



# **FLOWSTONE**

PARTNERS

# FlowStone Opportunity Fund



# 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 expenses for Class A shares is 4.68%; Class D shares is 4.13%; Class I shares is 3.83% and Class M shares is 3.83%. Performance figures do not reflect the 2% early repurchase fee that may apply to some unit holders. Expenses are estimated as of the Fund's prospectus, effective March 15, 2023.
- (3) 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 will continue until at least August 29, 2023, 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. 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.
- (4) 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 312-429-2488. 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.

FlowStone Funds are distributed by UMB Distribution Services, LLC. Not affiliated with FlowStone Partners



### Important Information

This material is published as assistance for recipients but does not constitute investment advice and is not to be relied upon as authoritative nor to be substituted for one's own judgment. This information is not a recommendation to purchase or sell a security or follow any strategy or allocation. Before making any investment decision, you should seek expert, professional advice and obtain information regarding the legal, fiscal, regulatory and foreign currency requirements for any investment according to the laws of your home country and place of residence.

The information contained herein reflects views as of a particular time and is subject to change without notice. It is for illustrative purposes only and may not be representative of current or future investments or allocations. Any forward-looking statements are based on assumptions, and actual results may vary from such statements. There is no requirement to update information provided, unless otherwise required by applicable law. While reasonable efforts have been used to obtain information from reliable sources, no representations or warranties are made as to the accuracy, reliability or completeness of third-party information presented. The information contained in this document is unaudited.



### 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 continuously building a private equity portfolio through the secondary purchase of mature fund interests, primary commitments to new funds, and direct co-investments alongside trusted private equity managers



### FlowStone Opportunity Fund

FlowStone Opportunity Fund provides highly diversified Private Equity exposure through an investor-friendly structure

Proven and Experienced Team	Multi-Strategy	Intrinsic Value Orientation	Simplified Access to Private Equity
Over 75 years of combined private equity fund investing and management experience at Landmark Partners, Partners Group, MatlinPatterson, and Aberdeen Standard	<ul> <li>Diversified access to:</li> <li>~\$103 billion secondary market<sup>(1)</sup></li> <li>~\$475 billion primary market<sup>(2)</sup></li> <li>Direct co-investments sponsored by core private equity managers</li> </ul>	Investment strategies focused on manager quality and acquiring assets at a discount to Intrinsic Value, reducing or eliminating the J-Curve	Low investment minimum, 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. We seek to achieve this objective through continuously building a private equity portfolio through the secondary purchase of mature fund interests, primary commitments to new funds, and direct co-investments alongside trusted private equity managers

(2)Source: Buyouts; Fundraising Report 2021

<sup>(1)</sup>Source: Evercore Private Capital Advisory, Data as of January 2023



# FlowStone Opportunity Fund | Q4 2022 Summary

#### **Fund Raising**

- Q3 2022 New Investment (10/1/22): \$14.3 million
- Q4 2022 New Investment (1/1/23): \$38.5 million

#### **Capital Deployment**

- Invested/committed \$33.1 million in two secondary Transactions<sup>(1)</sup>
- Added two funds with exposure to thirteen companies to the portfolio
  - Portfolio construction is on-target for Transaction Type and for Investment Strategy
- FSOF has deployed 90.8% of Fund NAV, as of December 31, 2022
- The Adviser expects meaningful capital deployment in 1H 2023 based on the existing deal pipeline and visible market activity

#### Fund Performance (2)

- Q4 2022: 1.41% Net Total Return
- One year ended December 31, 2022: 5.21% Net Total Return
- December 31, 2022 since inception on August 31, 2019: 20.44% Annualized Total Return
- The investment portfolio continues to realize liquidity events despite overall public market activity
- On balance, the portfolio is performing at or above our expectations at the time of each transaction

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

<sup>(2)</sup>See "Important Disclosures | Performance Reporting" on page 2. Returns assume reinvestment of dividends Disclosure: Diversification does not ensure a profit or protect against loss.

