

GUIDE TO **EMERGING MANAGER** **INVESTORS & SERVICE PROVIDERS**

THE ESSENTIAL TOOL FOR NEW PRIVATE EQUITY AND VENTURE CAPITAL FIRMS

2ND EDITION

**ANOTHER STRONG
FUNDRAISING YEAR
EXPECTED, EVEN WITH
MARKET VOLATILITY**

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& SAM SUTTON
CHRIS WITKOWSKY

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(They're also known by their daytime identities as editors of The PE Hub Network and *Buyouts*.)



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—APPLE PODCAST REVIEWER



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THE EIGHT-STEP PLAN TO GETTING YOUR DEBUT FUND RAISED

BY TOM STEIN

First-time private equity funds have been on the decline since their peak about a decade ago. From 2006 to 2008, nearly 850 new U.S. buyout funds sprung to life, representing more than 20 percent of all private-equity fundraising, according to market analysis firm **PitchBook**.

But the last few years have been a lot leaner, with just 43 new funds launching in 2015 and 2016 combined. Why the dramatic drop off? Clearly an overcrowded market and fewer opportunities to put capital to work have taken their toll on first-time funds. So what's an emerging manager to do? Here are eight key steps for successfully raising a first time fund.

Step 1: Build a Complete Firm from Day 1

Before **Jordan Katz** and **Tim Meyer**, co-founders and managing partners at **Angeles Equity Partners**, raised a penny in funding, or even took their very first investor meeting, they had a full team in place, including a business development professional and a chief compliance officer.

"We focused on hiring partners for fund administration, for SEC compliance, for tax and accounting, all in an effort to build a really solid back office and infrastructure prior to commencing the fundraise," said Katz.

First-time funds like Angeles Equity Partners, which closed its inaugural \$360 million fund last January, remain a challenge for skeptical limited partners to evaluate. "But

if you can convince investors that you are running the firm from an institutional perspective—that you know how to manage money, that you understand fund utilization, and that you have the right back office partners to do the audit, tax, and capital calls—you are at a real advantage," Katz said.

In fact, after the fundraising process was complete, one LP, a large sovereign wealth fund, told the partners that the selection came down to them and another debut fund. "When they stacked us up against the other firm, they saw we were more than just deal guys," said Katz. "We also had the back office, the sourcing, the professionalism—which made us a much more interesting option."

Step 2: Get Everyone on the Same Page

Just because you worked with your new partners at a previous firm, doesn't mean you're a perfect match. Even though **Stephen Dyke**, **Christopher Jones** and **Robert Langley** spent many years doing deals together at **The Riverside Company**, they didn't simply assume they had the same vision for their new firm.

"Whether it's launching a PE firm or entering into a marriage, you need to have some good, in-depth conversations with your future partner to ensure there is no misalignment," said Dyke, a managing partner at **Align Capital Partners**, which closed its first \$325 million fund September 2016. "We didn't

take anything for granted. We sat down and talked through a number of issues to make sure we were all on the same page.”

Those discussions covered almost every facet of the business, including investment philosophy, industry specialization, culture, employee development, and future staffing plans.

“Without having those conversations upfront, we weren’t going to be successful in our fund-raise,” said Dyke. “It’s tough to make a pitch to LPs if you don’t have alignment on that. LPs will dig deep in their diligence and they will figure out quickly whether these people respect each other and are on the same page when it comes to investing their money.”

Step 3: Provide as Much Attribution as Possible

Before you leave your last position, think of ways that you can document your track record, including a track record attribution agreement with your old firm.

What if you don’t have a prior track record of any sort? “Don’t bother,” said **Kelly DePonte**, managing director at **Probitas Partners**, a placement advisory firm. “LPs do not exist to pay for your education.”

Few investors are willing to back groups unless they have a track record of successful private equity investing. But the process of vetting such a track record for an emerging manager can be tricky.

“Since private equity investing is a collaborative effort, it is often difficult to sort out responsibility for individual transactions and the issue can be very contentious,” said DePonte. That’s why it is essential for PE professionals to negotiate an attribution letter when leaving a firm that details the roles they played on various investments, as well as the value on those investments at the time of their departure.

“Attribution letters should highlight the specific roles you played in sourcing, doing due diligence, negotiating the purchase price, overseeing the investment and serving on the company’s board of directors, or directing the exit of an investment,” he said.

Step 4: Don’t Lose the Facts

It’s the first question every LP asks: What’s your track record? But answering can be difficult, especially for first-time managers that are spinning out of existing firms.

Often, the old firm refuses to be helpful, making it difficult for managers to prove their accomplishments with cold, hard facts and figures. “Your old firm will try to purge every bit of data that shows you contributed to any success they had,” said **Bob Brown**, managing partner at **BearTooth Advisors**, a placement and strategic advisory firm that has worked with seven new PE firms over 2016. “My first piece of advice is to go back to your firm, get in front of your computer and print off your bio and all your board seats. You have to make

sure the facts don’t disappear.”

Katz and Meyer of Angeles Equity Partners worked at **The Gores Group** for many years and worked on some very successful transactions for the firm. But when they decided to take their concept outside the four walls, their former firm was not thrilled about losing two of its senior partners.

The parties shook hands and agreed to go their separate ways with the understanding that there were certain restriction Angeles Equity Partners had to abide by, including no track record attribution and no soliciting of investors in Gores.

“Fortunately, there are a subset of LPs out there that have the capability to get underneath an offering like ours without track record attribution,” said Meyer. “We were pleased that certain groups put forth the effort to understand what we did historically and what we intended to do going forward.”

Step 5: Get Deals in the Pipeline

Some new funds reach a final close without having deals in the pipeline, but they are few and far between. Having completed a deal or two is extremely helpful because it gives LPs confidence not just in the team, but also in its ability to execute.

Of course, doing deals requires capital. So it’s a bit of a chicken and egg dilemma. Savvy first-time managers are solving the problem by raising their funds in increments.

Angeles Equity Partners, for instance, reached a first close of \$100 million in October 2015 and a final close of \$360 million about 15 months later. In between, it managed to complete two deals.

“As we were going to market, investors had real proof points,” said Katz. “They could see we were able to source interesting transactions consistent with our strategy and get those deals done at interesting valuations. For LPs, that was a very valuable source of diligence.”

Another way to get deals in the pipeline is via co-investment opportunities. During the fundraising process, it often makes sense for emerging managers to engage in deal-by-deal activity with certain investors to win their trust.

“These transactions go far to prove the fund manager’s deal flow credentials,” said DePonte. “There are a number of investors who like to use the co-investment process to due diligence a fund.”

He said it is less risky than a blind pool fund investment as LPs know exactly what they are getting. It also allows LPs to look over the shoulders of GPs during the process. “The ultimate goal for the GP is to get that investor into the fund, though a formal quid pro quo is nearly impossible,” said DePonte.

What’s more, there is a nascent but growing ecosystem of investors who specialize in providing emerging managers with assistance in closing deals during the fundraising

“Once you can impress upon LPs that you are going to attack a niche that hasn’t otherwise been attacked, you can then open up and tell them why they should go with you.”

BOB BROWN, MANAGING PARTNER, BEARTOOTH ADVISORS

process. “These entities will supply a temporary fundless sponsor with capital and make it possible for them to do deals,” said Bob Brown of BearTooth Advisors. “This is an interesting new development in the ecosystem. It is helping emerging managers get off the ground and build a team and portfolio before they raise a fund.”

Step 6: Get Your Story Straight

Some emerging managers are woefully underprepared when they pitch LPs. They simply don’t take the time upfront to be thoughtful about the firm they are trying to build and what it will look like in three, five and ten years down the road.

“If you asked a CEO what’s the five year plan for their business, and they didn’t know, you would never invest in them,” said Brown. “So why should any LP invest in you?”

Basically, you need to think about your business the same way you’d expect the CEOs of your portfolio companies to think about their businesses. That includes being able to sit in front of your investors having thoroughly thought through the story of the firm you are building. How is it different from others in the marketplace? What is your specialty? How are you exploiting an untapped opportunity? In today’s world, investors have 7,000 options, literally. So think carefully about why the world needs you.

“Once you can impress upon LPs that you are going to attack a niche that hasn’t otherwise been attacked, you can then open up and tell them why they should go with you,” said Brown. “But making that case effectively takes research and effort.”

Step 7: Hire the Right Placement Agent

Hiring a good placement agent is critical. After all, these guys have been through the fundraising process more times than anyone. They have the relationships with LPs and understand the questions LPs are likely to ask—and how best to answer them. But make sure you partner with the right placement agent.

“Having alignment with your placement agent is critical,” said Dyke, who worked with **Capstone Partners**. “My partners and I are very process-oriented and fortunately so was our placement agent. Essentially, we spoke the same language. At every step, we knew exactly what the next four to six weeks looked like, and why it looked that way. That was a huge help to us.”

Angeles Equity Partners, for its part, hired placement agent **Moelis & Co.** to get in front of a wider swath of LPs. This was critical because Angeles Equity Partners had an agreement with its previous firm that precluded it from approaching certain investors. “If you’re starting with a fair amount of restrictions that prevent you from engaging with investors you may have worked with before, a placement agent is a smart way to get introduced to LPs who like your strategy and are looking to make commitments,” said Meyer.

Step 8: Have Enough Working Capital to See You Through

Fundraising is a grueling process, so you need enough working capital to get through the next 18 to 24 months with no salary. Not only are you foregoing salary, you are constantly draining personal funds.

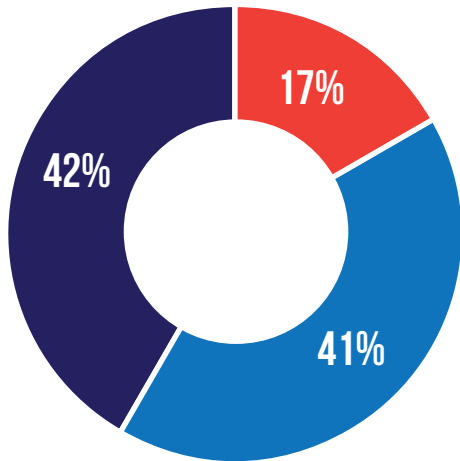
“We were traveling non-stop, coast to coast, north to south to visit limited partners, all on our dime,” said Dyke. “Each of us had a spreadsheet looking at different scenarios about how long we could sustain this.”

He says that he and his two partners thought long and hard about the fundraising process, and the stresses it would put on them financially and personally. They understood that it could take up to two years and made sure they were all prepared for that eventuality, even though it ended up taking significantly less time than that to raise the fund.

Emerging managers who’ve been through the process recommend running personal financial projections to make sure you and your partners can see it through to the very end. The last thing you want is to get deep into the process and then realize you’ve run out of money and need to get another job. Cover your bases and make sure you have the financial staying power.

Author Tom Stein has written for leading business and general interest publications, including Buyouts Magazine, Wired Magazine, Forbes, Tennis Magazine, and Venture Capital Journal.

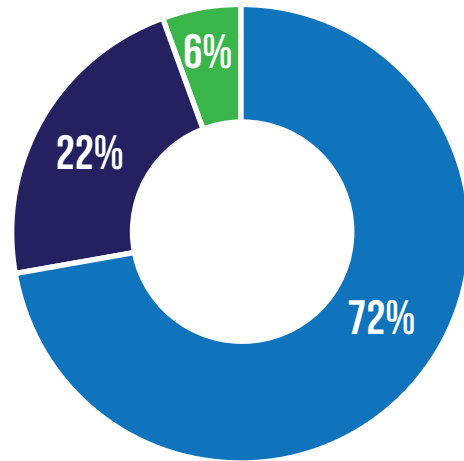
Who has the most power to set LPA terms right now?



Limited Partners	17%
General Partners	41%
Neither. They are evenly matched	42%

Source: Survey of 24 Placement Agents

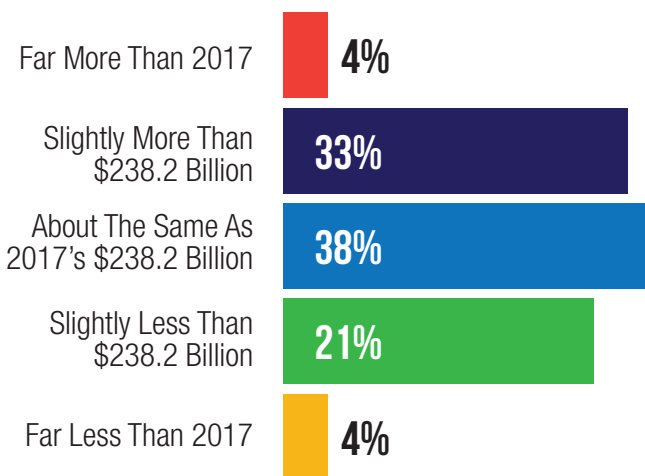
How long are you advising clients it will take to complete their fundraising campaigns?



Less than a year	0%
1 to 1.5 years	72%
1.5 to 2 years	22%
More than 2 years	6%

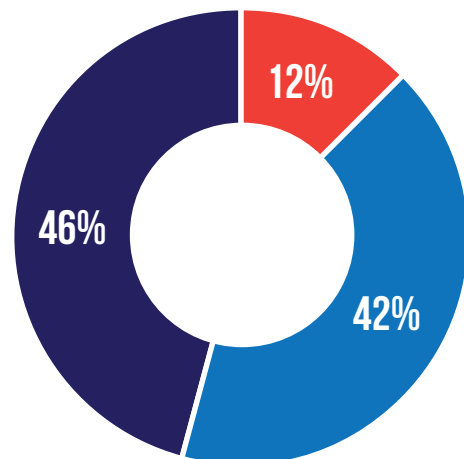
Source: Survey of 18 Placement Agents

Where do you anticipate buyout-mezzanine fundraising will close at the end of 2018?



Source: Survey of 24 Placement Agents

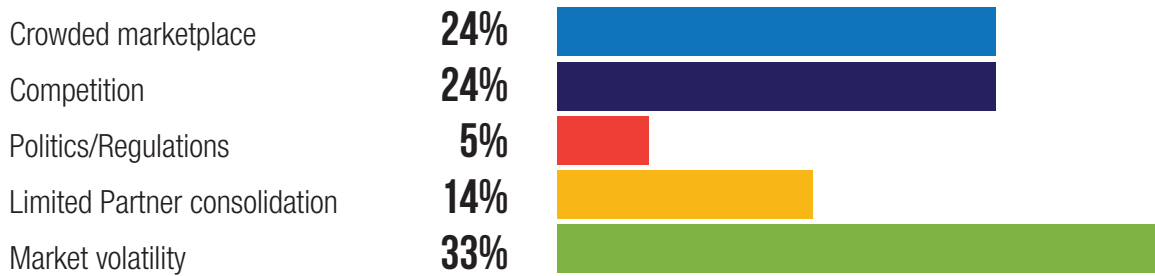
How do you think first-time funds will fare raising capital in 2018?



Easier than last year	12%
Harder than last year	42%
About the same as last year	46%

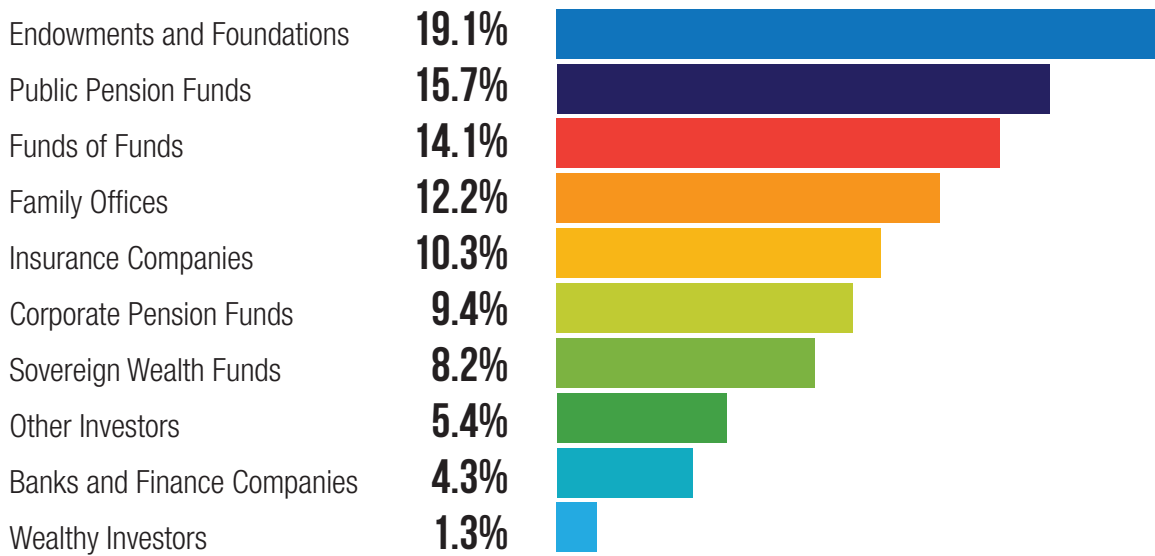
Source: Survey of 24 Placement Agents

what is the biggest hindrance to the private equity fundraising market during the next 18 months?



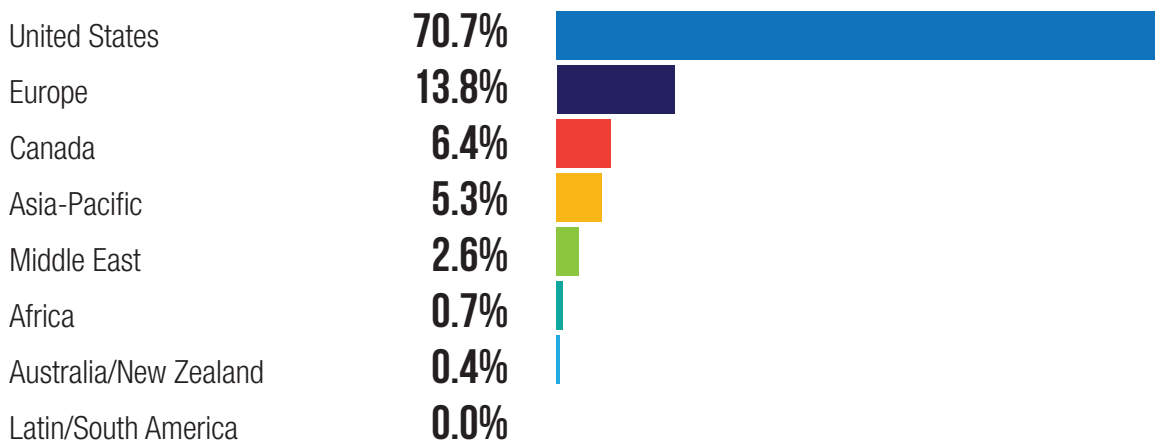
Source: Survey of 21 Placement Agents

source of capital by investor type



Source: Survey of 13 placement agents that raised \$5.2 billion from new investors in 2017

source of capital by Geographic Location



Source: Survey of 18 placement agents that raised \$10.5 billion from new investors in 2017

Select LPS with an appetite for emerging managers

INVESTOR	SIZE OF PE PROGRAM	EMERGING MANAGER INSIGHTS	CONTACT
Archean Capital Partners	This joint venture between asset managers Veritable LP and Moelis Asset Management, unveiled in early 2018, plans to seed new private equity shops with up to \$100 million each.	Along with money, Moelis Asset Management can provide turn-key support in the form of office space, back office platform, while Moelis & Co.'s private funds advisory group is available to provide placement services.	Christopher Ryan, managing director Moelis Asset Management
Barings	Barings is a \$304+ billion global financial services firm dedicated to meeting the evolving investment and capital needs of its clients. The firm has a practice which invests in funds and co-investments in private equity. The firm has been investing in private equity and real asset emerging managers since 1993. Aldea Capital Partners (firm founded by Mina Pacheco Nazemi and Patrick O'Hara) announced its integration to Barings in January 2018.	The firm backs emerging manager funds as well as make co-investments directly with spin out teams, emerging managers and independent sponsors. Barings manages capital on behalf of its clients through separate accounts and commingled vehicles.	Mina Pacheco Nazemi, Managing Director
Blennemann Family Investments	This single family office was formed in 2001 after the family sold its position in Juniper Networks. The firm backs a variety of fund strategies, including buyouts, venture capital, growth equity and mezzanine.	Especially interested in backing the second and third funds of newer groups; favors specialists over generalists.	Heinz Blennemann, principal
Brooke Private Equity Associates	Since its start in 2002 this Boston private equity investment firm has raised eight funds earmarked for fund commitments to, and co-investments alongside, small managers of U.S. growth equity and buyout funds. The firm concentrates on four sectors: healthcare, niche industrial, software and business services, and consumer and retail. The underlying portfolio companies tend to generate EBITDA of \$10 million or less, except in healthcare, where the firm is size agnostic. The firm is currently investing out of two funds: its 2017-vintage BPEA IV, which is diversified across the four industries; and its 2018-vintage BPEA Strategic Healthcare I, a dedicated healthcare fund focused on reducing costs, improving healthcare outcomes, and improving access to healthcare.	Because its diversified programs invest largely in fund sizes below \$250 million, the firm regularly backs emerging managers. The firm also invests in companies alongside emerging independent sponsors. Along with capital the firm provides emerging managers with advice and additional support.	Marcin Szajda, Director
California Community Foundation	All told the foundation has discretion over \$900 million.	The foundation is in the process of expanding a hedge fund and real estate portfolio into private equity, including funds managed by emerging managers; it plans to build a PE portfolio of about \$80 million.	Melvin Lindsey, trustee
California Public Employees' Retirement System	A Pension Consulting Alliance report from earlier last year notes that the \$307 billion pension fund has 8.4 percent of its assets invested in private equity. That's above an 8 percent interim target allocation.	In 2016 CalPERS said it plans to allocate as much as \$11 billion to emerging managers in private equity and real estate and to transition managers—those that have demonstrated early promise—by 2020. Advisers in this area have included Centinela Capital Partners, GCM Grosvenor and Grove Street Advisors.	Réal Desrochers, managing investment director, private equity
Chicago Teachers' Pension Fund	As of mid-2015 the pension fund had \$297.5 million of private equity assets out of a \$9.7 billion pension fund.	As of mid-2014 the pension had a more than 10-year-old mandate to back emerging firms, including ones targeting minority-owned and women-owned businesses and those based in Illinois and the Midwest; the pension fund has channeled money to emerging managers through funds of funds managed by Muller & Monroe as well as on its own.	Angela Miller-May, director of investments
Connecticut Retirement Plans and Trust Funds	As of late 2015, two of the roughly \$30 billion pension fund's main sub-pensions, the Teachers' Retirement Fund and State Employees' Retirement Fund, were just below their 11 percent target allocation to private equity; the Municipal Employees Retirement Fund was about 1 percentage point above its target allocation.	The state, as part of its Connecticut Horizon Fund initiative, has set a goal of having 2.5 percent to 5 percent of its assets managed by emerging managers, Connecticut-based firms and minority- or women-owned firms. The pension fund has worked with advisors Fairview Capital, JP Morgan, Muller & Monroe and StepStone.	Laurie Martin, interim chief investment officer
GCM Grosvenor	GCM Grosvenor, which said it acquired the customized fund investment group of Credit Suisse in 2014, manages close to \$50 billion across private equity, hedge funds, real estate and infrastructure.	Has committed some \$10 billion to emerging managers over the last 15 years, mainly to private equity but some to real estate and infrastructure as well. Clients have included Allstate, CalPERS, New York City Retirement Systems, and Texas Teachers'.	Derek Jones, managing director investments- private markets; Jason Howard, director investments-private markets
Grove Street Advisors	Over its 17-year history some 12 clients, including Finland's Local Government Pensions Institution, have committed about \$8.3 billion to the firm.	Commits \$300 million to \$400 million per year to buyout and venture capital funds, much of it to Roman numeral I and II funds.	Bruce Ou, managing partner

Select LPS with an appetite for emerging managers

INVESTOR	SIZE OF PE PROGRAM	EMERGING MANAGER INSIGHTS	CONTACT
HarbourVest Horizon (formerly BAML Capital Access)	Clients have included California State Teachers' Retirement System, CalPERS, New York State Common Retirement Fund and New York State Teachers' Retirement System.	As of mid-2014 the group had committed more than \$1.5 billion to funds—mainly ones managed by emerging managers run by women and minorities raising funds of up to \$700 million in size.	Sanjiv Shah, managing director
Illinois Municipal Retirement Fund	As of Sept. 30 2015 the then-roughly \$33.4 billion pension fund had an alternatives portfolio valued at \$1.5 billion; its target allocation was 9 percent.	In late 2015 the pension fund set an "aspirational goal" of allocating at least 20 percent of its fund assets to emerging managers, defined as firms owned by minorities, women or people with disabilities. Muller & Monroe has done asset management work.	Elizabeth Govea, investment officer-private markets
Illinois State Universities Retirement System	As of June 2016 the roughly \$17 billion defined-benefit pension had about \$916 million invested in private equity; its target allocation is 6 percent.	In spring 2016 the pension hired Muller & Monroe to manage a \$100 million separate account earmarked for firms owned by women or minorities.	Douglas Wesley, interim chief investment officer
Los Angeles Fire & Police Pensions	As of year-end 2016 the \$19.5 billion pension fund had \$1.8 billion in private equity assets; its target allocation to private equity is 12 percent.	Summer 2016 allocated \$100 million to Portfolio Advisors and \$50 million to Fairview Capital earmarked for emerging managers.	Ruben Navarro, vice president
Muller & Monroe Asset Management LLC	This specialist in backing emerging managers has between \$700 million and \$800 million under management; it focuses mainly on buyout, growth equity, distressed debt and special situations.	In addition to raising and managing co-mingled funds of funds the firm has managed separate accounts for a number of large pension clients. Clients have included Chicago Teachers' Pension Fund (funds of funds) and New York State Common Retirement Fund (separate account).	Irwin C. Loud III, managing director and chief investment officer
New York City Retirement Systems	The \$170 billion New York City pension system has about \$18 billion in private equity assets; it commits \$2 to \$2.5 billion per year to private equity—primarily buyout, growth equity, special situations, value-oriented managers and credit-oriented managers.	Commits \$300 million to \$375 million per year to emerging managers, which the pension defines as firms on funds I, II or III and raising less than \$1 billion; the city also has a strong focus on firms owned by women and minorities; advisers have included GCM Grosvenor.	Alex Doñé, deputy chief investment officer
New York State Common Retirement Fund	As of March 2016 the \$179 billion pension had roughly \$14 billion invested in private equity.	In 2011 the state put Muller & Monroe in charge of running a \$200 million allocation as part of its emerging manager private equity program. It also uses advisers Farol Asset Management and HarbourVest Horizon. As of March 2016 the pension had \$1.2 billion in private equity assets managed by emerging managers.	Sheryl Mejia, director of emerging managers
Portfolio Advisors	The firm, a specialist in private equity, real estate and private credit, manages 29 funds with more than \$15 billion in investor commitments.	Selects emerging managers for two California pensions, Los Angeles Fire and Police Pensions and Los Angeles City Employees' Retirement System.	Liz Campbell, senior vice president
Private Advisors, LLC	Private Advisors ("PA") primary fund investment activities are dedicated to the North American Lower Middle Market ("Small Company"), with an emphasis on funds less than \$500MM. PA has committed over \$2B to 130+ Small Company funds since 1997.	The identification and selection of first and second institutional funds ("Early Evolution") is an important component of PA's portfolio construction. PA's Small Company funds of funds and separate accounts have committed over \$650MM to 46 Early Evolution funds. PA expects to continue to commit \$10MM - \$25MM, per fund, to 3 - 5 Early Evolution managers per year.	Gordon Hargraves, Partner
Prudential Strategic Investment Research Group	This in-house consulting group is responsible for advising clients on money-managers representing more than \$340 billion in assets; includes emerging manager program.	The firm may expand the scope of its emerging manager program to include private equity.	Cherrise Cederqvist, vice president
Teacher Retirement System of Texas	The target allocation for private equity is about 12 percent of the trust's more than \$130 billion in assets.	In early January 2017 the pension fund said it would commit another \$1.3 billion to emerging managers, including private equity, real estate, public equities and hedge funds, according to Pensions & Investments. GCM Grosvenor advises on the private equity portion of the program.	Sylvia Bell, managing director of the emerging manager program and investment operations
Teachers' Retirement System of the State of Illinois	As of June 30, 2017 the \$45.3 billion pension had 12.3 percent of its assets invested in private equity; its target allocation is 14 percent.	Created a \$500 million emerging managers program in 2005 that expanded to include private equity and real estate in 2008.	Stan Rupnik, chief investment officer

Source: *Connections in the Middle Market*



SERVICE PROVIDERS

PLATINUM PARTNER

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Key Personnel

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Managing Principal

Steven Millner
Managing Principal

Steven Alecia
Chief Client Officer

Jeff Gendel
Principal – Business Development
Jgendel@gen2fund.com

Description of services

Gen II Fund Services, LLC (“Gen II”) is the largest independent private equity fund administrator, covering over \$180B of private capital and reporting to over 9,000 LPs on behalf of our clients.

