Disciplined barbell approach adjusted to market cycles

Dialling up / down deal types relative to segment attractiveness

	Fund Secondaries	GP-led Secondaries	Single Asset Deals
Description	Traditional purchase of fund interests: • Single LP position • Portfolios of LP positions • Fund of funds • LP tenders	Be-spoke liquidity solutions: • Restructuring of existing funds • Spin-outs • Recapitalizations • Portfolios of assets	Purchase of interests in single assets: • GP-led secondaries of one asset • Fundless sponsor deals • Secondary co-investments • Co-investments
Market[1]	• Many participants • 10-15% IRR / 1.3-1.4x MOIC gross	• Fewer participants with demonstrated underwriting capabilities • 15-20% IRR / 1.6-1.7x MOIC gross	
Glendower Capital	Buy aggressively during periods of high volatility and illiquidity	Buy selectively during periods of low volatility and high liquidity	
Deal size	US$5-100m	US$100-250m	US$25-50m
Expected allocation	40-60%	Up to 40%	Up to 20%
Deals since 2007[2]	52 transactions	15 transactions	15 transactions
Gross returns[2]			
SOF (harvested)[3]	42% IRR and 2.2x MOIC	9% IRR and 1.4x MOIC	18% IRR and 3.0x MOIC
SOF II (maturing)[3]	20% IRR and 1.5x MOIC	30% IRR and 1.9x MOIC	21% IRR and 1.7x MOIC
SOF III (early stage)[3]	48% IRR and 1.4x MOIC	36% IRR and 1.5x MOIC	2% IRR and 1.0x MOIC

(1) Glendower Capital estimate of market returns based on own market intelligence.

(2) As of September 30, 2017. Gross returns do not reflect the priority profit share, carried interest, taxes, transaction costs and other expenses. Performance figures have been calculated based on the unaudited performance results and should be read and reviewed in conjunction with the "Important Information" and "Notes to the Investment Performance" sections of this presentation. The "Notes to Investment Performance" section in particular includes, among other things, a description of the terms used in the tables above and sets forth important guidelines and limitations as to the performance described above. Past performance is not a prediction of the future performance

(3) For fund-level net returns, please refer to the overall transaction summaries for SOF, SOF II and SOF III on pages 43, 45 and 47.