Past performance is not indicative of future results.



# FlowStone Opportunity Fund | Summary

#### FSOF Performance Data (as of 12/31/2022) (1)

Total Return %*	QTD (Q4) %*	YTD %*	One Year Ended	Annualized Three Years Ended	Annualized Inception to Date ("ITD"**) %	ITD** %
FlowStone Opportunity Fund	1.41%	5.21%	5.21%	19.57%	20.44%	86.01%
Russell 2000	6.23%	(20.44%)	(20.44%)	3.10%	4.80%	16.92%
S&P 500	7.56%	(18.11%)	(18.11%)	7.66%	9.77%	36.46%
MSCI World	9.77%	(18.14%)	(18.14%)	4.94%	7.05%	25.52%

<sup>\*</sup>Note: Returns are calculated based on a calendar quarter and year. For financial reporting purposes, the FSOF FY ends on March 31st, as stated in the prospectus. FSOF returns are a calculated net of all fees and expenses, assuming reinvestment of dividends

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. It is not possible to invest directly in an index.

Net Assets <sup>(2)</sup> (as of 1/1/2023)	Number of Transactions <sup>(3)</sup>	Investment Value / Fund NAV (4)	Number of Funds	Number of Companies
\$557.9 million	42	90.8%	195	1450+

<sup>(1)</sup> See "Important Disclosures | Performance Reporting" on page 2 (2) Fund Net Assets is calculated as the sum of the Fund's Net Asset Value as of 12/31/2022 (\$519.4 million) and the amount of capital received from subscriptions on 1/1/2023 (\$38.5 million); (3) See the Glossary for the definition of "Transaction(s)"; (4) Investment Value reflects the value of the fund's investments

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

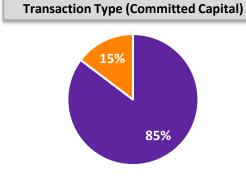
<sup>\*\*</sup>Note: "Annualized Inception to date (ITD)" performance metrics represent annualized figures. Inception date of August 31, 2019



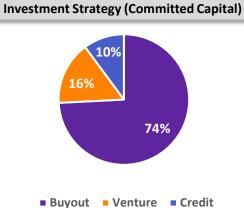
# FSOF Summary of Exposure – December 31, 2022

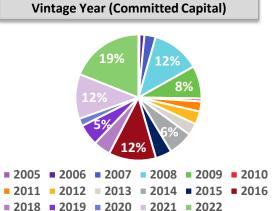
Transaction (2)	Number of Funds	Number of Companies
Pre-2022 Transactions	155	900+
Primaries	13	100+
Project Flag	3	200+
Project Owl	12	120+
Project Astro	1	1
Project Porsche	7	100+
Project Allegro	1	1
Project Fountain	1	5
Project Ignite	1	1
Project Zipper	1	12
Total	195	1450+

Top 10 Fund Holdings By NAV <sup>(1)</sup>	% of NAV
Project Porsche	7.6%
Kohlberg TE VIII	6.1%
WPGG	4.5%
WPPE 12	4.1%
Project Waterfall	4.0%
WPFS	3.7%
AWZ Pentera II	3.3%
Roark Capital Partners	2.9%
August Capital V	2.5%
Pro SPV	2.4%



■ Secondary ■ Primary





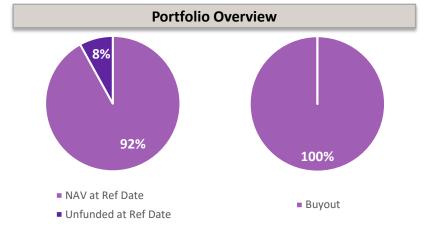
<sup>(1)</sup>Represents the five largest individual investment positions in the Fund as determined by Net Asset Value as of December 31, 2022 (2)See Glossary for the definition of "Transaction(s)"; Disclosure: Diversification does not ensure a profit or protect against loss. Past performance does not guarantee future results; Disclosure: Holdings are subject to change

