

Strictly Confidential



# Glendower Capital Secondary Opportunities Fund IV, LP

Global Private Equity Secondaries

2<sup>nd</sup> Quarter 2018

## The Offering

Glendower Capital Secondary Opportunities Fund IV, LP<sup>1</sup> ("SOF IV" or the "Fund") is being formed by Glendower Capital ("GC"):

- An independent secondary manager spun-off from Deutsche Asset Management in August 2017
- Fully owned by its partners who worked together for 15 years
- Established 23-strong team with US\$3 billion in total client assets and offices in London and New York

Glendower's mission is to deliver outstanding results for its investors

- Strong buyout-like performance with an attractive risk profile, early cash flows, and negligible loss ratio
- Mature program at 1.7x TVPI and >20% Net IRR and overall program at 1.5x TVPI and 23% Net IRR<sup>2</sup>

SOF IV will continue the successful secondary strategy pursued since 2006:

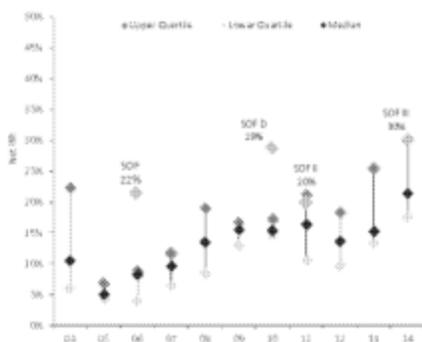
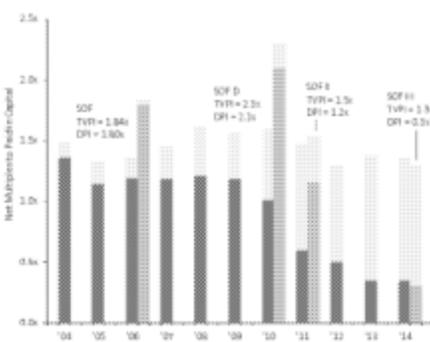
- Aiming to build a globally diversified portfolio of seasoned funds, GP-led transactions and co-investments on the secondary market
- Value creation through in-depth fundamental analysis as opposed to deal structuring
- Seeking US\$1.75 billion in commitments with same key terms as prior fund

## Strong and consistent track record<sup>2</sup>

Fund	SOF	SOF I <sup>3</sup>	SOF II	SOF III	Total
Vintage (development stage)	2006 (harvesting)	2010 (harvesting)	2011 (maturing)	2014 (early stage)	
Fund size	US\$565m	US\$147m	US\$614m	US\$1,654m	US\$2,980m
Transactions, funds, companies <sup>4</sup> #	21 / 154 / 1,774	1 / 28 / 193	29 / 75 / 737	35 / 149 / 2,837	
Net multiple (TVPI)	1.8x	2.3x	1.5x	1.3x	1.5x
Net distributed (DPI)	1.8x	2.1x	1.2x	0.3x	0.9x
Net IRR	22%	29%	20%	30%	23%
Peak net contributed capital	26%	51%	42%	44%	

## Consistent top returns among peers:

### SOF Funds vs Cambridge Associates' secondary funds performance<sup>5,6,7</sup>

Secondary funds: Net IRR to limited partners<sup>5</sup>Secondary funds: Net multiple to limited partners<sup>5</sup>

*This document can only be offered to Accredited Investors and Qualified Purchasers. This material is personal to each offeree and may only be used by those persons to whom it has been handed out. Strictly not for redistribution. Please refer to the encloses on p.3 for additional information. Past performance is not an indication or guarantee of future results*

## Fund key terms<sup>10</sup>

### Target size:

US\$1.75 billion

### Currency:

US\$

### Investment Period:

4 years from final closing

### Term:

7 years + extensions (5x1year)

### Structure:

English L.P.

### General partner share:

- 1.25% p.a. of commitments during Investment Period
- 1.00% p.a. of Invested Capital<sup>11</sup> in the following two years
- Thereafter greater of 90% of previous year and 0.25% of Invested Capital

### Carried Interest:

12.5% on a whole fund basis

### Hurdle rate:

8%

### Team commitment:

Min 1% of total fund size

## Contacts:

Carlo Pirzio-Biroli  
Managing Partner & CEO  
+44-20-3947-7001  
[carlo.pirzio-biroli@glendowercapital.com](mailto:carlo.pirzio-biroli@glendowercapital.com)

Charles Smith  
Managing Partner & CIO  
+44-20-3947-7002  
[charles.smith@glendowercapital.com](mailto:charles.smith@glendowercapital.com)

Joshua C. Glaser  
Partner, Client Relations  
+1-212-653-8402  
[josh.glaser@glendowercapital.com](mailto:josh.glaser@glendowercapital.com)