

PRIVATE EQUITY & VENTURE CAPITAL SPOTLIGHT

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BUYOUT ACTIVITY IN THE IT INDUSTRY



It is no surprise that the information technology (IT) sector continues to flourish. This article looks at the latest trends and places the IT sector within the context of the private equity buyout landscape as a whole.

[Find out more on page 3](#)

VENTURE CAPITAL IN GERMANY



With Germany attracting a growing amount of investor interest and deal activity, we explore the recent growth of the venture capital industry in the country, and the record-breaking deal activity recorded in 2017.

[Find out more on page 7](#)



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Managing Director,
Preqin

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BUYOUT ACTIVITY IN THE IT INDUSTRY

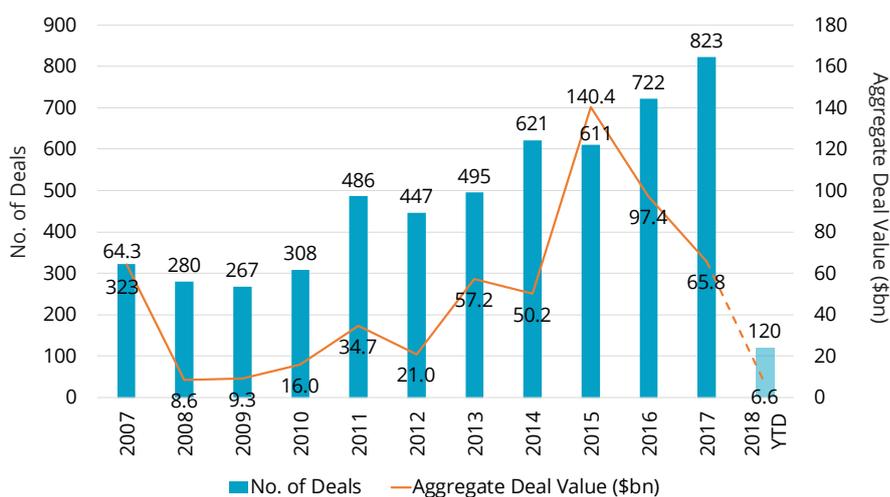
We examine the current market for private equity buyout activity in the information technology (IT) industry, including key deals, the successes of fund managers raising capital for IT-focused investment and how they have performed compared to the wider market.

The information technology (IT) industry provides a variety of potential investment opportunities to private equity fund managers and investors – from venture capital strategies targeting smaller investments in start-up companies, to private equity-backed buyout activity focusing on more established firms. The past decade has seen significant advances in technology, which has led to an ever-increasing demand for new hardware, software and services. Coupled with the increasing applications and uses of this technology, the demand for IT has led to a surge in private equity-backed buyout activity in the sector, with record levels of fundraising and deal activity seen in recent years.

IT BUYOUT DEALS

The IT sector is one of the fastest growing areas of private equity-backed buyout deal activity: in 2017, a record 823 deals were completed over the year (Fig. 1). Following a substantial dip in IT deal activity in the aftermath of the Global Financial Crisis, activity over the past decade has generally followed an upward trend, reaching a record level of aggregate deal value

Fig. 1: Private Equity-Backed Buyout Deals in the Information Technology Sector, 2007 - 2018 YTD (As at February 2018)



Source: Preqin

(\$140bn) in 2015. More recently, however, annual aggregate deal value has been on a downward trend, perhaps due to fund managers' concerns with asset valuations. That being said, this decline in aggregate deal value is a trend seen across the entire private equity industry, and IT deals are accounting for a growing proportion of the market. In 2008, IT deals represented 9% and 4% of all buyout deals and aggregate deal value respectively – a decade later

ASIAN IT DEALS AS A PROPORTION OF PRIVATE EQUITY-BACKED IT BUYOUT DEAL VALUE, 2015 - 2018 YTD (AS AT FEBRUARY 2018)

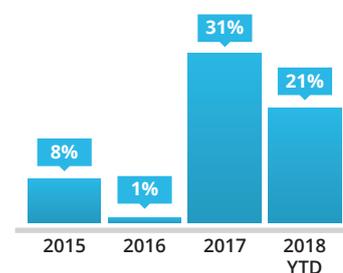
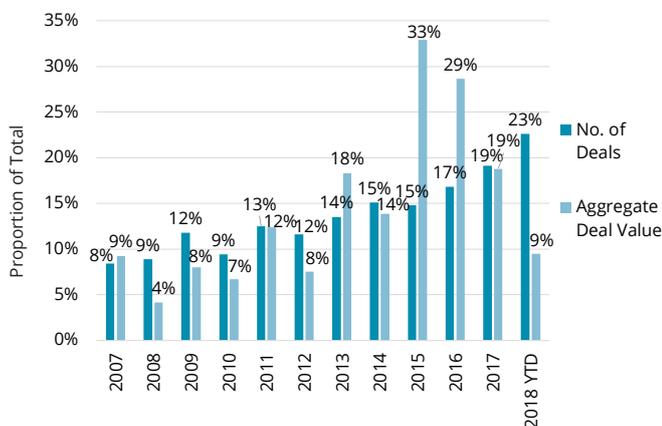
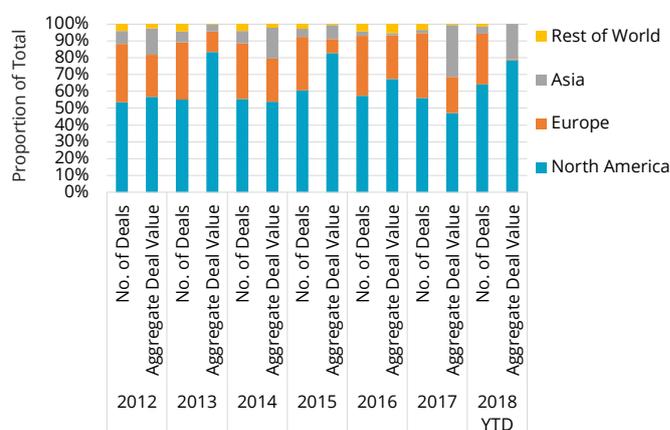


Fig. 2: Private Equity-Backed Buyout Deals in the Information Technology Sector as a Proportion of All Deals, 2007 - 2018 YTD (As at February 2018)



Source: Preqin

Fig. 3: Private Equity-Backed Buyout Deals in the Information Technology Sector by Region, 2012 - 2018 YTD (As at February 2018)



Source: Preqin

and both of these figures have increased to roughly one-fifth in 2017 (Fig. 2). As technology continues to advance and competition for assets increases, private equity firms could risk paying a premium on portfolio companies in the IT sector, perhaps more so than in other sectors.

