



# **FLOWSTONE**

PARTNERS

# FlowStone Opportunity Fund

March 2021

CONFIDENTIAL



### Important Disclosures | Performance Reporting

- (1)The performance data shown represents past performance. Past performance is no guarantee of future results. Investment return and principal value will fluctuate, and shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than the past performance quoted.
- (2) Returns are presented net of estimated gross expenses of 7.94% and 5.11%, net of Fee Waiver and/or Expense Reimbursement of 2.83%. If the Fee Waiver and/or Expense Reimbursement had not been in place, returns would have been lower. Performance figures do not reflect the 2% early withdrawal fee that may apply to some unit holders. Expenses are estimated as of the Fund's prospectus, effective August 5, 2020.
- (2) The Adviser has entered into an expense limitation agreement (the "Expense Limitation Agreement") with the Fund, whereby the Adviser has agreed to waive fees that it would otherwise be paid, and/or to assume expenses of the Fund (a "Waiver"), if required to ensure the Total Annual Expenses (excluding taxes, interest, brokerage commissions, certain transaction-related expenses, extraordinary expenses, acquired fund fees and expenses and the Incentive Fee) do not exceed 1.95% on an annualized basis (the "Expense Limit"). For a period not to exceed three years from the date on which a Waiver is made, the Adviser may recoup amounts waived or assumed, provided it is able to affect such recoupment without causing the Fund's expense ratio (after recoupment) to exceed the lesser of (a) the expense limit in effect at the time of the waiver, and (b) the expense limit in effect at the time of the recoupment. The Expense Limitation Agreement also provides that, after the commencement of operations until the first anniversary of the commencement of operations, the Adviser agrees to waive fees payable to it by the Fund on assets held in cash or cash equivalents less the total amount of capital committed by the Fund and not yet drawn for investment. The Expense Limitation Agreement will have a term ending one-year from the date the Fund commences operations, and will automatically renew thereafter for consecutive twelve-month terms, provided that such continuance is specifically approved at least annually by a majority of the Trustees. The Expense Limitation Agreement may be terminated by the Fund's Board of Trustees upon thirty days' written notice to the Adviser.
- (3) Shareholders also indirectly bear a portion of the asset-based fees, performance or incentive fees or allocations and other expenses incurred by the Fund as an investor in the Portfolio Funds. Generally, asset-based fees payable in connection with Portfolio Fund investments will range from 1% to 2.5% (annualized) of the commitment amount of the Fund's investment, and performance or incentive fees or allocations are typically 20% of a Portfolio Fund's net profits annually, although it is possible that such amounts may be exceeded for certain Portfolio Fund Managers. Historically, a substantial majority of the direct investments made by the Adviser and its affiliates on behalf of their clients have been made without any "acquired fees" (i.e., free of the management fees and performance/incentive fees or allocations that are typically charged by Portfolio Fund Managers). The "Acquired Fund Fees and Expenses" disclosed above, however, do not reflect any performance-based fees or allocations paid by the Portfolio Funds that are calculated solely on the realization and/or distribution of gains, or on the sum of such gains and unrealized appreciation of assets distributed in kind, as such fees and allocations for a particular period may be unrelated to the cost of investing in the Portfolio Funds.



### Important Information

BEFORE INVESTING YOU SHOULD CAREFULLY CONSIDER THE FUND'S INVESTMENT OBJECTIVES, RISKS, CHARGES AND EXPENSES. THIS AND OTHER INFORMATION IS IN THE PROSPECTUS, A COPY OF WHICH MAY BE OBTAINED FROM FLOWSTONE PARTNERS AT 312-429-2419. PLEASE READ THE PROSPECTUS CAREFULLY BEFORE YOU INVEST.

The Shares are speculative and illiquid securities involving substantial risk of loss. An investment in the Fund is appropriate only for those investors who do not require a liquid investment, for whom an investment in the Fund does not constitute a complete investment program, and who fully understand and can assume the risks of an investment in the Fund. Investors should carefully review and consider potential risks before investing. The Fund has been organized as a non-diversified, closed-end management investment company and designed primarily for long-term investors. An investor should not invest in the Fund if the investor needs a liquid investment. The Fund could experience fluctuations in its performance due to several factors. As a result of these factors, results for any previous period should not be relied upon as being indicative of performance in future periods.