Gen II has helped to launch over 45 emerging managers and spin-out groups. Our experience with emerging managers is unmatched, enabling them to evidence institutional grade operations and infrastructure, as required by the private equity industry’s limited partners.

Gen II Offers Private Equity sponsors the best-in-class combination of people, process and technology, enabling GPs to most effectively manage their operational infrastructure, financial reporting and investor communications.

In 2017, the four largest emerging managers that outsourced all selected Gen II for fund administration.*

*Source: Preqin

Administering over
\$180 B
in private fund
capital

99%
client retention
rate

Over
100
sponsors

25
years of
fund administration
experience

Helped over
45
Emerging Managers
and Spin-out Groups
successfully launch

Service
Organization
Controls Compliant
(SSAE-18 SOC 1,
Type 2)

Administering over
2,100
fund entities

Dedicated service
team, led by a
Partner

Over
230
professionals

Servicing over
9,000
investors for
our clients

Enabling Emerging Manager Success.

Gen II has unparalleled experience working with emerging managers, spin out groups and first time funds. Gen II's clients leverage our deep relationships with LPs, LP consultants, and our 25 years of experience in firm and fund formation. We enable our clients to evidence best-in-class operations to investors, with the support of the fund administration industry's most experienced, best performing and longest tenured team.

Since 2010, our team has assisted over 45 emerging managers and spin-out groups, helping them to raise over \$20 Billion.

In 2017, the 4 largest emerging managers that outsourced all selected Gen II for fund administration.*

**Source: Preqin*

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Year Founded

2011

Key Personnel

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Description of services

We provide buy side and sell side financial and accounting due diligence services. We also assist on the post transaction working capital true-up and implementation of accounting and reporting best practices.

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www.eisneramper.com

Year Founded

1930

Description of services

EisnerAmper LLP is among the nation's largest full-service advisory and accounting firms. We provide audit, accounting, and tax services, as well as a complete suite of professional advisory services to a broad range of clients across many industries. We work with businesses of all sizes, including more than 200 public companies, as well as with high net worth individuals and family offices. We serve thousands of financial entities spanning the hedge, private equity and venture fund space, along with broker dealers and insurance companies.

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@Moss_Adams
Year Founded
1913

Key Personnel

Bryan Cartwright
Partner
bryan.cartwright@mossadams.com

Mei Xu
Partner
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Luc Arsenault
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Ryan Koch
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Sheetal Sewal
Partner
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Brad Porter
Director - Transaction Services (Dallas)
bradley.porter@mossadams.com

Luc Arsenault
Practice Leader - Transaction Services (SF)
luc.arsenault@mossadams.com

David Terry
Partner - Transaction Services (Denver)
david.terry@mossadams.com

Chris Lang
Director - Restructuring (Dallas)
christopher.lang@mossadams.com

Description of services

Moss Adams LLP is one of the 15 largest public accounting firms in the United States and provides accounting, tax and consulting services to public and private middle-market enterprises in many different industries. With a focus on private equity, we also provide transaction advisory services, including buy and sell side due diligence.

Richey May & Co.

Headquarters

9605 S. Kingston Court
Suite #200
Englewood, CO 80112
720-407-5549
www.richeymay.com

Year Founded

1985

Key Personnel

Stephen A. Vlasak
Partner
svlasak@richeymay.com

Description of services

We serve alternative investment clients with audit and tax services that range in size from \$1M to \$4B in over 42 states. We work with funds utilizing a wide variety of strategies, including, but not limited to, the following: arbitrage, ABS, catastrophic bonds, convertible arbitrage, cryptocurrency, currency, day trading, derivative funds of funds, distressed debt, emerging markets, energy trading, event driven, fixed income, foreign currency, global macro, funds of funds, high yield, long/short, merger arbitrage, mortgage backed securities, reinsurance, risk arbitrage, situational, and structured finance.

RSM Canada

Headquarters

11 King Street West
Suite 700
Toronto, ON M5H4C7
855.420.8473
www.rsmcanada.com

Twitter

@RSM_Canada

Year Founded

2017

Key Personnel

Ben Gibbons
Partner, Capital Markets and M&A Advisory
ben.gibbons@rsmcanada.com

Miguel Amaral
Partner, Transaction Advisory Services
miguel.amaral@rsmcanada.com

Stephen Rupnarain
Partner, Tax
stephen.rupnarain@rsmcanada.com

Danny Tomassini
Partner, Audit
danny.tomassini@rsmcanada.com

Description of services

RSM Canada is the Canadian member of RSM International, a global network of independent audit, tax and consulting firms with more than 41,000 people in over 120 countries. Our Private Equity team focuses on supporting PE with value-added services across the spectrum including boutique investment banking services for buy-side and sell-side M&A, quality of earnings support, tax and accounting advice.

Weaver**Headquarters**

2821 W. Seventh Street
Suite 700
Fort Worth, Texas 76107
(817) 332-7905
www.weaver.com

Twitter

@WeaverCPAS

Year Founded

1950

Key Personnel

Kevin Sanford
CPA; Partner-in-Charge, Financial Services; Partner, Assurance Services
Kevin.Sanford@Weaver.com

Sindhu Rajesh
CPA, CFE; Partner, Assurance Services
Sindhu.Rajesh@Weaver.com

Matt Anderson
CPA, Partner-in-Charge, West Coast Services; Partner, Assurance Services
Matt.Anderson@Weaver.com

Description of services

Founded in 1950, Weaver currently has 600 employees and offices in nine cities across the United States. Weaver is ranked the largest independent accounting firm in the Southwest by Accounting Today magazine. The firm is also ranked the 39th largest firm in the United States by INSIDE Public Accounting. Weaver serves a broad range of clients including public and private national and international companies, nonprofit organizations and government entities. In addition to traditional assurance and tax services, Weaver also provides numerous advisory services, including risk advisory, financial advisory, IT advisory, energy compliance and consulting, forensics and litigation, international tax, property tax, state and local tax, and wealth strategies services. Learn more at www.weaver.com.

WithumSmith+Brown, PC**Headquarters**

506 Carnegie Center
#400
Princeton, New Jersey 08540
212-751-9100
www.withum.com

Twitter

@WithumCPA

Year Founded

1974

Key Personnel

Thomas Angell
Partner
tangell@withum.com

Peter Lubcker
Partner
plubcker@withum.com

Robert Schachter
Partner
rschachter@withum.com

Jay Shepulski
Partner
jshepulski@withum.com

Joseph Cassano
Senior Manager
jcassano@withum.com

Description of services offered

A full-service accounting and consulting firm, WithumSmith+Brown (Withum) is well versed in the disciplines relevant to doing business in today's world. Since 1974, the Firm has continued to grow in breadth and depth of experience and expertise, provide an elite level of service and quality to private and publicly held companies. Serving some of the best companies across the Mid-Atlantic region and worldwide, Withum offers a variety of services and specialized support to more than 13 major industry sectors. Staff of approximately 800 with more than 550 professionals and almost 400 CPAs providing accounting, audit, tax and business consulting services.

C-SUITE OUTSOURCERS

FinOpQin Group**Headquarters**

PO Box 414
Waccabuc, NY 10597
917-561-5614

Year Founded

2010

Key Personnel

Andrew Sutton
Founder
as@finopqin.com

Description of services

Outsource COO/CFD providing customized services including sitting on top of administrator, financial reporting, legal, compliance, fundraising, portfolio company due diligence and monitoring and if needed dropping into portfolio company finance positions.

HedgePort Associates**Headquarters**

1745 Broadway
17th Floor
New York, NY 10019
(917) 582-7285
www.hedgeport.com

Year Founded

2005

Key Personnel

Andrew Springer
Founder
andrew.springer@hedgeport.com

Paul Gustus
COO
paul.gustus@hedgeport.com

Description of services

As the longest operating outsourced C-suite solution, Hedgeport makes it easier and more cost effective for fund managers, family offices and venture capitalists to start and operate their funds and businesses. Whether you are starting a new fund, lifting out from an existing institution or expanding your platform, we offer complete accounting, compliance, operations, marketing and risk management services to managers, to guide and support you as you build your business.

COMPLIANCE SPECIALISTS

ACA Compliance Group**Headquarters**

1370 Broadway
12th Floor
New York, NY 10018
(212) 951-1030
www.acacompliancegroup.com

Twitter

@acacompliance

Year Founded

2002

Key Personnel

Luke Wilson
Partner
lwilson@acacompliancegroup.com

Kent Wegrzyn
Managing Director
kwegrzyn@acacompliancegroup.com

Chad Neale
Managing Director
cneale@acaaponix.com

Ken Harman
Principal Consultant
kharman@acacompliancegroup.com

Gabe Glass
Senior Principal Consultant
gglass@acacompliancegroup.com

Description of services

ACA Compliance Group ("ACA") is a global leader in providing compliance, cybersecurity, risk, performance, and technology products and solutions to financial services firms. ACA employees include former SEC, FINRA, FCA, NFA, and state regulators, as well as former senior managers and technologists from prominent financial institutions and advisory firms.

Cipperman Compliance Services**Headquarters**

480 E. Swedesford Road
Suite 300
Wayne, PA 19087
610-687-5320
www.cipperman.com

Twitter

@cipperman

Year Founded

2004

Key Personnel

Todd Cipperman
Managing Principal
tcipperman@cipperman.com

Jon Wowak
Chief Operating Officer
jwowak@cipperman.com

Rob Prucnal
Chief Marketing Officer
rprucnal@cipperman.com

Description of services

CCS has become a leading provider of compliance services because of our performance track record, the comprehensiveness of our program and technology, our commitment to client engagement, and our industry thought leadership. Our services include ongoing review, testing, management, training, cybersecurity assessment, and regulatory response. CCS leverages the experience of a multi-disciplinary team and takes full accountability for its advice and services. You can find more information at www.cipperman.com. CCS has grown to one of the largest and most experienced teams of compliance professionals focused exclusively on the investment management industry. Our professionals include senior lawyers and experienced compliance professionals that have real-world compliance experience with asset management firms, fund companies, and broker-dealers as well as law firms and other industry service providers. Many of our compliance professionals have more than 20 years of industry experience, and our senior professionals average more than 15 years of experience. We work with a wide range of investment advisers, money managers and registered funds, which enables us to offer a best practices, real-world perspective on how regulations impact your business. CCS and/or Cipperman & Company, our affiliated law firm, have been providing compliance services since 2004. The firm was founded by Todd Cipperman, who has over 25 years' experience in the investment management industry, including service as General Counsel of SEI Investments and extensive private practice experience with major law firms. Leveraging CCS's professionals and resources offers many benefits to advisers, broker-dealers and their senior management. Most significantly, CCS provides a high degree of compliance independence and accountability. CCS also offers direct subject matter expertise to augment outside and inside counsel. And, unlike smaller providers, a client can rely on a substantial team of experienced professionals. Using CCS allows clients to free up internal resources and save human resource costs.

Derivitas, LLC**Headquarters**

6060 W. Manchester Avenue
Ste 312
Los Angeles, CA 90045
415-309-6391
www.derivatas.com

Year Founded

2011

Key Personnel

Dat Do
CEO
dat.do@derivatas.com

Michael Lee
CFO
michael.lee@derivatas.com

Tom Morrison
VP Business Development
tom.morrison@derivatas.com

Description of services

Valuations of privately held companies. Powerful cloud based software platform for license. Full service valuations also available. Note: We offer only valuations related to IRC409A and ASC820 plus portfolio valuations for VC and PE funds. We are a pure valuations specialist and do not offer other services which might conflict with our valuation work. Industry partner of the National Venture Capital Association.

CONSULTING FIRMS

Accordion Partners**Headquarters**

31 West 52nd Street
16th Floor
New York 10019
646-485-8000
www.accordionpartners.com

Year Founded

2009

Key Personnel

Nick Leopard
CEO
nleopard@accordionpartners.com

Hal Polley
MD, Head of Strategic Finance
hpolley@accordionpartners.com

Gary Moran
MD, Head of Financial Accounting and Advisory Services
gmoran@accordionpartners.com

Description of services

Accordion Partners is a financial consulting firm focused on executing value-creation initiatives for private equity firms at their portfolio companies, particularly within Strategic Finance, Operational Accounting and Performance Improvement Services, in order to facilitate strategic decision-making within the Office of the CFO and across the executive suite.

Aon**Headquarters**

200 E. Randolph
Chicago, IL, 60601
312. 381 1000
www.aon.com

Twitter

@Aon_plc

Year Founded

1982

Key Personnel

Kyle Kalinich
U.S. Leader, Aon Strategic Advisors & Transaction Solutions
kyle.kalinich@aon.com

Alex Kenney
Global Leader, Aon Strategic Advisors & Transaction Solutions
alex.kenney@aon.com

Description of services

Risk and Human Capital intelligence, advice and insurance brokerage. Cyber Risk assessment, testing, security improvement, quantification, transfer, and response. Intellectual property benchmarking, due diligence and value creation. Integrity diligence on people, countries and businesses.

Berkeley Research Group**Headquarters**

810 Seventh Avenue
41st Floor
New York, NY 10019
212 82 1439
www.thinkbrg.com/expertise-alternative-investment-advisory.html

Year Founded

2010

Key Personnel

Gavin Farrell
Director of Business Development & Marketing
gfarrell@thinkbrg.com

Michael Athanason
Managing Director, Valuation Services
mathanason@thinkbrg.com

Daniel Galante
Managing Director, Transaction Advisory Services
dgalante@thinkbrg.com

Finbarr O'Connor
Managing Director, Asset Management & Fiduciary Services
foconnor@thinkbrg.com

William Epstein
Managing Director, Transaction Opinions
wepstein@thinkbrg.com

Description of services

BRG is a leading global strategic advisory and expert consulting firm with ~1,100 staff and 42 offices globally. We work with the world's leading Corporations, Legal firms and Investors to deliver solutions to their most complex challenges. BRG's Alternative Investment Advisory practice works with Alternative Investment managers and investors to assist with deal due diligence (buy-side & sell-side), transaction and portfolio valuation and portfolio company performance improvement / turnaround.

Blue River Partners, LLC**Headquarters**

2777 N. Stemmons Freeway
Suite 1425
Dallas, TX 75207
214-996-0937
www.blueriverpartnersllc.com

Year Founded

2009

Key Personnel

Cody Boghetich
 Director of Marketing & Operations
 Cody@blueriverpartnersllc.com

Description of services

Regulatory compliance program design, implementation, and ongoing management; Private Equity Fund Administration; CFO Services, Fund Launch Services, Tax Services, IT/Cybersecurity Services

BUSINESS BUYER DIRECTORY, LLC**Headquarters**

14300 N Northsight Blvd
 Suite 126
 Scottsdale
 480 278 5930
 www.business-buyer-directory.com

Year Founded

2004

Key Personnel

Mark Smock
 Principal
 msmock@business-buyer-directory.com

Scott Juetten

Principal
 scott@business-buyer-directory.com

Description of services

Business Buyer Directory sources North American companies for sale with at least \$1MM of annual earnings within all industries. BBD uses their proprietary database, utilizing over 10,000 specific industry classifications to qualify buyer/seller exacting "matches" to maximize potential transaction success. We specialize in sourcing add-on's to existing portfolio holdings.

Carolon Capital**Headquarters**

First Floor, 17 The Esplanade
 St. Helier, Jersey JE2 3QA, Channel Islands, United Kingdom
 (980) 201-8870
 www.caroloncapital.com

Twitter

@caroloncapital

Year Founded

2014

Key Personnel

Tim Smith
 President
 tim@caroloncapital.com

Roger Brookes
 Global Head of Sales and Marketing
 roger@caroloncapital.com

Joanne Verkuilen
 Global Head of Client Services
 joanne@caroloncapital.com

Kristin Steele
 VP, U.S. Head of Client Services
 kristin@caroloncapital.com

Description of services

Carolon provides asset managers, private equity firms and other service providers the support they need to expand their investor base and improve deal opportunities through a suite of complementary services including:

distribution, marketing and investor relations support; distribution fund management, strategic marketing brand consultancy; and investor relations services.

Catapult Consulting Associates LLC**Headquarters**

2440 Camino Ramon
 Suite 253
 San Ramon, California 94583
 925-830-2102
 www.catapultconsulting.com

Year Founded

2001

Key Personnel

Dan Popovich
 Principal
 danp@2catapult.com

Description of services

Financing, Buyside and Saleside Preparation and Deal IQ Strategies

COMATCH GmbH**Headquarters**

Schinkestraße 22
 Berlin
 +49-(0)30-85767542
 www.comatch.com

Twitter

@comatching
 Year Founded
 2014

Key Personnel

Christoph Hardt
 Founder and Managing Director
 info@comatch.com

Jan Schaechtele
 Founder and Managing Director
 info@comatch.com

Toby Nielsen
 Director UK and Nordic
 t.nielsen@comatch.com

Adrian Elkmann
 Manager Business Development UK
 a.elkmann@comatch.com

Description of services

COMATCH is the marketplace for independent consultants and industry experts, that connects companies of all sizes and sectors with management consultants and industry experts for projects. Our pool is curated; only one out of two applicants gets access after passing a two-step-qualification check. The matchmaking is fast as it is supported by an algorithm and based on lean structures: within 48hours clients receive matching candidate profiles for their business project. We are certain, that online marketplaces like COMATCH will change the consulting business and gain importance for all market participants: the clients that need immediate expertise or a highly specialised independent consultant, the consultancies that need to fill temporary gaps in their staff or the consultants that want more freedom in their work-life-balance. As a result on a higher level, we create transparency in the market of independent consulting by simplifying the client's identification of the best consultant for every project.

Corporate Value Metrics, LLC

Headquarters

P.O. Box 167
Westborough, MA 01581
774-244-0909
www.corporatevalue.net

Year Founded

2010

Key Personnel

Michael Corrigan
Vice President
mcorrigan@corporatevalue.net

Description of services

Corporate Value Metrics provides the only fully integrated consulting and value enhancement system, with a proven and repeatable process, that will increase enterprise value of mid-market companies by 80% to 100%, over a 2-5 year period. We provide expert direct consulting services as well as training Licensees from large accounting, M&A, valuation, turnaround management and exit planning firms, to use our system in their Value Growth Services advisory practice. Our licensee clientele range from boutique advisory firms to companies like RSM and BDO accounting firms. Our direct consulting work is with businesses with minimally \$10 million in annual revenue to \$500 million.

Corsis LLC

Headquarters

79 Madison Ave
2nd Floor
New York, New York 10016
212-403-7080
www.corsis.com

Twitter

@corsis

Year Founded

1993

Key Personnel

Thomas Shelford
President
tshelford@corsis.com

Laura Krassner
Director of Client Services
lkrassner@corsis.com

David Barnett
COO
dbarnett@corsis.com

Gregg Alwine
CEO
galwine@corsis.com

Lenny Herold
CTO
lherold@corsis.com

Description of services

Corsis - The Business Intelligence Tool for Scoring Technology Operations
Corsis provides a revolutionary new way to objectively visualize the health, risk and opportunity within an organization's technology operations. This SaaS application consolidates IT assessment, compliance and risk management activities into one powerful SaaS tool that replaces traditional due diligence and IT consulting models. Corsis has delivered insights into the technology investments for some of the world's most sophisticated companies. Corsis is used by the world's leading technology investors to measure risk and growth opportunities, supporting

over \$4 billion in transactions to date. Corsis transforms due diligence into a science by scoring best practices compliance and benchmarking performance relative to industry peers.

Cycle Communications

Headquarters

Virginia Beach, VA 23451
(312) 286-7609
www.cycle-com.com

Year Founded

2018

Key Personnel

Rebecca Converse
Founder
rconverse@cycle-com.com

Mary Kennerly
mkennerly@cycle-com.com

Description of services

We help private equity firms plan and execute regular investor communications (investor presentations, investment summaries, quarterly reports, advisory board communications, annual meeting planning / presentations / executive coaching, portfolio case studies, fundraising collateral) as well as develop and manage related CRM tools. We can also assist with general communications, including coordinating website redesigns / messages / writing, one-pagers, and press releases. We often work on a retained basis but can also complete defined projects.

DB Schenker

Headquarters

1000 N.W. 57th Court
Suite 700
Miami, FL 33182
562-308-8092
www.dbschenker.com

Year Founded

1947

Key Personnel

Ralph Caricari
VP, Managed Solutions Group
ralph.caricari@dbschenker.com

Matthew Wilson
Strategic Development, Managed Solutions Group
matthew.wilson@dbschenker.com

Description of services

3PL services and supply chain assessments for the portfolio companies of private equity firms.

Donnelley Financial Solutions

Headquarters

35 W. Wacker Drive
35th Floor
Chicago, IL, 60601
212 341 7461
www.dfsc.com

Twitter

@donnelleyfin

Year Founded

2016

Key Personnel

Dan Leib
CFO

Tom Juhase
COO

Craig Clay
Head of Sales

Description of services

Deal Solution tools: Our deal solutions provide Virtual Datarooms, Financial Disclosure Management tools, Sox Compliance tools, Due Diligence contract analytics software tools, Financial Printing services for IPO's & Debt transactions and Translations services. Deal sourcing tools for lower middle market through Axial Global Investment Market tools - Our Global Investment Management Solutions provides software and services to investment and asset managers, alternative investment managers annuity and insurance investment providers, financial advisors, and broker dealers for the creation, production and distribution of compliance documents to investors and regulators.

Ellice Consulting Limited**Headquarters**

4 Devonshire Street
London, W1W 5DT England
+44 203 440 5072
www.elliceconsulting.com

Twitter

@Jamesberkeley

Year Founded

2013

Key Personnel

James Berkeley
Managing Director
james@elliceconsulting.com

Description of services

We bring together Emerging Managers and LPs (HNW and UHNW Families), who never imagined direct and co-investing together in complex and ambiguous mid-market businesses, and create compelling interfaces with target companies. Insurance, Financial Services, Business Services, Hotels & Gaming and Technology. North America, Europe, Middle East and Asia.

FirstLine FX**Headquarters**

40 Arnold Drive
Randolph, NJ 07869
862-251-3763
www.FirstLineFX.com

Twitter

@FirstLineFXJL

Year Founded

2016

Key Personnel

Jason Leinwand
Founder and CEO
Jason@FirstlineFX.com

Description of services

I offer my clients a hands on independent global markets currency strategist. I help my clients analyze and mitigate their currency risk as they enter and exit deals, as well as the cash flow risk from the portfolio company. I also work closely with the portfolio companies that have cross border exposure to help them effectively manage their currency risk.

FLG Partners LLC**Headquarters**

228 Hamilton Avenue
3rd Floor
Palo Alto CA 94301
1-415-990-5774
www.flgpartners.com

Twitter

@flgpartners

Year Founded

2004

Key Personnel

Jeff Kuhn
Partner
jeff@flgpartners.com

Mary Korn
Partner
mary@flgpartners.com

Laureen DeBuono
Partner
Laureen@flgpartners.com

Chris Lowe
Partner
Clowe@flgpartners.com

Mark Murray
Partner
mark@flgpartners.com

Description of services

FLG is hired by boards and CEOs and often introduced by professional investors to a company. The firm is a leading provider of consulting at the C Suite and to the board. Our expertise includes CEO, COO and CFO consulting, and the core skill set of the partners is on COO and CFO work. FLG engages on short term or long term project or W2 arrangements. The firm is experienced with turn around and downsizing, margin analysis and the path to EBITDA positive, growth and international expansion. Lead product strategy, product market fit adjustments, business model assessments, and coaching of key staff. Manage recaps, IPO prep, roll ups, M&A prep, DD and M&A process, and lead integration work. Typically not limited by geography.

Giant Management Consulting**Headquarters**

699 St-Maurice
Suite 303
Montreal, Quebec, Canada
514-347-1329
www.giant-mgmt.com

Year Founded

2007

Key Personnel

Sasha Asgary
President, Founder
sasha@giant-mgmt.com

Description of services

Focusing primarily on Canadian listed issuers on the TSX, TSX Venture and the CSE, Giant Management Consulting is dedicated to helping clients grow their business and shareholder value by reaching corporate milestones. Giant executes by leveraging its international network of motivated entrepreneurs, experienced management teams, listed issuers, Exempt Market Dealers, IIROC dealers, private equity firms, institutional

investors, academics, legal and accounting professionals. Giant takes a holistic view of your business challenges and approaches each mandate with a fixed deliverable that will be achieved in concert with management. The driving criteria for Giant to onboard a client company is that they are applying or developing a technology, a process, a new way of thinking to their industry - something that will shift the status quo. Industries we choose to work with include: finance, health & wellness, e-commerce, energy and natural resources.

Great Bridge Capital Advisors LLC

Headquarters

12620 Beach Boulevard
Suite 3, Unit 138
Jacksonville, Florida, 32246
(904) 525-1761
www.greatbridgecap.com

Year Founded

2018

Key Personnel

Nick Howland
Managing Director
nhowland@greatbridgecap.com

Description of services

Great Bridge Capital Advisors is a management consulting and M&A advisory firm that helps private equity groups and other business owners to maximize the exit values of their portfolio companies. We target the lower middle market defense, security and marine space, where our consultants and our network of partners bring decades of operator, management and transaction experience. From growth projects that boost revenue, to operational improvements that increase profit and cash flow, to transaction advisory services that maximize exit value, Great Bridge serves as an outsourced Operating Partner for its clients, delivering tangible value throughout the entire private equity ownership cycle.

Greenwood Management Advisors

Headquarters

6312 S Fiddlers Green Circle
Suite 300E
Greenwood Village, CO 80111
(720) 550-4240
www.Greenwood-ma.com

Year Founded

2014

Key Personnel

Ryan Orton
Managing Director
Ryan.Orton@Greenwood-ma.com

Description of services

Strategic, Operational and Technology Services for Complex Carve-Outs, M&A, Special Situations & Liquidity Events.

The Guerin Group

Headquarters

125 Debaran Lane
Bryn Mawr, PA 19010
(610) 203 6404
www.thegueringroup.com

Year Founded

2004

Key Personnel

Gail Guerin
Founder
gail@thegueringroup.com

Sue Winchester
Partner
sue@thegueringroup.com

Elizabeth Riva
Partner
beth@thegueringroup.com

Description of services

The Guerin Group works with new and established alternative asset managers in all aspects of fundraising readiness and investor relations. Consulting services include fund positioning, the preparation of all marketing materials, placement agent selection, investor perception surveys and the development of Investor Relations protocols.

Hayes International Advisors, LLC

Headquarters

180 Meeting Street
Suite 330
Charleston, SC 29401
843 636 5738
www.hayesinternationaladvisors.com

Year Founded

2009

Key Personnel

Matthew T. Nick
Managing Partner
mnick@hayesinternationaladvisors.com

Ambassador Rita Hayes
Chairman
rhayes@hayesinternationaladvisors.com

Description of services

Hayes International Advisors provides global advisory services for private equity firms and alternative investment funds. HIA specializes in emerging market investments as well as inbound investments into the North American market by international investors. The firm concentrates on investments in the following sectors: Technology, Media & Telecommunications, Energy, Healthcare, Retail, and Commercial Real Estate.

Institutional Shareholder Services Inc.

