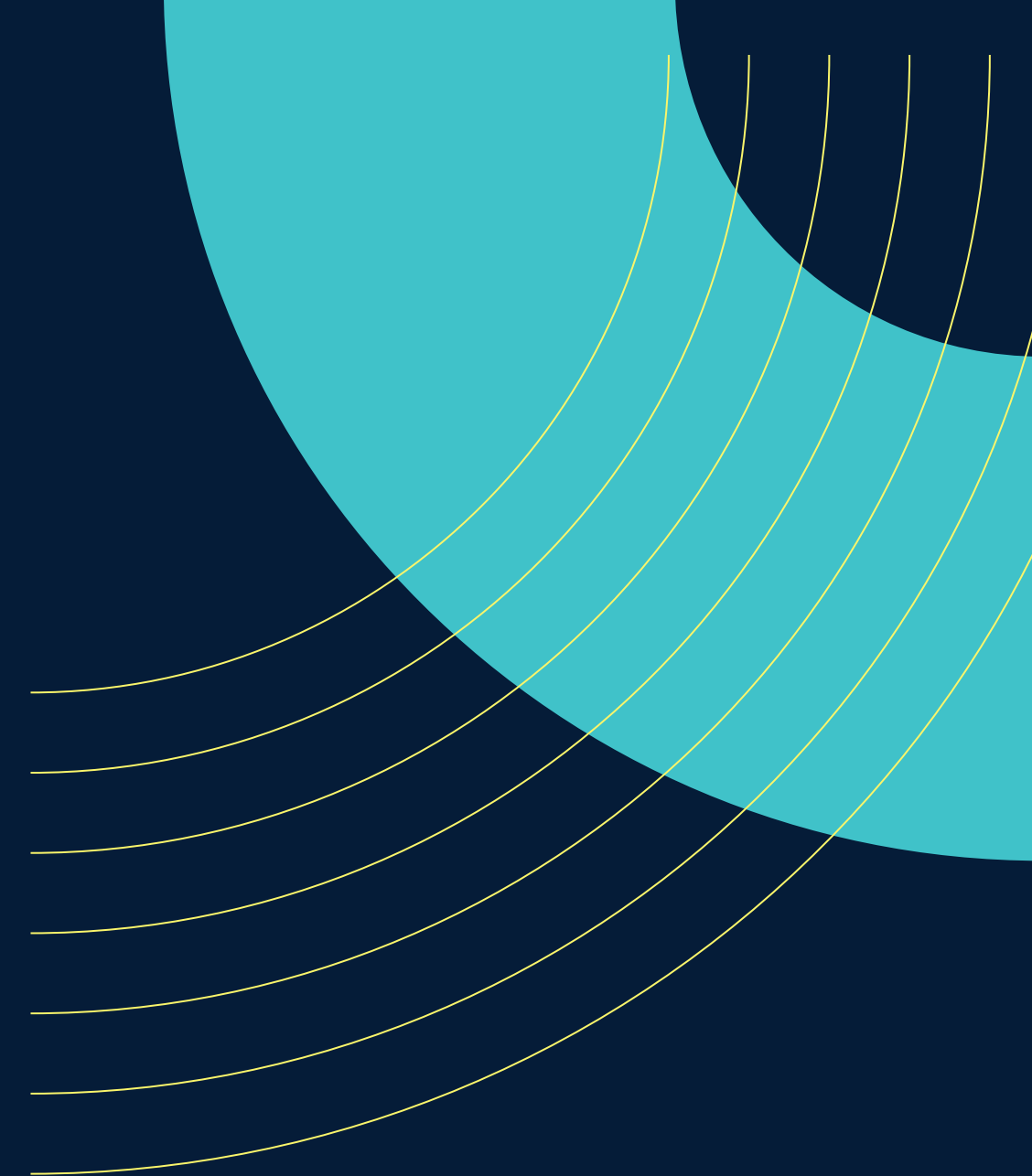




PitchBook for corporate venture capital



In the current market, it's difficult to determine which industries and opportunities to pursue, price deals accurately, keep tabs on your competitors and track new companies entering your space.

To navigate this complex and ever-evolving landscape, corporations are turning to resources with detailed data on companies, deals, investors and competitors.

See why thousands of corporations and investors rely on PitchBook's comprehensive venture capital, private equity and M&A data to **inform and execute their corporate strategies.**



Other teams within your corporation that can benefit from PitchBook:

