

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
- 6 Find & evaluate better opportunities
- 8 Execute deals more effectively
- 10 Track your competition
- 12 Build stronger partnerships
- 14 What we track

- 15 Research Process
- 16 Workflow Tools
- 17 Customer sucess
- 18 Our clients
- 19 ACG & NVCA partnership
- 20 Who we are

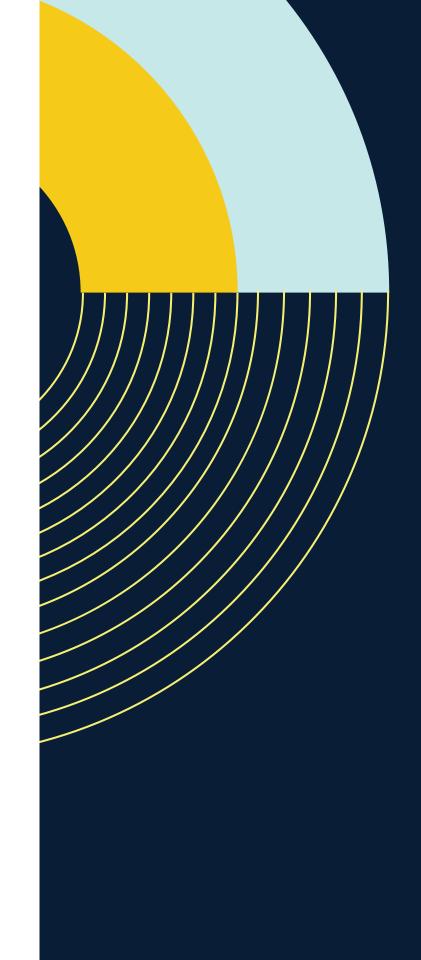
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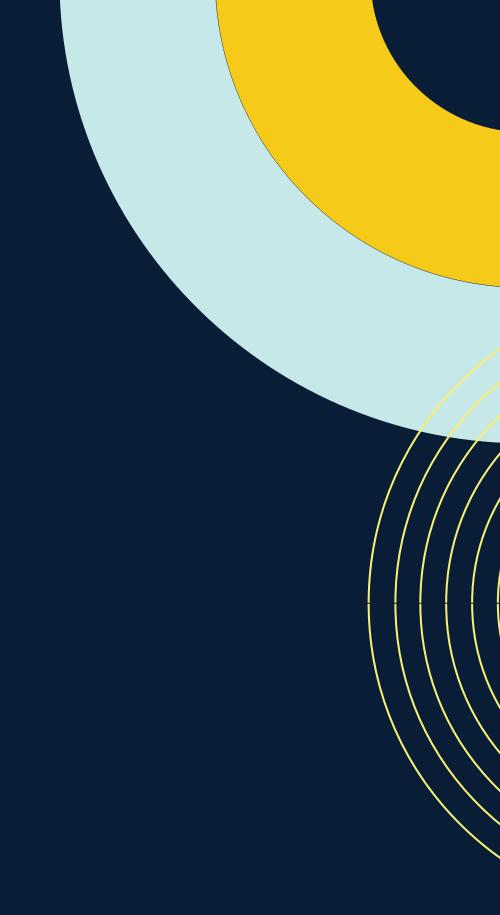
Help inform your corporate strategy