Headquarters

1177 Avenue of the Americas
2nd Floor
New York, NY 10036
(646) 680-6350
www.issgovernance.com

Twitter

@issgovernance

Year Founded

1985

Key Personnel

Gary Retelny
President & CEO
gary.retelny@issgovernance.com

Stephen Harvey
Chief Operating Officer
stephen.harvey@issgovernance.com

Allen Heery
Chief Financial Officer
allen.heery@issgovernance.com

Nancy Adler
Head of Global Communications & Marketing
nancy.adler@issgovernance.com

Steven Friedman
General Counsel
steven.friedman@issgovernance.com

Description of services

Institutional Shareholder Services Inc. (ISS) is the world's leading provider of corporate governance and responsible investment (RI) solutions for asset owners, asset managers, hedge funds, and asset service providers. ISS' solutions include: objective governance research and recommendations; RI data, analytics, and research; end-to-end proxy voting and distribution solutions; turnkey securities class-action claims management; and reliable global governance data and modeling tools.

Ironwood Insurance Services, LLC

Headquarters

3715 Northside Parkway NW
Suite 1-500
Atlanta, GA 30327
404-503-9144
www.ironwoodins.com

Year Founded

2007

Key Personnel

Will Underwood
Managing Partner
wunderwood@ironwoodins.com

Mike Trammell
Partner
mtrammell@ironwoodins.com

Stuart Dalton
Producer
sdalton@ironwoodins.com

Description of services

Insurance/Surety and Employee Benefits due diligence and placement services for middle market financial sponsors. Ironwood has expertise in transactional products including Reps & Warranties and Management Liability line as well.

Jennifer Jones & Partners

Headquarters

2995 Woodside Road
Suite 400
Woodside, CA 94062
650-465-5831
www.jenniferjones.com

Twitter

@jenniferjones

Year Founded

1989

Key Personnel

Jennifer Jones
Founder and CEO
jennifer@jenniferjones.com

Steve Kaufman
Associate

Max Taves
Brand strategist

Description of services

Jennifer Jones & Partners is a premier marketing advisory and marketing relations firm providing positioning, branding and strategic marketing communications implementation to many of the nation's leading venture capital and corporate venture capital firms. JJ&P's recent clients include: Bain Capital Ventures, Menlo Ventures, Goldman Sachs, Merck Global Healthcare Investment Fund, Trident Capital Cybersecurity and Mayfield Fund. The firm was the first to ever "market" venture capital starting in 1989.

LiveWater Capital LLC

Headquarters

35 South Main Street
Hanover, NH 03755
(603) 369-7225
www.livewatercap.com

Year Founded

2016

Key Personnel

Jim Healy
Managing Director
jh@livewatercap.com

Description of services

Manager selection and due diligence. Portfolio, monitoring and optimization. Liquidity strategy and execution. Outsourced CFO/COO services.

LP Analyst

Headquarters

325 S Cesar Chavez Blvd.
Dallas, TX 75201
(214) 814-0850
www.lpanalyst.com

Twitter

@lpanalyst

Year Founded

2011

Key Personnel

Bill Farrell
Co-founder, Managing Director
bfarrell@lpanalyst.com

Katita Palamar
Co-founder, Managing Director
kpalamar@lpanalyst.com

Description of services

LP Analyst is the source for independent advisory and analysis solutions for the private equity investment community. The firm supports Limited Partners, General Partners, and Advisors with data-driven, actionable analyses to support decision making and enhance returns. LP Analyst's LP services include 1) data, fund, and portfolio monitoring and reporting, 2) due diligence, 3) secondary valuation and 4) project-based consulting. Our clients include public and corporate pensions, government agencies, sovereign wealth funds, financial institutions, endowments, foundations, and family offices and high net worth individuals. LP Analyst's GP Solutions include 1) fundraising support including a) pre-fundraise consulting, b) in-fundraise sharable manager "diligence packs" focused on firm track record, partners and operations c) post-fundraise consulting; 2) third-party valuation supporting underlying asset sales, secondary transfers and fund restructurings; and 3) other best practices consulting. Our GP clients include private equity, venture capital, fund-of-funds, and secondary managers, among other strategies.

The Lucas Group Inc.

Headquarters

475 Park Avenue S.
25th Floor
New York, NY 10016
917-359-4963
www.lucasgroupinc.com

Year Founded

1992

Key Personnel

Kevin Hudson
Managing Director
khudson@lucasgroupinc.com

Jay Lucas
Founder & Chairman

Description of services

The Lucas Group is a boutique corporate strategy consulting firm providing buy and sell side diligence, strategy development and execution and performance improvement solutions. We are dedicated to helping our clients achieve extraordinary results - as measured by significant improvements in profits, accelerated revenue growth, cost savings, cash flow, efficiencies - and ultimately - enterprise value. We have more than twenty years of experience working closely with our clients - private equity investors, corporate executives and their teams, and public sector agencies - helping them to deeply understand their business issues, make rigorous fact-based decisions - and then assisting, where appropriate, helping them drive to action and superior business outcomes. Fully committed to our clients' success, we enjoy being 'where the action is' and are open to 'win/win' arrangements that align our incentives and sharpen our mutual sense of focus. We deploy a lean, nimble, 'user friendly' approach - with the direct 'hands on involvement' of senior professionals - that, we believe, gives our clients a true competitive advantage.

Operational Strategies LLC

Headquarters

38 Weston St
Nutley, NJ 07110
201-725-3800
www.opstrat.com

Year Founded

2015

Key Personnel

Thomas A. Mastrobuoni
Managing Partner
Tom@opstrat.com

Description of services

We offer bespoke CFO/CCO/COO services to newly formed asset management firms. We also perform operational due diligence on behalf of limited partners.

Optimum Advisors LLC

Headquarters

270 Greenwich Avenue
Suite 4
Greenwich
203-769-1382
www.optimumadvisors.com

Twitter

@optimumadvisors

Year Founded

2014

Key Personnel

Elise Chowdhry
Managing Principal
elise@optimumadvisors.com

Description of services

Our People Assessments which help leaders make more informed hiring decisions, develop high-caliber teams, and hone leadership acumen. I am a certified to administer and interpret Hogan Personality Assessments. Our Organizational Assessments which provide the foundation for solving business challenges and identifying opportunities for excellence. These services include anonymous employee surveys, third-party surveys and process reviews. Our Implementations and Facilitations which help capitalize on the potential for much greater success. These services include strategic planning workshops, policy and process improvement, and team building workshops.

Performance Improvement Partners

Headquarters

1817 Black Rock Tpke
Suite 208
Fairfield, CT 06824
(203) 220-9556
www.pip-llc.com

Twitter

@PIP_LLC

Year Founded

2003

Key Personnel

John Bisack
President and Managing Director
jbisack@pip-llc.com

Dan Ahrens
Managing Director
dahrens@pip-llc.com

Tom Jansen
SVP Delivery Services
tjansen@pip-llc.com

Jen White
VP Marketing
jwhite@pip-llc.com

Description of services

Pragmatic, value-based pre and post-acquisition IT services for the Private Equity industry. Services include pre-acquisition IT diligence (platform, add-on, carve-out), IT planning and implementation (IT assessment, IT roadmap, system selection & implementation, software engineering, digital strategy, workflow improvement), IT organization (IT recruiting, IT org transformation/turnaround) and IT infrastructure (infrastructure planning & design, cloud & managed services, telephony, cyber security, infrastructure maintenance).

RADIQAL MARQETING IMPAQT

Headquarters

1011 Upper Middle Rd East, Suite 1343
Oakville
6472443881
www.RADIQALMARQETINGIMPAQT.com

Year Founded

2007

Key Personnel

John McGarr
CHIEF IMPAQT OFFICER
john.mcgarr@radiqalmarqetingimpaqt.com

Description of services

Radiqal Marqeting Impaqt are savvy cloud-based, marketing scientists that help Private Equity and Venture Capital organizations achieve alpha returns on their B2C and B2B portfolio companies through evidence-based marketing programs. We deliver comprehensive, evidence-based insights, strategy and implementation, in exchange for equity, gain-share and cost recovery. Radiqal Marqeting Impaqt is a strategic business unit within Fresh Squeezed Ideas Group, and together have amassed a base of experience across diverse business sectors, continents and languages; over 500 brands with a myriad of strategic business challenges.

Real Estate Fiduciary Services, LLC (REFS)**Headquarters**

65 The Fairways
Ipswich, MA 01938
(978) 887-3750
www.refiduciaries.com

Twitter

@JJBREFS

Year Founded

2005

Key Personnel

John J. Baczewski, CPA, CRE
President
jjb@refiduciaries.com

Francis J. Decker, Jr., CRE
Principal
fdecker@refiduciaries.com

Todd Johnson
Principal
tjohnson@refiduciaries.com

Description of services

Real Estate Fiduciary Services, LLC (REFS) provides strategic and operational consulting services to emerging institutional real estate managers, preparing them to “speak the language of institutional investors.”

Red Five Holdings, Inc**Headquarters**

1420 Beverly Road
270
McLean, VA 22101
(571) 970-3526
www.red5security.com

Year Founded

2004

Key Personnel

Kris Coleman
CEO
Kris@red5security.com

Heather Nickerson
CFO
heather.nickerson@red5security.com

Caryn Suffredini, CFA
SVP Business Operations
caryn.suffredini@red5security.com

Mike Trott
VP Operations
mike.trott@red5security.com

Description of services

Custom Security solutions to solve corporate, project and executive/estate needs throughout life cycle. Threat Vulnerability, Cyber and Risk Assess-

ments, TSCM, Physical and technology red teams, market research and business intelligence, schematic security system design through to commissioning, safe room design through commissioning, secure encrypted communication-mobile, laptop and satellite used mainly for private M&A, secure logistics procurement, international investigations using local intel

Sands Capital**Headquarters**

52 Thomas Street
PHD
New York
2129256001
www.sandscapnyc.com

Year Founded

2017

Key Personnel

Kanan Joshi
Managing Member
kanan@sandscapnyc.com

Description of services

Expert in technology, media and telecom with a focus in Communications Infrastructure - LP / Co-invest introductions (Pension Funds, Fund of Funds) - Fund Marketing - Deal sourcing, management team introductions - Financial and commercial due diligence

Sutton Hill**Headquarters**

200 Crescent Court
Suite 1300
Dallas, TX 75201
214-550-8991
www.sutton-hill.com

Year Founded

2014

Key Personnel

Stephen Cravens
Partner
stephen.cravens@sutton-hill.com

Rebecca Converse
Partner
rebecca.converse@sutton-hill.com

Description of services

Sutton Hill serves as an extension of staff for private equity firms to supplement the investor relations function. Our services primarily relate to investor relations and new investor introductions, as well as a variety of related support services (drafting of marketing materials, assistance with investor due diligence questionnaires, data room management, website, etc.). On an ongoing basis, the firm will draft annual meeting presentations, quarterly reports, and organize “non-deal roadshows” to meet new LPs in-between fundraises. We optimize the division of labor between deal partners and the marketing function. Representative current and former clients include Wynnchurch Capital, Mainsail Partners, LFM Capital, Intrepid Financial Partners, Brightstar Capital Partners, Astra Capital Management, Wind Point Partners, Vendera Resources, Springbok Energy Partners, and Cibolo Energy Partners.

Thiel Advisors, Inc.**Headquarters**

14 Monarch Bay Plaza
#107
Monarch Beach, CA 92629

(949) 480-8007
www.thieladvisors.com

Twitter

@fgthiel

Year Founded

2012

Key Personnel

Fred Thiel
Chairman
fred@thieladvisors.com

Description of services

Senior advisor to public and private company boards of directors and executive management as well as PE and VC firms on strategic value creation, transformation, disruption and innovation.

Tichauer Management Associates Inc

Headquarters

34 Eglinton Avenue West
Toronto, Ontario M4R 2H6 Canada
(416) 301-9992
<https://ca.linkedin.com/in/paultichauer>

Year Founded

1998

Key Personnel

Paul A. Tichauer
President
paul@tichauer.com

Description of services

Currently, Paul coaches on an individual, monthly basis about 25 leaders of businesses with annual revenues from \$3 million to \$1.2 billion in a wide range of sectors: renewable energy, manufacturing, industrial equipment and systems, engineering, construction, recreation, distribution, mining, refrigeration, legal services, accounting and not-for-profit. Recognized in 2016 with an award for "OUTSTANDING LEADERSHIP AND COACHING", Paul displays "a gift for retrieving the best ideas, perspectives, and possible outcomes simply by asking the right questions."

DUE DILIGENCE INVESTIGATORS

Corporate Resolutions Inc.

Headquarters

345 Seventh Avenue
10th Floor
New York, NY 10001
212-691-3800
www.corporateresolutions.com

Twitter

@corpresolutions

Year Founded

1991

Key Personnel

Kenneth S. Springer
President
kspringer@corporateresolutions.com

Joelle Scott
Senior Vice President
jscott@corporateresolutions.com

Kenneth H. Springer
Senior Vice President
khspringer@corporateresolutions.com

Richard MacDonnell
Vice President
rmacdonnell@corporateresolutions.com

Daniel Vassallo
Vice President
dvassallo@corporateresolutions.com

Description of services

Corporate Resolutions Inc. (CRI) specializes in due diligence background investigations for investors. Founded by a former FBI agent, CRI has been protecting clients and helping them make informed decisions for more than 25 years. Over 150 GPs and leading LPs rely on CRI's expertise to access critical information and connect the dots. CRI's consistent and exhaustive investigative process meets the needs of prudent investors who insist on a rigorous approach to due diligence. CRI allows clients to invest with confidence wherever opportunities arise.

Cranston Capital Investigations

Headquarters

40 West 77th Street
New York, NY 10024
212 799 9465
www.cranstoncapital.com

Year Founded

2004

Key Personnel

Claire H Irving
President
cirving@cranstoncapital.com

Description of services

Background checks, competitive intelligence and corporate investigations

EXECUTIVE RECRUITMENT FIRMS

Amity Search Partners

Headquarters

521 Fifth Ave
Suite 1620
New York, NY 10175
2126828400
www.amitysearchpartners.com

Year Founded

2009

Key Personnel

Pamela Hickory Esterson
Founding Partner
pam@amitysearchpartners.com

Susanna Nichols
Founding Partner
susanna@amitysearchpartners.com

Description of services

Amity Search Partners is an executive search firm dedicated to serving the global recruiting needs of industry-leading private equity, hedge fund, and asset management firms.

Browning Search Group

Headquarters

3106 Eaneswood Drive
Austin, Texas 78746
512-879-4721
www.browningsearchgroup.com

Year Founded

2001

Key Personnel

Simms Browning
Managing Partner
simms@browningsearchgroup.com

Description of services

Browning Search Group was founded in 2001 by Simms Browning; the firm conducts executive search work primarily in the traditional and alternative investment management industries. Over the course of 20+ years we have worked with the majority of strategies in the marketplace and placed everyone from an Analyst to Managing Partner. We assist clients with the five main professional verticals; research/portfolio management, operations, accounting, marketing, and client service/investor relations. After the economic fallout in 2008 Browning Search Group expanded its executive search work with limited partners. This expansion was a natural transition especially at a time when many LP's had to review their internal personnel and investment strategies. A majority of LP's found that as their portfolio became more reliant on alternative investments they required Browning Search Group's assistance in hiring additional experienced and knowledgeable professionals for their team. Additionally, Browning Search Group began to specifically offer management consulting services to its investment management clients, a service it had always offered but never really publicized. Browning Search Group enjoys working with emerging managers; helping them identify top talent, creating a solid institutional infrastructure and prospective investor base.

Context Jensen Partners

Headquarters

300 Park Avenue
12th Floor
New York, NY 10022
(212) 457-0062
www.contextjensenpartners.com

Twitter

@ContextJensen

Year Founded

2013

Key Personnel

Sasha Jensen
Founder and CEO
sasha@contextjensenpartners.com

Description of services

Context Jensen Partners (CJP) is the only global executive search and corporate advisory firm exclusively focused on the recruitment of capital raising professionals across the alternative asset management universe. CJP's recruitment strategy stems from its proprietary 360° Investor Referencing Methodology, which sources candidates directly from investors and allocators, utilizing their referrals and testimonials to determine the veracity of candidate fundraising claims and ensure that each capital raising placement has significant positive impact on client AUM growth. In conjunction with this unique methodology, CJP operates a big data recruitment model, gathering competitor and market intelligence by mapping out the entire distribution platforms (including names, titles, functions, recent job history, geography and coverage area of every professional from analyst to partner) for more than 400 alternative asset management firms (including 75 private equity firms, as well as firms in the infrastructure, real

assets and real estate sectors) investing in both public and private markets, as well as tracking all alternative distribution hires and departures globally, with more than 2,600 moves identified since 2014. In 2016, Context Jensen Partners developed its proprietary Private Equity Fundraising Analysis, which examines the relative fundraising success of 50 industry leading Private Equity firms globally. Through case studies and data analysis, our research team has developed a deep understanding of key trends in fundraising, allocator appetite, compensation benchmarking and platform structuring methodology, and is able to track these trends as they change over time. This proprietary research provides unparalleled insight to clients seeking to build out their distribution capability, and has transformed Context Jensen Partners into a breakthrough industry leader in consulting and search execution for Private Markets firms. CJP's innovative and award-winning approach to recruitment has been reflected in recent press coverage, where Founder and CEO Sasha Jensen has been quoted across private equity and alternatives-focused trade publications, including Institutional Investor, WSJ Pro Private Equity, FundFire, Creditflux, and Bloomberg Brief.

Continuum Search

Headquarters

5300 DTC Parkway
Suite 350
Greenwood Village, CO 80111
303-835-4401
www.continuum-search.com

Year Founded

2009

Key Personnel

Jeff Kahn
CEO
jeff@continuum-search.com

Description of services

Continuum Search is a retained executive Search firm focused exclusively on the healthcare sector, delivering precise talent matching to a select number of clients every year.

CrossdalePaul LLC

Headquarters

200 Park Avenue
Suite 1700
New York, New York 10166
646-774-2949
www.crossdalepaul.com

Year Founded

2014

Key Personnel

Carol Crossdale
Partner
ccrossdale@crossdalepaul.com

Patricia Paul
Partner
ppaul@crossdalepaul.com

Erica Gartenberg
Director
egartenberg@crossdalepaul.com

Description of services

CrossdalePaul is a top-caliber legal and compliance executive recruiting firm that is innovative, leaner, and more agile than the other firms in the market. We are selective in the searches we accept so that we can focus on exceeding expectations for your search. As a boutique, we also work with the discretion, focus, confidentiality, and tight control of messaging that a larger recruiting firm realistically cannot. We carefully screen

candidates for skills and fit. All of our recruiters are former practicing attorneys who graduated from elite law schools and practiced at top firms. The world-class referral networks we have invested in give us access to the best candidates for hard-to-fill roles, including candidates with hard-to-find skills sets and specific industry experience.

The Denali Group LLC

Headquarters

230 Park Avenue
Suite 1000
New York, NY 10169
212-317-1960
www.denali-group.com

Year Founded

2002

Key Personnel

Solveigh Marcks
Managing Director
smarcks@denali-group.com

Jeffrey Marcks
Managing Director
jmarcks@denali-group.com

Description of services offered

The Denali Group is an executive search firm focused on financial services. We have a proven track record of recruiting professionals for private equity funds, hedge funds and investment banking firms. Denali was founded in 2002 and is based in New York. The Denali Group provides our clients with the committed focus of senior level recruiters with best practice experience and broad market reach. Denali works closely with its clients to recruit private equity professionals to cover such industry sectors as industrial, consumer, business services, financial services, communications, IT and life sciences. We also recruit investment teams in complimentary areas such as mezzanine, distressed, fund of funds, and secondary investing. Our banking practice spans corporate and sponsor coverage, M&A and leveraged finance.

Dynamic Synergy Executive Recruitment

Headquarters

600 Entrada Drive
Santa Monica
(310) 586-1000
www.dynamicsynergy.com

Year Founded

1990

Key Personnel

Mark J. Landay
Managing Director
mark@dynamicsynergy.com

Description of services

Retained executive recruitment for portfolio companies.

Ex-Consultants Agency

Headquarters

2425 Olympic Blvd
Suite 4000W
Santa Monica, 90404
+1 310 573 8878
www.exconsultantsagency.com

Twitter

@ExConsultants

Year Founded

2010

Key Personnel

Atta Tarki
Founder and CEO
atarki@exconsultantsagency.com

Ken Kanara
Managing Director
kkanara@exconsultantsagency.com

Teresa Garti
Managing Director
tgarti@exconsultants.com

Peterson Loftin
Managing Director
ploftin@exconsultants.com

Ali Reza
Managing Director
areza@exconsultants.com

Description of services

Ex-Consultants Agency works with clients to place top-tier management consultants in both project-based and permanent roles. We have a network of over 30,000 former consultants from firms such as McKinsey, BCG, and Bain, which allows us to cover a wide range of industries, function areas, and seniority levels. We typically work with Private Equity clients to place interim or full time executives in their respective portfolio companies.

Harvard Group International

Headquarters

1640 Powers Ferry Rd.
Bldg. 25
Marietta, GA 30067
(404) 459-9045
http://hgi1.com/

Year Founded

1997

Key Personnel

Clem Johnson
Partner
cjohnson@harvardsearch.com

David Carnegie
Partner
dcarnegie@harvardsearch.com

Barry Trout
Partner
btrout@harvardsearch.com

Edgar "Trey" Alverson
Managing Director
ealverson@harvardsearch.com

Michelle McMahon
Partner
mmcmahon@harvardsearch.com

Description of services

Harvard Group International is a global mid-sized human capital consulting firm with offices in Atlanta and Phoenix. With an over 95% client retention rate, HGI provides consulting services to leading companies and Boards, having completed more than 2,000 assignments across 40+ industries and 5 continents. The Firm's success is based on completing searches with a 100% success guarantee while presenting candidates within 30 business days and operating one of the U.S.'s leading diversity practices.

Highland Road LLC

Headquarters

2425 Olympic Blvd
#4050
Santa Monica, CA 90404
(310) 730-0099
www.highlandroadllc.com

Year Founded

2013

Description of services

Highland Road helps financial institutions build and grow their organizations for changing capital markets. Highland Road is an executive search and capital solutions firm for the new capital markets. Highland Road brings unique value to clients through its broad-based approach to client growth objectives including traditional search, team transfers, M&A and capital strategies.

Leyendecker Executive Search

Headquarters

5847 San Felipe
Suite 1700
Houston, TX 77057
713-862-3030
www.leyendecker.com

Year Founded

1981

Key Personnel

Douglas Leyendecker
Founder
doug@leyendecker.com

Jim Ford
Director
jrford@leyendecker.com

David Prodoehl
Director
dprodo@leyendecker.com

Heather Stone
Senior Associate
hstone@leyendecker.com

Kelly Griego
Senior Associate
kelly@leyendecker.com

Description of services

Have completed over 70 C-level searches at private equity portfolio companies. Have completed over 150 searches for private equity investment professionals.

McDermott & Bull

Headquarters

2 Venture Plaza
Suite 100
Irvine, CA 92618
(949) 529-2693
www.mbsearch.com

Year Founded

2001

Key Personnel

Scott Meyer
Principal Consultant - Private Equity Practice
meyer@mbsearch.com

Description of services

McDermott & Bull is an executive search firm that partners with leading companies to identify and recruit leaders for permanent and interim roles. All the practice leaders within the firm's retained Executive Search business have deep executive experience and are uniquely positioned to address the dynamic leadership demands of public and private companies across nearly every industry. McDermott & Bull's Interim Leaders team is equipped to service the needs of its clients by placing senior-level executives into temporary roles during critical periods. The firm's Executive Network program provides valuable resources for and offers opportunities to build meaningful relationships with thousands of C-Suite and VP-level executives throughout the country. The formation of McDermott & Bull Europe gives the firm access to international insights and expertise and makes McDermott & Bull a true global player.

OneWire

Headquarters

404 5th Avenue
3rd Floor
New York, NY 10018
646-786-0846
www.onewire.com

Twitter

@OneWiretweets

Year Founded

2009

Key Personnel

Eric Stutzke
CEO
estutzke@onewire.com

Matt Cerccone
CRO
mcerccone@onewire.com

Alexandra Petrini
Director of Marketing
apetrini@onewire.com

Lizwa Sharifuddin
Director of Client Services
lizwa@onewire.com

Alicia Moon
Director, Recruiting Solutions
amoon@onewire.com

Description of services

1) Advertise jobs, search resumes and build a talent community for future hires 2) Managed Services - a pipeline and vetting sourcing and recruitment service 3) Executive Search - fully outsourced recruitment process, concluding with successful hire. OneWire is a recruitment technology and services company that hosts the largest community of professionals in the financial services industry. Candidates can confidentially search and apply to jobs, join employer talent communities and stay open to new opportunities at top finance companies. Employers can advertise opportunities and source from a highly qualified and targeted community of finance talent, while building proprietary talent community for future hires

Searchtec

Headquarters

P.O.Box 26454
Santa Ana, CA 92799
(714) 957-1577
www.searchtec1.com

Year Founded

1985

Key Personnel

Al Morelli

CEO

Searchtec@gmail.com

Description of services

Manufacturing and Industrial Engineering Consulting. Recurring specialist for manufacturing professionals

Sheer Velocity, LLC**Headquarters**

1624 Market Street

Suite 202

Denver, CO 80202

(303) 900-8120

www.sheervelocity.com

Year Founded

2012

Key Personnel

David Quigley

Managing Director

dquigley@sheervelocity.com

Jon Gordon

Managing Partner

jgordon@sheervelocity.com

Deb Young

Managing Partner

dyoung@sheervelocity.com

Description of services

Sheer Velocity's consultants have owned boutique retained executive search firms and served at the highest levels inside industry-leading top executive search firms. What's more, we've worked on the other side of the curtain, at entrepreneurial start-ups and large corporations. Matching proven performers with critical roles inside our own organizations has galvanized our respect for the challenges you face hiring professionals. Sheer Velocity puts this valuable perspective to work on your behalf.

William Street Partners Inc.**Headquarters**

50 Dunlop Street East

Suite 220

Barrie, ON, Canada PO Box 25014 L4M 6J7

705-300-6556

www.williamstreetpartners.com

Year Founded

2017

Description of services

We work closely with private equity investors to assemble exceptional executive teams to lead the companies they invest in. We provide executive search services to middle-market companies throughout North America across a range of industries.

ZRG Partners**Headquarters**

120 West 45th St

FL 15

New York, NY 10036

212-392-4842

www.zrgpartners.com

Year Founded

1999

Key Personnel

Thomas Fuller

Managing Director & Global Practice Leaders

tfuller@epsenfuller.com

Description of services

ZRG Partners is a mid-tier, global executive search firm that uses a proven, data-driven approach. For over 18 years, clients have trusted ZRG Partners to recruit top talent around the world. ZRG Partners is recognized as the fastest growing executive search in the America's driven by the firm's client focused, results driven approach grounded in integrity.

FUND ADMINISTRATORS

Augentius**Headquarters**

601 Lexington Avenue

26th Floor, Suite B

New York, NY 10022

(917) 484-8222

www.augentius.com/uk

Year Founded

2002

Key Personnel

Brendan Tyne

Managing Director

brendan.tyne@augentius.com

Description of services

Initially known for our award-winning Private Equity and Real Estate fund administration services, we have further enhanced our services in line with the needs of our clients and the industry. This includes our Depositary, AIFMD Reporting and Compliance services.