DEALS BY REGION

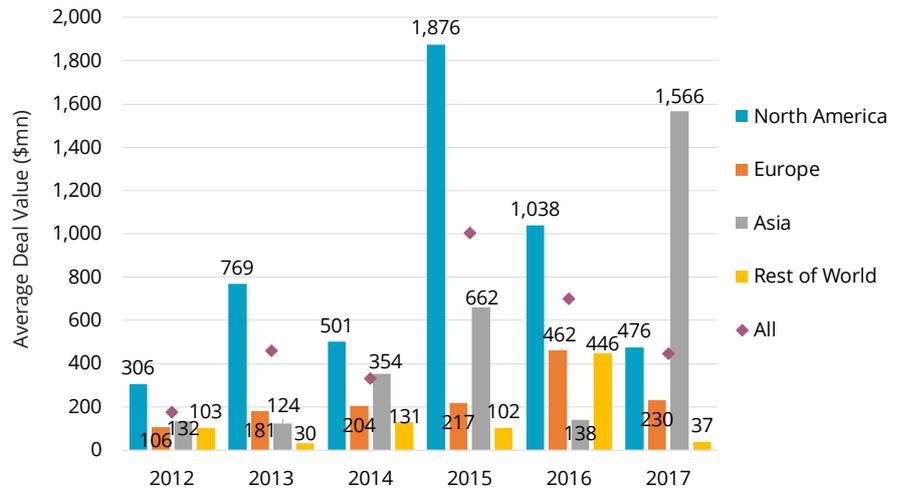
Unsurprisingly, North America accounts for the majority of private equity-backed buyout deals completed in the IT sector in recent years (Fig. 3). However, the aggregate value of deals completed for Asia-based IT companies in 2017 reached a record high, driven by the announcement of the purchase of **Toshiba Memory Corporation** by a **Bain Capital**-led consortium, including **Apple Inc.** and **SK Hynix**, for JPY 2.0tn in September.*

Europe has also seen strong deal activity in recent years, representing one-quarter of all private equity-backed buyout deals for IT firms in 2016 and 2017. Key deals include the **Tencent**-led \$8.6bn acquisition of **Supercell OY**, the gaming company behind mobile applications Clash Royale and Boom Beach, in 2016. As technology continues to evolve, and both businesses and society further embed technology into their day-to-day lives, the potential for returns and company expansion has led to increased deal activity in this growing sector.

IT-FOCUSED BUYOUT FUNDRAISING

Following years of high net distributions to investors across the private equity industry, fund managers have experienced

Fig. 4: Average Value of Private Equity-Backed Buyout Deals in the Information Technology Sector by Region, 2012 - 2017



Source: Preqin

a positive fundraising environment as LPs look to re-invest their distributed capital.

Since 2011, buyout funds targeting investment in IT have consistently raised large amounts of capital, peaking as recently as 2017 when 16 vehicles secured just under \$40bn – over twice as much as the previous record year (2013, Fig. 5).

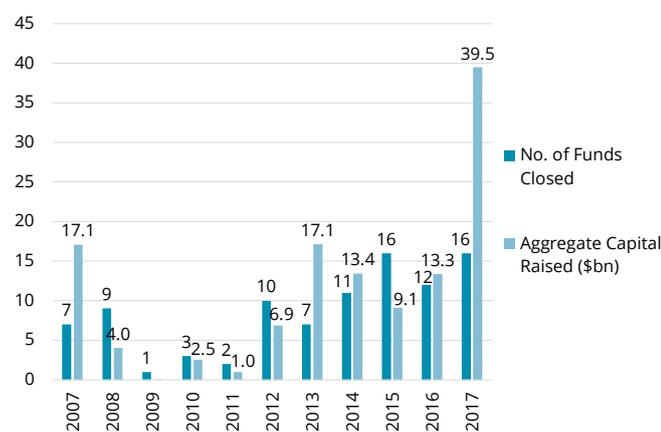
Much of this increased activity is driven by larger funds entering the market. The average size of IT-focused buyout funds closed in four of the last five years reached over \$1bn, something not seen in the period 2008-2012 (Fig. 6). On top of this, 2017 saw two IT-focused buyout funds raise over \$10bn: **Silver Lake Partners V** (\$15bn) and **Vista Equity Partners Fund VI** (\$11bn).

IT BUYOUT FUND PERFORMANCE

Over the longer five- and 10-year periods, IT-focused funds have outperformed the wider buyout market, posting the strongest returns over the five years to June 2017, second only to business services. Fig. 7 shows that, where funds targeting business services companies have remained some of the strongest performing funds, IT-focused funds have not been able to generate returns with such consistency.

Over the one- and three-year periods, funds targeting IT companies have underperformed the buyout industry benchmark. Furthermore, following stronger performance from funds targeting investment in the healthcare and consumer discretionary sectors, IT-focused funds sit towards the lower end

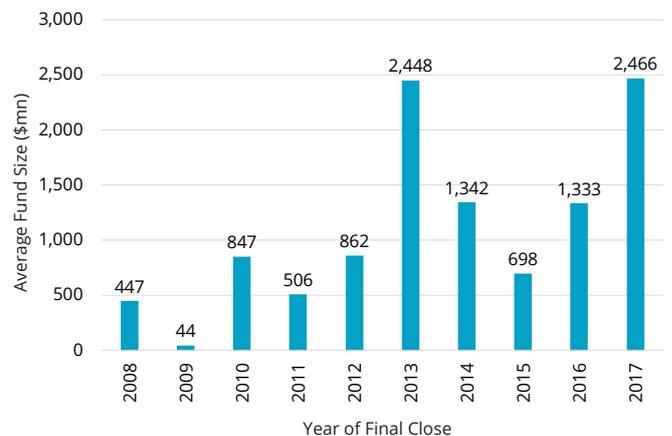
Fig. 5: Annual Information Technology-Focused Buyout Fundraising, 2007 - 2017



Source: Preqin

*At the time of writing the sale of Toshiba Memory Corporation was undergoing regulatory approval.

Fig. 6: Average Size of Information Technology-Focused Buyout Funds Closed, 2008 - 2017



Source: Preqin

of the return spectrum compared to other sectors over the 12 months to June 2017.

RISK/RETURN

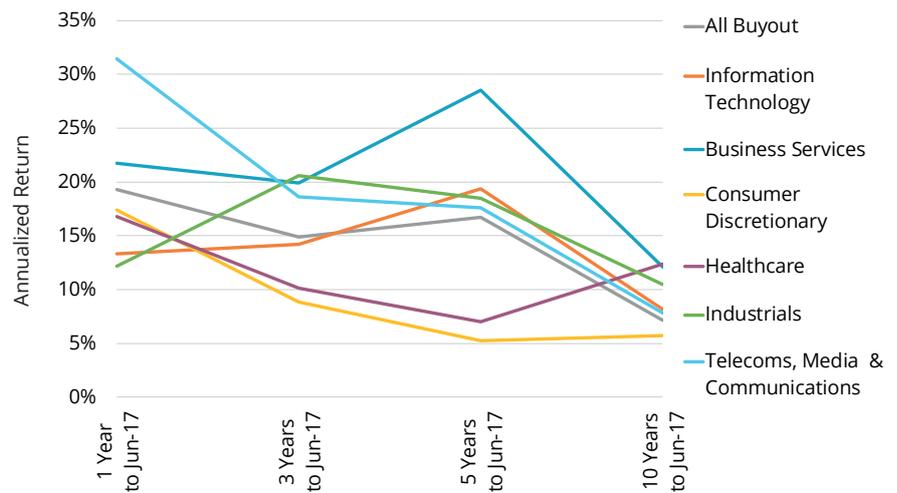
Across all fund vintages, however, IT-focused funds sit at the higher end of the return spectrum, generating a median net IRR of 14.7% (Fig. 8). Buyout funds targeting investment in the healthcare sector have a median net IRR at the same level as IT-focused funds, but have added risk. The gap in both the level of risk and return between IT-focused funds and the wider buyout industry highlights the generally stronger performance of investments in the IT sector. The median net IRR of IT-focused buyout funds is over two percentage points higher than that of the buyout industry average, while the lower volatility in their returns depicts consistent outperformance.