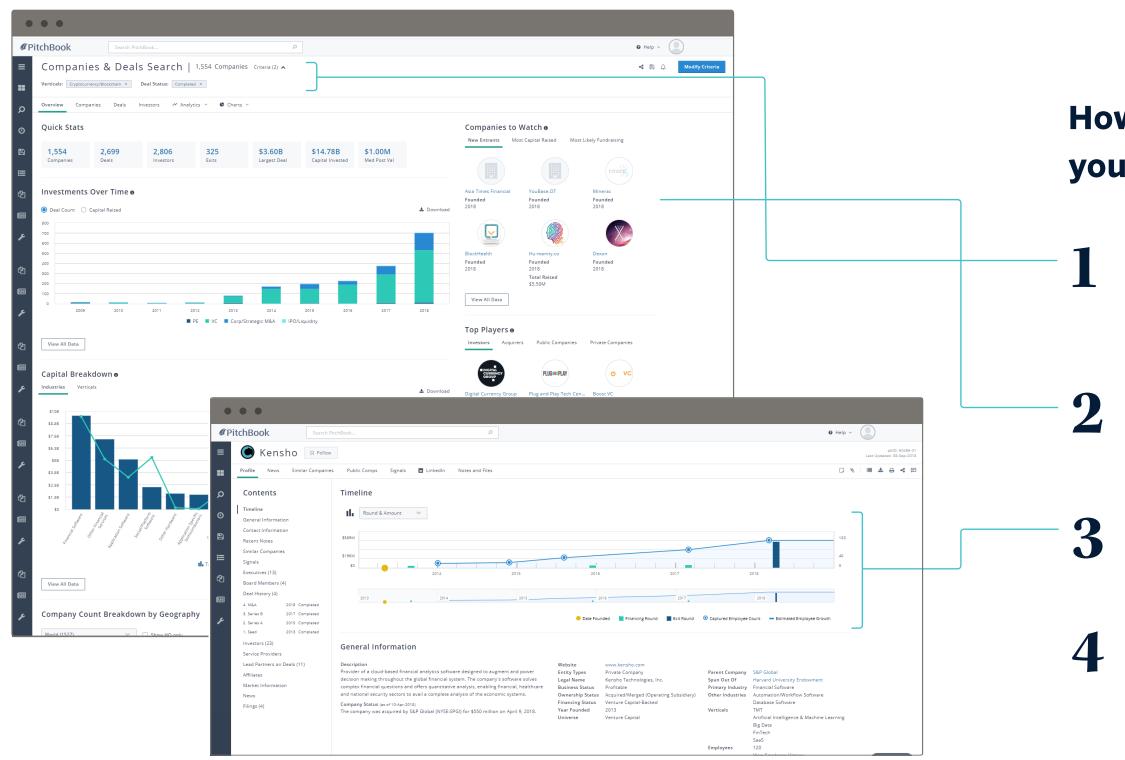
To adapt your corporate strategy to changes in the market, you need insight into where deals are happening, which industries are growing, which companies are gaining traction and what other investors are doing.

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.







pitchbook.com

How to help inform your corporate strategy

- Run a search based on recent deals or another investor's or corporation's latest investments.
- See which industries are growing fast.
- Get a sense for the companies in the space.
- Better inform or validate your strategy.

See which companies are in VC & PE portfolios

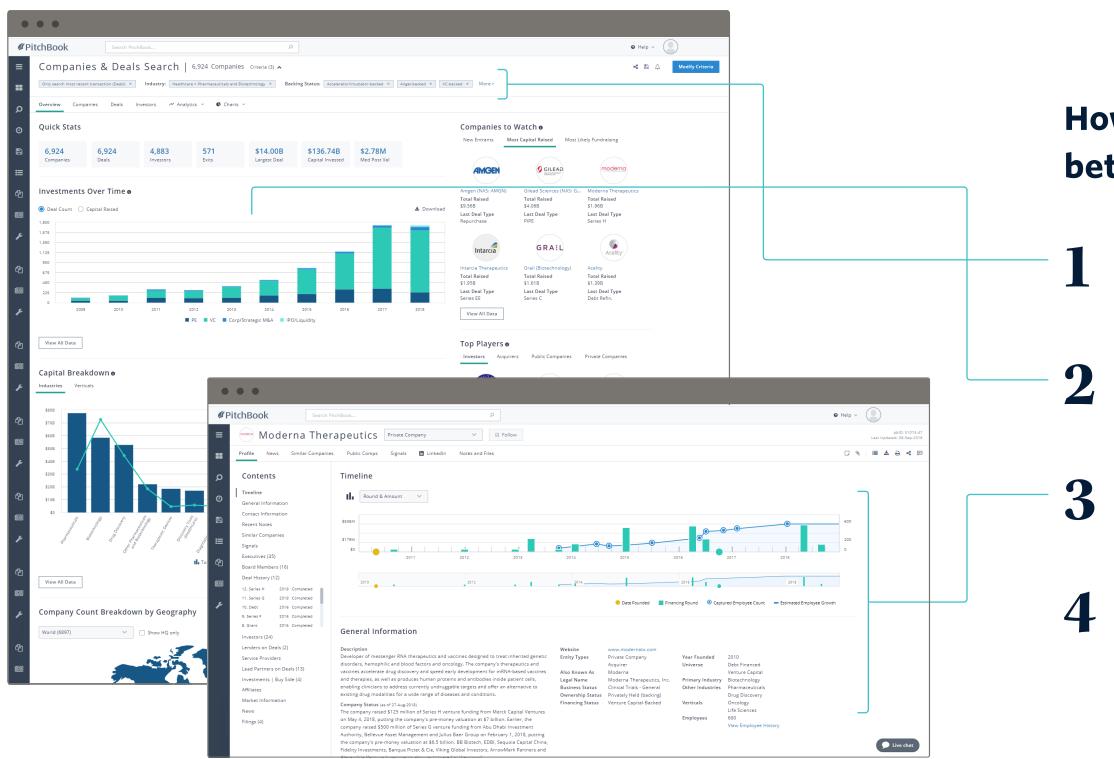
VC and PE firms are experts at evaluating companies (they do it all day, every day). Their intense vetting processes not only ensure their investments are financially healthy, but that they also have growth potential, competitive advantages and strong leadership. Let them do the hard part-identifying 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

