PitchBook

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Private Fund Strategies Report

Q2 2020

PitchBook

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Contents

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YoY fundraising changes by strategy (trailing four-quarter)

Strategy	Capital raised ($B)	YoY change	Fund count	YoY change
Private capital	$985.8	5.8% ▲	1,540	-30.3% ▼
PE	$470.7	15.7% ▲	428	-34.4% ▼
VC	$109.2	-1.5% ▼	635	-22.8% ▼
Real assets	$202.9	-14.6% ▼	247	-42.2% ▼
Debt	$109.5	-21.6% ▼	126	-36.4% ▼
FoF	$27.4	27.7% ▲	71	-17.4% ▼
Secondaries	$66.1	346.2% ▲	33	32.0% ▲

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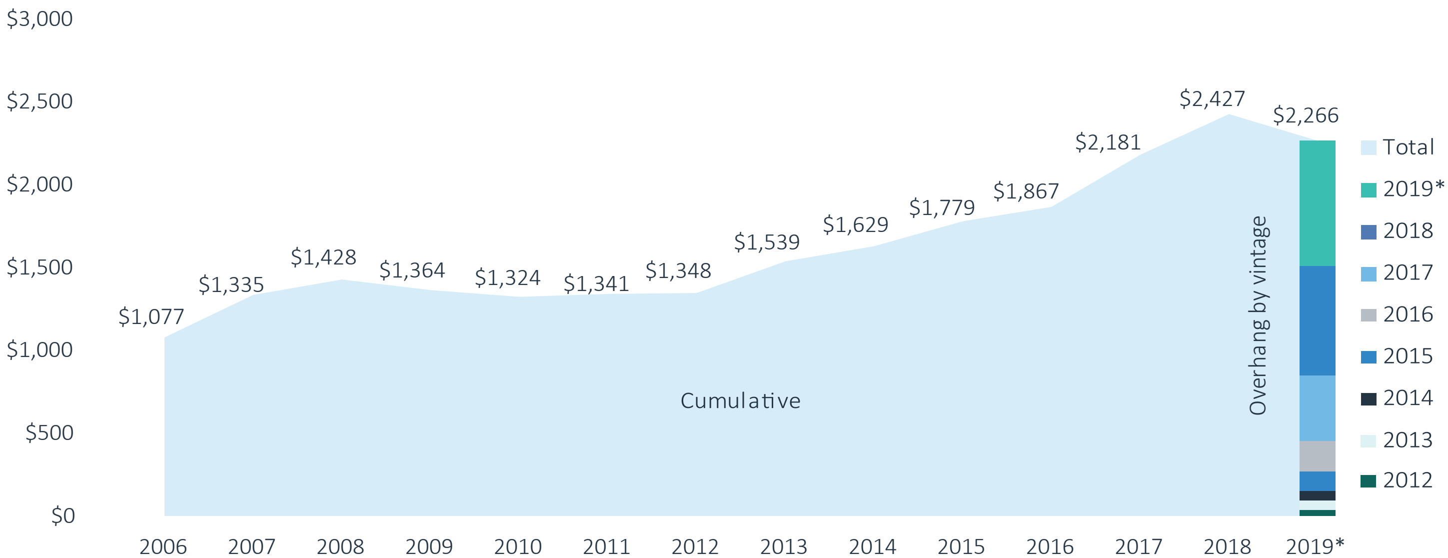
Fund overview and LP perspective

Private capital overhang ($B)



Source: PitchBook | **Geography:** Global
*As of December 31, 2019

Hilary Wiek, CFA, CAIA Senior Analyst, Fund Strategies and Performance
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When last we addressed the global private market fundraising environment, we were reporting on a pre-COVID-19 world during the early days of the crisis. We made many predictions about how the year would play out in this unprecedented situation, and our data through the end of June largely bears out our assumptions thus far, especially when we look beyond the headlines.

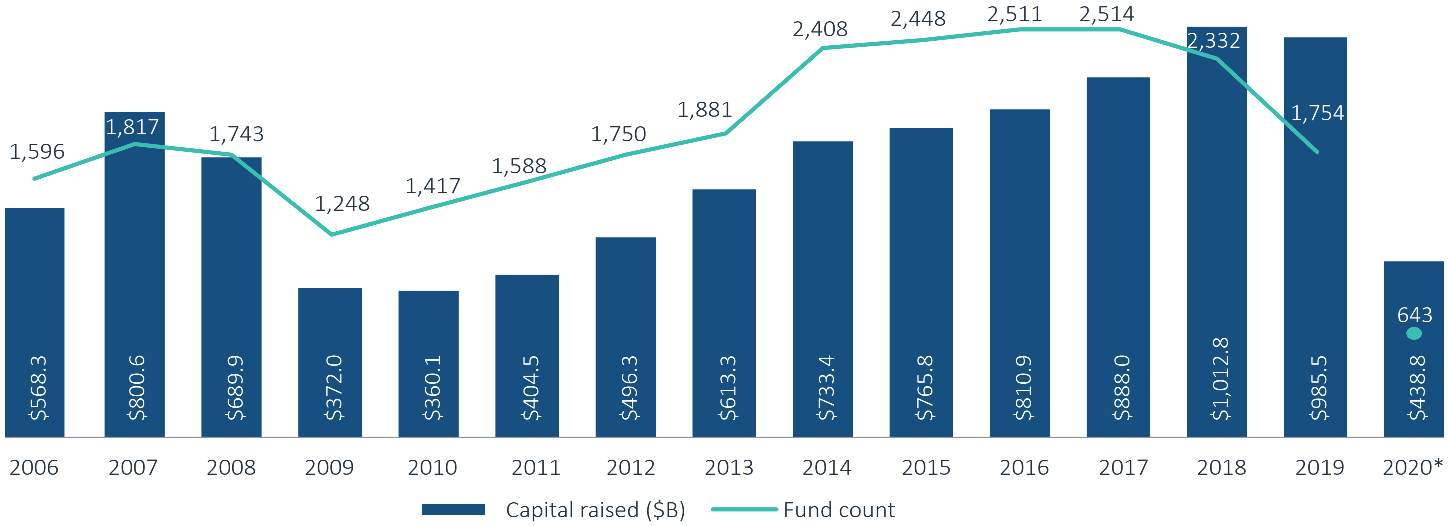
In the first quarter, we predicted that existing GPs would find more success in 2020 than new fund strategies due to the lighter lift of diligence required. Partly because of this, we forecasted that larger funds would garner an even more outsized share of total fundraising than we have previously seen. We also anticipated that strategies perceived to be well-positioned for the current times (that is, behaving opportunistically) would be more successful in their fundraising efforts than those positioned for a more normal environment. Finally, we expected that LPs would likely slow their commitment pacing in 2020 but would overall be unlikely to feel enough stress to force secondary sales.

The total number of funds raised in H1 2020 continued a decline that began in 2018. In the first half of 2019, 857 funds were raised across all private market segments, so 2020 was well off that pace at 643. However, dollars[1] raised told a different story: H1 2019 saw $438.4 billion raised, so H1 2020 outraised 2019 by $6.0 billion with 214 fewer funds. Astonishingly, Q2 2020 saw an uptick in dollars closed upon from the first quarter, with market participants continuing to sign commitments despite worldwide economic shutdowns. Although six more months of data have yet to be recorded for 2020, our prediction that LP commitments would slow during the COVID-19 crisis has not held up at the aggregate level thus far.

The drop in fund counts and the increase in dollars raised illustrates a confirmation of our expectation that larger funds would find more success in a period with suspended due diligence travel causing LPs to commit

1: While this report utilizes a global universe, PitchBook has converted all non-dollar fund amounts into the US dollar for comparison purposes.

Private capital fundraising activity

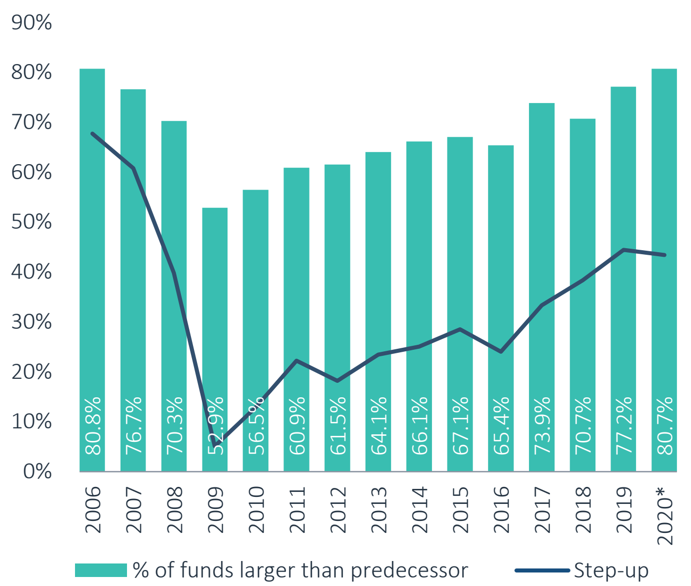


Source: PitchBook | **Geography:** Global
*As of June 30, 2020

to entities better known to them. Of the 14 funds that each closed on more than $5 billion in the first half of 2020, 10 were at least the fifth fund the GP had raised for the strategy, highlighting how funds with long track records were able to close on vast sums, even in a crisis. Interestingly, 80.7% of the funds closed in 2020 have managed to increase their size from their predecessors—those funds were 43.4% larger, on a median basis. Across the private markets, more money is going to fewer and larger funds.

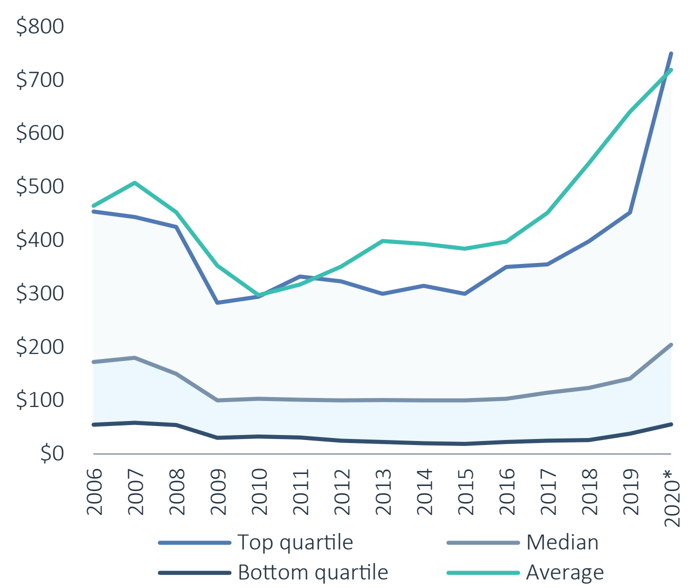
Charting the overall figures by size bucket, we can see the magnitude of this phenomenon in greater detail. While only 19.5% of the funds raised in H1 2020 were

Median step-up from previous private capital fund in fund family



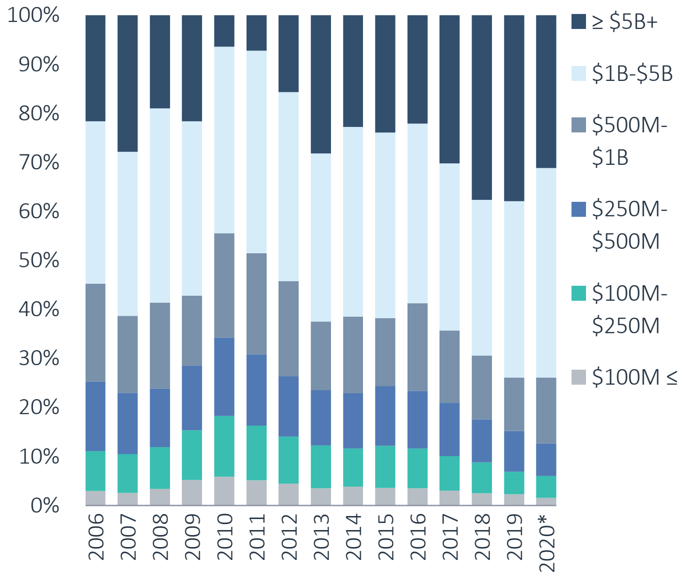
Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Private capital fund sizes ($M)



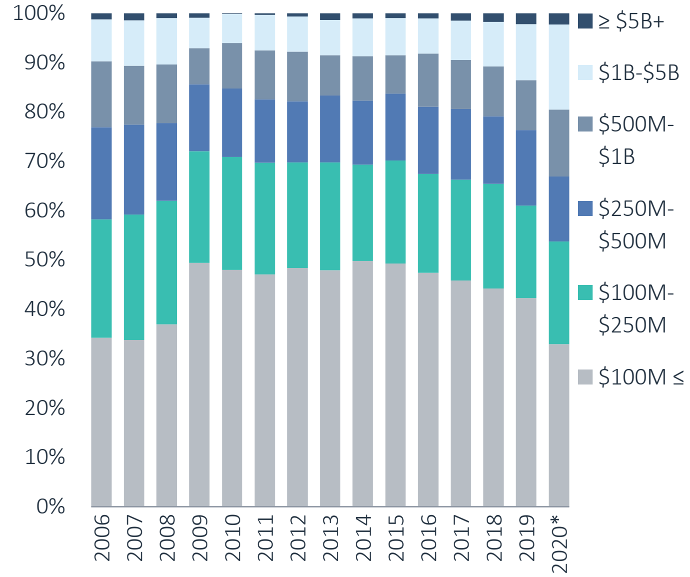
Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Private capital funds ($) by size



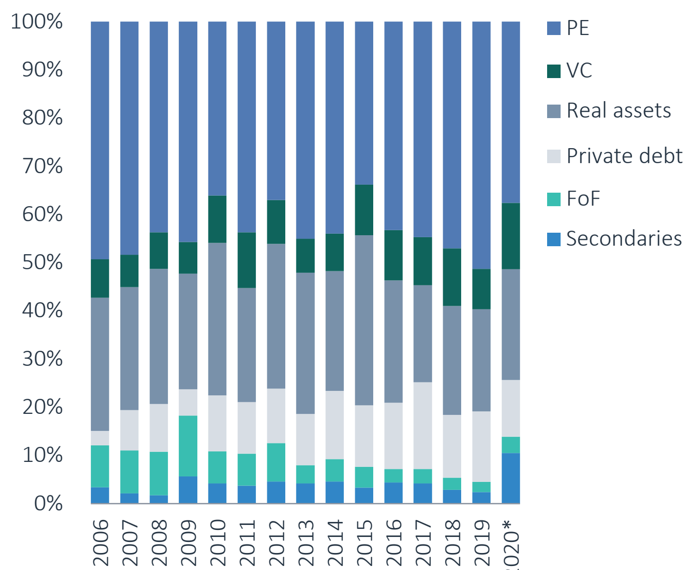
Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Private capital funds (#) by size



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Private capital funds ($) by type



Source: PitchBook | **Geography:** Global
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$1 billion or larger, they represented 73.9% of dollars committed. This was a record combined share for $1 billion+ funds on the back of records set in each of the previous three calendar years. Beyond the motivations driving LPs to these larger funds, GPs also have a real interest in growing fund sizes. In an extended record-low interest rate environment, PE returns may not provide the spread over an 8% hurdle rate that they once did. Funds must thus be larger to provide similar levels of dollar compensation to GPs.

