL PROGRAM VALUE	\$4.8B
79	TOTAL PROGRAMS	87
46	THIRD PARTY TENDER OFFER	48
33	COMPANY REPURCHASE ¹	39
\$17.4M	MEDIAN TRANSACTION SIZE	\$17.8M

Nasdaq Private Market Client Base



85

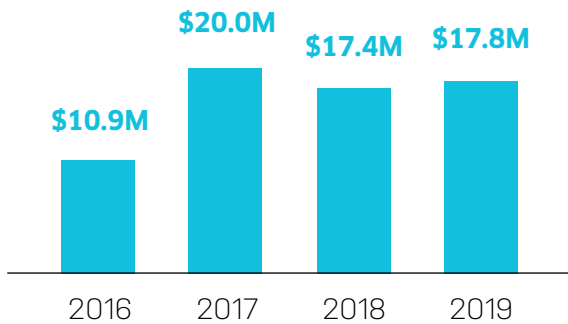
NPM clients have reached a \$1B valuation while private (unicorn) ²

157

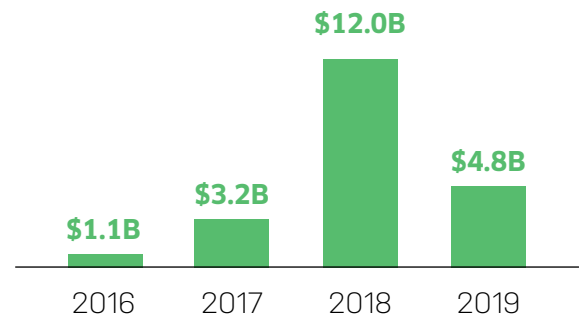
programs for unicorn clients ²

A Look into the Secondary Market (2016 - 2019)