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 milions of private companies, with data like valuations, financing histories (including the shares issued and percent acquired on each round), financials, investors, executives and more.

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.



How to find & evaluate better opportunities

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

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.

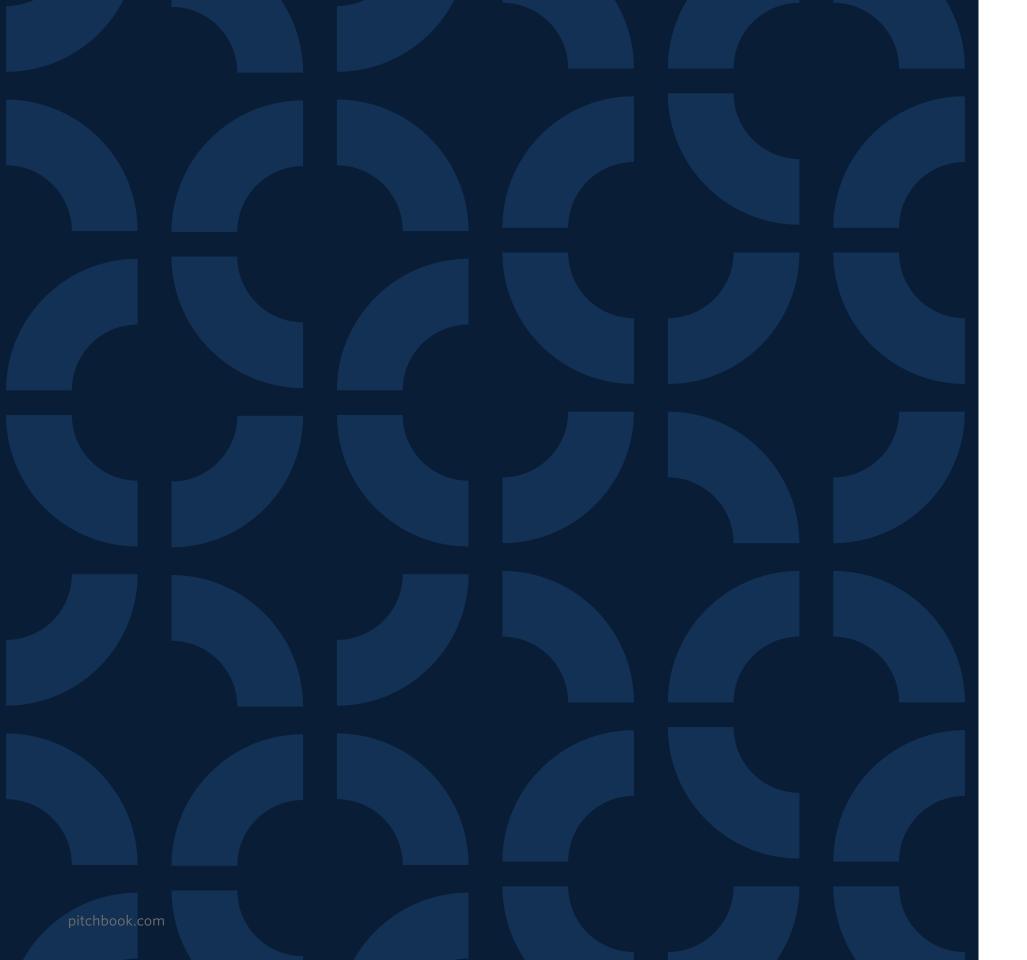
(Read more about our Excel Plugin and other workflow tools on page 16.)



