|        |                          | MPLOYEES' RETIREMEN  |   |
|--------|--------------------------|--|---|
| •••••• |                          | hursday, September 30, 2021<br>MWRA, 2 Griffin Way<br><mark>Via Remote Participatio</mark> | y   |
|        |                          | Meeting called to order  | •••••••••••••••••••••••••••••••••••••••                       |
| Item 2 |                          | Standing Committee Reports   | •••••••••••••••••   |
| item 2 | i.                       | By-Laws Committee: Membe   | er Kevin McKenna  |
|        | ii.                      | Human Resources Committee<br>Frank Zecha – Member Servic                                   | : Member Thomas J. Durkin, Member<br>ces Coordinator position |
|        | iii.                     | Special Committee, Stipend:<br>McKenna   | Chair James M. Fleming, Member Kevin                          |
|        | iv.                      | Durkin   | ber James M. Fleming; Member Thomas J.                        |
| Item 3 | •••••                    | Approval of August 26, 2021  | Minutes – VOTE  |
| Item 4 |                          | Approval of Warrants – VOTI  |   |
| Item 4 |                          | a) Warrant 9-2021  | 2   |
|        |                          | b) Warrant $9-2021A - Pa$  | yroll   |
| Item 5 |                          | Approval of Monthly Transfer   | rs 9-2021 – VOTE  |
| Item 6 |                          | Approval of 12(2)(d) Retireme<br>Gubenko DOD 9/8/2021 – VC                                 | ent for Matthew Gubenko son of Helena<br>DTE                  |
| Item 7 |                          | Acknowledgement of retireme  | ent applications under G.L. c 32 §5 – VOTE                    |
|        |                          | a) Dian Vittori  | DOR 8/17/2021   |
|        |                          | b) Kenneth Keay  | DOR 8/21/2021   |
|        |                          | c) Debra Kenney  | DOR 8/21/2021   |
|        |                          | d) Alexander Wilson  | DOR 8/21/2021   |
|        |                          | e) Marc Kaufman  | DOR 9/1/2021  |
|        |                          | <ul><li>f) Deborah Connors</li><li>g) David Kubiak</li></ul>                               | DOR 9/5/2021  |
|        |                          | <ul><li>g) David Kubiak</li><li>h) David Taylor</li></ul>                                  | DOR 9/11/2021<br>DOR 9/11/2021                                |
|        |                          | i) Ky Duong  | DOR 9/12/2021   |
|        |                          | j) Edward Convery  | DOR 9/15/2021   |
| Item 8 |                          | Annual Review of the Executi   | ve Session Minutes – VOTE                                     |
| Item 9 |                          | Private Markets Finalists' Pres  | sentations  |
|        | 10:30 a.m.               | a) Constitution Capital  |   |
|        | 10:50 a.m.               | b) i. Hamilton Lane  |   |
|        | 11.10                    | ii. Due Diligence  |   |
|        | 11:10 a.m.               | c) HarbourVest (& Due I<br>d) PA Capital   | Juligence)  |
|        | 11:30 a.m.<br>11:50 a.m. | <ul><li>d) PA Capital</li><li>e) Mesirow</li></ul>   |   |
|        | 11.5V u.III.             |  |   |

| Item 10              | NEPC   |
|----------------------|--|
|                      | a) Private Market Search Review – VOTE   |
|                      | b) Flash Report as of 8/31/2021  |
|                      | c) Rebalance Recommendation – VOTE   |
| Item 11              | Update: Retirement Office Access   |
| Item 12<br>1:00 p.m. | <ul><li>Legal Update</li><li>a) Sandra Simmler Section 7 Hearing</li><li>b) PFML</li></ul> |

### .....FOR YOUR INFORMATION and REVIEW .....

Item 99-1PERAC MEMO #25/2021 – Tobacco Company ListItem 99-2PA Capital Organizational Update

The Board reserves the right to consider items on the agenda out of order. The listing of items is those reasonably anticipated by the Chair to be discussed received at least forty-eight (48) hours prior to the meeting. Not all items listed may in fact be discussed and other items not listed may also be brought up for discussion to the extent permitted by law. Items identified for discussion in Executive Session may be conducted in open session, in addition to, or in lieu of discussion in Executive Session.

Date of next scheduled Retirement Board meeting is Thursday, October 28, 2021, 10:00 a.m., Chelsea

### MASSACHUSETTS WATER RESOURCES AUTHORITY EMPLOYEES' RETIREMENT BOARD MEETING AUGUST 26, 2021

A meeting of the MWRA Employees' Retirement Board was conducted remotely on Thursday, August 26, 2021 at Two Griffin Way, Chelsea. Remote access was provided to the public via Zoom. Participating in the remote meeting were Board members James M. Fleming, Thomas Durkin, Kevin McKenna, and Frank Zecha, and staff members Carolyn Russo and Julie McManus. Mr. Pappastergion was absent due to vacation. Representatives from NEPC, Sebastian Grzejka and Kiley Fisher, as well as members of the public including Gar Chung attended. Chairman Fleming called the meeting to order at 10:03 a.m.

- 1) Call the meeting to order-roll call of members: Mr. Durkin, Mr. McKenna, Mr. Zecha, and Mr. Fleming present via remote access.
- 2) Standing Committee Reports
  - i. By-Laws Committee: No report

ii. Human Resources Committee: In regard to the posting of the member Services Coordinator's Position, Mr. Zecha reported that he knew of a few possible candidates who had not responded to the posting because a salary range was not included with the job description. He inquired of the Executive Director as to her recommendation for a salary range to be added to the posting. The Executive Director responded that she would recommend a range set around the former employee's salary, which was around \$77,000 annually.

On a motion made by Mr. Zecha and seconded by Mr. McKenna **VOTED**:

to add a salary-range of \$65,000 to \$85,000 to the posting and re-advertise the Member Services Coordinator position. 4-0, roll call with Mr. Durkin voting yes, Mr. McKenna voting yes, Mr. Zecha voting yes and Mr. Fleming voting yes.

- iii. Special Committee, Stipend: No report
- iv. Job Review Committee: No report
- 3) Approval of the Minutes of the July 29, 2021 meeting VOTE

On a motion made by Mr. McKenna and seconded by Mr. Durkin: **VOTED** 

to approve the July 29, 2021 Minutes as submitted by the Executive Director. 4-0, roll call with Mr. Durkin voting yes, Mr. McKenna voting yes, Mr. Zecha voting yes, and Mr. Fleming voting yes

- 4) Approval of Warrants VOTE
  - a) Warrant 8-2021
  - b) Warrant 8-2021A Payroll

On a motion made by Mr. McKenna and seconded by Mr. Durkin: **VOTED** 

to approve Warrants 08-2021 and 08-2021A on the condition that a copy of 08-2021A be provided to the Board upon completion of the payroll. 4-0, roll call with Mr. McKenna voting yes, Mr. Zecha voting yes, Mr. Fleming voting yes and Mr. Durkin voting yes

5) Approval of Monthly Transfers 8-2021 – VOTE

On a motion by Mr. Zecha and seconded by Mr. McKenna: **VOTED** 

to approve the monthly transfers as presented and as recommended by NEPC. 4-0, roll call with Mr. McKenna voting yes, Mr. Zecha voting yes, Mr. Fleming voting yes and Mr. Durkin voting yes

6) Acknowledgement of retirement applications under G.L. c 32 §5 – VOTE

| a)    | Julio Cruz                | DOR 7/14/2021     |
|-------|---------------------------|-------------------|
| b)    | Emilio Cabey              | DOR 7/24/2021     |
| c)    | Victor L'Esperance        | DOR 7/28/2021     |
| d)    | Carl Lindquist            | DOR 7/28/2021     |
| e)    | Lawrence Gabrynowicz      | DOR 7/31/2021     |
| f)    | John Norton               | DOR 7/31/2021     |
| g)    | Bradley Palmer            | DOR 7/31/2021     |
| h)    | William Hoppe             | DOR 8/4/2021      |
| i)    | Kathleen Pouche           | DOR 8/6/2021      |
| j)    | Renee Bell                | DOR 8/7/2021      |
| k)    | Kenneth Carlson           | DOR 8/14/2021     |
| I)    | James Kularski            | DOR 8/14/2021     |
| m)    | Erika Samuels             | DOR 8/14/2021     |
| n)    | Paul Warwick              | DOR 8/16/2021     |
| On ar | n omnibus motion by Mr. N | IcKenna and secon |
|       |                           |                   |

On an omnibus motion by Mr. McKenna and seconded by Mr. Fleming: **VOTED** 

to acknowledge the s. 5 retirements as detailed above. 4-0, roll call with Mr. Durkin voting yes, Mr. McKenna voting yes, Mr. Zecha voting yes, and Mr. Fleming voting yes

Mr. Durkin asked why there are so many option A's and B's, and the Executive Director responded that she is confident that each applicant was properly

counseled, that the one Option A on the list is single, and, without getting into any individual's personal business in an open forum, would say that there are other personal assets and circumstances which affect the decision. Mr. McKenna noted that often members who select option B have a spouse with a public pension as well. Mr. Durkin told Mr. McKenna that he appreciates his insight.

Mr. Zecha asked Staff for an idea of how many retirements to expect for September and October. The Executive Director responded that we already know of several retirements in September, and expect several more in October.

Mr. McKenna stated that he knows the item is on the agenda later, but wanted to let the Board know that two employees approached him with trepidation about the mandate to give notice and seek departmental approval to speak to Retirement. Mr. McKenna reported having responded to the employees by saying that Retirement Staff remain available to any employee and will respect all employees' confidentiality within the confines of the established written policy of notifying the MWRA of a retirement upon receiving a completed application therefor. Mr. Fleming noted that the guidance in the email has a chilling effect on employees' rights. Mr. Durkin remarked that he knows the Retirement Executive Director was upset by the email from Administration that in-person meetings for retirement are prohibited without departmental authorization, but that's not what the email said, and not what it meant. The Executive Director asked the Chair's permission to read the excerpt of concern into the record, specifically the third bullet point from the email, which stated:

### No in person meetings (including retirements) unless it is absolutely necessary and approved by your manager and Division Director.

Mr. Durkin stated that the wording may have been unfortunate and he could see how it might be misinterpreted, but that Senior Staff is not in the business of regulating when someone speaks to Retirement Staff, and it was not their intention when the matter of the new rules was discussed. Mr. Durkin stated that he would ask Administration to clarify the in-person meeting guidance as it pertains to retirement counseling. The Chair responded that he appreciates the offer and asked that Mr. Durkin seek the clarification and report back to the Board.

- 7) Emerging Markets Finalists' Presentations
  - a) Wellington Management
  - b) Manulife Investment Management
  - c) Thornburg Investment Management
  - d) ABS Global Investments

Wellington representatives Christina O'Gannon, Saul Henry and Daira Dunne joined the call at 10:30 a.m. Mr. Fleming stated that the presentation should be

kept to fifteen minutes and should address team, performance, fees and whatever else they wish to cover in the time allotted.

Ms. O'Gannon began the presentation by noting the Board's prior relationship with the firm, and expressing appreciation for being designated a finalist in the EM search. Wellington has a Boston-based client service team with the portfolio management team based in Singapore. The firm has \$1.3tn assets under management, with deep research capabilities. Wellington has focused on Diversity Equity and Inclusion (DEI) initiatives for a number of years, with a workforce of 43% female globally, and 23% diverse employees. The firm manages \$140bn in public funds assets, including 9 public fund entities in MA totaling \$1.2bn. Wellington is therefore well-familiar with PERAC requirements. Mr. Fleming inquired as to whether Wellington would be able to execute a side letter for this product, and Ms. O'Gannon responded affirmatively, although it is a commingled pool.

Mr. Henry stated that the EM Fund was launched in 2015, and that there is currently \$1bn in the strategy, and that they will be adding a new \$200m investment resulting from a successful bid process in the near future. The team works to identify themes such as healthcare, education, etc. and focuses on risk management in building a very diverse EM portfolio. The fund has outperformed the benchmark by 500+ basis points, providing outperformance on the upside as well as downside protection. Mr. McKenna asked how much of the EM product portfolio would overlap with the prior all-asset product. Mr. Henry responded that there would be low overlap because the EM fund is equity only, although there might be some in the electric vehicle (EV) realm, both 2 and 4-wheel. Mr. McKenna asked if there is any overlap of the team, and Mr. Henry responded that there is no overlap and that the EM team is completely different. The fund has been a strong since-inception performer, beating the index by 550bps with lower volatility. Mr. Dunne said they are not stock pickers, but rather look to structural drivers which benefit from policy initiatives such as EV, providing better healthcare globally, use of robotics in production, etc. to build a portfolio topdown. The policy supports provide tailwinds. The holdings are very different from those in the index, with only Tencent in the top ten holdings in both the Wellington EM portfolio and in the index. Wellington employs rigorous risk management to cope with EM volatility. The team expressed their thanks to the Board, said it would be a privilege to manage funds for the System again. Mr. McKenna asked about the smallest and largest number of holdings given the fund's current 182 names, and about fees. Mr. Dunne responded that 145 is the lower end, and the current 185 is the upper end. He anticipates that the number will be pared down somewhat in the near term. Ms. O'Gannon reported that the

fees would be 80bps for the commingled vehicle. Mr. Durkin remarked that the graphics and diagrams in Wellington's presentation were very helpful. Mr. Fleming thanked the representatives for the presentation, and said they would be notified of the Board's decision. Wellington signed off the meeting at 10:47 a.m.

Mr. Grzejka stated that Manulife had just unfortunately announced that the principal EM portfolio manager, Kathryn Langridge, is taking a ninety-day medical leave of absence. Phillip Ehrmann, Michael Kotarski, and Michael Evans joined the call on behalf of Manulife at 10:49 a.m. Mr. Kotarski noted the Manulife has a local team, with over 5,000 employees in MA and 37,000 world-wide. The firm has \$800bn AUM, with 122 public fund clients, including 7 in Massachusetts. The fund takes a specialist approach with a collaboration of 600 employees globally. The firm has instituted DEI initiatives including employment, training and support, with a goal of 25% new-hire diversity goal. 2020's hires were 50% diverse. The firm has also earned the highest ESG ratings in several categories. Mr. Evans stated that the Manulife EM team is a multi-generational team led by two seasoned managers with 30+ years of experience. Mr. Ehrmann added that the process incorporates robust discussion and collaborative decision making. Mr. Ehrrman was interrupted by background noise. The Chair asked participants to mute their microphones, and Mr. Ehrmann continued. He stated that although Ms. Langridge built the portfolio, the EM team owns the ongoing process and results. The fund seeks well-managed businesses with visible growth, sustainable plan, free cash, solid capital structure and strong governance. The universe begins at roughly 3,000 stocks, is pared down to about 200 for detailed analysis by sector analysts, and ends with the selection of about 60-80 of diverse high-conviction companies. The process entails qualitative analysis, financial analysis, sensitivity analysis, etc. For example, China, South Korea and Taiwan have a lower cost of capital, while in Brazil, India and Indonesia the cost is much higher. Mr. Evans noted that this process has resulted in outperformance of 7.74% over the index return of 4.28% over the 10-year period. Mr. Zecha asked how the fund has performed YTD. Mr. Ehrmann reported positive return of 90bps vs. the index which came in at 35bps. Mr. Kotarski summarized that the team is experienced, with 600+ professionals, top-quartile performance, 3700 employed by the firm locally, and established community partnerships. Mr. Grzejka asked Manulife how the recent team changes may affect the fund. Mr. Ehrmann reported that Bryony Deuchars, with 20+ years of experience including at Schroders has been added to the portfolio structure team. Ms. Langridge recently announced a ninety-day medical leave of absence, but Mr. Ehrmann is confident that upon her return the portfolio will continue on normally, and is hopeful that she will re-join the team re-invigorated. The Manulife team signed off the meeting at 11:12 a.m.

Thornburg representatives Josh Rubin, Charlie Wilson and Frances D'Alessio signed on the call at 11:13 a.m. Mr. Zecha asked whether NEPC could mute the microphones of anyone joining the call, and Mr. Grzejka responded that the person who seemed to be the source of the background noise interruptions had signed off. Ms. D'Alessio thanked the Board for the opportunity, and noted that Thornburg currently has 50bn in AUM, with the firm employee-owned and privately held. Mr. Wilson stated that EM markets are lower efficiency and therefore exhibit higher volatility. Thornburg seeks approximately 50 holdings from among strong businesses that are mispriced in the inefficient EM space, in particular companies with a dominant position in their industry, a strong management team, strong governance and the ability to self-fund growth. The universe of roughly 5000 names is pared down to 400 for deeper, in-house research, with final holdings averaging between 40 and 60 stocks. ESG is integrated into the process. The fund consists of three "baskets"-consistent earners, basic value, and emerging franchise, which represents roughly 20% of the portfolio, and tends to consist of small and mid-cap investments. The three baskets are intended to produce core-like returns. The fund invests in 27 different countries. Where there is currency volatility, there is higher economic risk, and Thornburg will be underweight in those areas. The Analytics team verifies adherence to process and metrics. Mr. Rubin noted that the three baskets serve both offense and defense purposes. The fund performs well relative to the bench, with upside participation and downside protection. Mr. Rubin noted that the fund will therefore complement Axiom well, with lower volatility and core-like return, in either a growth or value environment. The baskets are designed to balance the portfolio throughout the cycle, for example, during work from home value lagged, and growth stabilized the portfolio, and when the shift to value came, the value names were already in the portfolio. Mr. Rubin stated that the fund "will zig when Axiom zags" and seeks to mitigate volatility without sacrificing returns. Ms. D'Alessio noted that the fund has outperformed over the 1,3, 5, 10 and since-inception timeframes, and offers excellent client services. The "founders fee" which would be offered to MWRAERS is 70bps, and Thornburg would be honored to have our business. Mr. Grzejka asked whether Thornburg has experience with PERAC, and Ms. D'Alessio stated they have. Mr. Rubin stated that MWRAERS would be the first investor in this commingled strategy, which was established with \$1300 while the mutual fund product holds \$1.4bn in assets. The fees would come down as they secure more investments in the strategy. Mr. Fleming thanked Thornburg and the representatives signed off at 11:34a.m.

Tom Kelley, Nick Dutter, Laurence Russian, and Guilherme Valle from ABS joined the call at 11:35a.m. Mr. Fleming advised the team that they have fifteen

minutes to discuss the firm, the strategy, and performance. Mr. Grzejka advised the team that there may be members of the public and/or the media on the call and cautioned against discussion of information which may be considered proprietary. Mr. Valle thanked Mr. Grzejka and began by stating that the 26 different countries in which the EM fund is invested have very different dynamics, so ABS uses local specialists in their home countries for better return with lower volatility. ABS has spent 30 years building relationships within networks, markets and regulatory landscapes. The team has not been able to travel of late, so it has become even more critical to have the 19 local and regional specialists already in place. The local managers use their expertise to pick the stocks, targeting high alpha, resulting in net-of- fees performance of 300-500bps, with the current 1year period coming in at 400bps of outperformance. The managers are not market timers, take limited country bets, and do not try to call sectors. The fund is currently underweight in China, and overweight in Russia, and tends to be underweight in large cap. The local specialists add value in the small and midcap spaces particularly. The fund currently had about 500 holdings but the local specialists each run a separate concentrated portfolio, so the fun is diverse overall. The fund had a lower exposure to Alibaba and Tencent, with a higher return and lower standard deviation relative to the market. The fund aims to be style-agnostic, with a slight growth tilt to their all-cap, core approach. Mr. Russian addressed PERAC's issues in the previous search. ABS created an ABS EM MA portfolio specifically to address tobacco and other restrictions, replaced two underlying managers with existing regional managers, and screens the product for restricted list securities. ABS does not expect the accommodation to affect performance. Mr. Zecha noted that the fund is up 5.16% year-to-date with the market up 1.9%. Mr. Fleming asked about fees, to which Mr. Kelley responded that fees are 75bps. Mr. Grzejka asked if that number is "all-in" with underling managers, and Mr. Kelley stated there is a 61bps management fee plus a 12.6 performance fee for returns above the benchmark. Mr. Zecha asked if there are any other MA public funds invested in the strategy. Mr. Kelley stated that the City of Boston Retirement Board recently voted to invest \$125mn in the MA-specific fund, and that Plymouth County is invested in the previously existing product. Mr. Grzejka asked if the information is not considered proprietary if ABS might share some underlying managers' names. Mr. Valle provided Constellation in Brazil, White Oak in India, 36One in South Africa, Ivy Rock, and Grand Alliance/Sinovision in China and Taiwan. Mr. Zecha asked about liquidity. Mr. Kelley stated there is monthly liquidity with 60 days' notice. ABS thanked the Board and signed off the call at 11:56 a.m.

Mr. Zecha asked if there are any other NEPC staff on the call and Mr. Grzejka replied that Kiley Fisher is also in attendance. Mr. McKenna noted that all four

EM candidates were great and have performance above the benchmark, but the original vote was to pair a core flagship EM fund with Axiom's somewhat more risky strategy. Thornburg's EM fund is rated as higher risk than Axiom, and Mr. McKenna questioned whether the fund is truly a core approach. He continued that ABS is the most conservative and the most diverse, with fees that are in line with the others', and has the only "Highly Advantageous" rating among the group. Mr. Durkin noted that he would support ABS. Mr. Zecha stated that he can support ABS, although he is curious about Thornburg as well. Mr. Fleming stated that he would also support ABS. Mr. Grzejka stated that during the initial discussion the Board wanted a diverse core manager, which would indicate Wellington or ABS as a fit, Manulife and Thornburg are good managers, but are more concentrated, operating more like a satellite manager than a core one. NEPC expressed concerned that the new Manulife team has not been tested, and is comfortable with a possible ABS/Axiom pairing.

On a motion made by Mr. McKenna and seconded by Mr. Durkin: **VOTED**:

to hire ABS as the Emerging Markets core manager at the recommendation of NEPC. 4-0, roll call with Mr. Durkin voting yes, Mr. McKenna voting yes, Mr. Zecha voting yes, and Mr. Fleming voting yes

- 8) NEPC
  - a) Flash Report as of 7/31/2021
  - b) Rebalance Recommendation VOTE
  - c) Emerging Market Equity Search Finalists VOTE
  - d) Q2 2021 Investment Report
  - e) Quarterly Performance Report Private Debt 3/31/2021
  - f) Quarterly Performance Report Private Equity 3/31/2021
  - g) Quarterly Performance Report Real Estate 3/31/2021

Relative to the Flash Report, Mr. Grzejka noted that although July was volatile, it ended positive, with the assets closing the month over \$700m for the first time, at \$706mn, with return at 8.4% YTD. In large cap, the Board's consistent rebalancing between Coho and Polen has smoothed the growth to value shift, and the same has happened in the small cap portfolio. Mr. McKenna asked where Coho is relative to their peers, and Mr. Grzejka responded that YTD as of July they are below median, with the trailing one year at 28% vs. 43%. Mr. McKenna stated that Coho was one of the best performers two years ago, but has not been so lately. Mr. Grzejka stated that Coho will perform differently in different environments, that Coho is ahead of the benchmark over the 5-year period, and there will be growth to value reversals over time. Mr. Durkin asked if Coho should have performance consistent with its peers in the value universe, not as compared with any growth manager, and Mr. Grzejka stated that over the 3 and 5-year periods Coho either meets or beats the benchmark. Mr. Grzejka stated that the Board is paying active management fees, and therefore we expect value-add. Over the long term Coho has provided that. If the environment

should favor value and Coho is still not performing, then it will be a concern, and NEPC will be watching for that. Mr. Zecha asked whether we should be watching other managers in the universe. Mr. Grzejka stated that we did when Coho was hired, but that we want the managers to achieve their goals over a 3-5-year period, that March will be six years with Coho, and that it is worth monitoring. Regarding the EM portfolio, EM was negative in June, but Axiom outperformed the benchmark. TIPS has had a phenomenal run, but it is NEPC's recommendation to lower the target exposure, due to the question of whether outperformance will continue. If the Fed rates rise, TIPS will be adversely affected. The recommendation is reflected in the monthly Rebalances. Mr. Zecha noted that PRIT has already lowered their exposure by 50%. Mr. Grzejka recommends that the allocation will be gradually reduced over the next few months. Real Estate and Private Equity have had excellent performance, with PE returning 42.2% over the trailing 1-year. PE is currently at target with a mix of mature and new investments. Real Estate is currently below target but returned 8.5% over the 1-year period. Mr. Zecha inquired if it is likely that with a current target Fixed Income weighting of 24% if NEPC expects to lower the target next year, and Mr. Grzejka responded that they likely will do so, perhaps increasing the PE and/or Private RE allocations. Actual exposure may not be as great as it seems because high yield mimics equities. Mr. McKenna noted that Loomis Sayles is once again the best performer among the System's managers, with Mr. Fleming adding that they've been the best since 1990. Mr. Grzejka stated that the Full Discretion Trust product has paid off with return-enhancing performance.

The suggested rebalance for the month is a three-part recommendation - how to fund the new EM account, how to balance the core bond allocation, and lowering the TIPS exposure. Mr. McKenna questioned the \$16m in cash. The Executive Director stated that the \$2m and \$1m allocations to Corbin and UBS are expected to be made on the first of the month, plus about \$3m going out in retiree payroll and bills. Mr. Grzejka noted that the Board needs to become accustomed to a proportionately larger cash position now that the portfolio has topped \$700m, and stated that even at \$16m, cash only represents 2.2% of the portfolio, and that number will be down to roughly 1.4% after the payroll and purchases go out.

On a motion made by Mr. Durkin and seconded by Mr. Zecha: **VOTED**:

to accept the rebalance recommendations of NEPC for the month of July. 4-0, roll call with Mr. Durkin voting yes, Mr. McKenna voting yes, Mr. Zecha voting yes, and Mr. Fleming voting yes

The rebalance recommendations were as follows:

SEG Baxter Street(\$6,000,000)Schroders(\$15,000,000)New EM Manager\$22,000,000 (ABS upon receipt of PERAC approval)

| Garcia Hamilton   | (\$7,000,000) |
|-------------------|---------------|
| Lord Abbett       | \$7,000,000   |
| Loomis Sayles FDT | \$4,000,000   |
| Rhumbline US TIPS | (\$7,000,000) |
| Octagon           | \$2,000,000   |

Mr. Grzejka stated that NEPC has included the Q1 PE and RE reports for the Board's review. Next month we have five prospective PE managers coming, with Hamilton Lane and Harbourvest scheduled to present the newly proposed funds as well as their due diligence reviews. There will be five managers remaining for their annual due diligence meetings, which NEPC hopes to schedule in October, in order to leave November and December with lighter meeting schedules.

- 9) Update: Retirement Office Access-Executive Director reported no noteworthy concerns on the monthly report.
- 10) Legal Update
  - a) PERAC Update
  - b) Legislative Update
  - c) Hass v. MWRA
  - d) PFML/Salary Continuation
  - e) MWRA COVID Update

Attorney Gibson stated that the PERAC Annual Report has been distributed and asked if the Board members are satisfied with the contents. Mr. Durkin noted that he had attended a MA Treasurer's school to stay certified, and an actuary and an accounting firm discussed how the valuation is coordinated. Leominster stated at the meeting that they are over 100% funded with a rate of return of 5.5%. Attorney Gibson noted that Leominster has not given their retirees any COLA for several years. Attorney Gibson stated that PERAC does rankings by funded ratio, but some systems still have a 7.8% return assumption, so the results can be misleading. He cautioned the Board should continue to follow the advice of their professionals. PRIM has eliminated the short-term return expectation, and NEPC is no longer performing PRIT's asset allocation review. Mr. Zecha stated that MWRA is more conservatively positioned and the report is not measuring the System's equally.

PERAC Commissioner Dooling, the State Treasurer's designee to PERAC, has beenappointed as an IA Judge. The State budget contained a provision which would have increase the hours retirees are allowed to work in the public sector from 960 per year to 1200 per year, but the provision was vetoed. The Public Service Committee had a hearing on the 3-year Covid bill, but when the co-chairs asked about the cost of the package, they were informed that the cost has not yet been determined. The Pioneer Institute and private sector unions have already opposed the proposal, as a reward for public employees who worked during the pandemic made from taxpayer dollars when many private sector employees in high-risk positions received nothing. A one-time bonus may still be possible, and is under discussion. Attorney McDonough noted that the Corrections Officers had just agreed to a \$2,000 cash bonus. Mr. McKenna noted that the \$86bn CARES Act nets the states roughly 1.73bn, so MA has the money. Attorney Gibson noted that there is an explicit prohibition from using the funds for pensions, so the 3-year won't work and also likely violates Proposition 2 1/2, making a one-time bonus for public employees a more likely solution. Mr. McKenna stated that raises the same issue of what about truck drivers who continued to work, or grocery store workers, and Mr. Fleming added nurses.

Attorney Gibson informed the Board that s. 100 has just been modified in order to provide s. 100 benefits to the surviving spouse of a police officer or firefighter killed responding to an emergency, expanding eligibility and made retroactive to June in order to include the wife of Manny Familia, a Worcester Police Officer who died trying to save a drowning child. Mr. Fleming asked about an MWRA employee who drowned in a manhole, and Attorney Gibson stated that s. 100 still only protects families of police officers and firefighters.

The military service credit bill, which allows veterans who may have missed the deadline to purchase military service another window to do so, is expected to pass, likely with an announcement to come around Veteran's Day.

Attorney McDonough stated that there seems to be no end in sight for the Stanton matter. Attorney Hass missed the filing deadline, but filed anyway, MWRAERS and Ms. Stanton opposed, and Ms. Stanton made a motion for sanctions which was denied in Superior Court. Ms. Stanton has now appealed that denial to the Appeals Court. Attorney Hass has now filed a complaint against Mr. Stanton, and asked for a separate entry of judgment. Attorney Gibson remarked that the Courts disfavor a piecemeal approach. Mr. McKenna asked if the Board members and Mr. Laskey are off the case, and attorney McDonough responded that the cases against MWRAERB and Mr. Laskey have been dismissed, but Attorney Hass has appealed the dismissal. Mr. McDonough stated that the appeal has no merit and would turn law upside down if Attorney Hass is allowed to prevail.

Attorney McDonough stated he is unclear what the Board's remaining questions are relative to PFML and Salary Continuation for staff. Mr. McKenna stated that it was his understanding that salary continuation was approved by the Board to compensate staff for the withholding of PFML when staff will likely never benefit from PFML. Mr. Durkin stated they are two sides of the same coin, and intended to make it equitable. Mr. Zecha moved that the matter be placed on the table for next month.

On a motion made by Mr. Zecha and seconded by Mr. Durkin: **VOTED**:

to table the matter of PFML and Salary Continuation for Board Staff. 4-0, roll call with Mr. Durkin voting yes, Mr. McKenna voting yes, Mr. Zecha voting yes, and Mr. Fleming voting yes.

Mr. McKenna asked that the Board be provided with dollar amount/percentage impact to Staff of the PFML deductions prior to the September meeting.

Attorney Gibson reported that the OML remote meeting provisions have been extended to April 2022 and reminded the Board that all votes in remote meetings should be by roll call, and each agenda should include public access information. Mr. Fleming asked if under the extended rules public bodies are now required to post meeting information in Spanish as well as English. Attorney Gibson is unaware of any such provision, but will verify that prior to the September meeting.

Mr. McKenna asked if there has been any update on *Capozzi*. Attorney Gibson said that there has not, and Attorney McDonough added that DALA currently has a roughly four-year backlog. Attorney Gibson and Attorney McDonough signed off of the call at 1:05 p.m.

The Executive Director informed the Board that an update had come from Administration by email during the meeting, at 12:04 p.m., which further defined the in-person meeting restrictions. Mr. Durkin stated emphatically that he had nothing to do with the update having come from Administration, that he was attempting to be a diligent Board member by paying attention during the meeting, and not reading his emails. The Executive Director stated that she mentioned it because it seemed intended to clarify the previous in-person meeting guidance as it pertains to retirements and that she would forward the email to the Board members who have not already received it for their review. The Chair stated that per the previous discussion, Mr. Durkin should follow up with Administration regarding the impact of employees' having to seek manager and Department Director approval to seek assistance from retirement staff.

On a motion made by Mr. Zecha and seconded by Mr. McKenna: **VOTED** 

to adjourn the August 26, 2021 meeting of the MWRA Employees' Retirement Board. 4-0, roll call with Mr. Durkin voting yes, Mr. McKenna voting yes, Mr. Zecha voting yes, and Mr. Fleming voting yes.

The meeting was adjourned at 1:07 p.m.

The following communications were distributed to the Board for their review:

PERAC MEMO #24/2021 re. Important Amendment to G.L. 32, Section 100 Corbin re. Consent to Change of Control of Corbin Capital Partners, L.P. TA Realty Correspondence The Board reserves the right to consider items on the agenda out of order. The listing of items is those reasonably anticipated by the Chair to be discussed received at least forty-eight (48) hours prior to the meeting. Not all items listed may in fact be discussed and other items not listed may also be brought up for discussion to the extent permitted by law. Items identified for discussion in Executive Session may be conducted in open session, in addition to, or in lieu of discussion in Executive Session.

The next regularly scheduled meeting of the MWRA Employees' Retirement Board will be held Thursday, September 30, 2021 at Massachusetts Water Resources Authority, 2 Griffin Way, Chelsea, at 10:00 a.m., if permissible, otherwise, will be held by publicly advertised conference call.

James M. Fleming, Elected Member

Kevin Mr. McKenna, Elected Member

Thomas J. Durkin, Appointed Member

Frank Zecha, Fifth Member



# **CONSTITUTION Capital Partners**

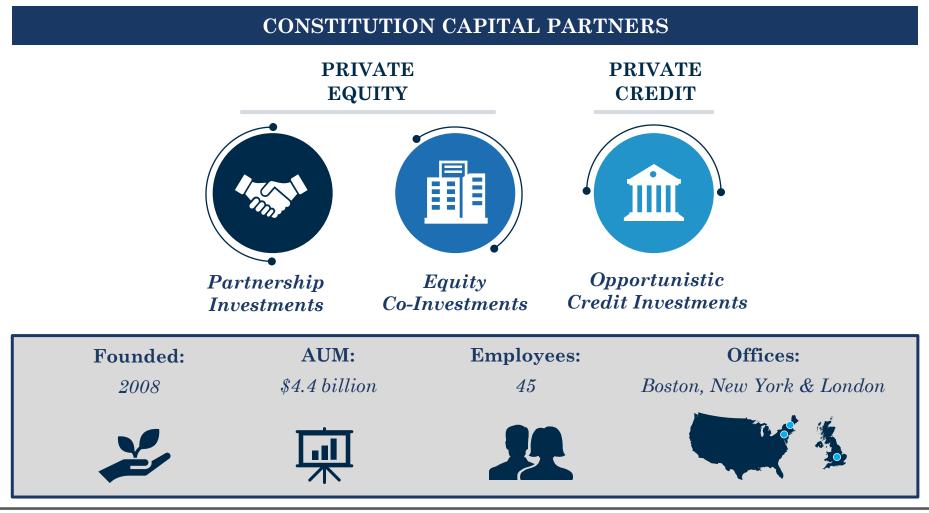
**Ironsides VI** Co-Investment

September 2021

London

## **Constitution Capital Partners Overview**

Constitution Capital Partners ("Constitution") is a leading North American middle market alternative asset manager with three distinct but complementary investment groups



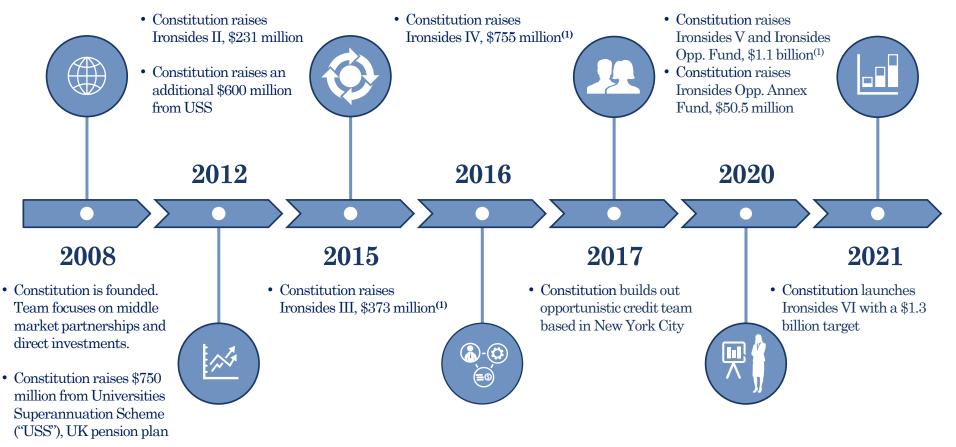


Note: Constitution Capital Partners (UK) Limited is an appointed representative of Langham Hall Fund Management LLP, an entity which is regulated and authorised by the Financial Conduct Authority of the UK.

(1) Data as of August 2021.

## **Evolution of Constitution Capital Partners**

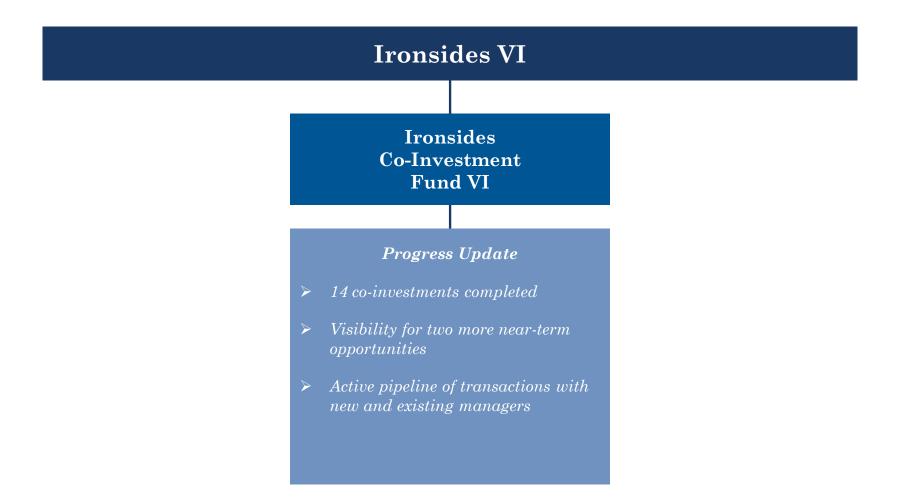
Constitution has continually expanded its strategies, assets under management, and platform.





## **Ironsides VI: In Market**

Ironsides VI is actively in market and has received meaningful support from existing LPs





## **Experienced Team of Professionals**

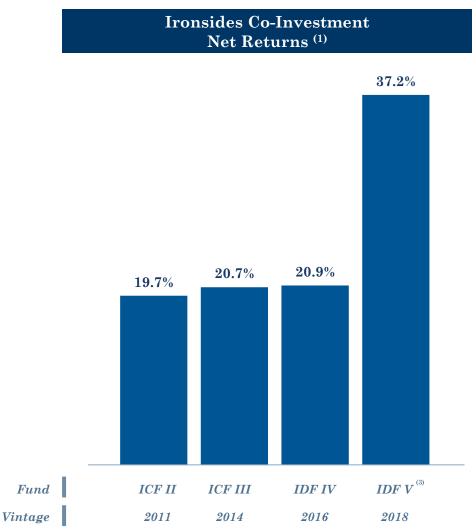
#### **Managing Partners 32** years the senior team has All teams represented in the Investment worked together Committee meetings **0** turnover in the Partner Group Partners completed 235+ investments Daniel Cahill\* John Guinee\* \*\* \*\* **Equity Team** Marketing / IR **Credit Team (NYC)** Fraser Curtis Tim Ashlev Vicente Alex Bill Daniel Steven Josiah Peter Robert Ramos\* Richardson\* Clare\*\* Tatum\* Shekane\*\* Melanson Booth Williams Asselin Gleavy Hatch\* Kwok **Investment Team Finance / Operations** Isabella YooMee George Nikko Eric Alex Chris Sam Lauren Samantha Charles Chris Stanley Matt Matt Czyz You Bourdeau Carlman Dominaitis Donovan Dziadosz Faucher Franco Kim Hisky Prince Volpe Iglar Martin **Finance / Operations** Yuling Kadeem Jeffrey Lynnette Wei Ryan Gregory Lisa Thomas Kristen Brendan Amanda Alex Qiufeng Mulhearn Rosenberger Booker Chen Curtiss Hu Liu MacIsaac Manozzi Wong Wu Chen Cromarty Garro



\*Denotes Investment Committee Member for Ironsides Partnership Fund VI and Ironsides Co-Investment Fund VI \*\*Denotes Investment Committee Member for Ironsides Opportunities Fund II

## **Ironsides Private Equity Fund Performance**

Constitution continues to generate strong and stable net performance across its investment vehicles





(1)

Ironsides Co-Investment Fund ("ICF" or "IDF") performance as of June 30, 2021. Funds utilize a line of credit to bridge capital calls which may amplify net IRR. Investments subject to loss. Actual results may differ materially from those presented. Past performance is no guarantee of future results or indicator of future results. (3) Includes interests held through Parallel Fund, Ironsides Direct Investment Fund V - Parallel A, L.P. Net IRR of 34.8% for Ironsides Direct Investment Fund V, L.P as of June 30, 2021.



## **Co-Investment Strategy**

Constitution has developed processes for building a diversified portfolio of coinvestments alongside leading sponsors

| Investment Rigor   | Target Co-Investment Attributes   |
|--|---|
| • <b>High standards</b> : 968 transactions reviewed to make 90 investments (9%)      | • Transaction must be in the sponsor's core area of focus                     |
| • <b>Best-in-class partners</b> : 386 sponsors have shown transactions, Constitution | Thematic approach in core industries  |
| has invested alongside 33 (9%)   | <ul> <li>Consumer, Health Care, Industrial /<br/>Business Services</li> </ul> |
| • <b>Disciplined approach:</b> Conduct due diligence independent of the sponsor      | • Typical Revenues of \$200MM – 500MM   |
| • Hands on approach: Board representation in 55 of 90 investments                    | • Typical EBITDA of \$30MM – 100MM  |
| (61%)  | Disciplined pricing and modest leverage                                       |



## **Equity Co-Investments**





## Fund VI Co-Investment: Portfolio Visibility

Ironsides Co-Investment Fund VI has committed to 14 co-investments with several actionable opportunities in the late stages of due diligence, totaling \$345 million

|                     | Deal                           | $\mathbf{Amount}^{(1)}$ | Sponsor                   | Characteristics / Commentary  |
|---------------------|--------------------------------|-------------------------|---------------------------|---|
|                     |                                | \$20 million            | L CATTERTON               | Functional aftermarket accessories for pickup trucks and Jeeps  |
|                     | RANCHO FAMILY<br>MEDICAL GROUP | \$10 million            | LIGHTBAY CAPITAL          | Primary care group focused on Medicare Advantage patients in Southern California                                      |
|                     | ProAmpac                       | \$10 million            | PRITZKER                  | Provider of sustainable flexible packaging and material science solutions   |
|                     | <b>WINW</b>                    | \$43 million            | CORNELL<br>C A P I T A L  | Contract manufacturer serving the health/wellness market focused on vitamins, minerals and supplements                |
| в                   | Vertellus <sup>*</sup>         | \$10 million            | PRITZKER                  | • Global leader in specialty chemicals manufacturing, serving healthcare, agriculture, transportation, etc.           |
| Investments to Date |                                | \$20 million            | RLH<br>Equily Partners    | • Global digital commerce consultancy focused on solution design, system integration and managed services             |
| ts to               | NIVEL                          | \$50 million            | Morgan Stanley            | • Manufacturer of aftermarket parts and accessories for light utility and personal terrain vehicles                   |
| tmen                | Praeger's                      | \$12.5 million          | VCP                       | • Fast-growing manufacturer of plant-based frozen food products across multiple attractive categories                 |
| nvesi               | WOODSTREAM                     | \$12 million            | Bansk                     | Designer, manufacturer, and marketer of branded pest animal control products  |
| I                   | PERFORMANCE MPG                | \$10 million            | INSIGNIA<br>CAPITAL GROUP | • Provider of sales brokerage and consulting services for health, personal care, food and other CPG brands            |
|                     | Sila                           | \$30 million            | Morgan Stanley            | • Residential HVAC, plumbing, and electrical services provider across the Mid Atlantic and Northeast markets          |
|                     | Stratus <sup>®</sup>           | \$32.5 million          | VCP                       | Asset-light facilities services platform, offering exterior and interior signage and lighting installation and repair |
|                     | Atheneum                       | \$30 million            | Guidepost>                | • Tech-enabled, global expert network platform offering expert calls and B2B surveys across several end markets       |
|                     | PET <b>HONESTY</b>             | \$10 million            | VCP                       | • Provider of a wide range of natural and functional pet supplements, primarily for dogs, sold exclusively online     |
|                     | Project<br>Stride              | \$15 million            |                           | Designer and drop shipper of branded footwear to blue-chip e-commerce platforms and online marketplaces               |
|                     | Project<br>Ascent              | \$30 million            | Bansk                     | • Provider of consumer health & wellness products within VMS, OTC hair care, foot care and other self-care brands     |

Data as of August 2021. Pipeline is for illustrative purposes only and may not reflect actual portfolio composition.

(1) Represents committed capital, inclusive of follow-ons.

## **Strong Outlook for Current Ironsides VI Portfolio**

### The Ironsides VI portfolio is performing well, resulting in four write-ups as of Q2 2021

| Ironsides Co-Investment Fund VI, L.P. |                  |                      |       |                     |       |                   |  |                     |       |                |         |              |               |            |             |
|---------------------------------------|------------------|----------------------|-------|---------------------|-------|-------------------|--|---------------------|-------|----------------|---------|--------------|---------------|------------|-------------|
| Investment Name                       | Entry<br>Date    | Committed<br>Capital |       | Invested<br>Capital |       | Realized<br>Value |  | Unrealized<br>Value |       | Total<br>Value |         | Gross<br>IRR | Gross<br>MOIC | Net<br>IRR | Net<br>MOI( |
| Unrealized Investments                |                  |                      |       |                     |       |                   |  |                     |       |                |         |              |               |            |             |
| Astound Commerce                      | Apr-21           | \$                   | 20.0  | \$                  | 17.4  | \$-               |  | \$                  | 17.4  | \$             | 17.4    | 0.0%         | 1.0x          |            |             |
| Dr. Praeger's                         | May-21           |                      | 12.5  |                     | 12.5  | -                 |  |                     | 12.5  |                | 12.5    | 0.0%         | 1.0x          |            |             |
| INW                                   | Mar-21           |                      | 43.2  |                     | 43.2  | -                 |  |                     | 43.2  |                | 43.2    | 0.0%         | 1.0x          |            |             |
| Market Performance Group              | May-21           |                      | 10.0  |                     | 10.0  | -                 |  |                     | 10.0  |                | 10.0    | 0.0%         | 1.0x          |            |             |
| Nivel                                 | May-21           |                      | 50.0  |                     | 50.0  | -                 |  |                     | 50.0  |                | 50.0    | 0.0%         | 1.0x          |            |             |
| ProAmpac                              | Mar-21           |                      | 10.0  |                     | 10.0  | -                 |  |                     | 11.5  |                | 11.5    | 53.3%        | 1.1x          |            |             |
| Rancho Family Medical Group           | Feb-21           |                      | 10.0  |                     | 10.0  | -                 |  |                     | 10.0  |                | 10.0    | 0.0%         | 1.0x          |            |             |
| Sila                                  | Jun-21           |                      | 30.0  |                     | 30.0  | -                 |  |                     | 30.0  |                | 30.0    | 0.0%         | 1.0x          |            |             |
| Truck Hero                            | Feb-21           |                      | 20.0  |                     | 20.0  | -                 |  |                     | 25.4  |                | 25.4    | 97.7%        | 1.3x          |            |             |
| Vertellus                             | May-21           |                      | 10.0  |                     | 10.0  | -                 |  |                     | 14.2  |                | 14.2    | 1418.9%      | 1.4x          |            |             |
| Woodstream                            | May-21           |                      | 12.0  |                     | 12.0  | -                 |  |                     | 18.4  |                | 18.4    | NM           | 1.5x          |            |             |
| Total Unrealized Investments          |                  | \$                   | 227.7 | \$                  | 225.1 | \$-               |  | \$                  | 242.6 | \$             | 242.6   | 59.3%        | 1.1x          |            |             |
| Fotal Fund Investments                |                  | \$                   | 227.7 | \$                  | 225.1 | \$-               |  | \$                  | 242.6 | Ş              | 8 242.6 | 59.3%        | 1.1x          | 88.7%      | 1.1         |
| Investments completed subsequent t    | o June 30, 2021: |                      |       |                     |       |                   |  |                     |       |                |         |              |               |            |             |
| Atheneum                              | Aug-21           |                      | 30.0  |                     | 30.0  |                   |  |                     |       |                |         |              |               |            |             |
| Stratus                               | Jul-21           |                      | 32.5  |                     | 32.5  |                   |  |                     |       |                |         |              |               |            |             |
| PetHonesty                            | Aug-21           |                      | 10.0  |                     | 10.0  |                   |  |                     |       |                |         |              |               |            |             |
|                                       |                  | \$                   | 300.2 | \$                  | 297.6 |                   |  |                     |       |                |         |              |               |            |             |
| Pending investments:                  |                  |                      |       |                     |       |                   |  |                     |       |                |         |              |               |            |             |
| Project Stride                        | Oct-21           |                      | 15.0  |                     | 15.0  |                   |  |                     |       |                |         |              |               |            |             |
| Project Ascend                        | Oct-21           |                      | 30.0  |                     | 30.0  |                   |  |                     |       |                |         |              |               |            |             |
|                                       |                  | \$                   | 345.2 | \$                  | 342.6 |                   |  |                     |       |                |         |              | Donoto        | s write    |             |

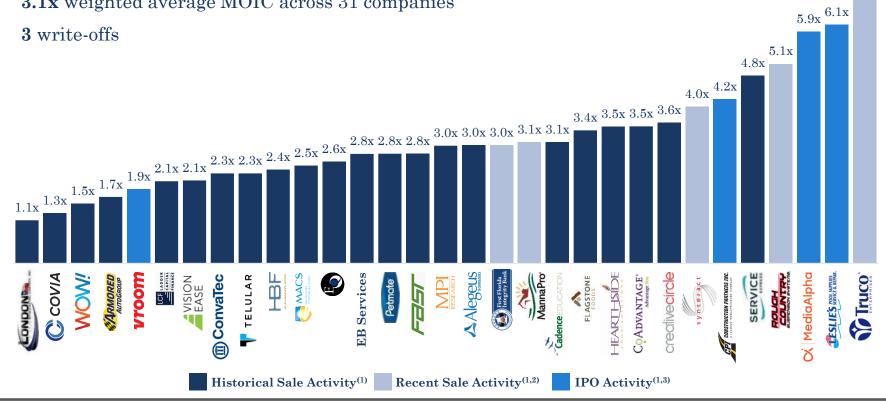


Note: Returns presented above are as of June 30, 2021 (\$ in millions).