# Case Study – Project Zipper

Project Zipper is a traditional secondary investment in which FlowStone acquired an interest in a fund managed by an established buyout manager. The assets in the portfolio include twelve companies in diversified industries, including Business Services, Consumer Discretionary, and Healthcare, among others. FlowStone gained exposure to mature buyout assets, which had generally demonstrated resiliency to broader macroeconomic issues such as COVID, inflation, and supply chain challenges

Transaction Overview	<ul> <li>Secondary purchase of a 2016 vintage buyout fund, which provided exposure to 12 platform companies, all of which are private enterprises and based in North America</li> <li>FlowStone acquired one position (of twenty total) in the portfolio, based on our knowledge of the manager and assets</li> </ul>
Seller Objective	<ul> <li>The seller in this transaction was a large, international pension plan seeking liquidity as part of its broader portfolio management</li> </ul>
Investment Attractions	<ul> <li>Visibility into additional valuation appreciation from the reference date 6/30 through close</li> <li>The fund manager senior team has never generated a realized loss on any portfolio holding, providing high confidence in asset resiliency and the GP's ability to manage companies through challenging economic environments</li> <li>Limited blind pool risk given the fund vintage year and corresponding unfunded amount</li> <li>Attractive underlying exposure highlighted by assets that are entirely private, buyout focused, and based in North America</li> <li>Strong operational performance to date across the portfolio, with observable YoY momentum from both a top line and profitability standpoint</li> </ul>

Transaction Snapshot			
Transaction Type	Secondary		
Total Deal Size at close (NAV + Unfunded)	\$33.8mm		
Purchase price	\$26.6mm		
Purchase price / NAV (at close)	83.6%		
# of underlying Funds	1		
# of underlying portfolio companies	12		
Sourcing	Intermediary		
Reference Date	Jun. 30, 2022		
Closing Date	Dec. 31, 2022		



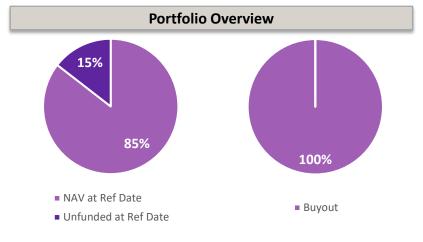
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# Case Study – Project Ignite

Project Ignite entails the creation of a single-asset continuation fund around a distributor of foodservice packaging and janitorial sanitation products in North America (the "Company"). Our view of the General Partner's value creation strategy and underwriting of the transactions suggests there is material future upside potential in the Company. We believe value will be driven by continued strong top-line growth and various near-term value creation opportunities.