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Delta Lloyd Ironshore	×	12-Apr-2017 23-Nov-2015	2,139.90 2,100.00				Financial Services Financial Services	Amsterdam, Netherlands New York, NY	 NN Group (AMS: NN) (Eilard Fosun International (HKG: 0) 		1.46					
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RSA (UK legacy insurance business)	×	07-Feb-2017	997.55				Financial Services	London, United Kingdom	Enstar Group (NAS: ESGR)							
State National Companies	×	17-Nov-2017	919.00				Financial Services	Bedford, TX	Markel (Insurance Services)		0.66					
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Western Financial Group	×	05-Jul-2017	609.11				Business Products and Services (High River, Canada	Wawanesa Insurance (Jeff G	5						
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w to execute deals re effectively

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



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.

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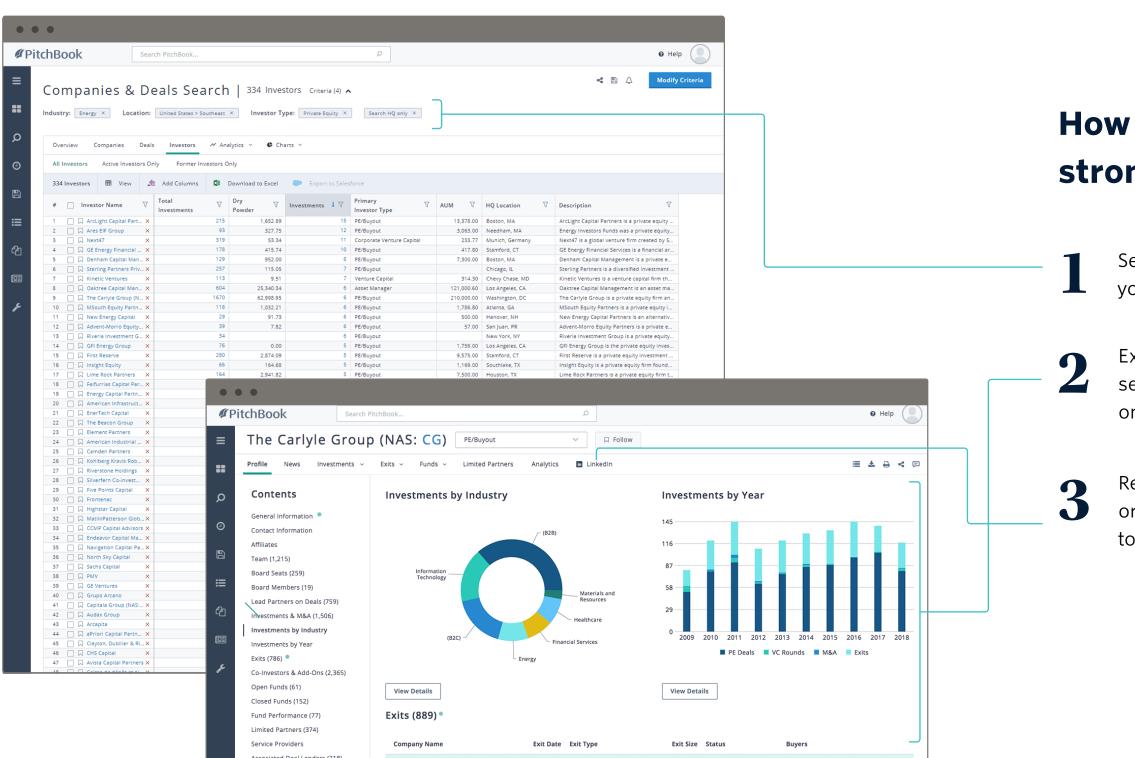
Build stronger partnerships

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.

