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Dear FirstStep Fund Investors -

Please find the highlights of Q3 2021 below, as provided by the companies. As a gentle reminder, by accessing this report, you agree to hold all non-public information in the strictest confidence. Portfolia companies in which we invest in are leading in highly competitive markets. All non-public information must be held confidential for the success of the companies. For any questions, please contact investments@portfolia.com. Thank you.

Company Updates

 primegenomics	<p>The team has extended their IP position and barriers to entry by filling two patent families (in review) and have completed their international filings. They have extended their clinical program to two high volume clinical sites for patient enrollment and biobank development. Prime Genomics has secured a lead investor for their next equity financing.</p>
 helpshift	<p>Helpshift had predicted an all-mobile shift of payments, financial management and general consumerism. The company has grown and developed the Helpshift brand within the mobile gaming industry by meeting high demands of gamers that expect superior UX, fast response times and dynamic interactions. This positioned the company as a solution in the fintech sector and attracted leading B2C brands and providers of financial services. In the future, Helpshift plans to expand to the mcommerce industry.</p>
 IOTAS	<p>IOTAS will have a new brand focus on sustainability and resiliency to drive a clear differentiated message. The team continues to prioritize and increase sales capacity of channel partners through sales enablement and focus on adding IOTAS to existing contracts. Part of the company's 2021 initiatives is to deliver enterprise solutions which will likely occur at the end of year. These solutions will include reporting, console permission, and billing integration.</p>
 BOOST	<p>CEO, Mustafa Abdul-Hamid has continued M&A discussions and is negotiating potential offers. More information will be shared upon approval by the company.</p>

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 CHRONICLED	<p>Chronicled continues to make progress in their enterprise use of blockchain and places them in an enviable position of deployed production systems with large companies in the Pharmaceutical market. The company has increased the number of signed contracts and is considering 3 additional opportunities for next use cases. Chronicled has taken additional investing funding mid year and have extended the current convertible note with \$4M available. The team is now targeting a Series B fundraising for Q4 or Q1 2022.</p>
 MAVEN	<p>Maven Clinic, now a unicorn company with a \$1.3B valuation, is partnering with Canada-based fertility services company, The Fertility Partners, to expand global access to Maven's platform, offering one-on-one guidance, education, and reimbursement assistance to members in 175 countries. Maven has recently released findings from a study that shares why pregnant people are hesitant to get COVID-19 vaccine. The Maven team will be offering free appointments with its OB-GYNs and midwives to answer questions and help educate pregnant people on the benefits of the COVID-19 vaccine.</p>
 FULL HARVEST	<p>Full Harvest has launched its Series B funding round and is seeking a lead investor. Throughout the pandemic, the team continued to see revenue increasing and was able to provide over 250k food-insecure families with produce boxes. The team has seen tremendous growth in annual gross transaction value (GTV) and hitting \$1M in revenue. Full Harvest will continue to focus on expanding domestically and globally.</p>
 Lessonbee	<p>Lessonbee has now closed their \$1.25M convertible note round with investors including DRK Foundation, Connecticut Innovations, and Fairbridge Park. The team has successfully navigated the Texas statewide option process meeting the curriculum alignment threshold for grades 7 and 8. As a result, they are now in the review process with every major district in Texas. Lessonbee continues to expand content by launching HealthIQ, a self-rating and emoji-based assessment tool. The company has created new courses including new mental health courses, 18 courses aligned with Texas standards, and 3 courses translated into Spanish. CEO Reva McPollom is seeking additional advice on how to access funding to</p>

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	<p>support their impact over the next 9 months as they work through the budgeting process with NYC DOE and other districts in New Jersey and California.</p>
	<p>OtoNexus is preparing for commercialization and has kept their focus on product advancement driven by clinician feedback, process improvements to create a robust business infrastructure, and scaling for manufacturing production. To prepare for market launch, the team has purchased quantities of crucial components of the device in advance and identified secondary vendors for all parts that may be slow to procure or be at risk in the future. OtoNexus has hired a Senior Vice President of Research to maximize current clinical research to finalize the algorithms and other items to complete the current and future devices and manage their grants.</p>
	<p>Goalsetter continues to make progress in the business and has used its previous Seed round to efficiently acquire users, increase the number of MoM signups, decrease their CAC, and on track to increase organic downloads. Goalsetter has also increased their team size and has added several key team members to help scale on both the B2B and B2C sides of the business. Goalsetter received approval from the SEC to become an RIA (Registered Investment Advisor) and will launch its Beta, an investing platform for the entire family. CEO, Tanya van Court wants Goalsetter to be a solution for every corporation in America and is seeking introductions to the HR/Benefits Leader, or Diversity Equity and Inclusion Leader, of any Fortune 1000 companies we're connected with.</p>
	<p>The team has partnered with custom retail display company OnQ to develop an interactive experience. The self-assisted dashboard will allow customers to select their shade and will help Madison Reed understand consumer behavior. Madison Reed has also released its Radiant Hair Color Kit and recently won the coveted Allure 2021 Best of Beauty Awards. Madison Reed has also launched its Series G funding round. More details will be shared soon upon approval by the company.</p>