

**From:** Jeremy Rubin <[REDACTED]>  
**To:** "jeffrey E." <jeevacation@gmail.com>  
**Subject:** Re: Optics update:  
**Date:** Fri, 20 Jul 2018 17:24:29 +0000

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1) They're not bothered, they'll chat with Thiel.

2) They also firmly agreed to locking in a 3M raise at 10M (30%) -- they had counter offered to do 11M or 12M at 25%, but I pushed back on it.

3) They also asked if we'd be OK going to 15% (1.5M) instead. I think that should be OK provided it is going to bringing in Reid or someone else we want to work with. Is that ok with you? I think early on in Deploy Capital's life, it is good to build a bit of "brand name" for greater deal flow/trust...

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@ [REDACTED]

On Fri, Jul 20, 2018 at 9:06 AM jeffrey E. <jeevacation@gmail.com> wrote:  
yes

On Fri, Jul 20, 2018 at 12:04 PM, Jeremy Rubin <[REDACTED]> wrote:  
Ok so just to clarify:

- 1) I'm going to tell them who you are
- 2) I'll tell them to talk to thiel if they have further concern they want to independently vet

On Fri, Jul 20, 2018, 8:56 AM jeffrey E. <jeevacation@gmail.com> wrote:  
tell them , I am a major investor with thiel , theycan ask him

On Fri, Jul 20, 2018 at 11:50 AM, Jeremy Rubin <[REDACTED]> wrote:  
The layer one team has made it clear that they don't want to proceed until they know who you are.

What do you think the best option is?

The way I see it, a couple options (not mutually exclusive)

- 1) ultimatum on you being anonymous
- 2) tell them & explain that you're ok. I think they'd listen, unclear how they'd react.
- 3) have them meet with you face to face in NYC
- 4) if you're friendly with Tarrant, and they would co-invest with you, call him up and ask if [REDACTED] vouch for you being ok or for you to stay anonymous. (he's a family friend of one of them)

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