## **Strong Historical Co-Investment Outcomes**

### 31 co-investment sales and IPOs since inception exhibiting strong and consistent returns

- 7 of 31 generating 4.0x MOIC or greater
- **16 of 31** generating 3.0x MOIC or greater ۲
- **26 of 31** generating 2.0x MOIC or greater ۲
- **3.1x** weighted average MOIC across 31 companies



6.9x

(1)

Includes investments across Ironsides and Segregated Mandate investment vehicles. Realized and projected MOICs are estimates by Constitution Capital and are forward looking statements subject to all oualifications and limitations on forward looking statements. Includes anticipated escrow amounts. (2) Recent sale activity based on LTM sale events. FFIB was exited via a stock transaction, expected to be fully exited by Q4 2021. (3) IPO activity represents active public positions. Pricing data for IPO activity represents the last sale price as of 8/31/2021, per CapitalIQ. Investments subject to loss. Actual results 19 may differ materially from those presented. Past performance is no guarantee of future results or indicator of future results.

### **Co-Investment vs. Traditional PE Fund**

**Constitution co-investments offer:** (i) lower fees, (ii) greater exposure to high conviction companies and sectors, and (iii) faster capital deployment;

Which provide our LPs with:

(i) greater GP / LP alignment, (ii) stronger risk-adjusted returns, and (iii) J-Curve mitigation.

|                 |                            | Traditional Private     Co-Investment       Equity Fund     Fund |  |  |  |  |  |  |  |
|-----------------|----------------------------|--|--|--|--|--|--|--|--|
| Managen         | nent Fees                  | 2.0%   | 1.0%   |  |  |  |  |  |  |
| Carried         | Interest                   | 20.0%  | 15.0%  |  |  |  |  |  |  |
|                 | # of Deals                 | <b>10</b> companies  | <b>30</b> + companies                            |  |  |  |  |  |  |
| Diversification | Private Equity<br>Managers | <b>1</b> manager   | <b>10</b> + managers                             |  |  |  |  |  |  |
|                 | Sectors                    | Limited to 1 or 2  | <b>3 to 5</b> each within manager's core sectors |  |  |  |  |  |  |
| Capital Deploy  | ment (J-Curve)             | 5-year investment period   | <b>3-year</b> investment period                  |  |  |  |  |  |  |



(1) Co-Investment Fund statistics related to diversification and capital deployment are estimates and may vary from actual.



## **Ironsides Fund VI – Key Terms**

|                       | Ironsides<br>Co-Investment Fund VI   |
|-----------------------|--|
| Fund Size             | \$500 million  |
| Commitment Period     | 3 years  |
| Term                  | Later of 10 years after the final closing or one year after the liquidation of fund assets         |
| Management Fee        | 1.0% on committed capital during commitment period;<br>1.0% on invested capital thereafter         |
| Carried Interest      | 15%  |
| Preferred Return      | 8%   |
| Responsible Investing | Constitution takes environmental, social, and governance factors into consideration for all funds. |





## Appendix I: Investment Performance

### **Ironsides Investment Performance**

### Constitution continues to generate strong and stable returns across its investment vehicles

| ]  | ronside   | s Co-I   | nvest    | ment I     | Tunds   | s (1) |       |       |      |
|--|-----------|----------|----------|------------|---------|-------|-------|-------|------|
| s)   | Committed | Invested | Dealized | Unrealized | Total   | Gross | Gross | Net   | Net  |
| Fund   | Capital   | Capital  | Value    | Value      | Value   | IRR   | MOIC  | IRR   | MOIC |
| Co-Investment Funds  |           |          |          |            |         |       |       |       |      |
| Ironsides Co-Investment Fund II  |           |          |          |            |         |       |       |       |      |
| Realized & Partially Realized Investments  | \$27      | \$27     | \$51     | \$0        | \$51    | 27.3% | 1.9x  |       |      |
| Unrealized Investments   | 0         | 0        | 0        | 0          | 0       | NM    | NM    |       |      |
| Total Investments  | \$27      | \$27     | \$51     | \$0        | \$51    | 27.3% | 1.9x  | 19.7% | 1.6  |
| Ironsides Co-Investment Fund III   |           |          |          |            |         |       |       |       |      |
| Realized & Partially Realized Investments  | \$121     | \$121    | \$318    | \$28       | \$346   | 35.7% | 2.9x  |       |      |
| Unrealized Investments   | 56        | 55       | 0        | 80         | 80      | 6.8%  | 1.5x  |       |      |
| Total Investments  | \$177     | \$175    | \$318    | \$108      | \$426   | 25.2% | 2.4x  | 20.7% | 2.0  |
| Ironsides Direct Investment Fund IV<br>Realized & Partially Realized Investments | \$139     | \$139    | \$245    | \$78       | \$324   | 28.2% | 2.3x  |       |      |
| Unrealized Investments   | 91        | 91       | 0        | 142        | 142     | 15.4% | 1.6x  |       |      |
| Total Investments  | \$229     | \$229    | \$245    | \$221      | \$466   | 24.2% | 2.0x  | 20.9% | 1.8  |
| Ironsides Direct Investment Fund V <sup>(2)</sup>                                |           |          |          |            |         |       |       |       |      |
| Realized & Partially Realized Investments  | \$73      | \$73     | \$42     | \$229      | \$272   | 92.9% | 3.7x  |       |      |
| Unrealized Investments   | 488       | 478      | 1        | 813        | 813     | 30.5% | 1.7x  |       |      |
| Total Investments  | \$561     | \$551    | \$43     | \$1,042    | \$1,085 | 40.3% | 2.0x  | 37.2% | 1.9  |
| Ironsides Co-Investment Fund VI  |           |          |          |            |         |       |       |       |      |
| Realized & Partially Realized Investments  | \$0       | \$0      | \$0      | \$0        | \$0     | NM    | NM    |       |      |
| Unrealized Investments   | 228       | 225      | 0        | 243        | 243     | 59.3% | 1.1x  |       |      |
| Total Investments  | \$228     | \$225    | \$0      | \$243      | \$243   | 59.3% | 1.1x  | 88.7% | 1.1  |



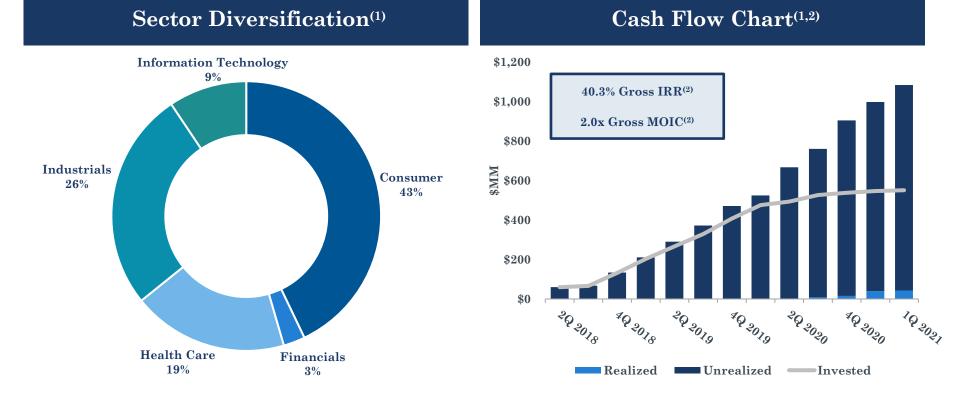
(\$ in

(1) Performance as of June 30, 2021. Funds utilize a line of credit to bridge capital calls which may amplify net IRR. Investments subject to loss. Actual results may differ materially from those presented. Past performance is no guarantee of future results or indicator of future results. (2) Includes interests held through Parallel Fund, Ironsides Direct Investment Fund V - Parallel A, L.P. Net IRR of 34.8% for Ironsides Direct Investment Fund V, L.P as of June 30, 2021.

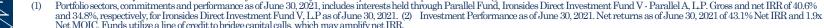
## **Ironsides Direct Investment Fund V Snapshot**

Ironsides Direct Investment Fund V has committed \$561 million to 31 platforms as of June 30, 2021

- IDF V has impressive performance metrics; 40.3% gross IRR and 2.0x gross MOIC
- Performance has been strong, with 26 of 31 investments being marked over cost
- Several liquidity events anticipated in the next 6-12 months



Note: Investments are subject to loss. Actual results may differ materially from those presented. Past performance is no guarantee or indicator of future results.



### **Ironsides Direct Investment Fund V**

| Investment Name                         | Entry<br>Date |    | mitted<br>pital |    | ested<br>oital |    | alized<br>alue |    | realized<br>Value |    | Fotal<br>/alue | Gross IRR | Gross<br>MOIC | Net IRR | Net MOIO |
|---|---------------|----|-----------------|----|----------------|----|----------------|----|-------------------|----|----------------|-----------|---------------|---------|----------|
| Realized & Partially Realized Investme  | nts           |    |                 |    |                |    |                |    |                   |    |                |           |               |         |          |
| Artisan Design Group                    | Dec-18        | \$ | 15.4            | \$ | 15.4           | \$ | 1.9            | \$ | 58.7              | \$ | 60.6           | 77.6%     | 3.9x          |         |          |
| Colibri                                 | Aug-19        |    | 7.2             |    | 7.2            |    | 1.8            |    | 18.0              |    | 19.8           | 70.9%     | 2.7x          |         |          |
| Knowlton Development Corporation        | Dec-18        |    | 37.6            |    | 37.6           |    | 8.1            |    | 59.9              |    | 68.0           | 39.4%     | 1.8x          |         |          |
| MediaAlpha                              | Mar-19        |    | 12.7            |    | 12.7           |    | 30.6           |    | 92.5              |    | 123.1          | 196.4%    | 9.7x          |         |          |
| Total Realized & Partially Realized Inv | estments      | \$ | 72.9            | \$ | 72.9           | \$ | 42.4           | \$ | 229.1             | \$ | 271.5          | 92.9%     | 3.7x          |         |          |
| Unrealized Investments                  |               |    |                 |    |                |    |                |    |                   |    |                |           |               |         |          |
| AML RightSource                         | Sep-20        | \$ | 8.0             | \$ | 8.0            | \$ |                | \$ | 12.6              | \$ | 12.6           | 80.0%     | 1.6x          |         |          |
| Atria Wealth Solutions                  | Jul-18        | Ψ  | 23.3            | Ψ  | 19.7           | Ψ  |                | Ψ  | 39.7              | Ψ  | 39.7           | 47.4%     | 2.0x          |         |          |
| Citizens Rx                             | Feb-19        |    | 10.0            |    | 10.0           |    | 0.4            |    | 9.6               |    | 10.0           | 0.0%      | 1.0x          |         |          |
| Clarity Software Solutions              | Jan-19        |    | 10.0            |    | 10.0           |    | -              |    | 14.6              |    | 14.6           | 16.7%     | 1.5x          |         |          |
| CoAdvantage                             | Sep-19        |    | 25.0            |    | 25.0           |    | -              |    | 39.8              |    | 39.8           | 30.0%     | 1.6x          |         |          |
| Comar                                   | Jun-18        |    | 30.0            |    | 30.0           |    | -              |    | 67.9              |    | 67.9           | 30.9%     | 2.3x          |         |          |
| Cosette Pharmaceuticals                 | Jan-19        |    | 11.7            |    | 11.7           |    |                |    | 6.7               |    | 6.7            | NM        | 0.6x          |         |          |
| DeMert Brands                           | Jan-19        |    | 15.0            |    | 15.0           |    | -              |    | 24.7              |    | 24.7           | 22.7%     | 1.7x          |         |          |
| Flynn Restaurant Group                  | Dec-19        |    | 30.0            |    | 24.1           |    | -              |    | 40.4              |    | 40.4           | 45.2%     | 1.7x          |         |          |
| Founders Table                          | Jan-20        |    | 21.6            |    | 21.6           |    |                |    | 23.9              |    | 23.9           | 7.9%      | 1.1x          |         |          |
| Fox Rehabilitation                      | Feb-19        |    | 13.0            |    | 13.0           |    | -              |    | 38.9              |    | 38.9           | 58.2%     | 3.0x          |         |          |
| GSM Outdoors                            | Nov-20        |    | 7.0             |    | 7.0            |    |                |    | 13.9              |    | 13.9           | 203.7%    | 2.0x          |         |          |
| Guy & O'Neill                           | Oct-18        |    | 15.3            |    | 15.3           |    | -              |    | 31.7              |    | 31.7           | 36.1%     | 2.1x          |         |          |
| Health Monitor Network                  | May-19        |    | 15.0            |    | 15.0           |    | -              |    | 15.0              |    | 15.0           | 0.0%      | 1.0x          |         |          |
| Information Resources, Inc.             | Nov-18        |    | 27.5            |    | 27.5           |    | -              |    | 74.8              |    | 74.8           | 47.2%     | 2.7x          |         |          |
| Jacent                                  | Apr-19        |    | 17.8            |    | 17.8           |    | -              |    | 14.3              |    | 14.3           | NM        | 0.8x          |         |          |
| Lighthouse                              | Jun-19        |    | 20.0            |    | 20.0           |    |                |    | 27.5              |    | 27.5           | 16.9%     | 1.4x          |         |          |
| OPEN Health                             | Jun-20        |    | 10.0            |    | 10.0           |    | 0.2            |    | 22.4              |    | 22.6           | 117.2%    | 2.3x          |         |          |
| PureStar                                | Jun-18        |    | 37.4            |    | 37.4           |    |                |    | 22.3              |    | 22.3           | NM        | 0.6x          |         |          |
| RHA Health Services                     | Jul-19        |    | 33.2            |    | 33.2           |    |                |    | 67.6              |    | 67.6           | 48.3%     | 2.0x          |         |          |
| Sabrosura Foods                         | Oct-19        |    | 20.0            |    | 20.0           |    |                |    | 22.7              |    | 22.7           | 7.7%      | 1.1x          |         |          |
| Simple Mills                            | Dec-19        |    | 10.0            |    | 10.0           |    | -              |    | 15.6              |    | 15.6           | 34.1%     | 1.6x          |         |          |
| SurfacePrep                             | May-19        |    | 10.0            |    | 10.0           |    |                |    | 11.7              |    | 11.7           | 7.8%      | 1.2x          |         |          |
| Voyant Beauty                           | Aug-20        |    | 15.0            |    | 15.0           |    | -              |    | 20.3              |    | 20.3           | 41.9%     | 1.4x          |         |          |
| Vroom                                   | Dec-19        |    | 27.0            |    | 27.0           |    |                |    | 80.8              |    | 80.8           | 104.0%    | 3.0x          |         |          |
| World 50                                | Jan-20        |    | 15.0            |    | 15.0           |    | -              |    | 31.3              |    | 31.3           | 66.6%     | 2.1x          |         |          |
| Xifin                                   | Feb-20        |    | 10.0            |    | 10.0           |    |                |    | 21.8              |    | 21.8           | 78.4%     | 2.2x          |         |          |
| Total Unrealized Investments            |               | \$ | 487.8           | \$ | 478.3          | \$ | 0.6            | \$ | 812.5             | \$ | 813.1          | 30.5%     | 1.7x          |         |          |



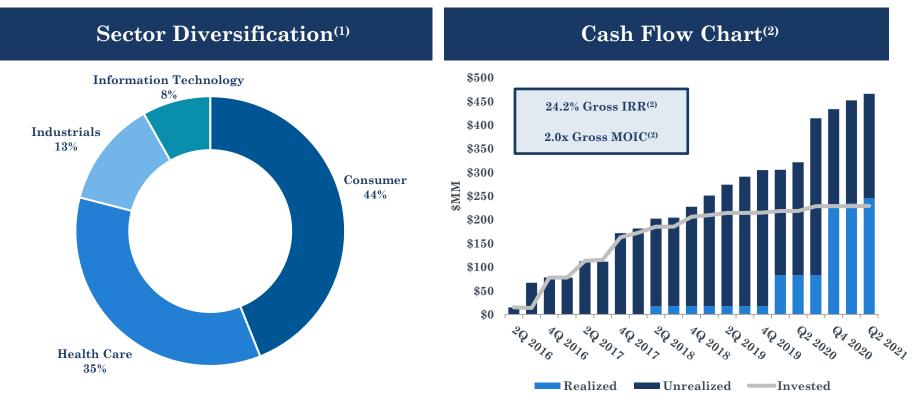
Note: Investments subject to loss. Actual results may differ materially from those presented. Past results are no guarantee of future performance.

Includes interests held through Parallel Fund, Ironsides Direct Investment Fund V - Parallel A, L.P. Net returns for Ironsides Direct Investment Fund V, L.P as of June 30, 2021 of 34.8% Net IRR and 1.9x Net MOIC.
 Investment Performance as of June 30, 2021 and presented in USD in millions, unless noted otherwise. Funds utilize a line of credit to bridge capital calls, which may amplify net IRR.

## **Ironsides Direct Investment Fund IV Snapshot**

Ironsides Direct Investment Fund IV has committed \$229 million to 13 platforms as of June 30, 2021

- Board representation for 10 investments
- Seven of 13 investments realized or partially realized
- The fund is focused on creating value and planning future exits





(1) Ironsides Direct Investment Fund IV portfolio diversification as of June 30, 2021. (2) Investment Performance as of June 30, 2021. Net returns as of June 30, 2021 of 20.9% Net IRR and 1.8x Net MOIC. Funds utilize a line of credit to bridge capital calls, which may amplify net IRR.

## **Ironsides Direct Investment Fund IV**

| Investment Name                              | Entry<br>Date | Exit<br>Date | Committed<br>Capital |       | <br>vested<br>apital | <br>Realized<br>Value |    | ealized<br>alue | Total<br>Value | Gross<br>IRR | Gross<br>MOIC | Net<br>IRR | Net<br>MOIC |
|--|---------------|--------------|----------------------|-------|----------------------|-----------------------|----|-----------------|----------------|--------------|---------------|------------|-------------|
| Realized & Partially Realized Investments    |               |              |                      | -     | -                    |                       |    |                 |                |              |               |            |             |
| American Global Logistics                    | Jun-16        |              | \$                   | 19.2  | \$<br>19.2           | \$<br>-               | \$ | -               | \$-            | NM           | 0.0x          |            |             |
| Cadence Education                            | Sep-16        | Mar-20       |                      | 17.5  | 17.5                 | 55.0                  |    | -               | 55.0           | 38.0%        | 3.1x          |            |             |
| Corelle Brands                               | Jun-17        | -            |                      | 15.0  | 15.0                 | 11.0                  |    | 26.6            | 37.6           | 26.0%        | 2.5x          |            |             |
| Elara Caring                                 | Dec-16        | -            |                      | 26.2  | 26.2                 | 17.4                  |    | 5.7             | 23.1           | NM           | 0.9x          |            |             |
| Manna Pro Products                           | Dec-17        | Dec-20       |                      | 31.6  | 31.6                 | 97.5                  |    | 0.7             | 98.2           | 48.1%        | 3.1x          |            |             |
| Synteract                                    | Aug-16        | Dec-20       |                      | 14.2  | 14.2                 | 57.5                  |    | -               | 57.5           | 41.2%        | 4.0x          |            |             |
| United BioSource                             | Dec-17        |              |                      | 15.0  | 15.0                 | 6.9                   |    | 45.4            | 52.3           | 46.0%        | 3.5x          |            |             |
| Total Realized & Partially Realized Investme | ents          |              | \$                   | 138.7 | \$<br>138.7          | \$<br>245.3           | \$ | 78.4            | \$ 323.7       | 28.2%        | 2.3x          |            |             |
| Unrealized Investments                       |               |              |                      |       |                      |                       |    |                 |                |              |               |            |             |
| Comar  | Jun-18        | -            | \$                   | 10.0  | \$<br>10.0           | \$<br>-               | \$ | 22.6            | \$ 22.6        | 30.9%        | 2.3x          |            |             |
| Information Resources, Inc.                  | ogNov-18      | -            |                      | 12.5  | 12.5                 | -                     |    | 34.0            | 34.0           | 47.2%        | 2.7x          |            |             |
| National Spine & Pain Centers                | Jun-17        | -            |                      | 25.2  | 25.2                 | -                     |    | 24.6            | 24.6           | NM           | 1.0x          |            |             |
| Nonni's Foods                                | Feb-18        | -            |                      | 10.0  | 10.0                 | -                     |    | 10.3            | 10.3           | 0.8%         | 1.0x          |            |             |
| Voyant Beauty                                | Mar-17        | -            |                      | 26.6  | 26.6                 | 0.1                   |    | 35.2            | 35.3           | 10.3%        | 1.3x          |            |             |
| WillowTree                                   | log@ct-18     | -            |                      | 6.2   | 6.2                  | -                     |    | 15.5            | 15.5           | 40.9%        | 2.5x          |            |             |
| Total Unrealized Investments                 |               |              | \$                   | 90.5  | \$<br>90.5           | \$<br>0.1             | \$ | 142.2           | \$ 142.3       | 15.4%        | 1.6x          |            |             |
| Total Fund Investments                       |               |              | \$                   | 229.2 | \$<br>229.2          | \$<br>245.4           | \$ | 220.6           | \$ 466.0       | 24.2%        | 2 Ov          | 20.9%      | 1.8         |



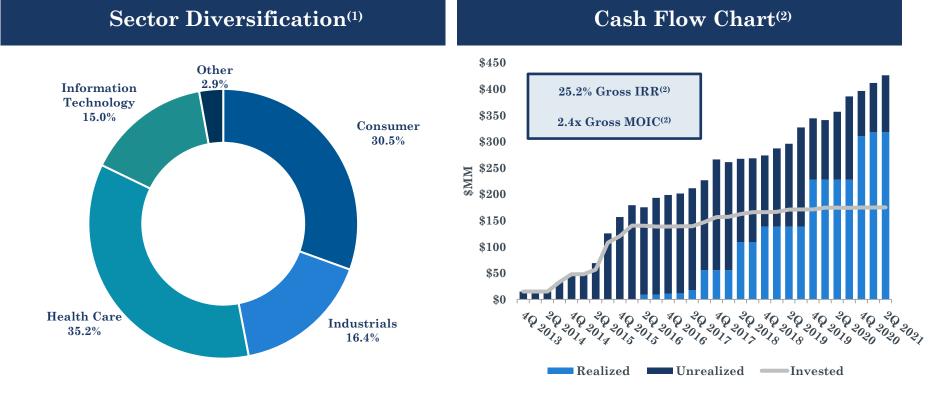
Note: Investments subject to loss. Actual results may differ materially from those presented. Past results are no guarantee of future performance.

(1) Investment Performance as of June 30, 2021 and presented in USD in millions, unless noted otherwise. Funds utilize a line of credit to bridge capital calls, which may amplify net IRR.

# **Ironsides Co-Investment Fund III Snapshot**

Ironsides Co-Investment Fund III has committed \$177 million to 15 platforms as of June 30, 2021

- Board representation for 12 investments
- Nine of 15 investments realized or partially realized
- The fund is focused on creating value and planning future exits





Note: Investments are subject to loss. Actual results may differ materially from those presented. Past performance is no guarantee or indicator of future results.
 (1) Ironsides Co-Investment Fund III portfolio diversification as of June 30, 2021. (2) Investment Performance as of June 30, 2021. Net returns as of June 30, 2021 of 20.7% Net IRR and 2.0x Net MOIC. Funds utilize a line of credit to bridge capital calls, which may amplify net IRR.

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# **Ironsides Co-Investment Fund III**

|  | Iron          | side | s Co-Ir           | ive | stmen            | t I | Fund II           | <b>I</b> , | L.P.                |                      |              |               |            |             |
|--|---------------|------|-------------------|-----|------------------|-----|-------------------|------------|---------------------|----------------------|--------------|---------------|------------|-------------|
| Investment Name                              | Entry<br>Date |      | nmitted<br>apital |     | vested<br>apital | I   | Realized<br>Value | U          | Inrealized<br>Value | Total<br>Value       | Gross<br>IRR | Gross<br>MOIC | Net<br>IRR | Net<br>MOIC |
| Realized & Partially Realized Investments    |               |      |                   |     |                  |     |                   |            |                     |                      |              |               |            |             |
| Flexible Architecture and Simplified Technol | Sep-15        | \$   | 16.1              | \$  | 16.1             | \$  | 44.5              | \$         | ; -                 | \$<br>44.5           | 26.5%        | 2.8x          |            |             |
| Hojeij Branded Foods                         | Jul-15        |      | 13.0              |     | 13.0             |     | 30.6              |            | -                   | 30.6                 | 30.5%        | 2.4x          |            |             |
| Manna Pro Products                           | Dec-17        |      | 12.5              |     | 12.5             |     | 38.0              |            | 0.3                 | 38.3                 | 51.0%        | 3.1x          |            |             |
| MPI Research                                 | Jan-16        |      | 20.0              |     | 20.0             |     | 59.8              |            | -                   | 59.8                 | 68.5%        | 3.0x          |            |             |
| Rough Country                                | Jul-17        |      | 7.0               |     | 7.0              |     | 8.1               |            | 27.2                | 35.3                 | 53.5%        | 5.1x          |            |             |
| Service Express                              | Jul-15        |      | 10.0              |     | 10.0             |     | 47.6              |            | -                   | 47.6                 | 46.1%        | 4.8x          |            |             |
| Truco Enterprises                            | Jul-14        |      | 6.9               |     | 6.9              |     | 47.1              |            | 0.5                 | 47.6                 | 53.7%        | 6.9x          |            |             |
| Video Equipment Rentals                      | Dec-14        |      | 15.0              |     | 15.0             |     | -                 |            | -                   | -                    | NM           | 0.0x          |            |             |
| Vision Ease                                  | Apr-15        |      | 20.0              |     | 20.0             |     | 42.4              |            | -                   | 42.4                 | 38.6%        | 2.1x          |            |             |
| Total Realized & Partially Realized Investm  | ents          | \$   | 120.5             | \$  | 120.5            | \$  | 318.1             | \$         | 3 28.0              | \$<br>346.1          | 35.7%        | 2.9x          |            |             |
| Unrealized Investments                       |               |      |                   |     |                  |     |                   |            |                     |                      |              |               |            |             |
| Acino  | Dec-13        | \$   | 13.6              | \$  | 13.6             | \$  | -                 | \$         | 21.4                | \$<br>21.4           | 8.1%         | 1.6x          |            |             |
| Airxcel                                      | Apr-18        |      | 6.5               |     | 5.0              |     | -                 |            | 13.1                | 13.1                 | 35.3%        | 2.6x          |            |             |
| ALOFT AeroArchitects                         | Jul-14        |      | 9.5               |     | 9.5              |     | 0.1               |            | 5.3                 | 5.4                  | NM           | 0.6x          |            |             |
| Chuze Fitness                                | Aug-15        |      | 13.8              |     | 13.8             |     | -                 |            | 20.8                | 20.8                 | 8.3%         | 1.5x          |            |             |
| Gravity Oilfield Services                    | Aug-14        |      | 5.0               |     | 5.0              |     | -                 |            | 0.3                 | 0.3                  | NM           | 0.1x          |            |             |
| OmniSYS                                      | Dec-13        |      | 7.7               |     | 7.7              |     | -                 |            | 19.0                | 19.0                 | 12.8%        | 2.5x          |            |             |
| Total Unrealized Investments                 |               | \$   | 56.1              | \$  | 54.6             | \$  | 0.1               | \$         | 5 79.9              | \$<br>80.0           | 6.8%         | 1.5x          |            |             |
| Total Fund Investments                       |               | \$   | 176.6             | \$  | 175.1            | \$  | 318.2             | \$         | 107.9               | \$<br><b>3 426.1</b> | 25.2%        | 2.4x          | 20.7%      | 2.0x        |

Note: Investments subject to loss. Actual results may differ materially from those presented. Past results are no guarantee of future performance.
(1) Includes interests held through Parallel Fund, Ironsides Co-Investment Fund III-QC, L.P.
(2) Investment Performance as of June 30, 2021 and presented in USD in million, unless noted otherwise. Funds utilize a line of credit to bridge capital calls, which may amplify net IRR.



# Appendix II: Bios

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# **Detailed Team Biographies**

#### Daniel M. Cahill | Managing Partner

Prior to co-founding Constitution Capital, Mr. Cahill was Head of Standard Life Investments Private Equity USA. Previously, he was a founding member of Wilton Asset Management, a private equity fund of funds business at State Street Global Advisors. Mr. Cahill started his private equity career at GE Capital's Corporate Finance Group where he became Vice President and was responsible for originating, structuring and negotiating leveraged buyouts, recapitalizations and growth equity transactions. Mr. Cahill earned his BS in Business Administration from Oswego University, received his MBA from Binghamton University and is a graduate of GE's Financial Management Program.

#### Robert M. Hatch | Partner

Mr. Hatch was one of the founding partners of Constitution Capital. Prior to joining Constitution Capital, Mr. Hatch was an Investment Director at Standard Life Investments Private Equity USA. Previously, Mr. Hatch worked at Argo Global Capital, a private equity firm with \$475 million under management. Mr. Hatch began his career in the investment banking group of State Street Corporation. Mr. Hatch earned his MBA from The Tuck School of Business at Dartmouth and his undergraduate degree from Harvard University in Applied Mathematics and Statistics, cum laude. Mr. Hatch is a CFA charterholder.

#### Peter G. Melanson | Partner and Head of Investor Relations

Mr. Melanson is responsible for sales and marketing to institutional investors, consultants and multi-family offices. Prior to joining Constitution Capital in March 2008, he was a Vice President at State Street Global Advisors where he was responsible for introducing investment solutions to the public fund marketplace. Prior to this, Mr. Melanson also worked in the firm's Relationship Management Group. Mr. Melanson earned his BA with a double major in International Relations and History from Clark University.



# **Confidentiality & Investment Performance Disclosure**

The Limited Partnership interests in Ironsides Partnership Fund VI, L.P. (the "Fund of Funds"), Ironsides Co-Investment Fund VI, L.P. (the "Co-investment Fund"), and Ironsides Opportunities Fund II, L.P. (the "Opportunities Fund" and, together with the Fund of Funds and Co-investment Fund, the "Funds") offered hereby have not been approved or disapproved by the U.S. Securities and Exchange Commission (the "SEC"), by the securities regulatory authority of any U.S. state, or by any similar authority of any other country or jurisdiction, and neither the SEC nor any such authority will do so. The Limited Partnership interests in the Funds (the "Interests") will not be registered under the Securities Act of 1933, as amended (the "Act") or the securities laws of any other country or jurisdiction. There will be no public market for the Interests. The offering and sale of the Interests will be exempt from registration in the U.S. pursuant to Regulation D promulgated under the Act. Each purchaser will be required to represent that it is acquiring the interest purchased by it for investment and not with a view to resale or distribution. Each purchaser must be prepared to bear the economic risk of the investment for an indefinite period because the Interests (1) cannot be sold unless it is subsequently registered under the Act or an exemption from such registration is available and (2) may be transferred or assigned only with the consent of the general partner of the Funds, as described in the Agreement of Limited Partnership of the Funds (the "Partnership Agreement").

The information contained herein is confidential and proprietary to Constitution Capital Partners, LLC ("Constitution Capital") and its affiliates and is being provided to the recipient, in confidence, on the understanding that the recipient will observe and comply with the terms and conditions set forth in this paragraph. These materials and the information contained herein may not be reproduced, provided or disclosed to others, or used for any other purpose, without the prior written authorization of Constitution Capital. The recipient's acceptance of these materials shall constitute an agreement to be bound by such terms and conditions.

Notwithstanding anything in the foregoing or anything else contained herein to the contrary, each prospective purchaser (and any employee, representative or other agent thereof) may disclose to any and all persons, without limitation of any kind, the tax treatment and tax structure of the offering, the ownership of Interests, and any potential transaction described herein and all materials of any kind (including and other tax analyses) that are provided to the prospective purchaser relating to such tax treatment and tax structure. For this purpose, "tax structure" does not include information relating to the identity of the Funds, the issuer of any securities held by the Funds, or any of their respective affiliates.

Constitution Capital or an affiliate of Constitution Capital will be the investment manager (the "Investment Manager") of each of the Funds. An affiliate of Constitution Capital will be the general partner of each of the Funds (the "General Partners"). The performance of investments managed by the investment team of Constitution Capital and its affiliates cannot be relied upon as indicative of the Funds' success. Constitution Capital and its affiliates are not making any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein and shall have no liability to the recipient or any other person resulting from the use of any such information. Only those representations or warranties, if any, that are made to the recipient in definitive documentation, and subject to such limitations and restrictions as may be specified by such documentation, shall have any legal effect.

Certain information contained herein constitutes "forward looking statements," which can be identified by the use of forward-looking terminology such as "may," "will," "should," "expect," "anticipate," "project," "estimate," "intend," "continue" or "believe" or the negatives thereof or other variations thereon or comparable terminology. Due to various risks and uncertainties, actual events or results or the actual performance of the Fund may differ materially from those reflected or contemplated in such forward-looking statements. The recent global outbreak of the 2019 novel coronavirus ("COVID-19"), together with resulting voluntary and U.S. federal and state and non-U.S. governmental actions, including, without limitation, mandatory business closures, public gathering limitations, restrictions on travel and quarantines, has meaningfully disrupted the global economy and markets. Although the long-term economic fallout of COVID-19 is difficult to predict, it has and is expected to continue to have ongoing material adverse effects across many, if not all, aspects of the regional, national and global economy.

Prior to purchasing any Interests in a Fund, prospective purchasers must obtain the subscription agreement (the "Subscription Agreement") and the form of the Limited Partnership Agreement for such Fund, which together contain important information, forms of agreements and other documents relating to the Fund and the offering of Interests. Each investor will be required to represent in its Subscription Agreement that it is not relying upon such Fund, General Partner or Constitution Capital Partners for investment or tax advice and that the investor has relied only on its own tax, legal or other advisors in purchasing Interests.

To ensure compliance with requirements imposed by the Internal Revenue Service, we inform you that any U.S. tax advice contained herein (i) is written in connection with the promotion or marketing by Ironsides Partnership Fund VI, L.P., Ironsides Co-Investment Fund VI, L.P., Ironsides Opportunities Fund II, L.P., and Constitution Capital Partners LLC of the offering and the transactions described herein, and (ii) is not intended or written to be used, and cannot be used by any taxpayer, for the purpose of avoiding U.S. tax penalties. You should seek advice based on your particular circumstances from an independent tax advisor.



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# **Confidentiality & Investment Performance Disclosure**

Constitution investment performance disclosed in this presentation is limited and may not reflect the performance in different economic and market cycles. There can be no assurance that similar performance will be experienced. Net of fees performance results reflect the deduction of all expenses actually paid including management fees. Gross of fees performance does not represent actual performance net of management fees or other expenses. Performance results do not reflect the deduction of advisory fees, carried interest allocations and other expenses. A client's return would be reduced by advisory fees, carried interest allocations and other expenses. The investment adviser's fees, and carried interest terms are described in Part 2A of the adviser's Form ADV. Because fees are deducted regularly, the compounding effect will be to increase the impact of the fee deduction on gross performance by a greater percentage than that of the annual fee charged. For example, if an account is charged a 1% management fee per year and has a gross performance of 12% during that same period, the compounding effect of the quarterly fee will result in an actual return of approximately 10.9%.

Past performance is no guarantee of future results. Investments subject to loss. Actual results may differ materially from those presented.

Historical funds, whereby the returns are presented in this document, utilize a line of credit to bridge capital calls which may amplify net IRR.





# Hamilton Lane Equity Opportunities Fund V

Prepared for: Massachusetts Water Resources Authority Retirement System (MWRA)

September 2021

Securities distributed in the United States by Hamilton Lane Securities LLC. Member FINRA, SIPC. Investment management services provided by Hamilton Lane Advisors, L.L.C. Please refer to page 50 for contact information.

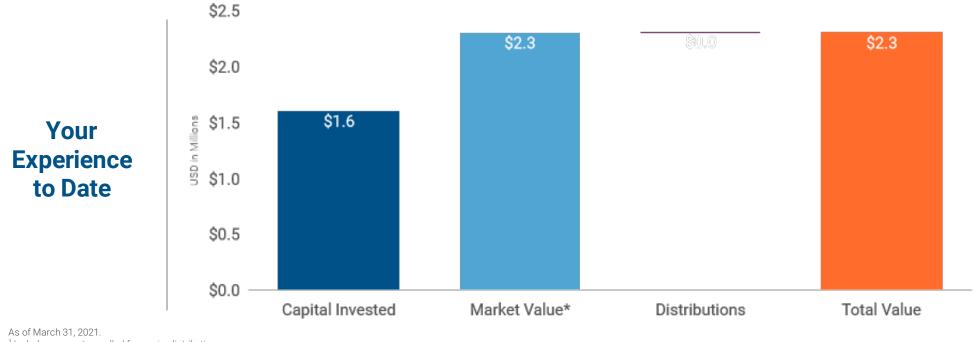
## Hamilton Lane Update



## **MWRA Experience**

## Exposure

| USD in Millions               |       |
|-------------------------------|-------|
|                               | SF V  |
| Committed                     | \$9.0 |
| Capital Invested <sup>1</sup> | \$1.6 |
| Market Value*                 | \$2.3 |
| Distributed                   | -     |
| Total Value                   | \$2.3 |
| Net MOIC                      | 1.5x  |
| Net IRR                       | 68.9% |



<sup>1</sup> Includes amounts recalled from prior distributions.

\*Based on unaudited financial information as of March 31, 2021.



# Equity Opportunities Fund V

## Investing directly into market-leading businesses alongside best-in-class lead GPs



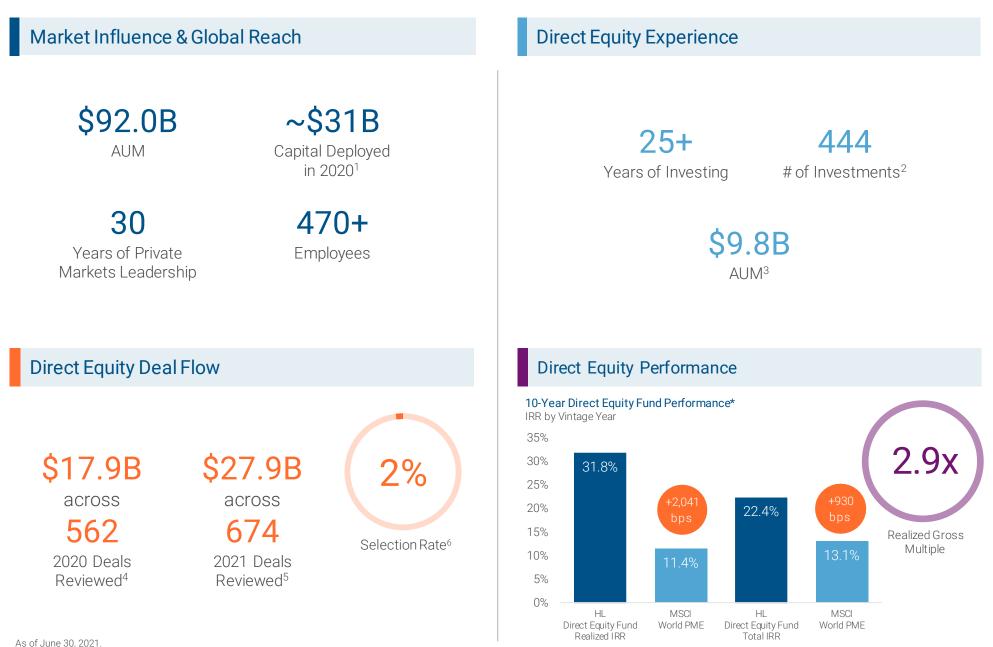
✓ Broadly Diversified

✓ SMID-Focus

✓ Seed Portfolio

✓ Fee Efficient

# Hamilton Lane Direct Equity Platform



\*1.9x Total MOIC. Represents all closed direct investments within the 10-year period for the Hamilton Lane Direct Equity Funds (Hamilton Lane Co-Investment Funds I, II, III, IV and V). All performance figures are gross of fees paid to Hamilton Lane. As shown in our 10-year by vintage direct equity fund track record on page 46. Please refer to endnotes in the Appendix for full composite performance information and additional endnotes. Past performance is not an indicator of future results.

## Longstanding Partner of Choice

# GPs offer direct equity opportunities to strategic investment partners to:

- Manage Portfolio Construction
- Build & Strengthen LP Relationships
- Contribute Necessary Capital
- Provide Additional Deal Perspective

# GP considerations when seeking strategic investment partners:

- ✓ Experienced Direct Investors
- ✓ Responsiveness
- ✓ Capital Certainty
- ✓ Ease of Interaction

## Hamilton Lane is an attractive, strategic investment partner of choice to GPs

**23** Direct Equity Investment Professionals\* \$9.8B+ Direct Equity AUM<sup>3</sup> \$17.9B Direct Equity Investment Deal Flow in 2020

As of June 30, 2021. \*Includes investment professionals who split time between Direct Equity and Fund and/or Secondary Investment Teams. Please refer to endnotes in the Appendix.

## **Influence Drives Access and Insights**



As of June 30, 2021.

\*As of March 31, 2021

\*\*Represents invested deals in Hamilton Lane Co-Investment Fund III (EO III), Hamilton Lane Co-Investment Fund IV (EO IV), and Hamilton Lane Equity Opportunities Fund V (EO V). Please refer to endnotes in the Appendix.

## **Experienced and Cohesive Team**

#### **Direct Equity Investment Committee**



Brian Gildea Global Head of Investments

Jeff Armbrister Global Head of Direct Equity Investments

Hartley Rogers Chairman



David Helgerson

Managing Director



Vice Chairman

Juan Delgaldo-

Moreira

Vice Chairman



Andrea Kramer

Co-Head of

Fund Investments



Tara Blackburn

Managing

Director





David Helgerson

Managing

Director



Collwyn Tan

Co-Head of Asia

Investments



Demetrius Sidberrv Managing Director

#### Investment Team







Collwyn Tan Managing Director



Jay Rosenberger Managing Director

Richard Hope\*

Managing Director



Chenkay Li Principal

Navef Perry

Managing Director

Ankur Dadhania

19+

Average # of years of MD direct investing experience

# 100%

Senior investment team with direct investing experience

🌔 Philadelphia 🦳 New York 🌔 San Diego 🔹 💭 London 🎧 Asia 🎧 Florida



As of June 30, 2021.

Legal

\*Investment professionals who splittime between Direct Equity and Fund and/or Secondary Investment Teams.

Hamilton Lane | Global Leader in the Private Markets

# Dynamic Portfolio Construction

# Solving for the Complex SMID and Growth Markets

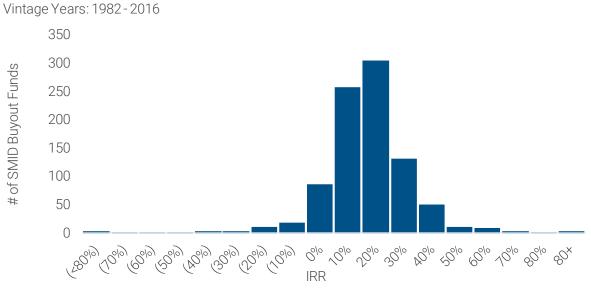
## SMID buyout has been an attractive risk-adjusted strategy

SMID Buyout Funds Dispersion of Returns

Plenty of choice in the SMID market, which brings its own challenges:

SMID Buyout Funds\*
811 bps
SMID Buyout outperformance

vs. MSCI World PME<sup>1</sup>



Source: Hamilton Lane Data via Cobalt (September 2021)

### The Solution – Equity Opportunities Fund V



Built in diversification



ation C



| creased operational |
|---------------------|

burden for LPs

De

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|---|--------|
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|   | $\sim$ |

Multiple layers of investment diligence

2000



\*SMID buyout funds vintages years from 1982 through 2016. <sup>1</sup> Hamilton Lane Data via Cobalt. Data includes 2017 vintage year as of March 31, 2021. Past performance is not an indicator of future results. Please refer to endnotes in the Appendix.

#### Hamilton Lane | Global Leader in the Private Markets

## How We Are Investing



Take

Share

Operational

Restructuring

Financial

Engineering

Cost

Takeout

Mid-Life

PIPES

For illustrative purposes only. Actual portfolio may differ from target portfolio.

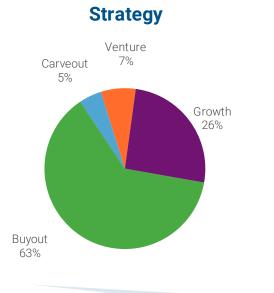
20-30%

**Special Situations** 

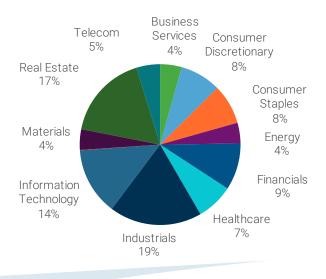
10-20%

## **Targeted Investment Approach**

### **Robust Deal Flow Across Spectrum**



#### **Sector**



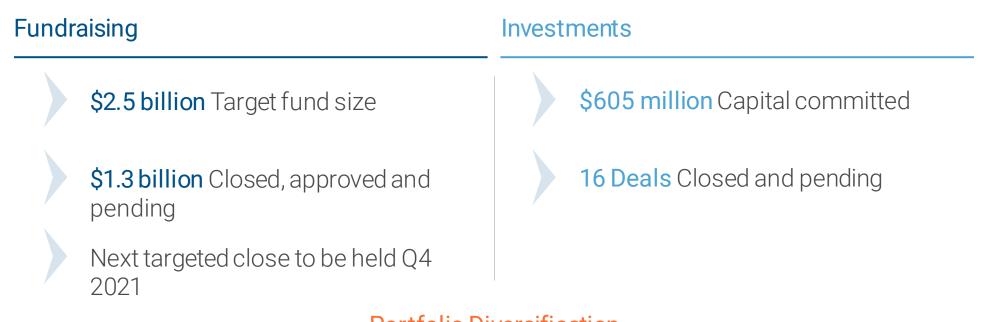
## ~\$751M in Capital Deployed Across Resilient & Growth-Oriented Assets\*



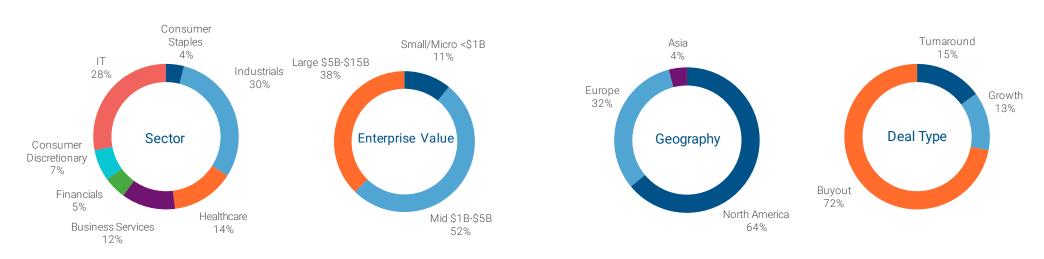
Hamilton Lane | Global Leader in the Private Markets

#### Proprietary and Confidential | 13

## Equity Opportunities Fund V Update



## Portfolio Diversification



As of September 16, 2021.

Diversification includes pending deals. Due to rounding, diversification percentages may not precisely reflect the absolute figures.



