



# Why invest in secondary private equity today?

Secondaries market is strong at with US\$58 billion of deal volume in 2017

- US\$2.8 trillion of primary private equity NAV + unfunded
- US\$600 billion locked in funds 9+ years old

Pricing for funds stable but differentiated

- Secondary pricing steady at 93% of NAV in 2017
- Price dispersion between high & low quality GPs / funds is increasing

GP-led deals are evolving and growing

- Bespoke liquidity solutions including spin-outs, tail-end restructuring, asset liquidations, LP replacements, bespoke fund extensions
- These deals represent 24% of the market

Steady supply of tail-end funds

- Number of tail-end funds coming to market increasing, but overall US\$ value decreasing due to smaller remaining NAV
- Lack of NAV growth results in trading at moderate discounts

Secondary market remains strong, increasingly driven by post crisis funds

GP-led secondary transactions growing faster than market

Distinctive investment strategies continue to seek attractive deals

The information set out in this slide is for illustrative purposes only and summarizes Glendower's analysis of certain information set out over the slides in Section 3 "Secondary Market Update" of this presentation.