Strategy

Innovation

Market research

Corporate development

Business development/sales

Partnerships/strategic alliances

Contents

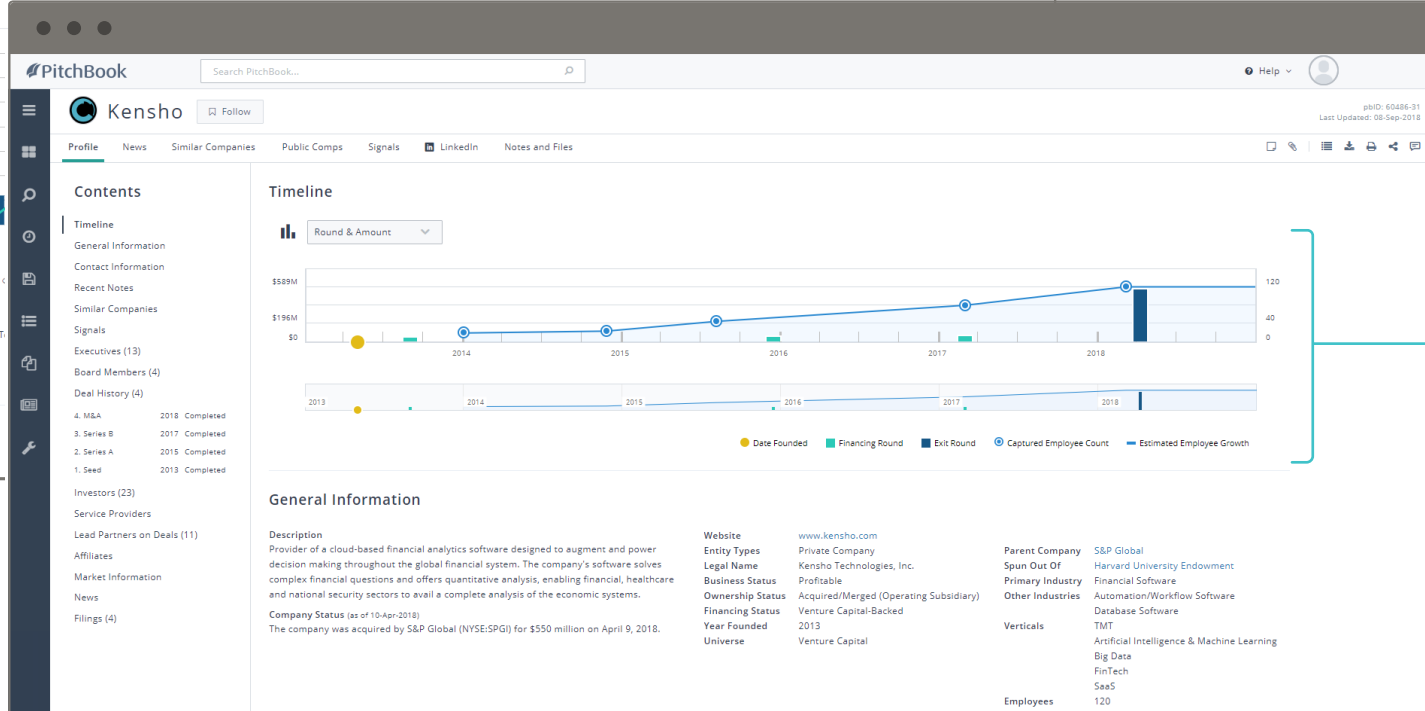
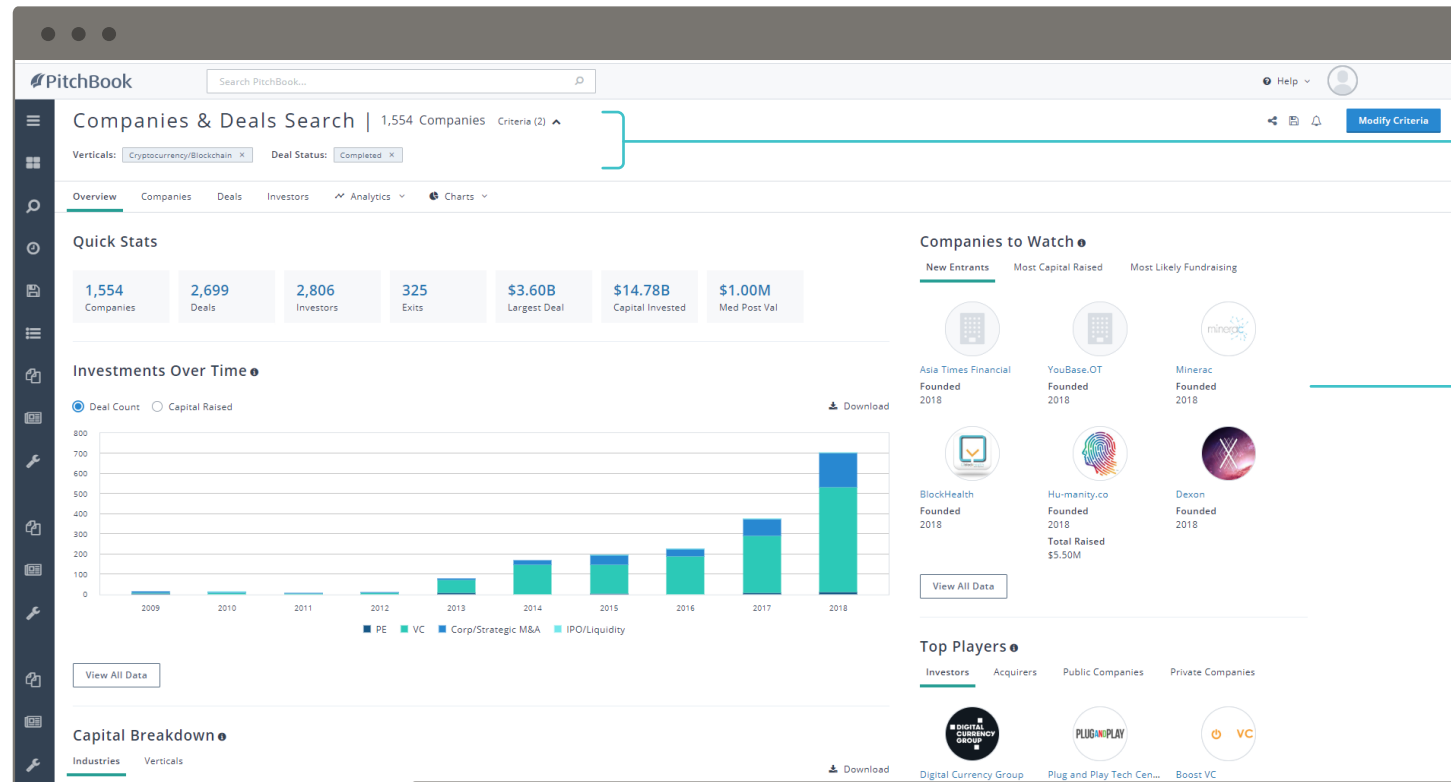
- 4 Help inform your corporate strategy
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Help inform your corporate strategy

To adapt your corporate strategy to changes in the market, you need insight into where deals are happening, which industries are growing, which companies are gaining traction and what other investors are doing.

Follow all financing and exit activity, or look at other investors' and corporations' recent investments, to identify emerging industries you want to enter.

Then, dig into the major companies and trends within a specific space—from valuations to deal sizes to purchase price multiples—to see if you want to invest.