# **Our Approach**

## **Targeting Compelling Investment Opportunities**

## Three crucial elements that translate into a good investment

## Attractive Asset/Company

- Attractive Industry Dynamics
- Strong Competitive Positioning
- Robust Financial Performance
- Experienced Management Team
- ESG Incorporation

### The Right Investment Partner

- Experience/Expertise
- Track Record of Success
- Financial/Operational Resources
- Proven Value-Add Capabilities
- Alignment of Interests

### Compelling Investment Thesis

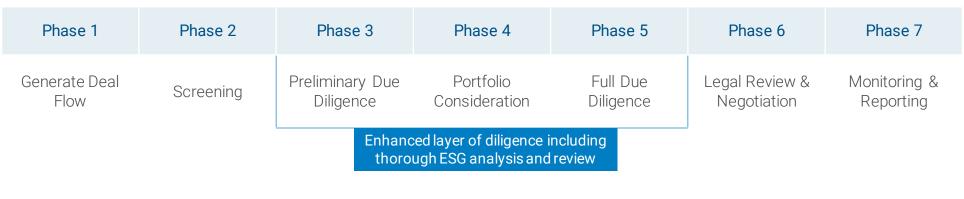
- Appropriate Valuation & Leverage
- Compelling Return Potential with Downside Protection
- Multiple Value Creation
   Opportunities
- Recession Resiliency

### **Targeted Investment Opportunity**

## **Robust Diligence Process**



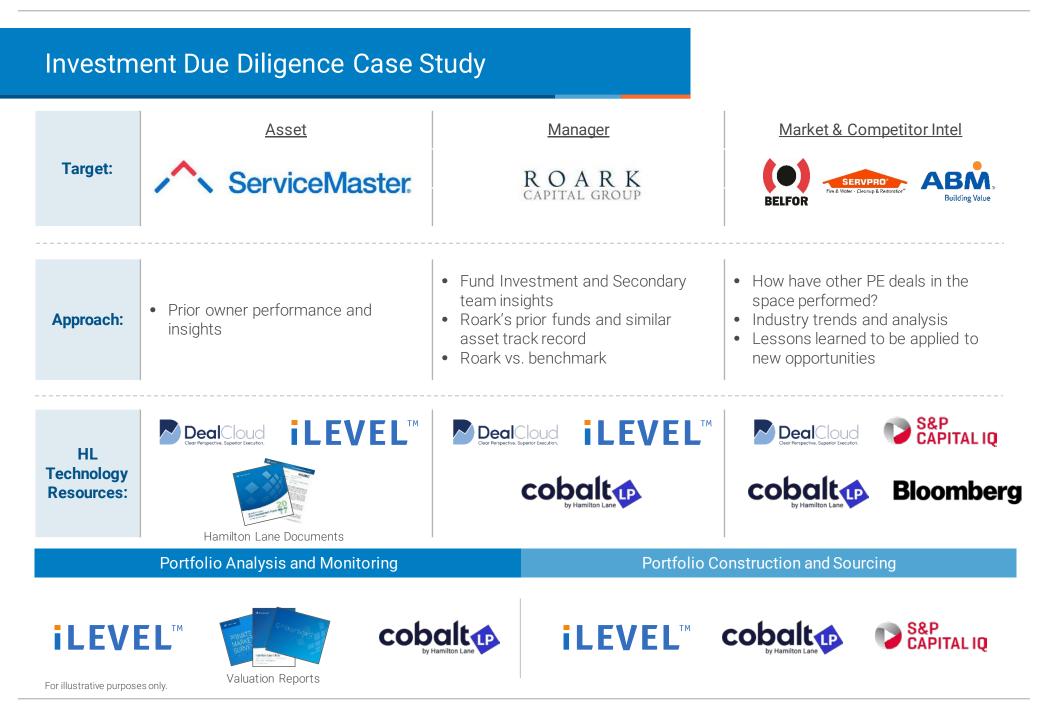
Every opportunity thoroughly evaluated and underwritten. Robust process, insights and analysis utilizing GP information and our expansive data and technology resources.



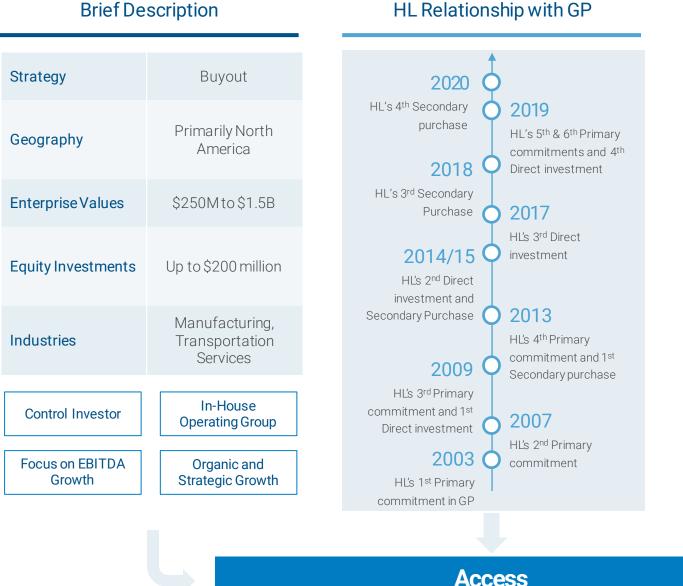
As of June 30, 2021.

\*Represents invested deals Hamilton Lane Co-Investment Fund III (EO III), Hamilton Lane Co-Investment Fund IV (EO IV), and Hamilton Lane Equity Opportunities Fund V (EO V).

## **Expansive Data and Analytics Platforms**



## Long-term, Deep GP Relationships



#### HL Experience and Exposure to GP<sup>1,4</sup>

Focus on transactions where Hamilton Lane has proprietary information that can give us an edge

#### Primary Commitments (6 Funds)\*\*

- \$1,567 million in capital committed
- Performance<sup>2</sup>:35.0% IRR
- TVPI<sup>3</sup>: 1.7x

#### Direct Equity Investments (3 Deals)\*\*

- \$174 million in capital committed
- Performance<sup>2</sup>:96.9% IRR
- TVPI<sup>3</sup>: 2.3x

#### Direct Credit Investments (1 Deal)\*\*

- \$15 million in capital committed
- Performance<sup>2</sup>:14.0% IRR
- TVPI<sup>3</sup>: 2.1x

#### Secondary Investments (4 Transactions)\*\*

- \$99 million in capital committed
- Performance<sup>2</sup>:41.2% IRR
- TVPI<sup>3</sup>: 1.6x

As of March 31, 2021.

For illustrative purpose only. Actual results may vary.

\*\*Investment capital committed, and performance numbers refer to sample case study noted above. Please refer to endnotes in the Appendix.

## **Investing Responsibly**

#### Firm-Wide Commitment to Impact & ESG

#### **Responsible Investment Committee**







Brian Gildea Head of Investments



Jackie Rantanen Head of Product Management & Co-Head of Impact Funds

**David Helgerson** Managing Director, Direct Equity Investments & Co-Head of Impact Funds

Ana Lei Ortiz Managing Director, Relationship Management



Managing Director, Relationship Management



& Global Head of Venture Capital and Growth

Dedicated, senior resources provide direction and oversight of firmwide Impact & ESG efforts

Ensure integrated Impact & ESG considerations throughout the investment cycle and portfolio management process

#### **Direct Equity Approach to ESG**

#### Integrates ESG considerations into the investment cycle and portfolio management process

#### **Due Diligence**

Assess & document ESG considerations/ opportunities

#### Portfolio Framework

Fund specific ESG rating system and restriction list

A+

А

#### Asset Monitoring

Tracking progress and key updates of initiatives

#### Internal Education

Ongoing assessment of our policies & best practices

#### Signatory to the United Nation's Principles for Responsible Investment since 2008



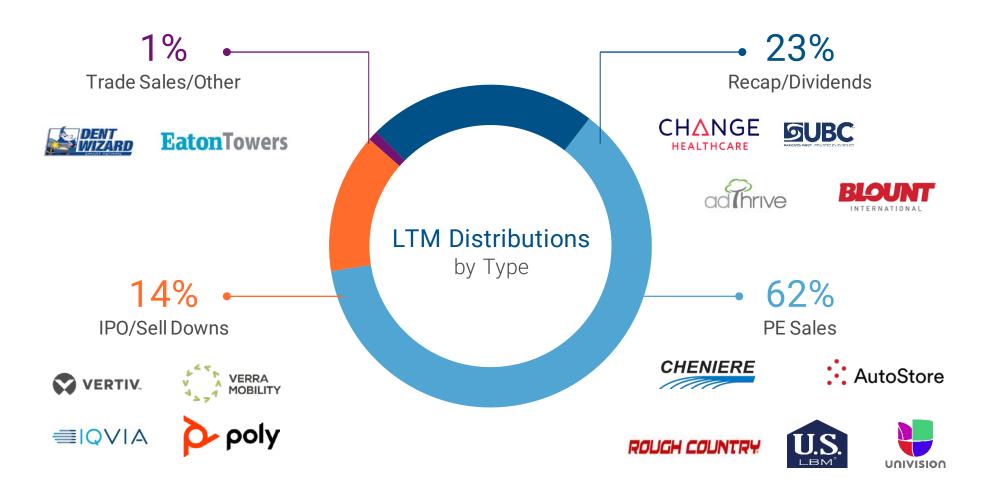
in Indirect Private Equity for the 2020 reporting cycle

in Strategy & Governance for the 2020 reporting cycle

# Long Term Value Creation

## Liquidity Reflects the Strength of Our Portfolios

Since 2015, we have distributed **\$3B+** across our Direct Equity funds



#### Funds were net distributors of capital over the LTM period, distributing over \$1.1B to LPs

\*Select investments with distributions over the LTM. As of September 14, 2021.

## **Recent Liquidity Events**

| ad   | o<br>nrive <sup>®</sup>                   | //. mo   | nday                            | . Aut   | oStore                                | ROUGH COUNTRY<br>SUSPENSION SYSTEMS                                      |            |  |  |
|--|---|--|---------------------------------|---|---------------------------------------|--|------------|--|--|
| Leading provider of services for con   |   |  | sed project<br>oftware provider |   | oftware company<br>ation technologies | Digitally native D2C brand catering to an off-road and outdoor lifestyle |            |  |  |
| Lead: Zelnick Med<br>Investment Date: N  |   | Lead: Insight Partners<br>Investment Date: June 2019   |                                 | Lead: Thomas H.<br>Investment Date:   |                                       | Lead: Gridiron<br>Investment Date: May 2017                              |            |  |  |
| Investment Detai   | Investment Details Investment Details     |  | Investment Deta                 | ils   | Investment Details                    |  |            |  |  |
| Deal Type: GrowthDeal Type: GrowthIndustry: ITSector: ITHQ Region: North AmericaHQ Region: Middle East   |   | Deal Type: Buyout<br>Sector: Industrials<br>HQ Region: Europe  | 3                               | Deal Type: Buyout<br>Sector: Consumer Discretionary<br>HQ Region: North America   |                                       |  |            |  |  |
| Snapshot Snapshot  |   |  | Snapshot                        |   | Snapshot                              |  |            |  |  |
| <ul> <li>Largest and one of only three strategic partners in the transaction</li> <li>HL was familiar with the Sponsor, having backed their most recent fund and previously invested alongside them.</li> <li>In August 2021, AdThrive was sold to BlackRock and Strategic Partners at a TEV of ~\$1.4 billion</li> <li>HL leveraged prior secondary sourcing and diligence alongside GP</li> <li>In June 2021, Monday.com priced its U.S. IPO above its marketed range to raise \$574M at a \$6.8B valuation.</li> <li>IPO price equated to a value of ~4.0x our investment (vs. 3.31.21 mark of 1.5x)</li> </ul> |   | <ul> <li>One of only four strategic partners<br/>in the transaction</li> <li>Best-in-class Sponsor with a<br/>significant focus on automation<br/>through recent investment<br/>experience</li> <li>In April 2021, SoftBank agreed to<br/>acquire a 40% stake in AutoStore<br/>at a \$2.8B valuation. The deal<br/>implies a ~5.8x MOIC and ~2.3x<br/>DPI</li> </ul> |                                 | <ul> <li>Involved as a strategic partner to<br/>the Sponsor prior to deal<br/>exclusivity and also their largest<br/>investment partner in the<br/>transaction</li> <li>In July 2021, the Sponsor<br/>completed the sale of Rough<br/>Country to TSG Consumer<br/>Partners</li> <li>The exit generated an ~5.1x MOIC</li> </ul> |                                       |  |            |  |  |
| ~7.0x<br>MOIC*   | 96%<br>IRR                                | ~6.0x<br>MOIC*   | 133%<br>IRR                     | 5.8x<br>MOIC  | 159%<br>IRR                           | ~5.1x<br><sup>MOIC*</sup>  | 50%<br>IRR |  |  |
| ✓ GP Expertise   | ✓ GP Expertise ✓ GP Expertise             |  | ✓ GP Expertise                  |   | ✓ GP Expertise                        |  |            |  |  |
| ✓ Proprietary Dea  | ✓ Proprietary Deal ✓ Co-underwritten Deal |  |                                 | ✓ Proprietary Dea   | al                                    | ✓ Advantaged Deal  |            |  |  |
| ✓ SMID Deal ✓ SMID Deal  |   |  |                                 | ✓ SMID Deal   |                                       | ✓ SMID Deal  |            |  |  |
| ✓ Expected Outsized Returns ✓ Expected O   |   | ✓ Expected Outsi   | zed Returns                     | ✓ Expected Outsized Returns   |                                       | ✓ Expected Outsized Returns  |            |  |  |

\*Estimated return profile based on pending transaction details. Projected returns are subject to change regarding exact timing and amounts.

As of June 30, 2021.

Please refer to pages 39-41 for a complete list of holdings in Hamilton Lane Co-Investment Fund III (EO III) and Hamilton Lane Co-Investment Fund IV (EO IV).

## Long Term Success – Case Studies

|  |  | ENT<br>IZARD                                | RESEA  |                                      | U.   | <b>S</b> . |  |
|--|--|---|--|--------------------------------------|--|------------|--|
| Glass manufacturing and<br>packaging provider  | Leading provider of automotive<br>reconditioning services  |   |  | linical contract<br>rganization      | One of the largest building products distributors in the U.S.  |            |  |
| Lead: KPS<br>Investment Date: June 2014  | Lead: Gridiron<br>Investment Date  | ead: Gridiron<br>nvestment Date: April 2015 |  | January 2016                         | Lead: Kelso & Company<br>Investment Date: August 2015  |            |  |
| Investment Details   | Investment Detai   | ls  | Investment Deta  | ils                                  | Investment Details   |            |  |
| Deal Type: Buyout  | Deal Type: Buyou   | ıt  | Deal Type: Buyout  |                                      | Deal Type: Buyout  |            |  |
| Sector: Materials  | Sector: Consume  | Sector: Consumer Discretionary              |  | e                                    | Sector: Materials  |            |  |
| HQ Region: North America HQ Region   |  | North America HQ Region: North America      |  |                                      | HQ Region: North America   |            |  |
| Snapshot Snapshot  |  |   | Snapshot   |                                      | Snapshot   |            |  |
| <ul> <li>One of only two equity partners in<br/>the transaction</li> </ul>   | <ul> <li>Involved as a strategic partner<br/>prior to deal exclusivity</li> </ul>  |   | <ul> <li>Involved as a st<br/>prior to deal exc</li> </ul>   |                                      | <ul> <li>Advantaged deal where HL was<br/>able to secure desired allocation</li> </ul>   |            |  |
| <ul> <li>Used expansive GP network to<br/>gather intel on the niche premium</li> </ul>                                 | Extensive pipeline of other auto<br>services deals provided a strong   |   | <ul> <li>Leveraged learn<br/>successful inverties</li> </ul> |                                      | in a highly sought-after equity investment   |            |  |
| <ul> <li>glass packaging industry</li> <li>Forced-seller dynamic as part of<br/>an FTC mandated divestiture</li> </ul> | diligence angle<br>• Announced sale to Dealer Tire, a<br>Bain Capital portfolio company,<br>in January 2020. The<br>transaction closed in February<br>2020 |   | clinical researc<br>space<br>• Sold to Charles               | h organization<br>River Laboratories | HL's successful track-record<br>investing in the materials space<br>aided diligence  |            |  |
| process for antitrust purposes   |  |   | in April 2018  |                                      | <ul> <li>Sold to Bain Capital in November<br/>2020, via a competitive process<br/>and at a meaningful uplift to the<br/>holding value</li> </ul> |            |  |
| • Exited in December 2016 after 2.5-<br>year hold via a strategic sale   |  |   |  |                                      |  |            |  |
| 5.0x 137%<br>MOIC IRR  | <b>3.2x</b><br>моіс  | 34%<br>IRR                                  | 3.0x<br>MOIC   | 68%<br>IRR                           | <b>2.6х</b><br>моіс  | 21%<br>IRR |  |
| ✓ GP Expertise   | ertise ✓ GP Expertise  |   | ✓ GP Expertise   |                                      | ✓ GP Expertise   |            |  |
| ✓ Proprietary Deal ✓ Co-underwritten D   |  | n Deal                                      | ✓ Co-underwritte   | n Deal                               | ✓ Advantaged Deal  |            |  |
| ✓ SMID Deal  | ✓ SMID Deal  |   | ✓ SMID Deal  |                                      | ✓ SMID Deal  |            |  |
| ✓ Outsized Returns   | ✓ Outsized Return  | ns  | ✓ Outsized Retur   | ns                                   | ✓ Outsized Returns   |            |  |

As of June 30, 2021.

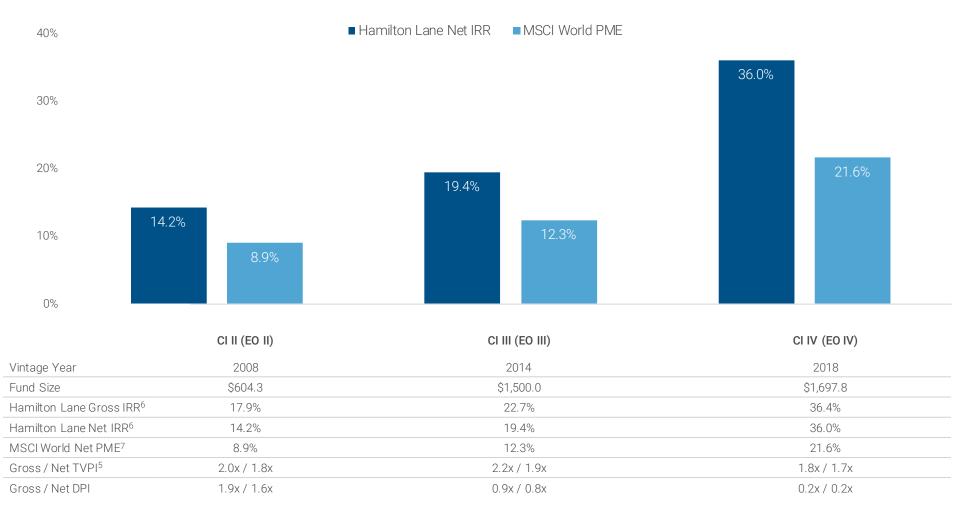
Please refer to page 39 for a complete list of holdings in Hamilton Lane Co-Investment Fund III (EO III).

## Strong Long-Term Performance

## Strong returns and outperformance vs. the public markets

### Hamilton Lane Direct Equity Track Record<sup>1</sup>

As of June 30, 2021



Past performance is not a reliable indicator of future performance. Please refer to page 35 for the full performance information of all funds in the Hamilton Lane Direct EquityTrack Record. Please see footnotes in the appendix.

## Fee & Administratively Efficient Structure

### Hamilton Lane Equity Opportunities Fund V

| Target Size                 | \$2.5B   |                       |  |  |  |  |
|-----------------------------|--|-----------------------|--|--|--|--|
| Minimum Commitment          | \$5M   |                       |  |  |  |  |
| Commitment Period           | 5 ye   | 5 years               |  |  |  |  |
| Partnership Term            | 12 y   | ears                  |  |  |  |  |
| Hamilton Lane Commitment    | 1%   |                       |  |  |  |  |
| Fee Structures <sup>1</sup> | <u>1*</u>  | 2                     |  |  |  |  |
| Management Fees             | 1% on<br>committed   | 1% on<br>net invested |  |  |  |  |
| Carried Interest            | 10.0% 12.5%  |                       |  |  |  |  |
| Preferred Return            | 8%   |                       |  |  |  |  |
| Size Discounts              | ≥\$100M = 0.9% management fee<br>≥\$250M = 0.8% management fee |                       |  |  |  |  |

\*On committed capital during the investment period, switching to invested capital thereafter.



For illustrative purposes only. Actual portfolio may differ from target portfolio.

<sup>1</sup> Choice of Fee Structure 2 is available only to Limited Partners with a total fund commitment of \$25M or greater.



# **Our Culture**

## Living Our Mission

Our success as investors, as partners with our clients, as colleagues, and as members of a wider community, means we enrich the lives of our:

## Communities

## Beneficiaries

## **Investing Partners**

Employees





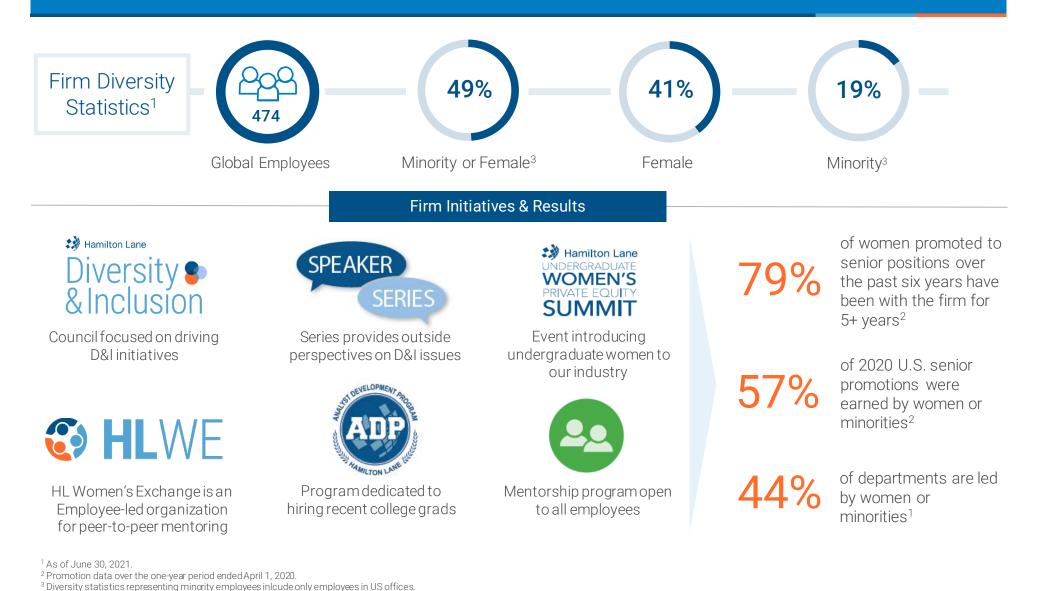






## **Employee Diversity & Development**

Hamilton Lane has continued to develop a diverse workforce by creating an inclusive work environment, hiring diverse talent and focusing on development



Hamilton Lane | Global Leader in the Private Markets



# **Beyond Investments**

## Data & Transparency Are Now "Must-Haves"

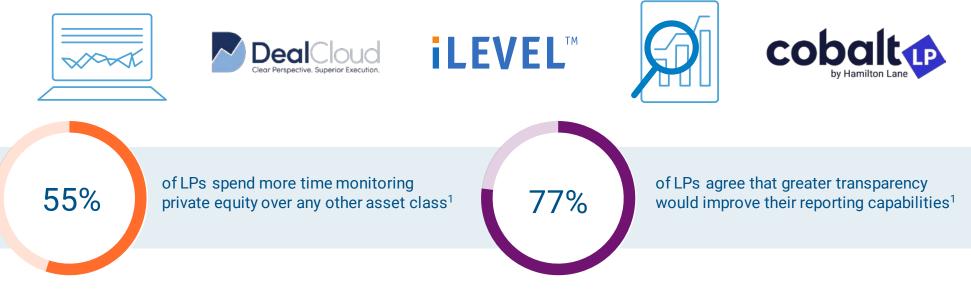
LPs require more data and transparency. We provide it.

### **Evolving Data Challenges**

- Good data is hard to come by
- Lack of oversight and dedicated teams
- Portfolio monitoring is complex and time-consuming
- Investors constrained by static data sources

### Today's Demands

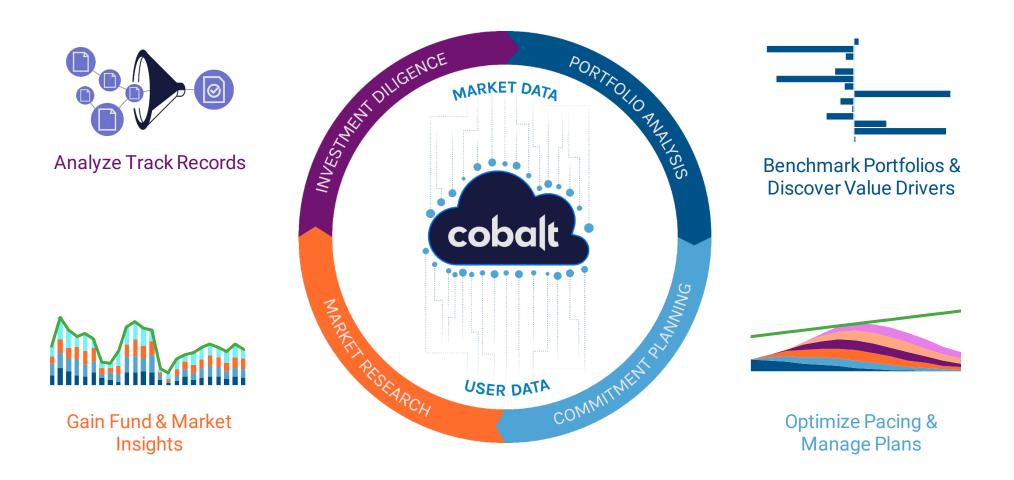
- Portfolio management and planning
- Risk management
- Compliance with new regulatory rules
- Informed investment decisions
- Trend analysis



<sup>1</sup> Source: Ernst and Young 2016 Global Private Equity Survey.

### How Cobalt Benefits LPs

### Cobalt provides private markets investors with aggregate, transparent data and real-time analysis



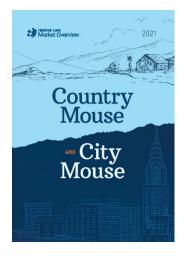
All EO V Investors receive preferential pricing;

Product Investors with a commitment of \$40M+ will receive a three-year Cobalt subscription at **no** additional cost

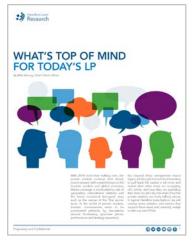
## More Than Investments

### Our clients benefit from our private markets expertise and insights

### Annual Market Overview



### Industry Papers & Quarterly Newsletters



### Hamilton Lane University



### Annual Investor Summit



Topical information on industry trends, themes and issues via market overview presentation and annual publication Quarterly newsletter highlighting private markets insights, product updates and firm news

Hamilton Lane University helps clients develop a more comprehensive understanding of the innerworkings of the private markets asset class Annual event for all product investors that includes a presentation of the annual Market Overview, an interactive panel of industryleading GPs and detailed updates on Hamilton Lane's current and future products



# **Review of Funds**

### Hamilton Lane Direct Equity Fund Performance<sup>1</sup>

As of June 30, 2021

USD in Millions

| Fund Name <sup>7</sup>                           | Vintage<br>Year | Fund<br>Size          | Capital<br>Invested <sup>3</sup> | Distributions | Market<br>Value <sup>4</sup> | Total<br>Value <sup>4</sup> | Gross<br>Multiple <sup>5</sup> | Net<br>Multiple⁵ | Gross<br>IRR <sup>6</sup> | Net<br>IRR <sup>6</sup> | Gross Spræd<br>vs. MSCI<br>World PME<br>(bps) <sup>7</sup> | Net Spread<br>vs.MSCI<br>World PME<br>(bps) <sup>7</sup> |
|--|-----------------|-----------------------|----------------------------------|---------------|------------------------------|-----------------------------|--------------------------------|------------------|---------------------------|-------------------------|--|--|
| Pre-Fund <sup>2</sup>                            | N/A             | N/A                   | 243.8                            | 471.7         | -                            | 471.7                       | 1.9                            | 1.8              | 21.3%                     | 17.0%                   | 1,600 bps  | 1,150 bps  |
| Co-Investment Fund (EO I)                        | 2005            | 604.3                 | 577.5                            | 583.4         | 1.0                          | 584.4                       | 1.0                            | 0.9              | 0.2%                      | (1.3%)                  | (319 bps)  | (502 bps)  |
| Co-Investment Fund II (EO II) $^{9}$             | 2008            | 1,194.7               | 1,147.8                          | 2,130.2       | 221.8                        | 2,352.1                     | 2.0                            | 1.8              | 17.9%                     | 14.2%                   | 925 bps  | 534 bps  |
| Co-Investment Fund III(EO III) <sup>89</sup>     | 2014            | 1,500.0               | 1,261.6                          | 1,132.6       | 1,638.3                      | 2,770.9                     | 2.2                            | 1.9              | 22.7%                     | 19.4%                   | 1,042 bps  | 710 bps  |
| Co-Investment Fund IV (EO IV) $^{8}$             | 2018            | 1,697.8               | 1,449.0                          | 272.8         | 2,371.3                      | 2,644.0                     | 1.8                            | 1.7              | 36.4%                     | 36.0%                   | 1,663 bps  | 1,440 bps  |
| Equity Opportunities Fund V (EO V) <sup>89</sup> | 2021            | 2,500.0 <sup>10</sup> | 158.7                            | -             | 158.2                        | 158.2                       | 1.0                            | 0.9              | N/M                       | N/M                     | N/M  | N/M  |

Hamilton Lane Co-Investment Fund II (EO II) includes an affiliated Hamilton Lane vehicle investing alongside the fund. Hamilton Lane Co-Investment Fund III (EO III) fund size includes all mandates investing as part of the Hamilton Lane Co-Investment Fund III (EO III) program. The remaining Hamilton Lane Co-Investment Fund III (EO III) program. The remaining Hamilton Lane Co-Investment Fund III (EO III) program, with the exception of one vehicle participating in the Hamilton Lane Co-Investment Fund III (EO III) program, with the exception of one vehicle participating in the Hamilton Lane Co-Investment Fund III (EO III) program. Hamilton Lane Co-Investment Fund III (EO III) program, with the exception of one vehicle participating in the Hamilton Lane Co-Investment Fund III (EO III) program. Hamilton Lane Co-Investment Fund III (EO III) net performance reflects the main vehicle's performance but excludes affiliated vehicles which invest alongside the main vehicle as a fund program participant or otherwise, due to differences in terms. Please refer to endnotes in Appendix.

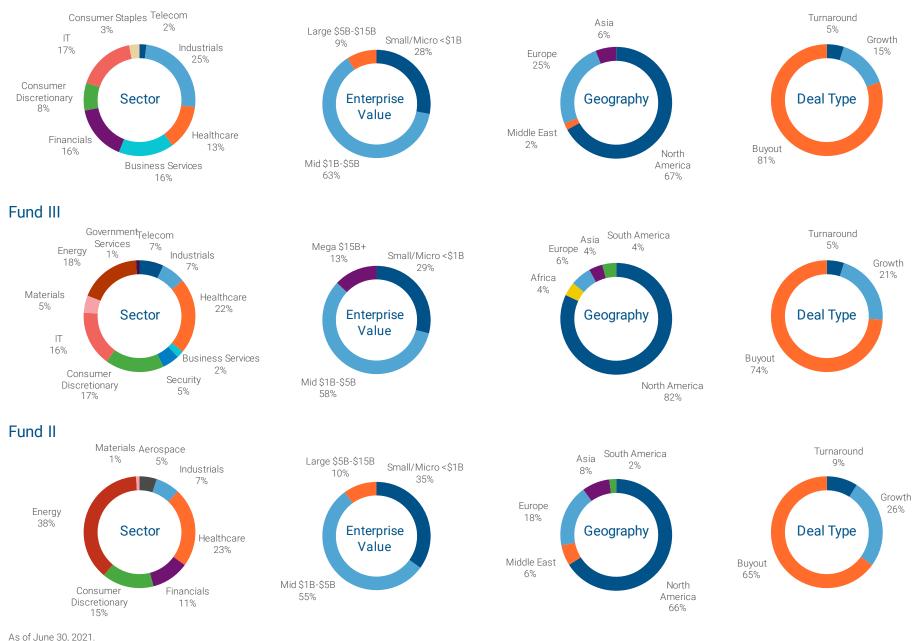
# Fund V Portfolio Activity

| Company                                | GP                    | Size (\$M USD) | Sector                 | Region        | Investment<br>Date |
|--|-----------------------|----------------|------------------------|---------------|--------------------|
| AIT Worldwide Logistics                | The Jordan Company    | \$30           | Industrials            | U.S.          | Apr-21             |
| Bloomreach                             | NewView Capital       | \$17           | IT                     | U.S.          | Apr-21             |
| CoreLogic                              | Stone Point Capital   | \$50           | Business Services      | U.S.          | Apr-21             |
| Project Magnify                        | Stone Point Capital   | \$24           | IT                     | U.S.          | May-21             |
| Symeres                                | Keensight Capital     | \$22           | Healthcare             | Europe        | May-21             |
| Symeres                                | Thoma Bravo           | \$38           | IT                     | U.S.          | Jun-21             |
| Project Magenta                        | STG Partners          | \$49           | IT                     | U.S.          | Jul-21             |
| Proofpoint                             | Thoma Bravo           | \$33           | IT                     | U.S.          | Aug-21             |
| Philips Domestic Appliances            | Hillhouse             | \$40           | Consumer Discretionary | Europe        | Aug-21             |
| Davies                                 | BC Partners           | \$23           | Business Services      | Europe        | Sep-21             |
| Project Magenta (Follow on Investment) | STG Partners          | \$7            | IT                     | U.S.          | TBD                |
| Company A                              | TAAssociates          | \$33           | Financials             | North America | TBD                |
| Company B                              | Platinum Equity       | \$60           | Industrials            | Europe        | TBD                |
| Company C                              | CMC Capital Partners  | \$25           | Consumer Staples       | Asia Pacific  | TBD                |
| Company D                              | Nordic Capital        | \$62           | Healthcare             | U.S.          | TBD                |
| Company E                              | Centerbridge Partners | \$44           | Industrials            | U.S.          | TBD                |
| Company F                              | Platinum Equity       | \$50           | Industrials            | Europe        | TBD                |

As of September 16, 2021.

# Portfolio Diversification-Prior Funds

Fund IV



Due to rounding, diversification my not precisely reflect absolute figures. Please refer to page 48 for the underlying industries associated with their respective sector as represented by the standard GICS code index.



# Appendix

# Co-Investment Fund III Portfolio (EO III)

#### USD in Millions

| Hamilton Lane Co-Investment Fund III <sup>34</sup> (EO III) |                            |                 |                 |                             |                   |         |            |                        |  |
|---|----------------------------|-----------------|-----------------|-----------------------------|-------------------|---------|------------|------------------------|--|
| Company   | General Partner            | Investment Date | Publicly Traded | Total Invested <sup>1</sup> | Total Distributed | NAV     | Gross MOIC | Gross IRR <sup>2</sup> |  |
| Anchor Glass  | KPS                        | Jun-14          |                 | \$15                        | \$76              | -       | 5.0x       | 137%                   |  |
| Venari Resources  | Warburg Pincus             | Jun-14          |                 | \$17                        | -                 | -       | 0.0x       | (100%)                 |  |
| Dent Wizard   | Gridiron Capital           | Apr-15          |                 | \$35                        | \$113             | \$2     | 3.2x       | 34%                    |  |
| Eaton Towers  | Ethos Private Equity       | Jun-15          |                 | \$33                        | \$70              | -       | 2.1x       | 18%                    |  |
| US LBM Holdings   | Kelso & Company            | Aug-15          |                 | \$51                        | \$133             | -       | 2.6x       | 21%                    |  |
| Ajax Resources  | Kelso & Company            | Oct-15          |                 | \$24                        | \$56              | -       | 2.3x       | 31%                    |  |
| MPI Research  | Avista Capital Partners    | Jan-16          |                 | \$22                        | \$66              | -       | 3.0x       | 68%                    |  |
| Poly (fka Polycom, Inc.)                                    | Siris Capital Group        | Sep-16          | $\checkmark$    | \$43                        | \$62              | -       | 1.4x       | 20%                    |  |
| Syneos Health (fka inVentiv)                                | Thomas H. Lee Company      | Nov-16          | $\checkmark$    | \$19                        | \$48              | -       | 2.6x       | 24%                    |  |
| Discovery Midstream   | TPG Capital                | Jul-17          |                 | \$48                        | \$120             | -       | 2.5x       | 132%                   |  |
| Exited Deals**  |                            |                 |                 |                             |                   |         | 2.4x       |                        |  |
| Jonah Energy  | TPG Capital                | May-14          |                 | \$29                        | \$4               | -       | 0.1x       | (100%)                 |  |
| Injured Workers Pharmacy                                    | ACON Investments           | Aug-14          |                 | \$15                        | -                 | \$27    | 1.8x       | 9%                     |  |
| Sinopec Marketing   | Fosun Capital              | Feb-15          | $\checkmark$    | \$50                        | \$8               | \$76    | 1.7x       | 9%                     |  |
| Aveanna Healthcare (fka PSA Healthcare)                     | J.H. Whitney               | Mar-15          |                 | \$48                        | -                 | \$181   | 3.8x       | 28%                    |  |
| Abengoa Projects Warehouse (APW)                            | EIG Global Energy Partners | Mar-15          |                 | \$57                        | \$17              | \$35    | 0.9x       | (3%)                   |  |
| Driven Brands   | Roark Capital              | Jun-15          |                 | \$45                        | \$20              | \$254   | 6.1x       | 39%                    |  |
| ADT Security  | Apollo Management          | May-16          | $\checkmark$    | \$65                        | \$41              | \$73    | 1.7x       | 15%                    |  |
| Blount International  | P2 Capital Partners        | May-16          |                 | \$39                        | \$38              | \$58    | 2.5x       | 24%                    |  |
| Cooper Group  | Charterhouse               | Sep-16          |                 | \$49                        | -                 | \$139   | 2.9x       | 25%                    |  |
| Imagine! Print Solutions                                    | Oak Hill Capital           | Oct-16          |                 | \$33                        | \$8               | -       | 0.2x       | (100%)                 |  |
| Jimmy John's  | Roark Capital              | Oct-16          |                 | \$58                        | \$9               | \$49    | 1.0x       | 0%                     |  |
| Rackspace   | Apollo Management          | Nov-16          | $\checkmark$    | \$52                        | \$31              | \$86    | 2.3x       | 20%                    |  |
| Vertiv (fka Emerson Network Power)                          | Platinum Equity            | Nov-16          | $\checkmark$    | \$72                        | \$141             | \$65    | 2.9x       | 51%                    |  |
| Worldwide Express   | Ridgemont Equity Partners  | Feb-17          |                 | \$37                        | \$10              | \$91    | 2.7x       | 27%                    |  |
| Air Methods   | American Securities        | Apr-17          |                 | \$49                        | \$1               | \$80    | 1.7x       | 13%                    |  |
| Outcome Health  | Goldman Sachs & Co.        | Apr-17          |                 | \$39                        | -                 | \$2     | 0.1x       | (50%)                  |  |
| RoughCountry  | Gridiron Capital           | May-17          |                 | \$29                        | \$34              | \$113   | 5.0x       | 50%                    |  |
| DexKo   | KPS                        | Jul-17          |                 | \$28                        | -                 | \$58    | 2.1x       | 21%                    |  |
| Securus Technologies  | Platinum Equity            | Jul-17          |                 | \$34                        | -                 | \$80    | 2.4x       | 25%                    |  |
| CyberSpace Solutions  | Riordan, Lewis & Haden     | Sep-17          |                 | \$13                        | -                 | \$8     | 0.6x       | (14%)                  |  |
| International Car Wash Ltd.                                 | Roark Capital              | Sep-17          |                 | \$29                        | -                 | \$62    | 2.2x       | 23%                    |  |
| Smile Doctors   | Linden                     | Oct-17          |                 | \$34                        | -                 | \$57    | 1.7x       | 15%                    |  |
| Uber  | Dragoneer                  | Jan-18          | $\checkmark$    | \$53                        | \$28              | \$42    | 1.3x       | 9%                     |  |
| Total   | -                          |                 |                 | \$1,262                     | \$1,133           | \$1,638 | 2.2x       | 22.7%*                 |  |

The figures in the chart above reflect all vehicles within the Co-Investment Fund III (EO III) program, with the exception of one vehicle participating in the Co-Investment Fund III (EO III) program which did not participate in investments prior to its entry into the Co-Investment Fund III (EO III) program.

\*19.4% Net IRR as of June 30, 2021. Fund net performance reflects the main vehicle's performance but excludes vehicles which invest in the Co-Investment Fund III (EO III) program due to differences in terms. \*\*Exited deals represent investments that have been fully realized

For valuations of unexited publicly traded investments, please refer to the publicly listed share price. Chart does not include investments closed or distributions received subsequent to June 30, 2021. It should not be assumed that recommendations made in the future will be profitable or will equal the performance of the securities on this list.

Please refer to important footnotes on page 43.

# Co-Investment Fund IV Portfolio (EO IV)

| Hamilton Lane Co-Investment Fund IV <sup>3,4</sup> (EO IV) |                            |                 |                 |                             |                   |       |            |           |  |
|--|----------------------------|-----------------|-----------------|-----------------------------|-------------------|-------|------------|-----------|--|
| Company  | General Partner            | Investment Date | Publicly Traded | Total Invested <sup>1</sup> | Total Distributed | NAV   | Gross MOIC | Gross IRR |  |
| United BioSource Corporation                               | Avista Capital Partners    | Jan-18          |                 | \$15                        | \$7               | \$63  | 4.7x       | 59%       |  |
| International Automotive Components (IAC)                  | Gamut Capital              | Apr-18          |                 | \$25                        | -                 | \$63  | 2.5x       | 38%       |  |
| LegalShield  | Stone Point Capital        | Apr-18          |                 | \$38                        | \$38              | \$55  | 2.5x       | 50%       |  |
| AdThrive   | ZM Capital                 | May-18          |                 | \$21                        | \$47              | \$111 | 7.6x       | 96%       |  |
| Horizon Telcom   | Novacap Management         | Jun-18          |                 | \$13                        | -                 | \$24  | 1.8x       | 23%       |  |
| Sound Inpatient Physicians                                 | Summit Partners            | Jun-18          |                 | \$40                        | -                 | \$73  | 1.8x       | 22%       |  |
| Mitchell International                                     | Stone Point Capital        | Jun-18          |                 | \$48                        | -                 | \$74  | 1.5x       | 17%       |  |
| Minimax Viking   | Intermediate Capital       | Jul-18          |                 | \$22                        | -                 | \$36  | 1.7x       | 19%       |  |
| Verra Mobility (fka American Traffic Solutions)            | Gores                      | Jul-18          | $\checkmark$    | \$40                        | \$40              | \$22  | 1.6x       | 26%       |  |
| Husky Injection Molding Systems                            | Platinum Equity            | Aug-18          |                 | \$40                        | \$8               | \$61  | 1.7x       | 23%       |  |
| EagleView  | Clearlake Capital          | Aug-18          |                 | \$30                        | -                 | \$41  | 1.4x       | 11%       |  |
| S2H Group  | Charterhouse               | Aug-18          |                 | \$29                        | -                 | \$47  | 1.6x       | 21%       |  |
| BDP International  | Greenbriar Equity          | Nov-18          |                 | \$15                        | \$6               | \$27  | 2.2x       | 37%       |  |
| Dun & Bradstreet   | Thomas H. Lee Company      | Dec-18          | $\checkmark$    | \$41                        | -                 | \$113 | 2.7x       | 53%       |  |
| FleetPride   | American Securities        | Dec-18          |                 | \$47                        | -                 | \$46  | 1.0x       | 0%        |  |
| Luminor  | Blackstone                 | Jan-19          |                 | \$37                        | -                 | \$41  | 1.1x       | 6%        |  |
| BELFOR   | American Securities        | Mar-19          |                 | \$21                        | -                 | \$45  | 2.2x       | 82%       |  |
| Amer Sports  | FountainVest               | Mar-19          |                 | \$25                        | -                 | \$28  | 1.1x       | 4%        |  |
| Direct ChassisLink   | Apollo Management          | Apr-19          |                 | \$40                        | -                 | \$63  | 1.6x       | 23%       |  |
| Transact   | Reverence Capital Partners | Apr-19          |                 | \$25                        | -                 | \$42  | 1.3x       | 13%       |  |
| Colibri  | Gridiron Capital           | Apr-19          |                 | \$27                        | \$7               | \$56  | 2.4x       | 50%       |  |
| Tarsus Group   | Charterhouse               | May-19          |                 | \$43                        | -                 | \$16  | 0.4x       | (41%)     |  |
| Monday.com   | Insight Partners           | Jun-19          |                 | \$25                        | -                 | \$137 | 5.5x       | 133%      |  |
| Nextech Systems  | Thomas H. Lee Company      | Jun-19          |                 | \$35                        | -                 | \$36  | 1.0x       | 1%        |  |
| J.S. Held  | Kelso & Company            | Jun-19          |                 | \$40                        | -                 | \$65  | 1.6x       | 27%       |  |
| Sagemcom   | Charterhouse               | Jun-19          |                 | \$23                        | -                 | \$44  | 2.0x       | 40%       |  |
| Advisor Group  | Reverence Capital Partners | Jul-19          |                 | \$66                        | -                 | \$108 | 1.7x       | 32%       |  |
| Electronics for Imaging                                    | Siris Capital Group        | Jul-19          |                 | \$50                        | -                 | \$68  | 1.4x       | 17%       |  |
| AutoStore  | Thomas H. Lee Company      | Jul-19          |                 | \$49                        | \$113             | \$171 | 5.8x       | 159%      |  |
| YES Network  | RedBird Capital            | Aug-19          |                 | \$30                        | \$4               | \$20  | 0.8x       | (13%)     |  |
| Howden Group   | KPS                        | Nov-19          |                 | \$35                        | -                 | \$57  | 1.6x       | 34%       |  |
| Grede  | Gamut Capital              | Dec-19          |                 | \$26                        | -                 | \$28  | 1.1x       | 5%        |  |
| Retina Consultants of America                              | Webster Capital            | Jan-20          |                 | \$48                        | -                 | \$66  | 1.4x       | 30%       |  |
| Sogo Medical   | Polaris Capital            | Jan-20          |                 | \$32                        | _                 | \$42  | 1.3x       | 22%       |  |

The Hamilton Lane Co-Investment Fund IV (EO IV) Track Record continues on page 41. Please refer to important footnotes on the page 43.

# Co-Investment Fund IV Portfolio (EO IV) cont.

| USD in Millions   |                         |                 |                 |                             |                   |         |            |                        |  |  |
|---|-------------------------|-----------------|-----------------|-----------------------------|-------------------|---------|------------|------------------------|--|--|
| Hamilton Lane Co-Investment Fund IV <sup>34</sup> (EO IV) |                         |                 |                 |                             |                   |         |            |                        |  |  |
| Company   | General Partner         | Investment Date | Publicly Traded | Total Invested <sup>1</sup> | Total Distributed | NAV     | Gross MOIC | Gross IRR <sup>2</sup> |  |  |
| XIFIN   | Avista Capital Partners | Feb-20          |                 | \$15                        | -                 | \$10    | 2.6x       | 101%                   |  |  |
| Duff & Phelps   | Stone Point Capital     | Mar-20          |                 | \$41                        | -                 | \$63    | 1.5x       | 41%                    |  |  |
| Constellation Affiliated Partners                         | RedBird Capital         | Apr-20          |                 | \$15                        | \$3               | \$26    | 1.8x       | 71%                    |  |  |
| Wumart  | Ascendent Capital       | Jul-20          |                 | \$35                        | -                 | \$38    | 1.1x       | 7%                     |  |  |
| Visma   | TPG Capital             | Sep-20          |                 | \$39                        | -                 | \$48    | 1.2x       | 23%                    |  |  |
| IFS   | TA Associates           | Sep-20          |                 | \$39                        | -                 | \$42    | 1.1x       | 9%                     |  |  |
| Help at Home  | The Vistria Group       | Oct-20          |                 | \$20                        | -                 | \$22    | 1.1x       | 5%                     |  |  |
| ServiceMaster Brands                                      | Roark Capital           | Oct-20          |                 | \$45                        | -                 | \$50    | 1.1x       | 10%                    |  |  |
| Totalmobile   | Bowmark Capital         | Oct-20          |                 | \$24                        | -                 | \$27    | 1.1x       | 13%                    |  |  |
| Ruggable  | Summit Partners         | Feb-21          |                 | \$20                        | -                 | \$20    | 1.0x       | N/M                    |  |  |
| Starwest Botanicals                                       | Incline Equity Partners | Apr-21          |                 | \$14                        | -                 | \$14    | 1.0x       | N/M                    |  |  |
| Total   |                         |                 |                 | \$1,449                     | \$273             | \$2,371 | 1.8x       | 36.4%*                 |  |  |

\*36.0% Net IRR as of June 30, 2021.