The Fund Investments may include low grade or unrated debt securities ("high yield" or "junk" bonds or leveraged loans) or investments in securities of distressed companies. Such investments involve substantial, highly significant risks. The Fund may invest in mezzanine debt instruments, which are expected to be unsecured and made in companies with capital structures having significant indebtedness ranking ahead of the investments, all or a significant portion of which may be secured. The Portfolio Fund Managers and (subject to applicable law) the Fund may employ leverage through borrowings or derivative instruments and are likely to directly or indirectly acquire interests in companies with highly leveraged capital structures.

The Fund and Portfolio Fund Managers may use derivatives and the use of derivative instruments for hedging or speculative purposes by the Fund or the Portfolio Fund Managers could present significant risks, including the risk of losses in excess of the amounts invested. The overall performance of the Fund's secondary investments will depend in large part on the acquisition price paid, which may be negotiated based on incomplete or imperfect information. Secondary investments may also incur contingent liability risk and syndicate risk. Potential lack of diversification and resulting higher risk due to concentration of allocation authority when a single adviser is utilized. The Adviser does not control the investments or operations of the Portfolio Funds. For a complete discussion of risks please review the prospectus carefully.

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## **Important Information**

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#### Summary

The FlowStone Opportunity Fund is a registered investment vehicle designed to provide Qualified Clients with access to the Private Equity asset class

Limited Exposure to Private Equity

- High Net Worth Investors ("HNWI") and smaller institutional investors tend to be under-allocated to the Private Equity asset class when compared to larger institutional portfolios. As a result, they are not benefitting from the potential for excess risk-adjusted returns and increased diversification in their portfolios
- Private Equity is primarily oriented towards larger institutional investors. Existing
  investment products often do not address the high economic, operational, and
  psychological barriers to entry that typically prevent smaller investors from
  participating in the asset class

Addressing the Problem

- The FlowStone Opportunity Fund ("FSOF") strives to offer diversified exposure to the
  private equity asset class in a fund structure tailored to the requirements of HNWI
  and smaller institutional investors, significantly lowering multiple barriers to entry
- Private Equity returns with a reduced J-curve profile and accelerated portfolio diversification may be achieved via secondary purchases of existing fund commitments

The Fund's investment objective is to generate appropriate risk-adjusted long-term returns by investing in a diversified portfolio of private equity investments through secondary transactions, primary commitments to new funds, and direct co-investments alongside trusted private equity managers



### FlowStone Opportunity Fund

FlowStone Opportunity Fund is managed by an experienced team and provides highly diversified Private Equity exposure through an investor-friendly structure

Proven Management Team	Multi-Strategy	Intrinsic Value Orientation	Simplified Access to Private Equity
Over 63 years of combined private equity fund investing experience at Landmark Partners, Partners Group, Matlin Patterson, and Aberdeen Standard	<ul> <li>Diversified access to:</li> <li>~\$90 billion secondary market<sup>(1)</sup></li> <li>\$290 billion primary market<sup>(2)</sup></li> <li>Direct investments sponsored by core managers</li> </ul>	Investment strategies focused on manager quality and/or acquiring assets at a discount to Intrinsic Value, reducing or eliminating the J-Curve	Low investment minimums, quarterly investment and redemption windows, immediate evergreen allocation, and timely Form 1099 tax and financial reporting

The Fund's investment objective is to generate appropriate risk-adjusted long-term returns by investing in a diversified portfolio of private equity investments through the secondary purchase of mature fund interests, primary commitments to new funds, and direct coinvestments alongside trusted private equity managers

<sup>(1)</sup>Source: UBS; "Navigating a New Reality: UBS's 2021 Secondary Market Survey and Outlook" – February 2021

<sup>(2)</sup>Source: PitchBook; PitchBook's Q4 2019 US PE Breakdown – February 2020