How to help inform your corporate strategy

1 Run a search based on recent deals or another investor's or corporation's latest investments.

2 See which industries are growing fast.

3 Get a sense for the companies in the space.

4 Better inform or validate your strategy.

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See which companies are in VC & PE portfolios

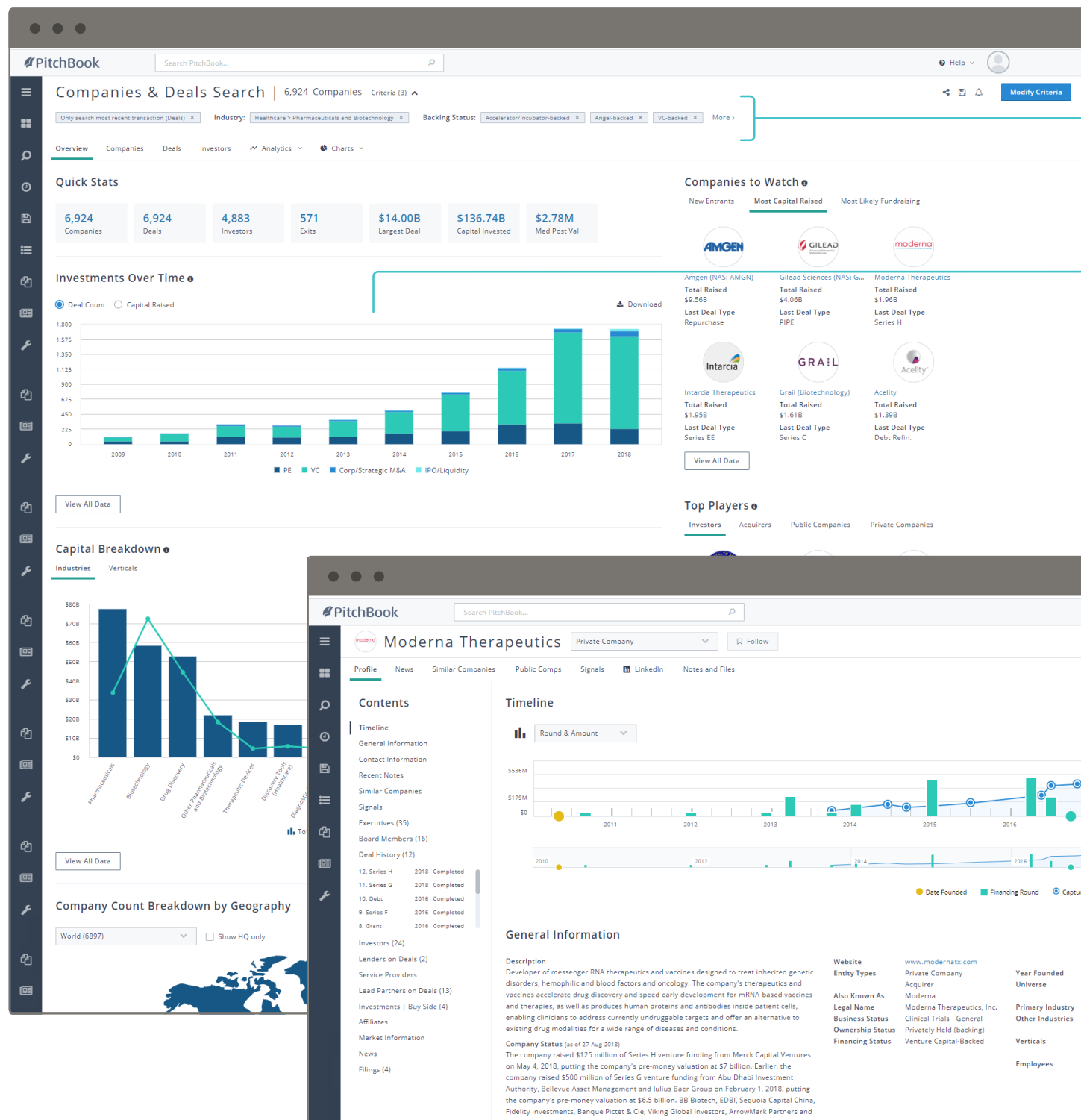
VC and PE firms are experts at evaluating companies (they do it all day, every day). Their intense vetting processes not only ensure their investments are financially healthy, but that they also have growth potential, competitive advantages and strong leadership. Let them do the hard part—identifying the best opportunities—and enjoy the fruits of their labor. You can even search for companies nearing the end of their holding period (when investors start looking to exit).

Find & evaluate better opportunities

To ensure you're pursuing the best opportunities, you need comprehensive information on companies. PitchBook's company data is more detailed and complete than any other data provider's.

Search for companies that match your preferences (like industry, growth stage, revenue and other financial metrics) to zero in on promising opportunities in minutes. Find a company that doesn't quite meet your qualifications? Set an alert to get notified when it hits certain milestones.

Quickly determine if investing in a company makes strategic sense for your business. PitchBook gives you insight into more than millions of private companies, with data like valuations, financing histories (including the shares issued and percent acquired on each round), financials, investors, executives and more.



How to find & evaluate better opportunities

- 1 Search for companies that fit your preferences.
- 2 Sort your results based on the metrics that matter most to you.
- 3 Explore a company's profile to get more information.
- 4 Reach out to the founder directly, or use LinkedIn integration to see who can introduce you.

The content displayed on this page is solely for illustrative purposes and is not meant to provide timely or complete information.

Execute deals more effectively

When you have access to data like valuations, purchase price multiples and deal sizes in a specific space, you can build more accurate comps. Get the precedent transaction information you need to price deals with precision.

Insight into a company's capital structure and series terms—including stock information and voting rights—is invaluable when you're entering a negotiation.

Plus, PitchBook identifies different types of financing and funding rounds, so you don't have to spend hours scrubbing data. You can also save time by accessing our data directly from Excel.

(Read more about our Excel Plugin and other workflow tools on page 16.)

