

SOF IV – Project Sunrise

Sole deal lead


☐ Fund Secondary


GP-led Secondary



Single Asset Deal

Expected Closing Date: April 2018

Seller type:

Alternative funds

Key investment data

Invested Capital at close	ca. \$100m
Discount to NAV at close	7%
Gross multiple at close	1.1x
% funded at close	100%
Use of leverage	No

Description

- Motivated quality GP seeking to continue growing 5 attractive mid-market investments while providing liquidity to LPs
- Largest two assets are franchisees of a well-known dining brand that has outperformed the broader dining industry over past ten years
- Third value driver is one of the largest Tex-Mex casual dining brands in the US with a valuable licensing business
- The portfolio also includes a leading burger QSR and a franchisee in the largest fitness brand focused on low-cost and high-value

Transaction summary

Number of companies	5
Strategy	Mid-market buyout
Region	US
Industries	Consumer
Average age at purchase	7 years

Investment rationale / Glendower Team angle

Glendower Team angle

- Ability to quickly deliver a bespoke solution leveraging Glendower's track record in complex transactions
- Ability to perform extensive diligence, including onsite visits, full access to companies' management and industry specialists

Investment rationale

- GP with strong track record
- Attractive entry valuation at blended 7.0x LTM EBITDA multiple
- Conservative capital structure: 2.4x leverage across the portfolio
- Strong free cash flow and downside protection via preferred securities

For discussion purposes only. The investment presented above has not closed, and there is no guarantee that such investment will complete or form part of a future invested portfolio or that it will be available or, after further due diligence, prove suitable for SOF IV. This slide should be read and reviewed in conjunction with the "Important Information" and "Important Performance Information" and "Notes to Investment Performance" sections.



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