### FlowStone Opportunity Fund | Q4 2020 Summary

#### **Fund Raising**

Q3 2020 New Investment (10/1/20): \$19.9 million

• Q4 2020 New Investment (1/4/21): \$22.9 million

#### **Capital Deployment**

- Invested/committed \$33.8 million in four Transactions<sup>(1)</sup>
- Added nine funds with exposure to 53 companies to the portfolio
  - Introduced very good quality managers, including BC Partners, Versant Ventures, Francisco Partners, and Reverence Capital
  - Improved portfolio diversification, particularly by Vintage Year
  - Portfolio construction is on-target for Transaction Type and is moving towards our target for Investment Strategy
- FSOF has deployed 83.2% of Committed Capital<sup>(2)</sup>, as of December 31, 2020

#### Fund Performance (3)

- Q4 2020: 18.31% Total Return
- One year ended December 31, 2020: 25.7% Total Return
- December 31, 2020 since inception on August 31, 2019: 23.2% Annualized Total Return
- Several liquidity and financing events are visible in the portfolio that may increase portfolio value in the short to mid-term
- On balance, the portfolio is performing at or above our expectations

Disclosure: Diversification does not ensure a profit or protect against loss.

<sup>(1)</sup> See the Glossary for the definition of "Transaction(s)"

<sup>(2)</sup>Committed Capital reflects the amount of capital invested into the Fund by investors

<sup>(3)</sup>See "Important Disclosures | Performance Reporting" on page 2



# FlowStone Opportunity Fund

	August 31, 2019 Inception	As of March 31, 2020	As of June 30, 2020	As of September 30, 2020	As of December 31, 2020
Net Assets <sup>(1)</sup>	\$31.4 million	\$45.4 million	\$56.9 million	\$67.7 million	\$103.7 million
New Investment – Quarter Ended		\$10.3 million	\$7.8 million	\$9.2 million	\$19.9 million
NAV/Unit	\$10.00	\$10.54	\$11.29	\$11.56	\$13.67
Number of Transactions <sup>(2)</sup>	One	Four	Six	Six	Ten
Invested/Committed Capital (3)	\$5.0 million 14.9%	\$26.9 million 61.3%	\$33.4 million 64.6%	\$33.4 million 54.9%	\$67.2 million 83.2%
Total Return Based on NAV <sup>(4)</sup> – Quarter Ended	Not Applicable	(3.2%)	7.1%	2.4%	18.31%
Total Return <sup>(4)</sup> Based on NAV Since Inception	Not Applicable	5.4%	12.9%	15.6%	36.7%

<sup>&</sup>lt;sup>(1)</sup>Shareholders' Equity at the measurement date

<sup>(2)</sup> See the Glossary for the definition of "Transaction(s)"

 $<sup>^{(3)}</sup>$ Committed Capital reflects the amount of capital invested into the Fund by investors

<sup>&</sup>lt;sup>(4)</sup>See "Important Disclosures | Performance Reporting" on page 2



### **Fund Status**

Transaction	Investment	% of Total Capital <sup>(1)</sup>	Closed
LiquidStock	\$5.0 million	6.2%	August 31, 2019
Project Envy	\$7.5 million	9.3%	October 31, 2019
Project Grid	\$11.9 million	14.7%	December 31, 2019
Арах Х	\$2.5 million	3.1%	March 3, 2020
New Mountain VI	\$2.5 million	3.1%	June 30, 2020
Fin VC I	\$4.0 million	5.0%	June 30, 2020
Project AMPCF	\$6.2 million	7.7%	December 31, 2020
Project Senator	\$1.6 million	2.0%	December 31, 2020
Project Colonial	\$13.7 million	17.0%	December 31, 2020
Project Boston College	\$12.3 million	15.3%	December 31, 2020
Total	\$67.3 million	83.2%	