OUTLOOK

IT is an ever-growing industry. Advances in technology and the increasing adoption of technology by both businesses and society has driven demand for private equity investment in the sector and investor appetite for exposure to the industry. IT company valuations have increased in recent years for varying reasons: fund managers have greater levels of dry powder than ever before, success stories and strong performance from the sector have driven increased demand, and the increasing applications for technology and therefore the potential returns have led to a price premium for IT assets.

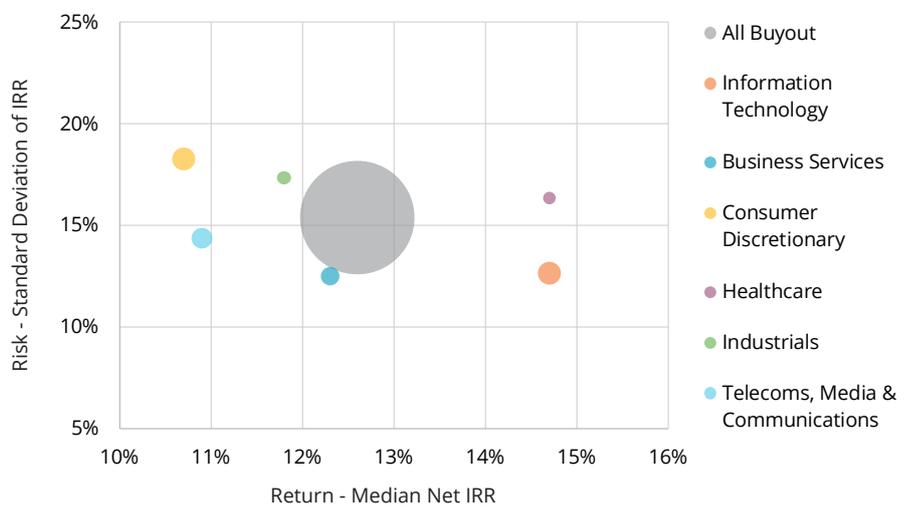
These factors have cultivated a positive fundraising environment for private equity managers targeting the IT industry. However, as investors continue to seek

Fig. 7: Horizon IRRs - Buyout funds by Industry Focus



Source: Preqin

Fig. 8: Buyout - Risk/Return Profile by Industry Focus



Source: Preqin

exposure to private equity, the challenge for fund managers is to efficiently deploy their capital in an industry in high demand and of growing importance to the private equity landscape.

Fig. 9: Sample IT-Focused Buyout Funds Closed in 2017

| Fund | Firm | Fund Size (\$bn) | Geographic Focus | Close Date |
|-------------------------------|-----------------------|------------------|------------------|------------|
| Silver Lake Partners V | Silver Lake | 15.0 | North America | Apr-17 |
| Vista Equity Partners Fund VI | Vista Equity Partners | 11.0 | North America | May-17 |
| Francisco Partners V | Francisco Partners | 4.0 | US | Nov-17 |
| Veritas Capital Fund VI | Veritas Capital | 3.6 | US | Feb-17 |
| Vector Fund V | Vector Capital | 1.4 | North America | Feb-17 |

Source: Preqin

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2017

\$537m



Rubicon Technology Partners II

Buyout investments in enterprise software companies



2017

€310m



Parquest Capital II

Mid-market buyouts in France



2017

VENTURE CAPITAL IN GERMANY

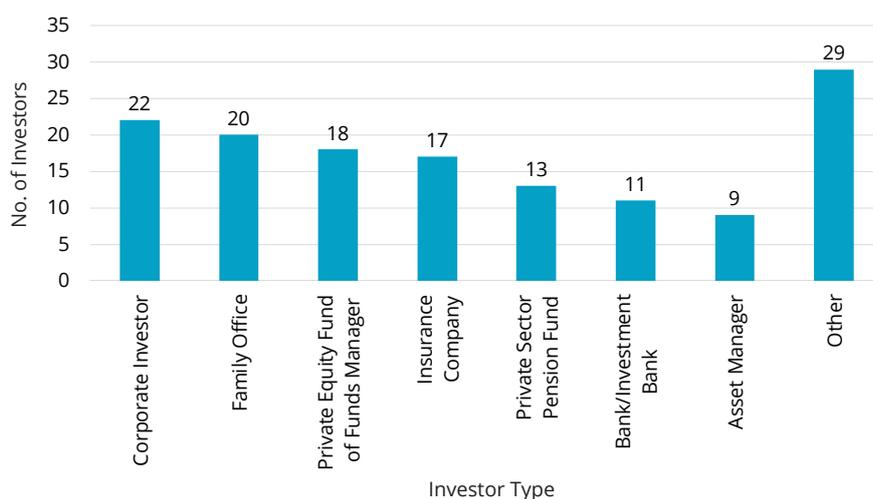
With Germany attracting more and more activity in recent years, we explore the growing prominence of this market within Europe, detailing the largest investors and fund managers within the country, as well as the latest deals data.

Germany has long been an attractive country for private equity & venture capital for both institutions and fund managers, thanks to the strong and internationally competitive German economy. In particular, Berlin, Frankfurt and Munich have become global entrepreneurial hubs, and Preqin’s data reveals that Germany is home to the third-highest number (162) of institutional investors in venture capital in Europe – behind only the UK (349) and Switzerland (171).

Corporate investors, family offices, private equity fund of funds managers and insurance companies comprise the largest groups of investors in Germany (Fig. 1). The largest individual investors by assets under management in Germany are [KfW Banking Group](#), [Deutsche Bank Private Wealth Management](#) and [Munich Ergo Asset Management](#) (MEAG, Fig. 2). Additionally, Germany has the second-largest number of fund managers in Europe after the UK.

Germany has an extensive history of attracting private equity & venture capital investment, and the DACH region (Germany, Austria and Switzerland) has

Fig. 1: Germany-Based Venture Capital Investors by Type



Source: Preqin

become known as a new bastion for private equity & venture capital in Europe. Overall interest in the market from both fund managers and investors following the Brexit vote increased, as they looked towards diversifying exposure across Europe. Paired with the commitment from the German Government to foster development and innovation based in its domestic market, the venture capital industry seems well placed for continued success in the coming years.

The number of venture capital deals in Germany has grown steadily over the past few years from 134 in 2013 to 219 in 2017 (Fig. 3). Additionally, the aggregate value of venture capital deals has grown substantially – excluding a dip in 2016 down to \$2.2bn – and in 2017 reached \$4.5bn, marking a record year for the country.

[High-Tech Gründerfonds](#) (HTGF) is the most active Germany-based venture capital

Fig. 2: Largest Germany-Based Venture Capital Investors by Assets under Management (As at February 2018)

| Investor | Type | Location | Assets under Management (\$bn) |
|---|---------------------|------------|--------------------------------|
| Bayerische Versorgungskammer | Public Pension Fund | Munich | 984 |
| KfW Banking Group | Bank | Frankfurt | 616 |
| Deutsche Bank Private Wealth Management | Wealth Manager | Berlin | 399 |
| Munich Ergo Asset Management (MEAG) | Asset Manager | Munich | 310 |
| Munich Re | Insurance Company | Munich | 282 |
| Deutsche Börse Group | Investment Company | Eschborn | 202 |
| Helaba Invest | Investment Company | Frankfurt | 197 |
| NRW Bank | Investment Bank | Düsseldorf | 175 |
| Talanx Asset Management | Asset Manager | Cologne | 160 |
| Allianz SE | Insurance Company | Munich | 139 |

Source: Preqin

firm, having participated in 561 deals since its inception in 2005. With 400 fewer deals than HTGF, IBB Beteiligungsgesellschaft ranks second on the league table for Germany-based venture capital deal activity, having made 155 deals. HTGF has raised more than \$680mn in the past 10 years across two funds, with its third fund in market currently seeking €310mn. The early-stage investor targets small Germany-based companies that have been operating for less than a year.