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How to build stronger partnerships

Search for active investors in your industry.

Explore an investor's profile to see its portfolio, lead partners on deals and even fund returns.

Reach out to the firm directly, or use our LinkedIn integration to see who can introduce you.

Our data: Who and what you can research with PitchBook

Companies

What we track

Pre-venture companies

Venture capitalbacked companies

Private equity-backed companies

Mature private companies

Public companies (with fundamentals, analyst reports and consensus estimates)

Limited Partners

Key data points

Financing history Cap table history Financials

Executives & board members

Filings

Investors

Similar companies & competitors

Social followers & web traffic

Deals

What we track

Angel & venture capital investments

Private equity investments & buyouts

Mergers & acquisitions

IPOs & PIPEs

Bankruptcies

Secondary transactions

+15 other deal types

What we track Investment banks Law firms Auditors Lenders Placement agents Valuation firms +15 other advisor types

valuations Series terms

Deal size & multiples

Pre- & post-monev

Key data points

Stock information Investors & lenders

Advisors

Lead partners

Key data points

Industry expertise

League table ranking

Team & lead partners

Deals & clients

Regional focus

on deals

Affiliates &

subsidiaries

Investors

What we track Angels Accelerators & incubators Venture capital firms Corporate venture capital firms

Private equity firms

Strategic acquirers +15 other investor types

Key data points

AUM

Drv powder

Investments, acquisitions & exits

Fund information & performance

Co-investors

Team & lead partners on deals

Limited partners

Investment preferences

Professionals

What we track

C-level executives Founders Partners Managing directors Corporate development officers Investment &

advisory professionals

funds Current & past positions Board seats Industry expertise Biography Education

Key data points

Affiliated deals &

Refinancing Contact information opportunities

Pensions

What we track Foundations Family offices Endowments +20 other limited partner types

Key data points Mandates Allocations Commitments Returns Direct investments Investment preferences

Teams

Advisors

Funds

What	we	tra	ck
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Buyout, growth & venture capital funds

Mezzanine & debt funds

Infrastructure funds

Real estate funds

Funds of funds

Energy funds

+20 other fund types

Key data points

Investments

Fund size & target

Performance (IRR)

Cash flow multiples (DPI, RVPI, TVPI)

Drv powder

Benchmark

Limited partners & commitments

Investment preferences

Debt & Lenders

What we track

Last Month of PE financing Maturity date approaching Buyout deals

Traditional lenders

Private-debt-backed companies

Kev data points

Lending preferences

Debt facilities

Loan types

Debt amount per round

Maturity date

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.



News events, client requests, 100,000+ web crawlers and more





Create comprehensive profiles using data analysis and evaluation





Check to ensure accuracy and rigor

Global breadth and depth



Make direct contact to confirm accuracy and acquire nonpublic information



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.

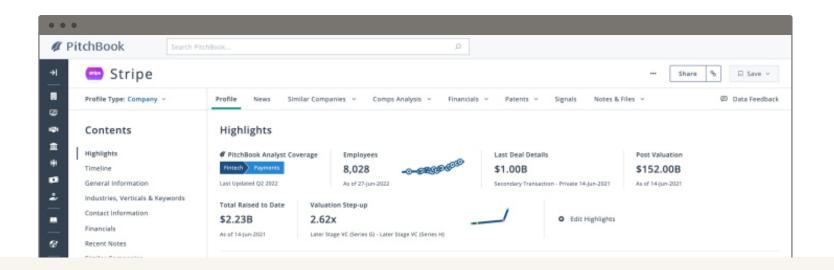
Primary Data Operations Team





Continue to maintain profiles and ensure accuracy on an ongoing basis

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.

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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 Buisness 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

he 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
- atabase 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.