PitchBook

Companies & Deals Search | 335 Deals Criteria (4)

Deal Status: Completed Exit Type: Strategic M&A Exit Date: From: 01-Jan-2017 To: 01-Jan-2018 Industry: Financial Services > Insurance

Overview Companies Deals Investors Analytics Charts

335 Deals View Add Columns Download to Excel Public Financials

#	Company Name	Deal Date	Deal Size	Pre-money Valuation	Post Valuation	Primary Industry Sector	HQ Location	Investors	Valuation/E...	Valuation/Rev...
1	Sompo International	28-Mar-2017	6,300.00		6,300.00	Financial Services	Hamilton, Bermuda	Sompo Japan Nipponkoa H...	11.89	
2	United Guaranty	03-Jan-2017	3,400.00		3,777.77	Financial Services	Greensboro, NC	Arch Capital Group (NAS: A...		
3	Cominsure	21-Sep-2017	3,030.51		3,030.51	Financial Services	Sydney, Australia	AIA International		
4	Ironshore	01-May-2017	2,935.00		2,935.00	Financial Services	New York, NY	Liberty Mutual Insurance C...		
5	Genworth Financial (North Carolina Domiciled L...	04-Oct-2017	2,700.00		2,700.00	Financial Services	Raleigh, NC	China Oceanwide Internati...		
6	Guardian Financial Services	23-Sep-2015	2,455.40		2,455.40	Financial Services	London, United Kingdom	Swiss Re Group (SWX: SREN...	13.63	
7	Delta Lloyd	12-Apr-2017	2,139.90		2,674.87	Financial Services	Amsterdam, Netherlands	NN Group (AMS: NN) (Eilard...	2.46	
8	Ironshore	23-Nov-2015	2,100.00		2,625.00	Financial Services	New York, NY	Fosun International (HKG: O...		
9	Onebeacon Insurance Group	28-Sep-2017	1,870.58		1,870.58	Financial Services	Hamilton, Bermuda	Intact Financial (TSE: IFJ) (C...	22.76	
10	MassMutual Asia	18-Aug-2017	1,700.00		1,700.00	Financial Services	Wan Chai, Hong Kong	Ant Financial, City-Scape, GI...		
11	First Capital Insurance	28-Dec-2017	1,600.00		1,637.67	Financial Services	Singapore, Singapore	Mitsui Sumitomo Insuranc...		
12	Nemi Forsikring	02-Sep-2006	1,527.55		1,680.47	Financial Services	Oslo, Norway	Tryggingamiðstöðin	-311.72	
13	Delta Lloyd	19-Oct-2009	1,504.41	2,419.07	3,923.48	Financial Services	Amsterdam, Netherlands		3.39	
14	Aetna (U.S. Group Life and Disability Business)	01-Nov-2017	1,450.00		1,450.00	Financial Services	Hartford, CT	The Hartford Financial Serv...		
15	SquareTrade	04-Jan-2017	1,430.00		1,430.00	Consumer Products and Services ...	San Francisco, CA	Allstate (NYS: ALL) (Thomas...		
16	Sompo International	17-Dec-2001	1,200.00			Financial Services	Hamilton, Bermuda	Aon (NYS: AON), Capital Z P...		
17	Ariel Re	18-Dec-2005	1,030.00			Financial Services	Hamilton, Bermuda	Bain Capital, Eton Park Cap...		
18	Tahoe Life Insurance Company	19-Jun-2017	1,029.83		1,029.83	Financial Services	North Point, Hong Kong	Tahoe Investment Group (S...		
19	Ironshore	01-Dec-2006	1,000.00			Financial Services	New York, NY	Calera Capital (Mark Willia...		
20	RSA (UK legacy insurance business)	07-Feb-2017	997.55		997.55	Financial Services	London, United Kingdom	Enstar Group (NAS: ESGR)		
21	State National Companies	17-Nov-2017	919.00		919.00	Financial Services	Bedford, TX	Market (Insurance Services)...	10.66	
22	Hong Kong Life Insurance	20-Mar-2017	914.33		914.33	Financial Services	Hong Kong, Hong Kong	First Origin International, U...		
23	Universal American	28-Apr-2017	800.00		800.00	Financial Services	White Plains, NY	WellCare (NYS: WCG) (Kenn...	83.03	
24	Delta Lloyd	09-Jan-2013	693.43			Financial Services	Amsterdam, Netherlands			
25	Vera Vita	26-Nov-2017	690.92		1,381.83	Financial Services	Verona, Italy	Banco BPM (MIL: BAM)		
26	Vera Vita	03-Apr-2018	681.16		1,047.93	Financial Services	Verona, Italy	Societa Cattolica di Assicur...		
27	Novae Group	02-Oct-2017	611.21		611.21	Business Products and Services (...)	London, United Kingdom	AXIS Capital (NYS: AXIS) (Alb...	-10.06	
28	Western Financial Group	05-Jul-2017	609.11		609.11	Business Products and Services (...)	High River, Canada	Wawanesa Insurance Jeff G...		
29	Onebeacon Insurance Group	09-Nov-2006	600.00	1,800.00	2,500.00	Financial Services	Hamilton, Bermuda			

Show 250 Prev 1 2 Next Go To Page

PitchBook

Companies & Deals 190 Deals

Search criteria (5)

Deal Status: Completed Exit Type: Strategic M&A Exit Date: From: 01-Jan-2016 To: 01-Jan-2017 Industry: Financial Services > Insurance