As market dislocations emerged, a number of nimble GPs were able to go to market with repurposed or newly created funds to attract LPs hoping to invest opportunistically during the crisis. This was particularly true for private debt, where fundraising dropped overall, but several funds pivoted for the new reality. H1 2020 also saw an uptick in the share of secondaries; it reached 10.5% of private market commitments, almost double the 2009 share as the global financial crisis was playing out. VC also hit a recent high, reaching 13.7% of dollars committed in the first half of 2020. PE still took in the most in commitments, but its 37.6% share so far in 2020 was well off 2019's 51.3%.

Through year-end 2019, we saw dry powder tip down from a long-running upward trend. However, the first half of 2020 did see some impressively large fund closings and slowing deal activity, so we expect this trend to reverse as the cash flow numbers come in later in 2020.

2: While the 8% hurdle has become fairly standard in PE fund terms, that rate was established when borrowing rates were closer to that number (in January 2000, the 5-year Treasury was 6.5%). Now that rates have plummeted (5-year Treasury at 0.29% at the end of June 2020), PE may expect a similar spread but over much lower borrowing costs. If PE were to expect a hypothetical return of 10% over the cost of debt, 20 years ago that might have meant a 16.5% return, versus a 10.29% return now. A 16.5% gross IRR provides a significant dollar amount of carry beyond the 8% hurdle; a 10.29% return on the same sized fund could be much less motivating for a GP.

Q&A: Altvia

From conversations with your clients and your own reading of the latest fundraising data, what is your perspective on the broader fundraising cycle across private fund strategies in the current moment?

Any major economic downturn or cycle will create risks and opportunities for investors—some of the biggest economic shifts we've ever seen have come about by cycles like this one. At the same time, this has been unlike any other cycle, especially in terms of the pace at which these shifts have already played out. Investors are going to need time to better assess risks and rewards, so it certainly seems we're seeing some pause on fundraising and waiting to have more visibility into where we go from here. There's no question there has been a "flight to safety" of top-tier brands with consistent top-quartile performance. I suspect there will be some interesting opportunities for differentiated strategies and lesser-proven managers that we haven't seen play out yet, and for good reason, as institutional investors are waiting to see how their broader portfolios hold up against the unknowns in the near term.

What are the primary hurdles in the fundraising process that your clients are looking to address now? What has changed compared to before the pandemic disrupted normal business flows?

We were already in the midst of a gradual movement toward technology to better enable fundraising leverage, but the focus had mostly been on internal tools that were the equivalent of better notetaking and follow-up. For years, we've been expecting and building products for a future where technology played a more direct role in the actual engagement between GPs and LPs. We couldn't have anticipated a pandemic would accelerate this so quickly, but there's no question that GPs are now looking for ways to better engage with investors and prospects. Survey results I've seen even in recent days overwhelmingly show the new normal is here, and it's more about technology playing a role in the actual engagement of GPs and LPs versus its traditional role in memorializing post-engagement through notes and follow-up. We're thrilled to be prepared for and to have pushed for this transformation, but we're even more excited for the modern experiences that will come to both GPs and LPs, and for a time when everyone will have saved by leveraging technology in this way.

Jeff Williams

VP of Industry Solutions

Jeff Williams started with Altvia in 2011, bringing with him deep technical understanding and industry experience as an Associate at a leading Fund-of-Funds, Greenspring Associates. Through his tenure, he has worked extensively internally leading various departments from product, development, and marketing and externally with clients to make the vision of Altvia come to life through the development and launch of products solving the issues facing GPs and LPs.

Mr. Williams' past work included sourcing and evaluating later-stage venture financing in private companies, fund commitments to premier venture capital managers and evaluating secondary investment opportunities. His specialty areas included market and manager research, tracking portfolio companies, valuing secondary opportunities and direct investments, financial modeling and budgeting. Mr. Williams worked to establish models, practices and processes, and during his time at Greenspring, the firm nearly tripled the value of its funds under management.

Mr. Williams earned a BA in finance from the University of Utah and lives with his wife, two toddlers, and 10 guitars in Colorado.

How have those hurdles shifted across the variety of fund types you work with, from buyouts to funds of funds? Please feel free to expand across the full gamut of fund strategies you work with.

I don't notice as much of a distinction in this technology-driven dynamic within different fund strategies. There's no question that distressed buyout folks are thinking very differently about the opportunities (and risks) they expect to see versus a venture-focused GP, but we see fewer opportunities for technology to have as dramatic of an impact on deal teams than we do in the "customer service" realm. Using that phrase is a bit awkward in this market, but the new world we've already settled into—even as consumers—is clearly focused on businesses using technology to better service their customers in a physically distant world. Note, too, the intentional use of the term physically distant rather than socially distant: We can be socially closer than ever even when physically distant, and that's the point! I'd argue this shift is now more important for B2B, especially in services industries such as ours; face-to-face interaction may never be the same, and every GP, no matter their LPs ("customers"), must figure out how to provide better service starting now. That may differ slightly from one investment strategy to another, but at the end of the day, everybody has to be thinking about it.

From your direct view into the intricacies of the fundraising process nowadays, how has it evolved over the past several years, taking into account not just the COVID-19 pandemic but also shifting industry standards? What do you think is least-known of those changes that more private market players should be aware of?

We have a very unique viewpoint into this because we work with both GPs and LPs as customers. We've been working for years to provide the differentiated technology that the reader is likely to have seen presented at industry events by some of the premier, research-driven funds of funds that we're grateful to have as customers. We've seen the pain they suffer in getting information, the things they'll do to get it, and what they'll do with it. We've spent a great deal of time, energy, and money working to solve these problems for them. One of the well-known challenges we've all heard about during the last several years is a demand for greater transparency, and I believe most GPs worry about the obstacles they face in providing this to their LPs, and even more worry about what the LP will do with that information. What I believe to be lesser-known is the opportunity we've seen created by GPs committing to transparency. It's the other side of the same coin—one that requires a commitment to service and realizing there's far more to be gained than lost with transparency. In other words, oversharing has created amazing opportunities for an even healthier GP-LP relationship, despite a fear that doing so would cause deterioration. GPs themselves have yet to understand what's in some of their own data, but this fear is overcome quickly when GPs see the positives that analytical LPs find in their data.

Given the current environment, more established and/or larger fund managers seem likelier to close on their vehicles, but what is your perspective on that? How have you seen emerging or newer fund managers strategize around the degree of uncertainty in the current environment?

I touched on this a bit earlier, but there's no question we've already seen this trend and PitchBook does a great job of calling some of these larger fund managers out in the Q2 2020 US PE Breakdown—Thoma Bravo, Dyal Capital Partners, Lightspeed Venture Partners. Some of these firms launched new fundraises amidst the uncertainty and made it look easy. Newer managers are falling into certain camps—some more determined and some more realistic. I think we'll look back at this time and realize how niche strategies emerged as the result, and how others thrived because of it; however, it still feels like we can't predict know how it will all play out yet. I'm certain we'll also look back and realize this was the moment fundraising, the GP-LP relationship, technology-enabled service, and transparency changed forever, and we're extremely excited about that. There's already plenty of evidence of this that we've observed both from working with some big firms that closed funds during Q2 and some of the emerging managers that are adapting quickly to this new reality.

From a technical standpoint, which features and support have been most heavily demanded by fund managers as their process has evolved, and why? What has stayed the same?

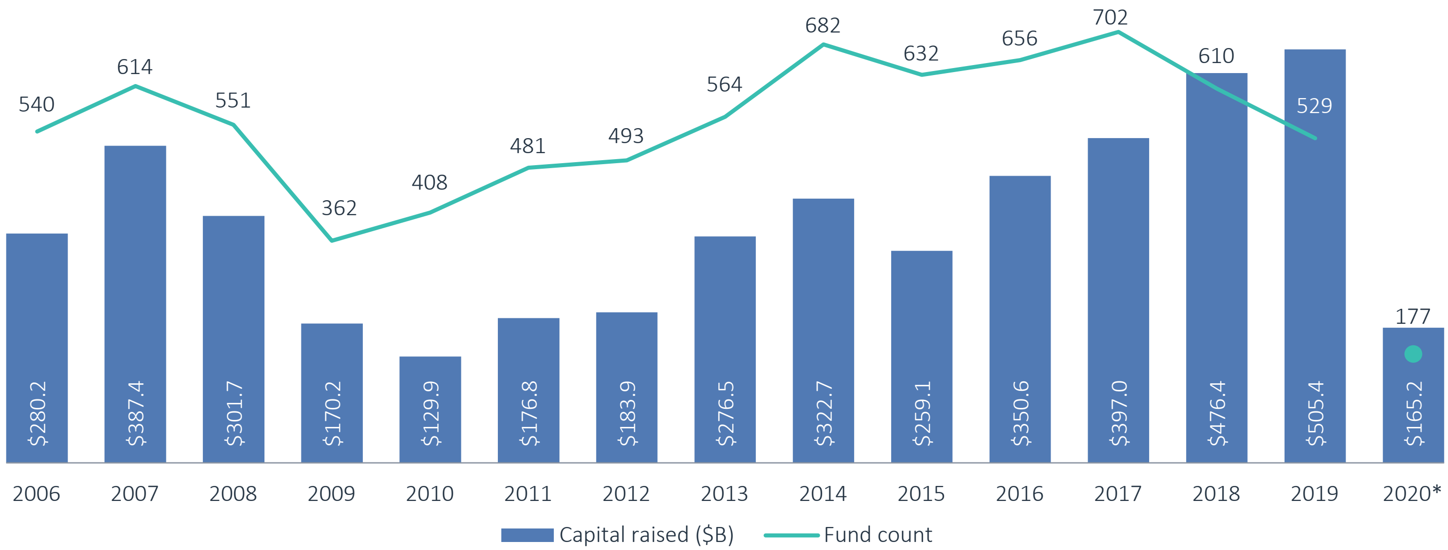
Part of the reason we're so excited about some of the changes we're seeing is that we've expected this evolution, but it accelerated beyond our expectations. The opportunity that has presented itself was also a key strength of ours, so we saw a marked move toward both existing customers who were looking to better integrate relationship and communication technology into their process and established firms that aren't customers needing to solve for gaps they have in these areas. Communication has overwhelmingly become the thematic driver but maintaining the key "customer" (investor) relationships has been a common thread that hasn't changed. Much like what we've seen in our personal lives during COVID-19—we've always loved those close to us, but we've begun to communicate in ways we always could but rarely did.

altvia

Altvia is a market-leading provider for investor & deal management systems purpose-built for the Private Capital Markets. Founded in 2006, Altvia powers hundreds of clients and over 40,000 investors. The platform (CRM, investor portal, and intelligence) transforms GP-LP engagements. Marquee firms trust Altvia to unleash the power of their relationships and data.

Private equity

PE fundraising activity



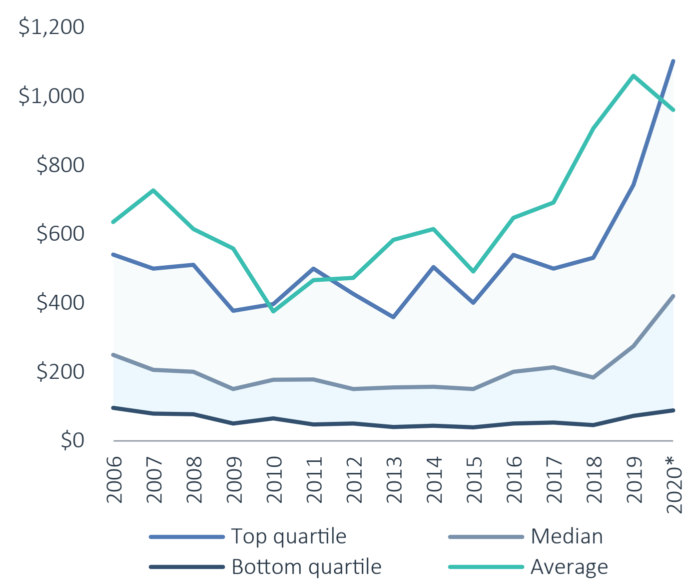
Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Wylie Fernyhough Senior Analyst, PE
wylie.fernyhough@pitchbook.com

Through the first half of 2020, global PE managers closed on 177 funds totaling $165.2 billion. The number of funds closed, and the cumulative fundraising total, are approximately one third of 2019's figures and well below H1 2019 totals. Persistent economic headwinds in North America—which accounts for over half of global PE commitments—have curtailed fundraising through the first half of 2020. However, fundraising may finish the year on a high note with many high-profile managers seeking to close funds before year end. We have included a list of 15 select open funds targeting a combined value that eclipses the total capital raised YTD. The funds that have closed in 2020 have done so at a near record pace, with the median time to close falling to its lowest figure in over 15 years. Some bright spots are lifting overall figures, but these are continuations of trends that were firmly in place pre-COVID-19.

Growth equity funds, which accounted for 18.0% of all PE capital raised, have had a healthy showing in H1. Similarly, tech-focused PE firms, such as Clearlake and Francisco Partners, have fundraised successfully despite challenges. In fact, both firms had fund step-ups of over 80% compared to their predecessor flagship funds.