For valuations of unexited publicly traded investments, please refer to the publicly listed share price. Chart does not include investments closed or distributions received subsequent to June 30, 2021. It should not be assumed that recommendations made in the future will be profitable or will equal the performance of the securities on this list. Please refer to important footnotes on the page 43.

# Equity Opportunities Fund V Portfolio

| USD in Millions   |                     |                 |   |                   |       |            |                        |  |  |
|---|---------------------|-----------------|---|-------------------|-------|------------|------------------------|--|--|
| Hamilton Lane Equity Opportunities Fund V <sup>3,4</sup> (EO V) |                     |                 |   |                   |       |            |                        |  |  |
| Company   | General Partner     | Investment Date | Publicly Traded Total Invested <sup>1</sup> | Total Distributed | NAV   | Gross MOIC | Gross IRR <sup>2</sup> |  |  |
| AIT Worldwide Logistics   | The Jordan Company  | Apr-21          | \$26  | -                 | \$26  | 1.0x       | NM                     |  |  |
| Bloomreach  | NewView Capital     | Apr-21          | \$17  | -                 | \$17  | 1.0x       | NM                     |  |  |
| CoreLogic   | Stone Point Capital | Apr-21          | \$50  | -                 | \$50  | 1.0x       | NM                     |  |  |
| Project Magnify   | Stone Point Capital | May-21          | \$18  | -                 | \$18  | 1.0x       | NM                     |  |  |
| Symeres   | Keensight Capital   | May-21          | \$17  | -                 | \$16  | 1.0x       | NM                     |  |  |
| Illumio   | Thoma Bravo         | Jun-21          | \$31  | -                 | \$31  | 1.0x       | NM                     |  |  |
| Total   |                     |                 | \$1,438                                     | \$159             | \$158 | 1.0x       | NM*                    |  |  |

\*NM Net IRR as of June 30, 2021.

For valuations of unexited publicly traded investments, please refer to the publicly listed share price. Chart does not include investments closed or distributions received subsequent to June 30, 2021. It should not be assumed that recommendations made in the future will be profitable or will equal the performance of the securities on this list. Please refer to important footnotes on the page 43.

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- <sup>1</sup> Capital Invested refers to the cost of all investments made by a fund and includes capitalized costs.
- <sup>2</sup> Internal Rate of Return ("IRR") is calculated on a pooled average basis using daily cash flows. Gross IRR is presented net of management fees and carried interest charged by the general partners of the underlying investments but does not include Hamilton Lane management fees or carried interest. Net IRR is net of all management fees and carried interest charged by the general partners of the underlying investments as well as by Hamilton Lane. It should be noted that the impact of fees on fund returns will diminish over time; as capital contributions are made; management fees are charged at the fund level and therefore, it is not possible to apply the fees to specific underlying investments in order to determine Net IRR for such investments.
- <sup>3</sup> Hamilton Lane Co-Investment Fund III (EO III) utilizes a revolving credit facility, which provides capital that is available to fund investments or pay partnership expenses and management fees. The usage of the credit facility delays drawing capital from the investors and impacts the timing and amount of distributions to the investors as credit facility drawdowns will be paid down at later dates with either investor capital contributions or with distributions from investments. The usage of a credit facility also affects the fund's return and magnifies the performance on the upside if a fund is producing positive performance. A credit facility also impacts the point in time when performance fees can be collected by the manager.
- <sup>4</sup> With respect to underlying direct investments, the performance presented in the track record is based on June 30, 2021 investment values prepared by third-party valuation providers which is then reviewed and approved by Hamilton Lane. The portfolio investments in which the Partnerships have invested may have not yet issued their financial statements for June 30, 2021. The estimated investment values therefore rely on the information available at the time of approval by Hamilton Lane.

#### Pages 40 and 41

- <sup>1</sup> Capital Invested refers to the cost of all investments made by a fund, including commitment reducing and non-commitment reducing capital calls.
- <sup>2</sup> Internal Rate of Return ("IRR") is calculated on a pooled basis using daily cash flows. Gross IRR is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane management fees, carried interest or expenses. Net IRR is net of all management fees, carried interest and expenses charged by the general partners of the underlying investments as well as by Hamilton Lane.
- <sup>3</sup> Hamilton Lane Co-Investment Fund IV (EO IV) utilizes a revolving credit facility, which provides capital that is available to fund investments or pay partnership expenses and management fees. The usage of the credit facility delays drawing capital from the investors and impacts the timing and amount of distributions to the investors as credit facility drawdowns will be paid down at later dates with either investor capital contributions or with distributions from investments. The usage of a credit facility also affects the fund's return and magnifies the performance on the upside if a fund is producing positive performance. A credit facility also impacts the point in time when performance fees can be collected by the manager.
- <sup>4</sup> With respect to underlying direct investments, the performance presented in the track record is based on June 30, 2021 investment values prepared by third-party valuation providers which is then reviewed and approved by Hamilton Lane. The portfolio investments in which the Partnerships have invested may have not yet issued their financial statements for June 30, 2021. The estimated investment values therefore rely on the information available at the time of approval by Hamilton Lane.

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- <sup>1</sup> Capital Invested refers to the cost of all investments made by a fund, including commitment reducing and non-commitment reducing capital calls.
- <sup>2</sup> Internal Rate of Return ("IRR") is calculated on a pooled basis using daily cash flows. Gross IRR is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane management fees, carried interest or expenses. Net IRR is net of all management fees, carried interest and expenses charged by the general partners of the underlying investments as well as by Hamilton Lane.
- <sup>3</sup> Hamilton Lane Equity Opportunities Fund V (EO V) utilizes a revolving credit facility, which provides capital that is available to fund investments or pay partnership expenses and management fees. The usage of the credit facility delays drawing capital from the investors and impacts the timing and amount of distributions to the investors as credit facility drawdowns will be paid down at later dates with either investor capital contributions or with distributions from investments. The usage of a credit facility also affects the fund's return and magnifies the performance on the upside if a fund is producing positive performance or on the downside is the fund is producing negative performance. A credit facility also impacts the point in time when performance fees can be collected by the manager.
- <sup>4</sup> With respect to underlying direct investments, the performance presented in the track record is based on June 30, 2021 investment values prepared by third-party valuation providers which is then reviewed and approved by Hamilton Lane. The portfolio investments in which the Partnerships have invested may have not yet issued their financial statements for June 30, 2021. The estimated investment values therefore rely on the information available at the time of approval by Hamilton Lane.

#### Pages 6 and 7

<sup>1</sup>The 2020 capital committed includes all primary commitments that closed during the year 2020 for which Hamilton Lane retains a level of discretion as well as nondiscretionary advisory client commitments for which Hamilton Lane retains a level of discretion as well as nondiscretionary advisory client commitments for which Hamilton Lane performed due diligence and made an investment recommendation. Direct Investments includes all discretionary and nondiscretionary advisory direct equity and direct credit investments that closed during 2020. Secondaries includes all discretionary and nondiscretionary advisory direct equity and direct credit investments that closed during 2020. Secondaries includes all discretionary and nondiscretionary advisory direct equity and direct credit investments that closed during 2020. Secondaries includes all discretionary and nondiscretionary advisory direct equity and direct credit investments that closed during 2020.

<sup>2</sup>Includes Hamilton Lane commingled funds and clients that Hamilton Lane retains a level of discretion for the investment decisions for direct equity investments as of June 30, 2021. Does not include direct credit investments or investments made by non-discretionary clients.

<sup>3</sup>Discretionary Assets Under Management ("AUM") includes all investments managed by Hamilton Lane for which Hamilton Lane retains a level of discretion for the investment decisions as of June 30, 2021. AUM equals assets under management for active accounts. AUM is equal to market value plus unfunded. AUM calculation does not include authorized to invest amounts (ANI). ANI can only be attributed to commingled fund-of-funds and separate accounts and cannot be attributed to underlying investments. Direct Equity AUM includes direct equity investments and does not include direct credit investments.

<sup>4</sup> From January 1, 2020 through December 31, 2020.

<sup>5</sup> Annualized direct equity deal flow as of September 16, 2021.

<sup>6</sup> Data reflects 2020 deal flow for our commingled direct equity flagship funds.

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<sup>1</sup> The 2020 capital committed includes all primary commitments that closed during the year 2020 for which Hamilton Lane retains a level of discretion as well as nondiscretionary advisory client commitments for which Hamilton Lane performed due diligence and made an investment recommendation.

<sup>2</sup> Only reflective of the assortment of deals in our Direct Equity flagship funds where we have access and information surrounding both the target and final fund sizes of the underlying General Partner's fundas of December 31, 2020.

<sup>3</sup> Percentage shown reflects number of individual Hamilton Lane deals that outperformed their sponsor's fund. This analysis was conducted by comparing March 31, 2021 pro-forma net MOICs of individual Hamilton Lane direct equity investments to March 31, 2021 net MOICs of deal sponsors' funds alongside which Hamilton Lane's direct equity investments had been made. Pro-forma net MOICs for each Hamilton Lane deal were calculated using the terms of the respective Hamilton Lane Co-Investment Fund corresponding to each deal. Pre-Fund deals were calculated using the terms of Fund IV. In the case of publicly-traded companies, valuations are dictated by share price. We believe this to be the most accurate method for comparing Hamilton Lane's deal-level performance to sponsor funds' performance. In cases where multiple sponsor funds participated in an investment, an average fund MOIC was used. This analysis includes all deals completed in the Pre-Fund, Fund II, Fund II, Fund II, and Fund IV as of March 31, 2021. All sponsor fund data was sourced from the Hamilton Lane Fund Investment Database.

<sup>4</sup> Source: Braun, Jenkinson, & Schemmerl: Adverse Selection and the Performance of Private Equity Co-Investments (November 2016). Percentage shown reflects number of buyout co-investment deals that outperformed their sponsor's fund.

#### Page 11 SMID Buyout PME by Vintage Year

#### As of March 31, 2021

| SMID Buyout Performance by Vintage Year |  |  |  |  |  |  |
|---|--|--|--|--|--|--|
| Vintage Year                            | Net IRR Spread<br>vs. MSCI World PME (bps) |  |  |  |  |  |
| 2012                                    | 579 bps                                    |  |  |  |  |  |
| 2013                                    | 569 bps                                    |  |  |  |  |  |
| 2014                                    | 874 bps                                    |  |  |  |  |  |
| 2015                                    | 786 bps                                    |  |  |  |  |  |
| 2016                                    | 510 bps                                    |  |  |  |  |  |
| 2017                                    | 811 bps                                    |  |  |  |  |  |

Source: Hamilton Lane Data via Cobalt (September 2021)

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<sup>1</sup> The Discretionary Track Record includes all commingled funds-of-funds and separate accounts managed by Hamilton Lane for which Hamilton Lane retains a level of discretion for the investment decisions, as of March 31, 2021. The results herein include all direct investments, secondary fund investments (except as noted below), as well as primary fund investments where a commingled fund-of-funds or multiple accounts participated in an investment with KPS. This presentation also includes the performance of investments through the reporting date that were made on behalf of seven accounts that Hamilton Lane no longer manages but still has access to the performance data; however, does not include investments made on behalf of accounts which Hamilton Lane no longer manages, such performance may not reflect the impact that material economic and market factors might have had on Hamilton Lane's decision making if those accounts were still clients of Hamilton Lane. As of March 31, 2021 this presentation represents of \$1.9 billion; in total Hamilton Lane had \$87.3 billion in commitments for all discretionary accounts.

<sup>2</sup>Internal Rate of Return ("IRR") is calculated on a pooled basis using daily cash flows. Gross IRR is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane management fees, carried interest or expenses. Does not calculate ("DNC") is provided when an investments performance cannot be calculated using standard IRR methodology.

<sup>a</sup> Total Value Paid-In ("TVPI") multiple represents total distributions from underlying investments to the fund plus the fund's market value divided by total contributed capital. Gross TVPI is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane fees.

<sup>4</sup>With respect to underlying funds, performance is based upon the most recent reported market valuations received from the general partners at the time the track record was prepared. For funds that did not yet receive a March 31, 2021 reported market valuation, Hamilton Lane uses the "Adjusted Market Value" methodology which reflects the most recent reported market value from the general partner adjusted for interim net cash flows through March 31, 2021. This performance is subject to change as additional reported market values are received from the general partners. With respect to underlying direct investments, the performance presented in the track record is based on March 31, 2021 investment values prepared by third-party valuation providers which is then reviewed and approved by Hamilton Lane. The portfolio investments in which the Partnerships have invested may have not yet issued their financial statements for March 31, 2021. The estimated investment values therefore rely on the information available at the time of approval by Hamilton Lane. It is important to note that some accounts may have a different valuation schedule than other accounts and therefore, it is possible that an investment could have different values across multiple accounts for purposes of the track record dependent upon the accounts that are invested.

The following hypothetical illustrates the effect of fees on earned returns for both separate accounts and fund-of-funds investment vehicles. The example is solely for illustration purposes and is not intended as a guarantee or prediction of actual returns that would be earned by similar investment vehicles having comparable features. The hypothetical assumes a separate account or fund-of-funds consisting of \$100 million in commitments with a fee structure of 1.0% on committed capital during the first four years of the term of the investment and then declining by 10% per year thereafter for the 12-year life of the account or fund-of-funds. We modeled the impact of fees on four different returns thereafters or a latively equal increments, and the assumption of returns by approximately 2%. This does not include performance fees since the performance of the account or fund would determine the effect such fees would have on returns. Expenses alsovary based on the particular investment vehicle and, therefore, were not included in this hypothetical. Both performance fees and expenses would further decrease the return.

Past performance of the investments presented herein is not indicative of future results and should not be used as the basis for an investment decision. The information included has not been reviewed or audited by independent public accountants. Certain information included herein has been obtained from sources that Hamilton Lane believes to be reliable, but the accuracy of such information cannot be guaranteed.

#### Page 6 Hamilton Lane Direct Equity Fund Performance<sup>1,2</sup>

As of June 30, 2021

| Composite Performance                       |                                    |                                      |                                 |  |  |  |  |  |  |
|---|------------------------------------|--------------------------------------|---------------------------------|--|--|--|--|--|--|
|   | 10-Year by<br>Vintage <sup>2</sup> | 10-Year by<br>Composite <sup>2</sup> | Since<br>Inception <sup>2</sup> |  |  |  |  |  |  |
| Gross Realized IRR <sup>3,4</sup>           | 31.81%                             | 20.18%                               | 16.00%                          |  |  |  |  |  |  |
| S&P 500 PME vs Spread (bps) <sup>7</sup>    | 1,675 bps                          | 608 bps                              | 657 bps                         |  |  |  |  |  |  |
| MSCI World PME vs Spread (bps) <sup>7</sup> | 2,041 bps                          | 1,051 bps                            | 917 bps                         |  |  |  |  |  |  |
| Gross Unrealized IRR <sup>3.4</sup>         | 14.80%                             | 14.16%                               | 14.13%                          |  |  |  |  |  |  |
| Gross Total IRR <sup>5,6</sup>              | 22.36%                             | 18.07%                               | 15.62%                          |  |  |  |  |  |  |
| S&P 500 PME vs Spread (bps) <sup>7</sup>    | 596 bps                            | 283 bps                              | 431 bps                         |  |  |  |  |  |  |
| MSCI World PME vs Spread (bps) <sup>7</sup> | 930 bps                            | 672 bps                              | 686 bps                         |  |  |  |  |  |  |
| Net Total IRR <sup>5,6</sup>                | 17.97%                             | 15.34%                               | 12.32%                          |  |  |  |  |  |  |
| S&P 500 PME vs Spread (bps) <sup>7</sup>    | 206 bps                            | 9 bps                                | 127 bps                         |  |  |  |  |  |  |
| MSCI World PME vs Spread (bps) <sup>7</sup> | 540 bps                            | 396 bps                              | 371 bps                         |  |  |  |  |  |  |

<sup>1</sup> With respect to underlying direct investments, the performance presented in the track record is based on June 30, 2021 investment values prepared by third-party valuation providers which is then reviewed and approved by Hamilton Lane. The portfolio investments in which the Partnerships have invested may have not yet issued their financial statements for June 30, 2021. The estimated investment values therefore rely on the information available at the time of approval by Hamilton Lane.

<sup>2</sup> The Hamilton Lane 10-year by vintage performance includes all direct investment deals that closed within the 10-year period for the Hamilton Lane Direct Equity Funds (Hamilton Lane Co-Investment Funds I, II, III, and IV). Hamilton Lane 10-year and since inception performance includes the Hamilton Lane Direct Equity Funds (Hamilton Lane Co-Investment Funds I, II, III, and IV). Hamilton Lane Co-Investment Funds I, II, III, and IV). Hamilton Lane Co-Investment Funds I, II, III, and IV. Hamilton Lane Co-Investment Funds I, II, III, and one Pre-Fund). The Pre-Fund portfolio includes all Hamilton Lane direct equity purchases completed prior to the formation of Fund I. The 10-year and since inception horizon returns are calculated on a point-to-point basis over the specified time periods. The contributions, distributions and remaining as set values at the beginning and ending dates of the horizon periods are used in calculating these returns.

<sup>3</sup> The Hamilton Lane 10-Year by Vintage Gross Realized IRR represents the pooled IRR for those direct investments in the Hamilton Lane Direct Equity Funds (Hamilton Lane Co-Investment Funds I, II, III, and IV) that closed within the 10year period, ending June 30, 2021. Hamilton Lane co-Investment Funds I, II, III, and IV) that closed within the 10gent period, ending June 30, 2021. Hamilton Lane considers realized for purposes of its Direct Equity Fund Track Record, as fully liquidated or has a DPI greater than or equal to 1.0. DPI represents total distributions divided by total invested capital. All remaining investments that closed within the 10-year period and do not meet these specifications are considered unrealized and are represented by the Hamilton Lane Gross Unrealized IRR. The returns are net of management fees, carried interest and expenses charged by the underlying fund managers, but do not include Hamilton Lane management fees, carried interest or expense since it is not possible to allocate such items accurately in a composite measured at different points in time. The Hamilton Lane Gross Realized IRR would decrease with the inclusion of these fees, carried interest and expenses.

<sup>4</sup> The Hamilton Lane 10-Year Composite and Since Inception Gross Realized IRR represents the pooled IRR for those direct investments that Hamilton Lane considers realized for purposes of its Hamilton Lane Direct Equity Fund Track Record (Hamilton Lane Co-Investment Funds I, II, III, IV, and one Pre-Fund) as fully liquidated or has a DPI greater than or equal to 1.0. DPI represents total distributions divided by total invested capital. All remaining investments that do not meet these specifications are considered unrealized IRR is meas ured for the 10-year and since inception periods ending June 30, 2021. These horizon returns are calculated on a point-to-point basis over the specified time periods. The

contributions, distributions and remaining asset values at the beginning and ending dates of the horizon periods are used in calculating these returns. The returns are net of management fees, carried interest and expenses charged by the underlying fund managers, but do not include Hamilton Lane management fees, carried interest or expenses since it is not possible to allocate such items accurately in a composite measured at different points in time. The Hamilton Lane Gross Realized IRR would decrease with the inclusion of these fees, carried interest and expenses. Hamilton Lane has calculated and presented these returns on a pooled basis using daily cash flows, where vintage years with larger amounts committed to investment have a proportionately larger impact on returns.

<sup>5</sup> The Hamilton Lane 10-Year by Vintage Gross T otal IRR represents the pooled IRR for all direct equity investments in the Hamilton Lane Direct Equity Funds (Hamilton Lane Co-Investment Funds I, II, III, IV, and one Pre-Fund) that closed within the 10-year period ending June 30, 2021. These returns are net of management fees, carried interest and expenses charged by the underlying fund managers, but do not include Hamilton Lane management fees, carried interest or expenses since it is not possible to allocate such items accurately in a composite measured at different points in time. Hamilton Lane Net Total IRR is net of all management fees, carried interest of the underlying investments as well as by Hamilton Lane. The fees from Hamilton Lane Equity Opportunities Fund V Fee Structure I were used and assumed to be a management fee of 100bps, 10.0% carried interest with an 8% Preferred Rate of Return. The quarterly NAVs from the direct equity investments closed with the 10-year period were netted against the calculated fee schedule and used for the Net IRR calculation.

<sup>6</sup> The Hamilton Lane 10-Year Composite and Since Inception Gross T otal IRR represents the pooled IRR for all Hamilton Lane Direct Equity Funds (Hamilton Lane Co-Investment Funds I, II, III, IV, and one Pre-Fund) investments and is measured for the 10year and since inception periods ending June 30, 2021. These horizon returns are calculated on a point-to-point basis over the specified time periods. The contributions, distributions and remaining asset values at the beginning and ending dates of the horizon periods are used in calculating these returns. These returns are net of management fees, carried interest and expenses charged by the underlying fund managers, but do not include Hamilton Lane management fees, carried interest and expenses charged by the general partners of the underlying investments as well as by Hamilton Lane. The calculation of Gross Total IRR for the Pre-Fund Portfolio was made on a pooled basis from the first Pre-Fund Portfolio investment through June 30, 2021 and assumes that the commitment amount for each investment in the Pre-Fund Portfolio was equal. However, to calculate the portion of the Net Total IRR attributable to the pre-fund, equal-weighted quarterly cash flows and NAVs were input to a fee model to simulate the impact of management fees and carried interest on the performance of the vehicle. The fees from Hamilton Lane Equity Opportunities Fund V Fee Structure 1 were used and assumed to be a management fee of 100bps, 10.0% carried interest with an 8% Preferred Rate of Return. The quarterly NAVs from the pre-fund were netted against the calculated fee schedule and used for the Net IRR calculation.

<sup>7</sup> The indices presented for comparison are the S&P 500 and the MSCI World, calculated on a Public Market Equivalent (PME) basis. The PME calculation methodology assumes that capital is being invested in, or withdrawn from, the index on the days the capital was called and distributed from the underlying fund managers. Contributions were scaled by a factor such that the ending portfolio balance would be equal to the private equity net asset value. The scaling fact or is found by taking the sum of all shares sold (SS), the sum of all shares purchased (SP) and calculating the number of shares the ending value is worth (SEV). Dividing SEV + SS by SP solves for the PME scaling factor. The scaling of contributions prevents shorting of the public market equivalent portfolio in order to match the performance of an outperforming private equity portfolio. Realized and unrealized amounts were not scaled by this factor. The S&P 500 Total Return Index is a capitalization weighted index that measures the equity market performance of developed markets. The indices are presented merely to show general trends in the markets for the relevant periods shown. The comparison between Hamilton Lane performance and the index is not intended to imply that a fund's or separate account's portfolio is benchmarked to the index either in composition or level of risk. The indices do not necessarily reflect the actual investment strategy of a fund or separate account.

Past performance of the investments presented herein is not indicative of future results and should not be used as the basis for an investment decision. The information included has not been reviewed or audited by independent public accountants. Certain information included herein has been obtained from sources that Hamilton Lane believes to be reliable, but the accuracy of such information cannot be guaranteed.

#### Pages 25 and 35

<sup>1</sup> With respect to underlying direct investments, the performance presented in the track record is based on June 30, 2021 investment values prepared by third-party valuation providers which is then reviewed and approved by Hamilton Lane. The portfolio investments in which the Partnerships have invested may have not yet issued their financial statements for June 30, 2021. The estimated investment values therefore rely on the information available at the time of approval by Hamilton Lane.

<sup>2</sup> The Pre-Fund portfolio includes all Hamilton Lane direct investments completed prior to the formation of Fund I. As such, the initial vintage year and fund size is denoted as "N/A". Between 1996 and 2001, Hamilton Lane advised on four venture capital direct investments, which are excluded from this track record because they would not be within the investment strategy of Fund I. The Pre-Fund Gross IRR represents the IRR of all Pre-Fund investments, assuming that the commitment amount for each investment was equal. The Gross IRR is calculated on a pooled basis from the inception of the first Pre-Fund investment through June 30, 2021 and is presented gross of fees and expenses since net pre-fund performance cannot be calculated for the reason that pre-fund investments were made in different vehicles which have different fee structures. However, a pro forma aggregate Net IRR for the Pre-Fund Portfolio can be determined by adjusting Gross IRR for the management fees and carried interest that would have been charged by Hamilton Lane if the Pre-Fund Portfolio had been subject to the management fee, carried interest and preferred return terms of Hamilton Lane Equity Opportunities Fund V Fee Structure A, assuming a 1% management fee on commitments during the 5-year investment period, then a step down to 1% on net investments into a portfolio with a 5-year investment period.

<sup>a</sup> Invested refers to amounts actually invested by the portfolio, including commitment reducing and non-commitment reducing capital calls.

<sup>4</sup> Total Value is equivalent to market value plus capital distributed. A fund's market value contains unrealized investments. Valuations of unrealized investments are based on valuations by the underlying managers. The actual realized returns on unrealized investments will depend on factors other than the original cost, such as the value of the assets and market conditions at the time of disposition, any related transaction costs, and the timing and manner of sale, all of which may differ from the assumptions on which the valuations contained herein are based. Accordingly, the actual realized returns on these unrealized investments may differ materially from the assumed returns indicated herein.

<sup>5</sup> Total Value Paid-In ("TVPI") multiple represents total distributions from underlying investments to the fund plus the fund's market value divided by total contributed capital. Gross TVPI is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments. Net TVPI is net of all management fees, carried interest and expenses charged by the general partners of the underlying investments. Net TVPI is net of all management fees, carried interest and expenses charged by the general partners of the underlying investments.

<sup>6</sup> Internal Rate of Return ("IRR") is calculated on a pooled basis using daily cash flows. Gross IRR is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane management fees, carried interest or expenses. Net IRR is net of all management fees, carried interest and expenses charged by the general partners of the underlying investments as well as by Hamilton Lane.

<sup>7</sup> The index presented for comparison is the MSCI World, calculated on a Public Market Equivalent (PME) basis. The PME calculation methodology assumes that capital is being invested in, or withdrawn from, the index on the days the capital was called and distributed from the underlying fund managers. Contributions were scaled by a factor such that the ending portfolio balance would be equal to the private equity net asset value. The scaling factor is found by taking the sum of all shares sold (SS), the sum of all shares purchased (SP) and calculating the number of shares the ending value is worth (SEV). Dividing SEV + SS by SP solves for the PME scaling factor. The scaling of contributions prevents shorting of the public market equivalent portfolio in order to match the performance of an outperforming private equity portfolio. Realized and unrealized amounts were not scaled by this factor. The MSCI World Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed markets. The indices are presented merely to show general trends in the markets for the relevant periods shown. The comparison between Hamilton Lane performance and the index is not intended to imply that a fund's or separate account's portfolio is benchmarked to the index either in composition or level of risk. The index is unmanaged, has no expenses and reflects the reinvestment of dividends and distributions. The spreads are provided for comparative purposes only. A variety of factors may cause an index to be an inaccurate benchmark for any particular fund or separate account and the indices do not necessarily reflect the actual investment strategy of a fund or separate account.

<sup>8</sup> Hamilton Lane Co-Investment Fund III (EO III), Hamilton Lane Co-Investment Fund IV (EO IV), and Hamilton Lane Equity Opportunities Fund V (EO V) have utilized or are currently utilizing revolving credit facilities, which provide capital that is available to fund investments or pay partnership expenses and management fees. The usage of the credit facilities delays drawing capital from the investors and impacts the timing and amount of distributions to the investors as credit facility drawdowns will be paid down at later dates with either investor capital contributions or with distributions from investments. The usage of a credit facility also affects the fund's return and magnifies the performance on the upside if a fund is producing positive performance or on the downside is the fund is producing negative performance. A credit facility also impacts the point in time when performance fees can be collected by the manager.

<sup>9</sup> Hamilton Lane Co-Investment Fund II (EO II) includes an affiliated Hamilton Lane vehicle investing alongside the fund. Hamilton Lane Co-Investment Fund III (EO III) and Hamilton Lane Equity Opportunities Fund V (EO V) fund sizes' includes all mandates investing as part of the Hamilton Lane Co-Investment Fund III (EO III) and Hamilton Lane Equity Opportunities Fund V (EO V) programs. The remaining Hamilton Lane Co-Investment Fund III (EO III) figures in the chart reflect all vehicles within the Hamilton Lane Co-Investment Fund III (EO III) program, with the exception of one vehicle participating in the Hamilton Lane Co-investment Fund III (EO III) program which did not participate in investments prior to entry in the Hamilton Lane Co-investment Fund III (EO III) program. Hamilton Lane Co-Investment Fund III (EO III) net performance reflects the main vehicle's performance but excludes affiliated vehicles which invest alongside the main vehicle as a fund program participant or otherwise, due to differences in terms.

<sup>10</sup> Represents target fund size post-final close of Hamilton Lane Equity Opportunities Fund V (EO V)

Past performance of the investments presented herein is not indicative of future results and should not be used as the basis for an investment decision. The information included has not been reviewed or audited by independent public accountants. Certain information included herein has been obtained from sources that Hamilton Lane believes to be reliable, but the accuracy of such information cannot be guaranteed.

#### Underlying industries associated with their respective sectors as represented by the standard GICS code index.

**Energy** sector includes the following underlying industries: Energy Equipment & Services and Oil, Gas & Consumable Fuels.

Materials sector includes the following underlying industries: Chemicals, Construction Materials, Containers & Packaging, Metals & Mining, Paper & Forest Products.

**Industrials** sector includes the following underlying industries: Aerospace & Defense, Building Products, Construction & Engineering, Electrical Equipment, Industrial Conglomerates, Machinery, Trading Companies & Distributors, Commercial Services & Supplies, Professional Services, Air Freight & Logistics, Airlines, Marine, Road & Rail, and Transportation Infrastructure.

**Consumer Discretionary** sector includes the following underlying industries: Auto Components, Automobiles, Household Durables, Leisure Products, Textiles, Apparel & Luxury Goods, Hotels, Restaurants & Leisure, Diversified Consumer Services, Distributors, Internet & Direct Marketing Retail, Multiline Retail, and Specialty Retail.

**Consumer Staples** sector includes the following underlying industries: Food & Staples Retailing, Beverages, Food Products, Tobacco, Household Products, and Personal Products.

**Healthcare** sector includes the following underlying industries: Health Care Equipment & Supplies, Health Care Providers & Services, Health Care Technology, Biotechnology, Pharmaceuticals, and Life Sciences Tools & Services.

**Financials** sector includes the following underlying industries: Banks, Thrifts & Mortgage Finance, Diversified Financial Services, Consumer Finance, Capital Markets, Mortgage Real Estate Investment Trusts (REITs), and Insurance.

**Information Technology** sector includes the following underlying industries: IT Services, Software, Communications Equipment, Technology Hardware, Storage & Peripherals, Electronic Equipment, Instruments & Components, and Semiconductors & Semiconductor Equipment.

**Communication Services** sector includes the following underlying industries: Diversified Telecommunication Services, Wireless Telecommunication Services, Media, Entertainment, and Interactive Media & Services.

**Utilities** sector includes the following underlying industries: Electric Utilities, Gas Utilities, Multi-Utilities, Water Utilities, and Independent Power and Renewable Electricity Producers.

**Real Estate** sector includes the following underlying industries: Equity Real Estate Investment Trusts (REITs) and Real Estate Management & Development

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The information contained in this presentation may include forward-looking statements regarding returns, performance, opinions, the fund presented or its portfolio companies, or other events contained herein. Forward-looking statements include a number of risks, uncertainties and other factors beyond our control, or the control of the fund or the portfolio companies, which may result in material differences in actual results, performance or other expectations. The opinions, estimates and analyses reflect our current judgment, which may change in the future.

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This presentation is not an offer to sell, or a solicitation of any offer to buy, any security or to enter into any agreement with Hamilton Lane or any of its affiliates. Any such offering will be made only at your request. We do not intend that any public offering will be made by us at any time with respect to any potential transaction discussed in this presentation. Any offering or potential transaction will be made pursuant to separate documentation negotiated between us, which will supersede entirely the information contained herein.

Certain of the performance results included herein do not reflect the deduction of any applicable advisory or management fees, since it is not possible to allocate such fees accurately in a vintage year presentation or in a composite measured at different points in time. A client's rate of return will be reduced by any applicable advisory or management fees, carried interest and any expenses incurred. Hamilton Lane's fees are described in Part 2 of our Form ADV, a copy of which is available upon request.

The following hypothetical example illustrates the effect of fees on earned returns for both separate accounts and fund-of-funds investment vehicles. The example is solely for illustration purposes and is not intended as a guarantee or prediction of the actual returns that would be earned by similar investment vehicles having comparable features. The example is as follows: The hypothetical separate account or fund-of-funds consisted of \$100 million in commitments with a fee structure of 1.0% on committed capital during the first four years of the term of the investment and then declining by 10% per year thereafter for the 12-year life of the account. The commitments were made during the first three years in relatively equal increments and the assumptions of actual private equity cash flows. Hamilton Lane modeled the impact of fees on four different return streams over a 12-year time period. In the effect, such fees would have on returns. Expenses also vary based on the particular investment vehicle and, therefore, were not included in this hypothetical example. Both performance fees and expenses would further decrease the return.

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Any tables, graphs or charts relating to past performance included in this presentation are intended only to illustrate the performance of the indices, composites, specific accounts or funds referred to for the historical periods shown. Such tables, graphs and charts are not intended to predict future performance and should not be used as the basis for an investment decision.

The information herein is not intended to provide, and should not be relied upon for, accounting, legal or tax advice, or investment recommendations. You should consult your accounting, legal, tax or other advisors about the matters discussed herein.

The calculations contained in this document are made by Hamilton Lane based on information provided by the general partner (e.g., cash flows and valuations), and have not been prepared, reviewed or approved by the general partners.

As of September 16, 2021

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# **MWRA Retirement System**

### NEPC, LLC Due Diligence Questionnaire

September 2021

HAMILTON LANE ADVISORS, L.L.C. CONFIDENTIAL & PROPRIETARY INFORMATION

Access and/or use of these materials ("Confidential Information") by you and/or your authorized representatives who have a need to know (together, "You"), is solely for the purpose of evaluating our investment solutions ("Review"). You shall keep the Confidential Information strictly confidential and shall not disclose, in whole or in part, or use, directly or indirectly, any of the Confidential Information in any other manner and/or for any other purpose. You shall be responsible for any breaches of this provision.



Firm: Hamilton Lane Advisors, LLC

**Strategy/Product:** Hamilton Lane Secondary Fund V, L.P (the "Fund" or "Fund V") **Client:** Massachusetts Water Resources Authority Retirement System

#### NEPC Manager Due Diligence Questionnaire - Update

#### Instructions

In support of our upcoming meeting we ask that you please complete this due diligence questionnaire. Please provide your responses in the form of brief descriptions, lists or tables added directly to this Word document.

Thank you for taking the time to complete this questionnaire. Please note that all materials submitted in relation to MWRA Retirement System may be subject to disclosure consistent with Massachusetts Public Record laws.

#### I. Firm/Organization

#### 1. Have there been any changes in ownership or management in the past year?

Hamilton Lane Incorporated (HLI), a publicly-traded entity with shares listed on NASDAQ since early 2017, is both the holding company for and sole managing member of the manager, Hamilton Lane Advisors, L.L.C. (HLA). In that capacity, HLI operates and controls all of the business and affairs of HLA, and through HLA, conducts its business.

Certain of HLI's stockholders who are members of management, significant employee owners and significant outside investors who owned the manager before HLI's initial public offering (IPO) entered into a stockholders agreement at the time of the IPO pursuant to which they agreed to vote all of their shares in the manner directed by our controlling stockholder, which is an entity controlled by our Chairman, Hartley Rogers. These holders collectively hold approximately 81% of the voting interest in HLI as of September 10, 2021. As a result, this group exercises control over all matters requiring HLI stockholder approval, including the election of HLI's directors, as well as significant corporate transactions.

Our directors and executive officers collectively hold approximately 27% of the economic interest in HLA and approximately 66% of the total voting power of HLI as of September 10, 2021.

We do not disclose the names of individual owners beyond what is required by the rules of the U.S. Securities and Exchange Commission (SEC). For more information regarding our organizational structure and ownership, please refer to our filings with the SEC, which are publicly available on the SEC's website.

#### 2. List firm AUM, net flows and accounts gained/lost for the past 5 years.

Please see the following Hamilton Lane Discretionary Assets under Management & Client Counts as of December 31, 2020:

| N | Ε |
|---|---|
| Ρ |   |

| Year End   | # of<br>Clients <sup>2</sup> | Net Change (# of<br>Clients) <sup>2</sup> | AUM<br>(\$B) <sup>1</sup> | Net Change (AUM<br>\$B) <sup>1</sup> |
|------------|------------------------------|---|---------------------------|--------------------------------------|
| 12/31/2020 | 148                          | 8   | 75.8                      | 9.5                                  |
| 12/31/2019 | 140                          | 10  | 66.3                      | 7.4                                  |
| 12/31/2018 | 130                          | 8   | 58.8                      | 8.5                                  |
| 12/31/2017 | 122                          | 19  | 50.3                      | 9.9                                  |
| 12/31/2016 | 103                          | 4   | 40.4                      | 5.1                                  |

#### Footnotes:

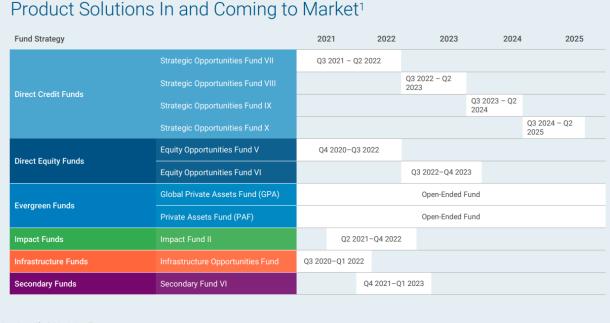
1 Discretionary Assets under Management ("AUM") includes all investments managed by Hamilton Lane for which Hamilton Lane retains a level of discretion for the investment decisions. AUM equals assets under management for active accounts. AUM is equal to market value, unfunded, plus ANI. ANI is defined as the amount of money remaining that has been authorized to Hamilton Lane but not invested.

2 Discretionary client counts exclude Special Purpose Vehicles "SPVs".

#### 3. Have there been any new or discontinued products in the past year?

As of June 30, 2021, we manage discretionary (separate/customized) accounts for 156 unique clients, with approximately \$92.0 billion in assets under management.

Since our firm's inception, we have launched more than 40 commingled products. Please see the following list of our broadly-marketed commingled funds that are either currently in market or coming to market:



<sup>1</sup>Estimated; actual fundraising timing will vary. \*Boxes represent the time period the fund is in market.

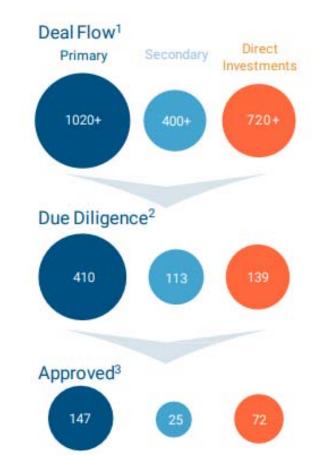
#### 4. Are any products capacity constrained?

No. Our aim is always to achieve the highest level of client service and to ensure that investment capacity keeps pace with the best investment opportunities. Our discretionary



service line includes customized separate accounts, as well as dedicated commingled funds. We intend to further develop our solutions offerings to meet our clients' evolving needs and respond to changing market conditions. To achieve this, we evaluate prospective business relationships according to many factors, including managing access/allocation as well as firm coverage capabilities. Within our commingled fund offerings specifically, we offer a wide array of solutions so that investors can access the market. We are dedicated to continuing these service lines with current and future funds that a designed to the growing needs of clients and investors.

To support our efforts, our deal flow is at the core of our process. We have maintained a consistent and expansive level of deal flow across strategies. This ensures that we have the ability to not only access those deals that we feel are best in class, but also a diversified mix of opportunities. Please refer to the summary below for deal flow for 2020. As seen in these figures, our secondary deal flow remains strong.



1 Represents the total opportunities received by each investment team in 2020.

2 For Primary, Due Diligence represents the number of GP Meetings Taken for new fund presentations in 2020. For Secondary and Direct Investments, Due Diligence represents the number of opportunities that had full Due Diligence conducted past the first screening phase.

3 For Primary, Approved represents all investments approved by the investment committee during 2020. For Secondary and Direct Investments, Approved represents all deals approved by the investment committee and invested in during 2020.



### 5. Describe any current or pending regulatory, compliance or litigation issues and the expected business impact.

Such matters would be found in our Form 10-K, Form 10-Q and/or subsequent reports that we file with the U.S. Securities and Exchange Commission. For ease of reference, please refer to: Hamilton Lane INC CIK#: <u>0001433642 (See: all company filings).</u>

### 6. Describe your diversity, equity and inclusion efforts with regard to the firm and its employees.

Diversity, Equity and Inclusion has been at the core of Hamilton Lane's culture since our firm inception in 1991. Fulfilling our corporate mission of 'Enriching Lives and Safeguarding Futures' requires tapping into the collective sum of the individual and unique life experiences, knowledge, self-expression, capabilities and talent that each of our employees bring to their work every single day.

To that end, Hamilton Lane fosters, cultivates and preserves a culture of diversity, equity and inclusion where employees are able to do their best work because they are encouraged to bring their entire selves into the workplace.

We embrace our employees' differences across age, color, ethnicity, family or marital status, gender identity or expression, language, national origin, physical and mental ability, political affiliation, race, religion, sexual orientation, socio-economic status, veteran status, and other characteristics that make our employees – and, by extension, our firm – unique.

Our commitment to diversity, equity and inclusion extends from our workplace into the communities in which we live and the industry in which we operate. Guided by our corporate value of 'Do the Right Thing,' we have an obligation to work toward a more inclusive and equitable Private Markets asset class, and toward social justice across all the geographies we serve.

"The Hamilton Lane All" Policy ("HL All") sets out a comprehensive framework to intentionally embed diversity, equity and inclusion into our company values, culture and practices.

HL All is a five pillar strategy that includes:

- 1. *Workforce Diversity:* Ensure that diversity, equity and inclusion is supported by Hamilton Lane's recruiting, hiring, development and retention practices.
- 2. *Training and Development:* Incorporate learning and awareness of cultural competency, implicit bias and inclusion into all employee lifecycle experiences.
- 3. *Workplace Inclusion:* Strive for a work environment in which all individuals are treated fairly and respectfully, have equal access to opportunities and resources, and can contribute fully to the organization's success.



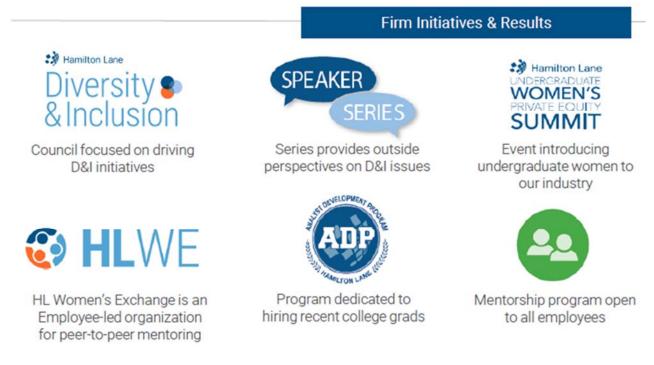
- 4. *Culture and Accountability:* Foster a culture of inclusion and engagement by clearly setting expectations, and rewarding and recognizing actions that promote DE&I as indelible components of our employment and commercial brand.
- 5. *Supplier Diversity:* Build relationships with, and purchase goods and services from, certified diverse enterprises owned by minorities, women, veterans and LGBTQ+ that can help Hamilton Lane succeed and achieve our growth and strategic objectives.

All Hamilton Lane employees share a responsibility to promote workplace civility and treat others with dignity and respect at all times. All employees are expected to exhibit conduct that reflects inclusion during work, at work functions, events, and meetings on or off the work site, and at all other company-sponsored and participative events.

Any employee found to have exhibited any inappropriate conduct or behavior against others will be subject to disciplinary action, up to and including termination.

Employees who believe they have been subjected to any kind of discrimination or harassment that conflicts with Hamilton Lane's policies and initiatives should seek immediate assistance from a member of management or the HR team.

Additionally, Hamilton Lane Women's Exchange (HLWe) is a firm committee that creates experiences designed to connect Hamilton Lane women together to support their development and success. The team plans a variety of career development events throughout the year.



We would be happy to provide a copy of our Diversity, Equity and Inclusion Policy upon request.



#### II. Portfolio Management Team

#### 1. Have there been any changes in the portfolio management team in the past year?

In the past year Hamilton Lane announced that Jim Strang, Managing Director, made a shift to the role of Advisor to the Firm effective April 1, 2021, stepping back from his daily duties, including on the Secondary Investment Committee, and assuming a more consultative role. In light of that change, we announced Mingchen Xia, Managing Director and Co-Head of Asia Investments, was added to the Secondary Investment Committee.

Please see the following biographical details for Mr. Xia:

#### Mingchen Xia, Co-Head of Asia Investments

Mingchen is a Managing Director and Co-Head of Asia Investments, based in the firm's Hong Kong office.

Prior to joining Hamilton Lane in 2014, Mingchen was a Senior Fund Manager at Tokio Marine Asset Management in Japan, where he was responsible for private equity fund investment globally. Previously, he worked at Mitsubishi UFJ Securities and Mizuho Securities.

Mingchen received an M.B.A. from Hitotsubashi University and a bachelor's degree from Shanghai Jiao Tong University.

### 2. Are there any expected changes to the team in the future (planned additions or departures)?

There are no expected departures at this time. In terms of additions to the team, we generally seek to expand our team as needed and opportunistically throughout the various levels. Within the past year, we have expanded our global team by hiring several junior members to both the investment and legal teams focused on Secondaries. We have also added two Vice Presidents focused on Secondaries Transactions Counsel.

#### III. Process

- 1. Have there been significant changes in any of the areas below in the past year?
  - Identification of investment ideas
  - Process for exploring and vetting ideas
  - Portfolio trading practices including buy/sell rules
  - Approach to portfolio monitoring and risk management

There have been no significant changes in any of the areas listed in the past year ending June 30, 2021.

#### IV. Philosophy

#### 1. Describe recent changes in investment philosophy, if any.

No changes in investment philosophy have occurred recently.



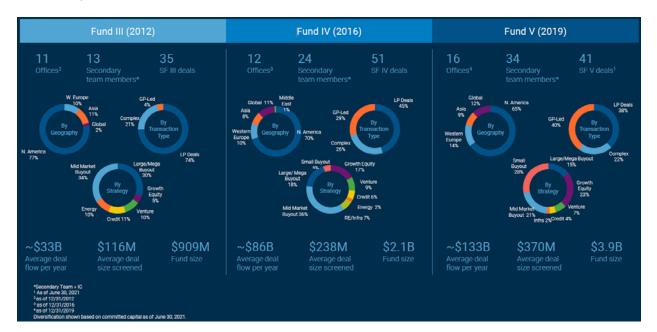
#### V. Portfolio

1. If not included in your meeting presentation, provide portfolio holdings, sector exposure, geographic exposure and common characteristics (yield, duration, market cap, P/E, etc.).

Please see the following HL Secondary Fund V Portfolio Summary:

| h USD millions  | Hamilton Lane Secondary Fund V, L.P. Performance Summary   |                     |
|---|--|---------------------|
|   |  |                     |
| Closed Transactions   | Committed (\$M)  | IRR <sup>1</sup>    |
| Portfolio A   | 83.5   | (4.51%)             |
| Fund A  | 41.3   | 32.21%              |
| Fund B  | 84.0   | 22.81%              |
| Fund C  | 57.7   | 43.04%              |
| Fund D  | 50.5   | 33.05%              |
| Fund E  | 9.6  | 105.64%             |
| Portfolio B   | 79.6   | 32.84%              |
| Portfolio C   | 27.3   | 13.69%              |
| Fund F  | 5.2  | 40.85%              |
| Fund G  | 25.4   | 52.85%              |
| Portfolio D   | 12.2   | 154.90%             |
| Portfolio E   | 10.4   | 458.05%             |
| Fund H  | 24.4   | 157.02%             |
| Fund I  | 15.1   | 60.54%              |
| Portfolio F   | 82.5   | 102.90%             |
| Fund J  | 40.5   | 30.61%              |
| Fund K  | 58.5   | 29.41%              |
| Fund L  | 14.5   | 134.04%             |
| Portfolio G   | 137.7  | 34.35%              |
| Fund M  | 86.0   | 48.52%              |
| Fund N  | 61.0   | 0.18%               |
| Fund O  | 112.7  | 14.36%              |
| Fund P  | 35.5   | 53.95%              |
| Fund O  | 29.1   | (1.02%)             |
| Fund R  | 46.7   | (5.63%)             |
| Fund S  | 14.9   | (0.17%)             |
| Fund T  | 67.9   | 41.46%              |
| Fund U  | 40.8   | 38.81%              |
| Fund V  | 40.0   | 55.57%              |
| Fund W  | 42.6   | N/A                 |
| Fund X  | 66.5   | N/A                 |
| Fund Y  | 55.0   | N/A                 |
| Fund Z  | 76.2   | N/A                 |
| Portfolio H   | 53.3   | N/A                 |
| cos IRR is presented net of management fees and carried interest charged by the general partners of the underly<br>as IRR shown as of March 37, 2021. Since Inception Net IRR 9389% as of March 31, 2021.<br>Mould be noted that the IRR of Fund Y is intribuly impacted by the purchase discounts (or premiums) paid at the<br>autions of the underlying investments.<br>mould not be assumed that recommendations made in the future will be profitable or will equal the performance i | losing of a transaction, the impact of which will diminish over time as the IRR reflects subsequen | ises. Portfolio and |

Please see the following development of our three recent funds in the Hamilton Lane Secondary Fund Series:





#### 2. List strategy AUM, net flows and accounts gained/lost for the past 5 years.

| Hamilton Lane Fund Name          | Status                 | Commitments<br>(M) | Commitments<br>(#) | Final Close Date |
|----------------------------------|------------------------|--------------------|--------------------|------------------|
| Hamilton Lane Secondary Fund I   | Inactive               | \$359.4            | 17                 | 08/01/08         |
| Hamilton Lane Secondary Fund II  | Post-Investment Period | \$584.8            | 47                 | 08/05/09         |
| Hamilton Lane Secondary Fund III | Post-Investment Period | \$900.0            | 71                 | 09/03/13         |
| Hamilton Lane Secondary Fund IV  | Investment Period      | \$1,922.3          | 115                | 06/23/17         |
| Hamilton Lane Secondary Fund V   | Investment Period      | \$3,929.2          | 153                | 02/15/21         |

### 3. Describe investor concentration for the strategy and note the percent of AUM attributable to the top five investors.