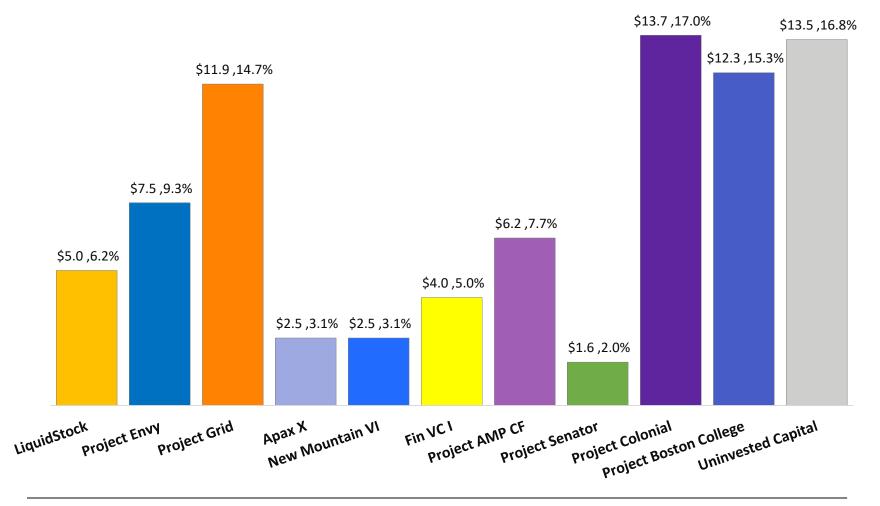
<sup>&</sup>lt;sup>(1)</sup>Total Capital is the amount of capital invested into the Fund by investors

Disclosure: Holdings are subject to change Note: Please refer to chart on the following page.



#### **Fund Status**

#### Transaction Exposure as a % of Invested/Committed Capital (\$ millions) (1)

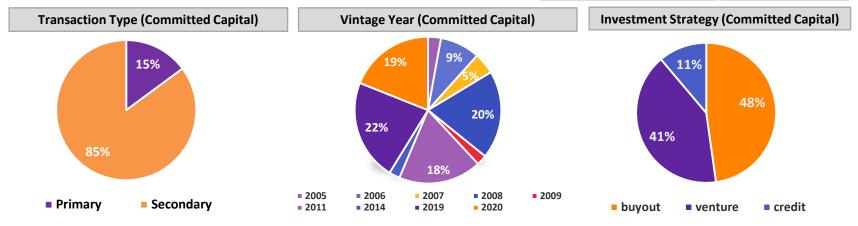


As of December 31, 2020 the Fund has Invested/Committed 83% of its Total Capital



### FSOF Summary of Exposure – December 31, 2020 (1)

Transactions <sup>(2)</sup>	Number of Funds	Number of Companies	Top 5 Fund Holdings By NAV <sup>(2)</sup>	% of NAV
LiquidStock	1	3		
Project Envy	1	67	B.C. European Capital IX	24.6%
Project Grid	15	50	AIC Credit	
Apax X	1	1	Opportunities Partners	9.2%
NMC VI	1	1	Fund II	
Fin VC I	1	12	Versant Venture Capital	6.9%
Project AMPCF	1	3	IV	0.9%
<b>Project Senator</b>	1	7	Deint 40C Ventures I	F 40/
<b>Project Colonial</b>	6	30	Point 406 Ventures I	5.4%
<b>Project Boston College</b>	1	13	Francisco Doutrous III	F 20/
Total	29	187	Francisco Partners III	5.3%