BRL TRUST INVESTIMENTOS**Headquarters**

Av. Faria Lima, 3355

19th floor

1451011 Sao Paulo

Brazil

+55 11 3133-0380

www.brtrust.com.br

Year Founded

2008

Key Personnel

Rodrigo Cavalcante

Partner / COO

Rcavalcante@Brtrust.com.br

Danilo Barbieri

Managing Partner, Non Resident Accounts

Description of services

Primary focus on Brazilian alternative funds. Number one PE service provider in Brazil. Services: - fund administration; - custody and controllership - non-resident account

CIBC Bank and Trust Company (Cayman) Ltd

Headquarters

11 Dr Roys Drive
PO Box 694
George Town, Grand Cayman, KY1-1106
+1 345 914 9347
www.cibc.com

Year Founded

1967

Key Personnel

Laura Redman
Associate Director Business Development
laura.redman@wi.cibc.com

Jennifer Fischetti
Managing Director, Fund Services
jennifer.fischetti@wi.cibc.com

Edwin Machingambi
Director, Fund Services
edwin.machingambi@wi.cibc.com

Description of services

CIBC Bank and Trust Ltd is a full service fund and trust administrator that covers globally domiciled funds from our offices based in the Cayman Islands, with a rep office in Asia. We presently have over \$35b assets under administration and our service remit covers all aspects of: Fund Accounting NAV and NAV lite FATCA / CRS Reporting Registrar Transfer Agency and investor reporting Offshore banking & custodial services We are regulated by the Cayman Islands Monetary Authority ("CIMA") and hold a Class A Bank and Trust License as well as a complete Mutual Fund Administrator License. Our strength is in our team, with the average staff tenure being around 14 years, and we take pride in delivering a high-touch, relationship focused service for emerging and established managers.

Citco Fund Services

Headquarters

3 Second Street
Jersey City, NJ 07311
201-793-5572
www.citco.com

Year Founded

1945

Key Personnel

Jeffrey Rosen
Executive Vice President
jerosen@citco.com

Ishita Shah
MD
Ishah@citco.com

Description of services

- Fund Administration
- Investor Services
- Depository Services
- Regulatory Reporting
- Corporate Secretarial
- SPV Administration
- Technology

The Cogent Group

Headquarters

12720 Hillcrest Road
Suite 650
Dallas, TX 75230
214-725-1110
www.cogentgrp.com

Year Founded

2010

Key Personnel

Scott Kipp
Partner
skipp@cogentgrp.com

Joe Longbotham
Partner
jlongbotham@cogentgrp.com

Dana Needleman-Goldsmith
Partner
dgoldsmith@cogentgrp.com

Scott Haire
shaire@cogentgrp.com

Description of services

The Cogent Group is well-versed in providing financing for business purchases and recapitalizations via real estate sale-leasebacks. The principals of the firm have provided over \$4 billion of financing to portfolio companies and private equity firms via sale-leaseback structures.

Colmore

Headquarters**645 Madison Avenue**

19th Floor
10022
+1 212 798 3400
www.colmore.com

Year Founded

2018

Key Personnel

Richard Lyons
Director
rlyons@colmore.com

Gareth Parsons
Director
gparsons@colmore.com

Description of services

LP Services: Colmore monitors over \$2 trillion in portfolio company assets for over 1,000 different limited partners. Through our Helios Platform, Colmore helps investors report and monitor their private asset portfolios in real time. GP Fund Services: Colmore is a global accounting provider for Private Equity fund managers, with over \$26 billion in assets serviced. Services include fund accounting, treasury, investor services and regulatory solutions. The Colmore Difference: - 95% of Colmore's employees worked at a GP/LP - Proprietary technology delivering Private Equity data and reporting in Real Time - Transparent pricing, fast responses and a partnership approach to service

Cortland Fund Services, LLC

Headquarters

225 W Washington Street
Suite 2100
Chicago IL 60126
312-564-5065
www.cortlandglobal.com

Year Founded

2008

Key Personnel

Dan Hart
Managing Director
dan.hart@cortlandglobal.com

Greg Myers
 Managing Director
greg.myers@cortlandglobal.com

Stuart Wood
 Managing Director
stuart.wood@cortlandglobal.com

Description of services

Cortland provides a comprehensive solution set of administration services to private equity, real estate, hedge funds and managed futures funds. With over 450 employees and \$200B in assets under administration, Cortland is the premier service provider in the delivery of timely and accurate reporting. Our proprietary portal CorPro delivers information to fund managers and their investors on a secure site available on portal devices.

Gen II Fund Services, LLC

(Please see listing on page 10)

iCapital Network

Headquarters

441 Lexington Ave
 Floor 9
 New York, NY, 10035
 212-994-7400
www.icapitalnetwork.com

Twitter

@icapitalnetwork

Year Founded

2013

Key Personnel

Lawrence Calcano
 Chief Executive Officer
lcalcano@icapitalnetwork.com

Dan Vene
 Co-Founder & Managing Partner
dan@icapitalnetwork.com

Description of services

iCapital Network is a powerful financial technology platform that provides end-to-end alternative investment solutions for asset and wealth managers. iCapital provides marketing and fundraising services that connect a curated selection of private equity and hedge funds to its registered network of RIAs, broker-dealers, private banks, family offices and other sophisticated investors. iCapital manages communication with investors and advisors regarding performance, updates to offering materials and other developments relating to alternative funds. The state-of-the-art online platform also offers customizable technology and specialized administrative support for alternative asset managers, including automated subscriptions, redemptions, capital calls and reporting. In addition, iCapital acts as general partner for certain of its funds, offering accounting, audit, tax, cash management and oversight of all fund operations.

IPS Fund Services

Headquarters

50 Federal Street
 5th Floor
 Boston, MA 02110
 617-723-5023
www.ipsfundservices.com

Twitter

@IPSFundServices

Year Founded

2001

Description of services

IPS Fund Services (IPS) provides outsourced fund administration and accounting services to small and mid-sized private equity and venture capital funds. As an independent firm comprised of experienced CPAs, we take a hands-on approach in delivering practical and cost-effective back-office solutions that help clients operate efficiently. Our services are backed by a trusted team of professionals known for proactive, accurate, and thorough reporting and analysis. Every day, clients outsource their fund administration and accounting to us with confidence.

LeverPoint

Headquarters

5 Maxwell Drive
 Suite 135
 Clifton Park, NY 12065
 518-373-5500
leverpoint.com

Year Founded

2007

Key Personnel

Krista McCoy
 Executive Vice President
kmccoy@leverpoint.com

David MacPhee
 Chief Executive Officer
dmacphee@leverpoint.com

Description of services

LeverPoint offers Fund Administration, Management Company Solutions and Tax Services.

MaplesFS

Headquarters

470 Atlantic Street
 Suite 306
 Boston, MA 02210
 617-517-9021
www.maplesfs.com

Year Founded

1997

Key Personnel

Robert M Wolfe
 Head of Private Equity Solutions
robert.wolfe@maplesfs.com

Jason Brandt
 Head of North America
jason.brandt@maplesfs.com

Description of services

MaplesFS is an independent global provider of specialized fiduciary, fund administration, entity formation and management services. Independently owned and part of the Maples group, which has been servicing the alternatives industry for almost 50 years, MaplesFS has organically grown to 14 strategically placed offices worldwide. Our expert teams and adaptable service offering allow us to create solutions tailored to the unique requirements of each of our clients. Operating from key onshore and offshore centers, we provide professional and timely advice that draws upon the jurisdictional knowledge and experience of our professional staff. By distinguish ourselves not only by the quality of our work, but by our approach to our clients and to one another we are continuously recognized around the globe as an award winning top tiered professional services provider.

Maples Fund Services

Headquarters

250 Park Avenue
7th Floor
New York, NY 10177
212 361 9513
www.maplesfundservices.com

Year Founded

2005

Key Personnel

Robert Wolfe
Head of Private Equity Solutions
robert.wolfe@maplesfs.com

Jason Brandt
Regional Head of Fund Services - Americas
jason.brandt@maplesfs.com

David Goldstein
Senior Vice President - Client Solutions and Relationship Management
david.goldstein@maplesfs.com

Greg Knapp
Senior Vice President - Client Solutions and Relationship Management
greg.knapp@maplesfs.com

Stephen Lewis
Regional Head of Sales and Relationship Management – Europe
stephen.lewis@maplesfs.com

Description of services

Maples Fund Services, a division of MaplesFS, is a leading independent global fund services provider operating in key onshore and offshore financial centres across the Americas, Europe, Asia and the Middle East. Maples Fund Services offers a wide range of services, including accounting, middle office, risk reporting and administration services to onshore and offshore hedge funds, fund of funds, private equity and real estate funds, marketplace lending funds, family offices and managed account platforms. Its clients include investment management firms, institutional investors, pension plans and global financial institutions. Maples Fund Services' expert teams and innovative technology provide clients with high quality service, consistent and timely reporting and adaptable solutions to address their ever-changing needs.

MG Stover & Co.

Headquarters

1350 17th Street
Suite 200
Denver, CO 80202
(303) 410-4452
www.mgstover.com

Twitter

@MGStoverCo

Year Founded

2007

Key Personnel

Matt Stover
CEO
stover@mgstover.com

Gary Newlin
Director of Business Development
newlin@mgstover.com

Jennifer Csaszar
Senior Associate, Sales & Marketing
csaszar@mgstover.com

Lizzy Wentle
Senior Associate, Sales & Marketing
wentle@mgstover.com

Josiah Reich
CFO
reich@mgstover.com

Description of services

We are a boutique third-party administration firm that provides fund accounting, administration and reporting solutions to PE and hedge funds across the country, with an emphasized expertise in the crypto space. We help funds build out an efficient, independent and scalable back office, reducing their operational cost, enhancing their reporting capabilities and exceeding their investor's expectations.

Ovation Fund Services, LLC

Headquarters

60 Columbia Road - Building B
1st FL
Morristown, NJ 07960
9736302434
www.ovationfundservices.com

Year Founded

2017

Key Personnel

Anthony Yabut
Director
ayabut@ovationfundservices.com

Description of services

Ovation Fund Services, LLC ("Ovation") is a leading service provider and advisor to premier private equity and private equity real estate investment managers. By taking responsibility for all of its client's middle and back office finance, operations and administrative functions, Ovation allows managers to focus their attention on investor returns and client-focused activity. Ovation works alongside its clients on a day-to-day basis in regards to all of their financial needs, including wire transfers, cash management, accounting and other financial operations. The Ovation team has worked together for over a decade while most of the team members have over 20 years of experience in the private equity and private equity real estate industry in the US and abroad. Ovation's clients investor base consist of large state and private institutional investors as well as high-net worth individuals.

Piedmont Fund Services

Headquarters

2201 Cooperative Way
Suite 100
Herndon, VA 20181
(877) 386-3107
www.pfsglobal.com

Year Founded

2005

Key Personnel

Ian Asvakovith
President & CEO
ian@pfsglobal.com

Mina Ringler
COO
mina@pfsglobal.com

Douglas Nehm
Director
douglas@pfsglobal.com

Michael Strouse
Director
michael@pfsglobal.com

Catherine Carlstedt
Director of Marketing
catherine@pfsglobal.com

Description of services

Fund Accounting and Administration Services Middle Office Services
Secured Online Reporting GAAP Financial Statements Preparation Anti-
Money Laundering Procedure Cash Management Services Share Registry
Services Marketing Tear Sheet Report

Socium Fund Services

Headquarters

51 JFK Parkway
1st Floor West
Short Hills, NJ 07078
(973) 241-3300
www.sociumllc.com

Year Founded

2016

Key Personnel

Michael Von Bevern, CPA, CAIA
CEO
mvonbevern@sociumllc.com

Beth Mueller, CFA
COO
bmueller@sociumllc.com

Rafal Osiecki
Head of Operations
rosiecki@sociumllc.com

Amy Sung
Head of Investor Services
asung@sociumllc.com

Description of services

Socium partners with private equity, venture capital and real estate firms on fund administration and outsourcing solutions. Socium combines extensive industry knowledge with advanced technology to deliver a highly customized service offering. Socium's entrepreneurial approach allows complex problems to be met with creative solutions in a timely and cost-effective manner.

SS&C Private Equity Services

Headquarters

80 Lambertson Road
Windsor, CT 06095
(800) 234-0556
www.ssctech.com

Twitter

@SSCTechnologies

Year Founded

1986

Key Personnel

Andrew Hoemann
Managing Director, Private Equity Services
ahoemann@sscinc.com

Joe Patellaro
Managing Director, Global Business Head – Private Equity Services
Joseph.Patellaro@sscinc.com

Michael Li

Private Equity Services Asia
mli@globeop.com

Kamran Anwar
Head of Private Equity and Real Estate Services
kanwar@globeop.com

Mark Suter
Director of Business Development
msuter@globeop.com

Description of services

SS&C is a global leader in providing services and technology to private equity fund managers and investors. SS&C has been administering private equity funds and investor portfolios for over twenty years and its clients consist of firms ranging from emerging managers to many of the leading sponsors and investors in private equity. SS&C has the experience, the global footprint and the state-of-the-art technology to meet the complex needs of private equity sponsors and investors. We deliver excellence through industry talent, using leading technology and an integrated approach to servicing private equity investments. As the global private equity industry continues to evolve and encounters changes in areas such as regulation, investor requests/reporting and fund complexity, it is essential that firms and investors leverage the best solutions available to mitigate these additional burdens. Dually expert in both service and technology, SS&C offers our clients a wealth of experience, global presence, leading edge technology, and a long held reputation for quality. Whether your firm is an emerging manager or large private equity sponsor, SS&C has the services, technology and expertise to meet the needs of private equity firms today and in the years to come.

INSURANCE BROKERS

GCG Financial, LLC

Headquarters

3 Parkway North
Suite 500
Deerfield, IL 60015
737-226-2447
www.gcgfinancial.com

Twitter

@gcgpeinsurance

Year Founded

1975

Key Personnel

Mike Kesner
Managing Director
mike.kesner@gcgfinancial.com

John Eichmann
Managing Director
john.eichmann@gcgfinancial.com

Teddy Felker
Managing Director
teddy.felker@gcgfinancial.com

Eric Banduch
Associate
eric.banduch@gcgfinancial.com

Joey Eichmann
Associate
joey.eichmann@gcgfinancial.com

Description of services

Our practice was founded just over two years ago within GCG Financial, a 40-year old insurance brokerage based in Chicago (with over \$30

million in revenue). There are seven full time members of our team, but we have the capability of pulling from the 200+ employees at GCG. This includes experts in Employee Benefits, Business Insurance, and Wealth Management (401k). We are also a founding member of the Alera group, the 7th largest private insurance brokerage in the country. We are currently working with over 30 private investment firms around the country; including PE, family offices, and alternative lenders. In the last year, we have added an additional 30 portfolio companies as clients. Our team is active in TMA, ACG, and are the only insurance consultants recognized as a trusted service provider for the SBIA.

KRAUTER & COMPANY

Headquarters

1350 Avenue of the Americas
New York, NY 10019
212 596 3401
www.krautergroup.com

Year Founded

2004

Key Personnel

Neil Krauter
CEO
Nkrauter@krautergroup.com

Myles Block
COO
Mblock@krautergroup.com

Alexis Navratil
Chief of Staff
Anavratil@krautergroup.com

Description of services

Insurance and benefits due diligence as well as placement of portfolio aggregation plans.

Thompson Flanagan

Headquarters

626 West Jackson Blvd.
Suite 500
Chicago, IL 60661
312-239-2800
www.thompsonflanagan.com

Twitter

@tfbroker

Year Founded

2004

Key Personnel

Doug Thompson
Managing Director
dthompson@thompsonflanagan.com

Larkin Flanagan
Managing Director
lflanagan@thompsonflanagan.com

Brian Flanagan
President
bflanagan@thompsonflanagan.com

Nick Campbell
Partner
ncampbell@thompsonflanagan.com

Description of services

Due Diligence, Insurance placement for all lines: D&O; P&C; Employee Benefits

INVESTMENT BANKS

375 Park Associates

Headquarters

26th Floor, Seagram Building
375 Park Avenue
New York, NY 10152
(212) 763-0159
www.375parkllc.com

Year Founded

2015

Key Personnel

Gregory Thomas
Operations Director
greg@375parkllc.com

Description of services

375 Park Associates is a growth advisory firm which helps private equity firms overcome challenges in their portfolio. Our partners and associates have closed transactions in the U.S. and abroad ranging from USD 10 million to USD 150 million in value. 375 Park Associates is headquartered in New York and has offices in Hong Kong as well as affiliates in Asia, Europe, and the U.S.

Alexander King Advisors

Headquarters

4 Embarcadero Center
Suite 1400
San Francisco, CA 94111
415-842-9801
www.alexkingadvisors.com

Year Founded

2013

Key Personnel

Reginal King
Managing Partner
rking@alexkingadvisors.com

Description of services

Alexander King Advisors is a growth capital focused professional services firm providing strategic consulting, asset management and investment banking services to family office, corporate, government and institutional clients. While sector agnostic, we have developed differentiated expertise, significant domain knowledge and extensive relationships throughout the Global Silicon Valley in select high growth sectors of the economy.

Beara Mergers LLC

Headquarters

38-11 Commerce Place
Suite 102
Verdun (Montreal), Quebec, Canada H3E 1T8
(514) 264-6929
www.bearamergers.com

Year Founded

2006

Key Personnel

Jean-Daniel Leclair
Managing Partner
jd@bearamergers.com

Description of services

Mergers and Acquisitions advisory in Canada. Multiple mandates from

private equity in Canada, the U.S. and Europe. Transaction size \$10-200 Million. 30 years' experience as a lawyer and banker.

Cantor Fitzgerald

Headquarters

499 Park Ave
3rd floor
New York, NY 10013
212-915-3000
www.cantor.com

Year Founded

1945

Key Personnel

Peter Rosenthal
Managing Director
prosenthal@cantor.com

Description of services

Start up, custody, financing

CSuite Financial Partners

Headquarters

316 44TH ST
MANHATTAN BEACH, CA 90266
(678) 571-0276
www.csuitefinancialpartners.com

Year Founded

2014

Key Personnel

Arthur Cohen
Founder and National Managing Partner
acohen@csuitefp.com

Louise King
Co-founder and National Partner Talent
lking@csuitefp.com

Kenneth C. Anthony
Managing Partner
kanthony@csuitefp.com

Alexander Hansen
Director, Executive Partner Development
ahansen@csuitefp.com

Rob Dennison
Managing Partner
rdennison@csuitefp.com

Description of services

At CSuite Financial Partners, we provide private equity, venture capital, and their portfolio companies with the leaders they need to take their investments to the next levels of performance. We provide financial leadership on an interim, project and permanent placement basis so that we can be flexible to your needs. Our services include: •Filling vacancies in accounting/finance departments with permanent and/or interim resources. •Audit support. •Developing corporate budgets and forecasts, building financial models, and performing financial analysis. •Cleaning up the corporate books and creating "order out of chaos". •Implementing needed accounting and financial systems. •Assisting with pre-merger and post-merger accounting and finance activities.

Cochran Edwards Capital Partners, Inc.

Headquarters

800 Fifth Avenue
Suite 4100
Seattle, WA 98104
206-486-0909
www.CochranEdwards.com

Twitter

@CochranEdwards

Year Founded

1995

Key Personnel

Dave Cochran
President / CEO
DaveCochran@CochranEdwards.com

Charlie Edwards
Partner
CochranEdwards@gmail.com

Amy Hager
Executive Assistant
Amy@CochranEdwards.com

Description of services

Investment Banking, M&A (buy and sell-side), Private Capital Markets Financing, Strategic Advisory, and Business Development services

Dinan & Company, LLC

Headquarters

307 N. Gateway Blvd.
Phoenix, AZ 85008
602-248-8700
www.dinancompany.com

Twitter

@dinancompany

Year Founded

1988

Key Personnel

Michael Dinan
President & CEO
mdinan@dinancompany.com
Nancy Martinez
Chief Operating Officer
nmartinez@dinancompany.com

Description of services

Buyside and Sellside M&A

Evergreen Advisors Capital

Headquarters

8000 Towers Crescent Drive
Suite 850
Tysons Corner, VA 22182
571.406.5230
www.evergreenadvisorsllc.com

Twitter

@evergreenadvise

Year Founded

2001

Key Personnel

Joseph Statter
Managing Director
jstatter@evergreenadvisorsllc.com

Paul Klick
Managing Director
pklick@evergreenadvisorsllc.com

Erik Parekh
Director
eparekh@evergreenadvisorsllc.com

Michael Slarve
Analyst
mslarve@evergreenadvisorsllc.com

Rick Kohr
CEO
rick.kohr@evergreenadvisorsllc.com

Description of services

Evergreen Advisors Capital is a boutique investment banking and corporate finance firm focused on assisting middle market companies. Evergreen Advisors Capital serves the needs of emerging growth and middle-market companies by offering a suite of investment banking and corporate advisory services throughout the various stages of the business lifecycle. We provide innovative and strategic solutions in the areas of mergers & acquisitions, corporate finance, valuation services, and corporate advisory.

First Hill Partners**Headquarters**

1100 Dexter Ave N
Suite 100
Seattle WA 98109
(206) 512-2491
www.firshillpartners.com

Year Founded

2010

Key Personnel

Richard Wood
Managing Partner
richard@firshillpartners.com

Jeff Sussman
Managing Partner
jeff@firshillpartners.com

Description of services

First Hill provides capital raising, mergers & acquisitions, restructuring, and advisory board services. All securities transactions are offered through our wholly owned subsidiary First Hill Securities, LLC, a member of FINRA (www.finra.org) and SIPC (www.sipc.org).

First Republic Bank**Headquarters**

111 Pine Street
San Francisco, CA 94111
415-288-1480
www.firstrepublic.com

Year Founded

1985

Key Personnel

Kelly Adelekan
Managing Director
kadelekan@firstrepublic.com

Rob Wilson
Associate
rwilson@firstrepublic.com

Scott McCrea
Senior Managing Director
smccrea@firstrepublic.com

Description of services

Capital Call Lines of Credit, Management Company Financing, GP and Employee Financing for Capital Commitments, Standby Letters of Credit, Cash Management, Student Loan Refinancing, Mortgages, Key Man Insurance & Other Business Planning

Houlihan Lokey**Headquarters**

10250 Constellation Blvd
5th Floor
Los Angeles, CA 90067
310-553-8871
www.HL.com

Twitter

@houlihanlokey

Year Founded

1972

Key Personnel

Cindy Ma
Managing Director
CMa@HL.com

Andrew Proctor
Director
AProctor@HL.com

Hugh Nelson
Director
HNelson@HL.com

Milko Pavlov
Senior Vice President
MPavlov@HL.com

Ethan Ma
Vice President
EMa@HL.com

Description of services

Houlihan Lokey is a global investment bank, providing M&A, Capital Markets, Financial Restructuring and Financial Advisory services.

PENSCO Trust**Headquarters**

595 Market Street
4th Floor
San Francisco, CA 94105
866-818-4472
www.pensco.com

Twitter

@PENSCOTrust

Year Founded

1987

Key Personnel

Bill Papp
Regional Manager - Institutional Business Development - East
bill.papp@pensco.com

Pat Hughes
President
Patrick.hughes@pensco.com

Matt Holscher
Regional Manager - Institutional Business Development - West
Matt.holscher@pensco.com

Curtis Glovier
Chairman & CEO
curtis.glovier@pensco.com

Description of services

PENSCO Trust is a custodian bank for alternative assets. It's the preferred Self-Directed IRA (SDIRA) provider for institutions, as it relates to alternatives. We currently have \$12 Billion under custody with 48,000 client accounts and 43,000 unique assets. PENSCO's Alt-NAV Platform was named most "Innovative Investment Solution" by HFM US during their 2016 Technology Awards in NYC.

Silicon Valley Bank Global Fund Banking

Headquarters

233 W Adams
Suite 260
Chicago, IL 60606
312-704-9527
www.svb.com

Year Founded

1983

Key Personnel

Tom Hoge
Managing Director
Thoge@svb.com

Description of services

Full suite of PE and VC Fund Banking services: Capital call lines of credit; Mgmt co lines of credit; GP commitment financing; buyout term loans; placement agent fee term loans; etc.

Solution Partners

Headquarters

Untere Roostmatt 16
Zug, 6300, Switzerland
+41 (79) 788 3181
www.solutionpartners.global

Year Founded

2018

Key Personnel

Thorsten Dueser
Founding CEO
td@solutionpartners.global

Description of services

Financial advice for the entrepreneur and his company: M&A, capital structuring & raising, shareholder strategies include IPO preparation, strategic partnerships, commercial partnerships.

Square 1 Bank

Headquarters

406 Blackwell Street
Suite 240
Durham, NC 27701
866.355.0468
https://www.square1bank.com

Twitter

@Square1Bank

Year Founded

2005

Key Personnel

Brad Smith
Managing Director, Equity Funds Group
bsmith@square1bank.com

Chuck Tedeschi
SVP, Equity Funds Group
ctedeschi@square1bank.com

Svetlana Lebedeva
SVP, Equity Funds Group
slebedeva@square1bank.com

Judy Lee
SVP, Equity Funds Group
jlee@square1bank.com

Kay Parry
SVP, Equity Funds Group + Technology Banking
KParry@square1bank.com

Description of services

Square 1 is a full service banking partner to entrepreneurs and their investors, providing clients flexible resources and attentive service to help their companies grow. Square 1 offers a broad range of venture debt, treasury and cash management solutions through its 15 offices located in top innovation centers across the country.

Valitas Capital Partners

Headquarters

4 King St West
Suite 402
Toronto, Ontario M5H 1B6 Canada
(416) 556-0898
www.valitascapital.com

Year Founded

2015

Key Personnel

Paris Aden
Partner
paris.aden@valitascapital.com

Karen Fisman
Director, Business Development
karen.fisman@valitascapital.com

Louis Goldberg
Director, Business Development
louis.goldberg@valitascapital.com

Description of services

Valitas Capital Partners is a corporate finance advisory firm that specializes in private market mergers and acquisitions. We collaborate with and support business owners in transition. Our clients are dedicated business owners who have built great enterprises. Valitas ensures they receive full recognition of the value they have created over many years. Over the past 20 years, Valitas' core and advisory team members have completed more than 150 successful M&A transactions and financings with an aggregate value in excess of \$100 billion, including some of the largest and most complex in Canadian corporate history. In addition, because of our experience as private equity investors and entrepreneurs, we empathize with business owners and provide them additional tools to identify and surface business value. The insights we have gained from our collective experiences enable us to anticipate issues, avoid pitfalls and save time.

LAW FIRMS

Arnold & Porter Kaye Scholer LLP

Headquarters

250 West 55th Street
New York, NY 10019-9710
212-836-8000
www.apks.com

Twitter

@apks_law

Year Founded

Arnold & Porter founded 1946; Kaye Scholer founded 1917

Description of services

Arnold & Porter Kaye Scholer is a 1,000+ lawyer firm with sophisticated litigation and transactional capabilities, renowned regulatory experience and market-leading multidisciplinary practices in the life sciences and financial services industries. Client-driven and industry focused, our lawyers practice across more than 30 practice areas, including bankruptcy, corporate finance, intellectual property, litigation, real estate and tax, to help clients with complex needs stay ahead of the global market, anticipate opportunities and address issues that impact the very value of their businesses. Our global reach, experience and deep knowledge allow us to work across geographic, cultural, technological and ideological borders, to offer clients forward-looking, results-oriented solutions that resolve their US, international and cross-border legal needs. Our Investment Management practitioners are located in our New York; San Francisco; Washington, DC; Chicago; Los Angeles; and London offices. We serve the global investment management industry by providing a full range of legal services to US, UK, EU and other international private and alternative investment funds, investment managers, institutional investors, fund distributors, and service providers, including services relating to fund formation and tax structuring, management group structuring, investor relations and representations, ownership and compensation arrangements, prime brokerage documentation, customer documentation, compliance policies or procedures, fund regulation and compliance across multiple regimes, and secondary purchases and sales of interests in funds. For more information on our services, please visit our website.