Companies Deals Investors Analytics Charts

190 Deals View Add Columns Download to Excel Analytics Charts Public Financials

0 Selected

Select All Select Top 25 Select Page Show Selected Only

Invert Selected Deselect All Remove Selected

Layout HTK VC - EU - Opportu... Save

#	Company Name (190)	Deal Date	Deal Size	Pre-money Valuation	Post Valuation	Primary Industry Sector	HQ Location	Investors
1	Health Net	24-Mar-2016		6,800.00	6,800.00	Healthcare	Los Angeles, CA	Centene (Michael Neid
2	MS Amlin	01-Feb-2016		5,012.93	5,012.93	Business Products and Service...	London, United Kingdom	Mitsui Sumitomo Insur
3	National Australia Bank (Life Insur...	01-Jan-2000		4,000.00	4,000.00	Financial Services	Sydney, Australia	National Australia Ban
4	Symetra Financial	01-Feb-2016		3,800.00	3,800.00	Financial Services	Seattle, WA	Sumitomo Life Insuran
5	Just	04-Apr-2016		2,572.26	4,287.09	Financial Services	London, United Kingdom	Just Group (Financial S
6	Abbey Life Assurance Company	31-Jul-2007		2,031.53	2,031.53	Financial Services	Bournemouth, United Kingd...	Deutsche Bank
7	National Australia Bank (Life Insur...	03-Oct-2016		1,828.09	2,285.11	Financial Services	Sydney, Australia	Nippon Life (Shinichiro
8	Santander Asset Management	05-Dec-2013		1,401.67	2,803.34	Financial Services	Madrid, Spain	General Atlantic (Gabri
9	Symetra Financial	02-Aug-2004		1,365.00	1,365.00	Financial Services	Seattle, WA	aPriori Capital Partner
10	Abbey Life Assurance Company	30-Dec-2016		1,167.58	1,167.58	Financial Services	Bournemouth, United Kingd...	Phoenix Group Holding

How to execute deals more effectively

- 1 Search for similar private or public transactions in your industry to start building your comps.
- 2 Edit the list to include the most relevant deals (you can remove the transactions you don't want in your comps with one click).
- 3 View your comps in PitchBook Desktop, export the results to Excel, or pull data directly into your spreadsheets with our Excel Plugin.
- 4 Analyze your custom comps to inform the price of your next acquisition.

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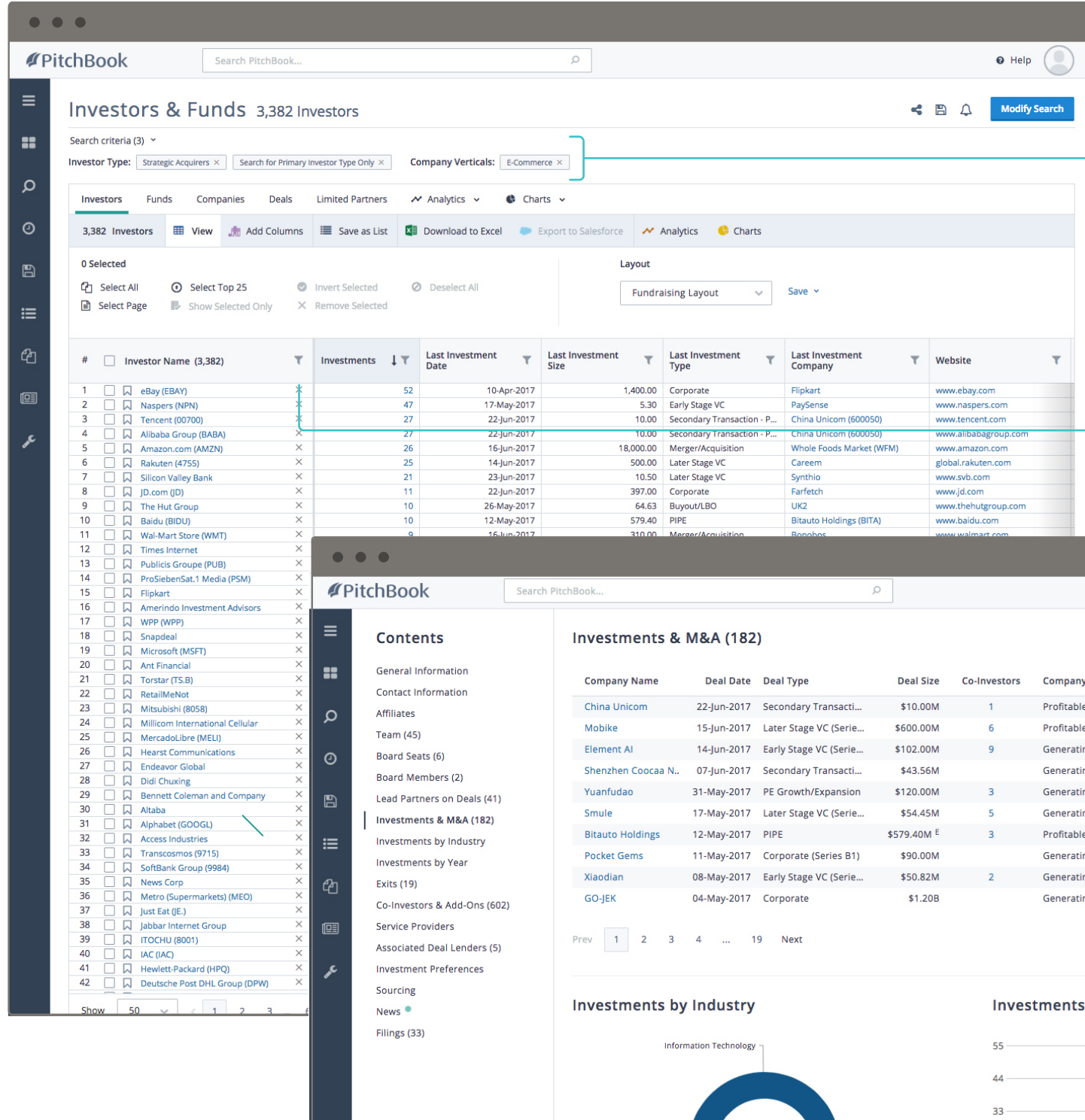


Track your competition

Keep tabs on every competitor in your market—from companies and investors you consistently go up against to new entrants to your space.

Search for competitors based on industry and stage, and then get alerted when new companies meet these criteria. Dive into their previous acquisitions and investments to better understand where they're going next and inform your own strategy.