Please see the following table which reflects the current breakdown of investor types for the Hamilton Lane Secondary Fund Series:

| Investor Type                 | # of Committed Investors | <b>Commitment Amount</b> |
|-------------------------------|--------------------------|--------------------------|
| Corporate Pension Fund        | 9.2%                     | 8.6%                     |
| Corporation                   | 0.4%                     | 0.4%                     |
| Endowment                     | 4.6%                     | 2.6%                     |
| Family Office                 | 6.5%                     | 2.1%                     |
| Financial Institution         | 6.5%                     | 9.1%                     |
| Foundation                    | 4.4%                     | 3.3%                     |
| Fund of Funds                 | 0.6%                     | 0.7%                     |
| Health Service Organization   | 0.2%                     | 0.2%                     |
| High Net Worth Individual     | 8.6%                     | 0.4%                     |
| Insurance Company             | 11.3%                    | 15.9%                    |
| Private Bank                  | 1.0%                     | 1.0%                     |
| Private Equity Firm           | 3.3%                     | 2.2%                     |
| Private Wealth Platform       | 1.7%                     | 1.4%                     |
| Public Pension Fund           | 10.4%                    | 14.7%                    |
| Registered Investment Adviser | 1.0%                     | 0.5%                     |
| Retail Investor               | 0.6%                     | 0.1%                     |
| Sovereign Wealth Fund         | 0.6%                     | 6.2%                     |
| Taft-Hartley                  | 25.9%                    | 28.4%                    |
| Undefined                     | 3.1%                     | 2.3%                     |

The top 5 investors in the Hamilton Lane Secondary Fund Series make up approximately 14% of the total series commitments.



#### VI. Performance / Market Outlook

1. If not included in your meeting presentation, provide trailing returns as of the most recent quarter-end and calendar year returns for the past 10 years, both relative to benchmark.

Please see *Attachment A* for a copy of the Hamilton Lane Secondary Purchase Discretionary Track Record as of March 31, 2021.

### 2. Briefly discuss recent performance trends and identify environments in which the strategy is likely to be in or out of favor.

Hamilton Lane has been an active participant in the secondary market since 2000, with a long and successful track record of evaluating and managing secondary investments for our funds and clients. Hamilton Lane has an experienced and tenured team with a proven track record across market segments and has completed more than 250 secondary transactions through the pre-fund portfolio and five dedicated commingled secondary funds. As of March 31, 2021, our secondary investments made within each calendar year from 2000 to 2021 year to date (through March 31, 2021) outperformed the comparable MSCI World PME for such calendar year except in three instances. Due to the benefits, secondaries have proven to be a lower risk strategy and have historically performed well through cycles. We believe our secondary funds have generated strong risk-adjusted returns for our investors.

In our view, it is evident that the secondary market remains stable and has a healthy supply/demand dynamic with more deals than available capital, which has been relatively consistent over the past five years. As the secondary market has matured and become more sophisticated, transaction structures have grown more complex. Preferred access is the most important advantage to have in the market today. We have this through:

- Strategic solutions provider
- Relationships with GPs
- Our position as a diversified private markets platform

Our flexibility allows us to position the Fund in line with the best opportunities across the entire secondary landscape. As a result, investors get exposure to quality managers/assets through LP interest, GP-led and complex transactions.

We believe today's market conditions, characterized by the global growth of private markets and more active management of private market allocations, lend themselves to the strengths of Hamilton Lane's differentiated approach, and we remain focused on finding value in more complex and innovative secondary opportunities. Hamilton Lane believes that secondaries will continue to be a compelling portfolio mechanism for buyers and sellers alike that will remain an important component of private equity.

### 3. Describe your market outlook and how strategy positioning is impacted by your views.

As we construct private markets portfolios for clients, we keep a keen eye on developments in the global economy, the state of liquid asset markets, as well as factors



unique to specific private strategies and regions around the world. Over the course of 2020 through the first half of 2021, we have witnessed a remarkable whipsawing of the near-term market outlook, driven by an event that few market observers predicted. Low interest rates, rising valuations and the specter of a global trade war topped the list of concerns among investors at the outset of the 2020. Those concerns faded to become background noise beginning as fears of global pandemic took root. Those fears lingered for nearly one quarter before being replaced by unfettered optimism in financial markets.

March 2020 saw the derailment of a nearly ten-year bull market, suddenly plunging financial markets into a period of profound uncertainty. The advent of COVID-19 upended business and investment plans across the globe as stringent containment measures have been implemented in most major commercial hubs. These containment measures resulted in both a supply shock, as manufacturing slowed (and, in many cases, completely shut down), as well as a demand shock, as a spike in unemployment constrained consumer spending. In response to those economic shockwaves, governments across the globe enacted record stimulus packages, with some relief packages topping 5% of annual GDP.

The impact of COVID-19 was felt swiftly by publicly traded assets. After a tepid start to 2020, global equities declined sharply from their peak in mid-February, posting a 21% decline for the first quarter of 2020. This represents the largest quarterly decline for listed equities since 2008. Credit markets shared in the pain, as high yield bonds fell 14% in Q1 2020 and 10-year Treasury yields fell as low as 0.54%. Listed markets experienced a sharp increase in volatility, with several trading sessions tripping circuit breakers. The impact on private equity was less severe: buyout, venture capital, and growth equity funds declined "only" 8%<sup>2</sup>.

However, the resilience of traded assets during the remaining three quarters of 2020 made the sharp declines seen in the first quarter of 2020 feel like a distant memory. Traded equities recovered sharply from their March depths in the second quarter of 2020, surprising many forecasters, and the third quarter saw many equity indices retrace their pre-pandemic highs. That upward trend only accelerated in Q4 2020 with global equities finishing 2020 up 16%, a level few would have wagered attainable in March of 2020. The easing of COVID-19 restrictions, rising consumer confidence, and upward wage pressure has buoyed spending over the first half of 2021, providing a runway for further equity market appreciation.

Credit markets have responded favorably to support programs instituted by central banks, with traded credit pricing edging upwards and the primary issuance market gradually opening back up over the course of 2020 before kicking the gates wide open in early 2021. Persistent low interest rates and plentiful available debt capital has further tightened loan pricing in 2021, perhaps leading less-creative lenders to long for the halcyon days of 2020 when competition was less fierce and terms more lender-friendly. The distressed debt opportunity that many hypothesized would be a "once-in-a-generation" opportunity never materialized at any meaningful scale (and it likely never will).

While the impact of the COVID-19 pandemic on publicly traded assets can be observed in real time, the impact of the crisis and subsequent recover on private assets took more time to assess, as valuations in private markets are received on a lag. When the dust



settled on private asset valuations, they followed a similar pattern to and, in some cases, fared even better than traded assets. Investment activity slowed temporarily in early 2020, though it never ground to a halt as many expected. Complex, structured transactions, such as preferred equity, liquidity-based financings, and rescue financings were in vogue for a time though more "vanilla" transactions roared back beginning in Q4 2020.

In this market environment, the outlook for growth-oriented private equity transactions appears favorable relative to the outlook for value-oriented transactions. Privately originated credit offers a compelling alternative to aggressively priced syndicated credit markets and the demand for upgraded digital infrastructure will present opportunities for real assets focused investors.

It is still too early to know for certain the lasting impact the COVID-19 pandemic will have on social customs, work habits and global markets. COVID-19 vaccine development and distribution has proven one of the history's great logistical challenges, but progress has been made in the U.S. and other major economies (though there is admittedly a long way to go in many emerging markets). Those regions sit on the precipice of a return to something that loosely resembles pre-pandemic life. While the outlook remains uncertain and rapidly evolving, there is reason for cautious optimism. That is welcome news for savvy investors.

1 Source: Bloomberg.

2 Source: Hamilton Lane Data via Cobalt.

4. Could you please include a slide in your presentation that sows the MWRA's account history, initial contribution, cumulative subsequent contributions, cumulative subsequent distributions, gain/loss and current value.

Please see the slide in our presentation that shows the MWRA's account history.

# Attachment A

Hamilton Lane Secondary Track Record



Hamilton Lane Secondary Purchase Discretionary Track Record As of March 31, 2021

### Hamilton Lane Secondary Purchase Discretionary Track Record<sup>1,10</sup>

As of March 31, 2021

|   |   | Vintage Y         | ear Performance                  |  |   |
|---|---|-------------------|----------------------------------|--|---|
| Vintage Year <sup>9</sup>                 | Committed<br>Capital <sup>2</sup> (\$m) | TVPI <sup>4</sup> | Hamilton Lane IRR <sup>5,6</sup> | Spread vs. S&P 500<br>PME (bps) <sup>8</sup> | Spread vs. MSCI World<br>PME (bps) <sup>8</sup> |
| 2000-2001                                 | 209.6                                   | 1.3x              | 9.47%                            | 897 bps                                      | 780 bps   |
| 2002                                      | 36.9                                    | 1.7x              | 22.30%                           | 1,326 bps                                    | 1,094 bps                                       |
| 2003                                      | 24.2                                    | 2.3x              | 43.57%                           | 3,397 bps                                    | 3,052 bps                                       |
| 2004                                      | 0.4                                     | 2.5x              | 118.68%                          | 11,141 bps                                   | 11,019 bps                                      |
| 2005                                      | 36.7                                    | 1.9x              | 13.34%                           | 718 bps                                      | 842 bps   |
| 2006                                      | 98.6                                    | 1.3x              | 6.83%                            | 245 bps                                      | 412 bps   |
| 2007                                      | 102.0                                   | 1.4x              | 8.35%                            | 534 bps                                      | 767 bps   |
| 2008                                      | 156.3                                   | 0.9x              | (1.63%)                          | (553 bps)                                    | (255 bps)                                       |
| 2009                                      | 93.3                                    | 1.8x              | 26.46%                           | 637 bps                                      | 1,048 bps                                       |
| 2010                                      | 318.4                                   | 1.5x              | 19.19%                           | 415 bps                                      | 890 bps   |
| 2011                                      | 262.6                                   | 1.4x              | 16.36%                           | 89 bps                                       | 559 bps   |
| 2012                                      | 369.4                                   | 1.6x              | 19.38%                           | 361 bps                                      | 753 bps   |
| 2013                                      | 302.8                                   | 1.6x              | 19.65%                           | 525 bps                                      | 938 bps   |
| 2014                                      | 323.2                                   | 1.4x              | 12.12%                           | 126 bps                                      | 510 bps   |
| 2015                                      | 776.4                                   | 1.2x              | 6.30%                            | (653 bps)                                    | (330 bps)                                       |
| 2016                                      | 738.5                                   | 1.7x              | 22.85%                           | 683 bps                                      | 953 bps   |
| 2017                                      | 745.3                                   | 1.7x              | 23.19%                           | 769 bps                                      | 1,119 bps                                       |
| 2018                                      | 1,247.3                                 | 1.5x              | 19.52%                           | 98 bps                                       | 457 bps   |
| 2019                                      | 1,387.0                                 | 1.3x              | 22.12%                           | (83 bps)                                     | 234 bps   |
| 2020                                      | 1,189.4                                 | 1.5x              | 165.42%                          | 13,070 bps                                   | 13,281 bps                                      |
| 2021                                      | 688.2                                   | 1.3x              | 121.96%                          | 11,415 bps                                   | 11,592 bps                                      |
| Total                                     | 9,106.4                                 | 1.4x              | 15.97%                           | 347 bps                                      | 589 bps   |
|   |   | Composi           | te Performance <sup>3</sup>      |  |   |
|   |   |                   | 5-Year                           | 10-Year                                      | 15-Year   |
| Hamilton Lane Realized IRR <sup>5,</sup>  | ,7                                      |                   | 17.83%                           | 15.48%                                       | 15.74%  |
| Spread vs. S&P 500 PME (bps               |   |                   | 255 bps                          | 208 bps                                      | 445 bps   |
| Spread vs. MSCI World PME (               | /                                       |                   | 522 bps                          | 612 bps                                      | 756 bps   |
|   |   |                   |                                  |  |   |
| Hamilton Lane Total IRR <sup>5</sup>      | -                                       |                   | 17.63%                           | 16.18%                                       | 16.21%  |
| Spread vs. S&P 500 PME (bps               | s) <sup>8</sup>                         |                   | 39 bps                           | 110 bps                                      | 278 bps   |
| Spread vs. MSCI World PME (               | (bps) <sup>8</sup>                      |                   | 334 bps                          | 465 bps                                      | 568 bps   |
| Please refer to endnotes on the following | ng page.                                |                   |                                  |  |   |

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Proprietary and Confidential | 2

1 The Secondary Purchase Discretionary Track Record includes all commingled funds-of-funds and separate accounts managed by Hamilton Lane for which Hamilton Lane retains a level of discretion for the investment decisions, as of March 31, 2021. The results herein include all secondary fund investments. This presentation includes the performance of investments through the reporting date that were made on behalf of three accounts that Hamilton Lane no longer manages but still has access to the performance data. Because the performance includes investments made on behalf of accounts that Hamilton Lane no longer manages but has access to the performance information, such performance may not reflect the impact that material economic and market factors might have had on Hamilton Lane's decision making if those accounts were still clients of Hamilton Lane. This presentation excludes investments made on behalf of two accounts which Hamilton Lane no longer manages where Hamilton Lane no longer manages to the investments. This presentation accludes investments made on behalf of two accounts which Hamilton Lane no longer manages where Hamilton Lane no longer manages to the investments. This presentation accludes investments made on behalf of two accounts which Hamilton Lane no longer manages where Hamilton Lane no longer manages to the investments. This presentation also excludes investments where only one accounts which Hamilton Lane no longer manages where Hamilton Lane no longer an access to the historical or current performance data of those investments. This presentation also excludes investments access to the performance data of those investments. This presentation the investments access to the investment and the account that committed to the investment is no longer an active client, causing Hamilton Lane to no longer have access to the performance data of those investments. Because the performance data of those investments, such performance could be materially impacted if Hamilton Lane still had access to the perfor

2 Committed equals the total dollars committed to investments including liquidated investments.

3 Composite performance is measured for the 5-year, 10-year, and 15-year periods ending March 31, 2021. These horizon returns are calculated on a point-to-point basis over the specified time periods. The contributions, distributions and remaining asset values at the beginning and ending dates of the horizon periods are used in calculating these returns. These returns are net of management fees, carried interest and expenses charged by the underlying fund managers, but do not include Hamilton Lane management fees, carried interest or expenses since it is not possible to allocate such items accurately in a composite measured at different points in time. The performance would decrease with the inclusion of these fees, carried interest and expenses. See the hypothetical example below. Hamilton Lane has calculated and presented these returns on a pooled basis using daily cash flows.

4 Total Value Paid-In ("TVPI") multiple represents total distributions from underlying investments to the fund plus the fund's market value divided by total contributed capital. Gross TVPI is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane management fees, carried interest or expenses since it is not possible to allocate such items accurately in a composite measured at different points in time. The performance would decrease with the inclusion of these fees, carried interest and expenses. See the hypothetical example below.

5 Internal Rate of Return ("IRR") is calculated on a pooled basis using daily cash flows. Gross IRR is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include but does not include Hamilton Lane management fees, carried interest or expenses since it is not possible to allocate such items accurately in a composite measured at different points in time. The performance would decrease with the inclusion of these fees, carried interest and expenses. See the hypothetical example below.

6 Note that secondary portfolio IRRs can be initially impacted by purchase discounts (or premiums) paid at the closing of a transaction, the impact of which will diminish over time.

7 Regarding secondary purchases, investments are considered realized if the underlying investment fund has been fully liquidated, has generated a DPI greater than or equal to 1.0x, or has an RVPI less than or equal to 0.2x and is older than 6 years. Distributions Paid-In ("DPI") multiple represents total distributions from underlying investments to the fund divided by total contributed capital. Gross DPI is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane fees. Remaining Value Paid-In ("RVPI") multiple represents the fund's market value divided by total contributed capital. Gross RVPI is presented net of management fees, carried interest and expenses charged by the general partners of the underlying investments, but does not include Hamilton Lane fees.

8 The indices presented for comparison are the S&P 500 and the MSCI World, calculated on a Public Market Equivalent (PME) basis. The PME calculation methodology assumes that capital is being invested in, or withdrawn from, the index on the days the capital was called and distributed from the underlying fund managers. Contributions were scaled by a factor such that the ending portfolio balance would be equal to the private equity net asset value. The scaling factor is found by taking the sum of all shares sold (SS), the sum of all shares purchased (SP) and calculating the number of shares the ending value is worth (SEV). Dividing SEV + SS by SP solves for the PME scaling factor. The scaling of contributions prevents shorting of the public market equivalent portfolio in order to match the performance of an outperforming private equity portfolio. Realized and unrealized amounts were not scaled by this factor. The S&P 500 Total Return Index is a capitalization weighted index that measures the performance of 500 U.S. large cap stocks. The MSCI World Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed markets. The indices are presented merely to show general trends in the markets for the relevant periods shown. The comparison between Hamilton Lane performance and the index is not intended to imply that a fund's or separate account's portfolio is benchmarked to the index either in composition or level of risk. The index is unmanaged, has no expenses and reflects the reinvestment of dividends and distributions. The spreads are fund or separate account and the indices do not necessarily reflect the actual investment strategy of a fund or separate account.

9 Secondary purchases are counted in the closing year of the transaction and not the underlying vintage year of the fund.

10 With respect to underlying funds, performance is based upon the most recent reported market valuations received from the general partners at the time the track record was prepared. For funds that did not yet receive a March 31, 2021 reported market valuation, Hamilton Lane uses the "Adjusted Market Value" methodology which reflects the most recent reported market value from the general partner adjusted for interim net cash flows through March 31, 2021. This performance is subject to change as additional reported market values are received from the general partners. The portfolio investments in which the Partnerships have invested may have not yet issued their financial statements for March 31, 2021. The estimated investment values therefore rely on the information available at the time of approval by Hamilton Lane.

The following hypothetical illustrates the effect of fees on earned returns for both separate accounts and fund-of-funds investment vehicles. The example is solely for illustration purposes and is not intended as a guarantee or prediction of actual returns that would be earned by similar investment vehicles having comparable features. The hypothetical assumes a separate account or fund-of-funds consisting of \$100 million in commitments with a fee structure of 1.0% on committed capital during the first four years of the term of the investment and then declining by 10% per year thereafter for the 12-year life of the account or fund. The commitments were made during the first three years in relatively equal increments, and the assumption of returns was based on cash flow assumptions derived from a historical database of actual private equity cash flows. We modeled the impact of fees on four different returns to a paproximately 2%. This does not include performance fees since the performance of the account or fund would determine the effect such fees would have on returns. Expenses also vary based on the particular investment vehicle and, therefore, were not included in this hypothetical. Both performance fees and expenses would further decrease the return.

Past performance of the investments presented herein is not indicative of future results and should not be used as the basis for an investment decision. The information included has not been reviewed or audited by independent public accountants. Certain information included herein has been obtained from sources that Hamilton Lane believes to be reliable but the accuracy of such information cannot be guaranteed.

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The S&P 500 Total Return Index is a capitalization-weighted index of 500 U.S. large cap stocks that assumes all dividends and distributions are reinvested.

The MSCI World Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity performance of developed markets.

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The information herein is not intended to provide, and should not be relied upon for, accounting, legal, tax advice or investment recommendations. You should consult your accounting, legal, tax or other advisors about the matters discussed herein.

The calculations contained in this document are made by Hamilton Lane based on information provided by the general partner (e.g. cash flows and valuations), and have not been prepared, reviewed or approved by the general partners.

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As of August 23, 2021

### HAMILTON LANE ADVISORS, L.L.C. CONFIDENTIAL & PROPRIETARY INFORMATION

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| Firm:             | HarbourVest Partners LLC                        |
|-------------------|---|
| Strategy/Product: | HarbourVest Partners Co-Investment Fund VI L.P. |
| Client:           | Massachusetts Water Resource Authority (MWRA)   |

### NEPC Manager Due Diligence Questionnaire - Update

#### Instructions

In support of our upcoming meeting we ask that you please complete this due diligence questionnaire. Please provide your responses in the form of brief descriptions, lists or tables added directly to this Word document.

Thank you for taking the time to complete this questionnaire. Please note that all materials submitted in relation to MWRA Retirement System may be subject to disclosure consistent with Massachusetts Public Record laws.

### **Firm/Organization**

### 1. Have there been any changes in ownership or management in the past year?

We have not had any material changes to our ownership/management structure during the last year.

HarbourVest is an independent, privately-owned Firm. The equity ownership is held by 30 individuals. Within this group, no individual owns more than 7.5% of the Firm. In addition, 36 other employees (managing directors) participate in a profit sharing plan. Together, these senior professionals have a significant vested personal and financial interest in the long-term success of HarbourVest. The ownership structure includes provisions to expand ownership over time to enable continuity and stability of the Firm.

There are no anticipated changes in ownership, except for those relating to planned hiring, internal promotions, and retirements, which will occur over time. Maintaining our independence and distributing ownership broadly are key tenets of our philosophy, and we believe this is the best way to provide motivation and commitment of all the members of HarbourVest.

### 2. List firm AUM, net flows and accounts gained/lost for the past 5 years.

HarbourVest's clients are generally limited partners that invest in a HarbourVest fund or account and remain an investor over the 10- to 14-year term of the fund. As a result, the number of clients or accounts gained/lost is not generally applicable.

There are certain clients that may remain as active investors in HarbourVest's existing pools of capital and may not participate in successive offerings for a number of reasons. Reasons may include a shift to managing private equity investments internally, change in portfolio strategy, or termination of the plan.

### 3. Have there been any new or discontinued products in the past year?

We expect to continue raising discretionary pool of capital in successive primary, secondary, real assets, private debt, and co-investment funds every few years for the foreseeable future. Single investor separately managed accounts will also continue to comprise the pools of capital we manage. The total capital raised is carefully managed to be commensurate with the size of the market opportunity and the expected availability of leading managers and investment opportunities. The Firm also serves as the investment manager of a listed vehicle that leverages HarbourVest's expertise for investors who prefer to access private equity through a public vehicle.

We have provided a list of funds currently in the market and accepting new investors below:

- HARBOURVEST PARTNERS CO-INVESTMENT FUND VI
- 2021 HARBOURVEST GLOBAL FUND L.P.
- HARBOURVEST PARTNERS XII PROGRAM
- HIPEP IX FUND L.P.
- HARBOURVEST ASIA PACIFIC FUND 5 L.P.
- HARBOURVEST INFRASTRUCTURE INCOME PARTNERS L.P.

We have provided a list of funds that have held a final close in the last year:

- HARBOURVEST DIRECT LENDING FUND L.P. August 31, 2021
- HARBOURVEST CREDIT OPPORTUNITIES FUND II L.P. March 31, 2021
- HARBOURVEST REAL ASSETS FUND IV L.P. December 28, 2020
- 2020 HARBOURVEST GLOBAL FUND L.P. December 18, 2020
- HARBOURVEST DOVER STREET X L.P. October 8, 2020

### 4. Are any products capacity constrained?

Co-Investment Fund VI has a target fund size of \$3.5 billion and a hard cap of \$4.5 billion. To date, we have raised approximately \$2.6 billion as of the Fund's most recent closing, which was held on August 31, 2021.

5. Describe any current or pending regulatory, compliance or litigation issues and the expected business impact.

HarbourVest's most recently completed routine examination performed by the U.S. Securities and Exchange Commission ("SEC") occurred in July 2014. The SEC provided two comments, both of which were immediately addressed through minor administrative changes to our policies.

### Litigation

In the normal course of business, as with many other private equity managers, HarbourVest is from time-to-time involved in litigation as a plaintiff and a defendant. In the opinion of the managing directors, litigation has not had any material impact on the Firm.

In April 2020, HarbourVest, on behalf of funds and accounts under management, filed a proof of claim related to Highland Capital Management's bankruptcy filing. HarbourVest settled those claims with Highland Capital, pursuant to which HarbourVest agreed to drop its claims against Highland Capital and transfer its interest in the relevant Highland managed fund to the Highland estate, in exchange for a \$45M general unsecured creditor claim plus a \$35M junior class creditor claim in the bankruptcy process.

In September 2015, a class action lawsuit was filed in Delaware Chancery Court against Envivio, Inc., a portfolio company of HarbourVest International Private Equity Partners V-Direct Fund L.P., and its board of directors, including Corentin du Roy, a Managing Director of HarbourVest Partners. The lawsuit sought to enjoin a proposed transaction announced on September 10, 2015 pursuant to which Envivio will be acquired by Ericsson Inc. and its wholly-owned subsidiary, Cindy Acquisition Corp. The lawsuit alleged, among other things, that individual defendants breached their fiduciary duties by initiating a process to sell Envivio that undervalues the company. In November 2015, the litigation was resolved when plaintiffs dismissed their complaint.

## 6. Describe your diversity, equity and inclusion efforts with regard to the firm and its employees.

At HarbourVest, we have a long-standing commitment to creating a diverse and inclusive environment in which every employee has the opportunity to contribute freely and achieve their full potential. The firm maintains a written policy consistent with its belief in the power of building a diverse team and creating an inclusive environment. We are committed to fostering an environment of diversity that promotes mutual respect and acceptance among all employees regardless of age, gender, race, ethnic origin, marital status, physical abilities, religious beliefs or sexual orientation. Understanding and valuing these differences maximizes the potential of both the individual and the Firm.

Equal Opportunity Employer: HarbourVest Partners, LLC is an equal opportunity employer. All personnel actions affecting employees will be administered without regard to race, color, religion, sex, sexual orientation, marital status, age, national origin, physical or mental disability, or status as a disabled or Vietnam era veteran of the United States Armed Forces. Any employee who feels that he or she is being discriminated against in any manner is encouraged to immediately bring his or her concern to the attention of a Managing Director, or other individuals in management, so that the problems can be promptly investigated and solved. HarbourVest is committed to fostering an environment of diversity that promotes mutual respect and acceptance among all employees regardless of age, gender, race, marital status, ethnic origin, physical abilities, religious beliefs, or sexual orientation. Understanding and valuing these differences maximizes the potential of both the individual and the firm. Our Global Respectful Workplace Policy (June 2020) formalizes and reinforces the standards of behavior which we have expected, and continue to expect, from each other to ensure that all members of the HarbourVest community are treated with respect and dignity. It also articulates the potential consequences for those who do not abide by these standards. The Diversity and Inclusion Council identified this policy as an early priority, and it represents the culmination of months of effort to create one global policy that offers all employees the protection of a respectful work environment free from all forms of discrimination and harassment. This policy commits HarbourVest to these values, and our hope is that it helps set a strong example of the high standards we seek to uphold in how we treat one another in the workplace.

Diverse and inclusive teams are vital for ongoing innovation and growth and help us make better-informed decisions on behalf of our clients and their stakeholders. As such, we have long been committed to fostering a diverse and inclusive workplace, and we continue to evolve and adopt best practices to ensure that this remains a focal point for the firm. In 2019, we established our Diversity & Inclusion Council, a group of senior leaders that is focused on developing and continuously strengthening our strategy for building and maintaining a diverse, inclusive workplace. The Council focuses on the following key areas:

- **Talent acquisition:** Ensuring broad candidate pools and unbiased hiring decisions in order to attract strong and diverse talent. Create, improve, and monitor systems within the candidate workflow, from sourcing through onboarding to retention
- **Talent development:** Developing specialized development programs that are global in scope, and are focused on maximizing awareness, better leadership, and elevating a strong and diverse workforce
- **Internal programs:** Creating a shared understanding, appreciation, and commitment to diversity and inclusion within firm policies and practices
- *External programs:* Facilitating and expanding external network engagement and program leadership

### Portfolio Management Team

### 1. Have there been any changes in the portfolio management team in the past year?

In the last year, there have been no material changes in the portfolio management team.

HarbourVest has had little turnover among its investment team. This is especially notable among the current investment-focused managing directors, who have an average tenure at the Firm of more than 14 years.

We have provided a summary of transitions and/or departures below for the last year.

**Transitions** 

Michael Taylor, Managing Director, Primary Team – Transitioned to Senior Advisor in 2020

Julie Ocko, Managing Director, Primary Team – Transitioned to Senior Advisor in 2021

### Note on Senior Advisors

We are pleased that so many experienced individuals have developed their private equity careers at HarbourVest, contributed their expertise to our clients, and remain at the firm today. At the same time, we recognize the need to strike a balance that allows our long-term

managing directors to scale back their time commitment while allowing other members of the senior team to expand their roles. As such, HarbourVest offers certain managing directors the flexibility to scale back their role over time in a manner that best suits their individual situation. While some senior advisors may play an active role for several years, others may choose to scale back their time commitment more rapidly. The Firm's senior advisors tend to focus on offering strategic advice, mentoring more junior professionals, assisting with special projects, and other similar matters.

The Firm's global investment team of more than 170 people continues to be one of the deepest and most seasoned teams in the private equity industry and provides valuable consistency to our management, investment performance, and strategy.

## 2. Are there any expected changes to the team in the future (planned additions or departures)?

HarbourVest will continue to add team resources as the need arises and in anticipation of new business. Our current staffing model, particularly because of the depth and breadth of our 50+-person direct co-investment team, is adequate to meet the current needs of the firm and any potential future growth. We are also actively growing our direct co-investment team, with several recent additions to the team as well as several planned new hires to be made over the course of 2021.

Over the past few years, we have grown our staff to keep pace with the increase in investment opportunities, the service of our client base, and operational enhancements. We will selectively add to our investment staff as the need and opportunity arises.

### Process

- 1. Have there been significant changes in any of the areas below in the past year?
  - Identification of investment ideas
  - Process for exploring and vetting ideas
  - Portfolio trading practices including buy/sell rules
  - Approach to portfolio monitoring and risk management

There have been no material changes in the last year to the direct investment process in the areas noted above.

### Philosophy

### 1. Describe recent changes in investment philosophy, if any.

### Evolution of Investment Committee

Please note that the Firm's Global IC was dissolved effective January 1, 2019. For many years, our Strategy ICs have played a key role in our decision-making as they are most knowledgeable about the markets in which they invest. As of January 1, 2019, primary responsibility for all investment decisions shifted from our Global Investment Committee to the Firm's Strategy ICs. The investment decision-making process at HarbourVest has long been one of our core strengths. As the private markets have grown and our investment strategy has expanded, we reviewed these processes and decided to take the steps outlined above to enable an even more specialized, nimble approach to managing our investment process. These changes formalize the manner in which our ICs have worked for some time.

### Enhancements to Co-Investment Fund VI Program

Harbourvest's most recent global commingled co-investment fund, Co-Investment Fund VI, expects to maintain a similar investment strategy to its five predecessor programs—seeking to generate strong returns for investors by sourcing, evaluating, and executing investments in companies located primarily in North America, Europe, and Asia Pacific and making investments predominantly alongside other fund managers, partnering with GPs who possess industry knowledge, cultural familiarity, and investment expertise in relevant areas. Furthermore, HarbourVest has continued to emphasize its focus on the small and middle market, with more than 80% of capital invested in companies with enterprise values of \$3.0 billion or less across its most recent three co-investment programs (HCF III-V). In addition, the Fund will also make a limited number of primary partnership commitments as a part of its sourcing strategy, which is a recent addition to our co-investment strategy. The Fund may invest up to 5% of committed capital in strategic primary partnership investments with managers that HarbourVest believes will offer co-investment opportunities in the future. Primary partnership commitments will be made through HarbourVest's existing primary manager selection process and supplemented by active participation by the direct coinvestment team. Importantly, such investments will not be charged any HarbourVest management fees or carried interest. The co-investment market is competitive, and a meaningful number of high-quality, sought-after GPs have a policy that co-investment opportunities are allocated only to their limited partners (i.e., you can-not access their deal flow if you are not an investor). By being an investor in the GP's fund, even for a small amount, HarbourVest is able to access the GP's deal flow and secure a disproportionate share of the co-investment, which in a single deal may be in excess or well-in-excess of the primary commitment. We will seek to commit to managers with whom we believe there is a high likelihood of generating significant co-investment deal flow, and where we believe competition for that co-investment deal flow is low among our top competitors, enabling us to receive outsized co-investment allocations relative to our primary commitment.

### Portfolio

1. If not included in your meeting presentation, provide portfolio holdings, sector exposure, geographic exposure and common characteristics (yield, duration, market cap, P/E, etc.).

Co-Investment Fund VI seeks to generate strong returns for investors by sourcing, evaluating, and executing investments in companies located primarily in North America, Europe, and Asia Pacific. The Fund intends to make investments predominantly alongside other fund managers, partnering with GPs who possess industry knowledge, cultural familiarity, and investment expertise in relevant areas. In addition, the Fund will also make a limited number of primary partnership commitments as a part of its sourcing strategy. The team aims to generate attractive returns for investors by leveraging the Firm's proactive deal sourcing resources, proprietary due diligence processes, and global presence.

Co-Investment Fund VI expects to take the following approach to its investment strategy1:

- **Investment Strategy:** We expect to commit 95-100% of the Fund in direct coinvestments and 0-5% of the Fund in strategic primary commitments.
- Anticipated Transaction Size: Based on a target fund size of \$3.5 billion, we expect to invest in 40-55 portfolio companies and expect to commit approximately \$55-75 million per co-investment, on average. In addition, we expect to make 10-20 strategic primary commitments, which will be approximately \$10-20 million each in size.
- **Investment Pace:** The investment period of the Fund is 5 years; however, it is currently anticipated that the Fund will be substantially invested within the first 3 years, provided that follow-on investments may be made throughout the life of the Fund.
- **Holding Period:** We typically underwrite all investments to a 5-year hold period, on average.
- **Geographic Focus:** While not contractually obligated, we expect the Fund to be invested 40-70% in North America, 20-40% in Europe, and 10-30% in rest of world.
- **Industry/Sector Focus:** We expect the Fund to be well diversified by industry, sector, and underlying market demand drivers and trends, with no single industry anticipated to account for more than 25% of committed capital.
- **Investment Stage:** While not contractually obligated, we expect the Fund to be invested 70-90% in buyouts and 10-30% in growth equity.

Please refer to the strategy presentation for details on portfolio holdings for our prior coinvestment funds as well as other strategy- and fund-specific diversification details.

### 2. List strategy AUM, net flows and accounts gained/lost for the past 5 years.

Please refer to Section 1, Question 2 above.

Below we have provided the fund sizes for all of our co-investment strategies.

<sup>&</sup>lt;sup>1</sup> There is no guarantee the Fund will achieve its investment objectives. These amounts reflect the current expectations for the Fund. The ultimate allocations and characteristics will differ based upon market conditions and available investment opportunities over the life of the Fund. Additionally, these are not prescriptive guidelines. The investment guidelines of the Fund are contained in the Private Placement Memorandum and the Limited Partnership Agreement.

| Fund Name                 | Fund Size (USD millions) |
|---------------------------|--------------------------|
| 2004 Direct - HCF I       | \$350                    |
| 2007 Direct - HCF II      | \$734                    |
| 2013 Direct - HCF III     | \$1,010                  |
| Co-Investment IV - HCF IV | \$1,768                  |
| Co-Investment V - HCF V   | \$3,030                  |
| Co-Investment VI – HCF VI | [\$3,500 target]         |

## 3. Describe investor concentration for the strategy and note the percent of AUM attributable to the top five investors.

Our co-investment funds have historically been very well diversified across investors, with limited single-LP concentration and a client base that is well diversified by type, size, and geography. Below is a summary of our largest historical LPs across our co-investment funds, including capital raised to date on behalf of Fund VI:

| Limited Partner   | % of Total Cumulative Raised<br>(HCF I-VI as of August 31, 2021) |
|-------------------|--|
| Limited Partner 1 | 8%   |
| Limited Partner 2 | 5%   |
| Limited Partner 3 | 5%   |
| Limited Partner 4 | 4%   |
| Limited Partner 5 | 4%   |
| TOTAL             | 27%  |

### **Performance / Market Outlook**

1. If not included in your meeting presentation, provide trailing returns as of the most recent quarter-end and calendar year returns for the past 10 years, both relative to benchmark.

Please refer to the separately provided Excel file, "Co-Investment Fund Performance Detail (03-31-21)", for performance information, including since inception performance by fund as of March 31, 2021, annual calendar year/one-year IRRs for the last ten years by fund, and since inception performance versus both private and public benchmarks for each prior co-investment fund.

## 2. Briefly discuss recent performance trends and identify environments in which the strategy is likely to be in or out of favor.

The Fund intends to construct a well-balanced portfolio that is exposed to numerous underlying demand drivers and trends, amongst other factors. Consequently, the Fund is agnostic as to industry and investment themes across geographies and evaluates each investment opportunity on its own individual merits. That said, below are a few examples of current themes from investments in HCF IV and HCF V.

- Decreasing use of cash in developed economies: Providers of payments services in the US and Europe.
- Growing middle class in developing economies: Providers of education, financial services, and consumer products in Asia and emerging markets.

- Aging population demographics in developed economies: Providers of healthcare goods and services in US, Europe and developed Asian countries.
- The rising adoption of ecommerce, particularly in light of COVID-19.

Due to the long-term nature of private equity, as well as the Fund's flexibility to capitalize on specific trends as they arise – be it geography- or industry-driven – private equity tends to be an attractive asset class to invest in throughout market cycles. Co-investment portfolios in particular tend to be more diversified than portfolios of other private markets strategies in several ways, which helps to provide greater downside protection in down markets. A co-investment portfolio may contain a greater number of investments with generally greater diversification by stage of investment, geography, and industry as compared to other private markets strategies. Additionally, a co-investment portfolio typically contains investments alongside a variety of different private market managers. This potential increased level of diversification can reduce the amount of specific and systemic risk in the portfolio, thereby creating a potential element of capital protection. For instance, a fund with investments across several geographies should mitigate the impact of a negative economic event in any one specific region.

# 3. Describe your market outlook and how strategy positioning is impacted by your views.

The current market environment continues to be one of high valuations, high leverage, and low interest rates. Similar to what we saw pre-COVID-19, GPs have a significant amount of dry powder and we therefore expect investment activity to remain high in 2021 and beyond. Specifically, we expect a continued focus on i) solutions-oriented opportunities, ii) partnering with GPs who have a deep understanding of the specific sector and assets, iii) structured transactions with downside protection, and iv) recapitalizations. As private equity is a long-term asset class, we approach portfolio construction in consideration of cycles. Consistently in the market and not trying to time the market, we aim to build flexible, durable solutions that take short-term tactical opportunities into account. Over time, we have developed and honed our ability to be nimble, so we can capitalize on trends and opportunities that can disappear as quickly as they arise. Understanding that the current market environment is a difficult one to navigate, HarbourVest believes it is in a strong position to capitalize on its unique co-investment capabilities to build a portfolio of diversified investments that will provide strong returns through downside mitigation.

First, HarbourVest is a firm that has been through multiple economic cycles and has persevered by building pattern recognition through these cycles. Specifically, the co-investment team senior leadership has been investing together for over a decade, and has experienced two of the most difficult investing periods in history: the global financial crisis and the dot-com bubble. The pattern recognition that the team has developed will inevitably aid in navigating through challenging investing environments. The team has developed a list of lessons learned – both good and bad – from past transactions, which it uses as a reference tool when assessing new opportunities.

Second, HarbourVest does not invest by attempting to time the market. Instead, the coinvestment team endeavors to build diversified portfolios across region, industry, stage, company size, and lead general partner that will deliver strong performance. While it is difficult to project how industries or regions may be impacted by a market downturn, diversification provides HarbourVest with downside mitigation against the negative impact that one industry or region may have. There will always be investments that outperform and others that underperform, but HarbourVest's goal is to create a portfolio of investments that will limit the risk of capital loss while preserving the possibility for outperformance. We also look for well-priced assets with compelling valuations – for example, we invested in a payroll outsourcing provider in Asia, Ascender, which we purchased at 8.3x EV/EBITDA. The business had previously made a bolt-on acquisition in January 2017, and our entry valuation of 8.3x was a full turn lower than the valuation at the time of this acquisition (at which point another co-investor was brought into the transaction). In addition, our entry valuation was significantly lower than public comps, which traded in excess of 17x LTM EBITDA at the time of our investment.

Third, HarbourVest models recessionary scenarios into each co-investment that it underwrites. By doing so, the portfolio is weighted towards resilient business models that can perform and maintain profits during a recession. Some common characteristics across the co-investment portfolio include businesses with recurring revenue, high customer retention, leading market positions, flexible cost structures, and durable supplier power. Due to the significant deal flow in our co-investment program, HarbourVest can exercise discipline in building portfolios that demonstrate these attributes.

Fourth, HarbourVest has developed co-investment relationships with top-tier general partners around the world. These general partners are experts in their respective markets and have successfully navigated them in the past. Our ability to invest alongside such valued investors and our global sourcing capabilities enable us to identify attractive opportunities in undervalued sectors and assets or regions where deals can be sourced in a truly proprietary basis and have entry multiples that are at a significant discount to peers. These GPs are able to rapidly create value through their active ownership and involvement with the business (e.g., replacing management, improving performance, cutting costs, making acquisitions, etc.).

Lastly, many relationships with lead general partners have resulted in HarbourVest being able to either create a co-investment opportunity or be the first co-investor to receive an invite to an investment opportunity. By developing long-term relationships and building trust, HarbourVest has become a key partner for many lead general partners. These relationships provide HarbourVest the opportunity to build a portfolio of unique co-investments that other co-investors are not able to access. In several of our investments, including Klarna, an investment in an online consumer payment solutions business alongside Permira, HarbourVest secured its position as the sole co-investor in the deal, largely as a result of our ability to provide a warehousing solution to the GP, who is in the process of raising a new fund, for which this was meant to be the cornerstone asset.

# 4. Could you please include a slide in your presentation that sows the MWRA's account history, initial contribution, cumulative subsequent contributions, cumulative subsequent distributions, gain/loss and current value.

Please find under separate cover.

#### Additional important information

Any data presented about investments prior to 1998 is related to transactions that occurred when the HarbourVest team was affiliated with Hancock Venture Partners, Inc.

The source of the performance information is HarbourVest. In considering the performance information contained herein, prospective investors should bear in mind that past performance is not a reliable indicator of future results, and there can be no assurance that an investment sponsored (or an account managed) by HarbourVest will achieve comparable results or be able to implement its investment strategy or meet its performance objectives. The funds that made these investments may have had different terms and investment objectives than those proposed or modeled herein.

The foregoing performance information includes realized and unrealized investments. Unrealized investments are valued by HarbourVest in accordance with the valuation guidelines contained in the applicable partnership agreement. Actual realized returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs, and the timing and manner of sale, all of which may differ from the assumptions on which the valuations used in prior performance data contained herein are based. Accordingly, the actual realized returns on these unrealized investments may differ materially from returns indicated herein.

In certain cases, a HarbourVest fund or account, or the partnerships in which it invests, may utilize a credit facility or other third-party financing. This is generally to bridge capital calls from limited partners or to fund a portion of an investment and may also be used to facilitate transactions involving the recapitalization of portfolio investments. This may make the resulting IRR and multiples higher or lower than the IRR or multiples that would have been presented had drawdowns from partners or available cash been initially used to acquire or pay for the investment.

IRRs are calculated from the date of a fund's first cash flow from a limited partner, which may include capital contributions in connection with fund formation, as may occur with certain AIF-Related Funds (as defined below), and therefore can be earlier than the date of the first capital call from a limited partner for the purpose of investment. The start date for IRR calculations can also be later than the date of date of initial investment when a credit facility or other third-party financing is used to fund such investment.

Performance is expressed in US dollars, unless otherwise noted. Returns do not include the effect of any withholding taxes. Cash flows are converted to US dollars at historic daily exchange rates, unless otherwise indicated. The return to investors whose local currency is not the US dollar may increase or decrease as a result of currency fluctuations.

- 1. Net Performance Returns DPI (Distributions / Paid-In Capital), TVPI (Total Value / Paid-In Capital), and Net IRR (Internal Rate of Return) through the applicable date are the returns to limited partners after all management fees, commissions, fund operating expenses, and carried interest. These returns reflect the combined return for all limited partners in a fund and may not reflect an individual limited partner's actual return. The Net IRR is calculated using daily cash flows to and from limited partners. In this calculation, the final cash flow to limited partners is the fair market value of all limited partners' capital accounts at the applicable date as determined by the general partner of the respective HarbourVest fund or account in accordance with the valuation policy. The net multiples (DPI and TVPI) are calculated based on the same cash flows. See note 8 below for additional disclosures related to fees and expenses of a fund.
- 2. Gross Performance Returns This information (Distributed / Funded, Total Value / Funded, TV/TC (Total Value / Total Cost), Gross Portfolio IRR, and Gross IRR), if shown, is presented on a gross basis and reflects the performance of the investment portfolio, including primary fund investments, secondary investments, and/or direct co-investments. Gross Portfolio IRR represents the annual return calculated using daily cash flows from the Fund(s) to and from the various partnerships or companies, either directly or through a special purpose vehicle in which the Fund(s) invested during the period specified. These returns reflect the fees, expenses, and carried interest of the underlying fund investments (where applicable), certain expenses of any special purpose vehicle that held an interest in the underlying fund, as applicable, but do not reflect the management fees, carried interest, and other expenses borne by investors in the Fund(s), which will reduce returns. See note 8 below for additional disclosures related to fees and expenses of a Fund.
- 3. Portfolio Company Performance This information, if shown, is based on the cost and value of underlying company investments within the primary and secondary investment portfolios of the Fund(s). These returns do not reflect the fees, expenses, and carried interest of the partnership investments of the Fund(s), which will reduce returns. Performance may be aggregated when a company is held through multiple primary and secondary investments. These returns do not represent the performance of any specific Fund or the return to limited partners of any specific Fund. As a result, portfolio company performance returns are considered model performance. See notes 6 and 8 below for additional disclosures related to model performance and fees and expenses of a Fund, respectively.
- 4. Public Market Comparison This information, if shown, represents adjusted model performance of each index as if the respective index had been purchased and sold at the time of the limited partners' capital calls and distributions, with the remainder held at the date noted. The indices used assume reinvestment of all dividends. Under this methodology, the capital calls for the purchase of the public market index are the same as the capital calls for the Fund(s). The distributions for the sales of the public market index are scaled to represent the same proportion of the Fund's NAV at the time of the distribution. For example, if the Fund distributes 5% of NAV, then 5% of the index NAV is distributed. Thus, the index returns presented are not gross actual index returns, but adjusted model returns. See note 6 for additional disclosures related to model performance.

The MSCI AC World® Index (ACWI) is designed to measure the performance of publicly-traded large and mid-capitalization equity securities in global developed and emerging markets. The MSCI ACWI Index is maintained by Morgan Stanley Capital International ("MSCI") and has historically captured approximately 85% coverage of the free float-adjusted market capitalization of its publicly-traded global equity opportunity set.

The MSCI AC World® (ACWI) Ex-US Index is designed to measure the performance of publicly-traded large and midcapitalization equity securities in global developed and emerging markets excluding the US. The MSCI ACWI Ex-US Index is maintained by MSCI and has historically captured approximately 85% coverage of the free float-adjusted market capitalization of its publicly-traded global equity opportunity set outside the US.

The MSCI EAFE® Index is designed to measure the performance of publicly-traded large and mid-capitalization equity securities across developed markets, including countries in Europe, Australasia, Israel and the Far East, and excluding the US and Canada. The MSCI EAFE Index is maintained by MSCI and has historically captured approximately 85% coverage of the free float-adjusted market capitalization of publicly-traded equities in each included country.

The S&P 500® Index is designed to measure the performance of publicly-traded equity securities of the large capitalization sector of the US market and includes 500 large companies having common stock listed on eligible U.S. exchanges. The S&P 500 Index is maintained by Standard & Poors ("S&P") and has historically captured approximately 80% coverage of available market capitalization of publicly-traded equities in the US market.