Bass, Berry & Sims

Headquarters

150 Third Avenue South
Suite 2800
Nashville, TN 37201
(615) 742-6200
www.bassberry.com

Twitter

@BassBerrySims

Year Founded

1922

Key Personnel

Ryan Thomas
Member
rthomas@bassberry.com

Michael Holley
Member
mholley@bassberry.com

Angela Humphreys
Member, Chair of Healthcare Practice
ahumphreys@bassberry.com

David Cox
Member
dcox@bassberry.com

Kris Kemp
Member
kkemp@bassberry.com

Description of services

Bass, Berry & Sims' private equity attorneys have extensive experience in structuring complex private equity acquisitions and financings. Our private equity law practice is especially active in the middle-market, but we also have represented management groups, issuers and special committees in high-profile, multi-billion dollar transactions—for example, we represented Hospital Corporation of America (HCA) in what at the time was the largest going private transaction in U.S. history. The firm's private equity attorneys represent investors and portfolio companies in a range of industries including consumer, retail, restaurant, food and beverage, manufacturing, technology, media and healthcare and life sciences. As the sixth largest healthcare firm in the U.S., our experience in healthcare private equity transactions is particularly robust. We provide our healthcare private equity clients with a fully integrated range of services that includes an effective blend of transactional, regulatory and operational counsel. As a result of the depth and breadth of our private equity experience and the extensive network we have established in the private equity community, we play an active role in introducing prospective portfolio companies and private equity firms. We also work closely with regional and national venture capital, growth equity and mezzanine capital funds. Representative private equity services and experience: Leveraged buyouts Going private transactions Sponsor-sponsor transactions Leveraged dividends and recapitalizations Minority interest transactions Management team representation and executive compensation matters Mezzanine and senior financings Add on acquisitions Due diligence and risk analysis Healthcare investigations Healthcare regulatory and operational counsel Corporate/general counsel, and Initial public offerings and exit transaction services and preparation.

Borden Ladner Gervais LLP

Headquarters

22 Adelaide Street West
Bay Adelaide Centre, East Tower
Suite 3400
Toronto, ON M5H 4E3
416-367-6130
www.blg.com

Twitter

@BLGLaw

Year Founded

1833

Key Personnel

Stefan Timms
National Leader - Private Equity Group
stimms@blg.com

Jennifer Archer
Vancouver Leader - Private Equity Group
jarcher@blg.com

Pascal de Guise
Montreal Leader - Private Equity Group
pdeguise@blg.com

William J.E. Jones
Toronto Leader - Private Equity Group
wjones@blg.com

Louise Lee
Calgary Leader - Private Equity Group
lee@blg.com

Description of services

Borden Ladner Gervais LLP's (BLG) Private Equity Group spans across Canada with experienced lawyers located in each of our five offices to assist clients achieve their goals at all stages in the investment life cycle. We have assisted clients with all manners of private equity and venture capital legal needs ranging from fund formation to investment realization, and everything in between in respect of public and private companies in the middle market and above. BLG's private equity and venture capital practice provides industry leading, responsive legal advice from legal experts in mergers and acquisitions, cross-border structuring and transactions, corporate commercial matters, financial services and lending, securities, fund formation, tax, competition, restructuring and insolvency and corporate governance among other areas. BLG's clients include Canadian, U.S. and International private equity firms, pension funds, debt providers, venture capital providers and investors, target companies, strategic purchasers, management teams and boards of directors. BLG offers a wide array of integrated legal services to our private equity and venture capital clients, including:

- Buy-outs
- IPOs
- Sales and liquidity events
- Structuring
- Financings
- Spin-offs
- Joint Ventures
- Restructurings and work-outs
- Fund and fund-of-funds formation
- Competition/Anti-trust
- Tax
- Day to day portfolio company services.

Bryan Cave LLP

Headquarters

211 North Broadway
Suite 3600
St. Louis, MO 63102
(314) 259-2000
www.bryancave.com

Twitter

@bryancavellp

Year Founded

1873

Key Personnel

Elizabeth Kemery Sipes
Partner
elizabeth.sipes@bryancave.com

Mark Weakley
Partner
mark.weakley@bryancave.com

Todd Wade
Partner
todd.wade@bryancave.com

Scott Kitchens
Associate
scott.kitchens@bryancave.com

Description of services

The attorneys in Bryan Cave's Private Fund practice have substantial experience advising sponsors on the formation and operation of U.S., European, Asian, and offshore hedge, private equity, real estate and venture capital funds, other pooled investment vehicles, and "fund-like" special purpose vehicles. Our team assists funds, fund advisers and sponsors, and institutional investors with interrelated business and legal issues, including:

- Fund structuring, planning and establishment formation including U.S., European, Asian, and other international tax-driven matters
- Preparing a full, tailored suite of integrated documents, including offering materials, partnership/LLC agreements and subscription documents
- Advising on current market terms, best practices and fund jurisdictions
- Designing and implementing fund management and adviser agreements
- Representing institutional investors in alternative investment activities
- Negotiating with third-party service providers, including prime brokers and fund administrators
- Addressing and providing regulatory compliance, including CFTC registrations and exemptions, broker-dealer licensing, AIFMD, FCA compliance and complex multi-jurisdictional matters.
- Assisting with investment adviser registration

and ongoing compliance • Capital raising and marketing across the U.S., Europe and elsewhere • Counseling on operational matters, including side letter/key investor negotiations and performance reporting

Buckley Sandler LLP

Headquarters

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Washington, DC 20037
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Twitter

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Year Founded

2009

Key Personnel

John Kromer
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Chris Witeck
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Walter Zalenski
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Clinton Rockwell
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crockwell@buckleysandler.com

Description of services

With more than 150 lawyers in Washington, DC, Los Angeles, New York, Chicago, and London, Buckley Sandler LLP offers premier enforcement, litigation, compliance, regulatory, and transactional services to financial services institutions, as well as leading and early stage companies, joint ventures, private equity funds, and individual clients throughout the world.

Cassels Brock & Blackwell LLP

Headquarters

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Suite 2100
Toronto, Ontario M5H 3C2, Canada
416-860-2953
www.casselsbrock.com/PracticeAreas/Private_Equity

Twitter

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Year Founded

1888

Key Personnel

Jake Bullen
Partner and Chair of Private Equity Group
jbullen@casselsbrock.com

Nicola Geary
Partner
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Mickey Lungu
Partner, Business Law
mlungu@casselsbrock.com

Andrew Reback
Partner, Tax Law; Chair of Tax Group
areback@casselsbrock.com

Description of services

Cassels Brock is a leading Canadian law firm focused on serving the transactional, advocacy and advisory needs of Canada's most dynamic sectors, including Private Equity. We are mid-market Private Equity leaders and we advise emerging managers of leveraged buyout funds, growth equity funds, VC funds, search funds, family offices and special situations funds on fund formation, cross-border tax structuring, secondaries, transactions and other relevant matters.

Cheng Cohen, LLC

Headquarters

311 N. Aberdeen
Suite 400
Chicago, IL 60607
312-243-1701
www.chengcohen.com

Twitter

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Year Founded

2007

Key Personnel

Amy Cheng
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Fredric Cohen
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Michael Daigle
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Description of services

Established in 2007, Cheng Cohen grew out of a simple credo: to provide uncompromising client service and sound, practical legal advice to franchise and distribution clients for a fair and reasonable fee. Today, the boutique law practice is recognized as one of the leading franchise firms in the country providing franchisors, licensors and manufacturers with the comprehensive legal services, litigation support and development assistance needed to bring their products and services to market efficiently and economically. In addition to its consistent first tier ranking for franchising by U.S. News – Best Lawyers listing of Best Law Firms, Cheng Cohen has also been recognized by Chambers & Partners USA as a leader in franchising for both client service and commercial awareness.

Covington & Burling LLP

Headquarters

620 Eighth Avenue
New York, NY 10018
(212) 841-1000
www.cov.com

Year Founded

1919

Key Personnel

Loretta Shaw-Lorello
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William L. Sturman
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Kelly J. LaBritz
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Simon Goodworth
Senior Counsel
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Hilary Prescott
Partner
hprescott@cov.com

Description of services

We regularly advise fund sponsors and managers on all aspects of private fund formation, operation and compliance, including fund structuring, capital raising activities, regulatory and contract compliance, firm and general partner structuring (including governance, carried interest and employment arrangements), and day-to-day operational matters. We also undertake a broad range of transactional and advisory work that includes representing our clients in their direct fund investments, secondary market transactions, joint ventures, separate account mandates and other unique investment arrangements, financings, restructurings (fund, management and investment), co-investments, and direct investments (minority, strategic and control) in both private and listed companies. Our practice combines an in-depth, current knowledge of the private funds and private investing marketplace, unparalleled regulatory and industry expertise, and a deep understanding of the operational and transactional side of the fund manager's business.

Duane Morris LLP

Headquarters

30 South 17th Street
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(215) 979-1000
www.duanemorris.com

Year Founded

1904

Key Personnel

Richard P. Jaffe
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Robert W. Kadlec
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Scott Gluck
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Brian P. Kerwin
Chair, Corporate Practice
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Description of services

With private equity lawyers working across our global platform, coupled with experience in key verticals and the deep capabilities of more than 800 lawyers from all major practice areas, Duane Morris helps create competitive advantage for participants across the industry. For GPs we

deliver insights that optimize transactional value for both buyers and sellers and support portfolio company strategies. For LPs we provide guidance on fund formation and advice to LPs on efficient and effective investment strategies, including co-investments and direct investments..

Foley & Lardner

Headquarters

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617-899-5759
www.foley.com

Year Founded

1842

Key Personnel

Todd Boudreau
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Jon Lipnick
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Ken Nee
Associate
knee@foley.com

Description of services

The Private Funds & Buyouts group focuses on all aspects of forming and operating private investment funds and assisting private fund managers raising or investing under \$500 million and with assisting all types of private funds regardless of size, with buyout and financing transactions in a wide array of areas, including operating companies, real estate, and infrastructure, with particular experience in highly regulated sectors, such as manufacturing, health, energy, auto and aerospace and defense. Our attorneys understand the private investment funds market trends and issues and work collaboratively with you to achieve your objectives. Private fund managers are continuing to invest into highly regulated industries, where every new regulation presents challenges and increased risk for both manager and fund. Our team brings its vast knowledge of fund structures, investment restrictions and compliance standards to every transaction.

Freeborn & Peters LLP

Headquarters

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#3000
Chicago, IL 60606
(312) 360-6000
www.freeborn.com

Year Founded

1983

Key Personnel

Gary Jungels
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Tony Zeoli
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Jeff Mattson
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jmattson@freeborn.com

Brian Smith
Partner
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Description of services

Full service law firm with attorneys specializing in issues relevant to emerging private equity and venture capital firms, principals and investors, including capital raising, fund formation, early and later stage investment transactions, and M&A.

Goodwin Procter, LLP

Headquarters
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Year Founded

1912

Key Personnel

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Paul Verbesey
Partner
PVerbesey@Goodwinlaw.com

Thomas Beaudoin
Partner
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Description of services

A leading Global 50 law firm with over 100 attorneys in our private investment funds practice. We specialize in fund formation and ongoing representation of private equity funds, venture capital funds, real estate funds, infrastructure funds, natural resources funds, debt funds and other specialty funds. We provide expertise in all key areas of fund formation and management, including market terms and their evolution, domestic and international structures, compliance programs and compensation plans.

Holland & Knight LLP

Headquarters

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Year Founded
1968

Key Personnel

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Rod Bell
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Adam August
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Merrill Ulmer
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Description of services

Holland & Knight's Private Equity Team represents funds, independent sponsors, family offices and other private equity investors and portfolio companies raising capital at all levels of the capital structure of a portfolio company. Our team offers complete representation for the entire life cycle of a transaction, from fund formation and execution of platform and add-on acquisitions and related financings to developing and implementing liquidity events. We provide clients with comprehensive legal representation for every aspect of their portfolio companies' daily operations, including executive compensation, labor and employment, environmental, tax, intellectual property, real estate, government contracts, antitrust and litigation matters.

Hunton & Williams LLP

Headquarters

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www.hunton.com

Year Founded

1901

Key Personnel

Jim Seevers
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Evan Williams
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ewilliams@hunton.com

Description of services

The Hunton & Williams Private Investment Funds practice group handles all legal matters related to fund formation; firm establishment, reorganization, ownership and governance; RIA compliance; carried interest participation; tax structuring; partner and group moves/lift outs; operating partner arrangements; and related matters. We cater to emerging managers and understand the unique issues they face compared to larger and more established managers.

Law Offices of Michael Kimball

Headquarters

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San Francisco, CA 94104
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Twitter

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Year Founded

1995

Key Personnel

Michael Kimball
Principal
mjklawmarketing@gmail.com

Description of services

Highly experienced attorney specializing in corporate and commercial transactions, formations, early stage and venture financings, M&A transactions and a variety of commercial and corporate matters, with an emphasis on emerging growth companies in the technology and online arenas.

McElroy, Deutsch, Mulvaney & Carpenter, LLP

Headquarters

1300 Mount Kemble Avenue
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Year Founded

1983

Key Personnel

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Glenn Prives
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Description of services

McElroy, Deutsch, Mulvaney & Carpenter, LLP is a national full service law firm with 38 practice areas and 14 offices in 9 states. MDM&C's Private Equity and Venture Capital team consists of attorneys with a broad base of private equity and venture capital transaction experience, coupled with legal experience beyond traditional transactions. We have a particular focus on the middle market. Among the most active markets in private equity and venture capital, the health care industry provides ripe investment opportunities for investors that can navigate the complex regulatory landscape. To successfully close the deal, let alone maximize value, investors, lenders and health care companies need legal advisors who understand key health regulatory issues, can communicate clearly with regulators and counsel on the other side of the table, and bring a deal to closure in a cost-effective, timely manner. Combined with the Firm's national health care practice, this means that funds active in private equity investments in health care can rely on MDM&C for a one-stop legal solution. Our attorneys are keyed into the private equity and venture capital marketplace and regularly utilize cutting edge trends. This knowledge of the industry and our constant collaboration with experts in other areas of the law are what truly help us keep our clients confident and competitive. Together, we steer clients through complex transactions in a variety of regulatory environments. We understand that client goals, potential legal challenges and regulatory obstacles vary from deal to deal, and we adapt our approach as needed and with a constant focus on the goals and needs of our clients. Our attorneys combine responsiveness, creativity and multidisciplinary legal acumen to achieve our clients' goals. By utilizing the skills of attorneys in each of our offices and practice areas, we regularly guide clients through sensitive and complex transactions. We advise clients and their portfolio companies on the full range of investment and financing activities, including growth investments and buy-and-build strategies, control,

non-control and minority investments, buy-outs and recapitalizations, auction processes, strategic dispositions, exit strategies, bankruptcy, out-of-court restructurings and workouts. Our lawyers also serve as general counsel for portfolio companies, advising on major transactions and day-to-day legal matters and providing efficiency and continuity for platform acquisitions, bolt-on transactions, operational and compliance issues, and sales.

Miller & Martin PLLC

Headquarters

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www.millermartin.com

Year Founded

1867

Key Personnel

Mark Degler
Member

Description of services

Established in 1867, Miller & Martin has helped businesses and individuals achieve their goals for 150 years. As a leading Southeastern law firm with attorneys in Atlanta, Charlotte, Chattanooga, and Nashville, we are committed to understanding our clients' objectives in order to help them grow and prosper. Our talented attorneys provide advanced legal thinking in multiple practice groups and stand prepared to address nearly any legal challenge that individuals or companies may face. We provide sound legal advice to a diverse client base - from large, international organizations to local, entrepreneurial companies. 150 years of serving clients: put us to work.

Morrison & Foerster LLP

Headquarters

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Year Founded

1883

Key Personnel

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Paul "Chip" Lion
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Stephanie Thomas
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Jason Nelms
Partner (Hong Kong)
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Description of services

Morrison & Foerster LLP represents emerging managers as well as some of the largest and most sophisticated investment advisers in connection with the formation and operation of venture capitals, private equity funds, private

equity real estate funds, debt funds, hedge funds, funds-of-funds, separate accounts, joint ventures and co-investment vehicles. We also represent institutional investors, sovereign wealth funds, high net worth investors and family offices in connection with investments into all manner of private funds, funds-of-funds, separate accounts, joint ventures, and co-investment vehicles, including investments in public and private companies. With over 1,000 attorneys in the U.S., Asia and Europe, we have specialists who focus on each of the following practice areas: Acquisition Finance, Advertising and Marketing Law, Antitrust Law, Appellate Practice, Arbitration, Asset-Based Lending, Aviation, Banking and Finance, Borrower Representation, Broker-Dealer Compliance, Business Restructuring and Insolvency, Capital Markets, Class Actions, Clean Technology, Cloud Computing, Commercial Litigation, Communications Service, Compensation, Benefits and ERISA, Competition Law, Consumer Litigation, Copyright, Corporate Governance, Covered Bonds, Cross Border Insolvencies, Cross-Border Private Placements, Debt Offerings and Rule 144A Offerings, Debt Private Placements, Debt Trading, Derivatives and Commodities, Derivatives + Commodities Regulation, Development, Land Use and Construction, Distressed Real Estate, Emerging Companies and Venture Capital, Employment, Labor and Human Resources, Energy and Natural Resources, Energy Enforcement, Compliance, Transactions and Strategic Counseling, Environmental Litigation, Permitting and Regulation, Equipment Leasing and Finance, Equity Offerings, Fair Lending, False Claims Act, FCPA and Anti-Corruption, Federal Tax and Tax Controversy, Finance, Financial Institutions, Financial Services, Financial Transactions, Foreign Direct Investment, Global Offerings, Global Risk and Crisis Management, Government Contracts and Public Procurement, Health Care Fraud, Hotel and Resort Properties, Insolvency, Insurance Capital Markets, Intellectual Property, Interferences, Internal Investigations, International Arbitration, Investment Management, IP Due Diligence, IPOs, Investment Funds and Pooled Investment Vehicles, Joint Ventures, Land Use + Development, Late Stage Investments, Leasing and Asset Management, Liability Management, Life Sciences, Litigation, Media and Entertainment, Mergers + Acquisitions, Mobile Payments, Multidistrict Litigation, Municipal Insolvencies, Natural Gas Regulation, New Products, Oil Pipelines, Outsourcing, Partnership Taxation, Patent Counseling and Prosecution, Patent Litigation, Pharmaceutical and Medical Device, Private Equity and Venture Capital, Private Equity Funds, Private Equity Investments and Buyouts, Private Placements and PIPEs, Product Liability, Professional Liability, Project Finance, Public Companies Counseling and Compliance, Purchase and Sale of Real Assets, Real Estate, Real Estate Finance, Securities Enforcement and Litigation, Social Enterprise and Impact Investing, Social Media, Structured Finance, Structured Products, Subscription Line Financing, Technology Transactions, Telecommunications, Trade Secrets, Trademark, Trials, and White-Collar Defense.

Osler, Hoskin and Harcourt LLP

Headquarters

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Year Founded
1862

Key Personnel

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Shahir Guindi Ad. E.
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Chad Bayne
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Description of services

Osler has a leading venture capital team dedicated to helping investors and emerging companies recognize, develop and realize upon significant and innovative venture capital opportunities. We have represented entrepreneurs and emerging companies nationwide from a broad spectrum of knowledge-based industries, supporting them from incubation through their growth trajectory. We provide legal advice on the wide range of issues and legal requirements that emerging ventures face, from corporate and tax structuring and fundraising and shareholder agreements to intellectual property strategies and employment- and compensation-related matters. Our fully integrated team assists many international and domestic private equity firms as well as Canadian pension funds in structuring investments in a manner that achieves financial objectives. We have a deep cross-border and U.S. legal service capabilities, along with extensive experience in planning and structuring investments to and from Canada.

Pepper Hamilton LLP

Headquarters

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Year Founded

1890

Key Personnel

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Irwin Latner
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Description of services

Pepper Hamilton LLP is a multi-practice law firm with more than 450 lawyers nationally. Our Funds Services group has represented hundreds of pooled investment vehicles and is well versed in the dynamic and ever-evolving arena of investment industry regulation. We work with our clients to help them not only understand the new regime of transparency, accountability and enforcement but to successfully adapt to it. Launching a new private equity or hedge fund can be one of the most exciting and rewarding ventures you'll ever undertake and it can also be the most challenging, given today's competitive and demanding investing environment. We regularly work with emerging managers to focus on critical business, legal and regulatory considerations that new managers will face as they embark down the path of raising their first fund. We counsel funds in all matters that arise throughout the fund's life cycle, including fund formation and structuring (domestic and offshore); regulatory compliance; investor negotiations and relations; general partner and management structuring, compensation and succession; investor relations, interest transfers, employee issues and other fund operations; investment and divestment transactions; annex, bridge and successor funds; and liquidity credit facilities.

Proskauer

Headquarters

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New York, NY 10036
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Year Founded

1875

Key Personnel

Robin Painter
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Howard Beber
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Sean Hill
Partner & Co-Head of the Private Investment Funds Group

Description of services

Our Private Investment Funds Group is a dynamic interdisciplinary team of lawyers offering a complete package of services to private investment funds and institutional investors globally. With over 300 GP and 100 LP clients, our experience representing both sponsors and institutional investors across the alternative asset class on a daily basis gives our lawyers unparalleled insight into trends, developments, and terms and conditions. Our investment funds team includes specialists in financial services regulation and tax.

Ropes & Gray

Headquarters

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Twitter

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Year Founded

1865

Key Personnel

Laurel FitzPatrick
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Leigh Fraser
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Description of services

Ropes & Gray is known for its in-depth knowledge of the hedge funds industry, leading regulatory expertise, and full-service capabilities in advising clients on fund formations and operational and regulatory matters, as well as the wide range of issues they face related to commodities, derivatives, activist investing, investment transactions and special situations. We represent a diverse set of clients from across the spectrum of hedge fund sponsors, from emerging start-ups to the industry's leading institutional managers on the full range of their business.

Tannenbaum Helpert Syracuse & Hirschrift LLP

Headquarters

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Year Founded

1978

Key Personnel

Michael G. Tannenbaum
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Wayne Davis
Partner
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Michele Itri
Partner
itri@thsh.com

Beth Smigel
Partner
smigel@thsh.com

Description of services

Tannenbaum Helpen is a full service business law firm. Its Financial Services, Private Funds & Capital Markets practice advises on hedge and private equity fund structures, organization and tax; multi-manager and fund-of-fund platforms; SEC, CFTC and FINRA registrations and compliance; blue sky; seed and operating agreements; swaps and derivatives; securities litigation and other regulatory issues. Additionally, it counsels family offices, private bank platforms and similar capital pools on investment due diligence, side letter negotiation and organizational and regulatory issues. For more information, visit www.thsh.com

OPERATIONAL SUPPORT

Rod Morrison Marketing**Headquarters**

391 6th Avenue
Brooklyn, NY 11215
917-826-3168
www.rodmorrissonmarketing.com

Year Founded

2011

Key Personnel

Rod Morrison
Executive producer
rod@rodmorrissonmarketing.com

John A. Higgins
Strategy and presentation advisor
john@rodmorrissonmarketing.com

Description of services

1) Specialize in design, staging and production for annual LP meetings and other events 2) Coach and rehearse portfolio company management teams prior to presentations to potential buyers. Clients: Clayton Dubilier & Rice, Apollo, Odyssey, Riverside Company and many more.

Tradecraft Strategic Advisors**Headquarters**

1670 Stirrup Loop
Healdsburg, CA 95448
(707) 529-0326
www.TradecraftStrategic.com

Year Founded

2012

Key Personnel

Kevin McGee
Principal
Kevin.McGee@TradecraftStrategic.com

Description of services

Founded in 2012, Tradecraft provides Operating Partner and Strategic Advisory Services. We work across consumer product categories and are subject matter experts in the alcoholic beverage category. We have unique experiences in aligning and managing multi-business and multi-brand portfolio enterprises and deep experience in crisis management, repositions and turn-arounds.

TresVista Financial Services**Headquarters**

Geetanjali Railway Colony
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Twitter

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Year Founded

2006

Key Personnel

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Co-Founder and Managing Director
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Sudeep Mishra
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Vishal Shah
Director
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Amir Jairazbhoy
Vice President
amir@tresvista.com

Ravi Juneja
Vice President
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Description of services

TresVista is the leading provider of high-end outsourced support for asset managers, investment banks, research firms, and corporates. TresVista delivers operational efficiencies and cost savings to clients while providing them with dedicated teams to support across functions. Supported functions include investor relations, deal sourcing, deal execution, data analytics, valuation, research, financial modeling, portfolio management, marketing, design, fund administration and book-keeping.

W and C Associates LLC**Headquarters**

1126 Sweetbriar Rd
Perkasie, PA 18944
610-751-6230
www.wandcassociates.com

Year Founded

2017

Key Personnel

William O'Shea
CEO
william.oshea@wandcassoicates.com

Description of services

W and C provides Business and Operational support services to businesses in transition. Our efforts support both the sell side and the buy side. We utilize a proprietary Business Delta process to identify and address operations shortcomings that limit profitability, growth and valuation.

PUBLIC RELATIONS

BackBay Communications**Headquarters**

20 Park Plaza
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Boston, MA 02116
617-391-0775
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Twitter

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Year Founded

2006

Key Personnel

Bill Haynes
President & CEO
Bill.Haynes@backbaycommunications.com

Jen Dowd

COO

Jen.Dowd@backbaycommunications.com

Description of services

BackBay Communications is the leader in providing public relations, content marketing and branding services to private equity and venture capital firms. In fact, we have worked with more than 45 different firms in a variety of capacities from ongoing outsourced retainer relationships to projects such as announcing new fund formations, spinoffs, fund closings, new investments and exits, awards, and other firm news, as well as writing thought leadership articles for firm executives. Additionally, BackBay has served as the PR/Marketing partner for private equity and VC industry associations, universities and data providers including ACG Global, Harvard VC/PE Conference, London Business School Private Equity Conference, Northeastern University Alternatives Conference, PitchBook, Yale Private Equity Conference and Wharton Private Equity Conference.

Dukas Linden Public Relations**Headquarters**

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Year Founded

2003

Key Personnel

Richard Dukas
Chairman & CEO
richard@dlpr.com

Seth Linden

President

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Zach Kouwe

Senior Vice President

zkouwe@dlpr.com

Ted Smith

Vice President

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Shree Dhond

Director

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Description of services

DLPR supports emerging managers that recognize the value in differentiating their businesses from the competition. We provide comprehensive brand development services defined by high-quality media relations, strategic messaging, content development, media coaching, investor relations assistance and, if needed, crisis management. We consider reputation management to be essential and we construct campaigns to support long-term business and fundraising goals.

Peaks Strategies**Headquarters**

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Year Founded

2016

Key Personnel

Thomas Walek
Founder, Managing Partner
twalek@PeaksStrategies.com

Description of services

Founded by Thomas Walek, Peaks Strategies is an independent marketing communications firm that provides innovative and impactful solutions to public and private clients in global capital markets, alternative and traditional asset management, fintech, and financial and professional services. We build long-term relationships with clients as we work with them to define, differentiate, promote and protect their reputations and brands in today's demanding marketplace. We put our clients first and measure our performance based on their long-term success.

Stanton**Headquarters**

880 Third Avenue
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Twitter

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Year Founded

1996

Key Personnel

Alex Stanton
CEO
astanton@stantonprm.com

Charlyn Lusk

Managing Director

clusk@stantonprm.com

Tom Faust
Managing Director
tfaust@stantonprm.com

Description of services

Stanton has more than 15 years of experience in private capital, encompassing work for private equity firms of all sizes, from those managing less than \$100 million or working on a deal-by-deal basis, to multi-billion dollar "bulge bracket" firms, including some of the best-known and most-respected brands in the business like Bain Capital and CVC. Our scope of work is wide ranging, including messaging, marketing content and design, LP and fundraising communications, media relations, executive visibility, and transaction communications. We have been the communications partner for many new firms who have gone on to great success.

RISK MANAGEMENT

Global Risk Management Advisors, Inc

Headquarters

299 Park Avenue
6th Floor
New York, NY 10171
(212) 230-1099
www.grmainc.com

Twitter

@GRMAINC

Year Founded

2008

Key Personnel

Sam Won
Founder & Managing Director
swon@grmainc.com

Description of services

We offer asset managers and institutional investors independent and unbiased investment risk management services as a complete and cost effective managed service. Our services encompass all aspects of risk management, including risk measurement and reporting and risk management strategy, processes, controls, and governance.

Marsh USA

Headquarters

1166 Avenue of the Americas
New York, NY 10036
212 345 8756
www.mmc.com

Year Founded

1905

Key Personnel

Stuyve Pierrepont
Managing Director
Stuyve.pierrepont@marsh.com

Karen Beldy
Global Private Equity and M&A Practice Leader
karen.beldy@marsh.com

Description of services

Risk & Insurance consulting in conjunction with Buyout groups formation and activity, including Rep & Warranty transactional solutions.