A potential drawback to the sustained interest in the German private equity & venture capital market is that valuations are reaching elevated levels. Buyers are often tasked to put up 12-13x EBITDA for a target company. This may not be a sustained concern if financial costs stay controlled and Germany's economy fires ahead; however, historically, expansionary economic periods have been followed by contractions. Furthermore, investors may be more likely to make commitments higher on the risk spectrum to avoid missing out on a specific region or country, such as Germany.

Fig. 3: Completed German Venture Capital Deals, 2013 - 2018 YTD (As at February 2018)



Source: Preqin

In Germany's case, low interest rates and years of high growth could potentially lead to investors, as well as banks, overestimating their ability to service debt. Though, with sustained growth and investment in relatively lower-risk sectors such as technology and industrial assets, Germany may well continue to provide strong opportunities for investors in 2018.

PREQIN'S GLOBAL DATA COVERAGE

Preqin's data for each asset class encompasses funds and fundraising, performance metrics, fund manager profiles, institutional investor information, deals and exits, fund terms and much more. For more information regarding the scope of Preqin's data, see the latest **Global Data Coverage** statistics.

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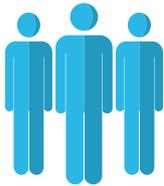
Albert Einstein

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- **Veronica Yeppez**, Founder, **Perpetum Consulting**
- **Pablo Aure**, Director, **Exaudi Family Office**
- **Alejandro Carboni**, CEO, **Inversiones Romy, Family Office Grupo Bethia**
- **Homero Elizondo**, Chief Investment Officer, **Soliq Family Office**

INDUSTRY NEWS

In this month's Industry News we profile institutional investors looking for new buyout funds as well as notable deals completed so far in 2018 and the largest funds to have closed this year.



INSTITUTIONAL INVESTORS LOOKING TO INVEST IN BUYOUT FUNDS

[Seaman's Pension Fund](#) is looking to commit approximately €50mn across 5-6 new private equity funds over the next 12 months. The Helsinki-based public pension fund will target Europe-focused buyout vehicles and will consider both new and existing managers in its portfolio.

[Nebraska Investment Council](#) plans to commit \$150mn across three private equity funds in the next 12 months. The public pension fund is seeking global exposure in its private equity portfolio, with access to North America, Europe, Asia and emerging markets through buyout vehicles. It plans to work only with existing managers.

[State Farm](#) is looking to commit \$650-850mn across 10-12 private equity funds in the next 12 months. The Illinois-based insurance company is targeting buyout funds that provide exposure to the North American middle market, and plans to work with both new and existing managers.



NOTABLE PRIVATE EQUITY DEALS COMPLETED IN 2018 SO FAR

In January 2018, [Blackstone Group](#) and [Blue Water Energy](#) invested \$1.0bn in [Mime Petroleum AS](#), a Norway-based company that provides oil & gas exploration as well as development and production services.

Singapore-based [KV Asia Capital](#) acquired full ownership of [APITT Group](#) from [Ekuiti Nasional Berhad](#) for MYR 725mn in January 2018. [APITT Education Group](#) operates a holding company for several primary, secondary and tertiary education assets in Malaysia.

In January 2018, [Solace Capital Partners](#) acquired [CST Industries Inc.](#) for \$92mn. [CST Industries Inc.](#) focuses on the manufacture and construction of factory-coated metal storage tanks, aluminium domes and specialty covers and reclaimer systems. The acquisition was supported by [Ares Capital](#), which provided a \$42mn senior secured credit facility to [Solace Capital Partners](#).



LARGEST PRIVATE EQUITY FUNDS CLOSED IN 2018 SO FAR

London-based [BC Partners'](#) fund, [BC European Cap X](#), held a final close in January 2018 on €7bn – the largest private equity fund to close in 2018 so far (as at February 2018). The fund will build a diversified portfolio of assets through buyout transactions in Europe and North America.

[Sentinel Capital Partners VI](#) exceeded its initial target size of \$2bn when it closed on \$2.15bn in January 2018. The buyout fund, which is managed by New York-based [Sentinel Capital Partners](#), specializes in partnering with entrepreneurial executives to buy and build lower-middle-market companies in the US and Canada. Sentinel targets eight industry sectors: aerospace and defence, business services, consumer, distribution, food and restaurants, franchising, healthcare and industrials.

Following a successful year of fundraising for dedicated secondaries vehicles in 2017, January 2018 saw the close of [Portfolio Advisors Secondary Fund III](#) on \$1.5bn – the third-largest private equity fund closed in the year so far. The fund will target US-focused buyout fund interests and consider making co-investments. Notable investors in the fund include [Missouri Local Government Employees Retirement System](#) and [El Paso City Employees' Pension Fund](#).

SHARE YOUR NEWS

Do you have any news you would like to share with the readers of Spotlight? Perhaps you're about to launch a new fund, have implemented a new investment strategy, or are considering investments beyond your usual geographic focus?

Send your updates to spotlight@preqin.com and we will endeavour to publish them in the next issue.

