

Established track record^{19, 20}

As of September 30, 2017 the SOF Program has delivered a strong performance with aggregate gross performance since inception of 1.6x gross multiple and 28% IRR (Internal Rate of Return) and 1.5x TVPI (Total Value to Paid-in Capital), 0.9x DPI (Distributions to Paid-in Capital) and 23% Net IRR to investors. More specifically:

- SOF (2006, US\$565 million, in harvesting stage) has generated top decile performance in the 2006 vintage peer group, with 2.1x gross multiple and 29% gross IRR and a 1.8x TVPI, 1.8x DPI and 22% Net IRR.
- SOF D (2010, US\$147 million, in harvesting stage) has generated top decile performance with a 3.0x gross multiple and 37% gross IRR and a 2.3x TVPI, 2.1x DPI and 29% Net IRR.
- SOF II (2011, US\$614 million, in maturing stage) has generated top quartile performance with a 1.7x gross multiple and 23% gross IRR and a 1.5x TVPI, 1.2x DPI and a 20% Net IRR.
- SOF III (2014, US\$1,654 billion, in early stage – completing investment period) has generated top quartile performance with a 1.4x gross multiple and 31% gross IRR and a 1.3x TVPI, 0.3x DPI and 30% Net IRR.

Experienced, independent team dedicated to secondaries

- Newly established, independent firm wholly owned by its Partners.
- Glendower Capital acts as adviser and sub-delegated manager to the SOF Funds, generating meaningful fee income for Glendower Capital.
- Privately owned by its partners who worked together for 15 years²¹ before spinning-out from Deutsche Asset Management in 2017.
- London and New York offices with established operational, integrated, self-contained processes developed by the SOF Team over 10 years.
- Seasoned international 23-strong team (16 investment professionals with a 12-year average of relevant experience) targeted to grow to 26-28 by mid 2018.
- Extensive database and relationships having invested around US\$3 billion in over 350 fund interests in more than 80 deals and having screened thousands of funds over 10 years.²²
- Unique sell-side experience, having participated in the restructuring of Deutsche Bank's €5.1 billion proprietary private equity portfolio from 2003 to 2006.²³

Disciplined and selective investment process

- Targets attractive risk-adjusted returns in excess of 20% Net IRR (after all fees, expenses and carried interest) on a portfolio-wide basis.²⁴

¹⁹ Source: Cambridge Associates Secondaries Benchmark statistics as of September 30, 2017. This information reflects a comparison of the performance of the SOF Funds against one benchmark only. SOF Funds' performance may differ when compared to other benchmark data. Performance of the SOF Funds is not included in the data set used to calculate the benchmark data. Please refer to Section 2, Exhibit 2 for further information.

²⁰ The performance figures have not been audited and are based on the unaudited aggregated performance results of SOF, SOF D and SOF II and SOF III, collectively the SOF Funds, as of September 30, 2017 and should be read and reviewed in conjunction with Appendix 5: *Important Performance Information* which sets forth, amongst other things, important information regarding the performance described above. Further, note that the calculation methodology adopted to calculate Net IRR in respect of the SOF Funds is impacted by the SOF Funds' use of subscription line facilities. The SOF Funds use (and SOF IV is expected to use) such facilities to manage capital drawdowns, as described in "Drawdowns and use of subscription line facilities" in Section 7: *Risk Factors*. The SOF Funds' performance data is not expected to be representative of the investment returns that will be experienced by investors in the Fund. Gross returns are gross of fees, expenses and carried interest, which are not charged at the investment level. Investors should consult with their own advisors as to the appropriate factors to be considered in evaluating this information. Past performance of the SOF Funds is not a prediction of their future performance or that of the Fund.

²¹ Carlo Pirzio-Biroli, Charles Smith, Chi Cheung and Deirdre Davies have worked together since 2003. Adam Graev became part of the SOF Team in 2007 and Joshua Glaser in 2013.

²² Source: Glendower Capital's proprietary information.

²³ The Deutsche Bank proprietary private equity restructuring took place between 2003 and 2006. Charles Smith and Carlo Pirzio-Biroli played a role alongside other Deutsche Bank colleagues in the transactions that contributed to the disposition of Deutsche Bank's proprietary private equity portfolio. Charles Smith and Carlo Pirzio-Biroli were not involved in all such transactions and the efforts described in this Memorandum in respect of the proprietary private equity restructuring are attributable to the whole Deutsche Bank team rather than any individual within it.

²⁴ There can be no assurance that the Fund will achieve its investment objective or its target return.