The Russell 2000® Index is designed to measure the performance of publicly-traded equity securities of the small capitalization sector of the US market and includes the 2,000 smallest companies in the Russell 3000® Index. These indexes are maintained by FTSE Russell, a subsidiary of the London Stock Exchange Group. The Russell 3000 Index consists of the 3,000 largest publicly-listed US companies, and has historically captured approximately 98% coverage of the total capitalization of the entire US stock market.

The adjusted public market indices shown are not intended to, and do not, parallel the risk, investment strategy, or investment characteristics of a Fund. The securities comprising the public market indices have substantially different characteristics than the investments held by a Fund, and accordingly, a direct comparison may not be meaningful. The public market comparison is shown for illustrative purposes only. The adjusted indices are shown to demonstrate the approximate returns an investor may have received had the investor invested in certain publicly-traded equity securities in lieu of a Fund or the investments made by HarbourVest. An investor is not able to directly invest in a benchmark index.

Bloomberg is the source of the index data contained or reflected in this material. MSCI, S&P, and FTSE Russell are the owners of the index data contained or reflected in this material and all trademarks and copyrights related thereto. This is HarbourVest's presentation of the data. Bloomberg, MSCI, S&P, and FTSE Russell are not responsible for the calculations conducted by HarbourVest, the formatting or configuration of this material, or for any inaccuracy in presentation thereof.

- 5. **Vintage Years** HarbourVest vintage classification is based on the year in which capital was first funded to each underlying fund (for primary fund investments) or the year of HarbourVest's purchase (for secondary investments).
- 6. Monte Carlo Simulations These model (hypothetical) portfolios, if shown, are intended for illustrative purposes only. Performance information for each hypothetical portfolio utilized a Monte Carlo Simulation and are based on the actual cash flows of a proprietary data set that includes partnership investments made by Funds, along with partnership data from external sources. The capital calls and distribution data is based on historic partnership investment cash flows, but does not represent the actual experience of any investor or Fund. The results of the simulation are impacted by an uneven representation of funds with different vintage years, sizes, managers, and strategies, and a limited pool of investment cash flow data. The actual pace and timing of cash flows is likely to be different and will be highly dependent on the underlying partnerships' commitment pace, the types of investments made by the Fund(s), market conditions, and terms of any relevant management agreements. The results presented are based entirely on the output from numerous mathematical simulations. The simulations are unconstrained by the fund size, market opportunity, and minimum commitment amount, and do not take into account the practical aspects of raising and managing a fund. The simulated hypothetical portfolio results should be used solely as a guide and should not be relied upon to manage your investments or make investment decisions.
- 7. **Model Performance** Model performance results are inherently limited and should not be relied upon as indicators of future performance. Individual fund and strategy performance can be better or worse than the model. **No investor received the indicated model performance.** Certain assumptions have been made for modeling purposes. No representation or warrant is made as to the reasonableness of the assumptions made. Changes in the assumptions may have a material impact on the hypothetical returns presented.

Different model scenarios will provide different results. While the model portfolio may consist of investments made by HarbourVest during the relevant period(s), it does not reflect an actual portfolio managed by HarbourVest during the relevant period(s) and does not represent the impact that material economic and market factors might have had on HarbourVest's decision making if HarbourVest had been managing a fund that incorporated the investment strategy shown during the specified period(s).

In addition, the HarbourVest fund(s) had investment results materially different from the results portrayed in the model portfolio during the relevant period(s). The fund(s)' actual investments may have substantially different terms than those reflected in the model portfolio. No representation is made that any Fund will or is likely to achieve returns similar to those presented, and there can be no assurance that the fund(s) or HarbourVest will achieve profits or avoid incurring substantial losses. Other periods selected for the model portfolios may have different results, including losses. Current model performance may differ from that shown.

Model may assume each portfolio participates in every investment opportunity on a pro rata basis based on actual aggregate HarbourVest commitments for each vintage year. Actual investment opportunities may be limited due to scarcity and desired portfolio construction; creating a more concentrated portfolio in comparison to the model. The incremental benefit of portfolio diversification may become limited at the higher range of underlying partnerships / investments.

The following is the criteria used when showing model portfolio performance that includes the following investment types:

Primary Investments – Based on the cash flows of all primary investments (or a subset as noted) made by fund(s) during the period(s) specified, with the exception of custom accounts that made investments primarily in emerging venture capital managers, emerging managers, diverse managers, or state-focused managers, as these strategies are outside of HarbourVest's core focus.

Secondary Investments – Based on the cash flows of all secondary investments (or a subset as noted) made by fund(s) during the period(s) specified.

Direct Co-Investments – Based on the cash flows of all direct co-investments (or a subset as noted) made by fund(s) during the period(s) specified. This performance excludes custom accounts that may make investments outside of HarbourVest's core co-investment strategy (e.g., industry, sourcing, return profile). Direct co-investments are defined as: (i) buyout, recapitalization, and special situation investments; (ii) expansion capital, growth equity, or other venture capital investment in companies with greater than \$7.5 million in trailing 12-month revenues at the time of investment; or (iii) mezzanine investments. Early stage investments, defined as those companies with revenues less than \$7.5 million at the time of initial investment, which are outside the focus of the fund, are also not included in the model portfolio returns shown. If early stage investments were included in the model portfolio, returns would be lower.

8. Fees and Expenses - Actual management fees and carried interest will vary and are established in negotiations with the limited partners of a Fund or separate account client. Management fees may range from an average of 0.1% to 1.25% per year of committed, called, or invested capital over the expected life of the Fund, pursuant to the limited partnership agreement or investment management agreement. Fees for Funds in extension years may be reduced, including to nil. Fund investors will typically bear all the costs and expenses relating to the operations of a Fund and its general partners (or similar managing fiduciary). A Fund shall bear its pro rata share of any such expenses incurred in connection with any portfolio investment to the extent the same portfolio investment is being made by other Funds. Organization expenses of a Fund will also typically be borne by Fund investors. When a Fund is generally expected to invest alongside a Fund primarily intended for European-based investors, which takes into account the regulatory requirements of the Alternative Investment Fund Managers Directive (an "AIF Related Fund"), organization expenses may be aggregated and allocated pro-rata between a Fund and its AIF Related Fund based on the relative commitments of the partners of the Fund and the partners of its AIF Related Fund (unless HarbourVest, as general partner, determines in good faith that a different share is appropriate). The specific payment terms and other conditions of the management fees, carried interest, and other expenses of a Fund are set forth in the governing documents of the Fund. Fees and expenses are also described in HarbourVest's Form ADV, Part 2A brochure.

Gross performance returns, if shown, are presented before management fees, carried interest, and other expenses borne by investors in the Fund(s). An actual portfolio would bear such fees and expenses. If such fees and expenses were deducted from performance, returns would be lower. For example, if a fund appreciated by 10% a year for five years, the total annualized return for five years prior to deducting fees and expenses at the end of the five year period would be 10%. If total fund fees and expenses were 1% for each of the five years, the total annualized return of the fund for five years at the end of the five-year period would be 8.90%.

9. Private Equity Index Data - Unless otherwise indicated, all private equity fund benchmark data reflects the fees, carried interest, and other expenses of the funds included in the benchmark. Please note that Fund returns would be reduced by the fees, carried interest, and other expenses borne by investors in the Fund. Such fees, carried interest, and other expenses may be higher or lower than those of the funds included in the benchmark. Burgiss (unless otherwise noted) is the source and owner of any private equity index data contained or reflected in this material and all trademarks and copyrights related thereto. The material may contain confidential information and unauthorized use, disclosure, copying, dissemination, or redistribution is strictly prohibited. This is HarbourVest's presentation of the data. Burgiss is not responsible for the calculations conducted by HarbourVest, the formatting or configuration of this material, or for any inaccuracy in presentation thereof.

#### COVID-19 & Track Record & Performance

Unless otherwise specified, the investment performance of HarbourVest funds, accounts or investments herein is presented as of September 30, 2019. Subsequent to September 30, 2019, the global financial markets have experienced considerable volatility, and economic and financial market conditions have significantly deteriorated. Investors should consider the risks summarized in "Epidemics, Pandemics and Other Health Risks" below. The investment performance presented herein does not take into account these subsequent events, the effects of which are likely to be adverse on the aggregate investment performance of the HarbourVest funds and the effects of which may be particularly adverse with respect to the investment performance of certain individual investments. Past performance of any HarbourVest fund, account or investment is not indicative of future results of the Fund, and prospective investors should consider these subsequent events in evaluating any investment performance information contained herein.

#### Epidemics, Pandemics and Other Health Risks

Many countries have experienced infectious illnesses in recent decades, including swine flu, avian influenza, SARS and 2019-nCoV (the "Coronavirus"). In December 2019, an initial outbreak of the Coronavirus was reported in Hubei, China. Since then, a large and growing number of cases have been confirmed around the world. The Coronavirus outbreak has resulted in numerous deaths and the imposition of both local and more widespread "work from home" and other quarantine measures, border closures and other travel restrictions causing social unrest and commercial disruption on a global scale. The World Health Organization has declared the Coronavirus outbreak a pandemic. The ongoing spread of the Coronavirus has had and will continue to have a material adverse impact on local economies in the affected jurisdictions and also on the global economy as cross-border commercial activity and market sentiment are increasingly impacted by the outbreak and government and other measures seeking to contain its spread. In addition to these developments having potentially adverse consequences for underlying portfolio investments of the Fund and the value of the Fund's investments therein, the operations of HarbourVest and the Fund have been, and could continue to be, adversely impacted, including through quarantine measures and travel restrictions imposed on HarbourVest personnel or service providers based around the world, and any related health issues of such personnel or service providers. Any of the foregoing events could materially and adversely affect the Fund's ability to source, manage and divest its investments and its ability to fulfill its investment objectives. Similar consequences could arise with respect to other comparable infectious diseases.

The information contained herein is highly confidential and is being provided to you at your request for informational purposes only and is not, and may not be relied on in any manner as, legal, tax, or investment advice or as an offer to sell or a solicitation of an offer to buy an interest in any fund or any other investment product sponsored by HarbourVest (the "Fund"). Any offering of interests in the Fund will be made by means of delivery of a confidential Private Placement Memorandum or similar materials (the "Memorandum") that contain a description of the material terms of such investment and subscriptions will be accepted solely pursuant to definitive documentation. These materials do not purport to contain all the information relevant to evaluating an investment in the Fund. The information contained herein will be superseded by, and is qualified in its entirety by reference to, the Memorandum, which will contain information about the investment objective, terms, and conditions of an investment in the Fund and will also contain tax information and risk disclosures that are important to any investment decision regarding the Fund. No person has been authorized to make any statement concerning the Fund other than as will be set forth in the Memorandum and any such statements, if made, may not be relied upon. No sale will be made in any jurisdiction in which the offer, solicitation, or sale is not authorized or to any person to whom it is unlawful to make the offer, solicitation, or sale. Offers and sales of interests in the Fund will not be registered under the laws of any jurisdiction and will be made solely to "qualified purchasers" as defined in the U.S. Investment Company Act of 1940, as amended. The information contained herein must be kept strictly confidential and may not be reproduced or redistributed in any format without the express written approval of HarbourVest.

An investment in the Fund will involve significant risks, including loss of the entire investment. Before deciding to invest in the Fund, prospective investors should pay particular attention to the risk factors contained in the Memorandum. Prospective investors should make their own investigations and evaluations of the information contained herein. Prior to the closing of a private offering of interests in the Fund, HarbourVest will give investors the opportunity to ask questions and receive additional information concerning the terms and conditions of such offering and other relevant matters. Each prospective investor should consult its own attorney, business advisor, and tax advisor as to legal, business, tax, and related matters concerning the information contained herein and such offering.

Certain information contained herein (including financial information and information relating to investments) has been obtained from published and non-published sources. Such information has not been independently verified by HarbourVest. Except where otherwise indicated herein, the information provided herein is based on matters as they exist as of the date of preparation and not as of any future date, and will not be updated or otherwise revised to reflect information that subsequently becomes available, or circumstances existing or changes occurring after the date hereof. Any forecast provided herein is based on HarbourVest's opinion of the market as of the date of preparation and is subject to change, dependent on future changes in the market.

In considering any performance data contained herein, you should bear in mind that past performance is not a reliable indicator of future results. Certain information contained herein constitutes forward-looking statements, which can be identified by the use of terms such as "may", "will", "should", "expect", "anticipate", "project", "estimate", "intend", "continue", or "believe" (or the negatives thereof) or other variations thereof. Due to various risks and uncertainties, including those discussed above, actual events or results or actual performance of the Fund may differ materially from those reflected or contemplated in such forward-looking statements. As a result, investors should not rely on such forward-looking statements in making their investment decisions.

None of the information contained herein has been filed with the Securities and Exchange Commission, any securities administrator under any state securities laws, or any other governmental or self-regulatory authority. No governmental authority has passed on the merits of the offering of interests in the Fund or the adequacy of the information contained herein. Any representation to the contrary is unlawful.





MWRA Employees' Retirement System

September I 2021



- I. HarbourVest Firm Overview
- II Client Update
- III. HarbourVest's Co-Investment Program
- IV. Co-Investment Fund Updates
- V. Additional Performance Information

Appendix

Intended for use with institutional and qualified investors only. This document contains confidential and proprietary information, and should not be disseminated without express written consent from HarbourVest. These materials do not constitute an offer to sell or the solicitation of an offer to buy interests in any fund or any other investment product sponsored by HarbourVest Partners L.P. or its affiliates ("HarbourVest"), hereafter referred to as the "Fund". Any offering of interests in the Fund will be made by means of delivery of a confidential Private Placement Memorandum or similar materials that contain a description of the material terms of such investment and subscriptions will be accepted solely pursuant to definitive documentation. These materials do not purport to contain all the information relevant to evaluating an investment in the Fund. No sale will be made in any jurisdiction in which the offer, solicitation, or sale is not authorized or to any person to whom it is unlawful to make the offer, solicitation, or sale. Offers and sales of interests in the Fund will not be registered under the laws of any jurisdiction and will be made solely to "qualified purchasers" as defined in the U.S. Investment Company Act of 1940, as amended. These materials are highly confidential and may not be reproduced or redistributed in any format without the express written approval of HarbourVest. An investment in the Fund involves a high degree of risk and therefore should be undertaken only by prospective investors capable of evaluating the risks of the Fund and bearing the risks such an investment represents. There can be no assurance that the Fund will be able to achieve its investment objectives or that the investors will receive a return on their capital. For further legal and regulatory disclosures see 'Additional Important Information' at the end of these materials.





# HARBOURVEST FIRM OVERVIEW

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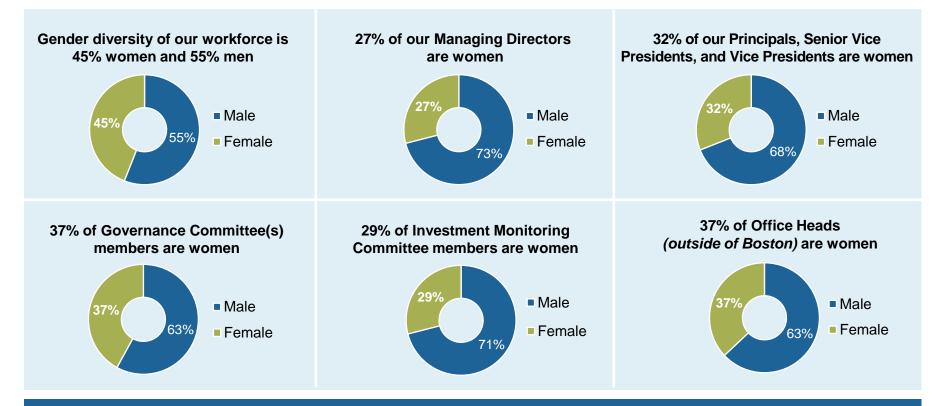




As of June 30, 2021 \*Reflects committed capital from LPs for all active funds/accounts, excludes any funds / accounts that are in extension, liquidation, or fully liquidated.

### HarbourVest's diversity profile

# HARBOURVEST



Ethnic diversity of our workforce is 68% white and 27% ethnic minorities. (5% did not provide an answer.)

### Ethnic minority representation across HarbourVest globally includes:

- 22% of our Managing Directors
- 17% of our Principals, Senior Vice Presidents, and Vice Presidents
- 50% of our Office Heads (outside of Boston)

As of December 31, 2020



### MWRA Employees' Retirement System Summary as of March 31, 2021

| Fund           | NAV Date     | Vintage<br>Year |    | Committed<br>Capital | Contributed<br>Capital | Cumulative<br>Distribution | Transfer of<br>Interest | NAV       | Total Value | TV/C | Investor<br>IRR |
|----------------|--------------|-----------------|----|----------------------|------------------------|----------------------------|-------------------------|-----------|-------------|------|-----------------|
| Davies V Fried | 02/24/24     | 2020            |    | 0.000.000            | 2 025 000              | 240.275                    |                         | 2 500 650 | 2.070.024   | 4.4. |                 |
| Dover X Fund   | 03/31/21     | 2020            | \$ | 9,000,000            | 2,025,000              | 310,275                    | 0                       | 2,568,656 | 2,878,931   | 1.4x | NM              |
|                | Subt         | otal:           |    | 9,000,000            | 2,025,000              | 310,275                    | 0                       | 2,568,656 | 2,878,931   | 1.4x | NM              |
|                | Grand Total: |                 | _  | 9,000,000            | 2,025,000              | 310,275                    | 0                       | 2,568,656 | 2,878,931   | 1.4x | NM              |

Totals are based on historic exchange rates on date of actual cash flow. All funds include related AIVs.

NAV and Total Value reflect values as of NAV Date, updated for capital calls and distributions through the As of Date. Investor IRRs are based on the As of Date.

NM: Since the majority of capital has yet to be called from partners, the IRR is not yet meaningful.

Reflects net returns to client based on their specific commitments and cash flows, after all fees, operating expenses and carried interest. See 'Additional Important Information' at the end of the presentation, including important disclosures related to Net Performance Returns, Fees and Expenses. Past performance is not a reliable indicator of future results.



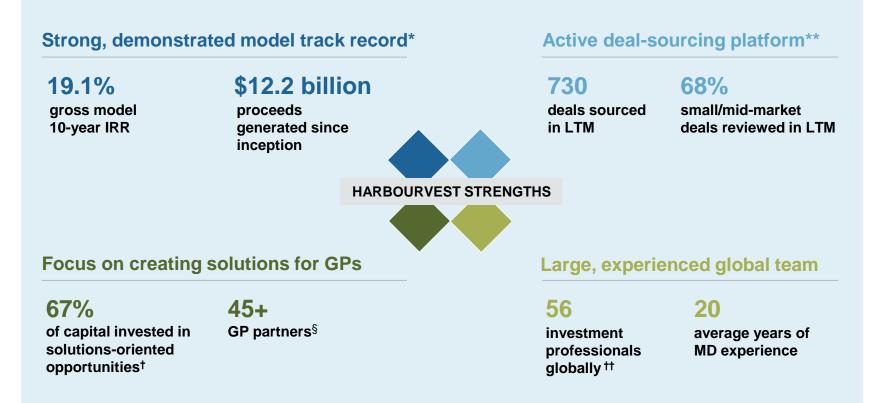


# HARBOURVEST'S CO-INVESTMENT PROGRAM

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### Leader in building co-investment portfolios





#### As of March 31, 2021, unless otherwise noted.

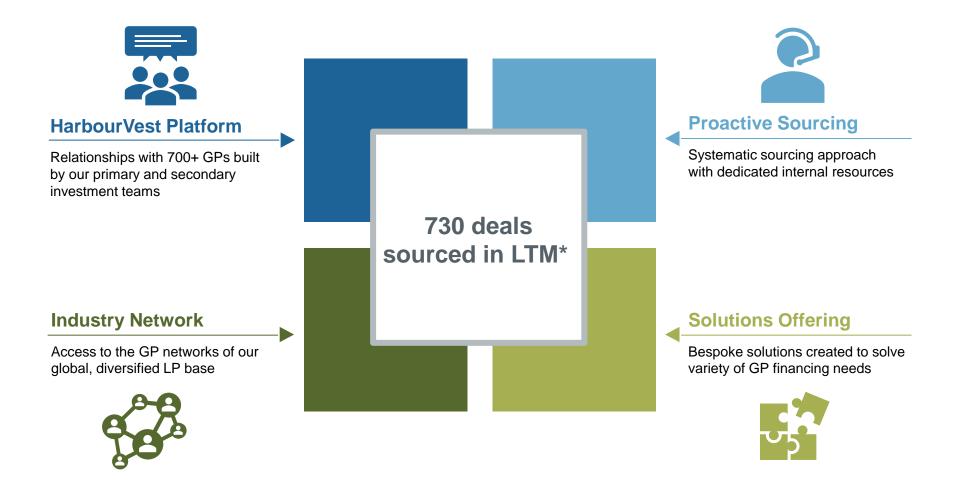
\* Past performance is not a reliable indicator of future results. Gross model IRR is presented on a gross basis and reflects the performance of all co-investments made by the HarbourVest team in the last 10 years across all HarbourVest-managed funds and accounts. The gross model IRR since inception (1983) is 17.5%. No investor received the gross model IRR. Actual performance may differ substantially from the gross model IRR presented. Proceeds generated reflect gross realized proceeds from all partially and realized co-investments in this same universe. See 'Additional Important Information' at the end of the presentation, including important disclosures related to Gross Performance Returns, Model Performance, and Fees and Expenses, and does not reflect the management fees, carried interest, and other expenses borne by investors, which would reduce returns. There can be no assurance that the actual investment activity of the Fund will be consistent with these assumptions.

\*\* As of December 31, 2020. Small/mid-market deals statistic represents percentage of deals reviewed in depth that has an enterprise value of \$1.5 billion or less at the time of our review. † Based on total cost of investments in Co-Investment Fund III – Co-Investment Fund V. Past performance is not a reliable indicator of future results.

§ Includes all GPs in Co-Investment Fund III – Co-Investment Fund V where HarbourVest provided a solution to the lead GP.

†† As of June 30, 2021.





\* Last twelve months ("LTM") data represents all equity co-investment deals sourced from January 1, 2020 to December 31, 2020. Past performance is not a reliable indicator of future results.

### Attractive industry themes create a diversified portfolio

TECHNOLOGY INDUSTRIALS 🔀 HEALTHCARE 團 ~ **FINANCIALS** al **CONSUMER** abry partners Battery 🔀 BainCapital EQT GHO CORNELL G A P I T A L 37 **HP** HARVEST Hahn & BRIDGE GROWTH Great Hill Company GTCR COLUMBIA CAPITAL KELSO Investment Partners NAUTIC eci SUMMA VCP Hellman & Friedman GSV GREATER EQUITY LEE **×Hg** EOUITY KKR SUMMIT PARTNERS NMC ODYSSEY NEW MOUNTAIN CAPITAL LLC MAIN POST PERMIRA **TSG** CONSUMER MOTIVE PARTNERS PROVIDENCEEOUITY 30% % of Total Cost 25% 25% 21% 18% 18% 20% 18% 15% 10% 5% 0% Technology/ Industrials/ **Healthcare** Financials Consumer Communications Materials

The general partners shown above represent all GPs HarbourVest has co-invested alongside in Co-Investment Fund V as of March 31, 2021, and are intended for illustrative purposes only. There may be instances where we have co-invested alongside the same general partner more than once on behalf of the Fund – in such cases, the general partner logo is shown once above. While this may be an actual investment or relationship in a HarbourVest portfolio, there is no guarantee it will be in a future portfolio. The specific investments identified do not represent all of the investments purchased, sold or recommended. A reference to a specific GP or company does not constitute a recommendation to invest.

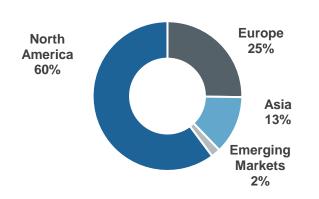
Industry chart based on total cumulative cost of deals as of March 31, 2021 for Co-Investment Fund III – Co-Investment Fund V. Past performance is not indicative of future results. There is no guarantee that the investment objective will be achieved or that investors will receive a return on their capital. Actual results may vary. Diversification does not assure a profit or protect against loss in a declining market. The opinions expressed herein reflect the current opinions of Harbour/Vest as of the date appearing in this material only. There can be no assurance that views and opinions expressed in this Presentation will come to pass.

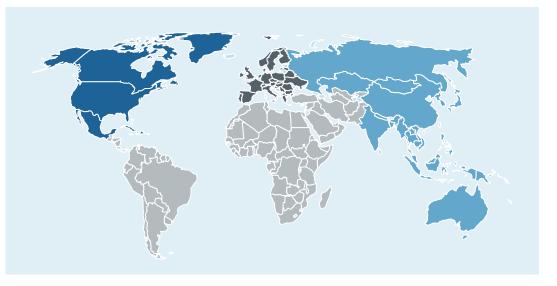
#### **access** OPPORTUNITY

HARBOURVEST

### Single entry point to global exposure



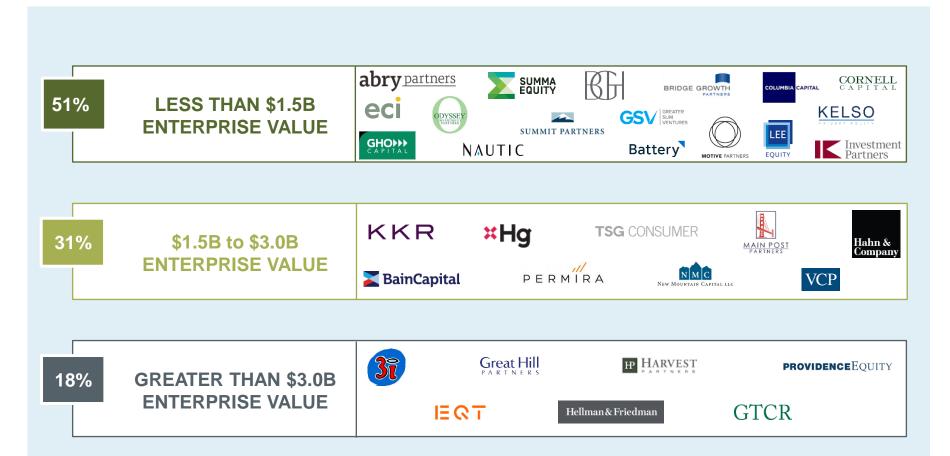






The general partners shown above represent all GPs HarbourVest has co-invested alongside in Co-Investment Fund V as of March 31, 2021 and are intended for illustrative purposes only. There may be instances where we have co-invested alongside the same general partner more than once on behalf of the Fund – in such cases, the general partner logo is shown once above. While this may be an actual investment or relationship in a HarbourVest portfolio, there is no guarantee it will be in a future portfolio. The specific investments identified do not represent all of the investments purchased, sold or recommended. A reference to a specific GP or company does not constitute a recommendation to invest.

Geography chart is based on total cumulative cost of deals as of March 31, 2021 for Co-Investment Fund III – Co-Investment Fund V. There is no guarantee that the investment objective can be achieved. Actual results may vary. Diversification does not assure a profit or protect against loss in a declining market.



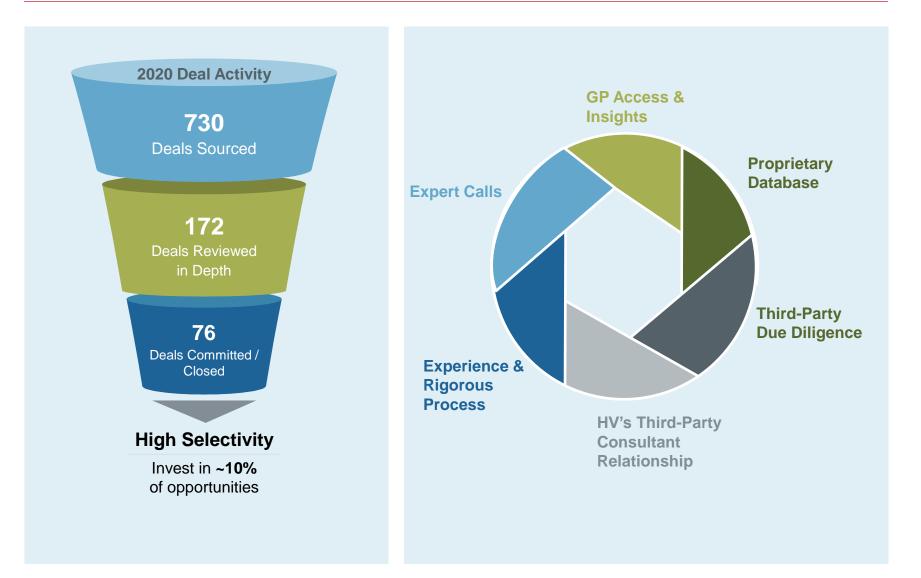
As of March 31, 2021. Percentages are based on the total cost of investments in Co-Investment Fund III – Co-Investment Fund V by enterprise value at time of initial investment as of December 31, 2020. The general partners shown above represent all GPs HarbourVest has co-invested alongside in Co-Investment Fund V as of March 31, 2021, and are intended for illustrative purposes only. There may be instances where we have co-invested alongside the same general partner more than once on behalf of the Fund – in such cases, the general partner logo is shown once above. While this may be an actual investment or relationship in a HarbourVest portfolio, there is no guarantee it will be in a future portfolio. The specific investments identified do not represent all of the investments purchased, sold or recommended. A reference to a specific GP or company does not constitute a recommendation to invest.

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HARBOURVEST

# Rigorous selection process complemented by deep internal resources





Annual deal funnel statistics based on all equity co-investment deals evaluated for a HarbourVest fund/account between January 1, 2020 and December 31, 2020 where HarbourVest conducted a full-scope diligence and investment committee review, including buyout, growth equity, and venture capital. Past performance is not a reliable indicator of future results.

**access** OPPORTUNITY

CONFIDENTIAL 13

### Experienced direct co-investment team

Elliott

Campbell

Guiness

Brendan

**Butler** 

Erik

Garrigo

Sophia Maizel\*









Zachary

Eagle















Peter

Lipson\*







Tyler Smith





Richard Sterndale



Thorne

**Michaels** 



Jonathan Sanford



David

Zug\*



David Hwang Krauser\*



William Morelli

John

Schwartz





ш

EUROP







Jacob Carolina Bjorklund Alves



Ryan Kuzma Jones





Jackie

Xiren Huang





Huang

Wong



Noel Lam Benson

Steve Wong



Rachel

Wu

Corentin

Rodrigo Lameira

du Roy





Kelvin Yap

Junyi Zang



Gonçalo Laure Faria Ferreira Fournier Houda Hamdouch





Craig MacDonald Alexander Mackinger

Caleb Morrison

As of June 30, 2021. \* These individuals are focused on direct co-investments, as well as primary partnership investments, credit investments, and/or investor relations.

**access** OPPORTUNITY

Marie

Smith





Sean

Carolan



Matt

Cheng



Manusha

Chereddy

lan Lane

Lenny Li

Karen

Chung



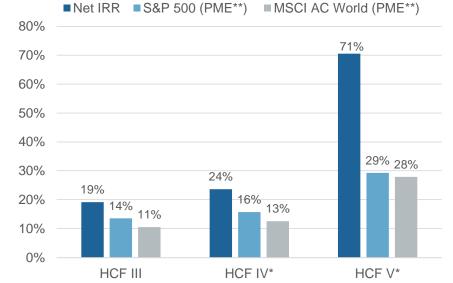


# HarbourVest has outperformed public and private benchmarks

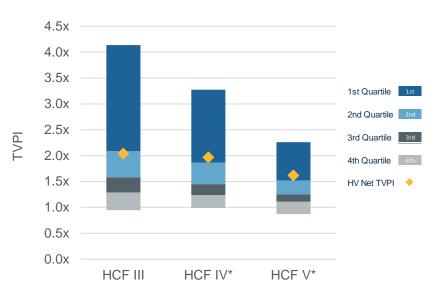
# HARBOURVEST

| _       | Commitment<br>Period | Fund Size<br>(Millions) | %<br>Called | Net<br>DPI | Net<br>TVPI | Net<br>IRR | S&P 500<br>(PME**) | MSCI AC<br>World<br>(PME**) |
|---------|----------------------|-------------------------|-------------|------------|-------------|------------|--------------------|-----------------------------|
| HCF III | 2013-2016            | \$1,010.1               | 97%         | 1.4x       | 2.0x        | 19.2%      | 13.6%              | 10.6%                       |
| HCF IV* | 2016-2019            | \$1,767.7               | 84%         | 0.3x       | 2.0x        | 23.7%      | 15.8%              | 12.6%                       |
| HCF V*  | 2018-2021            | \$3,030.3               | 72%         | 0.0x       | 1.6x        | 70.5%      | 29.3%              | 27.9%                       |

### Performance (Since Inception) vs. Public Benchmarks



### Performance (Since Inception) vs. Burgiss Global All Private Equity Benchmark\*\*\*



\* HCF IV and HCF V performance also includes the performance of any AIF-related funds.

\*\* Adjusted index returns to reflect a comparable public market equivalent ("PME").

\*\*\* As of March 31, 2021. Source: Burgiss, Global All Private Equity benchmarks for the respective fund vintage years (2013, 2016, and 2018 respectively). There are 254 funds in the benchmark for the 2013 vintage, 355 funds in the benchmark for the 2018 vintage. The quartiles are determined based on the net TVPI return of each fund in the benchmark. The funds comprising the Global All Private Equity benchmark may have substantially different characteristics than the respective HarbourVest funds, and the comparison is provided for illustrative purposes only.

Performance provided as of March 31, 2021. HCF III refers to 2013 Direct Fund, HCF IV refers to Co-Investment Fund IV, and HCF V refers to Co-Investment Fund V. Past performance is not a reliable indicator of future results. For EEA prospective investors, this performance information is intended for distribution with the annual performance information in 'Additional Track Record Detail.' See 'Additional Important Information' at the end of the presentation, including important disclosures related to Net Performance Returns, Public Market Comparison, Private Equity Index Data, and Fees and Expenses.

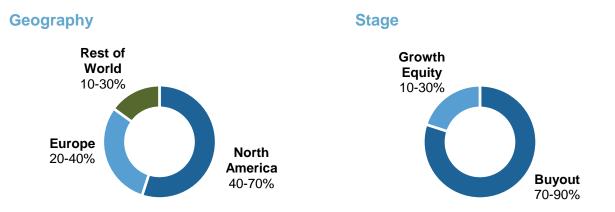
### **access** OPPORTUNITY

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| Objectives       | Provide clients access to a diversified global portfolio of direct co-investments in buyout, growth equity,<br>and other private market transactions alongside top-tier private markets managers |
|------------------|--|
|                  | Seek risk-adjusted returns for investors by leveraging the Firm's proven sourcing platform, established<br>deal selection process, differentiated execution capabilities, and global presence    |
|                  | > The Fund may make strategic primary partnership investments up to 5% of committed capital  |
| Investment Focus | > Portfolio of co-investments diversified by lead manager, industry, stage, and geography  |
|                  | <ul> <li>Utilizing HarbourVest's repeatable process to access and create compelling opportunities</li> </ul>   |

### **Allocation Targets\***



\* These amounts reflect the current expectations for the allocation of the Fund. The ultimate allocation will differ based upon market conditions and available investment opportunities over the life of the Fund. Additionally, these are not prescriptive guidelines. The investment guidelines of the Fund are contained in the offering memorandum and the limited partnership agreement. There is no guarantee the Fund will achieve its investment objectives.

### Co-Investment Fund VI – Summary of terms



| Target Fund Size  | \$3.5 billion  |
|-------------------|--|
| Investment Period | 3-5 years  |
| Term              | 10 years, with three one-year extensions exercised at the option of the General Partner and with the approval of a majority in interest of the Limited Partners  |
| Co-Investment     | <ul> <li>0.62% average annual management fee on co-investment capital*</li> </ul>  |
| Management Fee    | <ul> <li>1.0% of invested capital<sup>**</sup> in years 1 through 5, declining by 20% each year thereafter</li> </ul>  |
|                   | <ul> <li>For commitments of less than \$5 million, management fee is 1.2% of invested capital<sup>**</sup> with average annual<br/>management fee of 0.74% on co-investment capital<sup>*</sup></li> </ul>   |
| Volume Discount   | Limited Partners will receive a discount on their co-investment management fee in accordance with the schedule below based on their commitments to the Fund, as well as any commitments made to the successor funds for the Credit Opportunities and Direct Lending programs prior to the final close of the Fund: |
|                   | • \$100-200 million: 5 bps   |
|                   | • \$200-300 million: 10 bps  |
|                   | • \$300+ million: 15 bps   |
| Carried Interest  | 12.5% on net co-investment profits   |
|                   | 8% limited partner preferred return with general partner catch up  |

Certain anticipated terms of the Proposed Fund are described above. This summary will be qualified in its entirety by more detailed information contained in the Fund's Private Placement Memorandum, limited partnership agreement, and related documentation, as applicable, all of which should be reviewed carefully. These anticipated terms are subject to change.

\* Assumes that capital will be fully committed to direct co-investments over the first three years and invested in the middle of each year, and that management fees will not be paid after ten years. The Fund's investment period could be as long as five years and the term could be extended up to thirteen years. The actual average annual management fee will depend on the Fund's commitment pace and term. For example, (i) the average annual management fee for Limited Partners with a Capital Commitment of \$5 million or greater would be 0.57% of capital commitments if capital was fully committed to direct co-investments the first four years and 0.52% of capital commitments if capital was fully committed to direct co-investments over the first five years and 0.52% of capital commitments if capital was fully committed to direct co-investments the first four years and 0.62% of capital commitments if capital was fully committed to direct co-investments the first four years and 0.62% of capital commitments if capital was fully committed to direct co-investments the first four years and 0.62% of capital commitments if capital was fully committed to direct co-investments the first four years and 0.62% of capital commitments if capital was fully committed to direct co-investments the first four years and 0.62% of capital commitments if capital was fully committed to direct co-investments the first four years and 0.62% of capital commitments if capital was fully committed to direct co-investments the first four years and 0.62% of capital commitments if capital was fully committed to direct co-investments the first four years and 0.62% of capital commitments if capital was fully committed to direct co-investments the first four years and 0.62% of capital commitments if capital was fully committed to direct co-investments the first four years.

\*\* Cumulative capital committed to co-investments includes any co-investments funded through a financing facility. In the event that cumulative capital committed to co-investments, including reinvested capital, ever exceeds total committed capital, then the management fee will be based on the lower committed capital number. Fees will be charged on co-investment capital only.

The information herein is not complete and may be changed. This material is not an offer to sell the Fund and is not soliciting an offer to buy the Fund in any jurisdiction where an offer or sale of the Fund is not permitted. See 'Additional Important Information' at the end of the presentation, including important disclosures related to Fees and Expenses.





# **CO-INVESTMENT FUND UPDATES**

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### **Requires review/approval**

### HarbourVest Partners Co-Investment Fund V

Commitment period from 2018 – 2021

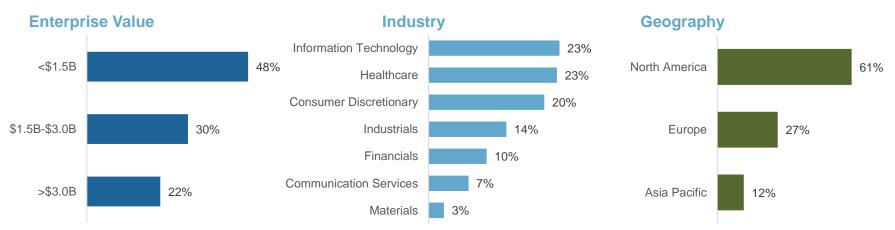
> Co-investments principally in leveraged buyouts,

recapitalizations, growth equity and special situations



### **\$ Millions**

| As of                    | Mar-31 '21 | Jun-30 '21 |
|--------------------------|------------|------------|
| Fund Size                | \$3,030.3  | \$3,030.3  |
| Committed to Investments | 83%        | 98%        |
| Paid-In Capital          | \$2,159.9  | \$2,159.9  |
| % Called                 | 72%        | 72%        |
| Distributions            | \$0.0      | \$0.0      |
| Net DPI                  | 0.0x       | 0.0x       |
| Total Value              | \$3,507.6  |            |
| Net TVPI                 | 1.6x       |            |
| Net IRR                  | 70.5%      |            |



Charts are based on cumulative cost of company investments as of March 31, 2021. HCF V performance also includes the performance of any AIF-related funds. A complete list of the fund's portfolio holdings and performance may be found this presentation. This performance is intended for distribution with the annual performance information in 'Additional Track Record Detail'. This page summarizes the activity and performance of a HarbourVest fund or account. While the investments and relationships referenced may be in a HarbourVest portfolio, there is no guarantee that they will be in a future portfolio. A reference to a specific GP or company does not constitute a recommendation to invest nor an indication that HarbourVest funds or accounts hold any specific GP or company. Past performance is not indicative of future results.

#### **access** OPPORTUNITY

Overview

### **Requires review/approval**

### HarbourVest Partners Co-Investment Fund IV

> Commitment period from 2016 – 2019

> Co-investments principally in leveraged buyouts,

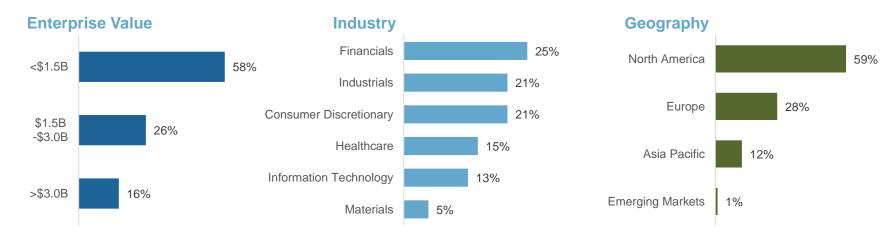
> \$1.8 billion committed to 40 global co-investments

recapitalizations, growth equity, and special situations

## HARBOURVEST

| \$  | M | lil | li | 0 | n | S |
|-----|---|-----|----|---|---|---|
| ¥ . |   |     |    | - |   | - |

| Mar-31 '21 | Jun-30 '21   |
|------------|--|
| ¢1 767 7   |  |
| \$1,767.7  | \$1,767.7  |
| 101%       | 101%   |
| \$1,467.3  | \$1,467.3  |
| 84%        | 84%  |
| \$483.9    | \$859.1  |
| 0.3x       | 0.6x   |
| \$2,888.8  |  |
| 2.0x       |  |
| 23.7%      |  |
|            | \$1,467.3<br>84%<br>\$483.9<br>0.3x<br>\$2,888.8<br>2.0x |



Charts are based on cumulative cost of company investments as of March 31, 2021. HCF IV performance also includes the performance of any AIF-related funds. A complete list of the fund's portfolio holdings and performance may be found this presentation. This performance is intended for distribution with the annual performance information in 'Additional Track Record Detail'. This page summarizes the activity and performance of a HarbourVest fund or account. While the investments and relationships referenced may be in a HarbourVest portfolio, there is no guarantee that they will be in a future portfolio. A reference to a specific GP or company does not constitute a recommendation to invest nor an indication that HarbourVest funds or accounts hold any specific GP or company. Past performance is not indicative of future results.

#### **access** OPPORTUNITY

Overview

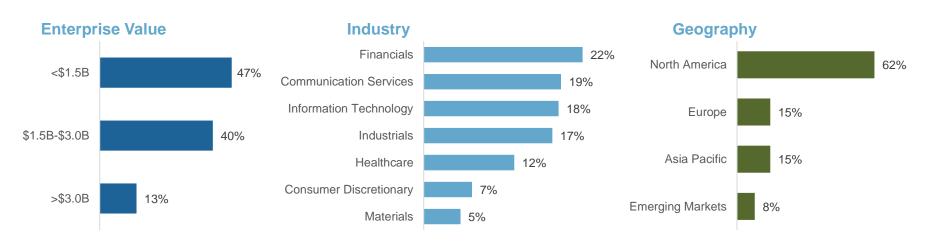
### **Requires review/approval**

### HarbourVest Partners 2013 Direct Fund (HCF III)

## HARBOURVEST

|  | \$ WILLIONS              |            |            |
|--|--------------------------|------------|------------|
|  | As of                    | Mar-31 '21 | Jun-30 '21 |
|  | Fund Size                | \$1,010.1  | \$1,010.1  |
| Commitment period from 2013 – 2016<br>Co-investments principally in leveraged buyouts,<br>recapitalizations, growth equity, and special situations | Committed to Investments | 102%       | 102%       |
|  | Paid-In Capital          | \$967.7    | \$967.7    |
| \$1.0 billion committed to 30 global co-investments  | % Called                 | 97%        | 97%        |
|  | Distributions            | \$1,353.4  | \$1,361.6  |
|  | Net DPI                  | 1.4x       | 1.4x       |
|  | Total Value              | \$1,973.8  |            |
|  | Net TVPI                 | 2.0x       |            |
|  | Net IRR                  | 19.2%      |            |

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Charts are based on cumulative cost of company investments as of March 31, 2021. A complete list of the fund's portfolio holdings and performance may be found in this presentation. This page summarizes the activity and performance of a HarbourVest fund or account. While the investments and relationships referenced may be in a HarbourVest portfolio, there is no guarantee that they will be in a future portfolio. A reference to a specific GP or company does not constitute a recommendation to invest nor an indication that HarbourVest funds or accounts hold any specific GP or company. Past performance is not a reliable indicator of future results.

Overview

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## HARBOURVEST



## ADDITIONAL PERFORMANCE INFORMATION

### Since inception as of March 31, 2021

|         | Commitment<br>Period | Fund Size<br>(Millions) | %<br>Called | Net DPI | Net<br>TVPI | Net IRR | S&P 500<br>(PME**) | MSCI AC<br>World<br>(PME**) |
|---------|----------------------|-------------------------|-------------|---------|-------------|---------|--------------------|-----------------------------|
| HCF I   | 2004-2008            | \$350.0                 | 100%        | 1.8x    | 1.9x        | 10.8%   | 5.1%               | 4.4%                        |
| HCF II  | 2007-2012            | \$734.0                 | 98%         | 1.7x    | 1.7x        | 10.2%   | 11.2%              | 7.4%                        |
| HCF III | 2013-2016            | \$1,010.1               | 97%         | 1.4x    | 2.0x        | 19.2%   | 13.6%              | 10.6%                       |
| HCF IV* | 2016-2019            | \$1,767.7               | 84%         | 0.3x    | 2.0x        | 23.7%   | 15.8%              | 12.6%                       |
| HCF V*  | 2018-2021            | \$3,030.3               | 72%         | 0.0x    | 1.6x        | 70.5%   | 29.3%              | 27.9%                       |

\* HCF IV and HCF V performance also includes the performance of any AIF-related funds.

\*\* Adjusted index returns to reflect a comparable public market equivalent ("PME").

HCF I refers to 2004 Direct Fund, HCF II refers to 2007 Direct Fund, HCF III refers to 2013 Direct Fund, HCF IV refers to Co-Investment Fund IV, and HCF V refers to Co-Investment Fund V. For EEA prospective investors, this performance information is intended for distribution with the annual performance information in 'Additional Track Record Detail.' Past performance is not a reliable indicator of future results. See 'Additional Important Information' at the end of the presentation, including important disclosures related to Net Performance Returns, Public Market Comparison, and Fees and Expenses.