8TH ANNUAL Global Fund Finance Symposium

WEDNESDAY, MARCH 21, 2018

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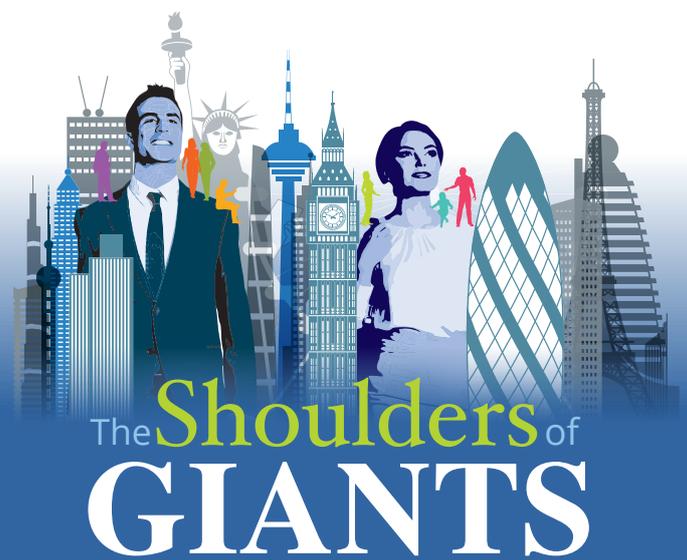
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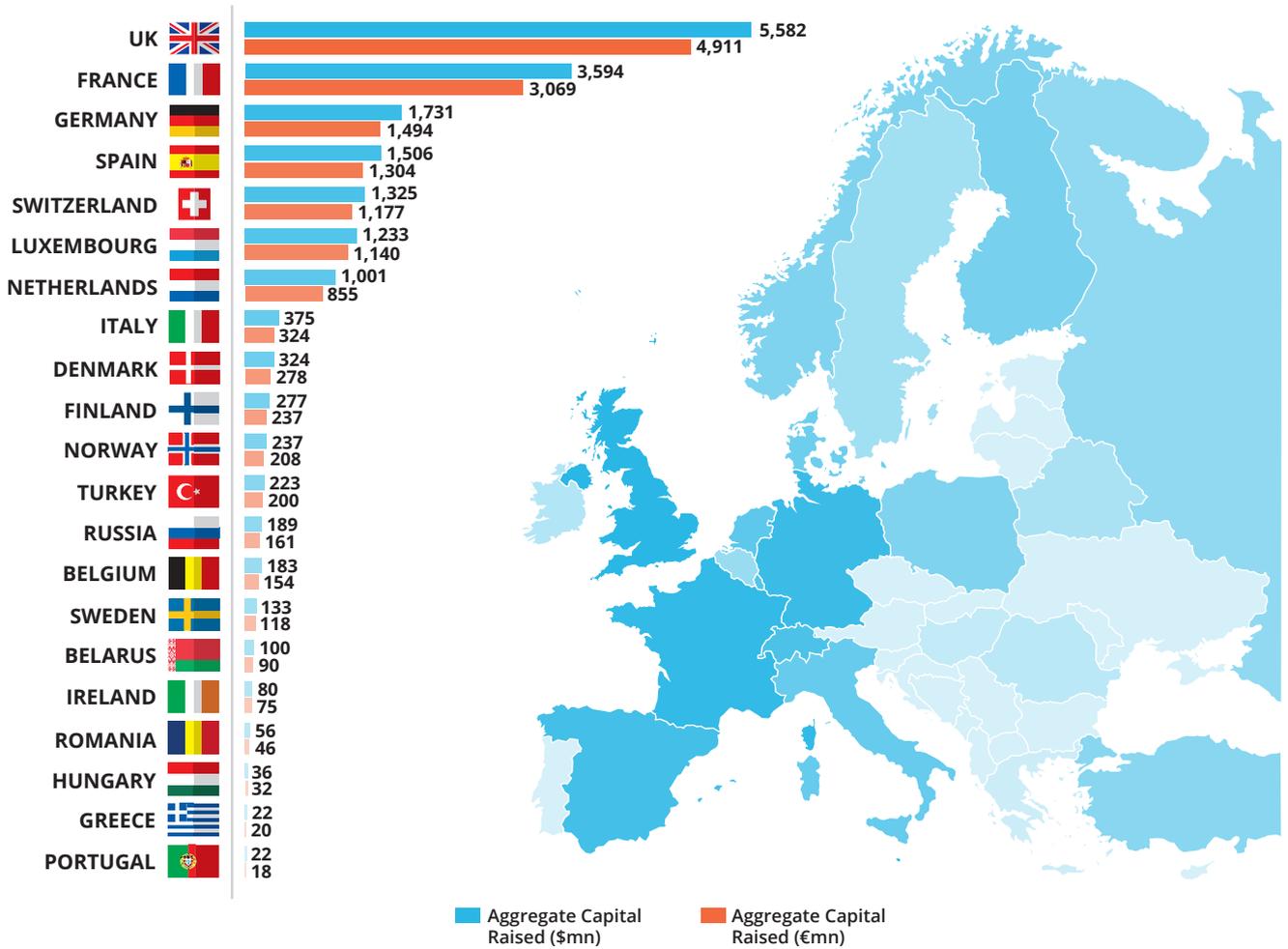
This year's Global Corporate Venturing Symposium theme focuses on how start-ups and entrepreneurs can benefit from being lifted to the heights by their corporate investors. In return, the giants benefit from increased exposure to emerging technologies, the ability to create new ecosystems and to connect their startups to other parts of their own corporations for commercial arrangements and other collaborations.

To find out more and to register, visit www.gcvsymposium.com

EUROPEAN VENTURE CAPITAL

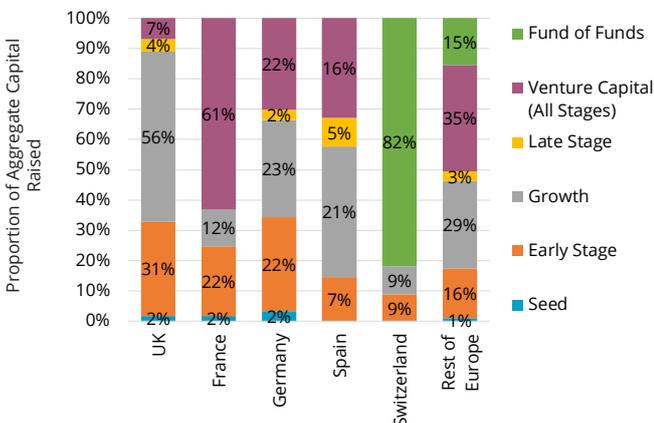
We examine the venture capital investment landscape within Europe, including fundraising, deals, performance and investors.

Fig. 1: Aggregate Venture Capital Fundraising by Firm Location, 2017 - 2018 YTD (As at February 2018)



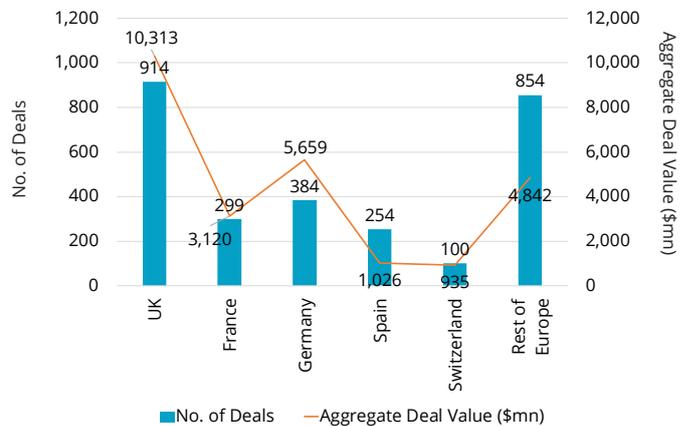
Source: Preqin

Fig. 2: Europe-Based Venture Capital Fundraising by Location and Fund Type, 2017 - 2018 YTD (As at February 2018)



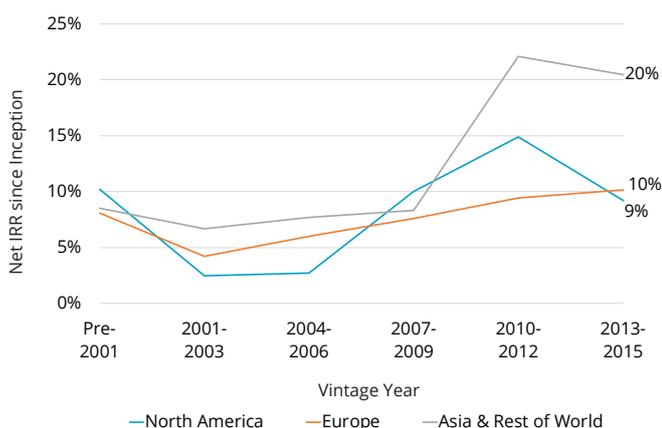
Source: Preqin

Fig. 3: Completed European Venture Capital Deals by Location, 2017 - 2018 YTD (As at February 2018)



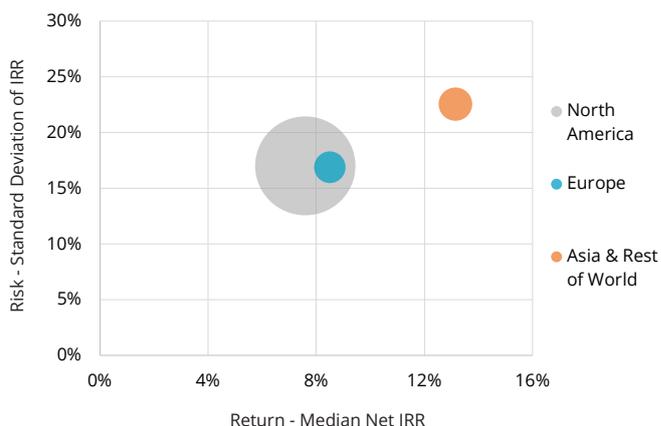
Source: Preqin

Fig. 4: Venture Capital - Median Net IRRs by Vintage Year and Geographic Focus



Source: Preqin

Fig. 5: Venture Capital - Risk/Return by Geographic Focus (Vintage 2005-2015 Funds)