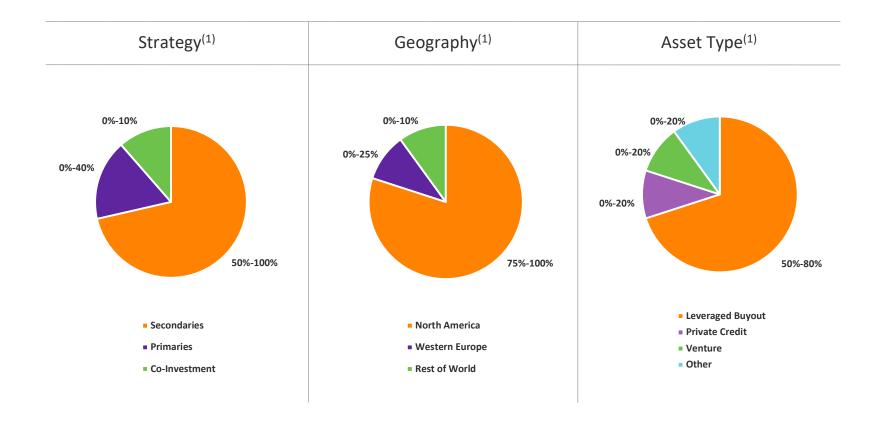


<sup>(1)</sup> Represents the five largest individual investment positions in the Fund as determined by Net Asset Value as of December 31, 2020 (2) See Glossary for the definition of "Transaction(s)":

Disclosure: Diversification does not ensure a profit or protect against loss. Past performance does not guarantee future results Disclosure: Holdings are subject to change



### Portfolio Construction Targets



FlowStone Opportunity Fund will provide diversified exposure primarily to cash flow positive businesses in developed markets

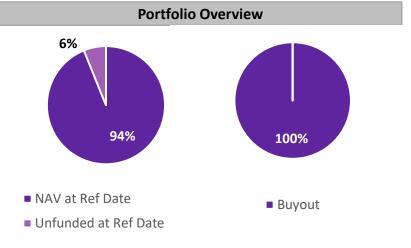


# Case Study – Project Senator

Project Senator is a traditional secondary investment where FlowStone acquired a seller's interest in Reverence Capital Opportunities Fund I, L.P. Reverence Capital (the "Firm" or "Reverence") is a private investment firm founded in 2013 that focuses on investments in the Financial Services sector. The Reverence management team has deep experience in the Financial Services sector, having spent extended time at Goldman Sachs and General Atlantic before launching Reverence

Transaction Overview	<ul> <li>Secondary purchase of an LP interest in Reverence Capital Opportunities Fund I, L.P, which provides exposure to seven underling portfolio companies all of which are based in North America</li> </ul>
Seller Objective	<ul> <li>The seller was a Foundation established by a high-net-worth individual who is a personal friend of the Firm's founder</li> <li>The individual was seeking liquidity on an expedited basis to fund an investment by his Foundation into a COVID-relief fund</li> </ul>
Investment Attractions	<ul> <li>Opportunity represented a true secondary as the fund stands 88% drawn as of the reference date. Additionally, based upon the entry discount FSOF paid, the transaction had the potential for a meaningful write-up at close, providing a high degree of protection against capital loss in the near term</li> <li>Exposure to high quality, inflection-point assets, which benefit from ongoing value creation initiatives, helping to drive transaction returns</li> <li>FlowStone's ability to close the transaction on an expedited timeline allowed us to negotiate a below market price</li> </ul>

Transaction Snapshot		
Transaction Type	Secondary	
Total Deal Size at close (NAV + Unfunded)	\$2.0mm	
Purchase price	\$1.4mm	
Purchase price / NAV (at close)	73.4%	
# of underlying Funds	1	
# of underlying portfolio companies	7	
Sourcing	Intermediary	
Reference Date	June 30, 2020	
Closing Date	December 31, 2020	





### Case Study - Project Colonial

Project Colonial was a secondary purchase of six fund interests, representing a diversified portfolio of 30+ companies. The bulk of the exposure was in less cyclical industries and COVID-19 resilient industries including Pharma / Biotech, Healthcare Devices, Healthcare Technology, and Consumer Durables. Leveraging a deep and long-standing relationship with the intermediary, FlowStone provided a single-solution ("one-stop-shop") portfolio bid to the seller. FSOF gained exposure to mature buyout / VC interests with a mix of near-term liquidity and the potential for future value creation.