See the most active investors in your industry—including strategic acquirers, VC and PE firms, angels, accelerators and incubators—to determine who you may be going up against in the future. Leverage series terms, cap tables and transaction details to see how they structure deals and get prepared for negotiations.



How to track your competition

- 1 Search for companies by industry, location, stage and more to see who is competing in your space.
- 2 Edit the results to create an all-encompassing list of your competitors (you can remove the companies you don't want on your list with one click).
- 3 Explore a competitor's profile to get more information on their previous acquisitions.
- 4 See if a new company enters your industry or a competitor makes an acquisition, and adjust your strategy accordingly.

The content displayed on this page is solely for illustrative purposes and is not meant to provide timely or complete information.

Build stronger partnerships

Leverage our comprehensive data on VC and PE funds (like industry focus, investments and returns) to see which financial sponsors are making the most successful investments in your industry and the lead partners on those deals.

Connect with investors about exiting their portfolio companies, or co-invest in a promising opportunity. If a company becomes an acquisition target down the line, you'll already have a good rapport.

PitchBook is also a great resource to find companies for strategic partnerships. Gauge how much traction a company is getting with your target audience using non-financial metrics like social media followers and web traffic. Reach out to promising startups early on in their growth, so you can align your brand with theirs before your competition comes knocking.

Companies & Deals Search | 334 Investors Criteria (4)

Industry: Energy Location: United States > Southeast Investor Type: Private Equity Search HQ only

#	Investor Name	Total Investments	Dry Powder	Investments	Primary Investor Type	AUM	HQ Location	Description
1	ArcLight Capital Part...	215	1,652.89	15	PE/Buyout	13,378.00	Boston, MA	ArcLight Capital Partners is a private equity ...
2	Ares EIF Group	93	327.75	12	PE/Buyout	3,063.00	Needham, MA	Energy Investors Funds was a private equity...
3	Next47	319	53.34	11	Corporate Venture Capital	233.77	Munich, Germany	Next47 is a global venture firm created by S...
4	GE Energy Financial ...	178	415.74	10	PE/Buyout	417.80	Stamford, CT	GE Energy Financial Services is a financial ar...
5	Denham Capital Man...	129	952.00	8	PE/Buyout	7,300.00	Boston, MA	Denham Capital Management is a private e...
6	Sterling Partners Priv...	257	115.05	7	PE/Buyout		Chicago, IL	Sterling Partners is a diversified investment ...
7	Kinetic Ventures	113	9.51	7	Venture Capital	314.30	Chevy Chase, MD	Kinetic Ventures is a venture capital firm th...
8	Oaktree Capital Man...	604	25,340.34	6	Asset Manager	121,000.60	Los Angeles, CA	Oaktree Capital Management is an asset ma...
9	The Carlyle Group (N...	1670	62,998.95	6	PE/Buyout	210,000.00	Washington, DC	The Carlyle Group is a private equity firm an...
10	MSouth Equity Partn...	118	1,032.21	6	PE/Buyout	1,786.80	Atlanta, GA	MSouth Equity Partners is a private equity L...
11	New Energy Capital	29	91.73	6	PE/Buyout	500.00	Hanover, NH	New Energy Capital Partners is an alternativ...
12	Advent-Morro Equity...	39	7.82	6	PE/Buyout	57.00	San Juan, PR	Advent-Morro Equity Partners is a private e...
13	Riveria Investment G...	34		6	PE/Buyout		New York, NY	Riveria Investment Group is a private equity...
14	GFI Energy Group	76	0.00	5	PE/Buyout	1,759.00	Los Angeles, CA	GFI Energy Group is the private equity inves...
15	First Reserve	280	2,874.09	5	PE/Buyout	9,575.00	Stamford, CT	First Reserve is a private equity investment ...
16	Insight Equity	66	164.68	5	PE/Buyout	1,169.00	Southlake, TX	Insight Equity is a private equity firm found...
17	Lime Rock Partners	164	2,941.82	5	PE/Buyout	7,500.00	Houston, TX	Lime Rock Partners is a private equity firm L...

How to build stronger partnerships

- 1 Search for active investors in your industry.
- 2 Explore an investor's profile to see its portfolio, lead partners on deals and even fund returns.
- 3 Reach out to the firm directly, or use our LinkedIn integration to see who can introduce you.

The Carlyle Group (NAS: CG) PE/Buyout

Profile News Investments Exits Funds Limited Partners Analytics LinkedIn

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- Contact Information
- Affiliates
- Team (1,215)
- Board Seats (259)
- Board Members (19)
- Lead Partners on Deals (759)
- Investments & M&A (1,506)
- Investments by Industry
- Investments by Year
- Exits (786)
- Co-Investors & Add-Ons (2,365)
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- Closed Funds (152)
- Fund Performance (77)
- Limited Partners (374)
- Service Providers
- Associated Deal Leaders (218)

Investments by Industry

- Information Technology (82B)
- Materials and Resources
- Healthcare
- Financial Services
- Energy (82C)

Investments by Year

Year	PE Deals	VC Rounds	M&A	Exits
2009	58	0	0	0
2010	75	0	0	0
2011	85	0	0	0
2012	65	0	0	0
2013	70	0	0	0
2014	75	0	0	0
2015	80	0	0	0
2016	85	0	0	0
2017	90	0	0	0
2018	75	0	0	0

Exits (889)

Company Name	Exit Date	Exit Type	Exit Size	Status	Buyers
--------------	-----------	-----------	-----------	--------	--------

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Our data: Who and what you can research with PitchBook

Companies

What we track	Key data points
Pre-venture companies	Financing history
Venture capital-backed companies	Cap table history
Private equity-backed companies	Financials
Mature private companies	Filings
Public companies (with fundamentals, analyst reports and consensus estimates)	Executives & board members
	Investors
	Similar companies & competitors
	Social followers & web traffic