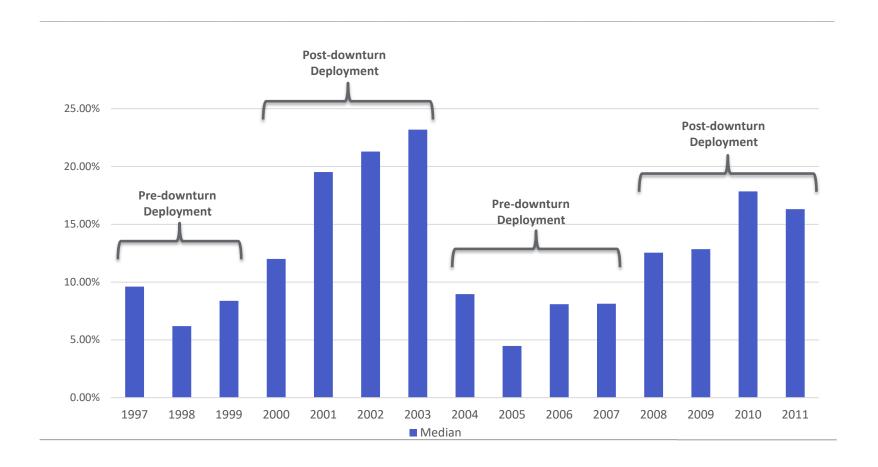
Transaction Overview  Project Ignite is a single-asset continuation fund created around a leading pure-play distributor of foodservice packaging and janitorial sanitation products, capable of providing flexible and customized solutions with national scale and an unmatched product portfolio  Project Ignite allows the sponsor and investor syndicate to maximize value in the Company by i) extending the investment's duration, providing additional time to capitalize on growth initiatives and ii) providing follow-on capital for potential acquisitions and other growth initiatives  The transaction provides certain existing investors in the Company with an option to monetize their ownership  Investment Attractions  Good company performance through COVID, helping to validate the mission critical nature of the Company's offering  Strong alignment of incentives between the GP, LPs, and Company management  Attractive financial profile as evidenced by the revenue and EBITDA growth, high customer retention, and expanding margins  The Company has an experienced and successful management team and competitive position in a fragmented market that is ripe for consolidation	
syndicate to maximize value in the Company by i) extending the investment's duration, providing additional time to capitalize on growth initiatives and ii) providing follow-on capital for potential acquisitions and other growth initiatives  • The transaction provides certain existing investors in the Company with an option to monetize their ownership  • Good company performance through COVID, helping to validate the mission critical nature of the Company's offering  • Strong alignment of incentives between the GP, LPs, and Company management  • Attractive financial profile as evidenced by the revenue and EBITDA growth, high customer retention, and expanding margins  • The Company has an experienced and successful management team and competitive position in a	created around a leading pure-play distributor of foodservice packaging and janitorial sanitation products, capable of providing flexible and customized solutions with national scale and an
in the Company with an option to monetize their ownership  • Good company performance through COVID, helping to validate the mission critical nature of the Company's offering  • Strong alignment of incentives between the GP, LPs, and Company management  • Attractive financial profile as evidenced by the revenue and EBITDA growth, high customer retention, and expanding margins  • The Company has an experienced and successful management team and competitive position in a	 syndicate to maximize value in the Company by i) extending the investment's duration, providing additional time to capitalize on growth initiatives and ii) providing follow-on capital for potential
<ul> <li>Attractions</li> <li>helping to validate the mission critical nature of the Company's offering</li> <li>Strong alignment of incentives between the GP, LPs, and Company management</li> <li>Attractive financial profile as evidenced by the revenue and EBITDA growth, high customer retention, and expanding margins</li> <li>The Company has an experienced and successful management team and competitive position in a</li> </ul>	in the Company with an option to monetize their
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management team and competitive position in a	revenue and EBITDA growth, high customer
	management team and competitive position in a

Transaction Snapshot			
Transaction Type	Secondary		
Total Deal Size at close (NAV + Unfunded)	\$7.6mm		
Purchase price	\$6.5mm		
Purchase price / NAV (at close)	100%		
# of underlying Funds	1		
# of underlying portfolio companies	1		
Sourcing	Intermediary		
Reference Date	Jun. 30, 2022		
Closing Date	Dec. 31, 2022		





### Secondary Funds Performance By Vintage Year



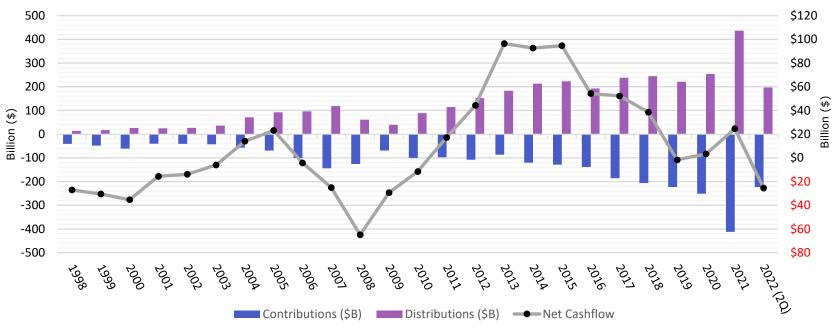
Past performance is not indicative of future results. Data Source: PitchBook, most recent available data as of 2021. Data is a comparison of all secondary funds from vintages 1997 through 2011 (168 funds). Data was downloaded on June 3, 2022. This industry data reflects the fees, carried interest, and other expenses of the funds included in the data set. The fees, carried interest, and other expenses borne by investors in a FlowStone fund may be higher or lower than the fees and expenses of the funds reflected in the data set. See Glossary pages at the end of this presentation for more details. PitchBook data is typically compiled from funds that elect to self-report. Thus, this data may not be representative of all secondary funds and may be biased toward those funds that generally have higher performance. Additionally, the funds included in these measures may lack commonality. Over time, components of the data may change. Funds may begin or cease to be represented based on these factors, thereby creating a "survivorship bias" that may additionally impact the data reported.