TECHNOLOGY/SOFTWARE/ CLOUD FIRMS

Altvia

Headquarters

590 Burbank St
#220
Broomfield, CO 80020
800.914.9120
www.altvia.com

Twitter

@altvia

Year Founded

2006

Key Personnel

Kevin Kelly
Founder and CEO

Ben Hendershot
COO

Jeff Williams
VP, Products

Jill Montera
VP, Customer Success

Beth Busenhart
VP, Customer Solutions

Description of services

Altvia translates data into intelligence. As a fully integrated Private Equity solution on the Salesforce® platform, Altvia combines technology with a proven process to harness the institutional knowledge of your communications, LP portal and back-end systems. Successfully raise and deploy capital, ensure compliance and deliver a trusted and transparent experience to stakeholders with a tailored solution from Altvia..

ChemRoutes Corporation

Headquarters

9719 - 42 Avenue
Edmonton, Alberta, Canada T6E 5P8
(780) 970-4783
www.chemroutes.com

Year Founded

1999

Key Personnel

Aubrey J Mendonca
President
aubrey@chemroutes.com

Description of services

Chemical technology platform for new chemical discovery and optimization in pharmaceutical, agrochemical, foods& flavors, animal health, bio-defense and environment.

CSI Diagnostics Inc.

Headquarters

87 Downshire Rd
Suite 201
Hampstead, Québec H3X1H4 Canada
{514} 501-3011
www.csidiagnostics.com

Year Founded

1993

Key PersonnelJerry Tarasofsky
CEO

jerryt@csidiagnostics.com

Description of services

Leveraging the Internet, CSI Diagnostics "MRI for Businesses" methodology provides within 10 working days a very cost effective and quantifiable in-depth analysis of the company's non-financial operating performance capabilities, covering its operations effectiveness, its customer relations, its innovation orientation, its adaptability to change and its culture - all of which has never been measurable before. It has proven invaluable in the due-diligence process, as a way to guide business growth - increasing valuations, and measuring change. It quantifies hidden assets such as goodwill; brand value; management effectiveness; alignment of the key stakeholders - staff, management, customers & suppliers; identifying barriers to creating a culture of innovation; and providing direct actions on an individual customer basis that can increase their loyalty and reduce churn. It has been proven with hundreds of enterprises - from SMB's to major global corporations in all industries.

doeLEGAL, Inc.**Headquarters**1200 Philadelphia Pike
Wilmington, DE 19809
(302) 798-7500
www.doelegal.com**Twitter**

@doelegal

Year Founded

1971

Key PersonnelThomas Russo
President
info@doelegal.comScott Miller
Marketing Director
smiller@doelegal.comBruce Kuennen
Sales Director
bkuennen@doelegal.com**Description of services**

doeLEGAL provides superior Enterprise Legal Management Software (ASCENT) and eDiscovery technology & hosting services dedicated to helping corporate legal departments and law firms meet their daily challenges. Our 5-part distinction model includes a predictable cost of ownership, superior technology & software, configured to your unique world, with client-focused support, and solutions built on a foundation of collaboration. Our experience in providing innovation to the legal industry for over 46 years has evolved our SaaS services into a full legal project management suite of solutions that enhances workflow with process automation. Our mission is to provide you with the outstanding software, service, and support that will enhance your ability to practice law in more collaborative and efficient ways.

eVestment**Headquarters**100 Glenridge Point Parkway
Suite 100
Atlanta, GA 30342
877-769-2388
www.evestment.com**Twitter**

@evestment

Year Founded

2000

Key PersonnelStuart Williams
Senior Vice President - Private Markets
swilliams@evestment.comDrake Paulson
Director - Private Equity Solutions
dpaulson@evestment.comBruce Kaminsky
Solutions Specialist - Private Markets
bkaminsky@evestment.com**Description of services**

eVestment provides private markets fund managers with powerful fund analytics along with unique market insights into investor and consultants' strategies, allocation changes and manager searches and reviews. Read on to find out how eVestment can help you free up valuable resource and be more prepared than ever for fundraising and ongoing investor relations. Market Intelligence - Keep up to date with U.S. public plan manager searches and presentations. - Access actual documents from plans, investment boards and their investment consultants to know what is top of mind and if upcoming searches coincide with your firm's strategy. - Gain insight into how consultants are truly evaluating you and your competitors. - Watch actual recordings of your competitors' pitches to understand the story they're telling. - Find the real fees investors are paying to better benchmark your offering. Fund-Level Intelligence - Calculate and analyze your fund performance more efficiently and accurately. - Slice and dice performance at both the portfolio company and fund level to enhance your understanding of your firm's strengths and weaknesses. - Securely and efficiently distribute your track record to investors and consultants and reduce additional requests for information. - Store your performance data in a centralized, secure repository to prevent the risk of unauthorized access or distribution of your track record. Find out more at <http://info.evestment.com/buyouts-private-markets>

Eze Castle Integration**Headquarters**100 High Street
16th Floor
Boston, MA 02110
800-752-1382
www.eci.com**Twitter**

@EzeCastleECI

Year Founded

2005

Description of services

Eze Castle Integration's products and services include Private & Hybrid Cloud Services, Cyber Security Services, Technology Consulting, Outsourced IT Support, Project & Technology Management, Professional Services, Telecommunications, Voice over IP, Business Continuity Planning and Disaster Recovery, and Storage Solutions.

Granite Telecommunications**Headquarters**100 Newport Avenue Extension
Quincy, MA 02171
617.933.5500
www.granitenet.com

Year Founded

2002

Description of services

Wholesale solutions for portfolio companies' phone & internet needs.

LeapSwitch Networks Private Limited**Headquarters**

Baner Balewadi Road
Shrishti Elegance, 3rd Floor
Pune, India
9860796698
www.Leapswitch.com

Year Founded

2010

Key Personnel

Ishan Talathi
CEO
Ishan@Leapswitch.com

Chandrashekhar Talathi
Director
Ctalathi@gmail.com

Description of services

Cloud Services, Backup and Email (Smarter mail) Services

Maestro**Headquarters**

31 W 52nd Street
16th Floor
New York
646-862-6530
https://go-maestro.com

Year Founded

2017

Key Personnel

Amy Newlan
SVP, Client Development
amy@go-maestro.com

Michael Frey
VP of Engineering
michael@go-maestro.com

Jon Apter
CFO
jon@go-maestro.com

Description of services

Maestro is the first platform to institutionalize a private equity firm's approach to portfolio operations. With nearly a decade of experience in working hand-in-hand with PE backed companies focus on operational improvements, we provide our clients with content and a platform to help streamline their approach to value creation in portfolio companies and to find alignment with management teams.

PFA Solutions**Headquarters**

4031 University Drive
Suite 300
Fairfax
(703) 239-4732
www.pfasolutions.com

Year Founded

2013

Key Personnel

Richard Change
Co-founder/Managing Partner
richard.change@pfasolutions.com

Mujahid Ali
Co-founder/Managing Partner
mujahid.ali@pfasolutions.com

Description of services

FirmView is a cloud based platform for the Alternative Investment industry that helps streamline fund performance reporting and carried interest management. Performance Management incorporates AltExchange data definitions such as Capital Accounts, Cash Flows and Portfolio Company Metrics to streamline performance reporting, investor request responses and providing data-driven support for fundraising opportunities. Carry Management application seamlessly and accurately manages and distributes carried interest allocations for partners and eligible participants. Leverage estimated exit multiples to run scenario based simulations to predict future carry earnings across all funds and investments. Key features: - Track changes to allocations over the life of an investment - Generate distributions summaries and notice letters - Setup investment profiles that can be used to quickly on-board new investments - Desktop integration with Microsoft Excel for Ad-Hoc analysis - Migrate "offline schedules" into a structured environment that's scalable and auditable

SS&C Technologies**Headquarters**

80 Lamberton Road
Windsor, CT 06095
(800) 234-0556
www.ssctech.com

Twitter

@SSCTechnologies

Year Founded

1986

Key Personnel

Andrew Hoemann
Managing Director, Private Equity Services
ahoemann@sscinc.com

Joe Patellaro
Managing Director, Global Business Head – Private Equity Services
Joseph.Patellaro@sscinc.com

Michael Li
mli@globeop.com

Kamran Anwar
Head of Private Equity and Real Estate Services
kanwar@globeop.com

Mark Suter
Director of Business Development
msuter@globeop.com

Description of services

SS&C provides software and software-enabled services to the global financial services industry. SS&C has the experience and the state-of-the-art technology to meet the complex needs of private equity sponsors and investors. One such solution, SS&C GlobeOp's TNR™, provides clients with a comprehensive framework for firm-wide private equity operations, data management, and investor reporting. Another key solution is SS&C PEVision, an online gateway into investor account data, current and historical capital balances and cash flows, and fund performance.

VALUATION ADVISORS

Appraisal Economics Inc.

Headquarters

140 E. Ridgewood Avenue
Suite 380N
Paramus, NJ 07450
(201) 267-0949
www.appraisaleconomics.com

Year Founded

1990

Key Personnel

Nada N. Reilly
Director Client Relations
nreilly@appraisaleconomics.com

Description of services

Appraisal Economics is an independent valuation firm providing appraisal, valuation and advisory services for more than 25 years. Some of our services include, among many, intangible asset and goodwill impairment analysis, real estate and machinery and equipment appraisals, IP and complex security valuations, and fairness and solvency opinions. Our projects have been located throughout the country and in other parts of the world. We have the valuation knowledge necessary to provide a fully documented report that will support our conclusion of value for mergers and acquisitions, accounting, federal tax, property tax, regulatory, bank financing, condemnation, and litigation purposes, in accordance with Uniform Standards of Professional Appraisal Standards (USPAP). Appraisal Economics provides services across several industries, including financial services, infrastructure, pharmaceutical, consumer goods, retail, media and publishing, chemicals, and mining. In addition, we have a dedicated power team comprised of experts that have appraised power generating units including coal, natural gas, hydroelectric, nuclear, peakers, cogeneration, steam and condensate, chilled water, solar, wind parks, biomass, geothermal, and municipal waste-to-energy.

Corporate Valuation Advisors, Inc.

Headquarters

625 Walnut Ridge Drive
Suite 105
Hartland, WI 53029
(262) 369-0400
corporatevaluationadvisors.com

Year Founded

1988

Key Personnel

Tom Stapleton
President
tstapleton@corporatevaluationadvisors.com

James Volkman
Managing Director
jvolkman@corporatevaluationadvisors.com

Brad Carlson
Managing Director
bcarlson@corporatevaluationadvisors.com

Description of services

Valuation Services including but not limited to: Solvency, Surplus and Fairness Opinions, Purchase Price Allocation, Enterprise and Equity Valuations, Transfer Pricing, Estate Planning, Stock and Stock Option Valuations, Intangible Valuations, Goodwill Impairment Evaluations, Trademark, Patents, Customer Lists and other Intangible valuation.

Duff & Phelps, LLC

Headquarters

55 East 52nd Street
31st Floor
New York, NY 10055
(212) 871-2000
www.duffandphelps.com

Twitter

@duffandphelps

Year Founded

1932

Key Personnel

Christopher Franzek
Managing Director
chris.franzek@duffandphelps.com

Robert J. (Joey) Malagon
Managing Director
robert.malagon@duffandphelps.com

Description of services

Duff & Phelps is the premier global valuation and corporate finance advisor with expertise in complex valuation, disputes and investigations, M&A, real estate, restructuring, and compliance and regulatory consulting. Our clients include publicly traded and privately held companies, law firms, government entities and investment organizations such as private equity firms and hedge funds. We also advise the world's leading standard setting bodies on valuation issues and best practices. Duff & Phelps' more than 2,000 professionals are located in over 70 offices in 20 countries around the world.



PLACEMENT AGENTS

Acalyx Advisors

Headquarters

275 Madison Avenue
14th Floor
New York, NY 10016
(212) 235-0870
www.acalyx.com

Year Founded

2015

Key Personnel

Jennifer Cho Rinehart
CEO & Partner
jrinehart@acalyx.com

Jane Sutherland
Partner
jsutherland@acalyx.com

Description of services

Acalyx is a highly selective independent firm specializing in advisory, private placement and investor relations for leading alternative asset management firms around the globe. With offices in New York and San Francisco, the firm is led by a seasoned team of senior professionals who have collectively raised and advised on over \$80 billion in private equity over the last 15 years. Prior to establishing Acalyx, the team worked together for over a decade serving as a trusted advisor to General Partners raising private equity funds from institutional investors across a number of strategies, including buyout, special situations and credit. For more information, visit www.acalyx.com.

ADM Investor Services Inc

Headquarters

1 Penn Plaza
44th Floor
New York, NY 10119
212-785-4303
www.admis.com

Twitter

@adm

Year Founded

1903

Key Personnel

Judson B Schumacher
Senior Relationship Manager
judson.schumacher@admis.com

Description of services

We seek capital for emerging CTA managers from institutional capital pools as a corollary to our inst hedge fund futures brokerage business

Alternative Investment Source LLC

Headquarters

259 N. Radnor Chester Road
Suite 140
Radnor, PA 19087
610 783-0702
www.altinsource.com

Year Founded

1999

Key Personnel

Bonnie R. Plunkett
Managing Director/Founder
brp@altinsource.com

Description of services

Since inception, AIS has specialized in assisting emerging managers with comprehensive strategic marketing, fundraising and investor relations programs in the full range of alternative programs including real estate partnerships. The firm selectively limits assignments to ensure a maximum level of service and utilizes a targeted, hands-on approach whether providing full turn-key services for a full raise, assisting GPs with a round-out raise or in diversifying their LP base. Special assignments include: working with GPs in fund pre-launch marketing analysis, preparation and strategic positioning; web-site enhancement; comprehensive Investor Relations programs to ensure GPs with continuous market visibility. AIS has earned a reputation for providing optimum levels of service and support, because we limit the number of concurrent assignments and add considerable value/credibility through active involvement in all phases of the fundraising process and special assignments. The firm is also recognized for being well-versed in investment preferences for an extensive and diversified investor base and for having deep, quality relationships with LP sectors to include corporate and public pension plans, financial institutions, foundations and endowments, family offices, fund of funds, strategic investors and consultants.

Apia Financial Group, LLC

Headquarters

16240 Rebecca Drive
Wildor, ID 83676
208-577-0717

Year Founded

2013

Key Personnel

Raymond Smith
President
Smithraymond1@gmail.com

Arch Street Advisors

Headquarters

200 Four Falls, Suite 211
1001 Conshohocken State Rd.
West Conshohocken, PA 19428
610-862-0882
www.archstreetadvisors.com

Year Founded

2008

Key Personnel

Larry Hollin
Partner
lhollin@archstreetadvisors.com

Description of services

Fundraising, strategic positioning and investor relations

Asante Capital Group LLP

Headquarters

25 Old Burlington Street
Floor 4
London W1S 3AN
+44 20 3696 4700
www.asantecapital.com

Year Founded

2010

Key Personnel

Warren Hibbert
Managing Partner
wh@asantecapital.com

Fraser van Rensburg
Managing Partner
fvr@asantecapital.com

Reyno Norval
Director
rn@asantecapital.com

Simon Gold
Senior VP
sg@asantecapital.com

Laura Leyland
Senior VP
ll@asantecapital.com

Description of services

Asante is a leading independent private equity placement and advisory group focused on partnering with best-of-breed fund managers in both developed and emerging markets. We provide bespoke advisory and capital raising solutions for clients raising alternative investment funds around the world. Our team has successfully executed on over 50 global exclusive capital raising assignments for General Partners with strategies across buyout, venture capital, special situations, infrastructure, energy and private debt, including direct private placement mandates. We believe in partnering with market leaders who have experienced and stable investment teams, where interests are strongly aligned with those of their investors and that each have a differentiated approach to creating value for all stakeholders that genuinely sets them apart. As a boutique firm dedicated to providing superior service to a limited number of exceptional managers, we employ a low-volume approach that allows us to provide bespoke, strategic solutions for each individual mandate. With offices in London and New York, we provide global coverage of the institutional investor base. Our experienced team of professionals maintains trusted relationships with investors across the following institutions: pension funds, fund of funds, sovereign wealth funds, insurance companies, endowments, family offices, development finance institutions, asset managers, foundations, gatekeepers and corporations. Over the past 12 years, our team has been involved in sourcing over \$50 billion of institutional capital from investors based in Asia, Australia, Europe, the Middle East and North America. Please visit our website at www.asantecapital.com for more information.

Atlantic Pacific Capital**Headquarters**

102 Greenwich Avenue
2nd Floor
Greenwich, CT 06830
203-862-9182
www.apcap.com

Description of services offered

APC takes a highly focused and integrated approach with its project management and its distribution teams for each mandate. APC efficiently leverages its global network of institutional investors with its 2:1 ratio of distribution professionals to number of mandates. The project management team manages the overall process and proactively advises the manager with real time feedback from distribution professionals and investors. Importantly, APC only represents 6-8 non competing mandates at one time.

Avec Capital**Headquarters**

3 East 63rd Street
2BC
New York, NY 10065
(212) 752-7210
www.aveccapital.com

Year Founded

2008

Key Personnel

Nina Lesavoy
Managing Director and Founder
nlesavoy@aveccapital.com

Christine Kelleher
Managing Director
ckelleher@aveccapital.com

Amanda Havriluk
Business Development Manager
ahavriluk@aveccapital.com

Johanna Gregory
Office Manager
jgregory@aveccapital.com

Axius Partners Pty Limited**Headquarters**

10 Bridge St
Level 3
Sydney, NSW 2000 Australia
+61 2 8090 3614
www.axiuspartners.com

Year Founded

2011

Key Personnel

George Giovas
Managing Director
ggiovas@axiuspartners.com

John Maragiannis
Managing Director
jmaragiannis@axiuspartners.com

Axonia Partners**Headquarters**

20 rue Royale
Paris
33171181500
www.axonia-partners.com

Year Founded

2007

Key Personnel

Alexandre Alfonsi

President

contact@axonia-partners.com

Description of services

We support operational and specialized private equity teams in their fundraising and investor relations, and advise investors on the disposal of their stakes in private equity funds

BearTooth Advisors

Headquarters

712 Fifth Avenue
19th Floor
New York, NY 10019
(212) 271 6296
www.beartoothadvisors.com

Year Founded

2014

Key Personnel

Bob Brown
Managing Partner
bbrown@beartoothadvisors.com

Andy Lund
Managing Partner
alund@beartoothadvisors.com

Jim McGee
Managing Partner
jmcgee@beartoothadvisors.com

Description of services

BearTooth Advisors provides strategic advisory and placement agency services to alternative investment managers globally from offices in London and New York City. Managing Partners, Bob Brown, Andy Lund and Jim McGee, have more than 42 years of collective experience at leading alternative investment management firms including The Carlyle Group, Advent International and Riverstone Holdings, and traditional placement agent practices at Merrill Lynch and UBS. We believe that the combination of our substantial fundraising experience, in-house perspective and focused yet flexible approach provides for a unique alternative to legacy fundraising options.

Bradley Woods

Headquarters

805 Third Avenue
18th Floor
New York, NY 10022
346-352-0705
www.bradleywoods.com

Year Founded

1970

Key Personnel

Dana Levy Germain
dana@bradleywoods.com

Bridge 1 Advisors

Headquarters

1 Westmere Avenue
Rowayton CT 05853
(203) 299-0018
www.bridge1.us

Year Founded

2006

Key Personnel

Robert G McGroarty

Managing Partner

bob@bridge1.us

Description of services

Third party marketing for a limited number of clients.

Bridge Haven

Headquarters

45 Rockefeller Plaza
Suite 200
New York, NY 10111
646 481 4013
www.bridgehavenllc.com

Year Founded

2015

Key Personnel

Derek Dietrich
Partner
derek@bridgehavenllc.com

Description of services

Raise capital for private funds (private equity, real estate, real assets and private credit). Raise capital for investments managed by Independent Sponsors.

Bright Harbor Advisors

Headquarters

1271 Avenue of the Americas
43rd Floor
New York, NY 10020
(646) 278-4759
www.brightharboradvisors.com

Year Founded

2014

Description of services

Bright Harbor Advisors is an established, independent private fund advisor led by a stable senior team with significant buy-side investment heritage. As a full service placement advisor, we provide a customized approach and dedicated staff to partner with leading alternative asset general partners around the world in achieving their goals. Our institutional investor relationships are global, diversified by investor type and invest across strategies.

Brooklands Capital Strategies

Headquarters

909 Montgomery St, 3rd Floor
San Francisco, CA 94133
415-438-1200
www.brooklandscapital.com

Year Founded

2014

Key Personnel

Peter McMillan
Founder
pmmcillan@brooklandscapital.com

Dan Carroll
Founder
dcarroll@brooklandscapital.com

Erin O'Donovan
Founder
eodonovan@brooklandscapital.com

Lisa Westley
Partner
lwestley@brooklandscapital.com

Description of services

Originally founded as a division of TPG Capital, Brooklands is a boutique advisory firm that provides capital raising and strategic advisory services to alternative asset managers. We focus on a small number of best-in-class mandates each year, with a mix of primary and secondary fund offerings, direct investments, and co-investments.

Campbell Lutyens**Headquarters**

3 Burlington Gardens
London W1S 3EP
+44 (0)20 7439 7191
www.campbell-lutyens.com

Year Founded

1988

Key Personnel

Andrew Sealey
Managing Partner & CEO
sealey@campbell-lutyens.com

Richard Allsopp
Managing Partner
allsopp@campbell-lutyens.com

Description of services

Founded in 1988, Campbell Lutyens is an independent alternative asset advisory firm focused on fund placement and secondary advisory. Our fund placement practice advises and raises capital globally for private equity, infrastructure and debt managers. Our secondary advisory practice advises institutional and other investors on the sale or restructuring of portfolios of funds or direct investments in both private equity and infrastructure. We also advise managers on GP-led liquidity and fund restructuring transactions. The firm has a team of more than 125 operating from offices in London, New York and Hong Kong, with global and broad-ranging expertise in the private equity, infrastructure and private debt sectors.

CapEos**Headquarters**

16 Lynton Avenue
London W13 0EB
+44 207 018 1873
www.apeos.com

Year Founded

2013

Key Personnel

Eric Maillebiau
Founder
eric.maillebiau@apeos.com

Description of services

Introductions to a network of institutional investors / Strategic advice re. fundraising strategy.

CapIntro Partners**Headquarters**

Saeed Tower II, Sheikh Zayed Road, PO Box 115110
Dubai, UAE
6175434122
www.capintropartners.com

Year Founded

2007

Key Personnel

Mahmoud Al-Khawaja
CEO
mak@capintropartners.com

Bruce Crystal
Managing Director
bcystal@capintropartners.com

Capstone Partners**Headquarters**

13355 Noel Road
Suite 1600
Dallas, TX 75240
972 980 5800
www.csplp.com

Year Founded

2001

Key Personnel

Steve Standbridge
Managing Partner
sstandbridge@csplp.com

Louis de Saint-Marcq
Managing Partner
ldesaint-marcq@csplp.com

Alexandre Schmitz
Managing Partner
aschmitz@csplp.com

Description of services

Capstone Partners is a placement agent dedicated to raising capital for a selected group of general partners. Each year Capstone works with a variety of fund types with a size of between USD 250 million and USD 2 billion. The firm aims to maintain between 8 to 10 engagements per year, with a broad representation of non-competing private equity strategies. In addition, the firm also provides secondary market liquidity solutions with a focus on the GP side advisory. Capstone Partners has a total of 30 fund placement professionals covering North America, Europe and Asia.

Champlain Advisors, LLC**Headquarters**

779 North Street
Greenwich, CT 06831
212.686.7949x112
www.champlainadvisors.com

Year Founded

2003

Key Personnel

Terence M. Crikelair
Managing Partner
terry@champlainadvisors.com

Description of services

Fund placement, advisory and investor relations services.

Cohen Brothers**Headquarters**

57 Drayton Gardens, Flat 6
London SW10 9RU
(44) 7380 121213
www.cohenbrothers.eu

Year Founded

2007

Key Personnel

Robert Cohen

CEO

robert.cohen@cohenbrothers.eu

Nathan Baruch

Executive Director Nordics

nathan.baruch@cohenbrothers.eu

Filip Stenberg

Executive Director

filip.stenberg@cohenbrothers.eu

Raoul de Vaucelles

Executive Director

raoul.devaucelles@cohenbrothers.eu

Alex David Novotny

Executive Director

alex.novotny@cohenbrothers.eu

Description of services

Cohen Brothers is an established international placement agent with offices in Amsterdam, Dublin, Copenhagen, London (Head Office), Madrid, Paris, Stockholm and Tel-Aviv and reach to the US markets. The firm works for fund managers who are global, regional, national leaders (Capital Dynamics, Amundi, Aberdeen Standard Investments) or high quality specialists, often in multi-year assignments. It raises capital from professional investors, both institutional investors and family offices around the world, including the US, in most private asset strategies, including private equity and debt, infrastructure and real estate, and in long only asset classes. Cohen Brothers is an expert in customized investment solutions such as segregated mandates, white label funds or parallel portfolios. It also raises capital for GP-sponsored equity, debt, infrastructure and real estate co-investments and finds counterparties for secondary fund interests. We also advise institutions on fund manager selection and other stages of the investment process. Local presence in Europe & Middle East, global investor relationships including the US, extensive industry expertise, long term investor relationships, knowledgeable senior personnel trained at first tier global firms, entrepreneurial business model differentiate Cohen Brothers from the competition and give it a significant advantage in its services.

Commerce Street Capital, LLC**Headquarters**

1445 Ross Avenue, Suite 2700

Dallas, TX 75202

214-545-6814

www.commercestreetcapital.com

Year Founded

2004

Constantine Advisors Ltd.**Headquarters**

23 Hanover Square

London

+44 7503 586 745

www.constantineadvisors.com

Year Founded

2011

Key Personnel

Mark Baer

Managing Partner

Mbaer@constantineadvisors.com

Anthony Huston

Director - Asia-Pacific

Ahuston@constantineadvisors.com

Yasin Ebrahim

Senior Associate

Yebrahim@constantineadvisors.com

Description of services

Constantine Advisors Ltd. was founded in London in 2011 and opened its first regional office in Singapore in April 2016. We offer private equity/alternative fund manager clients a unique global advisory service to facilitate successful long-term fundraising partnerships with leading private placement agents across the globe. In all of our highly bespoke and discrete client engagements, common themes are the trusted relationships we have developed with a deep and diverse network of 100+ leading global and regional placement agent firms, combined with a highly aligned trusted advisor relationship with fund managers to enhance the overall quality and success of their partnerships with agents. We typically assist 5-10 fund manager clients per year, raising funds between \$100mn - \$1bn in size, across any or all geographies, and in all alternative fund strategies including mid/lower-market buyout, VC/growth, sector-focused, real estate, infrastructure, credit/private debt, and liquid/hedge.

Credit Suisse**Headquarters**

Paradeplatz 8

Zurich, Switzerland

41-844-33-88-44

www.credit-suisse.com

Twitter

@CreditSuisse

Year Founded

1856

Description of services offered

Credit Suisse is a leading wealth manager, with specialist investment banking capabilities and a strong presence in our home market of Switzerland. We seek to follow a balanced approach to wealth management, aiming to capitalize on both the large pool of wealth within mature markets as well as the significant growth in wealth in Asia Pacific and other emerging markets, while also serving key developed markets with an emphasis on Switzerland.

CrossBay Capital Partners**Headquarters**

78 Pine Street

Suite 101

New Canaan, CT 06840

(203) 920-1500

www.crossbaycapital.com

Year Founded

2005

Key Personnel

Joseph "Joe" Sindelar

Founder & Managing Partner

jsindelar@crossbaycapital.com

Robert "Bob" Betack

rbetack@crossbaycapital.com

Bernard "Bernie" Clarke

bclarke@crossbaycapital.com

Kevin Sarsany

ksarsany@crossbaycapital.com

Jeffrey "Jeff" Gould
jgould@crossbaycapital.com

Description of services

CrossBay Capital Partners is a boutique placement agent based in New Canaan, CT. We raise capital for established alternative investment managers with a primary focus on private equity. Our range of strategies includes: buyout, distressed, mezzanine, venture, and real estate in both direct and fund of funds structures. At CrossBay, our partners have extensive institutional investment experience, with both buy-side and sell-side expertise. We understand the challenges of building portfolios with a core belief that "long-term risk adjusted investment strategies can add significant value to a portfolio." Since 2005, CrossBay has raised funds for several types of strategies and developed relationships with investors across multiple channels.