PE fund sizes ($M)



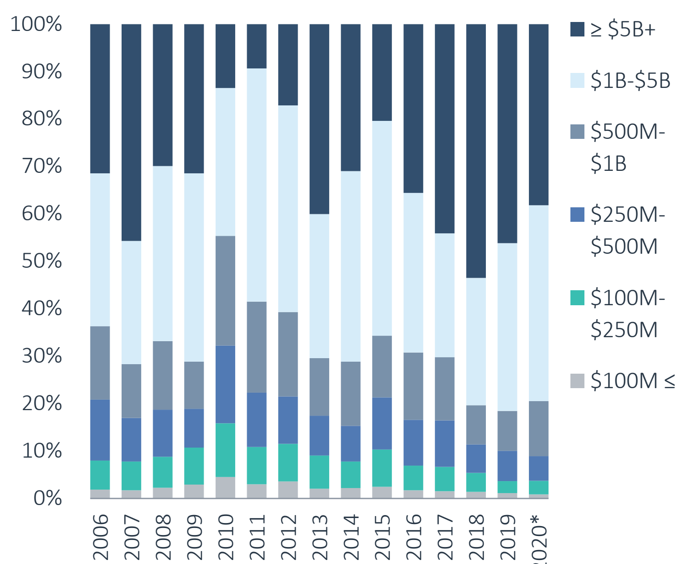
Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Select open PE funds

Fund name	Target ($M)	Type	City	Country
Silver Lake Partners VI	$18,000	Buyout	Menlo Park	US
Thoma Bravo Fund XIV	$16,500	Buyout	Chicago	US
EQT IX	$16,428	Buyout	Stockholm	Sweden
KKR Asian Fund IV	$15,000	Buyout	Hong Kong	Hong Kong
Clayton, Dubilier & Rice Fund XI	$13,000	Buyout	New York	US
HillHouse Fund V	$13,000	Buyout	Beijing	China
Apax X	$11,955	Buyout	London	UK
Ares Corporate Opportunities Fund VI	$9,250	Buyout	Los Angeles	US
BC European Capital XI	$9,239	Buyout	London	UK
Bain Capital Fund XIII	$9,000	Buyout	Boston	US
Dyal Capital Partners V	$9,000	PE growth/expansion	New York	US
New Mountain Partners VI	$8,000	Buyout	New York	US
West Street Capital Partners VIII	$8,000	Buyout	New York	US
GSO Capital Opportunities Fund IV	$7,000	Mezzanine	New York	US
Blackstone Strategic Capital Holdings II	$6,000	PE growth/expansion	New York	US

Source: PitchBook | **Geography:** Global

PE funds ($) by size



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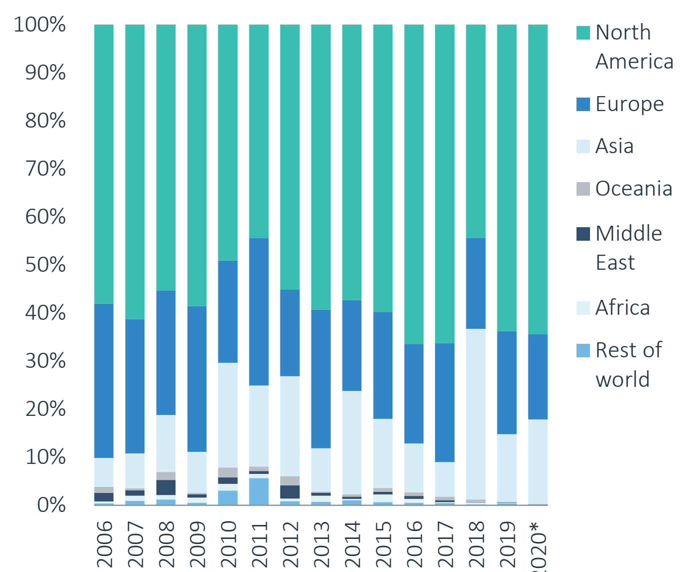
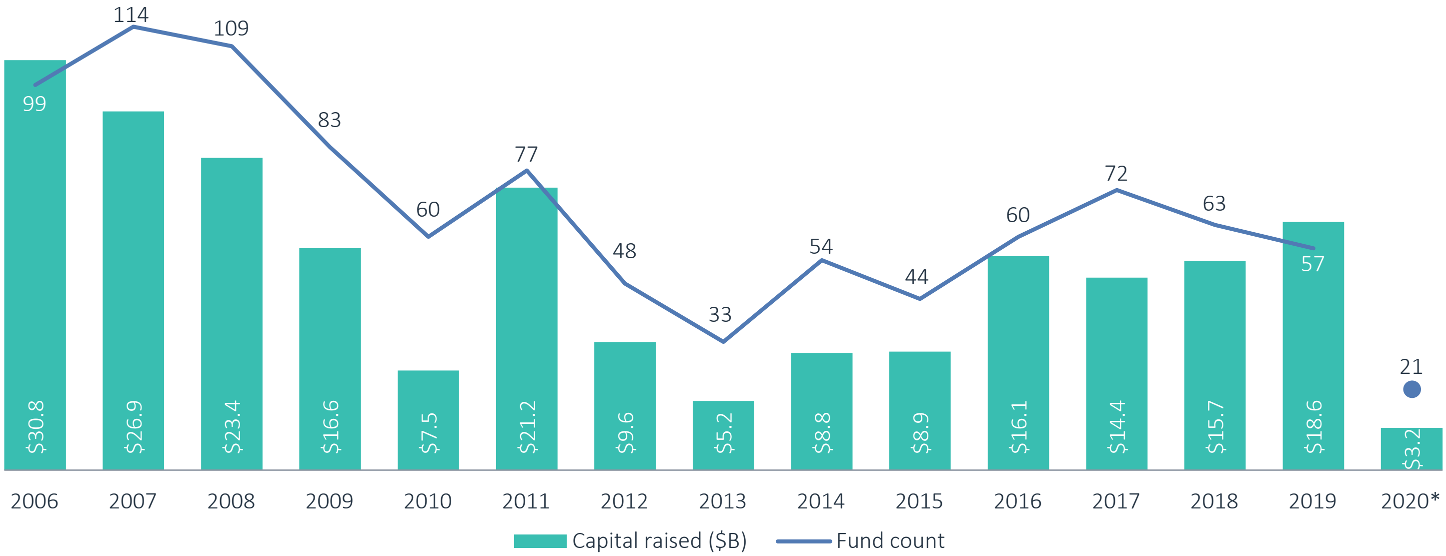
PE funds ($) by region



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

PE first-time fundraising activity



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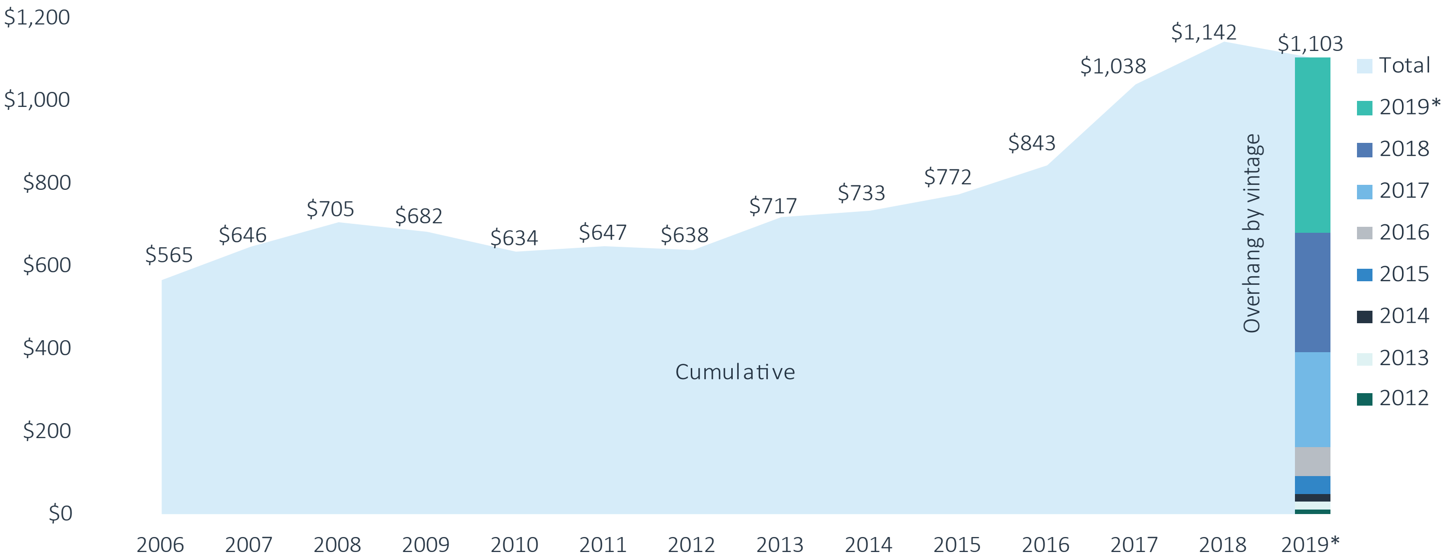
PE capital overhang ($B)



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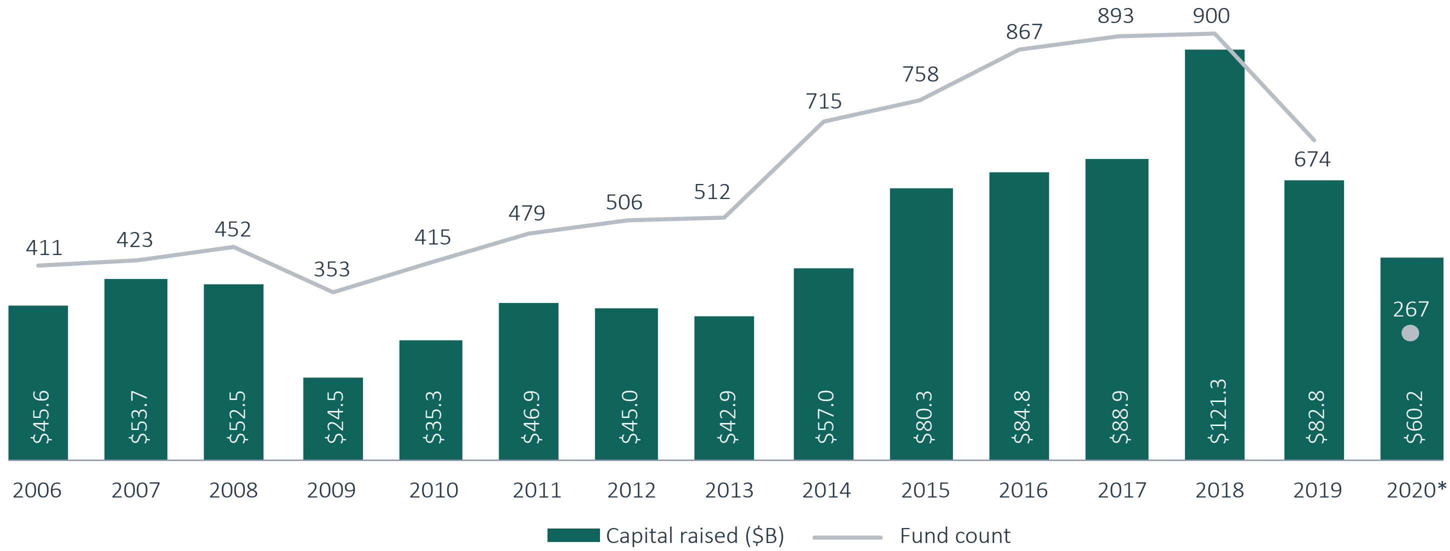
Venture capital

VC fundraising activity



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

James Gelfer Senior Strategist and Lead Analyst, VC
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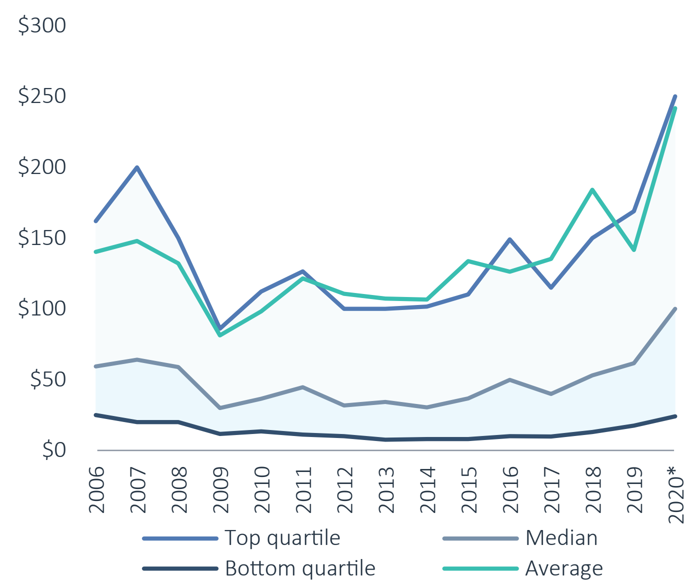
Despite economic headwinds, VC fundraising data exhibited continued strength in Q2 2020. Through H1 2020, VCs closed 267 funds totaling more than $60 billion, which already surpasses the full-year total for every year of the decade prior to 2015. Large funds have naturally driven the aggregate figure, with spikes in both average and median fund size. VC mega-funds ($500 million+) have been especially prolific in 2020 with 34 closed so far, which nearly equals the full-year number for 2019. While many of these funds likely began fundraising before the uncertainty of the pandemic affected the markets, closing these massive vehicles over the last two quarters remains an impressive feat. However, we expect a slowdown in the second half of the year, as the number of open funds with large targets has decreased significantly due to the recent activity.

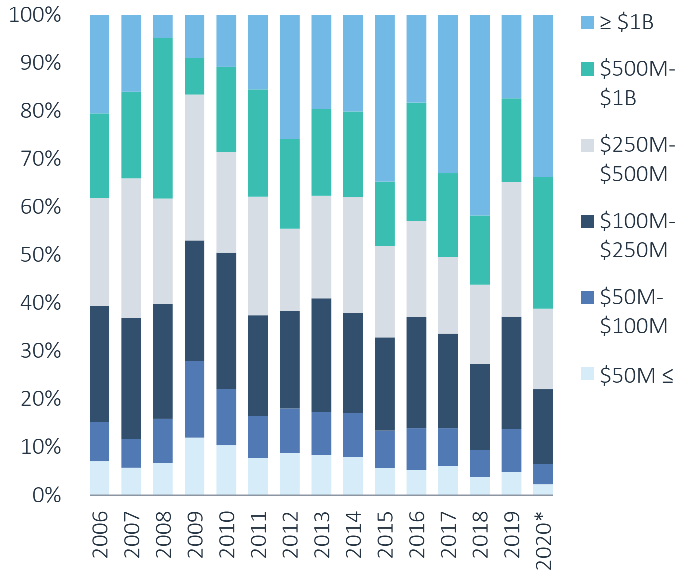
The fundraising success of premier firms—which can fall back on their positive historical performance and name recognition during a period when no face-to-face meetings are taking place—contrasts starkly with the plight of first-time funds. These newcomers raised only $3.0 billion across 40 funds in H1 2020. Emerging and smaller fund managers have also struggled, as the annual proportion of the number of micro-funds (sub-$50 million) dipped below 40% for the first time since 2000.