Transaction Overview	<ul> <li>Secondary purchase of a diversified portfolio of six mature venture, buyout, and growth Funds with more than 30+ remaining underlying portfolio positions</li> </ul>
Seller Objective	<ul> <li>The Seller was a US-based private markets manager looking to wind-down three of its legacy investment vehicles by selling three separate portfolio, consisting of seven, six, and three, collective Fund Interests, respectively</li> <li>The remaining net asset value ("NAV") in the portfolio was relatively small when compared to realized value across the portfolio since inception. Given the remaining value and the objective to wind down each vehicle before the end of the year, the Seller's price sensitivity was low for a portfolio of this quality</li> <li>The Seller's main priority was certainty around the buyer's ability to transfer all assets under a compressed timeline, allowing for a year end close</li> </ul>
Investment Attractions	<ul> <li>Exposure to a diversified portfolio consisting of buyout &amp; mature venture assets, including exposure to investment grade managers</li> </ul>

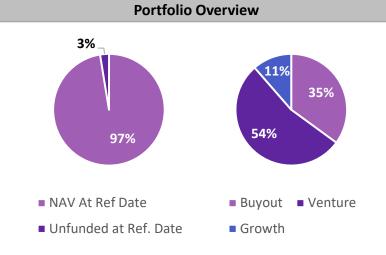
distributed before closing

The transaction closed six months after the reference

date, allowing FlowStone to capture additional valuation appreciation across the underlying portfolio at close. Additionally, the portfolio was highly cash

generative with over 20% of reference NAV

Transaction Snapshot			
Transaction Type	Secondary		
Total Deal Size at close (NAV + Unfunded)	\$ 20.9m		
Purchase price	\$17.3m		
Purchase price / NAV (at close)	85.0%		
# of underlying Funds	6		
# of underlying portfolio companies	30+		
Sourcing	Intermediary		
Reference Date	June 30, 2020		
Closing Date	Dec. 31, 2020		





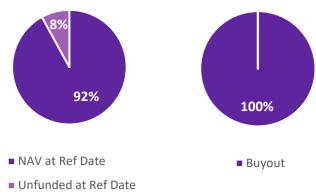
# Case Study - Project Boston College

Project Boston College was a traditional secondary investment in which FlowStone acquired an institutional sellers' interest in BC European Capital IX, L.P., a manager which FlowStone assessed as being of very good quality. The remaining assets in the portfolio include thirteen companies in diversified industries, including healthcare, technology, and pet services. FlowStone gained exposure to mature buyout assets which had generally demonstrated resiliency to the broader COVID impact on economic growth.

Transaction Overview	<ul> <li>Secondary purchase of an interest in BC European Partners IX, a 2011 vintage buyout fund with 13 assets spread across a variety of sectors and geographies; predominantly North America and Western Europe</li> </ul>
Seller Objective	<ul> <li>The seller was a large US-based institution seeking to rebalance their portfolio while reducing the number of private equity relationships they manage</li> </ul>
Investment Attractions	<ul> <li>Access to an investment-grade GP that has delivered strong returns for investors across multiple economic cycles</li> <li>Strong visibility into additional valuation appreciation from the reference date 6/30 through close</li> <li>No blind pool risk given the fund vintage year and corresponding limited unfunded amount</li> <li>Exposure to companies that proved fairly COVID resistant on a blended basis and, in some instances, benefitted from macro tail-winds and changing consumer behavior patterns that may persist</li> <li>The entry discount combined with the portfolio uplift provided for near-term downside protection</li> </ul>
	in the event of unexpected, adverse portfolio moves

Transaction Snapshot			
Transaction Type	Secondary		
Total Deal Size at close (NAV + Unfunded)	EUR 11.0mm		
Purchase price	EUR 9.2mm		
Purchase price / NAV (at close)	61.1%		
# of underlying Funds	1		
# of underlying portfolio companies	13		
Sourcing	Intermediary		
Reference Date	Jun. 30, 2020		
Closing Date	Dec. 31, 2020		