Cygnus Capital Partners Limited

Headquarters

84 Brook Street
London W1k 5EH
+44 (0) 20 7993 8006
www.cygnus-capital.com

Year Founded

2002

Key Personnel

Lance Whitehead
Managing Director and Founder
ljw@cygnus-capital.com

Sandra Stohler
Managing Director
sandra@cygnus-capital.com

John Donachie
Compliance Director

Helen Vickers
Office Manager

Sarah Clarke
Director of Foundation Fundraising Services

Description of services

Cygnus Capital introduces buyout, venture capital, and real estate managers to investors across West Europe, Scandinavia and the Middle East. The firm provides fundraising services and undertakes 'top-up' and geographically focused mandates. Additionally, Cygnus places secondary transactions and direct investments.

Denning & Company LLC

Headquarters

333 Bush Street
Suite 2800
San Francisco, CA 94104
(415) 399-3939
www.denningandcompany.com

Year Founded

2001

Key Personnel

Paul Denning
CEO
pdenning@denningandcompany.com

Jill Kitazaki
President
jkitazaki@denningandcompany.com

David Denning
Director
ddenning@denningandcompany.com

Emma Armstrong
Vice President
earmstrong@denningandcompany.com

Corrine Stoll
Executive Assistant
cstoll@denningandcompany.com

Description of services

Based in San Francisco and founded in 2001, Denning & Company is a leading boutique private equity advisory firm which provides consulting and fund raising services to both established and emerging private equity partnerships worldwide. We are attracted to challenging assignments. With over 70 years of combined industry experience, we continually build upon our trusted relationships with top-tier General and Limited partners to create successful and enduring investment partnerships. We trust, respect and like the people with whom we choose to work. Our marketing efforts embrace institutional investors, including: advisors, fund-of-funds, consultants, endowments/foundations, public and corporate pension funds, insurance companies, strategic corporate investors, carefully qualified family offices/high net-worth individuals.

Eaton Partners

Headquarters

131 Rowayton Ave
Rowayton, CT 06853
203-831-2970
www.eatonpartnersllc.com

Twitter

@eatonpartners

Year Founded

1983

Key Personnel

Jeff Eaton
Partner
jje@eatonpartnersllc.com

Charlie Eaton
Partner & Founder
cpe@eatonpartnersllc.com

Thomas S. Kreidler
Partner
tsk@eatonpartnersllc.com

Chris Lerner
Partner
cl@eatonpartnersllc.com

Peter T. Martenson
Partner
ptm@eatonpartnersllc.com

Description of services

With over 60 professionals across offices in North America, Europe, and Asia, the firm raises institutional capital for investment managers across a full range of alternative strategies: private equity, private credit, real assets, real estate, and hedge funds/public market strategies. Eaton Partners is currently in the market with funds some of whose strategies include: sector-specific and general buyout, real estate equity and credit, infrastructure, midstream energy, mining, mezzanine credit, municipal credit, event driven equity and long/short equity. Partnering with a select number of the highest-quality fund managers, Eaton Partners has represented some of the most innovative funds of the last three decades. With extensive institutional relationships, deep sector knowledge, and fresh insights, Eaton Partners is dedicated to every client's success. In January

2016, Eaton Partners became a wholly owned subsidiary and affiliate of Stifel Financial Corp., a leading middle-market investment bank, to further ensure Eaton's success at the highest level of the global placement business. Eaton Partners, LLC, is a registered broker-dealer and a member of FINRA. It is registered as an Introducing Broker with the Commodity Futures Trading Commission and is a member of the National Futures Association (NFA). Eaton Partners (UK) LLP is authorized and regulated by the Financial Conduct Authority (FCA). Eaton Partners Advisors (HK) Limited is approved as a Type 1 License company under the Securities and Futures Commission (SFC) in Hong Kong. Eaton Partners and the Eaton partners logo are trademarks of Eaton Partners, LLC, a limited liability company © Eaton Partners, LLC, 2018. Eaton Partners, LLC is a wholly owned subsidiary and affiliate of Stifel Financial Corp.

EdgeLine Capital

Headquarters

11726 San Vicente Blvd
Suite 610
Los Angeles, CA 90049
310-442-0595
www.edgelinecapital.com

Year Founded

2010

Key Personnel

Damon Fisher
Managing Partner
dfisher@edgelinecapital.com

Joe Silver
Managing Partner
jsilver@edgelinecapital.com

Dan Epstein
Managing Partner
depstein@edgelinecapital.com

Tamara Christian
Partner
tchristian@edgelinecapital.com

Jennifer Hunt
Partner
jhunt@edgelinecapital.com

Description of services

EdgeLine Capital Partners is an independently owned third party marketing firm dedicated to raising capital for carefully screened premier investment strategies and partnerships. Our clients include private equity, real estate, and absolute return strategies in both the U.S. and abroad.

Elm Capital

Headquarters

26 St James's Square, 2nd Floor
London SW1Y 4JH
+44 (0) 207 901 8940
www.elmcapital.com

Year Founded

2004

Key Personnel

Etienne Deshormes
Managing Partner
edeshormes@elmcapital.com

Emanuele Musso
Partner
emusso@elmcapital.com

Alberto Badino
Partner
abadino@elmcapital.com

Bernhard Ellmer
Partner
bellmer@elmcapital.com

Samantha Page
Partner
spage@elmcapital.com

Description of services

Elm Capital is a global private equity advisory firm active in the primary and secondary markets. In the primary market, Elm Capital advises general partners on the structuring, marketing and syndication of limited partnership interests to institutional investors globally. We focus on the lower end of the middle market, with target fund sizes of up to \$1Bn. Elm Capital is particularly interested in and experienced at assisting emerging managers, team spinouts, and groups that are raising capital from institutional investors for the first time or that are seeking significant geographic expansion of their investor base. In the secondary market, Elm Capital acts as an adviser to general partners and limited partners on transactions on single fund transactions, portfolio sales, liquidity offers and fund restructurings. Elm Capital covers institutional investors globally, and trades outside of the US as Elm Capital Associates Ltd, a UK limited company authorised and regulated by The Financial Conduct Authority, and within the US as Elm Capital USA Limited registered US broker-dealer member of FINRA and SIPC.

EPIC Private Equity

Headquarters

16-20 Ely Place
Audrey House
London EC1N 6SN
+44 207 269 8855
www.epicpe.com

Year Founded

2012

Key Personnel

Daniel Roddick
Managing Director
daniel.roddick@epicpe.com

Gavin Mailer-Howat
Director
gavin.mailer-howat@epicpe.com

Description of services

Epic Private Equity LLP (EPE) is an FCA regulated investment and advisory boutique established in 2001 with three business lines: Placement and Advisory, Capital (private equity investment) and Administration. EPE's placement division assists private equity and private debt managers raise capital from institutions worldwide, and advises on the restructuring and sale of debt and private equity portfolios. With a specialist niche in alternative credit, EPE has advised managers in Europe and the US across the spectrum of debt strategies from senior direct lending to mezzanine and venture debt.

Excelsior Capital Partners

Headquarters

826 North Elm Street
Suite 1000
Greensboro, NC 27401
(203) 524-0437
www.excelsiorcapitalpartnersllc.com

Year Founded

2011

Key Personnel

Brian Bode
 Managing Director
 brian.bode@excelsiorcapitalpartnersllc.com

Description of services

Excelsior Capital Partners LLC ("Excelsior") is a boutique advisory and capital raising firm focused exclusively on real estate managers. Excelsior specializes in representing experienced real estate sponsors with well-defined and defensible investment strategies, strong prior track records and stable / growing investment teams. While these sponsors have compelling investment platforms, they do not yet have broad awareness and support from institutional investors. While private placement is the primary focus of the firm, materials preparation and other capital raising services and investor relations assistance is provided on a select basis.

FBR & Co.**Headquarters**

1300 North 17th Street
 Suite 1400
 Arlington, VA 22209
 703-312-9500
 www.fbr.com

Year Founded

1989

Fern Creek Ventures LLC c/o WR Hambrecht & Co, LLC**Headquarters**

909 Montgomery Street
 3rd Floor
 San Francisco, CA 94133
 415.888.3285
 www.ferncreekventures.com

Year Founded

2012

Key Personnel

Mark Moorberg
 Managing Member
 mark@ferncreekventures.com

First Avenue**Headquarters**

Grace Building
 1114 Avenue of the Americas
 34th Floor
 New York, NY 10036
 646 582 5777
 www.firstavenue.com

Year Founded

2006

Key Personnel

Paul Buckley
 Managing Partner
 pbuckley@firstavenue.com

 Brian Price
 Principal
 bprice@firstavenue.com

Jess Larsen
 Partner
 jlarsen@firstavenue.com

Michael Henningsen
 Partner
 mhenningsen@firstavenue.com

Martin Donnelly
 Partner
 mdonnelly@firstavenue.com

Description of services

FIRSTavenue is a leading independent global advisory and capital placement business focused on private funds and private companies. FIRSTavenue covers the significant investors in the developed world and the developing world. FIRSTavenue is differentiated by the breadth and depth of its reach through five global offices and benefits from a large team of former pension consultants on staff. FIRSTavenue's clients include leading GPs and management teams across the key private market and industry sectors: private equity, private credit, real estate and real assets.

FocusPoint Private Capital Group**Headquarters**

280 Park Avenue, Tower West, 35th Floor
 New York, NY 10017
 212-847-1380
 www.fpcgllc.com

Year Founded

2010

Key Personnel

David Conrod
 CEO and Founder
 dconrod@fpcgllc.com

Gaurang Vyas
 Chief Operating Officer
 gvyas@fpcgllc.com

Robert Mortimer
 Partner
 rmortimer@fpcgllc.com

Cheryl Rogers
 Managing Director
 crogers@fpcgllc.com

Laura Hill
 Managing Director
 lhill@fpcgllc.com

Description of services

FocusPoint has established distribution, origination, and project management teams that have successfully raised capital in private markets for over 20 years. Since 2010, FocusPoint has participated with General Partner clients and closed on over \$4 billion for a variety of third-party fundraising assignments. We incorporate a rigorous due diligence process to identify and select managers that address specific opportunities throughout all market cycles. We seek to form long-term partnerships with our institutional clients by carefully selecting managers who offer distinctive and compelling investment strategies. FocusPoint's distribution capability directly extends to endowments, foundations, corporate and public pension funds, ultra-high net worth families, sovereign wealth funds, and other institutional investors throughout North America, Europe, Middle East, and Asia. For over two decades, our team of professionals has been dedicated to developing, fostering, and transacting with these institutional and institutional-type relationships. FocusPoint is the trade name of FPCG, LLC, a broker-dealer registered with the Securities and Exchange Commission and is a member of FINRA and SIPC.

Forum Capital Partners

Headquarters

140 East 45th Street
40th Floor
New York, NY 10017
212-290-1787
www.forumcp.com

Year Founded

2001

Key Personnel

Jeff Stern
Managing Director
jstern@forumcp.com

Robert Schwabe
Managing Director
rschwabe@forumcp.com

Alex Cucharale
Vice President
acucharale@forumcp.com

Meghan McDevitt
Marketing Director
mmcdevitt@forumcp.com

Nathan Greene
Associate
ngreene@forumcp.com

Description of services

Founded in 2001, Forum Capital Partners is a leading, independent placement agent and fundraising advisor to top-tier private investment managers. Forum partners with both established and emerging managers seeking to diversify and enhance their investor base by raising institutional capital for buyout, growth equity, real estate, infrastructure, natural resources, secondary and other private investment strategies on a global basis. Forum provides investment managers with comprehensive fund advisory and placement services for primary, direct and secondary mandates.

FPG Partners, LLC

Headquarters

4713 West Lovers Lane
Suite 100
Dallas, TX 75209
214-445-0361
www.fpgpartners.com

Year Founded

1987

Key Personnel

Richard C. Bowman
Managing Partner
rbowman@fpgpartners.com

Gar Wood Securities, LLC

Headquarters

12230 El Camino Real
Suite 230
San Diego, CA 92130
858-451-7272
www.garwoodsecurities.net

Year Founded

2004

Key Personnel

Christopher Calvert
Sr. VP Prime Brokerage and Cap Intro
ccalvert@garwoodsecurities.net

Darren Day
Sr. VP
dday@garwoodsecurities.net

Description of services

Gar Wood Securities leverages its relationships with proven third party marketers who provide fund clients access to a broad range of institutional and high net worth investors. The capital introduction team and our trusted independent third party marketers work together to: Increase assets under management, diversify the investor base, and act as a liaison between the client's fund and its investors.

GBMV Growth, LLC.

Headquarters

880 CAMPUS DRIVE, 103
DALY CITY, CA 94015
(415) 279-2309
www.gbmvgrowth.com

Year Founded

2017

Key Personnel

Gustavo Borges V.
President, CEO. Managing Director.
gustavo@gbmvgrowth.com

Lúcia M Borges
Chief Controller
cabinet@gbmvgrowth.com

Adrian Pangalinan
Office Manager, Co-Founder

GCA Advisors, LLC

Headquarters

One Maritime Plaza, 25th Floor
San Francisco, CA 94111
(415) 318-3615
www.gcaglobal.com

Twitter

@gca_global

Year Founded

2014

Key Personnel

Mac Hofeditz
Managing Director, Head of the Private Funds Group
mhofeditz@gcaglobal.com

Jonathan Jameson
Managing Director
jjameson@gcaglobal.com

Reidan Cruz
Managing Director
rcruz@gcaglobal.com

Description of services

We prefer to work with a limited number of fund managers who are relentlessly focused on producing outsized returns for their investors. We target funds under \$1.5 billion and limit ourselves to 4-6 projects at any one time. Unlike many of our competitors, we are independent and free of conflicts that many investment banks have, so we can offer our clients direct and impartial advice.

GloveRock Capital Partners, LLC

Headquarters

701 5th Avenue
Suite 4200
Seattle, WA 98104
415-694-2562
www.gloverock.com

Year Founded

2009

Key Personnel

Vanessa Maren
Managing Director
vanessa@gloverock.com

Description of services

Fundraising advisory, capital raising for private equity and private credit funds

Griffin Financial Group, LLC

Headquarters

485 Madison Avenue
20th Floor
New York, NY 10022
646-254-6397
www.griffinfinancialgroup.com

Year Founded

2001

Key Personnel

Paul Delaney
Senior Managing Director
pfd@griffinfinancialgroup.com

Mitch Fenimore
Senior Vice President
wmf@griffinfinancialgroup.com

Description of services

Placement agent for small and mid-sized private equity funds. Secondary advisory. Co-investment financing advisory.

Hamersley Partners

Headquarters

One Hollis Street
Suite 350
Wellesley, MA 02482
781 235 3235
www.hamersleypartners.com

Year Founded

2004

Key Personnel

Kanwar Singh

Description of services

Fund raising

Harken Capital Securities

Headquarters

101 Federal Street
19th Floor
Boston, MA 02110
(617) 342-7333
www.harkencapital.com

Year Founded

2008

Key Personnel

Don Nelson
Managing Director
don@harkencapital.com

Fred Malloy
Managing Director
fred@harkencapital.com

Peter Landauer
Managing Director
peter@harkencapital.com

Nick Hatch
Managing Director
nick@harkencapital.com

Description of services

Private fund placement: secondary transactions, spin-outs, fund restructurings, LP interests, portfolio asset sales, direct interest, etc.

Hunter Capital Placement Partners

Headquarters

5350 South Roslyn Street
Suite 400
Greenwood Village, CO 80111
(406) 212-3349
www.gvccap.com

Year Founded

2007

Key Personnel

Tom Herman
Managing Partner
herman@huntercapitalplacement.com

Description of services

Advisory and Capital Raising for Private Equity: Buyouts, Real Estate, VC and Infrastructure funds. Significant history with Hedge Funds as well. Have lived and worked in the US and Europe and am fully licensed with FINRA and the Financial Conduct Authority (FCA) in UK.

Hycroft Advisors

Headquarters

299 Park Avenue
Sixth Floor
New York, NY 10171
(212) 235-2470
www.hycroftllc.com

Year Founded

2013

Key Personnel

Scott A. Myers
Chairman and CEO
smyers@hycroftadvisors.com

Christopher Cooke
Managing Director
ccooke@hycroftadvisors.com

Neil Horn
Managing Director
nhorn@hycroftadvisors.com

Ajay Sharma
Managing Director
asharma@hycroftadvisors.com

Patrick Shattenkirk
Managing Director
pshattenkirk@hycroftadvisors.com

Terry L. Wetterman, Jr.
Managing Director
twetterman@hycroftadvisors.com

Description of services

Private Capital Raising: Our professionals provide private fund raising for buyout, growth equity, private credit, special situations and other investment strategies. Our team delivers project management and General Partner support, and has relationships with key capital allocators across North America, Europe, Middle East and Asia. The senior team has more than 15 years of private equity experience on average, and collectively have been advisor to more than 80 GPs that have raised nearly \$100 billion of capital commitments. We advise both mature private equity managers, as well as younger firms including first time funds. Hycroft also places capital for co-investment opportunities and direct deals, working with established firms, "fundless" sponsors and managers operating in other private capital formats. Other services offered include the following, generally targeted at firms that have achieved a certain level of AUM or longevity. 1) General Partner Solutions: We advise on transactions ranging from growth capital for entering new markets and verticals, funding solutions for Limited Partner liquidity, generational transfers, sourcing capital for select co-investment opportunities, and other customized solutions, including organizational consulting, competitive analysis and leadership transitions, among other areas. 2) Complex Secondary Transactions: We seek to meet objectives of each investor, whether driven by a need for liquidity or by portfolio allocation considerations to certain geographies or sectors; Hycroft Advisors develops and executes highly customized solutions for clients seeking to take a more active approach to managing their portfolio. We support our clients through asset sales, portfolio optimization, marketing, and buyer/seller negotiations. 3) Hycroft Capital: Strategic equity investments directly in GP management companies.

IB4AI LLC

Headquarters
1499 Blake Street
3rd Floor
Denver, CO 80202
303-808-2570
www.caia.org

Year Founded
2003

Key Personnel

Thomas Andrew Wolf
Managing Partner
thomas.wolf@ib4ai.com

Description of services

Structuring and Institutional placement of private funds

Ineo Capital

Headquarters
3225 Franklin Avenue
Suite 502
Miami, FL 33133
203-979-4805

Year Founded
2007

Key Personnel

Mark Sirinyan
Managing Partner
mark@ineocapital.com

Description of services

Fundraising

J S Lumbard, LLC

Headquarters
27224 SE 19th Ct
Sammamish, WA, 98075
925 548 3643
www.linkedin.com/in/jslumbard

Year Founded
2016

Key Personnel

Jeff Lumbard
Fundraising and Investor Relations
jeff@jsslumbard.com

Description of services

I am an independent advisor to private markets fund managers providing fundraising and investor relations services with a focus on the institutional investor community. My highly relationship driven approach is designed to accrue value for my partners by designing and implementing tailored direct marketing strategies to public and corporate pension funds, endowments, foundations and multi-employer pension plans.

Jefferies Private Capital Group

Headquarters
520 Madison Avenue
New York, NY 10022
212-284-2300
www.jefferies.com

Key Personnel

Kelli Roiter
Global Head
kroiter@jefferies.com

Alexander Apponyi
European Head
aapponyi@jefferies.com

Colin Hannaway
Managing Director
channaway@jefferies.com

Peter Coroneos
Senior Vice President
pcoroneos@jefferies.com

Patrick Morrow
Vice President
pmorrow@jefferies.com

Description of services offered

Jefferies provides insight, expertise and execution to investors, companies and government entities. We offer deep sector expertise across a full range of products and services in investment banking, equities, fixed income and wealth management in the Americas, Europe and the Middle East and Asia.

Kapital Velocity

Headquarters
6572 Shimmering Creek Drive
Colorado Springs, CO 80923

(323) 639-0033
www.KapitalVelocity.com

Year Founded

2013

Key Personnel

Carlos Gomez
CEO
carlos@kapitalvelocity.com

Description of services

Capital Formation consulting, Private Placement representation for Fund Managers and Private companies raising capital and structuring an offer. We provide a robust marketing platform and direct engagement consulting service uniquely structured to clients' needs. Curated Deal Flow, and Mandate Commissioned opportunity sourcing for LPs.

Karis Capital Partners, LLC

Headquarters

4 High Ridge Park Road
Stamford, CT 06905
(203) 724-9900
www.kariscp.com

Year Founded

2006

Key Personnel

Kevin Keady
Managing Director
kkeady@kariscp.com

Gregory Neumann
Managing Director
gneumann@kariscp.com

Dave Naumcheff
Managing Director
dnaumcheff@kariscp.com

Serena Zalkowitz
Analyst
szalkowitz@kariscp.com

Description of services

Karis Capital Partners (KCP) provides advisory and capital raising services to alternative investment managers with equity strategies such as growth, buyout, and venture, debt strategies, hedge funds, and direct investments. KCP prepares each General Partner for the fundraising process by advising on fund structure, positioning and marketing strategy and materials. KCP arranges pre-qualified meetings with institutional investors, facilitates the flow of information between the GP and LP, and assists with the closing process.

Karoo Capital Limited

Headquarters

96 Kensington High Street
London, W8 4SG
+44-20-3667-8809
www.karroocapital.com

Year Founded

2005

Key Personnel

David Caillard
MD

Torsten Pope
MD
torsten@karroocapital.com

Jeremy Bevan
Director
jeremy@karroocapital.com

Philippe Collot
Director
philippe@karroocapital.com

Kensington International

Headquarters

1515 W. 22nd St.
Suite 500
Oak Brook, IL 60523
630-571-0123
www.kionline.com

Year Founded

1989

Key Personnel

Tim Bealert
Principal
tbealert@kionline.com

Rick George
Managing Partner
rgeorge@kionline.com

Keystone Capital Corporation

Headquarters

1953 San Elijo Avenue, Ste 203
Cardiff
(858) 800-2485
http://kccbd.com

Year Founded

2014

Key Personnel

Darren Day
Managing Director, Capital Markets
darren@kccbd.com

Lacrosse Investments 374, LLC

Headquarters

Boulder, CO 80540
(303) 903-9471
www.lacrosseinvestments374.com

Year Founded

2014

Key Personnel

Jonathan LaCrosse
Managing Director & Founder
Jlacrosse@lacrosseinvestments374.com

Description of services

We operate under the CV Brokerage, Inc broker dealer and raise money for private equity funds and co-investments with independent sponsors.

Lazard

Headquarters

30 Rockefeller Plaza
New York, NY 10020
212-632-6000
www.lazard.com

Year Founded

1848

Key Personnel

William Riddle
Managing Director
william.riddle@lazard.com

Holcombe Green
Managing Director
holcombe.green@lazard.com

Michael Sutka
Managing Director
michael.sutka@lazard.com

Stephen Salyer
Managing Director
stephen.salyer@lazard.com

Kevan Comstock
Managing Director
kevan.comstock@lazard.com

Description of services

Lazard's Private Capital Advisory business offers advisory services across the private investment markets, including private fund placement (in the private equity, private real estate, private debt, real assets and other asset classes), secondary advisory services, direct and co-investment placement services and other strategic, financial and capital markets advisory services.

M2O Private Fund Advisors**Headquarters**

12 Water Street, 200
White Plains, NY 10601
(914) 368-7050
www.m2ollc.com

Year Founded

2012

Key Personnel

Luke Belcastro
Partner
luke@m2ollc.com

Mike Custar
Partner
mikec@m2ollc.com

Mark Hallock
Partner
mark@m2ollc.com

Peggy Marshall
Partner
peggy@m2ollc.com

Donal Orr
Partner
donal@m2ollc.com

Justin Puya
Principal
justin@m2ollc.com

Description of services

We specialize in customized advisory and capital raising assignments tailored to each client's specific circumstances.

Mercury Capital Advisors**Headquarters**

225 Liberty Street
36th Floor
New York, NY 10281
(646) 786-8100
www.mercurycapitaladvisors.com

Twitter

@MercuryCapAdv

Year Founded

2009

Key Personnel

Michael G. Ricciardi
CEO, Managing Partner, and Co-Founder
mricciardi@mcadv.com

Alan A. Pardee
Managing Partner and Co-Founder
apardee@mcadv.com

Enrique Cuan
Managing Partner and Co-Founder
ecuan@mcadv.com

Michael Manfredonia
Partner and COO
mmanfredonia@mcadv.com

Description of services

Mercury Capital Advisors Group is a global private fund raising and investment advisory firm. Most of the senior professionals of Mercury Capital Advisors are former members of the Merrill Lynch Private Equity Funds Group. Established in 2009 and continuing efforts that began at Merrill Lynch in 1981, the firm assists private equity, real estate, infrastructure, venture capital, distressed, mezzanine, secondary and other third-party managers in the capital raising process. It also assists general partner and limited partner clients in other related activities such as fund raising advisory, co-investment and other direct deal placement, agency of secondary sales of limited partnership interests, placement of PIPES, and other areas in which the firm has significant expertise.

Mira Capital Advisors**Headquarters**

200 W. Madison St., #2100
Chicago
312-277-4900
www.miracap.com

Year Founded

2012

Key Personnel

Ian Mackenzie
Managing Partner
ian@miracap.com

Description of services

Mira Capital works with spin-out/lift-out teams, fundless sponsors and "Fund I&II" teams that seek a true partner for the fundraise. We focus on an "LP Construction Strategy" to diversify the investor base and engage with prospective LPs to deliver "sticky capital" to our GP clients. We are very involved in the creation of collateral and messaging as well as an overall go-to-market strategy. We are NOT "rent-a-Rolodex" agents. We do not do "carve-out" work with lists of names. We are an integral part of our GP's business for the episodic length of the project.

Moelis & Company

Headquarters

399 Park Avenue
5th Floor
New York, NY 10022
(212) 883-3800
www.moelis.com

Year Founded

2007

Key Personnel

Patrick Dunleavy
Managing Director
Patrick.dunleavy@moelis.com

Dave Brown
Managing Director
Dave.brown@moelis.com

Tim Fitzsimmons
Managing Director
Timothy.Fitzsimmons@moelis.com

Chris Kirsten
Managing Director
Chris.Kirsten@moelis.com

Zaid Abdul-Aleem
Managing Director
Zaid.Abdul-Aleem@moelis.com

Description of services

Moelis & Company Private Funds Advisory provides capital raising, secondary and other private capital solutions to private fund sponsors and limited partners. The group has proven experience raising capital for a wide variety of fund sponsors located in North America, Europe, Asia and the emerging markets across a wide range of strategies. The Private Funds Advisory team is fully integrated with the Moelis & Company's global platform to ensure the broadest possible marketing effort and the team has demonstrated excellence representing fund sponsors "spinning out" from established platforms.

MVision Private Equity Advisers

Headquarters

41 Madison Avenue
40th Floor
New York, NY 10010
(212) 616-6850

Connaught House
1-3 Mount Street
London W1K 3NB
United Kingdom
+44 207 491 8500
www.mvision.com

Year Founded

2001

Key Personnel

Mounir Guen
CEO
mg@mvision.com

Hussein Khalifa
Founding Partner
hak@mvision.com

Loren Boston
Senior Managing Director
lab@mvision.com

Ophir Shmuel
Managing Director
os@mvision.com
Dennis Kwan
Managing Director
dk@mvision.com

Description of services

Founded in 2001, MVision is widely recognized as one of the world's leading independent international advisory firms, focusing on raising capital for Private Equity, Real Estate, Real Assets, Credit and Direct transactions in both the developed and emerging markets. MVision's global team of over 50 professionals deliver valuable bespoke advice, strategic industry insights, and creative solutions to our clients, as well as nurturing close working relationships with investors, providing them access to our diversified and high quality client base. Together we represent 17 nationalities, speak 21 languages and operate out of offices in London, New York, San Francisco, Hong Kong and Sydney.