VC fund sizes ($M)



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

VC funds ($) by size



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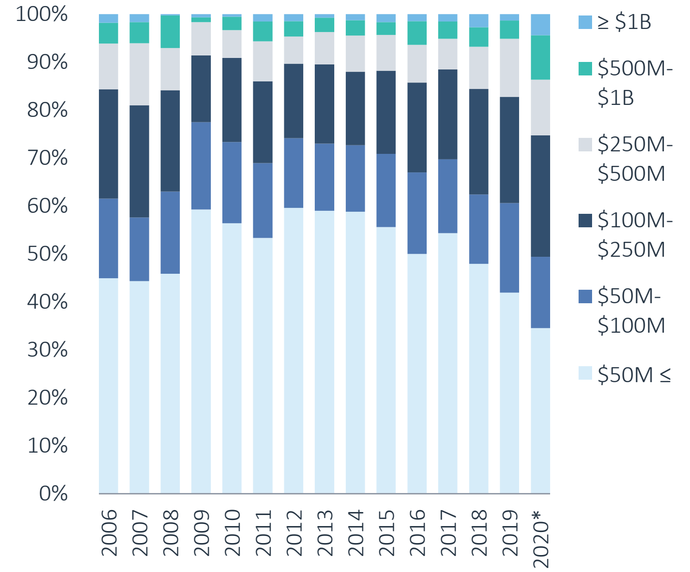
VC funds (#) by size



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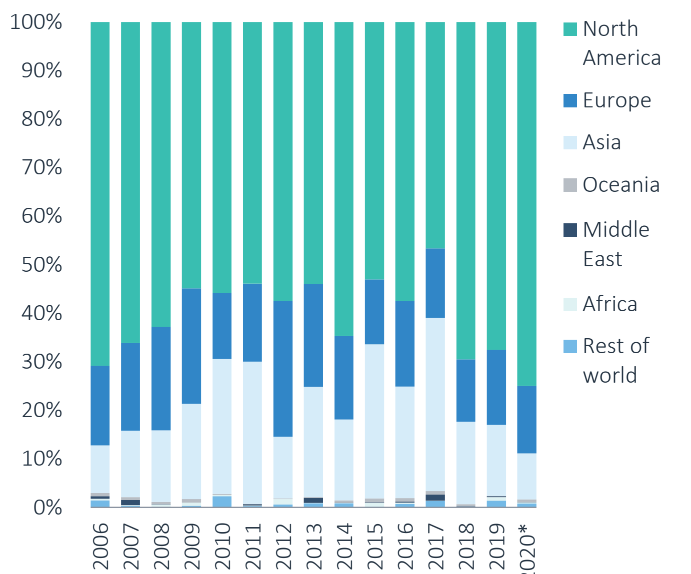
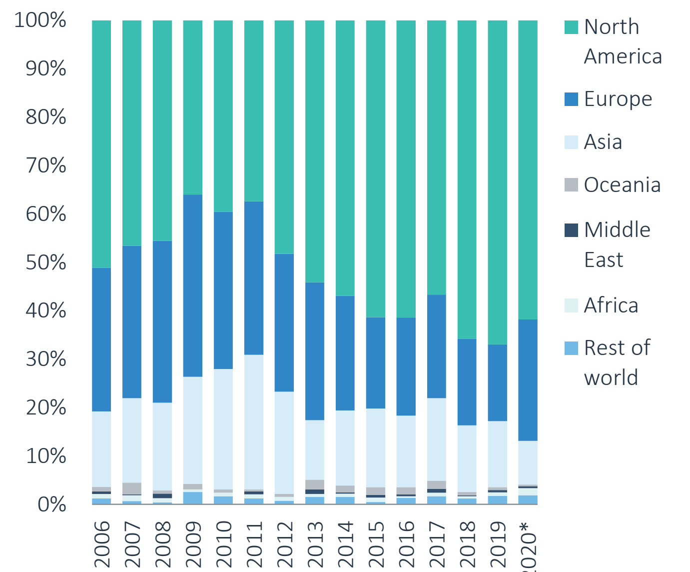
VC funds ($) by region



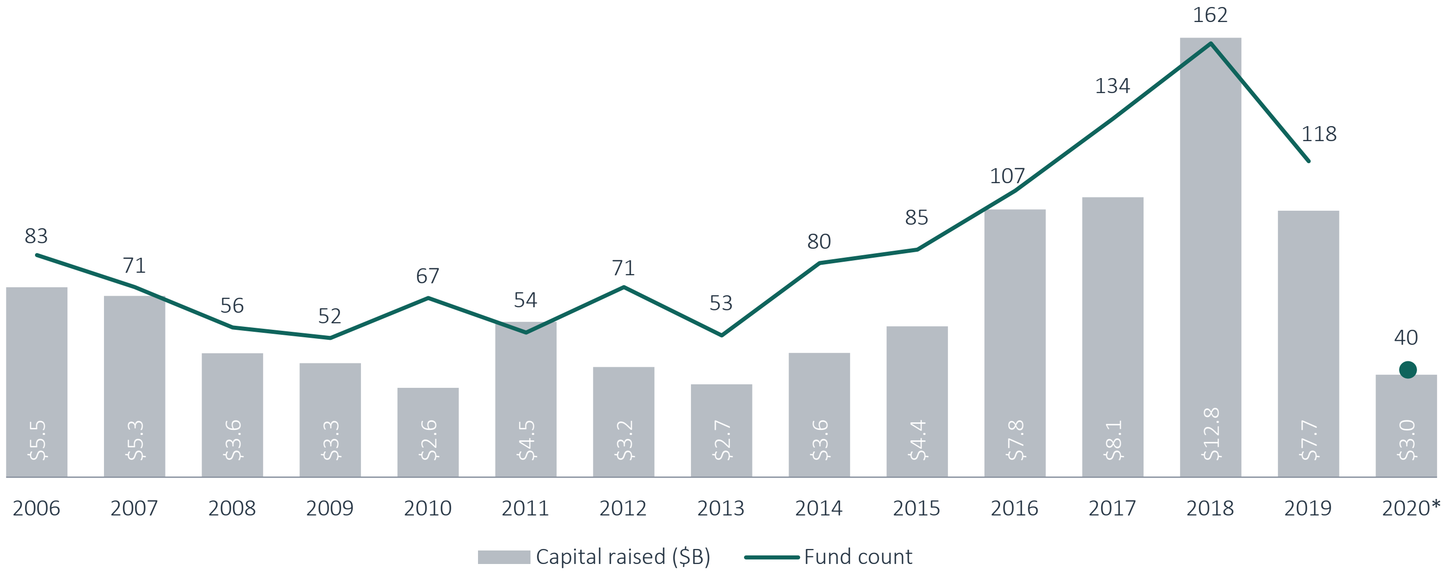
Source: PitchBook | **Geography:** Global
*As of June 30, 2020

VC funds (#) by region



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

VC first-time fundraising activity



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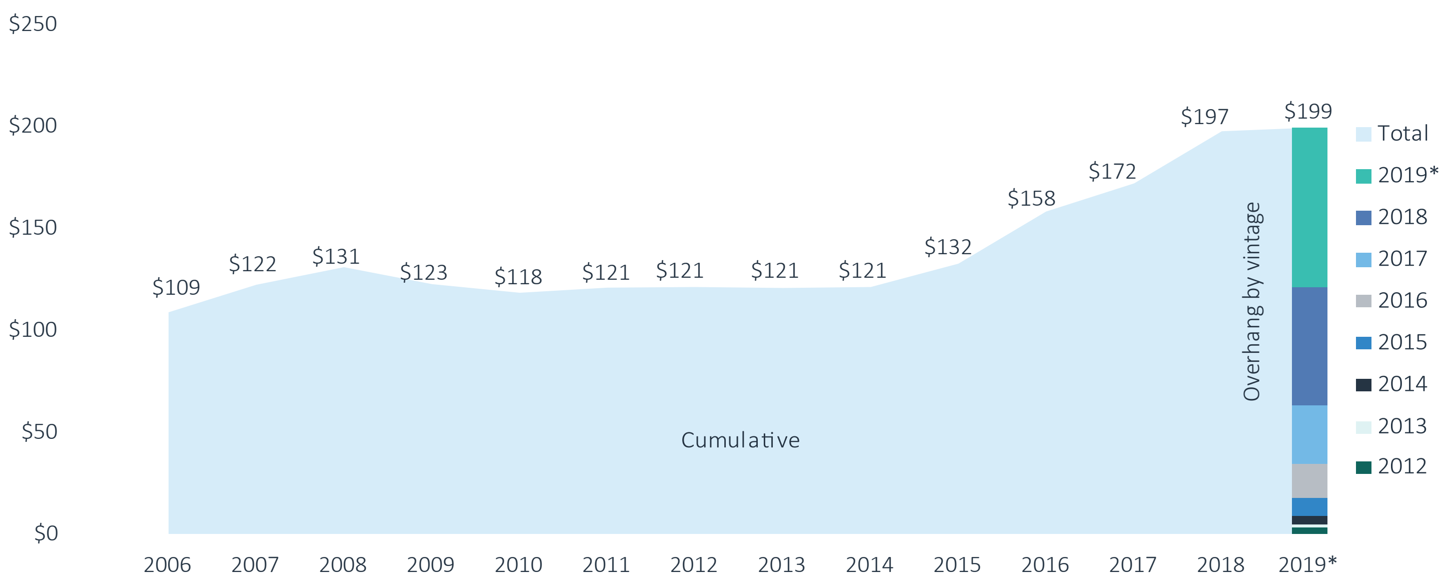
VC overhang ($B)



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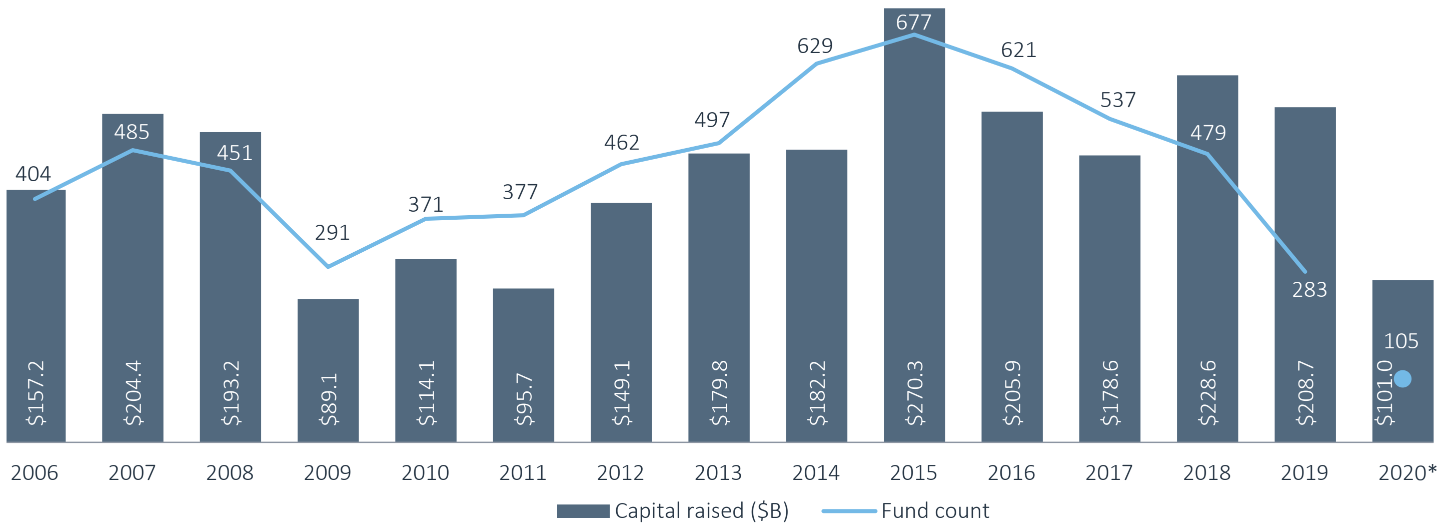
Real assets

Real assets fundraising activity



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

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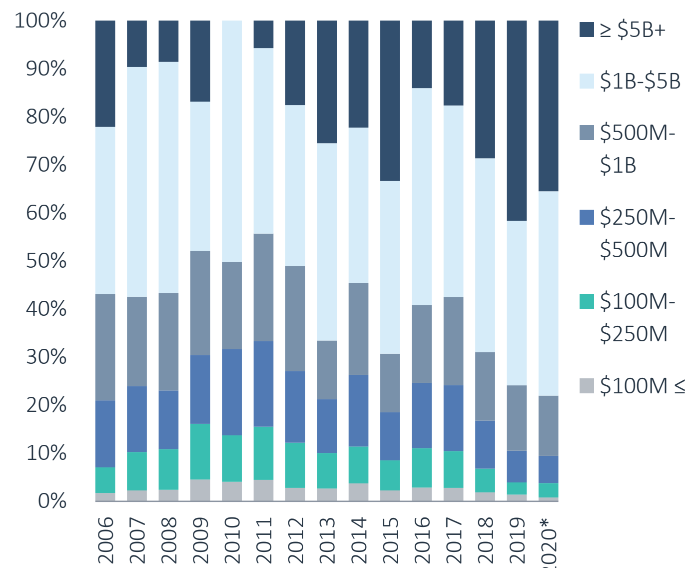
While 25.5% fewer real assets funds closed through June versus the same period in 2019, fundraising activity in the strategy topped $100 billion in the first half of the year for the third time since the GFC and for the second year in a row. In total, 105 funds held final closes, down from 141 in H1 2019. The largest funds continue to gobble up market share with a record-high 78% of the fundraising haul coming from funds sized $1 billion+. Brookfield Infrastructure Fund IV and Blackstone European Real Estate Fund VI were the largest of these to close, with $20.0 billion and $10.8 billion committed, respectively. This has contributed to the average fund size topping $1 billion so far in 2020, which would be a record compared with last year's $884 million high water mark. Despite the COVID-19 crisis, the median time to close has fallen in 2020 to 14.2 months from 15.3 months in 2019, showing resilient momentum for the strategy amid economic uncertainty.

Oil & gas funds continue to face a secular decline in interest. Warburg Pincus announced in July that it would be reducing its investment pace in oil & gas assets going forward after suspending fundraising in its Energy Fund II back in February. Through H1 2020, $6.2 billion closed in oil & gas funds. That represents only 6.1% of the total commitments to real assets, matching 2019 for a decade-plus low.