### Distributions Are No Longer Funding Capital Calls

Increased volatility in global capital markets has reduced exit activity and distributions to LPs. As a result, private equity could become a consumer of investor liquidity for the first time since the GFC, as capital calls materially exceed distributions.







# Secondary Market Summary

#### **Transaction Summary**

2H 2022 secondary transaction volume was \$49bn, 8% lower than 1H 2022, highlighting the wide bid-ask spread, which was exacerbated by public market volatility and broader economic uncertainty

GP-led transaction volume contracted from 51% in 1H 2022 to 41% in 2H 2022 as buyers increased their exposure to diversified LP transactions

Single and multi-asset GP-led transactions represented 19% and 18%, respectively of 2022 volume (vs. 23% and 25% in 2021)

TMT was the most active sector by volume at 22%, but this reflected a noticeable drop in total market share vs 2021 (33%), reflecting the material change in the valuation environment

#### **Competitive Summary**

At the end of 2022, secondary dry powder was \$131bn. This represents a sizable increase from 2021 and 2020. Despite this shift, we believe secondaries remain one of the few undercapitalized areas in private markets due to the expanding opportunity set due to the current pressures on institutional investors precipitating additional selling

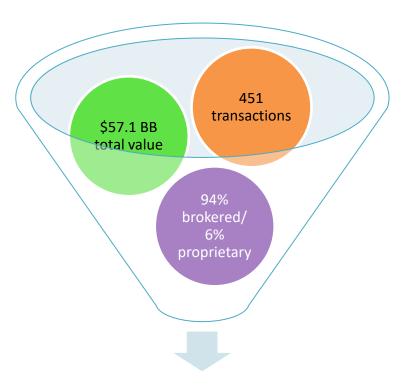
North America and Europe were the top geographies where investors were looking to deploy capital. Preference for Asia fell from 74% in 2021 to 57% in 2022

Buyout and Growth focused assets continue to represent the majority of interests traded on the secondary market, with the least in demand being Energy and Real Estate

Continued growth in GP-led transactions has been accompanied by a resurgence in diversified LP deals. Large buyers continue to dominate transaction flow and may see increased competition in their end of the market. FlowStone focuses on the small end of the market characterized by a smaller, diffuse buyer-set and less efficiency. This may result in better pricing.



### Investment Pipeline Summary



59 LOIs issued representing \$1.5 billion in transaction value

#### Brokers by Deal Count

- Brant Street 14%
- Evercore 13%
- Melting Point 9%
- Setter 9%
- Jefferies 7%
- Other 48%

#### Deal Size by Deal Count

- <\$50 million 70%
- \$50-\$100 million 13%
- \$100-\$200 million 5%
- >\$200 million 12%

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



**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.

Closing Date – The date at which the purchase of assets becomes effective

**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

**EBITDA** – Earnings Before Interest Taxes Depreciation and Amortization

**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

Free Cash Flow – Operating cash flow before incremental investment and capital expenditures

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.

GP or General Partner – The investment manager of a private equity fund



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

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.

LOI or Letter of Intent - A non-binding agreement issued by a buyer to a seller summarizing the key terms of a purchase offer

LP or Limited Partner - An investor in a private equity fund

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

#### 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.

Reference Date - The date of the capital account value used to price acquired assets



**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.