Park Hill Group

Headquarters

280 Park Avenue
15th Floor
New York, NY 10017
212-364-6099
www.parkhillgroup.com

Key Personnel

Daniel Prendergast
CEO

Brian D. Levine
Partner

Joseph M. Herman
Partner

Sean J. Keene
Partner

George J. Eberle
Partner

Description of services offered

Park Hill provides global alternative asset advisory and fundraising services across four specialized verticals. Our platform includes deep expertise in private equity, real estate and hedge funds, as well as secondary advisory services. Leveraging a senior team with an average of over 15 years of global alternative asset and distribution experience, Park Hill knows the investment preferences of the world's biggest institutional investors. Along with our rigorous engagement model and global relationships, our breadth enables us to customize high-quality solutions for the needs of our clients.

Perkins Fund Marketing LLC

Headquarters

107 John Street
Southport, CT 06890
203-418-2000
www.pfm-llc.com

Year Founded

1996

Key Personnel

Gilman C. "Chip" Perkins
Founder and Managing Partner
Cperkins@pfm-llc.com

Lisa Holzwarth
Senior Managing Director and Partner
Lholzwarth@pfm-llc.com

Linda Champagne
Managing Director, Partner and Chief Operating Officer
Lchampagne@pfm-llc.com

J. Douglas Newsome
Managing Director, Director of Research
Dnewsome@pfm-llc.com

Daniel Glusker
Managing Director, General Counsel and Chief Compliance Officer
dglusker@pfm-llc.com

Description of services

Prepare marketing materials, define target investors, hone presentation skills, and raise capital for alternative asset managers.

PG Boole, LLC

Headquarters

18 North Main Street
Sherborn, MA 01770
(617) 763-3541

Year Founded

2004

Key Personnel

Philip Boole
Managing Principal
phil@pgboole.com

Description of services

PG Boole LLC is an independent investor relations practice providing business development, capital raising, and strategy services to private market investment managers. Geographic market focus is North America.

Pinnacle Trust Partners

Headquarters

540 Hopmeadow Street
Simsbury, CT 06070
860.264.1595
www.pinnacletrustpartners.com

Year Founded

2005

Key Personnel

Attilio A. Albani, Jr.
Founder, Chief Executive Officer & Managing Partner
aalbani@pinnacletrustpartners.com

Michael J. Dunham
Partner
mdunham@pinnacletrustpartners.com

John D. Livingston
Partner
jlivingston@pinnacletrustpartners.com

Brian J. Newman
Partner
bnewman@pinnacletrustpartners.com

Gaetano A. Albani
Chief Administrative Officer & Partner
galbani@pinnacletrustpartners.com

Description of services

Pinnacle Trust Partners offers project evaluation, pre marketing services, placement services, as well as closing and post-closing assistance.

Pisces Advisors LLC

Headquarters

613 South Royal Street
Alexandria, Virginia 22314
703-994-1161
www.piscesadvisors.com

Year Founded

2016

Key Personnel

Jim Griffin
Managing Member
jgriffin@piscesadvisors.com

Description of services

Capital Fundraising for Emerging Managers and Fund-Less Sponsors

Probitas Partners

Headquarters

425 California Street
Suite 2300
San Francisco, CA 94104
415-402-0700
www.probitaspartners.com

Twitter

@probitaspartner

Year Founded

2001

Key Personnel

Kelly DePonte
Managing Director
kkd@probitaspartners.com

Craig Marmer
Managing Director
cam@probitaspartners.com

Michael Hoffmann
Managing Director
mjh@probitaspartners.com

Caryn Feinberg
Director
cpf@probitaspartners.com

Haakon Gresvig
Managing Director
hmg@probitaspartners.com

Description of services

Probitas Partners is an independent, global placement advisory firm that partners exclusively with leading managers of alternative investment products seeking to raise capital from sophisticated institutional investors. Our singular business focus allows us to successfully achieve capital raise goals for our investment manager clients through a range of market environments. Our institutional investor clients have enjoyed exposure to over \$64 billion of private equity, credit, real estate, infrastructure, venture capital and special situations fund products.

Rede

Headquarters

7 Portman Mews South
London W1H 6AY
+44 207 952 2486
www.rede-partners.com

Year Founded

2010

Description of services

Placement agent and strategic advisory

River Street Capital**Headquarters**

39 Broadway, Suite 3300
New York, NY 10006
212-588-0300
www.riverstreetcap.com

Year Founded

2012

Key Personnel

Helge Petermann
Managing Director
hp@riverstreetcap.com

Description of services

We provide a broad range of advisory services to private funds and companies who are seeking to raise capital. These services include: strategic positioning, fundraising, and investor relations.

Shannon Advisors**Headquarters**

272 E. Deerpath Road
Suite 254
Lake Forest, IL 60045
(847) 739-3208

Year Founded

2009

Key Personnel

Tim O'Gara
Chief Executive Officer
tim.ogara@shannonadvisors.com

David Sullivan
Partner
david.sullivan@shannonadvisors.com

Kevin McGrath
Partner
kevin.mcgrath@shannonadvisors.com

Anjali Bidani
Senior Associate
anjali.bidani@shannonadvisors.com

Description of services

Shannon Advisors is a placement agent which raises capital from pension funds, endowments, foundations, insurance companies, asset managers and family offices for buyout, special situation, mezzanine, natural resources, growth and venture capital funds. The firm was founded in 2009 and has offices in the Chicago and New York areas.

Shelter Rock Capital Advisors LLC**Headquarters**

45 Rockefeller Plaza
Suite 1970
New York, NY 10111
646-768-2058
www.shelterrock.com

Year Founded

2014

Key Personnel

Walter Stackler
Managing Partner
walter.stackler@shelterrock.com

Matthew DeNatale
Managing Director
matthew.denatale@shelterrock.com

Andrew Manley
Managing Director
andrew.manley@shelterrock.com

Zoe Hughes
Director, Investor Communications Advisory
zoe.hughes@shelterrock.com

Lauren Niess
Marketing Assistant
lauren.niess@shelterrock.com

Description of services

Shelter Rock provides institutional capital raising and advisory services for funds, co-investments, recapitalizations, separate accounts and direct investments. Shelter Rock will also assist on advisory assignments related to restructuring or the sale of real estate investment management businesses. Shelter Rock is well positioned to assist clients on a wide range of assignments and can customize each assignment to match a client's specific needs. This may range from assistance on all aspects of a capital raising endeavor or support on a limited scope basis, focusing on project management or targeted distribution. Shelter Rock's focused approach and commitment to independence to a limited number of high-quality sponsors each year allows it to provide access to a well-diversified group of institutional investors. Additionally, Zoe Hughes leads Shelter Rock's Investor Communications Advisory practice, crafting and enhancing pre- and post-fundraising LP engagement and participation.

Sixpoint Partners**Headquarters**

830 Third Avenue
8th Floor
New York, NY 10022
212-751-8690
www.sixpointpartners.com

Year Founded

2007

Key Personnel

Eric Zoller
Founder & Partner
ezoller@sixpointpartners.com

Larry Smith
Partner
lsmith@sixpointpartners.com

Ben Wiley
Partner
bwiley@sixpointpartners.com

Matt Thornton
Partner
mthornton@sixpointpartners.com

Bobby Farina
Partner
bfarina@sixpointpartners.com

Description of services

Sixpoint Partners is a leading global investment bank focused on a diversified set of services and solutions for the middle-market private equity industry. The firm's core areas of focus include (i) primary fund placement, (ii) secondaries advisory and (iii) co-investment placement

across a wide range of industries, strategies and geographies. Sixpoint Partners has a reputation for its direct, results-driven style and for delivering innovative solutions to complex problems in order to create long-term value for clients. Sixpoint is headquartered in New York with offices in Chicago, San Francisco and Hong Kong. For more information, please visit <http://www.sixpointpartners.com/>. Sixpoint Partners, LLC, is a registered broker/dealer, member FINRA (<http://www.finra.org>) and SIPC (<http://www.sipc.org>). Sixpoint Partners Asia Limited is licensed by the Securities and Futures Commission (<http://www.sfc.hk>).

Snowbridge Advisors

Headquarters

299 Park Avenue, 13th Floor
New York
(212) 904-9188
www.snowbridgellc.com

Year Founded

2013

Stanwich Advisors LLC

Headquarters

One Dock Street
Suite 600
Stamford, CT 06902
203-406-1099
www.stanwichadvisors.com

Year Founded

2003

Key Personnel

Charles R. Daugherty
Managing Partner
cdaugherty@stanwichadvisors.com

Timothy P. Cohan
Partner
tcohan@stanwichadvisors.com

Chris Ragazzo
Managing Director
cragazzo@stanwichadvisors.com

Jacob A. Laub
Vice President
jlaub@stanwichadvisors.com

Description of services

Stanwich Advisors, LLC is a leading independent investment bank that focuses exclusively on providing capital raising and advisory services to private equity firms globally. Stanwich Advisors utilizes its seasoned fund placement team to provide senior, hands-on execution for a limited number of clients each year. Stanwich Advisors offers its clients an extensive range of fund placement and advisory services. Stanwich Advisors focuses its private equity fund placement efforts on a broad range of institutional investors, including endowments, foundations, public and corporate pensions, consultants, funds-of-funds, financial institutions, sovereign wealth funds, and large family offices. Since 1996, the Stanwich Advisors team has raised in excess of \$20 billion for more than 40 private equity funds from leading institutional investors based in North America, Europe, Asia, Australia, and the Middle East.

Star Wards, Inc

Headquarters

4373 Mount Castle Avenue
San Diego, CA 92117

858 264 6900
www.starwardsinc.com

Year Founded

2016

Key Personnel

Leonard Ward
Founder & President
leonardw@starwardsinc.com

Description of services

We are an executive search firm. Our founder & President, Leonard Ward, has spent time in boutique search firms in the past, and spent four years building out an executive search machine for Vista Equity Partners as part of its Vista Consulting Group. He placed, or was heavily involved in placing, hundreds of executives to work for portfolio companies, the operating group, and the investment group itself. Now we do the same for clients.

Stifel

Headquarters

1095 Ave. of the Americas
New York
212-328-2027
<http://www.stifel.com>

Year Founded

1983

Key Personnel

Andrew Hutsell
Associate Vice President
andrew.hutsell@stifel.com

Stonington Capital Advisors

Headquarters

375 Park Avenue, Suite 2607
New York, NY 10152
646 863 6432
www.stoningtoncapital.com

Year Founded

2012

Key Personnel

Dana Pawlicki
Managing Partner
pawlicki@stoningtoncapital.com

Justin Garrod
Managing Partner
garrod@stoningtoncapital.com

Ed Eiland
Managing Director
eiland@stoningtoncapital.com

Description of services

Raises capital for sub \$1 billion private equity, credit, real estate, distressed, venture, and non-correlated assets funds. Works with independent sponsors to raise equity capital, debt, and bridge loans for acquisitions. Raises growth capital for corporations. Stonington has also developed a healthcare sub-specialty.

TFG Capital Partners

Headquarters

528 Palisades Drive
Suite 204
Pacific Palisades, CA 90272
(310) 570-0687
www.tfgcapitalpartners.com

Year Founded

2015

Key Personnel

Gerry Flintoft
Managing Director
gerry.flintoft@tfgcapitalpartners.com

Chris Pace
Managing Director
chris.pace@tfgcapitalpartners.com

Description of services

TFG Capital Partners assists LP clients identify alternative investment consultants, strategic partners, and investment managers with considerable investment skill, organizational coherence, clarity of business strategy, appropriate fees and incentives, and personal and professional integrity. TFG's central focus is to identify managers who truly add value and benefit from significant information asymmetries only available in private markets. TFG also advises GPs with respect to product development, positioning, and marketing in a manner very similar to the internal fundraising teams at the largest GPs and / or highly targeted placement agents. TFG provides placement agent / capital fundraising services and advice to GPs who embrace full transparency and both traditional and advanced performance analytics and benchmarking. Leveraging both buy-side and sell-side expertise, TFG advises and executes on all aspects of the fundraising process, including market assessment and competitive positioning, preparation of marketing materials, terms and conditions, development of comprehensive data room, and investor introductions. Following a distinct and rigorous due diligence process, GPs working with TFG exhibit high absolute returns, high value creation / "alpha" creation capabilities, favorable risk-return characteristics, and unique investment strategies and / or expertise.

Touchstone Group, LLC

Headquarters

1120 Avenue of the Americas
4th Floor
New York, NY 10036
(212) 362-2424
www.touchstonegroupllc.com

Year Founded

2002

Key Personnel

Timothy Cunningham
President
tcunningham@touchstonegroupllc.com

Michael Wagner
Vice President, Business Development
mwagner@touchstonegroupllc.com

Gregg Solomon
Managing Director
gsolomon@touchstonegroupllc.com

Stephen Dreskin
Managing Director
sdreskin@touchstonegroupllc.com

Ian D'Costa
Managing Director
idcosta@touchstonegroupllc.com

Description of services

Touchstone Group, LLC is an independent full-service placement agent. We raise institutional and family office capital for fund managers in private equity, growth, venture, mezzanine, credit, infrastructure and other illiquid alternative strategies. We focus on raising funds with target sizes from \$150 million to \$1 billion.

Triago

Headquarters

499 Park Avenue, 20th Floor
New York, NY 10022
+1 (212) 593-4994
www.triago.com

Year Founded

1992

Key Personnel

Antoine Drean
Chairman and Founder
ad@triago.com

Mathieu Drean
Managing Partner
md@triago.com

Victor Quiroga
Managing Partner
vq@triago.com

Nicolas de Nazelle
Managing Partner
nn@triago.com

Anna Ferguson
Partner
af@triago.com

Description of services

Founded in 1992 as one of the first private equity fund placement agents, we have completed over 150 fundraisings on five continents and advised on the transfer of more than 2,600 secondary positions in private equity funds. Triago has also undertaken more than 50 strategic advisory mandates for GPs and LPs looking to launch, boost, or restructure PE fund operations. The hallmarks of our service are alignment with client interests, independence, creativity and confidentiality.

Triton Pacific Capital

Headquarters

One Grand Central Place
60 East 42nd Street, Suite 3120
New York, NY 10165
(646) 558-7908
www.tritonpacificcapital.com

Year Founded

1996

Key Personnel

Carter Harris
Partner
CHarris@tritonpacificcapital.com

Kyle Abel
Vice President
Kabel@tritonpacificcapital.com

Description of services

Triton Pacific Capital's (TPC) sole business is financial advisory and capital raising for private equity, energy, real estate and infrastructure for both emerging and established managers. TPC has extensive experience in virtually every type of investment structure - funds, co-investments and separate accounts - across both real estate and private equity fund strategies. The firm does not engage in any conflicting mandates or relationships.

Troy Funds Group**Headquarters**

125 High Street
Boston, MA 02110
617-901-2517
www.troyfundsgroup.com

Year Founded

1987

Key Personnel

Jack Troy
President
jack@troyfundsgroup.com

Deborah Rosenthal
Director
deb@troyfundsgroup.com

Description of services

Troy Funds Group has focused, over its entire tenure, on moving first time or first time institutional firms/funds into the marketplace.

Troy Investment Advisors LLC**Headquarters**

Stamford, CT 06905
617-721-9071
www.troyinvestmentadvisors.com

Year Founded

1988

Key Personnel

Suzanne Troy Cole
President
suzanne@troynv.com

Description of services

Troy Investment Advisors, LLC is a leading boutique Private Equity Placement Agent, focused exclusively on providing the highest level of fundraising expertise developed over 28 years of work in the Industry. The firm takes a hands on approach, working with a select group of private equity and alternative investment managers to accelerate their fundraising by utilizing a seasoned, proven approach with senior level execution. Troy Investment Advisors offers full Fund Placement and Advisory Services for both established firms with significant fundraising needs who seek to diversify out their Limited Partner base, as well as "spin-out" teams and first time funds who are establishing their brand within the Institutional Marketplace. The firm specializes in the areas of Growth Equity, Buyout, Structured Capital, Venture Capital and Special Situations, and has raised billions of Private Equity Capital from a broad group of Investors in the market, through the most difficult fundraising cycles. Troy Investment Advisors maintains relationships with the largest and most sophisticated Institutional Investors who are actively investing in Private Equity including: Endowments, Foundations, Public and Corporate Pension Funds, Consultants, Advisors, Fund of Funds, Financial Institutions, Sovereign Wealth Funds, as well as large Family Offices.

Tullett Prebon Alternative Investments**Headquarters**

155 Bishopsgate
Level 2
London, EC2M 3TQ UK
+44 207 200 7537
www.tpalternatives.com

Year Founded

2009

Description of services

Tullett Prebon Alternative Investments focuses on providing liquidity solutions for fund managers and investors across the illiquid alternative investment space of private equity, hedge funds and real estate. Amongst other services, this might involve facilitating the transfer of Limited Partnership positions or offering bespoke restructuring to fit the manager's requirements. Aside from providing a liquidity outlet for the LPs, our services can also offer an opportunity to expand the access points to new sources of capital for the fund manager.

UBS Private Funds Group**Headquarters**

1285 Avenue of the Americas
10th Floor
New York, NY 10019
+1-212-821-6819
www.ubs.com/privatefundsgroup

Year Founded

1998

Key Personnel

Kevin Kuryla
Global Head Private Funds Group
kevin.kuryla@ubs.com

Philip Tsai
Global Head of Secondary
philip.tsai@ubs.com

Steven Mastrovich
Head of Real Estate
steven.mastrovich@ubs.com

Marc Wursdorfer
Head of EMEA
marc.wursdorfer@ubs.com

Javad Movsoumov
Head of Asia Pacific
javad.movsoumov@ubs.com

Description of services

UBS Private Funds Group is a global placement agent focusing on institutional fundraising and secondary advisory.

XT Capital Partners**Headquarters**

311 Post Road East
Westport, CT 06880
212 909 2685
www.xtcapital.com

Year Founded

2001

Key Personnel

Lynne S. Minard
 Managing Partner
 lminard@xtcapital.com

Frank P. L. Minard
 Managing Partner
 fminard@xtcapital.com

Young America Capital, LLC**Headquarters**

141 East Boston Post Road
 Mamaroneck, NY 10543
 914-777-0100
 www.yacapital.com

Year Founded

2000

Key Personnel

Peter Formanek
 Managing Partner
 peter@yacapital.com

Igor Guarari
 Director - Fund Marketing
 igor@yacapital.com

Description of services

Assists alternative investment fund manager's capital raising efforts marketing their expertise to institutional investors around the world • Works in consultation with fund managers to review their strategy, focus their brand and optimize their structure • Dedicated and experienced sales team matches funds with the needs and demands of the institutional investor • Also acts as a resource to assist investors with their fund allocation process. • Provides services to funds of all sizes; historically enjoyed multi-year relationships with clients, in some cases growing them from \$50 million in assets up to \$1 billion • Raised over \$2.4 billion in capital for managers from institutional investors around the world.

Zeteo Capital Services, LLC**Headquarters**

5009 Thompson Terrace
 Suite 104
 Colleyville, TX 76034
 817-581-3550
 www.zeteocapital.com

Year Founded

2011

Key Personnel

Bill Henderson
 Chief Executive Officer

PLACEMENT AGENTS, DESIRED CLIENT TYPES													
Firm Name	Buyout funds	Venture Capital funds	Mezzanine funds	Hedge funds	Real Estate funds	Infrastructure funds	Secondary funds	First-time funds	Fund of funds	Private Debt Funds	International funds	Timber and Farmland partnerships	Other
Acalyx Advisors	X				X	X	X	X	X	X	X	X	
Alternative Investment Source LLC	X	X			X				X			X	
Arch Street Advisors	X	X	X		X	X		X		X	X		Energy and Pledge Funds
Asante Capital Group LLP	X	X	X			X	X	X		X	X	X	
Axonix Partners	X	X	X					X			X		
BearTooth Advisors	X						X	X		X	X		
Bridge 1 Advisors	X	X		X	X	X	X	X			X		
Bridge Haven			X		X	X	X	X		X	X	X	
Brooklands Capital Strategies	X	X		X	X	X	X	X		X	X	X	Independent Sponsors
CapEos	X	X						X			X		
Capstone Partners, LP	X	X	X		X	X	X	X		X	X		
Champlain Advisors, LLC	X	X	X		X	X	X	X		X	X	X	
Cohen Brothers	X	X	X		X	X	X	X		X		X	Growth Equity, Emerging Markets
Constantine Advisors Ltd.	X	X		X	X	X		X		X	X		Emerging Markets
CrossBay Capital Partners	X		X			X		X		X		X	
Cygnus Capital Partners Limited	X	X			X	X	X				X	X	
Eaton Partners	X	X	X	X	X	X	X	X	X	X	X	X	
EDGE LINE CAPITAL, LLC	X	X	X	X	X	X	X	X		X	X		
Elm Capital	X	X	X		X		X	X		X			
EPIC Private Equity	X	X	X		X	X		X		X	X	X	
Excelsior Capital Partners					X	X						X	
First Avenue	X		X		X	X		X		X	X		
FocusPoint Private Capital Group	X	X	X	X	X	X	X	X		X	X		Royalty, Fine Art, Rare Earth Metals, Tax Credit Strategies
Fortress Group, Inc.	X	X	X		X	X	X	X	X	X	X	X	
Forum Capital Partners	X				X	X	X	X		X			
Gar Wood Securities, LLC		X		X									
GCA Advisors, LLC	X	X					X	X					
GloveRock Capital Partners, LLC	X		X						X	X	X		
Griffin Financial Group, LLC	X	X	X	X		X	X	X		X	X	X	
Harken Capital Securities LLC	X	X			X		X	X		X			
Hunter Capital Placement Partners	X	X		X	X	X		X		X	X	X	
Hycroft Advisors	X	X	X		X	X	X	X		X	X	X	
IB4AI llc	X	X	X	X				X		X			
Ineo Capital	X	X						X			X		
J S Lumbard, LLC	X	X	X		X	X	X	X	X	X	X	X	
Kapital Velocity	X	X		X	X		X	X			X		Non Correlated Alternatives
Karis Capital Partners	X	X	X	X				X		X			
Lacrosse Investments 374, LLC	X	X					X	X			X		
Lazard	X	X	X	X	X	X	X	X		X	X	X	
M20 Private Fund Advisors LLC	X	X	X			X	X	X	X	X	X	X	
Mercury Capital Advisors	X	X	X	X	X	X		X		X	X		
Mira Capital Advisors	X	X	X					X		X			
MVision Private Equity Advisers	X	X	X		X	X	X	X		X	X		

PLACEMENT AGENTS, DESIRED CLIENT TYPES (CONTINUED)													
Firm Name	Buyout funds	Venture Capital funds	Mezzanine funds	Hedge funds	Real Estate funds	Infrastructure funds	Secondary funds	First-time funds	Fund of funds	Private Debt Funds	International funds	Timber and Farmland partnerships	Other
Perkins Fund Marketing LLC	X	X	X	X				X		X	X		
PG Boole, LLC	X	X	X			X	X	X		X	X	X	
Pinnacle Trust Partners	X	X	X	X	X	X	X	X	X	X	X		
Probitas Partners	X	X	X		X	X		X		X	X	X	Energy
Rede	X	X						X		X			
River Street Capital	X	X					X	X	X	X	X		Co-investment funds
Shannon Advisors LLC	X	X	X					X					
Shelter Rock Capital Advisors LLC					X	X	X	X			X	X	
Sixpoint Partners	X	X	X		X	X	X	X		X	X		
Stanwich Advisors LLC	X	X	X					X		X			Growth Equity, Natural Resources, Distressed/Turnaround
Star Wars, Inc	X	X						X					
Stonington Capital Advisors	X	X	X		X			X		X			
TFG Capital Partners	X	X	X		X	X	X	X	X	X	X	X	
Touchstone Group, LLC	X	X	X				X	X		X	X		
Triago	X	X	X		X	X	X	X	X	X	X	X	Esoteric Assets
Triton Pacific Capital	X	X	X		X	X	X	X		X	X		
Troy Funds Group	X	X						X		X			Growth Equity
Troy Investment Advisors LLC	X	X	X					X					Structured Capital
Young America Capital, LLC	X	X		X				X		X	X		

PLACEMENT AGENTS, OTHER SERVICES OFFERED											
Firm Name	Investor relations advisory services	Private equity secondary sales advising	Co-investment placement	Direct investment placement	Due diligence	Advice on partnership terms and conditions	Carried interest structuring	Tax advice	M&A Advisory	Other	
Acalyx Advisors	X		X	X	X						
Alternative Investment Source LLC	X		X	X	X	X					
Arch Street Advisors	X		X	X							
Asante Capital Group LLP	X	X	X	X	X	X	X		X		
Axonia Partners	X	X	X	X					X		
BearTooth Advisors	X	X	X	X	X	X	X				
Bridge 1 Advisors	X	X	X	X	X	X	X		X		
Bridge Haven			X	X							
Brooklands Capital Strategies	X	X	X	X		X					
CapEos	X			X							
Capstone Partners, LP	X	X	X			X					
Champlain Advisors, LLC	X	X	X	X	X	X	X				
Cohen Brothers	X	X	X	X	X					Fund Manager Selection Advisory	
Constantine Advisors Ltd.	X									Placement Agent Selection Advisory	
CrossBay Capital Partners	X		X	X		X					
Cygnus Capital Partners Limited	X	X	X	X							
Eaton Partners	X	X	X	X	X	X	X				
EDGE LINE CAPITAL, LLC	X	X	X	X	X	X	X				
Elm Capital	X	X	X	X							
EPIC Private Equity	X	X	X		X	X					

PLACEMENT AGENTS, OTHER SERVICES OFFERED (CONTINUED)

Firm Name	Investor relations advisory services	Private equity secondary sales advising	Co-investment placement	Direct investment placement	Due diligence	Advice on partnership terms and conditions	Carried interest structuring	Tax advice	M&A Advisory	Other
Excelsior Capital Partners	X		X	X		X				
First Avenue	X			X	X	X	X	X		
FocusPoint Private Capital Group	X	X	X	X	X	X				
Fortress Group, Inc.	X									
Forum Capital Partners	X	X	X	X	X	X	X			
Gar Wood Securities, LLC	X			X	X				X	
GCA Advisors, LLC	X	X	X	X	X	X			X	
GloveRock Capital Partners, LLC	X		X	X	X					
Griffin Financial Group, LLC	X	X	X	X		X			X	
Harken Capital Securities LLC		X	X				X			
Hunter Capital Placement Partners	X					X				
Hycroft Advisors	X	X	X	X	X	X	X		X	Debt Capital Markets Advisory
IB4AI llc	X		X	X	X	X	X			
Ineo Capital	X	X	X	X	X	X	X			
J S Lumbard, LLC	X	X	X							
Kapital Velocity	X		X	X						Specific Investment Mandate research and sourcing
Karis Capital Partners	X		X	X		X	X			
Lacrosse Investments 374, LLC	X		X	X	X	X			X	
Lazard	X	X	X	X	X	X			X	
M20 Private Fund Advisors LLC	X	X	X	X	X	X				
Mercury Capital Advisors	X	X	X	X	X	X	X			
Mira Capital Advisors	X		X	X						Marketing, messaging, collateral
Moelis & Company		X	X	X					X	
MVision Private Equity Advisers	X	X	X	X	X	X				
Perkins Fund Marketing LLC	X									Presentation materials and training
PG Boole, LLC	X		X	X						
Pinnacle Trust Partners			X	X	X	X	X			
Probitas Partners	X	X	X			X				
Rede										
River Street Capital	X	X	X	X	X	X			X	
Shannon Advisors LLC	X		X	X		X				
Shelter Rock Capital Advisors LLC	X		X	X		X			X	
Sixpoint Partners	X	X	X	X	X	X	X	X		Seed capital
Stanwich Advisors LLC	X		X	X	X	X				
Star Wars, Inc					X					
Stonington Capital Advisors	X	X	X	X		X				
TFG Capital Partners	X	X	X	X	X	X	X			
Touchstone Group, LLC	X	X	X			X				
Triago		X				X			X	Strategic advisory for both LPs and GPs
Triton Pacific Capital	X		X	X		X				
Troy Funds Group	X		X		X	X				
Troy Investment Advisors LLC	X		X	X	X	X	X			
Young America Capital, LLC			X	X		X		X	X	

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