Real assets funds ($) by size



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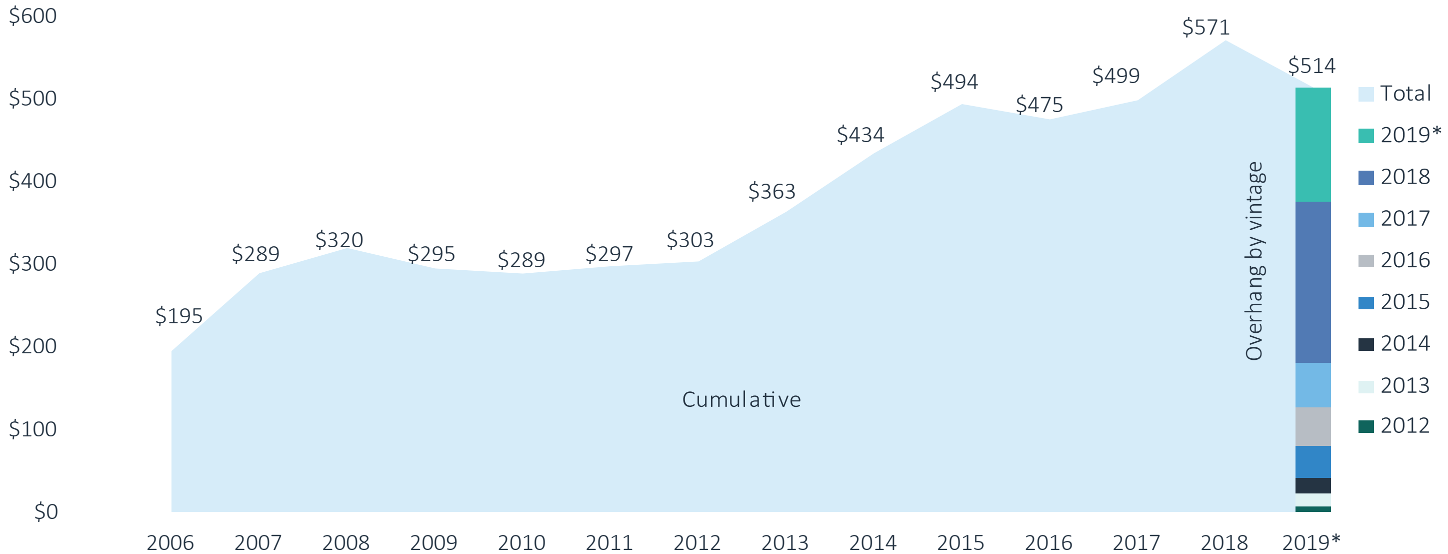
Real assets capital overhang ($B)



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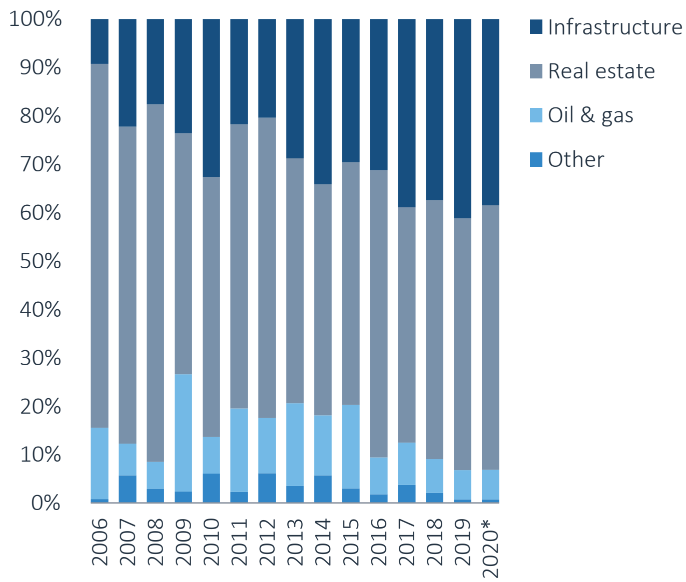
Real assets funds ($) by type



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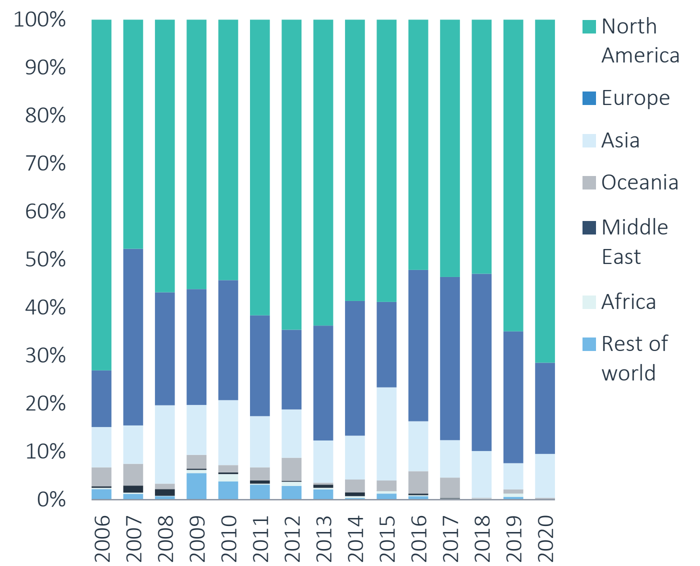
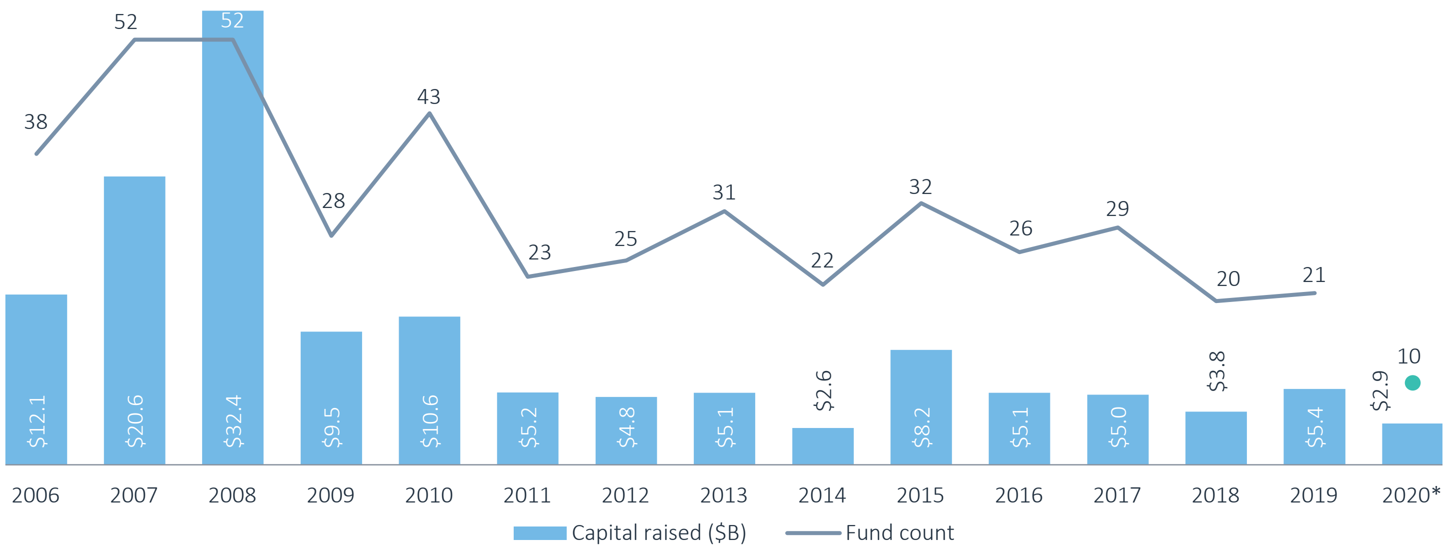
Real assets funds ($) by region



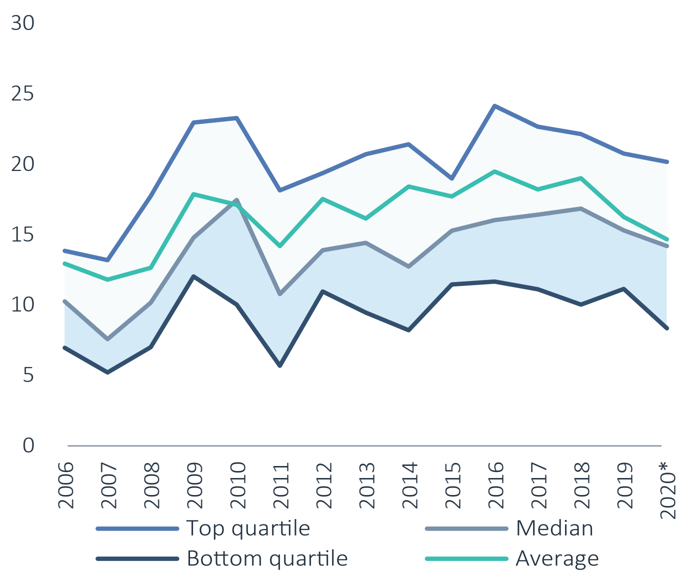
Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Real assets first-time fundraising activity



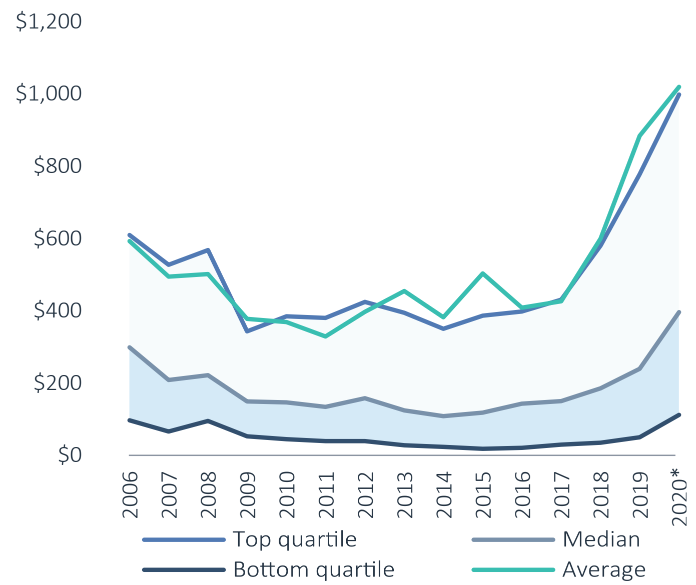
Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Time (months) to close real assets funds



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

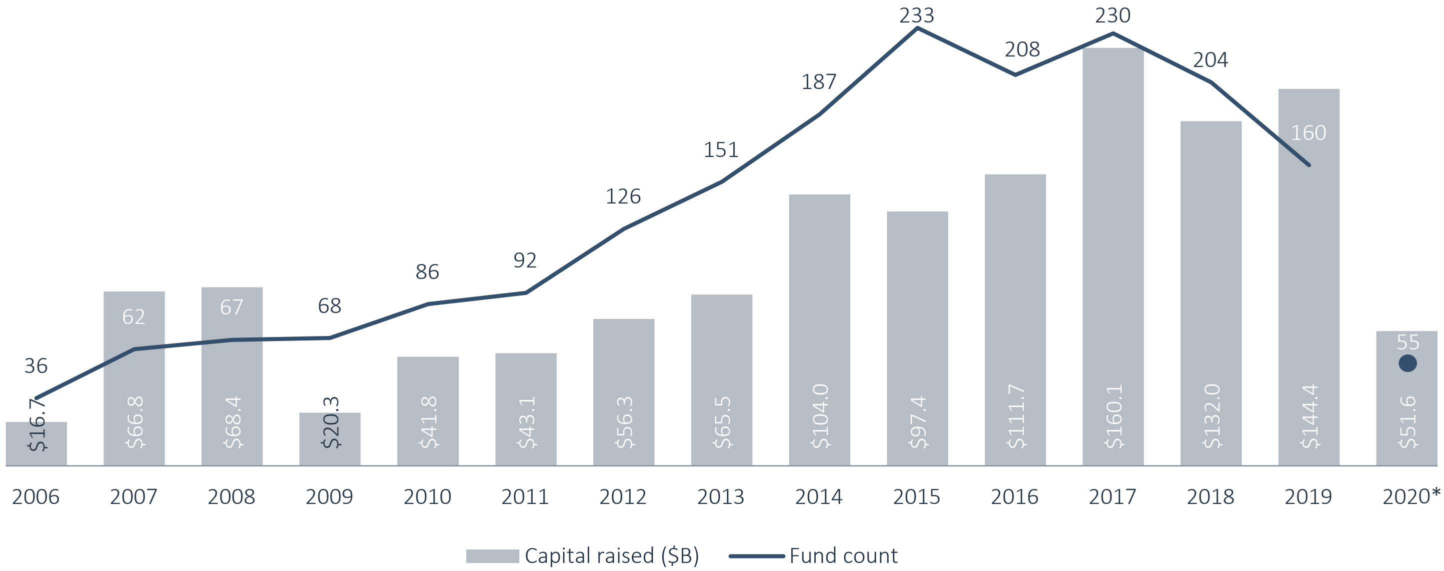
Real assets fund sizes ($M)



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Private debt

Private debt fundraising activity



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

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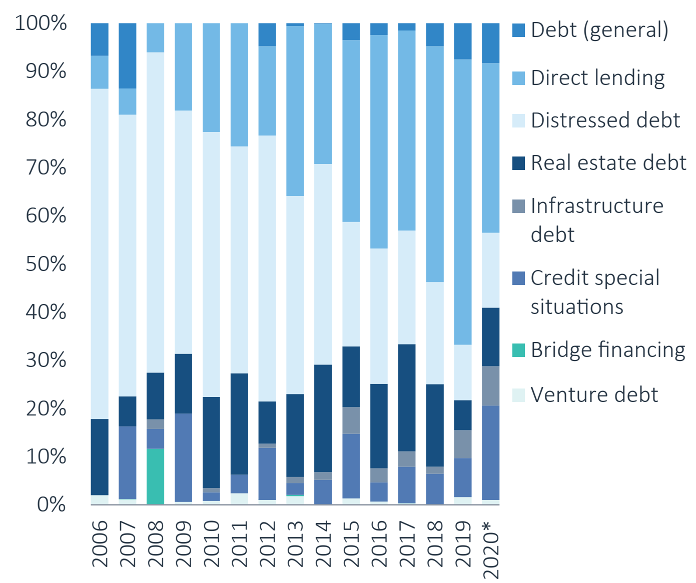
The pace of private debt fundraising slowed considerably in the first half of 2020, due largely to the headwinds created by the COVID-19 pandemic. Through H1 2020, private debt managers closed just 55 funds totaling $51.6 billion, on pace for the slowest year since 2015 in terms of capital raised. The lion's share of the slowdown came from direct lending, due to its reliance on the leveraged buyout (LBO) market—which has also slowed—for deal flow. First-time managers also struggled to garner LP commitments in a remote working environment. Just three first-time funds held a final close in H1, on pace for the lowest showing since 2012.