**access** OPPORTUNITY







### Strong global team



| BITUMARY JARTNERSHIPS         Greg Clesielaki         Jett Kaay         Correntind Mky         Alex Rogers         Juli Burgers         Juli Cate         <  | EXECUTIVE MANAGE     |                                  | SECONDARY INVEST                 |                                     |                                    | ENTS & PRIVATE CREDIT        |                               |                  |
|--|----------------------|----------------------------------|----------------------------------|-------------------------------------|------------------------------------|------------------------------|-------------------------------|------------------|
| Construction     Creg Clesisladi     Jult Kayy     Alex Rogers     Paula Drake, Managing Director, CPO       MANAGINO DIRECTOR     John Morris     Mike Pugerch     Rain Lane     Keenin Yapo       Managing Director, CPO     Mike Pugerch     Rain Lane     Keenin Yapo     Julti Keen Simeone       Grayson     Smaik Rapisardia     Dustin Willard     Prior CPA     Prior CPA       Yan Gunther     Greg Stenito     Socit Vos     Dominic Goh     Matt Souza       John Flato     Matter Answell     Blake Holman     Greation All Nov     Julti Rever       Vice PRESIDENT     Doris Boh     Mattew Cheng     John Flato     Mattew Cheng       Use Barker     Stephen Tamburelli     Char Bounds     Fmily Ren     Mattew Cheng     Spain Krocke       Vice PRESIDENT     David Korse     Vice PRESIDENT     John Powers     Spain Advalation       Barker Abon     Barkel Phane Ramburelli     Char Bounds     Fmily Ren     Mattew Cheng       Strokt Kowston     Lindsey Macled     Andrea Pompili     Karen Chung     Spain Advalation       Tony Law     Spain Advalation     Mattew Cheng     Spain Advalation     Mattew Cheng       Strokt Kowston     Lindsey Macled     Spain Advalation     Mattew Cheng     Spain Advalation       Strokt Kowston     Lindsey Macled     Adv   | ANAGING DIRECTO      | R                                | MANAGING DIRECTO                 | R                                   |                                    |                              |                               |                  |
| Number Operation         Number Operation<   | ohn Toomey           | Peter Wilson                     | David Atterbury                  | Edward Holdsworth                   |                                    |                              |                               |                  |
| MANAGE DIRCETOR         John Morris         Manage Condon         Registh Samapat         Registh Samapat           aradina Espinal         Amanda Outforder         Registh Samapat         Craig MacDonald         Registh Samapat           yan Gunther         Greg Sante         Senit Rapisarda         Manage Manage Director, CFO         Tricia Mackechnie, Managing Director, CFO           yan Gunther         Greg Sante         Dominic Goh         Mattin Yung         Jacqueline Peradoting         Manage Manage Director, CFO           Will Arad         Scott Voss         Dominic Goh         Mattin Yung         Jacqueline Peradoting         David Xun           John Finad         Christ Walker         Vice PRESIDENT         Bark For Sanage         David Xun         Freis Singe Nature           Jacqueline Peradoting         Mattin Vung         David Xun         Grava Soct Yes         Cory Cook, SVP, Fund Controller           Reserver         Mattine Vogent         Adax Multi         Soct Yes         Cory Cook, SVP, Fund Controller           Grephanic David         Lindreg Macleod         Mattine Vogent         Adax Pressione Goren, SVP, Coursel           Grephanic David         Lindreg Macleod         Mattine Vogent         Adax Pressione Goren, SVP, Coursel           Grephanic David         Lindreg Macleod         Mattine Vogent         Adax Pressione  | PRIMARY PARTNERS     | SHIPS                            | Greg Ciesielski                  |                                     |                                    |                              |                               |                  |
| <ul> <li>II Burges</li> <li>II Burges</li></ul>   | MANAGING DIRECTO     | DR                               | Tim Flower                       | Mike Pugatch                        |                                    |                              |                               |                  |
| aradina Espinal         Amanda Outerbridge         Valerie Handal         Dustin Willard         Chag Madochad         FROB Madochad         FROB Madochad           yan Guruher         Greg Stento         Abuza Y Anaswala         Blake Holman         PhiNCIPAL         Thick Alackechine, Managing Director, CCO           Marine Yung         Abuza Y Anaswala         Blake Holman         Matthew Cheng         Jacna Y Anaswala         Blake Holman           Minanda         Dominic Goh         Matrin Yung         Chen Y Lakas         Steve Wong         Jenni Petado Tert. A Rewan           Nick Bellisario         Yasin Knocke         Eminy Law         Goncalo Feetable         David Y Anaswala         Blake Holman           Nick Bellisario         Yasin Knocke         Eminy Law         Goncalo Feetable         David Y Anaswala         Blake Holman           Baster         Stephen Temburelli         Nick Bellisario         Yasin Knocke         William Thompson         Baster Matthew Dowgert, SWP, Concetter Controller         Matthew Cheng         Goncalo Feetable         Sophila Matchew Dowgert, SWP, Concetter Controller           Inder Sansochart         Julie Catton         Andrea Pompila         Matthew Cheng         Sophila Matchew Dowgert, SWP, Concetter Cattoner           Brown Kinder         Julie Catton         Andrea Pompila         Matthew Cheng         Jasta Jack, SWP   |                      |                                  | Brett Gordon                     | Rajesh Senapati                     | •                                  | Kelvin Yap                   |                               |                  |
| PRINCIPAL         PRINCIPAL         PrincipAL         PrincipAL         PrincipAL           Via Para Gunther         Grag Steinio         Abuzar Ansawale         Blake Holman         Catati No.         Blake Holman         Grag Steinio         Matt Souza         Matt Souza         Grag Steinio         Matt Souza         Grag Steinio         Matt Souza         Matt Souza         Matt Souza         Matt Souza         Grag Steinio         Matt Souza         Matt   | 0                    |                                  | Valérie Handal                   | Dustin Willard                      |                                    |                              |                               |                  |
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| ydia Hao     Scoit Voss     John Fiato     Mart Souza     Gonzalo Faita Ferreira     Jacqueine Peradotto     Mart Tacer, Managing Director / CAO       RINCIPAL     John Fiato     Mart Souza     Gonzalo Faita Ferreira     Jacqueine Peradotto     Cory Coko, 20, 20, 20, 20, 20, 20, 20, 20, 20, 20   | ,                    |                                  | Abuzar Anaswala                  | Blake Holman                        |                                    | 5                            |                               |                  |
| immal Mirani     Dominic Goh     Martin Yung     Dominic Goh     Martin Yung     David Zug     David Zug     Jan Jen Zim, Mig Zug     Jan Jen Zim, Jan Jan Zim, Jan Z  |                      |                                  | John Fiato                       | Matt Souza                          |                                    |                              |                               |                  |
| NINCE         VICE PRESIDENT         Steve Frong         Delive Frong  |                      | 00011 7000                       | Dominic Goh                      | Martin Yung                         |                                    |                              |                               |                  |
| Name and a base barker     Stephen Tamburelli     Nick Bellisario     Yassin Knocke     Daw 2 Jug  |                      |                                  | VICE PRESIDENT                   | Ū                                   | Ũ                                  |                              |                               |                  |
| Composition     Chine Walker     Chad Bounds     Emily Ren     Maga Beecher     William Hosten     Maga Beecher     William Hasten     Malex Wolf       Cite PRESIDENT     Malex Wolf     SENIOR ASSOCIATE     Milliam Thompson     Brendan Builer     Alex Ander Mackinger     Alex Ander Mackinger       Lindsky Macleo     Julie Catton     Andrea Pompili     Mathew Doegert, SVP, Coursel Controller       Lindsky Macleo     Julie Catton     Andrea Pompili     Sen Of Biespie       Hother Associate     John Powers     Michael Venditi     Tonro Michaels       John Powers     John Powers     Associate     Benjamin Gerber     Taylor Percy       Sociate     Freddie Grimwade     Christopher West     Christopher West     Sen Of Biespie       Sociate     Mary Maccabee     Christopher West     Scoiate     Jonathan Sidi, SVP, Portoi of Tax       Sociate     Taylor Percy     Freddie Grimwade     Christopher West     Scoiate     Jonathan Sidi, SVP, Portoin Tax       Sociate     Taylor Percy     Freddie Grimwade     Christopher West     Scoiate     Jonathan Sidi, SVP, Portoii Analytics       Markel Noss     Julia Zhu     Jordan van Wazel     Mary Maccabee     Christopher West     Associate     John Schwatz       Nanasing Bir     Julie Zhu     Baruhir Patile     Juste Nanale     Jacki Hang   |                      | Stophon Tamburalli               |                                  | Yassin Knocke                       |                                    | David Zug                    |                               |                  |
| Alex Wolf     Kyle Dowd     William Thompson     Alex Wolf     Alex Wolf     Alex More Counsel     Alex Ander Makinger     Alexander Makinger<  |                      | •                                |                                  |                                     |                                    | William Haston               |                               |                  |
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| Matha Otelin     Darliedieg Vacleod     Mathew Dezenzo     Patrick Qian     Sean Gillegie     Thorne Michaels     David Morris, SVP, Tax Structuring       ENIOR ASSOCIATE     Jack Donovan     Michael Venditi     Jonathan Sanford     Jonathan Sanford       tichael Ferranei     John Powers     AsSOCIATE     Sean Gillegie     Thorne Michaels       sock David Morris, SVP, Business Resilie     Bruce Preker of Tax     Bruce Preker of Tax       sock David Morris, SVP, Global Infrastructure     Benjamin Gerber     Taylor Percy       Freddie Grimwade     Christoph Schwarz     Sean Gallegie     Thorne Michaels       SociATE     Bonim Keily Lau     Jordan van Wezel     Manusha Chereddy     William Morelli       Marce Iben Van den Rul     Mary Maccabee     Christoph Schwarz     Neol Lam     AsSOCIATE       SociATE     Andrew Ype Itel     Olivia Xu     Dase Bipani, SVP, Potrolio Analytics       Ansren Hong     Markineal Dean     Keily Lau     Jordan van Wezel       Marcel Dean     Keily Lau     Jordan van Wezel     AsSOcIATE     Jace Malons, SVP, Asistant Treasurer       Jack Malons Differy     Banifus Auding Differy     Jacin Faran Hong     Marka Bishop       Marcel Dean     Keily Lau     Justin Lane     Lawre Fournier     Marke Smith       Biego Jimenez     Benjamin Wu     Jacin Fourge     An   |                      |                                  |                                  | Andrea Pompili                      |                                    |                              |                               |                  |
| Higher Budge       Linksey Madded       Jack Donovan       Michael Venditti         Hichael Ferrante       John Powers       Jack Donovan       Michael Venditti         achary Knowton       Luke von Maur       AssociArte       Bruze Pixler, SVP, Director of Tax         aryl Ng       Chloe Webster       Chloe Webster       Taylor Percy       SecoCarte       William Morelli       Michael Guiness       Jonathan Said, SVP, Director of Tax         Itchael Choi       Robin McNamara       Kaitlyn Shao       Kaitlyn Shao       William Morelli       Jonathan Sidi, SVP, Counsel         Non Fazzini       Julie Zhu       Jordan van Wezel       Christophor West       SociArte       Jack Wagner, SVP, Org. Effectiveness         Non Fazzini       Julie Zhu       Jordan van Wezel       Olivia Xu       SasociArte       Jack Wagner, SVP, Portfolio Analytics         Nan Fazzini       Julie Zhu       Jordan van Wezel       Olivia Xu       Jaceb Biorklund       Caleb Morrison         Naren Hong       MarkaGing Directore       MarkaGing Directore       Masoa Chered Markas       Shan Patel         Nate Bishop       Simon Lund       Zachary Eagle       John Schwartz       MarkaGing Directore         MarkaGing Directore       Sanjiv Shah       Benjamin Gwer Ye       Jackie Huang       Ryan Wolfson       Jaekie Huang <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>  |                      |                                  |                                  |                                     |                                    |                              |                               |                  |
| Link Aussociate       John Powers       Tony Law       Houda Hamdouch       Junyi Zang       Bruce Pikler, SVP, Director of Tax         achary Knowiton       Luke von Maur       Benjamin Gerber       Taylor Percy       SENIGR ASSOCIATE       David Rule, SVP, Global Infrastructure       Kim Schawbel, SVP, Admin. Operations         SSOCIATE       Benjamin Gerber       Taylor Percy       Christoph Schwarz       Manusha Chereddy       Tikeren Quinn       Jonathan Sidi, SVP, Counsel       Jonathan Sidi, SVP, Admin. Operations       Juny Law       Jacue Stepansity       Jonathan Sidi, SVP, Admin. Operators       Jacue Stepansity       Juny Law       JonathanSidi, SVP,   |                      |                                  |                                  |                                     |                                    |                              |                               |                  |
| Achary Knowino     Luke von Maur     AssociATE     David Rule, SVP, Global Infrastructure       Benjamin Gerber     Taylor Percy     Sean Carolan     William Morelli     Kim Schawbel, SVP, Admin. Operations       SSOCIATE     Benjamin Gerber     Taylor Percy     Sean Carolan     William Morelli     Line Ouinn       SSOCIATE     Ryan Kim     Kaitlyn Shao     Manusha Cheredy     Tikeren Quinn     Jonathan Sidi, SVP, Coursel       Ichael Choi     Robin McNamara     Kaitlyn Shao     Ryan Kim     Kaitlyn Shao     Noel Lam     Tyler Smith     Dave Stepanis, SVP, Portfolio Analytics       Ichael Choi     Robin McNamara     Mary Maccabee     Christopher West     AssociATE     Dave Stepanis, SVP, Portfolio Analytics       In Fazzini     Julie Zhu     Barch AssociATE     Manusha Cheredy     Noel Lam     Tyler Smith     Dave Stepanis, SVP, Portfolio Analytics       Markeling Directore     Manusing Cheretoper Manus     Markeling Directoper Manus     Dave Stepanis, SVP, Portfolio Analytics     Jacob Bjorklund     Caleb Morrison     Jacob Bjorklund     Caleb Morrison     Markeling Markeling       Manusing Directore     Michael Dean     Kevin Wam-Schidel     Michael Dean     Kevin Wam-Schidel     Jacob Bjorklund     Caleb Morrison     Marke Sindo Markeling       Marke Fishop     Sumon Lund     Marke Stepanis     Manuseling     Rachi Huang  |                      |                                  |                                  |                                     |                                    |                              |                               |                  |
| achary Knowiton       Luke von Maur       Benjamin Gerber       Taylor Percy       Sean Carolan       William Morelli       Kim Schawbel, SVP, Admin. Operations         SSOCIATE       Preddie Grimwade       Christoph Schwarz       Manusha Chereddy       Tikeren Quinn       Jonathan Sidi, SVP, Counsel       Jonathan Sidi, SVP, Counsel         Store Arabier  |                      |                                  |                                  |                                     |                                    | ounyi zang                   |                               |                  |
| haryl Ng     Chloe Webster     Freddie Grimwade     Christoph Schwarz     Manusha Chereddy     Tikeren Quinn     Jonathan Sidi, SVP, Counsel       SSOCIATE     Robin McNamara     Kaitlyn Shao     Noel Lam     Tikeren Quinn     Jonathan Sidi, SVP, Counsel       Itchael Chol     Robin McNamara     Manusha Chereddy     Tikeren Quinn     Jonathan Sidi, SVP, Counsel       aravis Chou     Justin Padilla     Mary Maccabee     Christopher West     ASSOCIATE     Amy Unckless, SVP, Portfolio Analytics       homas Ditis     Julie Van den Rul     Parthiv Patel     Olivia Xu     ASSOCIATE     Jack Wagner, SVP, Treasurer       homas Ditis     Julie Zhu     Reka LASSETS     Julia Burke     Shan Patel     MANAGING DIRECTOR       MERGING DIRECTOR     Manusha Chereddy     Maite Smith     Caleb Morrison     Nate Bishop     Nate Bishop       MERGING DIRECTOR     Dan Buffery     Justin Lane     Abigail Cough     Leor Radbil     Nate Bishop     Nate Bishop       NTERPRISE INVESTMENTS     Dan Buffery     Justin Lane     Berjamin Wu     Jackie Huang     Ryan Wolfson     Jamie Kase     Ian Rosen       Itch Flexhacker     Anthony Crawford     Colin Mooney     Andreas Kuzma     Rachel Wu     Tatsuya Kubo     Laura Thasker       Michael Desapleio     Eink Garrigo     Sina Charew     PrinxCIPAL   | Zachary Knowlton     | Luke von Maur                    |                                  | Taylor Percy                        |                                    | William Morelli              |                               |                  |
| SSOCIATE       Ryan Kim       Kaitlyn Shao       Noel Lam       Tyler Smith       Dave Stepanis, SVP, Portfolio Analytics         homas Dits       Justin Padilla       Mary Maccabee       Christopher West       Associate       Amy Unckless, SVP, Org. Effectiveness         homas Dits       Julie And ne Rul       Julie Zhu       Julie Zhu       Jack Biorking       Jack Biorking       Jack Wagner, SVP, Treasurer       Jack Wagner, SVP, Pressurer       Jack Wagner, SVP, Pressurer       Jack Wagner, SVP, Pressurer       Jack Biorking       Jack Biorking </td <td>Daryl Ng</td> <td>Chloe Webster</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>   | Daryl Ng             | Chloe Webster                    |                                  |                                     |                                    |                              |                               |                  |
| tichael Choi     Robin McNamara<br>ravis Chou     Kelly Lau     Jordan van Wezel<br>Christopher West     Ruyin Liao     Amy Unckless, SVP, Org. Effectiveness       homas Dils     Julien Van den Rul<br>ohn Fazzini     Julie Zhu     REAL ASSETS     Jacob Bjorklund     Caleb Morrison     Jack Wagner, SVP, Treasurer       hard MeRGING AND DIVERSE INVESTMENTS     REAL ASSETS     MANAGING DIRECTOR     INVESTOR RELATIONS     MANAGING DIRECTOR       Mark Maccabee     PRINCIPAL     Julia Burke     Shan Patel     MANAGING DIRECTOR       Traig Fowler     Sanjiv Shah     Bauffery     Justin Lane     Benganin Wu       Dag Jimenez     Benjain Wu     Benganin Wu     Back Burdes     Jack Keig       bigo Jimenez     Benjain Wu     Back Formate     Jack Huang     Ryan Wolfson     Jame Kase     Ilan Rosen       NTERPRISE INVESTMENT OFFICE     VICE PRESIDENT     Holdand Davis     Ian Jeffrey     Andreas Kuzma     Rachel Wu     Andreas Kuzma     Rachel Wu     Dala King Lane     Enily Archer     Testuya Khoig     Salar Arasy Kaig       Ick PRESIDENT     Kate-Lynn Gordey     Andrew Tye     Andreas Kuzma     Rachel Wu     Mat HoganBruen     Vinay Raseur     PRINCIPAL & Senior VICE PRESIDENT       Ick PRESIDENT     Kate-Lynn Gordey     Andrew Tye     Andreas Kuzma     Rachel Wu     Maht Bial Fran Peters       SociATE<   | ASSOCIATE            |                                  |                                  |                                     |                                    |                              |                               |                  |
| ravis Chou Justin Padilla Mary Maccabee Christopher West Julien Van den Rul homas Dils Julien Van den Rul homas Dils Julien Van den Rul homas Dils Julie Van den Rul homas Dils Julie Zhu Status Vantiv Patel Olivia Xu Pach Boltklund Julie Burke Catels Morrison Julie Burke Shan Patel Abigail Cough Leor Radbil Nate Bishop Simon Lund Abigail Cough Leor Radbil Vate Bishop Simon Lund Vate Bishop Vinay Mendirat Zachary Eagle John Schwartz Matt HoganBruen Vinay Mendirat Simon Jennings Nhora Otalora UVE PRESIDENT Ice PRESIDENT Ice Antony Crawford Colin Money Andrew Tye Druv Goyal VIE PRESIDENT Sodd DeAngelo Morrison Soda Potter illas Hill Nate Hogan Sotter Sotter Ital Macaulay, Director of Finance Nice Preside Vater Principal, Portfolio Mgmt. Bill Macaulay, Director of Finance Nice Preside Vater Pr  | Michael Choi         | Robin McNamara                   |                                  | ,                                   |                                    |                              |                               |                  |
| homas Dils Julien Van den Rul<br>ohn Fazzini Julie Zhu<br>sarren Hong<br>MARGING DIRECTOR<br>MARGING DIRECTOR<br>Michael Dean Kevin Warn-Schindel<br>Andrew Tye<br>Diego Jimenez Benjamin Wu<br>VICE PRESIDENT<br>Ick Fleischhacker<br>Ick Fleis | Travis Chou          | Justin Padilla                   | ,                                |                                     |                                    |                              |                               |                  |
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| Michael Dean       Kevin Warn-Schindell       Abigail Cough       Leor Radbil       Nate Bishop       Simon Lund         tANAGING DIRECTOR       Sanjiv Shah       Dan Buffery       Justin Lane       John Schwartz       Minjun Chung       Tadasu Matsuc         traig Fowler       Sanjiv Shah       Dan Buffery       Justin Lane       Benjamin Wu       Jackie Huang       Ryan Wolfson       Jamie Kase       Ilan Rosen         NTERPRISE INVESTMENT OFFICE       VICE PRESIDENT       Holland Davis       Ian Jeffrey       Andrew Tye       Andrew Tye       Andrew Tye       Andrew Tye       Andrew Tye       PRINCIPAL & SENIOR VICE PRESIDENT       Frais Quart Tatsuya Kubo       Laura Thaxter         Ick Fleischhacker       Anthony Crawford       Colin Mooney       Andrew Tye       Andrew Tye       Andrew Tye       Principal, Portfolio Mgmt.       Benson Wong       Olav König       Saligan         idd DeAngelo       HVPE       Richard Hickman, Principal, Portfolio Mgmt.       Bill Macaulay, Director of Finance       Sofia Gertsberg       John Brescia       Abigail Rayner         ilas Hill       Nichoals Potter       John Cooney       Andrew Tye       Sofia Gertsberg       John Brescia       Abigail Rayner   |                      |                                  |                                  | NP.                                 | Julia Burke                        | Shan Patel                   |                               |                  |
| Mindle Deam       New in Wain Sectinities       Zachary Eagle       John Schwartz       Minjun Chung       Tadasu Matsuc         traig Fowler       Sanjiv Shah       Dan Buffery       Justin Lane       Dan Buffery       Justin Lane       Benjamin Wu       Jackie Huang       Marie Smith       Matt HoganBruen       Vinay Mendirat         NTERPRISE INVESTMENT OFFICE       VICE PRESIDENT       Holland Davis       Ian Jeffrey       Justin Lane       Simon Jennings       Nhora Otalora         Ick Fleischhacker       Associarte       Holland Davis       Ian Jeffrey       Andreas Kuzma       Rachel Wu       Tatsuya Kubo       Laura Thaxter         Ick Fleischhacker       Anthony Crawford       Colin Mooney       Andreas Kuzma       Rachel Wu       Tatsuya Kubo       Laura Thaxter         Gedragelo       Dean Poulos       Dean Poulos       Oruv Goyal       Andrew Tye       OUANTITATIVE INVESTMENT SCIENCE       Emily Archer       Teri Noble         Mandengo Grassa       Nicholas Potter       Richard Hickman, Principal, Portfolio Mgmt.       Bill Macaulay, Director of Finance       Sofia Gertsberg       John Schwartz       John Schwartz       Matt HoganBruen       Vinay Mendirat         Sofia Gertsberg       Dean Poulos       Dean Poulos       Dianiel Conti       Christopher Ro       John Schwarts       Finan Peters </td <td>¥</td> <td></td> <td></td> <td></td> <td>Abigail Cough</td> <td>Leor Radbil</td> <td></td> <td></td>   | ¥                    |                                  |                                  |                                     | Abigail Cough                      | Leor Radbil                  |                               |                  |
| Dam Buffery       Justin Lane       Laure Fournier       Marie Smith       Matt HoganBruen       Vinay Mendirat         dward Powers       Diego Jimenez       Benjamin Wu       Justin Lane       Erik Garrigo       Richard Sterndale       Simon Jennings       Nhora Otalora         NTERPRISE INVESTMENT OFFICE       VICE PRESIDENT       Holland Davis       Ian Jeffrey       Justin Lane       Jackie Huang       Ryan Wolfson       Jamie Kase       Ilan Rosen         ENIOR VICE PRESIDENT       Holland Davis       Ian Jeffrey       Anthony Crawford       Colin Mooney       Andreas Kuzma       Rachel Wu       Tatsuya Kubo       Laura Thaxter         TiCE PRESIDENT       Anthony Crawford       Colin Mooney       Kate-Lynn Gordey       Andrew Tye       OUANTITATIVE INVESTMENT SCIENCE       Emily Archer       Teri Noble         odd DeAngelo       Dean Poulos       Dean Poulos       Dhruv Goyal       Price       John Brescia       Abigail Rayner         ames Tsavaris       Richard Hickman, Principal, Portfolio Mgmt.       Bill Macaulay, Director of Finance       Sofia Gertsberg       John Cooney       John Asheigh Dorsett       Daniel Conti       Christopher Ro         Jab Hill       Nicholas Potter       Bill Macaulay, Director of Finance       Sofia Gertsberg       John Cooney       Jonathan Seidr         Matter Lige H   |                      |                                  |                                  | Revin Want-Schinder                 | Zachary Eagle                      | John Schwartz                |                               | Tadasu Matsuo    |
| Maig Powler       Sanjiv Snan       Decempendent       Decempendent       Decempendent       Simon Jennings       Nhora Otalora         Jdward Powers       NTERPRISE INVESTMENT OFFICE       Benjamin Wu       Jackie Huang       Ryan Wolfson       Jamie Kase       Ian Rosen         INTERPRISE INVESTMENT OFFICE       VICE PRESIDENT       Holland Davis       Ian Jeffrey       Andreas Kuzma       Rachel Wu       Tatsuya Kubo       Laura Thaxter         Nore Otalora       AssociaTE       Anthony Crawford       Colin Mooney       Andreas Kuzma       Rachel Wu       Tatsuya Kubo       Laura Thaxter         ICE PRESIDENT       Anthony Crawford       Colin Mooney       Andreas Kuzma       Rachel Wu       Tatsuya Kubo       Laura Thaxter         ICE PRESIDENT       Anthony Crawford       Colin Mooney       Andreas Kuzma       Rachel Wu       Tatsuya Kubo       Laura Thaxter         Ice Auchterionie       Dean Poulos       Odd DeAngelo       Mohit Bhatia       Fran Peters       Daniel Conti       Christopher Ro         Ice RassociaTE       Richard Hickman, Principal, Portfolio Mgmt.       Bill Macaulay, Director of Finance       Sofia Gertsberg       John Brescia       Abigail Rayner         Inthony Grassa       Nicholas Potter       Bill Macaulay, Director of Finance       Sofia Gertsberg       John Cooney <t< td=""><td></td><td></td><td>-</td><td>luctin Lana</td><td>Laure Fournier</td><td>Marie Smith</td><td></td><td>Vinay Mendiratta</td></t<>  |                      |                                  | -                                | luctin Lana                         | Laure Fournier                     | Marie Smith                  |                               | Vinay Mendiratta |
| Aukard Powers     Dice Ontion 2     Deliganin Wd     Jackie Huang     Ryan Wolfson     Jamie Kase     Ian Rosen       INTERPRISE INVESTMENT OFFICE     VICE PRESIDENT     Holland Davis     Ian Jeffrey     Andreas Kuzma     Rachel Wu     Tatsuya Kubo     Laura Thaxter       Ick Fleischhacker     Anthony Crawford     Colin Mooney     Andreas Kuzma     Rachel Wu     Tatsuya Kubo     Laura Thaxter       ICE PRESIDENT     Anthony Crawford     Colin Mooney     Andreas Kuzma     Rachel Wu     Tatsuya Kubo     Laura Thaxter       ICE PRESIDENT     Anthony Crawford     Colin Mooney     Andrew Tye     Dhyu Goyal     PRINCIPAL & SENIOR VICE PRESIDENT       ecca Auchterlonie     Dean Poulos     Dean Poulos     Notholas Potter     Mohit Bhatia     Fran Peters       idd DeAngelo     HVPE     Richard Hickman, Principal, Portfolio Mgmt.     Sofia Gertsberg     Janie Conti     Christopher Ro       SSOCIATE     Nicholas Potter     Bill Macaulay, Director of Finance     John Cooney     John Cooney     John Soney       Nithan Hill     Vice Sense     Daniel Conti     Christopher Ro     Drew Snow     Shumin Gong     Alicia Sweeney  | 0                    | Sanjiv Shah                      | ,                                |                                     | Erik Garrigo                       | Richard Sterndale            |                               | ,                |
| Interprise investment of Frice       Holand Davis       Ian Jeffrey       Xiren Huang       Benson Wong       Olav König       Sally Shan         Holand Davis       Ian Jeffrey       Adreas Kuzma       Rachel Wu       Tatsuya Kubo       Laura Thaxter         Holand Davis       Anthony Crawford       Colin Mooney       Andreas Kuzma       Rachel Wu       Tatsuya Kubo       Laura Thaxter         Holand Davis       Anthony Crawford       Colin Mooney       Andreas Kuzma       Rachel Wu       Tatsuya Kubo       Laura Thaxter         Holand Davis       Dean Poulos       Dean Poulos       Anthony Crawford       Colin Mooney       Rodrigo Lameira       Rodrigo Lameira       Emily Archer       Teri Noble         Intony Grassa       Nicholas Potter       Nicholas Potter       Richard Hickman, Principal, Portfolio Mgmt.       Sofia Gertsberg       Jay Brasseur       Vai Rajan         John Brescia       Nicholas Potter       Bill Macaulay, Director of Finance       Finance       John Stescia       Abligin Dorsett       Daniel Conti       Christoper Now         Shumin Gong       Alicia Sweeney       Michael Joseph       Audrey The-Du  |                      |                                  |                                  | Denjamin wu                         | Jackie Huang                       | Ryan Wolfson                 | 5                             |                  |
| ASSOCIATE       Andreas Kuzma       Rachel Wu       Tatsuya Kubo       Laura Thaxter         PRINCIPAL & SENIOR VICE PRESIDENT       Anthony Crawford       Colin Mooney       Rodrigo Lameira       PRINCIPAL & SENIOR VICE PRESIDENT         ecca Auchterlonie       Dean Poulos       Odd DeAngelo       Andreas Kuzma       Rachel Wu       Tatsuya Kubo       Laura Thaxter         State-Lynn Gordey       Andrew Tye       Odd Norw Goyal       Rodrigo Lameira       Rodrigo Lameira       Emily Archer       Teri Noble         State-Lynn Gordey       Andrew Tye       Dhruv Goyal       Sofia Gertsberg       Mohit Bhatia       Fran Peters         State-Lynn Gordey       Nicholas Potter       Richard Hickman, Principal, Portfolio Mgmt.       Sofia Gertsberg       Jay Brasseur       Vai Rajan         State-Lynn Gorassa       Nicholas Potter       Bill Macaulay, Director of Finance       Finance       John Strescia       Abiegh Dorsett       Daniel Conti       Christopher Ro         Jay Brasseur       John Strescia       Bill Macaulay, Director of Finance       Finance       Ashleigh Dorsett       Drew Snow         Shumin Gong       Alicia Sweeney       Michael Joseph       Audrey The-Du  |                      |                                  |                                  | lan leffrey                         | Xiren Huang                        | Benson Wong                  |                               | Sally Shan       |
| Incernestidex       Anthony Crawford       Colin Mooney       Rodrigo Lameira       PRINCIPAL & SENIOR VICE PRESIDENT         Incernestident       Dean Poulos       Dean Poulos       Anthony Crawford       Colin Mooney       Andrew Tye       QUANTITATIVE INVESTMENT SCIENCE       Emily Archer       Teri Noble         Odd DeAngelo       Dhruv Goyal       HVPE       Sofia Gertsberg       Mohit Bhatia       Fran Peters         Sofia Gertsberg       Jay Brasseur       Vai Rajan         John Brescia       Abigai Rayner         Daniel Conti       Christopher Ro         John Stesso       John Stessia       Abileigh Dorsett       Drew Snow         Shumin Gong       Alicia Sweeney         Michael Joseph       Audrey The-Dur  |                      | DENT                             |                                  | landeliney                          | Andreas Kuzma                      | Rachel Wu                    | Tatsuya Kubo                  | Laura Thaxter    |
| ICE PRESIDENT       Kate-Lynn Gordey       Andrew Tye       QUANTITATIVE INVESTMENT SCIENCE       Emily Archer       Teri Noble         ecca Auchterlonie       Dean Poulos       Dhruv Goyal       Managing Directors       Mohit Bhatia       Fran Peters         benior Associate       Fichard Hickman, Principal, Portfolio Mgmt.       Sofia Gertsberg       Jay Brasseur       Vai Rajan         SSOCIATE       Nicholas Potter       Bill Macaulay, Director of Finance       Bill Macaulay, Director of Finance       John Cooney       John Strestia       Drew Snow         Kitas Hill       Nicholas Potter       Nichael Joseph       Audrey The-Dure   |                      |                                  |                                  | Colin Mooney                        |                                    |                              | <b>PRINCIPAL &amp; SENIOR</b> | VICE PRESIDENT   |
| deca Auchterionie       Dean Poulos       Dhruv Goyal       MANAGING DIRECTOR       Mohit Bhatia       Fran Peters         fodd DeAngelo       Jay Brasseur       Jay Brasseur       Vai Rajan         ENIOR ASSOCIATE       John Brescia       Abigai Rayner         ames Tsavaris       Richard Hickman, Principal, Portfolio Mgmt.       John Cooney       John Stescia         IsSOCIATE       Bill Macaulay, Director of Finance       John Cooney       Jonathan Seidr         ias Hill       Nicholas Potter       Shumin Gong       Alicia Sweeney   |                      |                                  |                                  |                                     |                                    | STMENT SCIENCE               | Emily Archer                  | Teri Noble       |
| ioid DeAngelo       Jay Brasseur       Vai Rajan         iENIOR ASSOCIATE       John Brescia       Abigail Rayner         ames Tsavaris       Richard Hickman, Principal, Portfolio Mgmt.       Daniel Conti       Christopher Ro         issociate       John Sescia       John Sescia       Abigail Rayner         inthony Grassa       Nicholas Potter       John Cooney       Jonathan Seidr         illas Hill       Sofia Gertsberg       Sofia Gertsberg       John Brescia       Abigail Rayner         unthony Grassa       Nicholas Potter       John Cooney       Jonathan Seidr       Drew Snow         silas Hill       Sofia Gertsberg       Abilegin Dorsett       Drew Snow         Shumin Gong       Alicia Sweeney       Michael Joseph       Audrey The-Dur   | Jecca Auchterlonie   | Dean Poulos                      |                                  | Andrew Tyc                          |                                    |                              | Mohit Bhatia                  | Fran Peters      |
| Implementation       John Brescia       Abigail Rayner         ames Tsavaris       Richard Hickman, Principal, Portfolio Mgmt.       Daniel Conti       Christopher Ro         ISSOCIATE       Bill Macaulay, Director of Finance       John Cooney       John Srescia       Abigail Rayner         Inthony Grassa       Nicholas Potter       Shumin Gong       Alicia Sweeney         Islas Hill       Keney       Michael Joseph       Audrey The-Dur   | Todd DeAngelo        |                                  |                                  |                                     |                                    | •                            | Jay Brasseur                  | Vai Rajan        |
| Instruction     Sill Macaulay, Director of Finance     John Coney     Johnathan Seidr       Instruction     John Coney     Johnathan Seidr       Instruction     Ashleigh Dorsett     Drew Snow       Sillas Hill     Shumin Gong     Alicia Sweeney       Michael Joseph     Audrey The-Du  | SENIOR ASSOCIATE     |                                  |                                  |                                     | cond contecting                    |                              | John Brescia                  | Abigail Rayner   |
| Inthony Grassa Nicholas Potter Ashleigh Dorsett Drew Snow Shumin Gong Alicia Sweeney Michael Joseph Audrey The-Du  | James Tsavaris       |                                  |                                  |                                     |                                    |                              | Daniel Conti                  | Christopher Row  |
| Shumin GongAlicia SweeneyMichael JosephAudrey The-Du   | ASSOCIATE            |                                  | Bill Macaulay, Director          | of Finance                          |                                    |                              |                               | Jonathan Seidma  |
| Michael Joseph Audrey The-Du   | Anthony Grassa       | Nicholas Potter                  |                                  |                                     |                                    |                              |                               |                  |
|  | Silas Hill           |                                  |                                  |                                     |                                    |                              | Shumin Gong                   | Alicia Sweeney   |
| As of June 30, 2021. Includes employees of Harbour/Vest Partners, LLC, Harbour/Vest Partners (U.K.) Limited, Harbour/Vest Partners (Asia) Limited, Harbour/Vest Partners (Japan) Limited, Yasunobu Kawahara Taehyun Yum  |                      |                                  |                                  |                                     |                                    |                              | Michael Joseph                | Audrey The-Dur   |
|  | As of June 30, 2021. | Includes employees of HarbourVes | t Partners, LLC, HarbourVest Par | tners (U.K.) Limited, HarbourVest P | artners (Asia) Limited, HarbourVes | st Partners (Japan) Limited, | Yasunobu Kawahara             | Taehyun Yum      |

As of June 30, 2021. Includes employees of HarbourVest Partners, LLC, HarbourVest Partners (U.K.) Limited, HarbourVest Partners (Asia) Limited, HarbourVest Partners (Japan) Limited, HarbourVest Partners, LLC Oficina de Representación, HarbourVest Investment Consulting (Beijing) Company Limited, HarbourVest Partners Korea Ltd, HarbourVest Partners (Israel) Ltd, HarbourVest Partners (Ireland) Limited, and HarbourVest Partners (Singapore) Pte. Limited.

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## ADDITIONAL IMPORTANT INFORMATION

CONFIDENTIAL

Any data presented about investments prior to 1998 is related to transactions that occurred when the HarbourVest team was affiliated with Hancock Venture Partners, Inc.

HarbourVest's founders began making venture capital investments for John Hancock Financial Services in late 1970s. In 1982 they formed Hancock Venture Partners, Inc, which was fully owned by John Hancock Mutual Life Insurance Company, to independently develop and manage third-party private equity capital. In January 1997, the Hancock Venture Partners management team formed a new independent management company, HarbourVest Partners, LLC. All then-employees of Hancock Venture Partners became owners and/or employees of HarbourVest Partners, LLC. As of January 1, 2021 all employees of HarbourVest Partners, LLC hired prior to 1997 are still affiliated with HarbourVest and serve either as a Managing Director or in a Senior Advisor capacity. HarbourVest Partners, LLC has no affiliation with John Hancock Financial Services.

The source of the performance information is HarbourVest. In considering the performance information contained herein, prospective investors should bear in mind that past performance is not a reliable indicator of future results, and there can be no assurance that an investment sponsored (or an account managed) by HarbourVest will achieve comparable results or be able to implement its investment strategy or meet its performance objectives. The funds that made these investments may have had different terms and investment objectives than those proposed or modeled herein.

The foregoing performance information includes realized and unrealized investments. Unrealized investments are valued by HarbourVest in accordance with the valuation guidelines contained in the applicable partnership agreement. Actual realized returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs, and the timing and manner of sale, all of which may differ from the assumptions on which the valuations used in prior performance data contained herein are based. Accordingly, the actual realized returns on these unrealized investments may differ materially from returns indicated herein.

In certain cases, a HarbourVest fund or account, or the partnerships in which it invests, may utilize a credit facility or other third-party financing. This is generally to bridge capital calls from limited partners or to fund a portion of an investment and may also be used to facilitate transactions involving the recapitalization of portfolio investments. This may make the resulting IRR and multiples higher or lower than the IRR or multiples that would have been presented had drawdowns from partners or available cash been initially used to acquire or pay for the investment.

IRRs are calculated from the date of a fund's first cash flow from a limited partner, which may include capital contributions in connection with fund formation, as may occur with certain AIF-Related Funds (as defined below), and therefore can be earlier than the date of the first capital call from a limited partner for the purpose of investment. The start date for IRR calculations can also be later than the date of initial investment when a credit facility or other third-party financing is used to fund such investment.

Performance is expressed in US dollars, unless otherwise noted. Returns do not include the effect of any withholding taxes. Cash flows are converted to US dollars at historic daily exchange rates, unless otherwise indicated. The return to investors whose local currency is not the US dollar may increase or decrease as a result of currency fluctuations.

1. Net Performance Returns - DPI (Distributions / Paid-In Capital), TVPI (Total Value / Paid-In Capital), and Net IRR (Internal Rate of Return) through the applicable date are the returns to limited partners after all management fees, commissions, fund operating expenses, and carried interest. These returns reflect the combined return for all limited partners in a fund and may not reflect an individual limited partner's actual return. The Net IRR is calculated using daily cash flows to and from limited partners. In this calculation, the final cash flow to limited partners is the fair market value of all limited partners' capital accounts at the applicable date as determined by the general partner of the respective HarbourVest fund or account in accordance with the valuation policy. The net multiples (DPI and TVPI) are calculated based on the same cash flows. See note 8 below for additional disclosures related to fees and expenses of a fund.

## HARBOURVEST

- 2. Gross Performance Returns This information (Distributed / Funded, Total Value / Funded, TV/TC (Total Value / Total Cost), Gross Portfolio IRR, and Gross IRR), if shown, is presented on a gross basis and reflects the performance of the investment portfolio, including primary fund investments, secondary investments, and/or direct co-investments. Gross Portfolio IRR represents the annual return calculated using daily cash flows from the Fund(s) to and from the various partnerships or companies, either directly or through a special purpose vehicle in which the Fund(s) invested during the period specified. These returns reflect the fees, expenses, and carried interest of the underlying fund investments (where applicable), certain expenses of any special purpose vehicle that held an interest in the underlying fund, as applicable, but do not reflect the management fees, carried interest, and other expenses borne by investors in the Fund(s), which will reduce returns. See note 8 below for additional disclosures related to fees and expenses of a Fund.
- 3. Portfolio Company Performance This information, if shown, is based on the cost and value of underlying company investments within the primary and secondary investment portfolios of the Fund(s). These returns do not reflect the fees, expenses, and carried interest of the partnership investments of the Fund(s), which will reduce returns. Performance may be aggregated when a company is held through multiple primary and secondary investments. These returns do not represent the performance of any specific Fund or the return to limited partners of any specific Fund. As a result, portfolio company performance returns are considered model performance. See notes 6 and 8 below for additional disclosures related to model performance and fees and expenses of a Fund, respectively.
- 4. Public Market Comparison This information, if shown, represents adjusted model performance of each index as if the respective index had been purchased and sold at the time of the limited partners' capital calls and distributions, with the remainder held at the date noted. The indices used assume reinvestment of all dividends. Under this methodology, the capital calls for the purchase of the public market index are the same as the capital calls for the Fund(s). The distributions for the sales of the public market index are scaled to represent the same proportion of the Fund's NAV at the time of the distribution. For example, if the Fund distributes 5% of NAV, then 5% of the index NAV is distributed. Thus, the index returns presented are not gross actual index returns, but adjusted model returns. See note 6 for additional disclosures related to model performance.

The MSCI AC Asia Pacific® Index captures large and mid cap representation across 5 Developed Markets countries (Australia, Hong Kong, Japan, New Zealand and Singapore) and 9 Emerging Markets countries (China, India, Indonesia, Korea, Malaysia, Pakistan, the Philippines, Taiwan and Thailand) in the Asia Pacific region. With 1,573 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

The MSCI AC World® Index (ACWI) is designed to measure the performance of publicly-traded large and mid-capitalization equity securities in global developed and emerging markets. The MSCI ACWI Index is maintained by Morgan Stanley Capital International ("MSCI") and has historically captured approximately 85% coverage of the free float-adjusted market capitalization of its publicly-traded global equity opportunity set.

The MSCI AC World® (ACWI) Ex-US Index is designed to measure the performance of publicly-traded large and mid-capitalization equity securities in global developed and emerging markets excluding the US. The MSCI ACWI Ex-US Index is maintained by MSCI and has historically captured approximately 85% coverage of the free float-adjusted market capitalization of its publicly-traded global equity opportunity set outside the US.

The MSCI EAFE® Index is designed to measure the performance of publicly-traded large and mid-capitalization equity securities across developed markets, including countries in Europe, Australasia, Israel and the Far East, and excluding the US and Canada. The MSCI EAFE Index is maintained by MSCI and has historically captured approximately 85% coverage of the free float-adjusted market capitalization of publicly-traded equities in each included country.

The S&P 500® Index is designed to measure the performance of publicly-traded equity securities of the large capitalization sector of the US market and includes 500 large companies having common stock listed on eligible U.S. exchanges. The S&P 500 Index is maintained by Standard & Poors ("S&P") and has historically captured approximately 80% coverage of available market capitalization of publicly-traded equities in the US market.

## HARBOURVEST

The Russell 2000® Index is designed to measure the performance of publicly-traded equity securities of the small capitalization sector of the US market and includes the 2,000 smallest companies in the Russell 3000® Index. These indexes are maintained by FTSE Russell, a subsidiary of the London Stock Exchange Group. The Russell 3000 Index consists of the 3,000 largest publicly-listed US companies, and has historically captured approximately 98% coverage of the total capitalization of the entire US stock market.

The adjusted public market indices shown are not intended to, and do not, parallel the risk, investment strategy, or investment characteristics of a Fund. The securities comprising the public market indices have substantially different characteristics than the investments held by a Fund, and accordingly, a direct comparison may not be meaningful. The public market comparison is shown for illustrative purposes only. The adjusted indices are shown to demonstrate the approximate returns an investor may have received had the investor invested in certain publicly-traded equity securities in lieu of a Fund or the investments made by HarbourVest. An investor is not able to directly invest in a benchmark index.

Bloomberg is the source of the index data contained or reflected in this material. MSCI, S&P, and FTSE Russell are the owners of the index data contained or reflected in this material and all trademarks and copyrights related thereto. This is HarbourVest's presentation of the data. Bloomberg, MSCI, S&P, and FTSE Russell are not responsible for the calculations conducted by HarbourVest, the formatting or configuration of this material, or for any inaccuracy in presentation thereof.

- 5. Vintage Years HarbourVest vintage classification is based on the year in which capital was first funded to each underlying fund (for primary fund investments) or the year of HarbourVest's purchase (for secondary investments).
- 6. Monte Carlo Simulations These model (hypothetical) portfolios, if shown, are intended for illustrative purposes only. Performance information for each hypothetical portfolio utilized a Monte Carlo Simulation and are based on the actual cash flows of a proprietary data set that includes partnership investments made by Funds, along with partnership data from external sources. The capital calls and distribution data is based on historic partnership investment cash flows, but does not represent the actual experience of any investor or Fund. The results of the simulation are impacted by an uneven representation of funds with different vintage years, sizes, managers, and strategies, and a limited pool of investment cash flow data. The actual pace and timing of cash flows is likely to be different and will be highly dependent on the underlying partnerships' commitment pace, the types of investments made by the Fund(s), market conditions, and terms of any relevant management agreements. The results presented are based entirely on the output from numerous mathematical simulations. The simulations are unconstrained by the fund size, market opportunity, and minimum commitment amount, and do not take into account the practical aspects of raising and managing a fund. The simulated hypothetical portfolio results should be used solely as a guide and should not be relied upon to manage your investments or make investment decisions.
- 7. Model Performance Model performance results are inherently limited and should not be relied upon as indicators of future performance. Individual fund and strategy performance can be better or worse than the model. No investor received the indicated model performance. Certain assumptions have been made for modeling purposes. No representation or warrant is made as to the reasonableness of the assumptions made. Changes in the assumptions may have a material impact on the hypothetical returns presented.

Different model scenarios will provide different results. While the model portfolio may consist of investments made by HarbourVest during the relevant period(s), it does not reflect an actual portfolio managed by HarbourVest during the relevant period(s) and does not represent the impact that material economic and market factors might have had on HarbourVest's decision making if HarbourVest had been managing a fund that incorporated the investment strategy shown during the specified period(s).

In addition, the HarbourVest fund(s) had investment results materially different from the results portrayed in the model portfolio during the relevant period(s). The fund(s)' actual investments may have substantially different terms than those reflected in the model portfolio. No representation is made that any Fund will or is likely to achieve returns similar to those presented, and there can be no assurance that the fund(s) or HarbourVest will achieve profits or avoid incurring substantial losses. Other periods selected for the model portfolios may have different results, including losses. Current model performance may differ from that shown.

Model may assume each portfolio participates in every investment opportunity on a pro rata basis based on actual aggregate HarbourVest commitments for each vintage year. Actual investment opportunities may be limited due to scarcity and desired portfolio construction; creating a more concentrated portfolio in comparison to the model. The incremental benefit of portfolio diversification may become limited at the higher range of underlying partnerships / investments.

The following is the criteria used when showing model portfolio performance that includes the following investment types:

Primary Investments – Based on the cash flows of all primary investments (or a subset as noted) made by fund(s) during the period(s) specified, with the exception of custom accounts that made investments primarily in emerging venture capital managers, emerging managers, diverse managers, or state-focused managers, as these strategies are outside of HarbourVest's core focus.

Secondary Investments - Based on the cash flows of all secondary investments (or a subset as noted) made by fund(s) during the period(s) specified.

Direct Co-Investments – Based on the cash flows of all direct co-investments (or a subset as noted) made by fund(s) during the period(s) specified. This performance excludes custom accounts that may make investments outside of HarbourVest's core co-investment strategy (e.g., industry, sourcing, return profile). Direct co-investments are generally defined as: (i) buyout, recapitalization, and special situation investments; (ii) expansion capital, growth equity, or other venture capital investment in companies with greater than \$7.5 million in trailing 12-month revenues at the time of investment; or (iii) mezzanine investments. Early stage investments, generally defined as those companies with revenues less than \$7.5 million at the time of initial investment, which are outside the focus of the fund, are also not included in the model portfolio returns shown. If early stage investments were included in the model portfolio, returns would be lower.

8. Fees and Expenses - Actual management fees and carried interest will vary and are established in negotiations with the limited partners of a Fund or separate account client. Management fees may range from an average of 0.1% to 1.25% per year of committed, called, or invested capital over the expected life of the Fund, pursuant to the limited partnership agreement or investment management agreement. Fees for Funds in extension years may be reduced, including to nil. Fund investors will typically bear all the costs and expenses relating to the operations of a Fund and its general partners (or similar managing fiduciary). A Fund shall bear its pro rata share of any such expenses incurred in connection with any portfolio investment to the extent the same portfolio investment is being made by other Funds. Organization expenses of a Fund will also typically be borne by Fund investors. When a Fund is generally expected to invest alongside a Fund primarily intended for European-based investors, which takes into account the regulatory requirements of the Alternative Investment Fund Managers Directive (an "AIF Related Fund"), organization expenses may be aggregated and allocated pro-rata between a Fund and its AIF Related Fund based on the relative commitments of the partners of the Fund and the partners of its AIF Related Fund (unless HarbourVest, as general partner, determines in good faith that a different share is appropriate). The specific payment terms and other conditions of the management fees, carried interest, and other expenses of a Fund are set forth in the governing documents of the Fund. Fees and expenses are also described in HarbourVest's Form ADV, Part 2A brochure.