#### Secondary Market Summary

#### **Transaction Summary**

2020 volume ~\$62BB down from ~\$90BB in 2019, primarily due to COVID

2021 volume estimated to be ~\$90BB

78% of 2020 volume concentrated in the Top 15 largest buyers

Intermediaries accounted for 67% of 2020 market transaction volume

GP-led and concentrated asset deals accounted for 48% of the 2020 market

2020 average market discount of 15.1% versus 25.6%<sup>(1)</sup> for FSOF

#### **Competitive Summary**

~\$102BB of dedicated PE secondary dry powder

Assuming a 2.5 year deployment pace, the supply-demand ratio is a favorable ~2:1

Top 24 largest buyers account for ~85% of dry powder

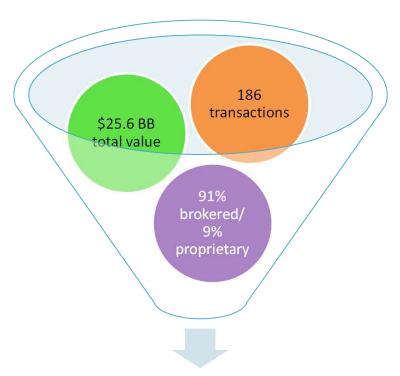
87% of buyers report that their deal pipelines are as large or larger than 2020

Buyers are increasingly focused on GP-led and concentrated asset deals, choosing to go further out on the risk spectrum

2021 appears to be positioned for strong deal flow. Increasingly large funds may result in price pressure at the top end of the market. Large buyers are concentrated on GP-led deals to maintain both deployment pace and returns. FlowStone focuses on the small end of the LP-interest market characterized by a smaller, diffuse buyer-set and less efficiency. We believe this may result in better pricing



#### Investment Pipeline Summary



20 LOIs issued representing \$228 million in transaction value

#### **Brokers by Deal Count**

- Setter 16%
- Brant Street 15%
- Evercore 9%
- Proprietary 9%
- Melting Point 7%
- Other 44%

#### **Deal Size by Deal Count**

- <\$50 million 67%</li>
- \$50-\$100 million 16%
- \$100-\$200 million 4%
- >\$200 million 13%

The Fund is experiencing robust deal flow in what the Adviser considers to be its sweet spot for size, character, and quality. The emergence of "micro-brokers" facilitates finding deals in the small end of the market where there are fewer buyers and slightly less pricing efficiency



#### Glossary

**Blind Pool Investment Fund** – A limited partnership that does not announce its intentions with specificity as to what investments will be made.

**Buyout** - Control investments in established, cash flow positive companies are generally classified as buyouts. Buyout investments may focus on small-, mid- or large-capitalization companies, and such investments collectively represent a majority of the capital deployed in the overall private equity market. The use of debt financings, or leverage, is prevalent in buyout transactions — particularly in the large-cap segment.

**Co-Investments** – Co-investments generally involve taking an interest in securities issued by an operating company, whether equity or debt, in parallel with a sponsoring fund manager acting as the lead investor. Direct equity investments generally involve new owners taking a material stake in the target company and may involve exercising influence on the growth and development of the company through work with the company's management and board of directors. Direct debt investments typically represent financing for buyout or growth investments and may have various features and covenants designed to protect the lender's interests.

*Direct Funds* – Individual private equity funds or a portfolio of individual private equity funds.

Dry Powder – A private equity investment term referring to uninvested capital subject to call by an investment fund.

**E & F** – Endowments and Foundations

**Evergreen Fund** – Evergreen Funds reinvest investment proceeds into new investments within the fund, as opposed to distributing investment proceeds to the fund's investors.

Family Office – An investment company established by a high net worth individual or family to invest and manage that investor's assets

Global Private Equity/VC Funds – Those U.S. and non-U.S. private equity and venture capital funds included in a combination of the Cambridge Associates Global Private Equity Fund and Global Venture Capital Fund Index data sets as of the dates indicated in the relevant chart footnotes. As of the March 31, 2017; and December 31, 2005, reports, these data sets are comprised of five asset classes: Buyouts, Growth Equity, Private Equity Energy, Subordinated Capital, and Venture Capital.

**Global Secondary Funds** – Those U.S. and non-U.S. secondary funds included in the Cambridge Associates Global Secondary Fund Index data sets as of the dates indicated in the relevant chart footnotes.



