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**From:** Joichi Ito <[REDACTED]> on behalf of Joichi Ito <[REDACTED]>  
**Sent:** Saturday, February 21, 2015 7:19 PM  
**To:** Jeffrey Epstein  
**Subject:** Re: fund docs

It's to cut friends into deals and get deal flow. I can explain. =an I call you in like 15-20 min? What #?

- Joi

> On Feb 21, 2015, at 2:15 PM, jeffrey E. <jeevacation@gmail.com> wrote:

>

> unless if this is supposed to build a bullpen of investors. i can

> =und more and with a better carry for you

>

>

> On Sat, Feb 21, 2015 at 1:48 PM, Joichi Ito <[REDACTED]> wrote:

> Here it is.

>

> I'm going to make one change. I'll do the carry on the =istributions so that they are based on cumulative returns so it's=netted properly except that I won't do a clawback at the end of =he fund. Will send legalese addendum later.

>

> Also, I'm still waiting for approval for that electronic nose =ompany from the Provost for conflict of interest but I'd like =o do that one \$100K from the fund and the rest from a special vehicle =ith you if that's still OK.

>

> - Joi

>

> Neoteny 3, LP, c/o Neoteny 3 Management, LLC, c/o Prague & Company,

> =.C., Fifteen Walnut Street, Suite 150, Wellesley, MA 02481— =hone:

> +1-781-237-5555 ext. 202 — Fax: [REDACTED]

> E-Mail: [REDACTED] Web: www.neoteny.com Neoteny 3 fund

> invitation and documents

> Date: February 17, 2015

>

> Dear <<First Name>>:

>

> Thank you for your interest in my new fund, Neoteny 3, LP (the =Fund"). Please find enclosed the term sheet, LP agreement and =ubscription agreement. Please read each of these documents carefully =nd let me know if you have any questions. If you are interested in =articipating, please sign and return the subscription agreement, =ncluding each questionnaire at the end of it.

> Here are a few key points about the Fund:

> • The distributions and carry calculations will be done =n a deal by deal basis. This means that there is a chance that limited =artners could realize a lower aggregate return than if the Fund was to =ake distributions on a cumulative basis.

> • The general partner will not receive a management fee =nd the carried interest is 20% (down from 30% on my last fund). =ccounting and legal fees will be paid by the Fund directly.

> • The Fund will generally invest a maximum of \$250,000 =SD per investment and the focus of the Fund will be early stage, =enture capital equity or convertible debt investments, and deals lead =y known or trusted investors. Key areas of focus include internet =oftware and services, consumer and network hardware, bio engineering =nd bio

technology, and other opportunistic deals that may come in through my network. Some of the deals will be angel rounds and some may be later stage deals or deals that I lead.

> • I generally will invest the Fund's money first in any opportunity, but I may co-invest my own money or funds from companies that I am involved in as well.

> • In some cases, I will receive equity or fee compensation from the companies in which the Fund invests. I may also take board or advisory board positions with these companies and be compensated outside the Fund for these positions.

> • I will invest \$100,000 of my own money into the Fund as a limited partner.

> • Although some of the Fund's investments may arise through the MIT Media Lab, the Fund is completely independent of MIT and the MIT Media Lab, and the Fund will have no rights to technology or opportunities arising out of my relationship with MIT or the MIT Media Lab.

> Here are a few companies I am currently reviewing as possible initial investments:

> • OH2 – A technology to sense molecules – smells – using a device to detect a variety of things, such as the presence of markers produced by cancer. The company has licensed the technology from MIT and the investment is pending conflict of interest clearance from MIT. The investment would be a minority investment in an angel round.

> • Wearality – Lens and frames for a virtual reality head-mount display using proprietary lens designs developed at Lockheed Martin by the Chief Innovation Officer, David Smith, and his team. David will spin out with the technology. I currently already have an investment in the company as a convertible note and I am on the board.

> • Panoply – Peer-produced mental health. MIT Media Lab graduate startup based on his work at the Media Lab. Round lead by Union Square Ventures.

> • Crowd Supply – Crowdfunding and supply chain/distribution management for hardware startups/products.

> Please let me know if you have any questions and I look forward to working with you on this new Fund.

> Sincerely,

> Joichi Ito,

> as manager of Neoteny 3 Management, LLC, the General Partner of

> Neoteny 3, LP

>

> The files are in this dropbox folder:

> [https://www.dropbox.com/sh/w8hhd5x1vckbdli/AAD1dfO\\_5PB-Xc2rbZHy3B5ra?d](https://www.dropbox.com/sh/w8hhd5x1vckbdli/AAD1dfO_5PB-Xc2rbZHy3B5ra?d)

> |==

>

>

>> On Feb 21, 2015, at 11:10 AM, jeffrey E. <jeevacation@gmail.com> wrote:

>>

>> Send again?

>>

>> On Saturday, February 21, 2015, Joichi Ito <[REDACTED]> wrote:

>> Hi Jeffrey,

>>

>> I sent you documentation for my new fund. The subject is: Documents

>> for the New Fund - Neoteny 3

>>

>> I see you haven't opened it yet. Let me know if you can't find it. It might be in your spam folder.

>>

>> Thanks!

>>

>> - Joi

>>

>>

>>

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> Tips for mastering email overload - pls read -

> =<http://hbswk.hbs.edu/archive/4438.html>

>

> My Blog - [REDACTED]

> My Photos - [REDACTED] Facebook Profile -

> [REDACTED] LinkedIn Profile -

> [REDACTED] Twitter - [REDACTED]

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Tips for mastering email overload - pls read - =<http://hbswk.hbs.edu/archive/4438.html>

My Blog - [REDACTED]

My Photos - [REDACTED] Facebook Profile - [REDACTED] LinkedIn Profile -

[REDACTED] Twitter - [REDACTED]

<?xml version=.0" encoding=TF-8"?>

<!DOCTYPE plist PUBLIC "-//Apple//DTD PLIST 1.0//EN" "http://www.apple.com/DTDs/PropertyList-1.0.dtd">

<plist version=.0">

<dict>

<key>conversation-id</key>

<integer>124391</integer>

<key>date-last-viewed</key>

<integer>0</integer>

<key>date-received</key>

<integer>1424546326</integer>

```
<key>flags</key>
<integer>8590195717</integer>
<key>gmail-label-ids</key>
<array>
  <integer>6</integer>
  <integer>2</integer>
</array>
<key>remote-id</key>
<string>483722</string>
</dict>
</plist>
```