Though fundraising was subdued in aggregate, we saw a wave of interest in more opportunistic strategies—including distressed debt and special situations funds—which are on pace for their strongest fundraising year since the GFC. Firms such as Oaktree, Apollo, KKR, and Bain Capital are all in the market with funds hoping to capitalize on recent volatility. Oaktree is targeting an $15 billion for its latest distressed debt fund, which would be the largest fund of its kind to close, exemplifying both the magnitude of the current opportunity and the steady upward march of fund sizes more generally. LBO managers want in on the action too, with some—such as Apollo Global Management—

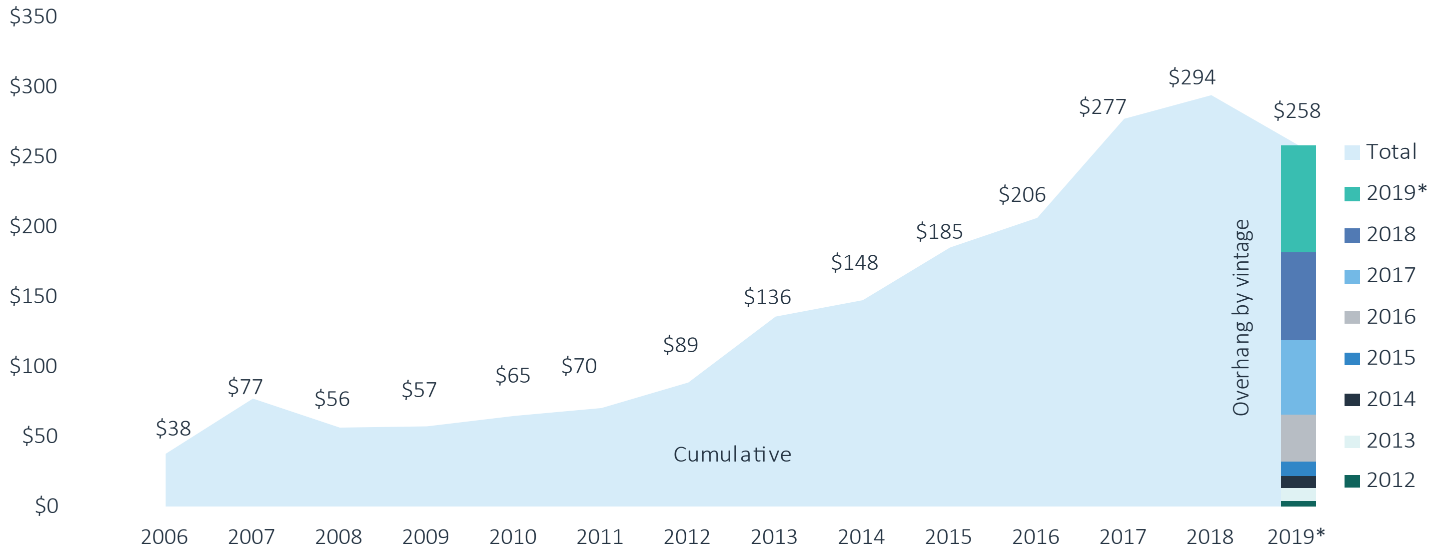
Private debt funds ($) by type



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

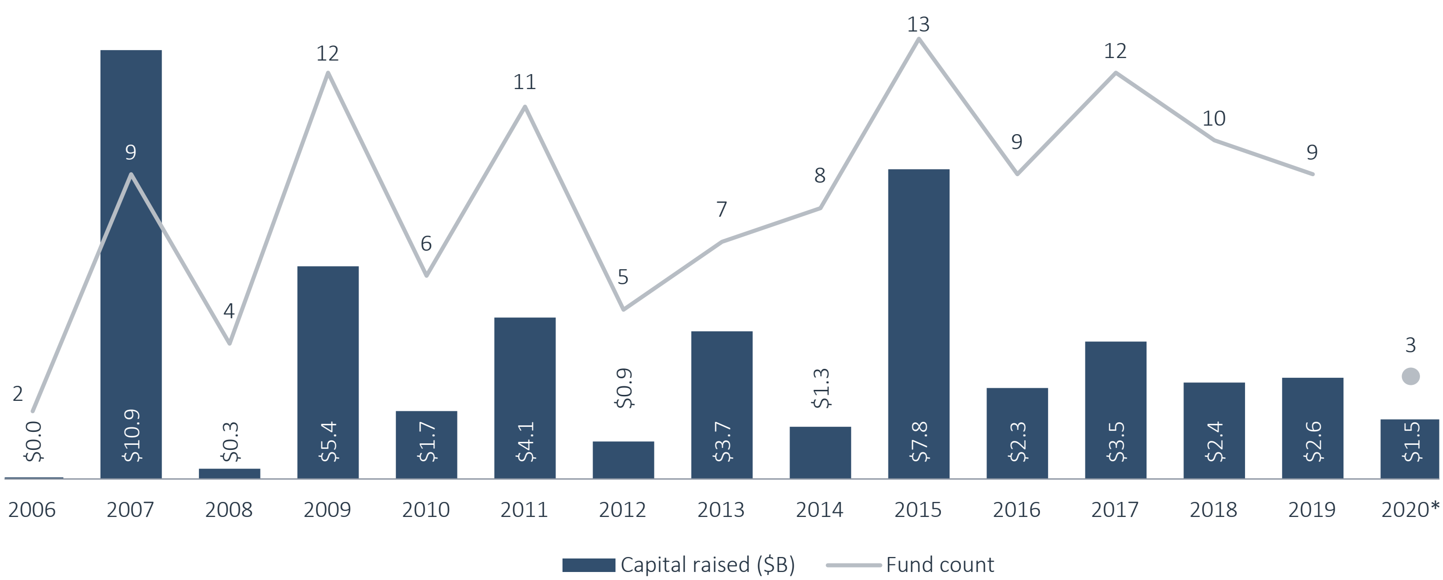
pivoting their buyout funds to focus almost entirely on distressed-for-control situations. We expect these trends to continue in the back half of 2020, with distressed and opportunistic managers benefiting at the expense of more conservative sub-strategies, namely direct lending.

Private debt capital overhang ($B)



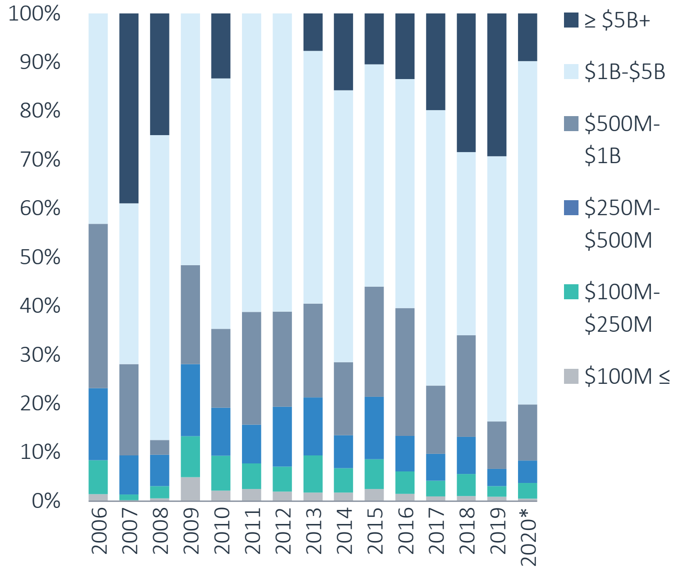
Source: PitchBook | **Geography:** Global
*As of December 31, 2019

Private debt first-time fundraising activity



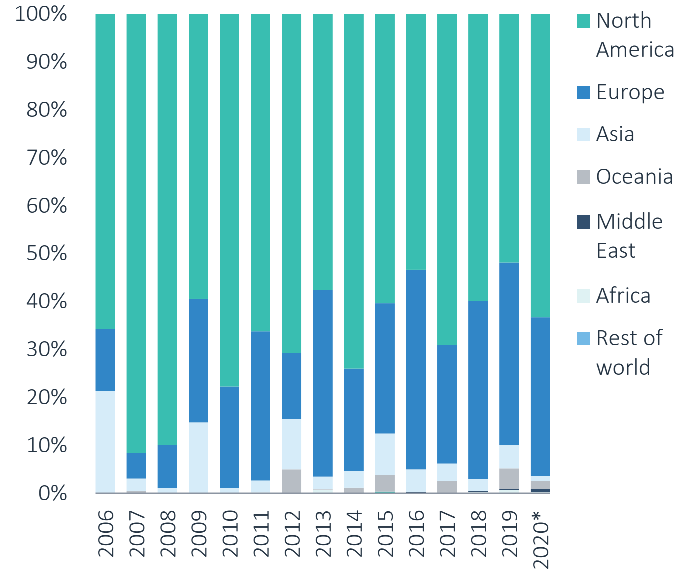
Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Private debt funds ($) by size



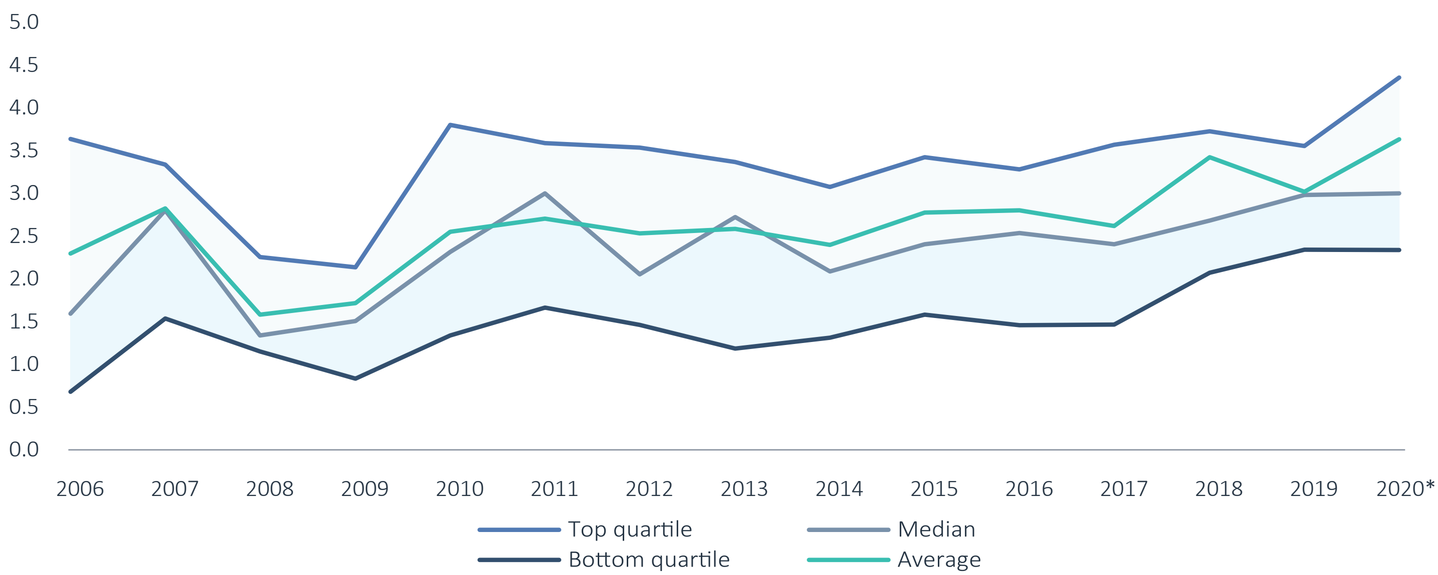
Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Private debt funds ($) by region



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

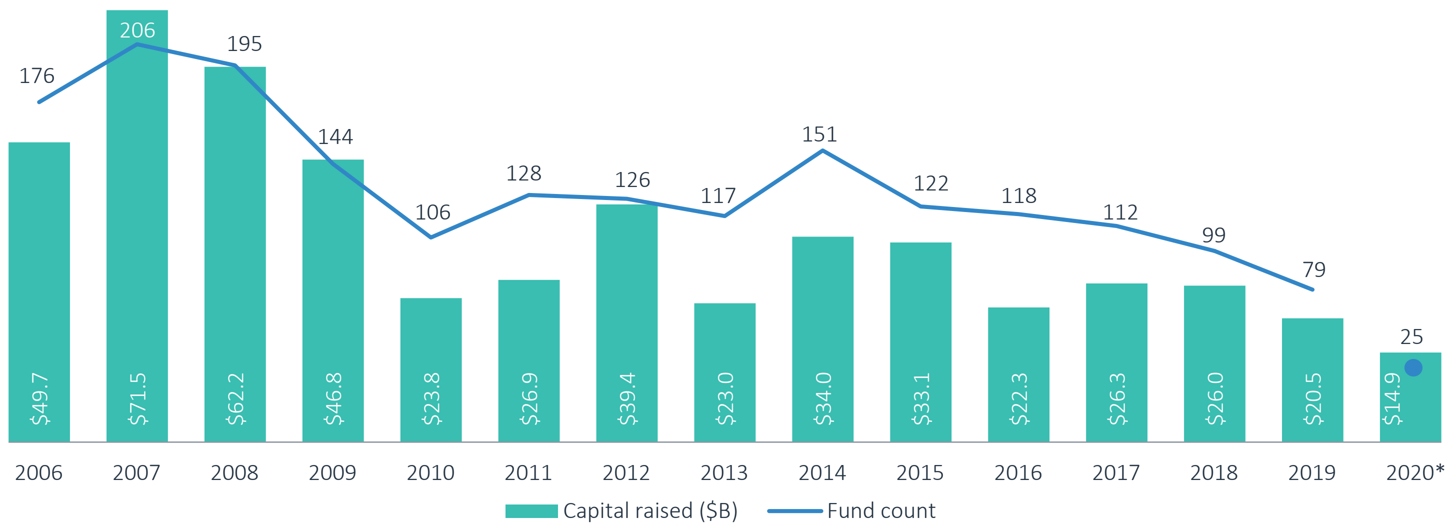
Years between closings for private debt fund families



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Funds of funds

FoF fundraising activity



Source: PitchBook | Geography: Global
*As of June 30, 2020

Hilary Wiek, CFA, CAIA Senior Analyst, Fund Strategies and Performance
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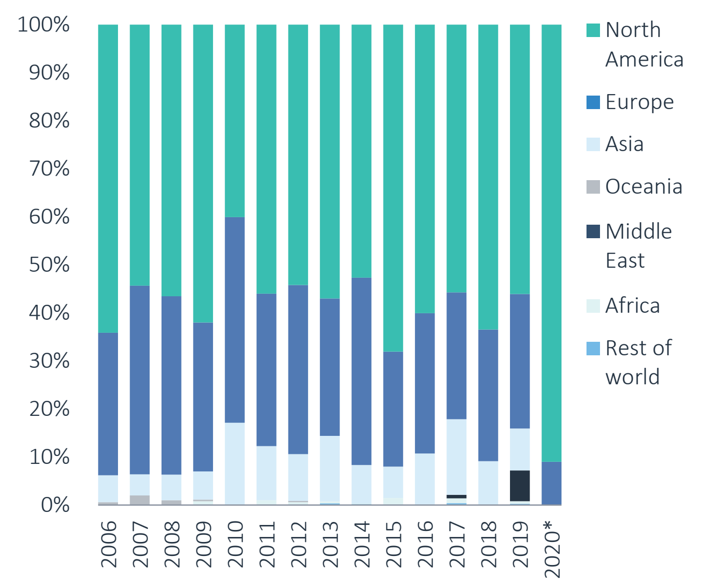
As with the other private market segments, FoF commitments have been made to fewer funds in recent years. Unlike other strategies, however, capital raised for FoF has not broken records for some time. With that said, the first half of 2020 was on pace to raise more than each of the past four years, though the year of COVID-19 is not a year to assume that trends should be simply extrapolated. On a quarterly basis, Q2 was nearly even with Q1—an extraordinary feat given the economic environment in Q2 2020. Throughout the rest of the year, there is potential for some sizable closings from the likes of FlowStone, Horsley Bridge, and Cachette Venture Partners, each of which has a target greater than $1 billion and began fundraising in 2019.