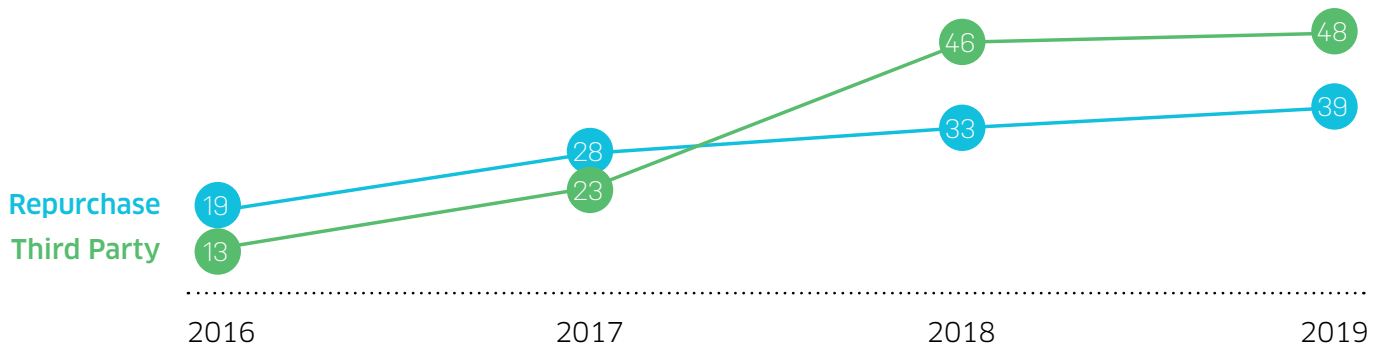
Median Transaction Size



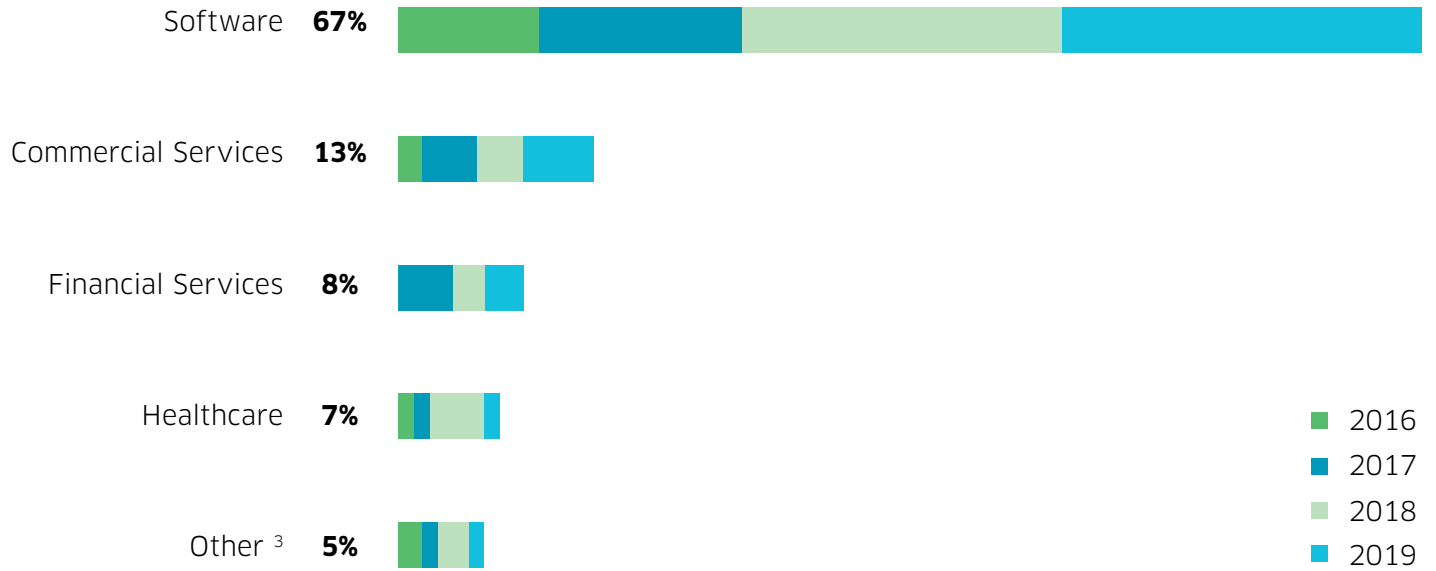
Transaction Value



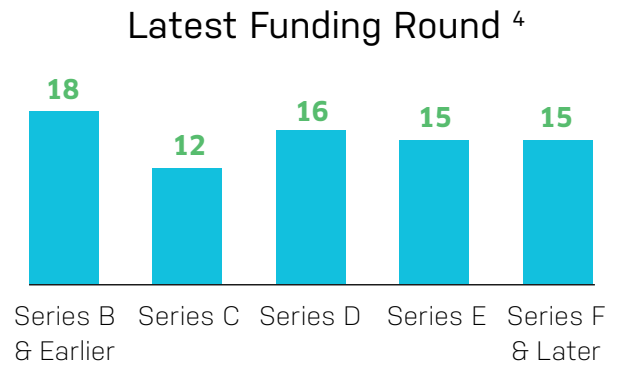
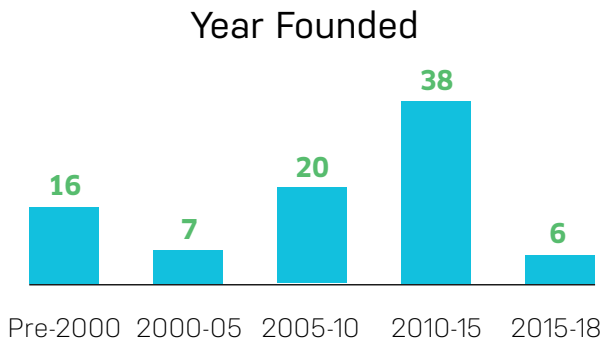
Significant Increase in Third-Party Tender Offers



Top 5 Industries (2016 – 2019)



Client Lifecycle



When Companies Conduct Liquidity Programs

63%

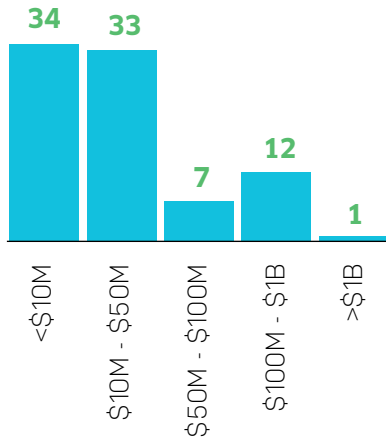
Completed a program within four months of a recent financing

51%

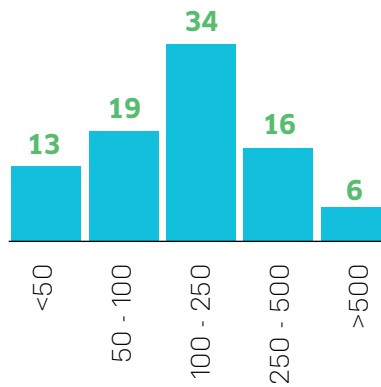
Completed a program after a primary raise of at least \$100M