Source: Preqin

Fig. 6: Top Europe-Based Investors by Number of Commitments to Europe-Focused Venture Capital Funds

| Investor | Type | Location | Assets under Management (\$mn) | No. of Known VC Fund Commitments |
|--|--------------------------------------|-------------|--------------------------------|----------------------------------|
| European Investment Fund | Private Equity Fund of Funds Manager | Luxembourg | 9,841 | 347 |
| European Bank for Reconstruction and Development | Bank | UK | 69,943 | 54 |
| Partners Group | Private Equity Fund of Funds Manager | Switzerland | 77,105 | 49 |
| LGT Capital Partners | Private Equity Fund of Funds Manager | Switzerland | 60,500 | 47 |
| Pantheon | Private Equity Fund of Funds Manager | UK | 36,889 | 40 |
| West Midlands Pension Fund | Public Pension Fund | UK | 21,465 | 35 |
| European Regional Development Fund | Government Agency | UK | 3,612 | 33 |
| Access Capital Partners | Private Equity Fund of Funds Manager | France | 10,339 | 32 |
| CDC Group | Government Agency | UK | 5,386 | 32 |
| British Business Bank | Private Equity Fund of Funds Manager | UK | 2,104 | 31 |

Source: Preqin

Fig. 7: Largest European Venture Capital Deals Completed in 2017-2018 YTD (As at February 2018)

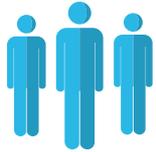
| Portfolio Company | Deal Date | Investment Stage | Deal Size (\$mn) | Deal Size (€mn) | Investor(s) | Industry | Location |
|------------------------|-----------|--------------------------|------------------|-----------------|---|----------|----------|
| Delivery Hero AG | Sep-17 | Secondary Stock Purchase | 778 | 660 | Naspers Ventures | Internet | Germany |
| The Hut.com Ltd. | Oct-17 | Venture Debt | 675 | 580 | Alberta Investment Management Corporation, Banco Santander, Bank of Ireland, Barclays, Citibank, HSBC Bank, J.P. Morgan, Lloyds Bank, Silicon Valley Bank | Internet | UK |
| Auto1 Group GmbH | Jan-18 | Unspecified Round | 557 | 460 | SB Investment Advisers | Internet | Germany |
| Improbable Worlds Ltd. | May-17 | Series B/ Round 2 | 502 | 462 | Andreessen Horowitz, Horizons Ventures, SoftBank*, Temasek Holdings | IT | UK |
| The Hut.com Ltd. | Jan-17 | Venture Debt | 426 | 404 | Banco Santander, Bank of Ireland, Barclays, HSBC Bank, Lloyds Bank, Royal Bank of Scotland, Silicon Valley Bank | Internet | UK |
| Delivery Hero AG | May-17 | Unspecified Round | 421 | 387 | Naspers Ventures | Internet | Germany |
| Farfetch Group | Jun-17 | Unspecified Round | 397 | 356 | JD.com | Internet | UK |
| Lendable Ltd. | Nov-17 | Venture Debt | 396 | 336 | Castle Trust | Internet | UK |
| Deliveroo | Sep-17 | Series F/ Round 6 | 385 | 322 | Accel, DST Global, Fidelity Management & Research Company*, General Catalyst Partners, Index Ventures, T Rowe Price* | Internet | UK |
| Truphone Limited | Oct-17 | Unspecified Round | 341 | 289 | Minden*, Vollin Holdings Ltd* | Telecoms | UK |

Source: Preqin

*Indicates lead investor(s).

PRIVATE EQUITY IN SOUTH KOREA

We take a look at the private equity market in South Korea, examining the largest private equity-backed buyout and venture capital deals, as well as fundraising statistics and the make-up of investors in the country.



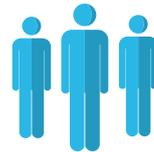
163

Number of active South Korea-based private equity fund managers.



\$1.8bn

Aggregate capital targeted by 10 South Korea-based funds currently in market (as at February 2018).



120

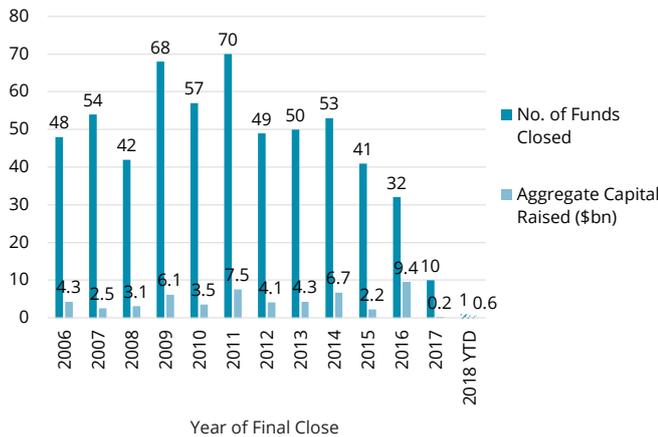
Number of South Korea-based investors in private equity.



5.4%

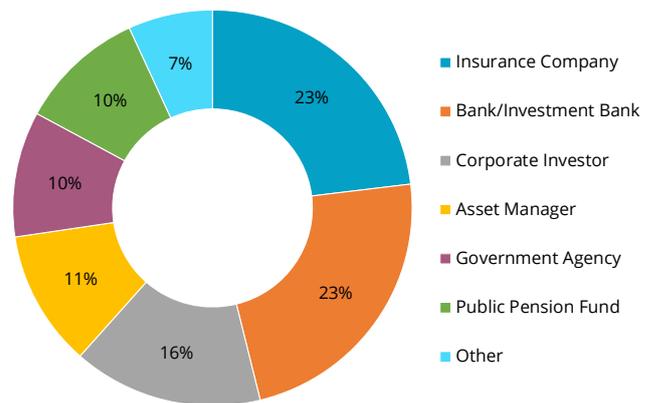
Average current allocation to private equity among South Korea-based LPs (as a % of total assets).