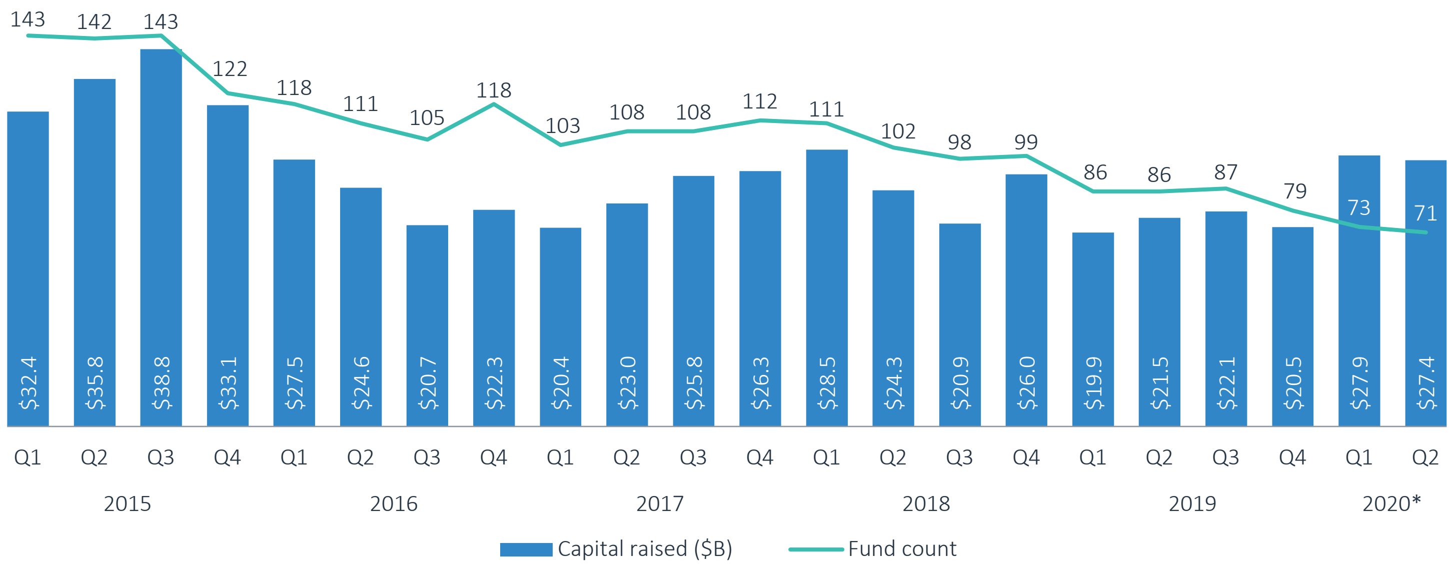
Through June, 91.0% of dollars committed to FoF that closed were raised in North America. In fact, none have been recorded for Asia in 2020 so far, though at least three are currently fundraising and could close by year end. Constitutional Capital Partners and HQ Capital closed the largest FoF in Q2, overshooting their targets of $600.0 million. The former raised $1.0 billion for Ironsides Partnership Fund V, while the latter raised $750.0 million for Auda Capital VIII. One of the more niche FoF closed during the quarter was Sweetwood Venture Capital Fund, which raised $70.0 million intended for Israel-focused VC funds.

FoF ($) by region



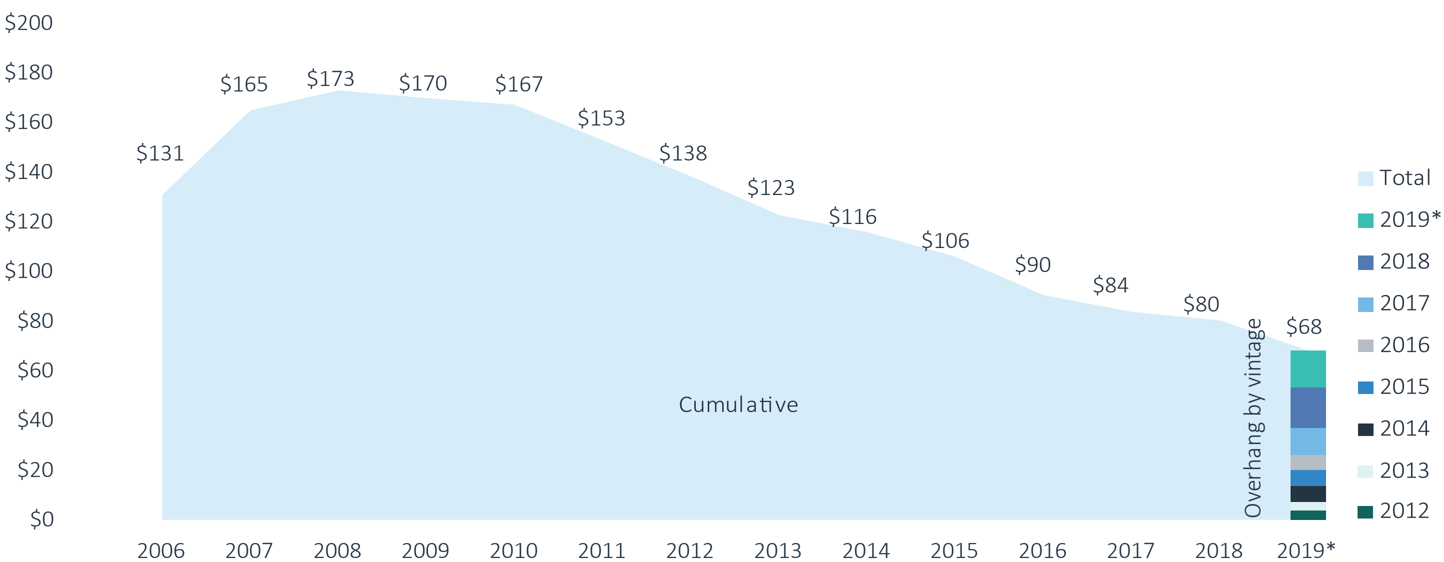
Source: PitchBook | Geography: Global
*As of June 30, 2020

Rolling 12-month FoF fundraising activity



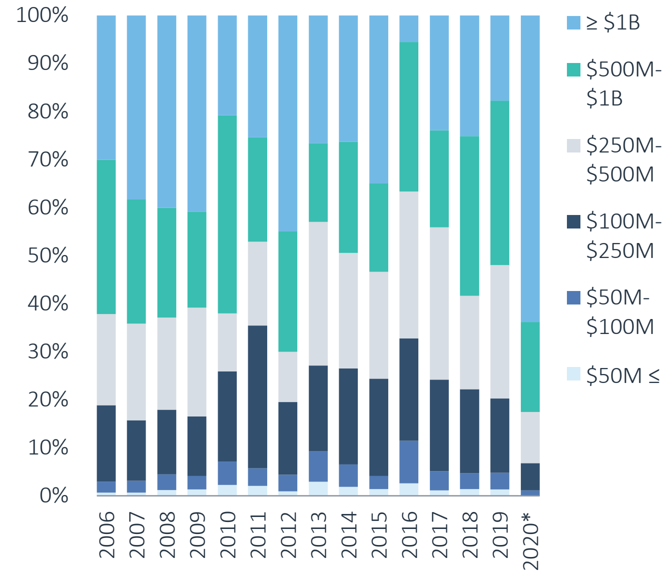
Source: PitchBook | **Geography:** Global
*As of June 30, 2020

FoF capital overhang ($B)



Source: PitchBook | **Geography:** Global
*As of December 31, 2019

FoF ($) by size

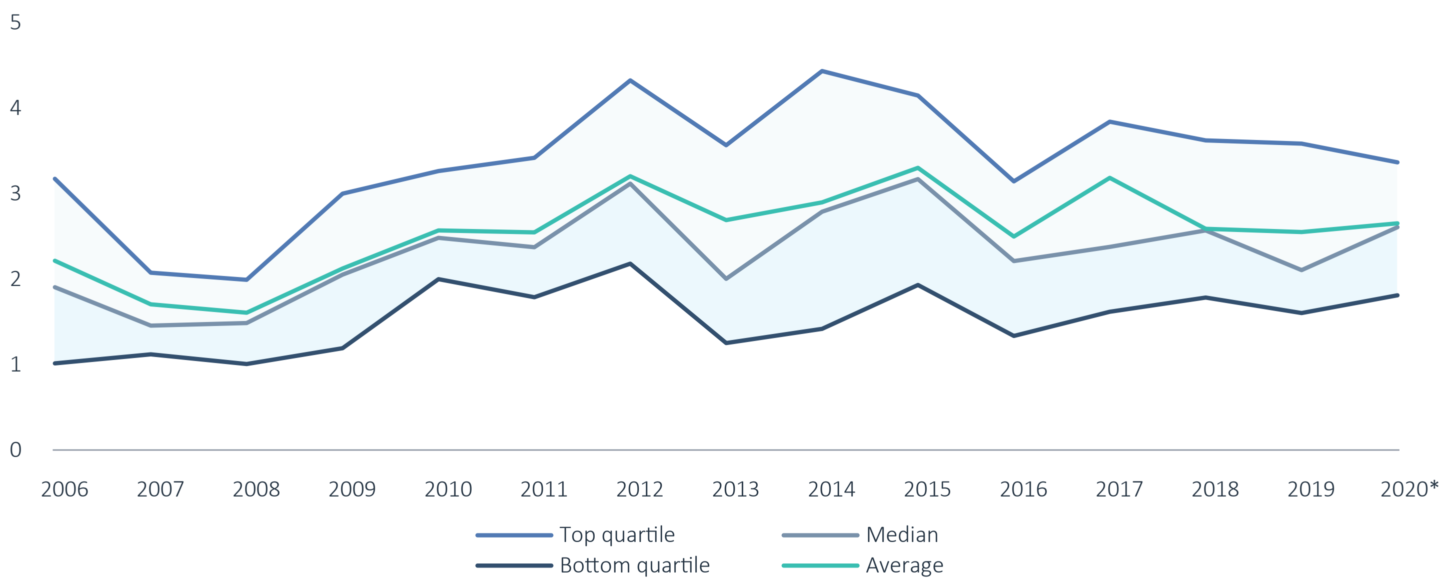


Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Time (months) to close FoF

Source: PitchBook | **Geography:** Global
*As of June 30, 2020

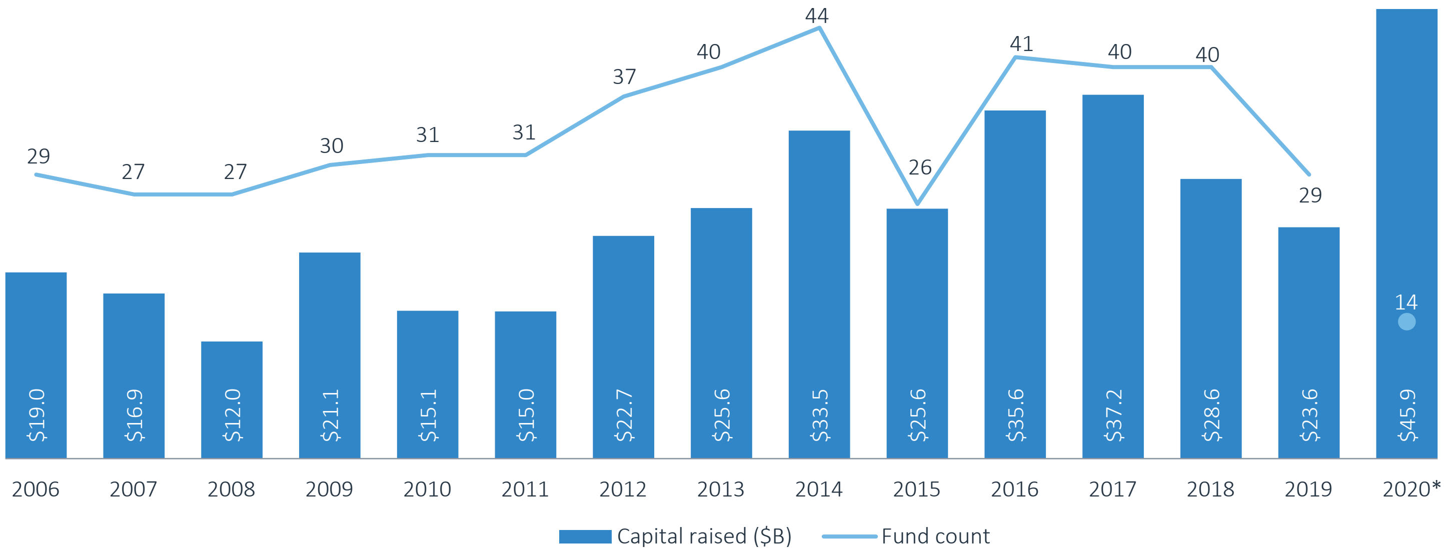
Years between closings for FoF families



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Secondaries

Secondaries fundraising activity



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

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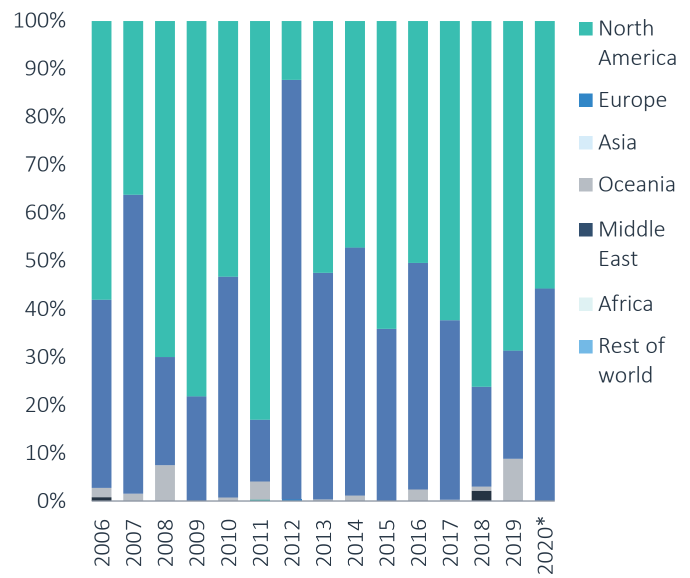
Secondaries transaction volume plummeted in the first half of 2020[3,4] as potential transactors stepped back to await a reset in the pricing environment; however, fundraising reached an all-time high, topping any full year prior. The annual record has the potential to rise significantly, as roughly three dozen still-open secondaries funds began fundraising in 2018 and 2019 and represent billions in targeted commitments. Industry participants predict the COVID-19 crisis will catalyze considerable secondary volume, though it may take until Q4 before deal flow resumes. University endowments represent one specific area of potential stakes for sale; these are feeling a sudden pinch from declining enrollment as students would rather not pay premium tuition for a virtual college experience.

The accompanying overhang figures are only through 2019 due to the lagged nature of private fund reporting. Given 2020's phenomenal bout of secondaries fundraising, however, we expect that curve to tip back up again in short order, as fundraising outpaced deal flow by a wide margin in H1 2020. Only five secondaries funds closed in Q2 2020, though they raised a combined $24.5 billion. $19 billion of that total was for Ardian (formerly AXA) Secondary Fund VIII, which exceeded its targeted max of $18 billion in commitments in 20 months of fundraising. The prior fund closed on $10.9 billion in 2016, so this was a significant step-up for the program.