#### Glossary

Harvest Phase - The stage in a private equity fund's life cycle when the fund's manager begins to liquidate the fund's assets through the public and/or private capital markets. This stage typically begins in years 4-6 of a fund's life, as the investments have matured, and the investment manager has built value above cost in the individual company investments.

Intermediated - Transactions where a broker is involved and acts as an intermediary between the buy and sell side

**J-Curve** – The value development pattern in which the net asset value of a private-equity fund typically declines moderately during the early years of the private-equity fund's life as investment related fees and expenses are incurred before investment gains have been realized. As the fund matures and portfolio companies are sold, the pattern typically reverses with increasing net asset value and distributions.

**Mezzanine** - Mezzanine is a private equity industry term referring to subordinated debt investments made directly in operating companies. Investee companies are often private-equity backed. Mezzanine debt is junior to most forms of debt and liabilities in the capital structure but is senior to all forms of equity. In compensation for the risk profile, mezzanine debt generally requires a higher level of interest payment to the investor, typically in some combination of cash and in-kind payments. Often, the mezzanine investor will also require equity warrants to be associated with the debt security.

**Other - Infrastructure** - Infrastructure is a private equity industry term that refers to investments made directly in infrastructure projects, such as energy production plans, dams, pipelines, bridges, or other income producing facilities. These investments may be made in the form of equity, debt, revenue or profit-sharing participations, or in some combination.

Other - Natural resources - Natural resources is a private equity industry term that refers to investments made directly in assets such as oil and gas exploration and production, oil and gas distribution, or timber. These investments may be made in the form of equity, debt, revenue or profit-sharing participations, or some combination.

**Primary Investments** - Primary investments (primaries) are interests or investments in newly established private equity funds. Primary investors subscribe for interests during an initial fundraising period, and their capital commitments are then used to fund investments in several individual operating companies (typically ten to thirty) during a defined investment period. The investments of the fund are usually unknown at the time of commitment, and investors typically have little or no ability to influence the investments that are made during the fund's life.

Proprietary – Transactions originated via the FlowStone Opportunity Fund platform where a broker is not involved

**Seasoned Primary** – Similar to a Primary Investment; however, when the investor commits to the fund during the initial fundraising period, the newly established fund has already completed a number of transactions. Importantly, there is still a relatively high amount of unfunded capital that will be drawn down to make new platform investments



### Glossary

#### Secondary Fund Size Classification

Vintage Year	Small-Cap	Mid-Cap	Large-Cap
2000-2004	<\$50MM	\$50-\$250MM	>\$250MM
2005-2009	<\$300MM	\$300-\$1,500MM	>\$1,500MM
2010-2011	<\$500MM	\$500-\$2,500MM	>\$2,500MM

**Secondary Investments** - Secondary Investments are interests in existing private equity funds that are acquired in privately negotiated transactions, typically after the end of the private equity fund's fundraising period. The investments of the acquired fund are usually known at the time of acquisition, and the majority of the fund's capital is typically drawn down and invested by the time of the fund's acquisition.

SWF - Sovereign Wealth Fund

**Syndicate** – A group of buyers who combine to purchase a specific interest

**Synthetic** – Secondary investors acquire an interest in a new limited partnership that is formed specifically to hold a portfolio of investments. Typically, the manager of the new fund had historically managed the assets as a captive portfolio

**Total Value to Paid-In Capital ("TVPI")** – The ratio of Total Value (Net Asset Value plus distributions received) to Paid-In Capital (total invested capital)

**Transaction(s)** - Transactions are defined as the number of individual investment transactions closed by the Fund during the measurement period. For example, a primary commitment is counted as one transaction. A completed secondary acquisition of assets is counted as one transaction, irrespective of the number assets acquired in that transaction. "Transactions" does not provide a measure of diversification but is intended to summarize the Fund's new investment activity during the measurement period.

**Venture** - Investments in new and emerging companies are usually classified as venture capital. Such investments are often in technology and healthcare related industries. Companies financed by venture capital are generally not cash flow positive at the time of investment and may require several rounds of financing before the company can be sold privately or taken public. Venture capital investors may finance companies along the full path of development or focus on certain sub-stages in partnership with other investors.