Deals

What we track	Key data points
Angel & venture capital investments	Deal size & multiples
Private equity investments & buyouts	Pre- & post-money valuations
Mergers & acquisitions	Series terms
IPOs & PIPEs	Stock information
Bankruptcies	Investors & lenders
Secondary transactions	Advisors
+15 other deal types	Lead partners

Investors

What we track	Key data points
Angels	AUM
Accelerators & incubators	Dry powder
Venture capital firms	Investments, acquisitions & exits
Corporate venture capital firms	Fund information & performance
Private equity firms	Co-investors
Strategic acquirers	Team & lead partners on deals
+15 other investor types	Limited partners
	Investment preferences

Funds

What we track	Key data points
Buyout, growth & venture capital funds	Investments
Mezzanine & debt funds	Fund size & target
Infrastructure funds	Performance (IRR)
Real estate funds	Cash flow multiples (DPI, RVPI, TVPI)
Funds of funds	Dry powder
Energy funds	Benchmark
+20 other fund types	Limited partners & commitments
	Investment preferences

Limited Partners

What we track	Key data points
Pensions	Mandates
Foundations	Allocations
Family offices	Commitments
Endowments	Returns
+20 other limited partner types	Direct investments
	Investment preferences
	Teams

Advisors

What we track	Key data points
Investment banks	Deals & clients
Law firms	Industry expertise
Auditors	Regional focus
Lenders	League table ranking
Placement agents	Team & lead partners on deals
Valuation firms	Affiliates & subsidiaries
+15 other advisor types	

Professionals

What we track	Key data points
C-level executives	Affiliated deals & funds
Founders	Current & past positions
Partners	Board seats
Managing directors	Industry expertise
Corporate development officers	Biography
Investment & advisory professionals	Education
	Contact information

Debt & Lenders

What we track	Key data points
Last Month of PE financing	Lending preferences
Maturity date approaching	Debt facilities
Buyout deals	Loan types
Traditional lenders	Debt amount per round
Private-debt-backed companies	Maturity date
Refinancing opportunities	Rate types
	Spread reference
	Spread/interest rate

Researching the capital markets is hard—PitchBook makes it easy

Our team of associates and rigorous information infrastructure combine to produce detailed, hard-to-find data and insights on opaque global capital markets.

How we gather insights from a global stream of data

Highly specialized professionals

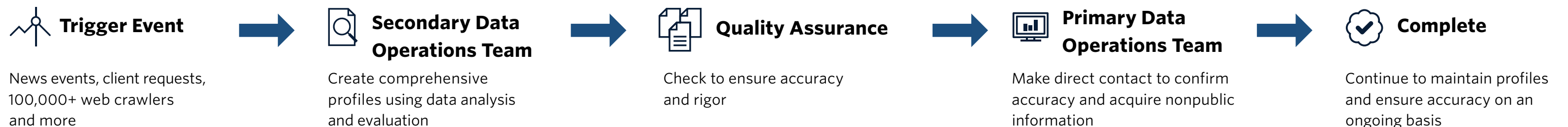
The PitchBook Data Operations Team consists of several thousand people with an average tenure of 3+ years who verify every detail and provide a human touch to our information before putting it in front of the world.

A complex information infrastructure

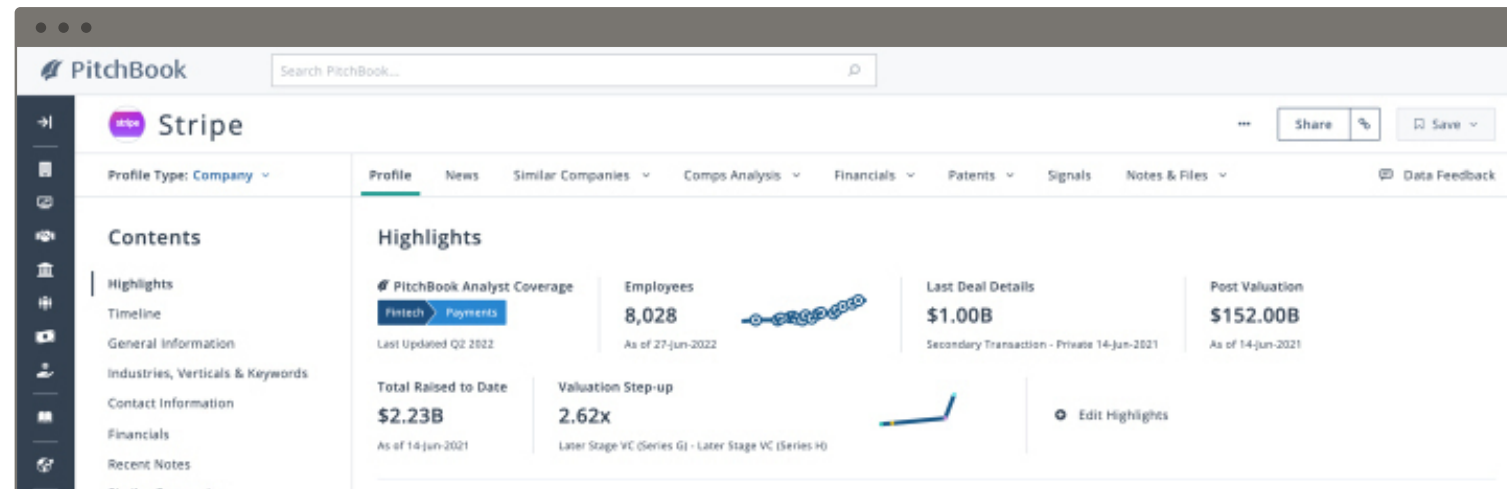
Fragmented, complex and hard-to-manage information from around the world is turned into actionable insights after being sourced, organized and integrated through the application of over 100 proprietary processes.

Global breadth and depth

Our human-centered approach and information infrastructure results in an unparalleled breadth of insight into market activity around the world. Organized across 25 discrete datasets, we provide a detailed view into companies, investors, funds, management teams and more.