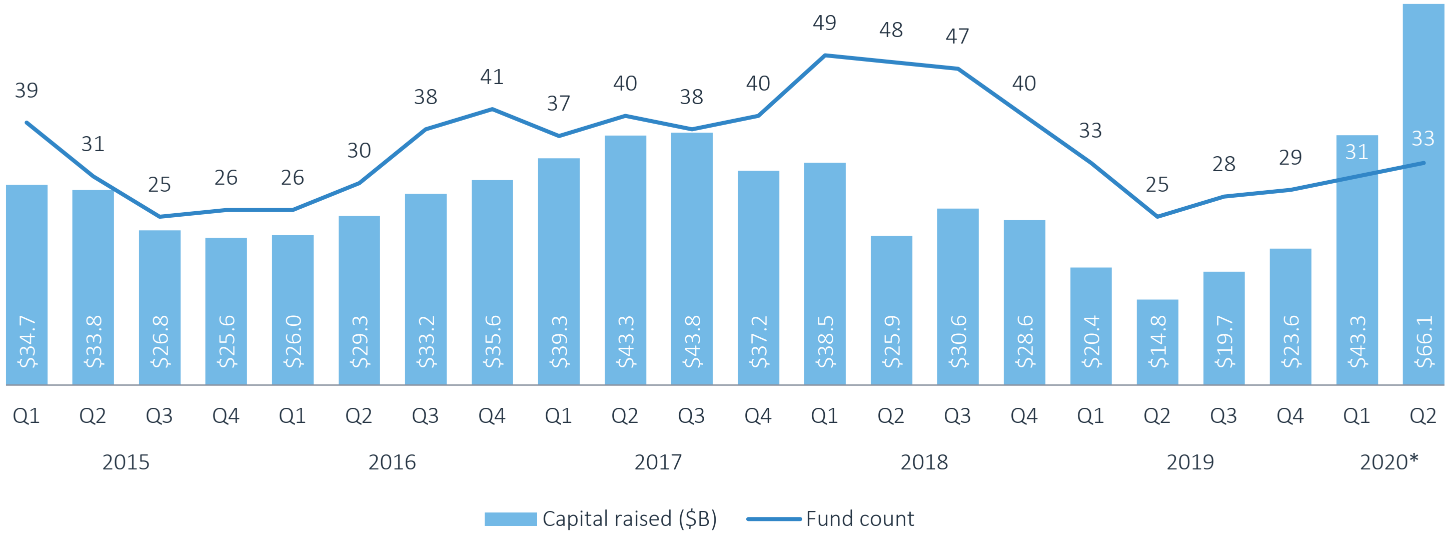
Secondaries funds ($) by region



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

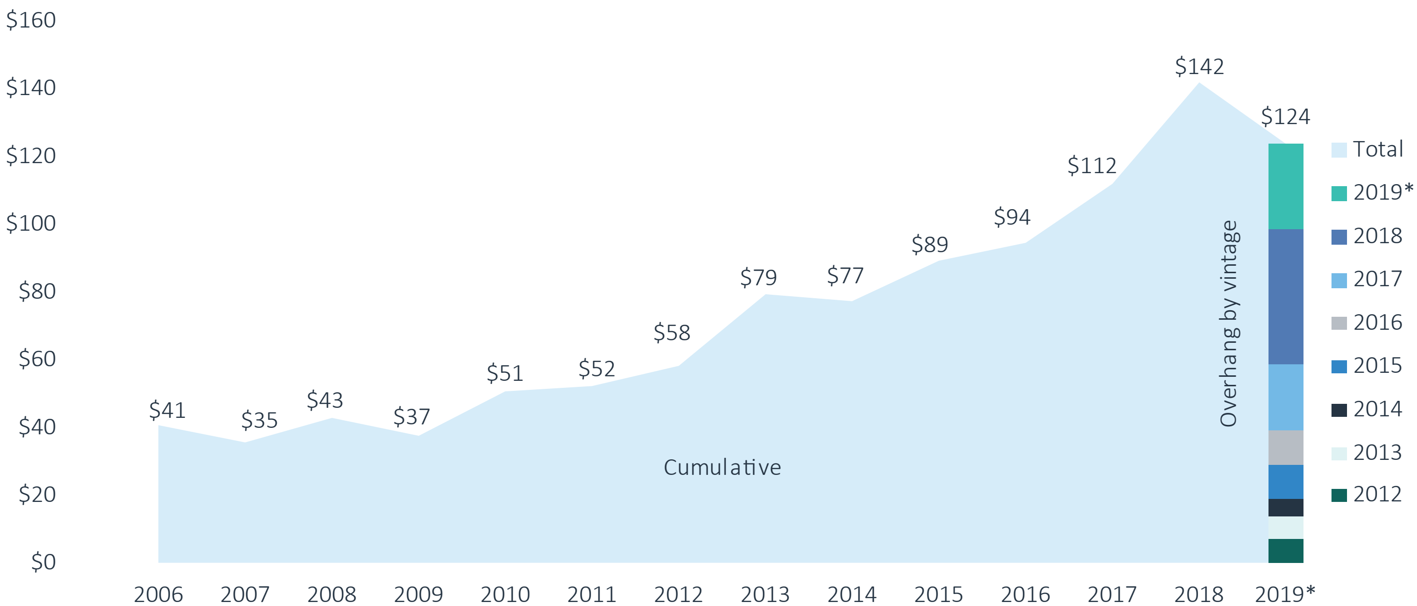
3: "Volume Report H1 2020," Setter Capital, June 2020. "H1 2020 [secondary market] volume decreased 56.1% compared to H1 2019."
4: "Evercore Private Capital Advisory: H1 2020 Secondary Market," Evercore, July 2020. "H1 2020 secondary transaction volume (purchase price + unfunded) amounted to approximately $18 billion a significant decrease vs. last year." The survey shows H1 2019 volume as $42 billion.

Rolling 12-month secondaries fundraising activity



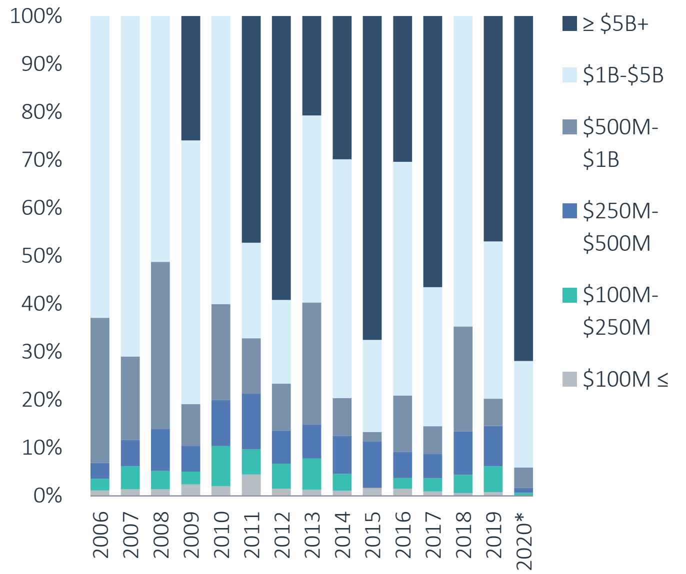
Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Secondaries capital overhang ($B)



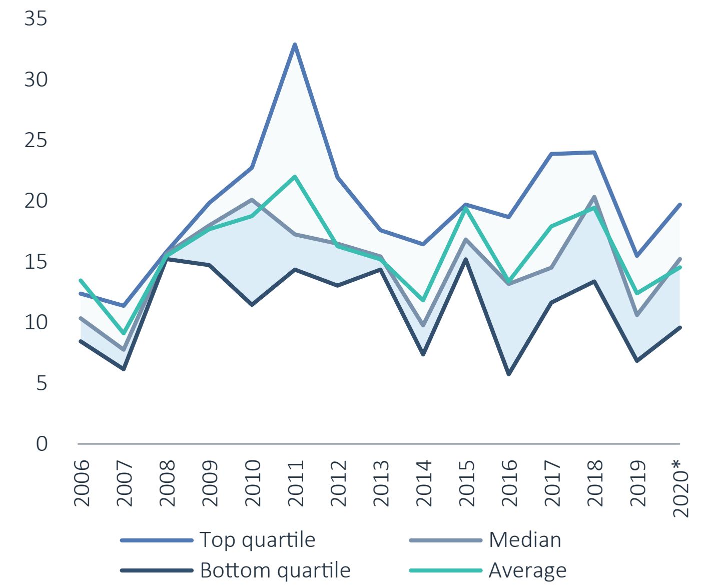
Source: PitchBook | **Geography:** Global
*As of December 31, 2019

Secondaries funds ($) by size



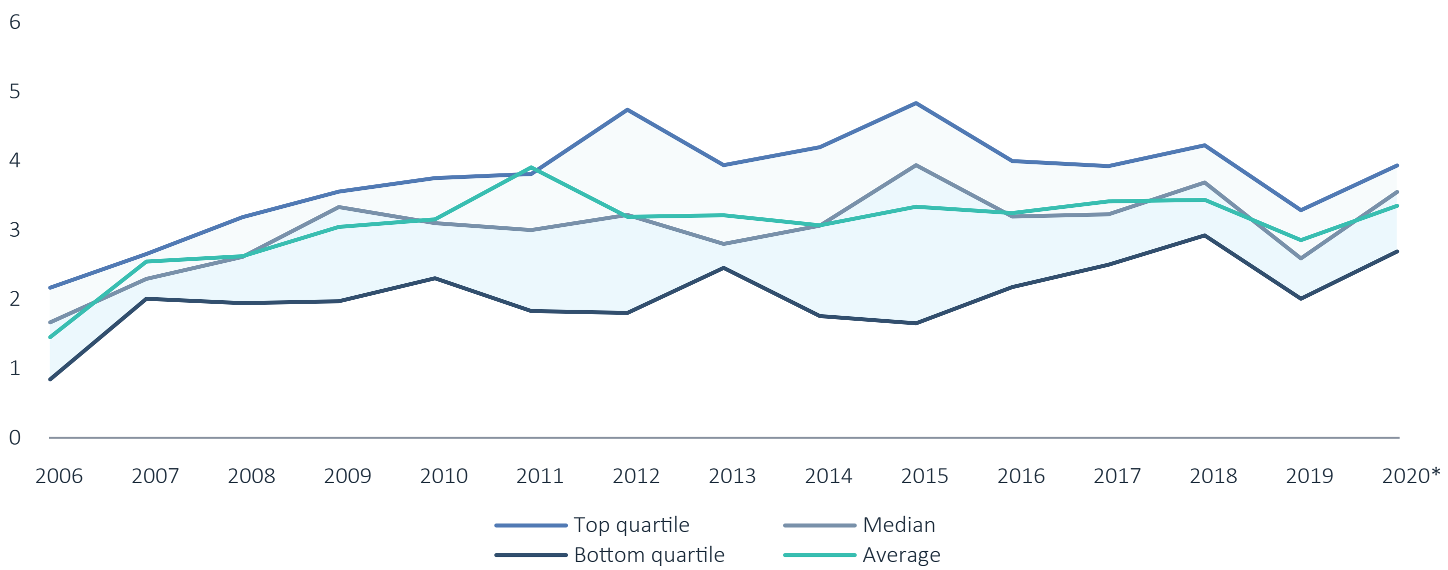
Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Time (months) to close secondaries funds



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Years between closings for secondaries fund families



Source: PitchBook | **Geography:** Global
*As of June 30, 2020

Top funds by size

Top PE funds to close in Q2 2020 by size

Fund name	Fund size ($M)	Close date	Fund step-up	City	Country
Insight Venture Partners XI	$9,500	April 3, 2020	1.5x	New York	US
BDT Capital Partners Fund III	$9,088	May 12, 2020	1.5x	Chicago	US
Francisco Partners VI	$7,450	June 2, 2020	1.8x	San Francisco	US
Clearlake Capital Partners VI	$7,000	April 14, 2020	1.9x	Santa Monica	US
MBK Partners Fund V	$6,500	May 19, 2020	1.6x	Seoul	South Korea

Source: PitchBook | **Geography:** Global

Top VC funds to close in Q2 2020 by size

Fund name	Fund size ($M)	Close date	Fund step-up	City	Country
General Catalyst Group X	$2,300	April 9, 2020	1.7x	Cambridge	US
Lightspeed Venture Partners Select IV	$1,830	April 14, 2020	1.3x	Menlo Park	US
Lightspeed Opportunity Fund	$1,500	April 15, 2020	N/A	Menlo Park	US
Flagship Pioneering Fund VII	$1,100	April 2, 2020	1.8x	Cambridge	US
Qiming Venture Partners VII	$1,100	April 9, 2020	1.2x	Shanghai	China

Source: PitchBook | **Geography:** Global

Top real assets funds to close in Q2 2020 by size

Fund name	Fund size ($M)	Close date	Fund step-up	City	Country
Blackstone Real Estate Partners Europe VI	$10,760	April 8, 2020	1.2x	London	UK
BlackRock Global Energy and Power Infrastructure Fund III	$5,100	April 15, 2020	3.1x	New York	US
Rockpoint Real Estate Fund VI	$3,800	June 16, 2020	1.2x	Boston	US
Secured Capital Real Estate Partners VII	$2,750	April 9, 2020	1.4x	Tokyo	Japan
Sculptor Real Estate IV	$2,600	June 23, 2020	1.7x	New York	US

Source: PitchBook | **Geography:** Global

Top private debt funds to close in Q2 2020 by size

Fund name	Fund size ($M)	Close date	Fund step-up	City	Country
Ares Special Opportunities Fund	$3,500	June 22, 2020	2.3x	Los Angeles	US
Bain Capital Distressed and Special Situations Fund 2019	$3,200	June 17, 2020	1.0x	Boston	US
KKR Dislocation Opportunities Fund	$2,800	May 28, 2020	0.8x	New York	US
Crescent European Specialty Lending Fund II	$1,759	April 7, 2020	3.2x	London	UK
Apollo Accord Fund III	$1,750	May 21, 2020	2.3x	New York	US

Source: PitchBook | **Geography:** Global

Top FoF to close in Q2 2020 by size

Fund name	Fund size ($M)	Close date	Fund step-up	City	Country
Ironsides Partnership Fund V	$1,000	April 28, 2020	3.1x	Andover	US
Auda Capital VIII	$750	June 19, 2020	3.1x	New York	US
Thrivent White Rose Real Estate Fund III	$500	June 15, 2020	1.2x	Minneapolis	US
Escalar Program	$329	April 9, 2020	N/A	Brussels	Belgium
NB Euro Crossroads	$289	June 15, 2020	N/A	New York	US

Source: PitchBook | **Geography:** Global

Top secondaries funds to close in Q2 2020 by size

Fund name	Fund size ($M)	Close date	Fund step-up	City	Country
Ardian Secondary Fund VIII	$19,000	June 2, 2020	1.8x	Paris	France
Vintage Real Estate Partners II	$2,750	May 19, 2020	3.1x	New York	US
StepStone Secondary Opportunities Fund IV	$2,100	April 8, 2020	2.2x	San Diego	US
W Capital Partners V	$450	June 3, 2020	0.9x	New York	US
eQ PE SF III	$173	June 22, 2020	1.1x	Helsinki	Finland

Source: PitchBook | **Geography:** Global

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