Company Programs - by the Numbers

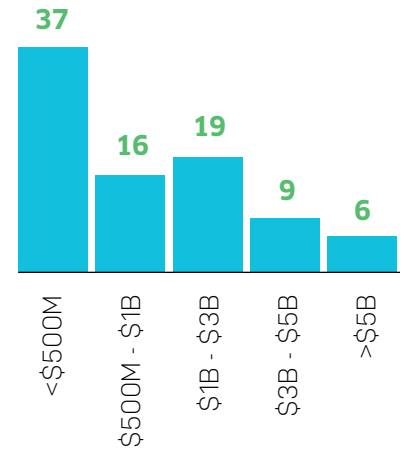
Programs by Transaction Value



Programs by Eligible Shareholders



Programs by Valuation



Most Common Program Eligibility

88%

of companies allowed employees to sell

60%

of companies allowed founders to sell

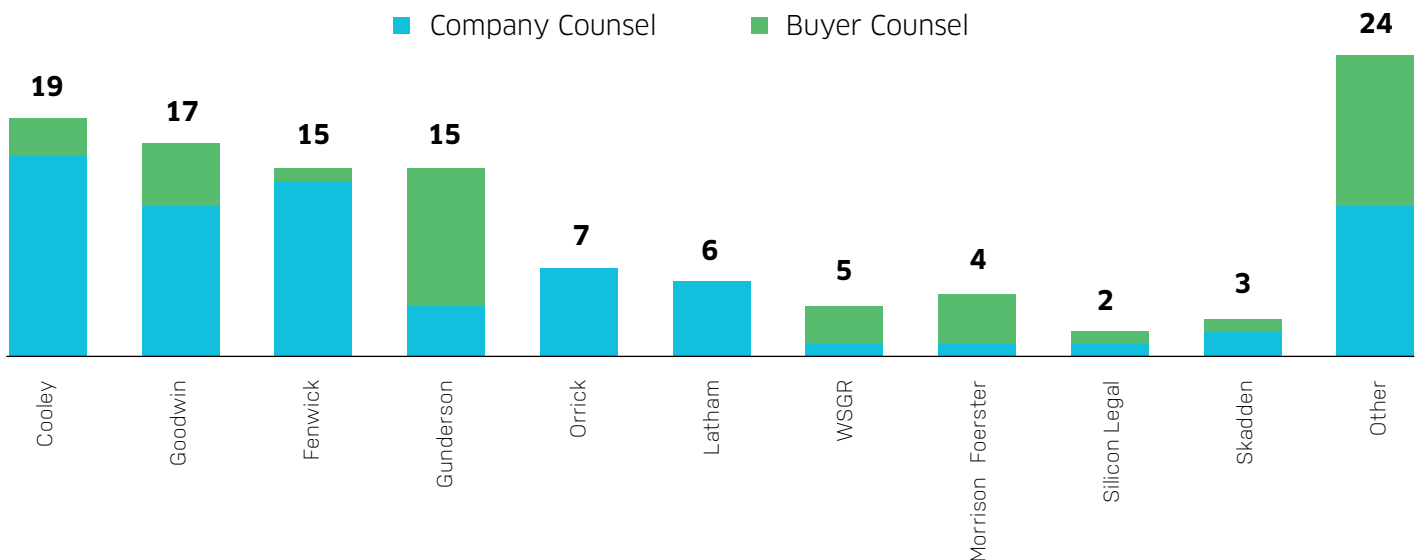
48%

of companies allowed institutions and early investors to sell

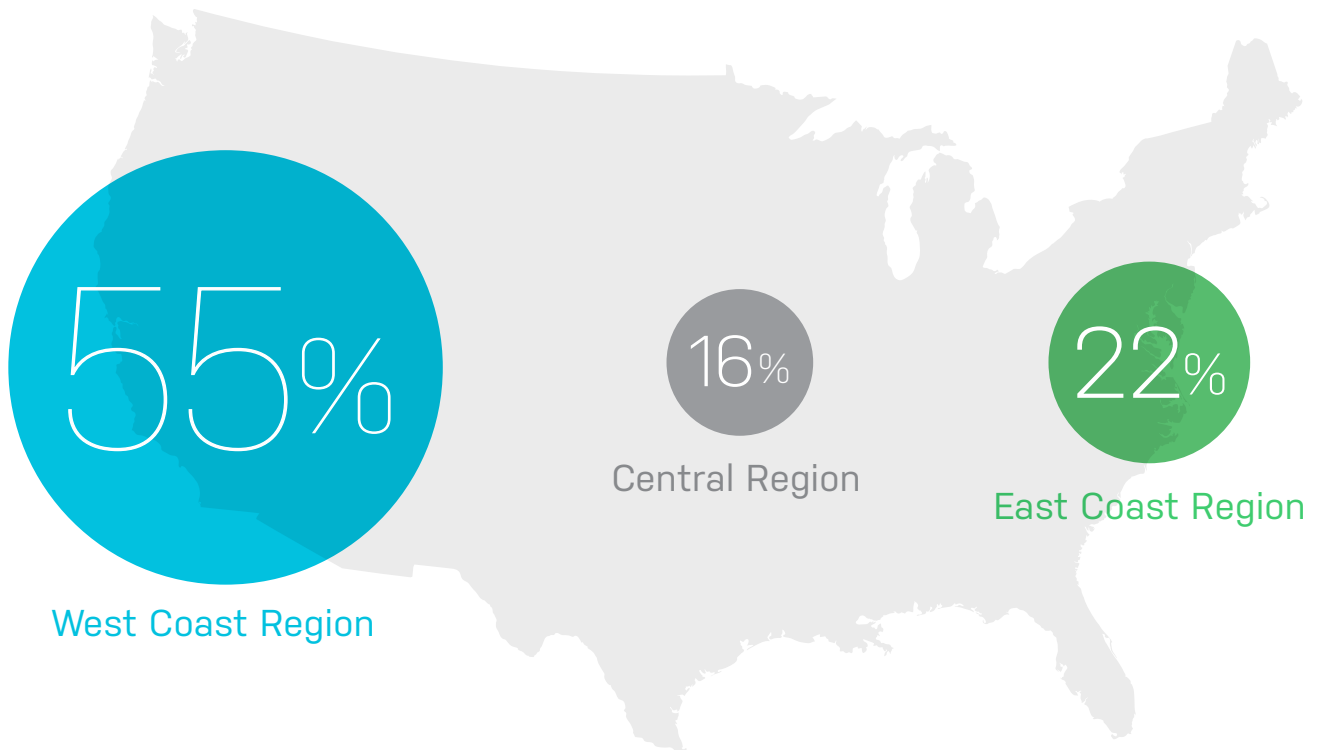
39%

of companies allowed ex-employees to sell

Law Firms Leading Private Company Transactions

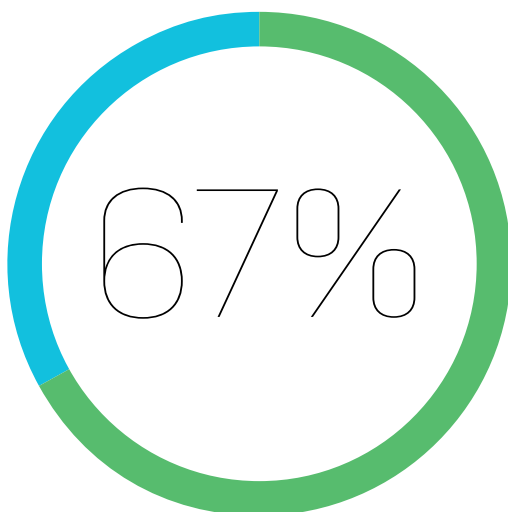


U.S. Liquidity Programs by Region⁵

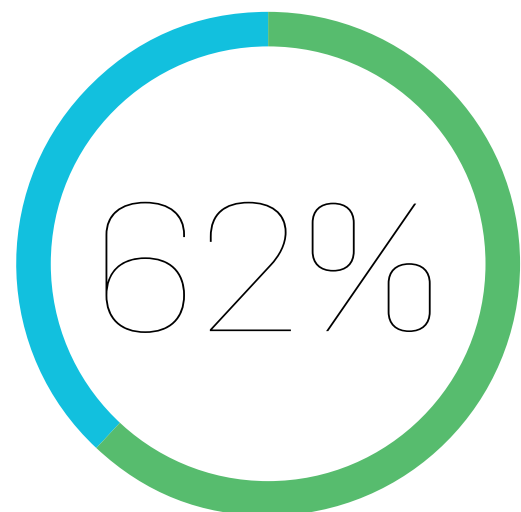


Total Offering Value that was Transacted

Third Party Tender Offer
% of Offering Transacted⁶



Company Repurchase
% of Offering Transacted⁶



¹ Includes other private company services

² Activity since 2013 with valuation data aggregated from NPM and SecondMarket platforms, CB Insights, PitchBook. Data collected from the SecondMarket platform may include transactions conducted through current and former affiliates of SecondMarket

³ Transportation; Consumer Durables

⁴ 11 programs occurred after undisclosed financial activity

⁵ Excludes foreign liquidity programs

⁶ Percent of the actual dollar-amount transacted from the total amount offered in the transaction

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