Fig. 1: South Korea-Based Private Equity Fundraising, 2006 - 2018 YTD (As at February 2018)



Source: Preqin

Fig. 2: South Korea-Based Institutional Investors in Private Equity by Type



Source: Preqin

Fig. 3: Largest South Korea-Based Private Equity Funds Currently in Market (As at February 2018)

| Fund | Firm | Type | Target Size (mn) | Industry Focus | Geographic Focus |
|---|---------------------------|----------------------|------------------|---|--------------------------------|
| VIG Partners IV | VIG Partners | Buyout | 800 USD | Consumer Products, Consumer Services, Leisure, Business Services, Healthcare IT | South Korea |
| Founder KIP Healthcare Industry Fund II | Korea Investment Partners | Venture Capital | 300 USD | Biomedical | Asia, China, South Korea |
| KIP NPS Re-up Fund | Korea Investment Partners | Expansion/Late Stage | 200 USD | Biomedical, Biotechnology, IT, Software, Semiconductors, Technology | South Korea, ASEAN, Europe, US |
| Guardian Partners Korea Midcap Buyout I | Guardian Partners | Buyout | 180 USD | Diversified | South Korea |
| IBK Secondaries Fund | IBK Securities | Secondaries | 120,000 KRW | Diversified | South Korea |

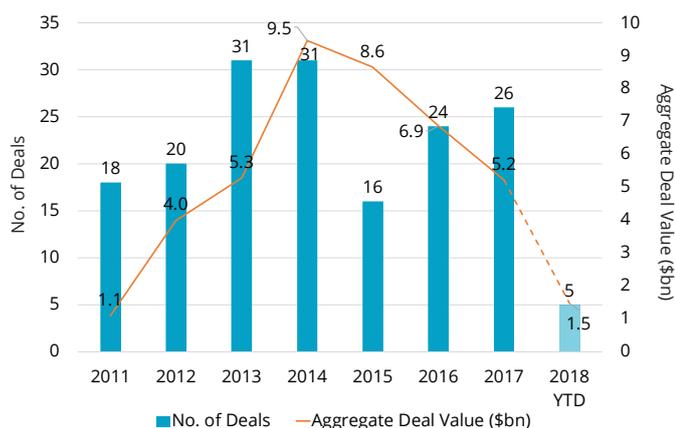
Source: Preqin

Fig. 4: Largest South Korea-Based Investors by Current Allocation to Private Equity (As at February 2018)

| Investor | Type | Location | Current Allocation to PE (\$bn) |
|--------------------------------------|-----------------------|----------|---------------------------------|
| National Pension Service | Public Pension Fund | Jeonju | 21.5 |
| Korea Post Savings | Bank | Sejong | 6.0 |
| Korea Investment Corporation | Sovereign Wealth Fund | Seoul | 5.5 |
| Korean Teachers Credit Union | Public Pension Fund | Seoul | 4.4 |
| Korea Venture Investment Corporation | Government Agency | Seoul | 3.2 |

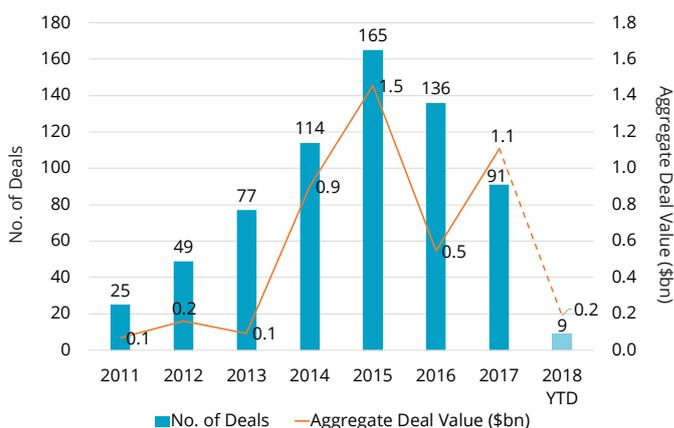
Source: Preqin

Fig. 5: Completed South Korean Private Equity-Backed Buyout Deals, 2011 - 2018 YTD (As at February 2018)



Source: Preqin

Fig. 6: Completed South Korean Venture Capital Deals, 2011 - 2018 YTD (As at February 2018)



Source: Preqin

Fig. 7: Largest South Korean Private Equity-Backed Buyout Deals Completed in 2011-2018 YTD (As at February 2018)

| Portfolio Company | Type | Deal Date | Deal Size (\$mn) | Investor(s) | Bought from/ Exiting Company | Industry |
|-------------------------------------|-------------------|-----------|------------------|--|-------------------------------------|---------------------------------------|
| Homeplus | Buyout | Sep-15 | 6,477 | CPP Investment Board, MBK Partners, National Pension Service, Public Sector Pension Investment Board, Temasek Holdings | Tesco | Retail, Supermarkets & Grocery Stores |
| Halla Visteon Climate Control Corp. | PIPE | Dec-14 | 3,600 | Hahn & Company, Hankook Tire Co | Visteon Corporation | Automobile and Parts Manufacturing |
| Woori Bank Co., Ltd | Public-to-Private | Nov-16 | 2,071 | Eugene Asset Management, Hanwha Life Insurance, IMM Private Equity, Kiwoom Securities, Korea Investment & Securities, Mirae Asset Global Investments, Tong Yang Life Insurance | Korea Deposit Insurance Corporation | Financial Services |
| ADT Caps Co, Ltd. | Buyout | Mar-14 | 1,930 | Carlyle Group | Tyco International, Ltd | IT, Monitoring & Security Software |
| ING Life Insurance Korea, Ltd. | Buyout | Aug-13 | 1,694 | KDB Capital, Korea Teachers Pension Fund, MBK Partners | ING Groep NV | Insurance |

Source: Preqin

Fig. 8: Largest South Korean Venture Capital Deals Completed in 2014-2018 YTD (As at February 2018)

| Portfolio Company | Deal Date | Deal Size (\$mn) | Investor(s) | Industry |
|------------------------|-----------|------------------|---|---|
| Coupang | Jun-15 | 1,000 | SoftBank | Internet, e-Commerce |
| Kakao Mobility | Jun-17 | 437 | TPG | Transportation, Mobile Applications, Information Services |
| Coupang | Dec-14 | 300 | BlackRock Private Equity Partners, Greenoaks Capital, Rose Park Advisors, Wellington Management | Internet, e-Commerce |
| Kakao Pay Corp. | Feb-17 | 200 | Ant Financial Services Group | Internet, e-Financial |
| Kakao Games Corp. | Feb-18 | 130 | Tencent | Gaming |
| TicketMonster Inc. | Apr-17 | 115 | KKR, Simone Investment Managers | Internet, e-Commerce |
| Four Thirty Three Inc. | Nov-14 | 110 | Line Corporation, Tencent | Gaming |
| Podotree | Dec-16 | 106 | Anchor Equity Partners, GIC | Social Networking & Communication Platform |
| Coupang | May-14 | 100 | Greenoaks Capital, LaunchTime, Rose Park Advisors, Sequoia Capital | Internet, e-Commerce |
| Yello Mobile | Nov-14 | 100 | Formation8 | Mobile Applications |

Source: Preqin



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CONFERENCES

MARCH 2018

| Conference | Dates | Location | Organizer | Preqin Speaker | Discount Code |
|---|--------------------|-----------------|--------------------------|----------------|-----------------------------|
| LPGP Connect Private Debt London | 13 March 2018 | London | LPGP Connect | TBC | - |
| AVCJ Private Equity and Venture Forum - China 2018 | 14 - 15 March 2018 | Beijing | AVCJ | - | - |
| Nordic Fundraising Summit | 14 March 2018 | Copenhagen | DVCA | Mark O'Hare | - |
| Benelux Private Equity Conference | 15 March 2018 | Amsterdam | Private Equity Insights | - | 30% Discount - BPEC_Preqin= |
| 24th Annual Wharton Private Equity and Venture Capital Conference | 16 March 2018 | New York, NY | The Wharton School | - | - |
| ILPA - PE in Iceland | 19 March 2018 | Reykjavik | ILPA | Leopold Peavy | - |
| ALTSLA 2018 | 21 March 2018 | Los Angeles, CA | Markets Group | - | - |
| 8th Annual Fund Finance Symposium | 21 March 2018 | New York, NY | Fund Finance Association | Chris Elvin | - |
| EnRoute Private Capital Meeting - Kuala Lumpur | 29 March 2018 | Kuala Lumpur | PETC Ltd. | - | - |