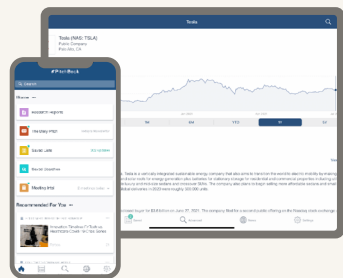


The PitchBook Platform: Our suite of products



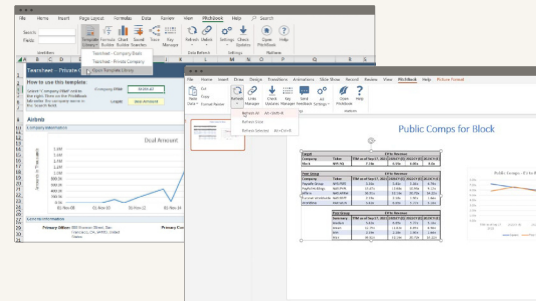
PitchBook Desktop

Our award-winning software gives you access to our data and the analytical tools you need to get answers fast, discover promising opportunities and more.



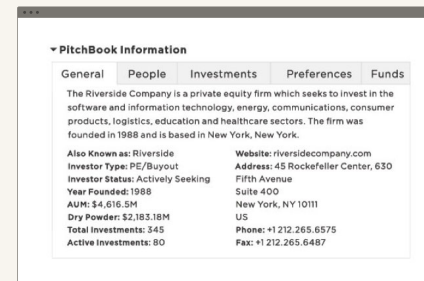
PitchBook Mobile

Get the PitchBook Mobile app to access robust capital market insights, vital industry news and to collaborate with your team no matter where you are.



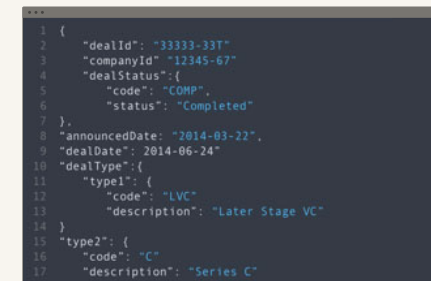
Excel & PowerPoint Plugins

Access our comprehensive data on the public and private equity markets directly within Excel. Update financial models quickly, and seamlessly link charts and tables to a working investment presentation in PowerPoint.



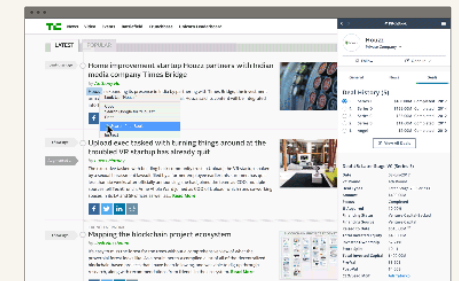
CRM Integration

Bring our information into your CRM to create new leads. Plus, enhance your existing accounts with details on executives, investors, funds, deals and more.



Direct Data

Integrate our data with your existing systems through a flexible, a la carte solution or a predefined supply of data points.



Chrome Extension

Access our data directly from your browser while you're visiting a website, reading the news or researching online.

Your success is our success

Customer success

As a client, you get a dedicated customer success manager who understands your business and the goals you want to achieve. They're your go-to contact at PitchBook. Have a question? **They have the answer.**

Research assistance

Our research team is your research team. Our analysts will find the data you need fast, build custom reports and save you a ton of time.

Live chat

Need answers ASAP? Use our live chat feature to connect directly from PitchBook Desktop. A member of our customer success team will be there to help.

Personalized onboarding

To get you started, we'll guide you through an onboarding process that's tailored to your needs.

Unlimited training

We provide one-on-one training whenever you need it—whether you're new to PitchBook or just need a refresher.

"I can't imagine doing my job without PitchBook. Every time I help advise corporations or corporations forming VCs, I always tell them, 'You have to have PitchBook!'"



Phoebe Wang
Investment Director,
Shell Ventures

"We have identified several companies, startups, and their financial data for faster use in the due diligence process. PitchBook allows us to analyze venture capital players in the construction industry, something we can't do with information solely from the internet."



Ibon Iribar Usobiaga
Business Professional,
CEMEX Ventures

The official data provider of ACG & NVCA



The Association for Corporate Growth (ACG) provides 90,000 private equity professionals, advisors and executives the resources they need to make deals and grow middle-market companies.

Not only does ACG use our data to inform the market intelligence it shares with its members, but ACG also partners with PitchBook for many conferences. Our data and technology facilitate networking, deal sourcing and more at InterGrowth, one of the largest PE conferences in the world

It's important for NVCA to have access to the most reliable data about the industry. PitchBook sets itself apart from the rest of the field."



Bobby Franklin
President & CEO, NVCA



The National Venture Capital Association (NVCA) is the top organization for venture capital advocacy, and the statistics it releases are widely recognized as the industry standard.

NVCA evaluated 11 different data providers based on:

- Data quality, breadth and depth
- Research methodology
- Database usability and functionality
- Customer support

In the end, PitchBook stood out as the clear leader



Who we are

In 2007, PitchBook Founder and CEO John Gabbert knew that his idea for an actionable, extensive database for private equity-focused intelligence was worth pursuing. He and seven others set up shop in a 200-square-foot, windowless office, and the rest is PitchBook history.

Since those early days, PitchBook has expanded its coverage areas to include the entirety of the public and private markets. We've added thousands of datasets and millions of individual insights to the platform, and we've pioneered new features and products that surface the information our clients need to win. We look at every day as a new opportunity to meet and exceed our customers' expectations through helping them make informed decisions that propel their firms forward.

Now part of Morningstar, PitchBook is headquartered in Seattle, London and Hong Kong with additional offices in New York and San Francisco.



John Gabbert, founder and CEO of PitchBook, has more than 17 years of experience building technology for professionals who work in the private markets.

Learn more

To see a demo and learn more about PitchBook, contact a PitchBook representative.