APRIL 2018

| Conference | Dates | Location | Organizer | Preqin Speaker | Discount Code |
|---|--------------------|----------------|-----------------------------|----------------|---------------------------|
| Private Equity Fund Investing | 9 April 2018 | New York, NY | Catalyst Financial Partners | - | - |
| 0100 Conference Dublin 2018 | 11 - 12 April 2018 | Dublin | 0100 Conferences | - | 10% Discount - DU10PRQBN |
| 5th Annual Investors' Conference on European CLOs and Leveraged Loans | 11 April 2018 | London | IMN | - | - |
| Private Wealth Management Summit - APAC | 16 - 18 April 2018 | Macao | marcus evans Summits | - | - |
| The Private Equity Awards 2018 | 17 April 2018 | London | Real Deals | - | - |
| The 8th Canadian Alternative Investment Forum | 19 April 2018 | Toronto | Intro Cap | - | - |
| Iberian Private Equity Conference | 19 April 2018 | Madrid | Private Equity Insights | - | 30% Discount - PEI_PREQIN |
| Impact Investing Forum | 22 - 24 April 2018 | Palm Beach, FL | Opal Financial Group | - | - |
| European Pensions and Investments Summit | 23 - 25 April 2018 | Montreux | marcus evans Summits | - | - |
| Jersey Finance Annual Funds Conference | 24 April 2018 | London | Jersey Finance | - | - |
| SuperReturn Private Credit Europe | 24 - 25 April 2018 | London | KNect365 | TBC | 10% Discount - FKR2472PRQ |

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AGENDA HIGHLIGHTS



F&A Exit Strategies

Rich Gammill
Proterra Investment Partners

Value Chain Opportunities

Kevin Schwartz
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Evolution of F&A Investments

Benjamin Fishman
Arlon Group

Perspectives from a Pioneer

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8TH ANNUAL FUND FINANCE SYMPOSIUM

| | |
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| DATE: | 21 March 2018 |
| INFORMATION: | http://www.fundfinanceassociation.com/ |
| LOCATION: | The Grand Hyatt, New York, NY |
| ORGANIZER: | Fund Finance Association |

The Fund Finance Association (FFA) is a non-profit industry association in the fund finance market focused on fund level financing utilized by all from private equity funds to other committed capital structures. This year's conference includes 40+ speakers from top banks, law firms and PE sponsors such as Blackstone, Onex, Goldman Sachs, TIAA Nuveen and more!

4TH ANNUAL CHINA NPL INVESTMENT AND DISTRESSED CORPORATE RESTRUCTURING FORUM

| | |
|---------------------|---|
| DATE: | 19 - 20 April 2018 |
| INFORMATION: | http://www.opplandcorp.com/CNCR2018/ |
| LOCATION: | Shenzhen, China |
| ORGANIZER: | Total Finance |

The 4th China NPL Investment & Distressed Corporate Restructuring Forum delivers two days packed full of content: Special Asset; Bond Default; Bankruptcy Restructuring; Debt to Equity Swap.

50+ Industry Leading LPs. 70+ Influential GPs. 50+ Senior Speakers. 60+ Banks Investors. 300 + Securities Companies. 400+ Professional Attendees. They all come together to share best practice and discover new opportunities. Welcome new and old friends of investment and disposal in the non-performing assets industry to Shenzhen to get together and seek common stable development of the non-performing asset investment in China and the restructured market of distressed enterprises!

A FUTURE FOCUS

| | |
|---------------------|--|
| DATE: | 24 April 2018 |
| INFORMATION: | www.jerseyfinance.je/funds2018 |
| LOCATION: | 8 Northumberland Avenue, London |
| ORGANIZER: | Jersey Finance |

The 2018 Jersey Finance Annual London Funds Conference will bring together a range of world-class funds professionals to discuss the vital issues currently shaping the global funds landscape. With the countdown to Brexit firmly on, the event will in particular take an in-depth look at the challenges and opportunities arising from the biggest shift in the geopolitical landscape in recent history.

GLOBAL AGINVESTING 2018

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| DATE: | 23 - 25 April 2018 |
| INFORMATION: | http://www.globalaginvesting.com/events/gai2018/ |
| LOCATION: | New York City |
| ORGANIZER: | Global AgInvesting and HighQuert Partners |

Now celebrating its 10th year, Global AgInvesting offers a comprehensive overview of agriculture investment opportunities across all major global production regions. Global AgInvesting 2018 will provide attendees with a picture of the agriculture investing landscape and a clear idea of where the real money is moving in the space.

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LATIN PRIVATE WEALTH MANAGEMENT SUMMIT

| | |
|---------------------|---|
| DATE: | 3 - 4 May 2018 |
| INFORMATION: | https://events.marcusevans-events.com/latin-pwm-spring-2018-preqin/ |
| LOCATION: | The Ritz Carlton, Cancún, México |
| ORGANIZER: | marcus evans |

This Summit brings leaders from Latin America's leading single and multi-family offices and qualified service providers together and offers them an intimate environment for a focused discussion of key new drivers shaping the future of the industry in the region.

4TH ANNUAL LPGP CONNECT PRIVATE DEBT NEW YORK

| | |
|---------------------|---|
| DATE: | 22 May 2018 |
| INFORMATION: | https://www.lpgpconnect.com/privatedebt/4th-annual-lpgp-connect-private-debt-new-york/ |
| LOCATION: | New York |
| ORGANIZER: | LPGP Connect |

LPGP Connect 4th annual Private Debt conference brings together 250 LPs and GPs from the global private debt community to analyse the latest trends in the market, discover new investment opportunities and build meaningful business relationships for long term growth.

GLOBAL CORPORATE VENTURING SYMPOSIUM 2018

| | |
|---------------------|--|
| DATE: | 22 - 23 May 2018 |
| INFORMATION: | www.gcvsymposium.com |
| LOCATION: | County Hall, London |
| ORGANIZER: | Global Corporate Venturing |

Join 400+ business leaders from the corporate venturing and wider high growth business ecosystem for the two-day 2018 GCV Symposium covering innovation and strategy. There will again be a huge amount of investment power located in one room - corporations managing more than \$100 billion in venture assets, for parents with aggregate revenues of at least \$4 trillion. Now in its eighth year, the GCV Symposium has experienced exponential growth, attracting an enviable list of speakers and international senior delegates.

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SWISS PRIVATE EQUITY CONFERENCE

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| DATE: | 24 May 2018 |
| INFORMATION: | http://pe-conference.org/swiss/ |
| LOCATION: | Zurich |
| ORGANIZER: | Private Equity Insights |

The Swiss PE Conference provides the most unrivalled networking opportunities in the Swiss Private Equity market. On 24 May 2018, come and meet over 60 LPs, 70 GPs and 50 CEOs in Zurich.

ASK 2018 PRIVATE DEBT & EQUITY SUMMIT

DATE: 29 May 2018
INFORMATION: www.kedask.com
LOCATION: Conrad Seoul Hotel
ORGANIZER: The Korea Economic Daily

ASK Summits are organized by ASK Office, The Korea Economic Daily with the themes of private equity, private debt, hedge fund, multi-asset, real estate, and infrastructure. ASK Summits provide valuable information on market outlook, strategies, asset allocation, and industry trends. Our purpose is to bridge investors and managers for mutual benefits.

SUPERRETURN US EAST 2018

DATE: 18 - 20 June 2018
INFORMATION: https://finance.knect365.com/superreturn-us-east/?vip_code=FKR2466PRQ
LOCATION: Renaissance Boston Waterfront Hotel
ORGANIZER: KNect365

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