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Gross performance returns, if shown, are presented before management fees, carried interest, and other expenses borne by investors in the Fund(s). An actual portfolio would bear such fees and expenses. If such fees and expenses were deducted from performance, returns would be lower. For example, if a fund appreciated by 10% a year for five years, the total annualized return for five years prior to deducting fees and expenses at the end of the five year period would be 10%. If total fund fees and expenses were 1% for each of the five years, the total annualized return of the fund for five years at the end of the five-year period would be 8.90%.

9. Private Equity Index Data - Unless otherwise indicated, all private equity fund benchmark data reflects the fees, carried interest, and other expenses of the funds included in the benchmark. Please note that Fund returns would be reduced by the fees, carried interest, and other expenses borne by investors in the Fund. Such fees, carried interest, and other expenses may be higher or lower than those of the funds included in the benchmark. Burgiss (unless otherwise noted) is the source and owner of any private equity index data contained or reflected in this material and all trademarks and copyrights related thereto. The material may contain confidential information and unauthorized use, disclosure, copying, dissemination, or redistribution is strictly prohibited. This is HarbourVest's presentation of the data. Burgiss is not responsible for the calculations conducted by HarbourVest, the formatting or configuration of this material, or for any inaccuracy in presentation thereof.

#### **Epidemics, Pandemics and Other Health Risks**

Many countries have experienced infectious illnesses in recent decades, including swine flu, avian influenza, SARS and 2019-nCoV (the "Coronavirus"). In December 2019, an initial outbreak of the Coronavirus was reported in Hubei, China. Since then, a large and growing number of cases have been confirmed around the world. The Coronavirus outbreak has resulted in numerous deaths and the imposition of both local and more widespread "work from home" and other quarantine measures, border closures and other travel restrictions causing social unrest and commercial disruption on a global scale. The World Health Organization has declared the Coronavirus outbreak a pandemic. The ongoing spread of the Coronavirus has had and will continue to have a material adverse impact on local economies in the affected jurisdictions and also on the global economy as cross-border commercial activity and market sentiment are increasingly impacted by the outbreak and government and other measures seeking to contain its spread. In addition to these developments having potentially adverse consequences for underlying portfolio investments of the Fund and the value of the Fund's investments therein, the operations of Harbour/Vest and the Fund have been, and could continue to be, adversely impacted, including through quarantine measures and travel restrictions imposed on Harbour/Vest personnel or service providers based around the world, and any related health issues of such personnel or service providers. Any of the foregoing events could materially and adversely affect the Fund's ability to source, manage and divest its investments and its ability to fulfill its investment objectives. Similar consequences could arise with respect to other comparable infectious diseases.

The information contained herein is highly confidential and is being provided to you at your request for informational purposes only and is not, and may not be relied on in any manner as, legal, tax, or investment advice or as an offer to sell or a solicitation of an offer to buy an interest in any fund or any other investment product sponsored by HarbourVest (the "Fund"). Any offering of interests in the Fund will be made by means of delivery of a confidential Private Placement Memorandum or similar materials (the "Memorandum") that contain a description of the material terms of such investment and subscriptions will be accepted solely pursuant to definitive documentation. These materials do not purport to contain all the information relevant to evaluating an investment in the Fund. The information contained herein will be superseded by, and is qualified in its entirety by reference to, the Memorandum, which will contain information about the investment objective, terms, and conditions of an investment in the Fund and will also contain tax information and risk disclosures that are important to any investment decision regarding the Fund. No person has been authorized to make any statement concerning the Fund other than as will be set forth in the Memorandum and any such statements, if made, may not be relied upon. No sale will be made in any jurisdiction in which the offer, solicitation, or sale is not authorized or to any person to whom it is unlawful to make the offer, solicitation, or sale. Offers and sales of interests in the Fund will not be registered under the laws of any jurisdiction and will be made solely to "qualified purchasers" as defined in the U.S. Investment Company Act of 1940, as amended. The information contained herein must be kept strictly confidential and may not be reproduced or redistributed in any format without the express written approval of HarbourVest.

An investment in the Fund will involve significant risks, including loss of the entire investment. Before deciding to invest in the Fund, prospective investors should pay particular attention to the risk factors contained in the Memorandum. Prospective investors should make their own investigations and evaluations of the information contained herein. Prior to the closing of a private offering of interests in the Fund, HarbourVest will give investors the opportunity to ask questions and receive additional information concerning the terms and conditions of such offering and other relevant matters. Each prospective investor should consult its own attorney, business advisor, and tax advisor as to legal, business, tax, and related matters concerning the information contained herein and such offering.

Certain information contained herein (including financial information and information relating to investments) has been obtained from published and non-published sources. Such information has not been independently verified by HarbourVest. Except where otherwise indicated herein, the information provided herein is based on matters as they exist as of the date of preparation and not as of any future date, and will not be updated or otherwise revised to reflect information that subsequently becomes available, or circumstances existing or changes occurring after the date hereof. Any forecast provided herein is based on HarbourVest's opinion of the market as of the date of preparation and is subject to change, dependent on future changes in the market.

In considering any performance data contained herein, you should bear in mind that past performance is not a reliable indicator of future results. Certain information contained herein constitutes forward-looking statements, which can be identified by the use of terms such as "may", "will", "should", "expect", "anticipate", "project", "estimate", "intend", "continue", or "believe" (or the negatives thereof) or other variations thereof. Due to various risks and uncertainties, including those discussed above, actual events or results or actual performance of the Fund may differ materially from those reflected or contemplated in such forward-looking statements. As a result, investors should not rely on such forward-looking statements in making their investment decisions.

None of the information contained herein has been filed with the Securities and Exchange Commission, any securities administrator under any state securities laws, or any other governmental or self-regulatory authority. No governmental authority has passed on the merits of the offering of interests in the Fund or the adequacy of the information contained herein. Any representation to the contrary is unlawful.

# MWRA Employees' Retirement System

PA Small Company Co-investment Fund II ("PASCCIF II")

September 2021



#### A NEW YORK LIFE INVESTMENTS COMPANY

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No offer to purchase or sell securities. Neither this document nor anything contained herein shall form the basis for any contract or commitment whatsoever. If at any time there should commence an offering of securities, any decision to invest in any such offer to subscribe for or acquire such securities must be based wholly on the information contained in a final offering document issued or to be issued in connection with any such offer and not on the contents hereof. This document does not constitute and should not be considered as any form of financial opinion or recommendation by us or any of our affiliates.

*No registration.* Any securities offered in connection with any transaction described herein will not be registered under the United States Securities Act of 1933, as amended (the "Securities Act"), and the issuer of the securities will not be registered under the United States Investment Company Act of 1940, as amended (the "Investment Company Act"). Any offered securities will not be recommended or approved by any United States federal or state securities commission or any other regulatory authority. Furthermore, the foregoing authorities have not confirmed the accuracy or determined the adequacy of this material. Any securities offered will be subject to certain restrictions on transfers as described in the final offering documents.

Forward looking statements. Certain statements provided in this presentation are not historical facts and may contain forward-looking statements. These forward-looking statements are based on the current beliefs and expectations of the investment manager and are subject to significant risks and uncertainties. If underlying assumptions prove inaccurate, or uncertainties materialize, actual results may differ materially from those set forth in the forward-looking statements. Please see the offering documents for various risks inherent with these investments which could cause actual results to differ materially from those in any forward-looking statements. Any target or estimated returns in this presentation are included for illustrative purposes only and are inherently forward-looking statements. While we believe that our assumptions are reasonable as of the date of this presentation, we caution that it is very difficult to predict the impact of known factors, and, of course, it is impossible for us to anticipate all factors that could affect our actual results. PA Capital, LLC undertakes no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.

*Risk Factors.* Notwithstanding the foregoing, please note the following with respect to investment funds managed by PA Capital, LLC: Investments in the funds are meant for sophisticated investors and involve a high degree of risk. Investors can lose all or a substantial portion of their investment. Investment returns may be volatile. Investments in underlying funds may not be diversified. Funds of funds have substantial fees and expenses that will offset profits, if any. Investments in the funds are subject to significant restrictions on transfers. There is no secondary market for interests in the funds and none is expected to develop. The underlying funds' use of leverage in the course of their trading could exacerbate losses.

Target Returns. The targeted returns included are for illustrative purposes only. Accordingly, no assumptions or comparisons should be made based upon these returns. Projected returns are subject to inherent limitations. One limitation is that the returns do not take into account the impact that market and economic risks, such as defaults, prepayments, and reinvestment rates. In addition, target returns are subject to risks and uncertainties that may change at any time, and, therefore, actual results may differ materially from those expected. In no circumstances should the targeted returns be regarded as a representation, warranty or prediction that the Fund will reflect any particular performance or that it will achieve or is likely to achieve any particular result or that investors will be able to avoid losses, including total loss of their investment. Inherent in any investment is the potential for loss. While we believe that our assumptions are reasonable, we caution that it is very difficult to predict the impact of known factors, and, of course, it is impossible for us to anticipate all factors that could affect our actual results.

*Past Performance*. Past performance is not indicative of future returns. Rate of return information is provided solely as an indicator as to how the fund will be managed and is not intended to be viewed as an indicator of likely performance returns to investors in the fund. Where past performance has been aggregated across a strategy, these results should not be interpreted as a single fund in which an investment could have been made.

### **Today's Presenters**



Chris Stringer President

25 yrs. Experience 17 yrs. at PA

- ► Jefferson Capital Partners
- Arthur Andersen



#### **Richard Wiltshire** Managing Director 21 yrs. Experience

- 7 yrs. at PA
- Virginia Retirement System
- Quad-C Management
  - Harris Williams
- BofA Securities

**Co-investing** is an attractive segment of the private equity market offering Limited Partners the opportunity to invest alongside top-tier General Partners on a fee and carry advantaged basis

- A key differentiator for PA's Co-investment program is our fund investment business, which has committed more than \$3.5B to 190+ partnerships since 1997
- PA targets the Low Mid Market which benefits from less capital chasing more opportunities resulting in historically lower purchase price multiples and less debt at the time of investment
- Asymmetric return potential, potential downside risk mitigation, and lower fees and carry than a direct private equity fund
- > PASCCIF II is a continuation of the strategy we have been executing in PASCCIF, which is a top quartile fund in its vintage
- ▶ PASCCIF II is >45% invested<sup>(1)</sup> with embedded gains<sup>(2)</sup> that MWRA would instantly participate in

(1) Based on a target fund size of \$150 million and includes investments completed and approved. (2) Estimated and unaudited. Refer to slide 14 titled "PASCCIF II: Portfolio Overview" for additional information. Note: Please see Disclosure regarding Responsible Investment in the Disclosures section of the Appendix. The beliefs and assumptions referenced here are presented for discussion purposes only and are not intended to be investment advice. The listed assumptions represent the views and opinions of PA's investment team and should not be relied upon to make investment decisions.

| <b>\$6.5B</b><br>in AUM <sup>(1)</sup><br>Founded in 1997 | >\$1B<br>Affiliated Capital<br>Invested <sup>(2)</sup> |      |                  | rated <sup>(3)</sup><br>nce 2010 <sup>(4)</sup> | 939<br>Institutio<br>Clients | nal                   | <b>35+</b><br>Investment<br>Professionals |
|---|--|------|------------------|---|------------------------------|-----------------------|---|
| Private E   | Equity   | Priv | vate R           | eal Assets                                      | Lor                          | ng / Sho              | rt Equity                                 |
| <b>1997</b><br>Inception                                  | <b>\$4.8B</b><br>AUM <sup>(1)</sup>                    |      | <b>)14</b>       | <b>\$647M</b><br>AUM <sup>(1)</sup>             |                              | <b>)01</b><br>eption  | <b>\$1.1B</b><br>AUM <sup>(1)</sup>       |
| Historical Inve   | stments <sup>(6)</sup>                                 | F    | listorical Ir    | nvestments <sup>(6)</sup>                       | F                            | listorical Inve       | stments <sup>(6)</sup>                    |
| 190+ Funds  |  | 20+  | Funds            | / Secondaries                                   | 95+                          | Funds                 |   |
| 120+ Direct Co  |  | 40+  | Direct<br>invest |   | 40+                          | Direct Co<br>investme |   |
| 80+ Seconda   | ries   |      |                  |   |                              |                       |   |
| 2020 GP Stake   | es   |      |                  |   |                              |                       |   |

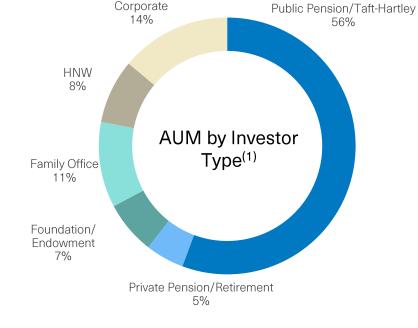
(1) Assets under management figure is an estimate as of June 30, 2021 and includes non-discretionary separate account and co-advised assets. (2) Internal and affiliated capital is composed of PA Capital employee and New York Life capital. (3) New York Life has the highest financial strength ratings currently awarded to any US life insurer from all four of the major credit ratings agencies: A.M Best (A++), Fitch (AAA), Moody's Investors Service (Aaa), and Standard & Poor's (AA+). Individual independent rating agency commentary as of October 15, 2020. The financial strength ratings do not apply to any investment products as they are subject to market risk and will fluctuate in value. (4) On December 30, 2010, PA Capital entered into a strategic partnership with New York Life Investment Monagement Holdings LLC, a wholly owned subsidiary of New York Life Investment Management Holdings LLC transferred its PA ownership to its wholly owned direct subsidiary, New York Life Investment Management Holdings (6) As of July 15, 2021. Includes investments made through commingled funds and separate accounts investing in the Low Mid Market.

**PA Capital** 

PA has extensive experience partnering with public pension and Taft-Hartley plans

#### **Firm Level Client Base** Corporate Corporate 8% Public Pension/Taft-Hartley 14% 31% HNW 8% HNW 8% AUM by Investor Type<sup>(1)</sup> Family Office Family Office 11% 18% Foundation/ Endowment Private 7% Pension/Retirement 12% Foundation/Endowment 5% 23%

**PASCCIF II Current Fund Level Client Base** 



(1) Assets under management by investor type is as of June 30, 2021 and includes non-affiliated assets only.

### PA Capital: A Low Mid Market Specialist Committed to ESG

### PA's Focus on ESG & Diversity

- Emphasis on diversity and ESG initiatives internally and at underlying investments
- Significant representation of women among PA's senior investment professionals

### ESG Advantages of Low Mid Market

- Emphasis on business building
- Investment in business growth, with significant job creation potential
- Support small businesses and local economies

2012 Principles for Responsible Fund Manager ESG Education 2014 Initiative Became UNPRI signatory 2015 ESG incorporated into investment 2016 FU process Extended grant & began partnership 2019 Initiated partnership 2021 **FSG** Committee & Policy updated

### Long-Term Emphasis on Equity & Inclusion

Current PA Team

**10+ years** Average Tenure of Senior Women Inv. Professionals<sup>(1)</sup>

~60% Of Recent Hires are Women and / or Ethnically Diverse<sup>(2)</sup>

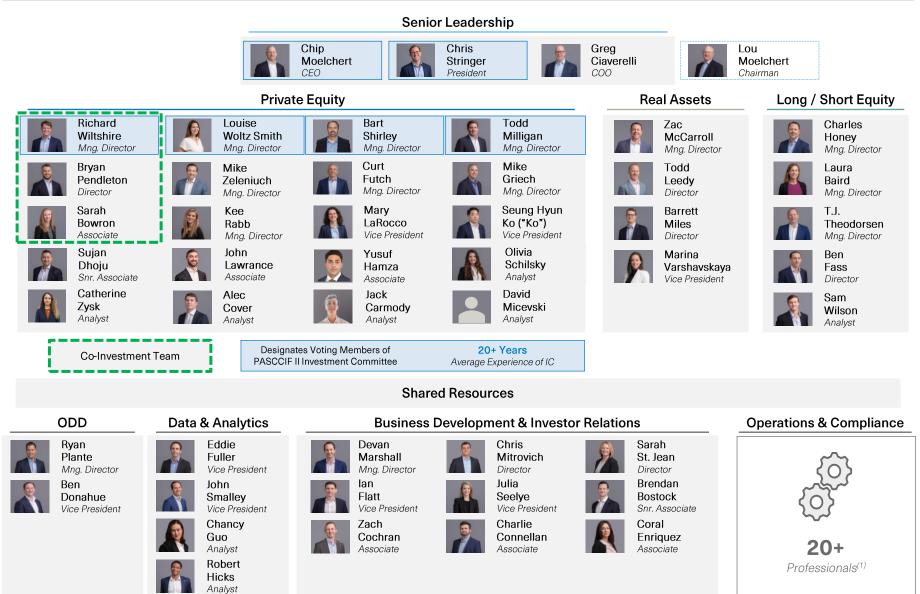


### **Ongoing Commitment to Diversity**

- Hiring and retention best practices leveraging NYL's Office of Diversity & Inclusion (est. 2006)
- Mentorship programs to support career development
- Building talent pipeline through partnerships with YearUp and Partnership for the Future

Note: All statistics are as of June 2021. (1) Vice President and above. (2) Includes all PA Capital employees. "Recent hires" include new hires over the past 2 years. Statistics include only current employees

### The PA Team Brings Deep Domain Expertise



(1) Figure excludes ODD professionals.

### MWRA Employees' Retirement System

PA Small Company Coinvestment Fund, LP

| As of Date                               | June 30, 2021 |
|--|---------------|
| Commitment                               | \$4,000,000   |
| Total Capital Called <sup>(1)</sup>      | \$3,747,604   |
| As a % of Committed Capital              | 93.7%         |
| Total Capital Distributed <sup>(1)</sup> | \$1,424,320   |
| As a % of Called Capital                 | 38.0%         |
| Capital Account Balance                  | \$5,646,662   |
| Net MOIC <sup>(2)</sup>                  | 1.9x          |
| Net IRR <sup>(2)</sup>                   | 26.7%         |
|  |               |

| October 2021 Estimate |
|-----------------------|
| Called / Distributed  |
| \$3,747,604           |
| 93.7%                 |
| \$2,424,587           |
| 60.6%                 |
|                       |

#### Portfolio Statistics<sup>(3)</sup>

- PASCCIF size: \$97 million
- Vintage Year: 2016
- Number of co-investment partners: 25
- Number of underlying companies: 30
  - Realized: 3 (includes 1 pending)
  - Partially Realized<sup>(4)</sup>: 3
  - o Unrealized: 24

(1) Estimated and unaudited as of June 30, 2021. Capital Called and Distributed figures are presented gross of distributions subject to recall. (2) Net Multiple of Invested Capital and Net IRR provided at the Fund level. Please see Co-investment Disclosures at the end of this presentation for information related to performance. (3) As of September 30, 2021. Figures include both Private Advisors Small Company Coinvestment Fund, LP, and Private Advisors Small Company Coinvestment Fund, LP, and Private Advisors Small Company Coinvestment Fund, LP, and Private Advisors Small Company Coinvestment Fund at least 100% of cash basis through September 30, 2021.

As of 9/30/2021

Called / Distributed

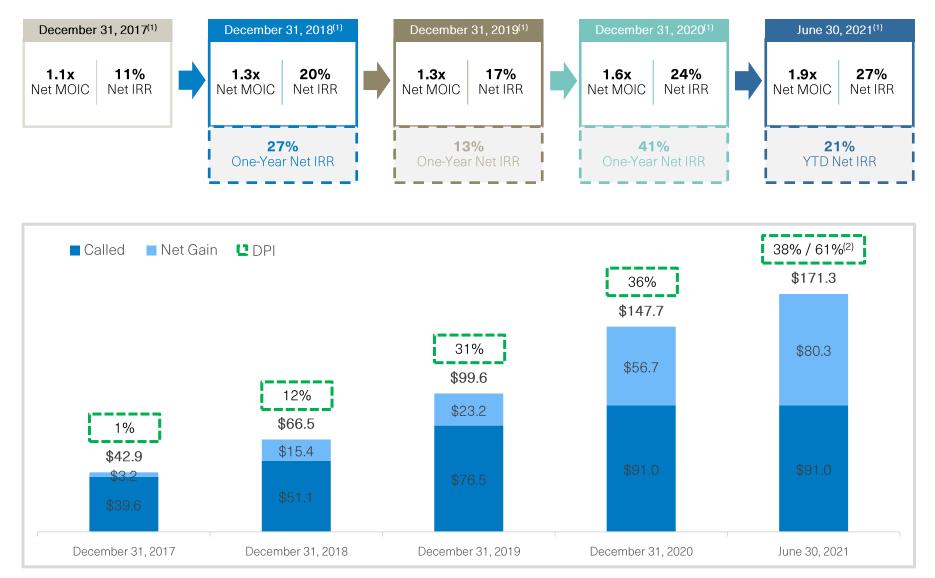
\$3,747,604

93.7%

\$1,736,947

46.4%

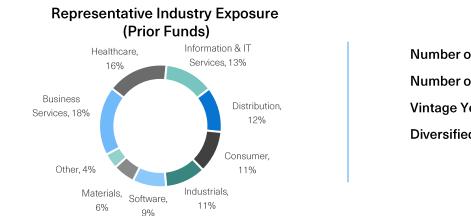
### PASCCIF Performance Development



(1) Estimated and unaudited as of the date shown. Please see Co-investment Disclosures at the end of this presentation for information related to performance. Figures include both Private Advisors Small Company Coinvestment Fund, LP, and Private Advisors Small Company Coinvestment Fund-ERISA, LP. (2) Includes actual and pending liquidity through October 2021.

|  | Capital Raise                                       |  | Target Net Returns <sup>(2)</sup> |   |  |  |
|--|---|--|-----------------------------------|---|--|--|
| <b>\$150M</b><br>Target Fund Size  | <b>10%+</b><br>Affiliated Commitment <sup>(1)</sup> | <b>2.0x+</b><br>Net MOIC   | <b>20%+</b><br>Net IRR            |   |  |  |
| Companies V  | le Target   | Attributes We Seek   | Robust                            | Sourcing & Execution  |  |  |
| Geographies: US,<br>Strategies: Buyout<br>Enterprise Value:<br>Revenue: \$50-100 | r, Growth Equity<br><\$250 million                  | <ul> <li>First institutional capital into<br/>a founder owned/led business</li> <li>Conservative capital structures</li> <li>Multiple ways to create value</li> <li>Strong alignment of interests</li> </ul> | Review <b>200</b><br>Highly Sele  | <b>ced from 750+ GPs</b> historically<br><b>D+ deals per year</b><br>ective: <b>5% investment rate</b><br>gside <b>top-tier GPs</b> |  |  |
| <b>Revenue</b> : \$50-100<br><b>EBITDA</b> : \$5-25 mil                          |   | <ul> <li>Strong alignment of interests</li> </ul>  | Inves                             | t alon  |  |  |

#### Portfolio Construction<sup>(3)</sup>

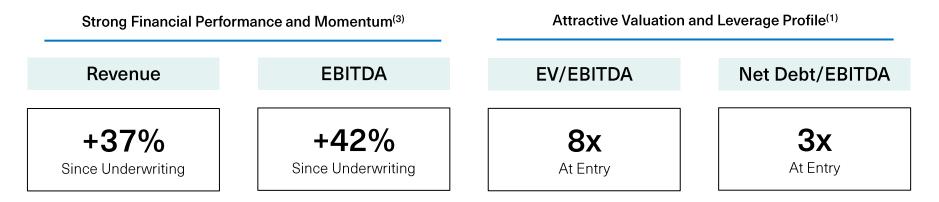


Number of Companies: 20-30 Number of GPs: 15-20 Vintage Years: 2020-2023 Diversified Industry Exposure

(1) Includes commitments made by employees and PA affiliates. (2) See Target Returns disclosure in the Disclosures section of the Appendix for more information. (3) All allocations represent targets. There can be no assurances the target allocation will be achieved. Represents target characteristics of PA's co-investment platform. Industry exposure is based off investments made in the following PA Capital funds since 2015: PACIF III, and the PACIF IV Program (excluding the 20% Mandate – see "PACIF IV Program Disclosure" in the Disclosures section of the Appendix for an explanation of the Mandate). Exposure by industry and investment year based on invested capital. Note: The information is intended as a summary and does not supersede any offering materials that would be associated and which should be reviewed in their entirety.



PASCCIF II represents a compelling opportunity to invest in a seasoned portfolio with significant embedded value



Note: The companies and sponsors shown above are for illustrative purposes only and are not based on investment performance. (1) Represents closed and approved investments as of August 15, 2021. (2) Represents the median of all portfolio investments at the time of investment for each transaction, respectively. (3) Investments closed on or before June 30, 2021.

### **Fund Summary**

- **Target Fund Size:** \$150 million
- Target Affiliated Commitment: 10% of aggregate committed capital
- Commitment Period: 3 years from final closing date
- Term: 10 years plus 2 GP-optional 1-year extensions

### **Fee Structure**

#### **Management Fee**

- 1.0% on committed capital through year 3 from final closing date
- 1.0% on net invested capital through end of fund term

#### **Carried Interest**

▶ 10% after 8% priority return<sup>(1)</sup>

### **Service Providers**

- Auditor: PricewaterhouseCoopers LLP
- Compliance Support: ACA Compliance
- Legal Counsel: Proskauer Rose LLP

Note: This information is intended as a summary and does not supersede the fund's offering materials which should be reviewed in their entirety. (1) The priority return of 8% is a target rate and there can be no assurances that the priority rate of return will be achieved.

Confidential - Past performance does not guarantee or indicate future results. There is no guarantee investment objectives will be achieved.

#### **Management Fee Discount**

Available for Large Investors



### PASCCIF: Investment Activity

|  |            |       | Valuation Su<br>of June 30, 2 |          |                       |             |             |           |       |
|--|------------|-------|-------------------------------|----------|-----------------------|-------------|-------------|-----------|-------|
|  |            | Entry | Invested                      | Realized | Estimated<br>Residual | Estimated   | Multiple of | Estimated | Exit  |
| Company  | Sponsor    | Date  | Capital                       | Proceeds | Value                 | Total Value | Cost        | Gross IRR | Date  |
| PACIF IV Program Co-investments                            |            |       |                               |          |                       |             |             |           |       |
| Realized   |            |       |                               |          |                       |             |             |           |       |
| Company 1  | Sponsor 1  | 12/17 | \$3.5                         | \$15.2   | \$0.0                 | \$15.2      | 4.3x        | 163.6%    | 6/19  |
| Total Realized PACIF IV Program Co-investments             |            |       | \$3.5                         | \$15.2   | \$0.0                 | \$15.2      | 4.3x        | 163.6%    |       |
| Unrealized   |            |       |                               |          |                       |             |             |           |       |
| Company 2  | Sponsor 2  | 12/15 | \$2.2                         | \$0.6    | \$0.0                 | \$0.6       | 0.3×        | (64.5%)   |       |
| Company 3  | Sponsor 3  | 12/15 | 4.3                           | 4.4      | 14.3                  | 18.7        | 4.3×        | 34.5%     |       |
| Company 4  | Sponsor 4  | 8/16  | 2.2                           | 0.5      | 6.7                   | 7.2         | 3.3×        | 30.1%     |       |
| Company 5  | Sponsor 5  | 11/16 | 2.2                           | 0.0      | 2.3                   | 2.3         | 1.1x        | 1.3%      |       |
| Company 6  | Sponsor 6  | 1/17  | 2.7                           | 0.2      | 6.0                   | 6.2         | 2.3x        | 23.9%     |       |
| Company 7  | Sponsor 7  | 2/17  | 3.0                           | 0.0      | 1.1 🔹                 | 1.1         | 0.4×        | (20.9%)   |       |
| Company 8  | Sponsor 8  | 4/17  | 3.2                           | 0.0      | 10.4                  | 10.4        | 3.2x        | 34.3%     |       |
| Company 9  | Sponsor 9  | 9/17  | 2.7                           | 0.1      | 1.9                   | 2.1         | 0.8x        | (6.9%)    |       |
| Company 10   | Sponsor 10 | 12/17 | 6.9                           | 0.4      | 24.2                  | 24.6        | 3.6x        | 55.2%     |       |
| Company 11   | Sponsor 11 | 6/18  | 2.4                           | 0.1      | 3.7                   | 3.8         | 1.6x        | 15.9%     |       |
| Company 12   | Sponsor 12 | 7/18  | 2.2                           | 2.8      | 0.7                   | 3.4         | 1.6x        | 48.8%     |       |
| Company 13   | Sponsor 13 | 8/18  | 3.1                           | 0.0      | 4.8                   | 4.8         | 1.5x        | 16.4%     |       |
| Company 14   | Sponsor 10 | 8/18  | 3.5                           | 0.0      | 6.2                   | 6.2         | 1.8x        | 22.1%     |       |
| Company 15   | Sponsor 4  | 1/19  | 1.6                           | 0.0      | 2.1                   | 2.1         | 1.3x        | 11.1%     |       |
| Company 16   | Sponsor 14 | 2/19  | 2.7                           | 0.0      | 7.8                   | 7.8         | 2.9x        | 56.0%     |       |
| Company 17   | Sponsor 15 | 5/19  | 2.3                           | 0.0      | 2.4                   | 2.4         | 1.1x        | 3.0%      |       |
| Company 18   | Sponsor 16 | 6/19  | 3.5                           | 0.0      | 0.0                   | 0.0         | 0.0x        | nm        |       |
| Company 19   | Sponsor 17 | 7/19  | 3.4                           | 0.0      | 21.5                  | 21.5        | 6.4x        | 160.2%    |       |
| Company 20   | Sponsor 18 | 7/19  | 3.2                           | 0.0      | 2.4                   | 2.4         | 0.8x        | (13.9%)   |       |
| Company 21   | Sponsor 19 | 10/19 | 4.0                           | 1.6      | 5.9                   | 7.6         | 1.9x        | 47.5%     |       |
| Company 22   | Sponsor 3  | 12/19 | 2.2                           | 0.0      | 2.5                   | 2.5         | 1.1x        | 9.2%      |       |
| Company 23   | Sponsor 20 | 9/20  | 3.0                           | 0.3      | 4.9                   | 5.2         | 1.7x        | 116.4%    |       |
| Total Unrealized PACIF IV Program Co-investmen             | ts         |       | \$66.4                        | \$10.9   | \$131.9               | \$142.9     | 2.2x        | 28.3%     |       |
| Total PACIF IV Program Co-investments                      |            |       | \$70.0                        | \$26.1   | \$131.9               | \$158.1     | 2.3x        | 32.6%     |       |
| Middle Market Co-investments                               |            |       |                               |          |                       |             |             |           | •     |
| Realized   |            |       |                               |          |                       |             |             |           |       |
| Company 24   | Sponsor 21 | 10/19 | 3.0                           | 7.3      | 0.1                   | 7.5         | 2.5x        | 118.0%    | 12/20 |
| Total Realized Middle Market Co-investments                |            |       | \$3.0                         | \$7.3    | \$0.1                 | \$7.5       | 2.5x        | 118.0%    |       |
| Unrealized   |            |       |                               |          |                       |             |             |           |       |
| Company 25   | Sponsor 22 | 6/16  | \$2.6                         | \$0.0    | \$2.1                 | \$2.1       | 0.8×        | (4.5%)    |       |
| Company 26   | Sponsor 14 | 11/16 | 2.9                           | 1.9      | 0.7                   | 2.7         | 0.9×        | (4.7%)    |       |
| Company 27   | Sponsor 23 | 11/17 | 3.0                           | 0.0      | 3.9                   | 3.9         | 1.3×        | 8.1%      |       |
| Company 28   | Sponsor 23 | 1/18  | 2.0                           | 0.0      | 0.2                   | 0.2         | 0.1×        | (49.9%)   |       |
| Company 29   | Sponsor 24 | 10/18 | 3.3                           | 0.0      | 4.1                   | 4.1         | 1.2×        | 8.8%      |       |
| Company 30   | Sponsor 25 | 10/19 | 2.6                           | 0.0      | 3.4                   | 3.4         | 1.3×        | 32.1%     | _     |
| Total Unrealized Middle Market Co-investments              |            |       | \$16.4                        | \$1.9    | \$14.4                | \$16.4      | 1.0x        | (0.1%)    |       |
| Total Middle Market Co-investments                         |            |       | \$19.4                        | \$9.3    | \$14.5                | \$23.8      | 1.2x        | 8.2%      |       |
| Total PASCCIF / PASCCIF-E                                  |            |       | \$89.4                        | \$35.4   | \$146.5               | \$181.9     | 2.0x        | 28.4%     |       |
| Total Estimated PASCCIF / PASCCIF-E Net IRR <sup>(3)</sup> |            |       | 26.7%                         |          |                       |             |             |           |       |
| Total Estimated PASCCIF / PASCCIF-E Net ROIC               | 3)         |       | 1.9x                          |          |                       |             |             |           |       |

All underlying co-investment company data contained herein is based upon information provided by the underlying co-investment company and is provided solely for illustrative purposes. The MOIC and IRR for each underlying company are estimated and unaudited. Neither past performance, estimated alues, nor estimated RRs are estimated and unaudited. Neither past performance, estimated values, nor estimated IRRs are indicative of future results. Please see Appendix for important disclosures regarding valuation methodology. Co-investments are generally valued at cost for the first year after investment unless a material event occurs. After the first year, values may be estimated and used higher or lower which could significantly impact performance. (2) Private Advisors Small Company Convestment Fund, LP is in the process of making commitments, and as subject to change. (3) Net of management fees, expenses, and estimated arried interest.

|                        |                              | Portfolio Valuatio<br>As of June |                     | )(2)                 |                                |                     |                        |
|------------------------|------------------------------|----------------------------------|---------------------|----------------------|--------------------------------|---------------------|------------------------|
| Company                | Sponsor                      | Entry<br>Date                    | Invested<br>Capital | Realized<br>Proceeds | Estimated<br>Residual<br>Value | Multiple of<br>Cost | Estimated<br>Gross IRR |
| Company 1              | Sponsor 1                    | 7/20                             | \$4.0               | \$1.3                | \$5.8                          | 1.8x                | 94.9%                  |
| Company 2              | Sponsor 2                    | 8/20                             | 8.5                 | 0.0                  | 9.5                            | 1.1x                | 30.3%                  |
| Company 3              | Sponsor 3                    | 9/20                             | 5.6                 | 0.5                  | 9.2                            | 1.7x                | 116.4%                 |
| Company 4              | Sponsor 4                    | 11/20                            | 2.5                 | 0.0                  | 2.5                            | 1.0x                | 0.0%                   |
| Company 5              | Sponsor 5                    | 12/20                            | 3.9                 | 0.0                  | 3.9                            | 1.0x                | 0.0%                   |
| Company 6              | Sponsor 6                    | 1/21                             | 3.0                 | 0.0                  | 3.0                            | 1.0x                | 0.0%                   |
| Company 7              | Sponsor 7                    | 2/21                             | 5.0                 | 0.0                  | 7.5                            | 1.5x                | 227.4%                 |
| Company 8              | Sponsor 8                    | 3/21                             | 4.0                 | 0.0                  | 4.0                            | 1.0x                | 0.0%                   |
| Company 9              | Sponsor 9                    | 3/21                             | 3.5                 | 0.0                  | 3.5                            | 1.0x                | 0.0%                   |
| Company 10             | Sponsor 10                   | 5/21                             | 6.0                 | 0.0                  | 6.0                            | 1.0x                | 0.0%                   |
| Company 11             | Sponsor 11                   | 5/21                             | 5.0                 | 0.0                  | 5.0                            | 1.0x                | 0.0%                   |
| Total                  |                              |                                  | \$51.1              | \$1.8                | \$60.0                         |                     |                        |
| Total Estimated PASCCI | F II Net IRR <sup>(3)</sup>  |                                  | 61.2%               |                      |                                |                     |                        |
| Total Estimated PASCCI | F II Net MOIC <sup>(3)</sup> |                                  | 1.2x                |                      |                                |                     |                        |

All underlying co-investment company data contained herein is based upon information provided by the underlying co-investment company and is provided solely for illustrative purposes. The multiple on invested capital and IRR for each underlying company are estimated and derived from information provided by the lead equity sponsor. While we believe the data to be reliable, we cannot guarantee the accuracy of such information.

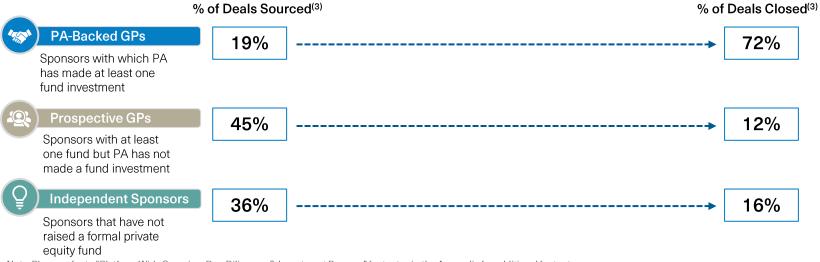
<sup>(1)</sup> All data is estimated and unaudited. Neither past performance, estimated values, nor estimated IRRs are necessarily indicative of the future results. Please see Appendix for important disclosures regarding valuation methodology. Co-investments are generally valued at cost for the first year after investment unless a material event occurs. After the first year, values may be estimated higher or lower which could significantly impact performance.

<sup>(2)</sup> PA Small Company Coinvestment Fund II, LP is in the process of making commitments, and as such, this list is subject to change.

<sup>(3)</sup> Net of management fees, expenses, and estimated carried interest.

### Appendix

| 200+ Deals Sourced Annually       36% Undergo Formal Due Diligence       5% Historical Investment Rate         Proactive, Platform-Wide<br>Sourcing       Focus on Low Mid Market<br>Transactions       Leverage General Partner<br>Relationships         20 PE IPs Engaged in Sourcing <sup>(1)</sup><br>750+ Sponsors Providing Deal Flow <sup>(2)</sup> \$125M Med. EV of Closed Investments <sup>(3)</sup><br>\$15M Med. EBITDA of Closed Investments <sup>(3)</sup> >70%+ of Closed Investments are with P<br>Backed GPs         Differentiated Deal Sources       Fundamental Underwriting<br>of Company & Sponsor       Post-Close Monitoring<br>Drives New Opportunities | Sourcing                    | Due Diligence                              | Execution  |  |  |
|--|-----------------------------|--|--|--|--|
| SourcingTransactionsRelationships20 PE IPs Engaged in Sourcing(1)<br>750+ Sponsors Providing Deal Flow(2)\$125M Med. EV of Closed Investments(3)<br>\$15M Med. EBITDA of Closed Investments(3)>70%+ of Closed Investments are with I<br>Backed GPsDifferentiated Deal SourcesFundamental Underwriting<br>of Company & SponsorPost-Close Monitoring<br>Drives New Opportunities   | 200+ Deals Sourced Annually | <b>36%</b> Undergo Formal Due Diligence    | 5% Historical Investment Rate                          |  |  |
| 750+ Sponsors Providing Deal Flow <sup>(2)</sup> \$15M Med. EBITDA of Closed Investments <sup>(3)</sup> Backed GPs         Differentiated Deal Sources       Fundamental Underwriting of Company & Sponsor       Post-Close Monitoring Drives New Opportunities  |                             |  | e e e e e e e e e e e e e e e e e e e                  |  |  |
| of Company & Sponsor Drives New Opportunities  |                             |  | >70%+ of Closed Investments are with PA-<br>Backed GPs |  |  |
| Investing clange ide CDs that we know well and can complete multiple investments with  | Differentiated Deal Sources | <u> </u>                                   | U U  |  |  |
| investing alongside GPS that we know wen and can complete multiple investments with  | Investing alongside G       | Ps that we know well and can complete mult | tiple investments with                                 |  |  |



Note: Please refer to "Platform-Wide Sourcing, Due Diligence & Investment Process" footnotes in the Appendix for additional footnotes.

(3) All allocations represent targets. There can be no assurances the target allocation will be achieved. Represents target characteristics of PA's co-investment platform. Data based off investments made in the following PA Capital funds since 2015: PACIF III, the PACIF IV Program (excluding the 20% Mandate – see "PACIF IV Program Disclosure" in the Appendix for an explanation of the Mandate), and PASCCIF II.

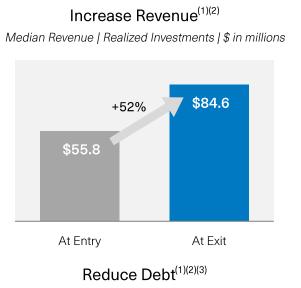
| Target Sponsor Characteristics |                                      |  |  |  |  |  |  |
|--------------------------------|--------------------------------------|--|--|--|--|--|--|
| X<br>Y<br>S<br>X<br>Y          | Fund Manager Fit and<br>Value-Add    | <ul> <li>Successful industry investing experience</li> <li>Brings unique resources and insights to the deals (pre- and post-closing)</li> <li>Values relationship with PA</li> </ul>   |  |  |  |  |  |
|                                | Target Company Characteristics       |  |  |  |  |  |  |
|                                | Quality of<br>Business               | <ul> <li>Attractive returns on tangible capital employed</li> <li>Consistent revenue growth and strong free cash flow characteristics</li> <li>Achievable growth opportunities independent of the macro-economic environment</li> <li>Sustainable competitive position in a stable and growing market</li> </ul> |  |  |  |  |  |
| <u>I</u>                       | Management<br>Team                   | <ul> <li>Proven, experienced and has prior success in the company and / or industry</li> <li>Strong alignment of interests and is committed to the transaction</li> </ul>  |  |  |  |  |  |
| R                              | Return Profile; Value<br>Orientation | <ul> <li>Return profile: 20%+ net IRR and 2-3x multiple of invested capital<sup>(1)</sup></li> <li>Conservative capital structure, can withstand various interest rate environments and / or a macro-economic downturn</li> </ul>  |  |  |  |  |  |

Note: The above criteria represent target attributes that the Firm seeks when evaluating transactions, but there can be no assurances that any individual investment will meet all or any of these criteria. (1) See Target Returns disclosure in the Disclosures section of the Appendix for more information.

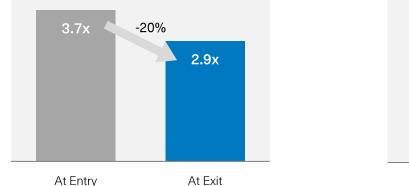
### Returns Predicated on Sustainable & Executable Business Improvements

Appendix

## We seek sponsors who generate returns from improving operations and growth, not financial engineering

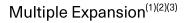


Median Debt | EBITDA Multiple | Realized Investments

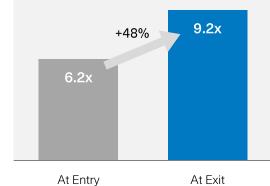


Increase Earnings<sup>(1)(2)</sup> Median EBITDA | Realized Investments | \$ in millions





Median EBITDA Multiple | Realized Investments



Note: Portfolio company information has been provided by the underlying sponsors, which is subject to change and has not been independently verified or audited. (1) Includes realized PACIF, PACIF II, PACIF III, and PACIF IV Program portfolio companies (excluding the 20% Mandate – please see "PACIF IV Program Disclosure" in the Appendix for an explanation of the Mandate). Excludes companies for which data is unavailable, including 5 companies which entered bankruptcy. In some cases, limited information was available. (2) Statistics estimated and unaudited as of March 31, 2021. (3) Figures are only calculated for companies acquired based on an EBITDA multiple.

### PASCCIF II: Closed & Approved Deals

Appendix

| Investment                | Sponsor           | Invested Amount<br>(\$M) | Investment Date | Company Description  | Existing<br>GP | Prior Co-Invest<br>Partner | Prospective<br>GP |
|---------------------------|-------------------|--------------------------|-----------------|--|----------------|----------------------------|-------------------|
| Hasa                      | GHK               | \$4.0                    | Jul. 20         | Manufacturer and distributor of cleaning chemicals primarily for residential, commercial, and municipal swimming pools   | $\checkmark$   | $\checkmark$               |                   |
| Next Edge                 | Bow River         | 8.5                      | Aug. 20         | Provider of site acquisition, design and engineering, construction, and maintenance and repair services of 5G mobile networks  |                |                            | $\checkmark$      |
| <b>SPATCO</b>             | Kian Capital      | 5.6                      | Sept. 20        | Distributor and servicer of liquid handling equipment to the petroleum and industrial markets  |                |                            | $\checkmark$      |
| wytech                    | Vance Street      | 2.5                      | Nov. 20         | Manufacturer of single-use precision medical wire and tubing components and assemblies   | $\checkmark$   | $\checkmark$               |                   |
| Project<br>Clarity        | Skylark           | 4.0                      | Dec. 20         | Manufacturer of visual display products and accessories for the education and commercial end markets   | $\checkmark$   |                            |                   |
| Project<br>Capsule        | NovaQuest         | 3.0                      | Jan. 21         | Contract development and manufacturing organization with a focus on clinical phase drug product development  | $\checkmark$   |                            |                   |
|                           | EVE Partners      | 5.0                      | Mar. 21         | Provider of third-party logistics services specializing in temperature-<br>controlled freight  |                |                            | $\checkmark$      |
| CALPINE                   | Rainier Partners  | 3.5                      | Mar. 21         | Provider of packaging distribution, box forming, and other services primarily to agricultural customers in US west coast growing regions                                 |                |                            | $\checkmark$      |
| Project Great<br>Pyrenees | Skylark           | 4.0                      | Mar. 21         | Business tax consulting company specializing in business personal property tax filings in the state of Texas   | $\checkmark$   | $\checkmark$               |                   |
| Project<br>Pulse          | Iron Path Capital | 6.0                      | May 21          | Operator of urgent care centers in New England   |                |                            | $\checkmark$      |
| THE <b>MARS</b> AGENCY    | Mountaingate      | 5.0                      | May 21          | Omnichannel "shopper marketing" agency using data, analytics, and<br>insights to execute targeted marketing campaigns to compel<br>purchase and drive shopper conversion | $\checkmark$   |                            |                   |
| Project<br>Sharp          | TriSpan           | 5.0                      | Jul. 21         | Platform consolidation of route-based cutlery exchange service providers on the US eastern seaboard  |                |                            | $\checkmark$      |
| Project<br>Ares           | NovaQuest         | 8.0*                     | Sep. 21*        | Specialty pharmaceutical and drug delivery company providing oral liquid and suppository dosage forms of generic drugs   | $\checkmark$   | $\checkmark$               |                   |
| Project<br>Sea Breeze     | Gainline          | 5.5*                     | Nov. 21*        | Vertically-integrated global footwear and apparel business focused on functional categories  | $\checkmark$   |                            |                   |
| Total                     |                   | \$69.6                   |                 |  |                |                            |                   |

Note: Includes closed and approved investments as of August 13, 2021. There can be no assurance that the Fund will be able to make investments with the same or even similar characteristics as this exhibit describes. Note: Information for underlying investments is considered confidential, for investor use only, and should not be distributed in any form. \*Indicates IC approved deals, and as such commitment amounts and transaction closing dates are subject to change. There can be no guarantee these transactions or similar transactions will be consummated.

### Case Study: Constellation Advisers

#### The Opportunity



New York-based leading outsourced provider of finance & accounting, operations, and compliance services to buy-side institutions such as hedge funds, private equity firms, and other clients

#### **PA Capital Edge**

- Investor in TZP Growth I
- Successfully co-invested in prior TZP deal (Kingsbridge)
- Leveraged PA's ODD team (who had direct knowledge on Constellation and its competitors) during due diligence to gain a better understanding of Constellation's reputation in the market, competitive advantages/ differentiators, and growth opportunities

#### **Value Creation**

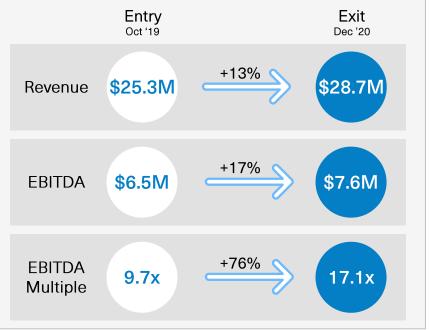
|  | <ul> <li>Hired new CFO</li> </ul>   |
|--|---|
| Key Hires &<br>Employee<br>Development | <ul> <li>Expanded and professionalized employee<br/>recruiting and retention programs to position<br/>business for accelerated growth</li> </ul>                |
| Development                            | <ul> <li>Implemented new ERP and employee<br/>management systems</li> </ul>   |
| New Client<br>Engagement               | <ul> <li>Leveraged TZP and PA relationships to make<br/>introductions to potential clients</li> </ul>   |
| Growth<br>Opportunities                | <ul> <li>Developed future growth opportunities through<br/>the opening of a new office in Chicago, IL and<br/>the development of an M&amp;A pipeline</li> </ul> |

### Transaction Summary

| Transaction Sponsor | TZP Group     | Enterprise Value  | \$63.0 million |  |
|---------------------|---------------|-------------------|----------------|--|
| Date Closed         | October 2019  | PASCCIF Ownership | 7.8%           |  |
| PASCCIF Investment  | \$3.0 million | Date Exited       | December 2020  |  |

#### The Results<sup>(1)(2)</sup>

Expected to generate an estimated 2.5x gross MOIC and 117% gross IRR during the 14-month hold period<sup>(1)</sup>



Note: This example is presented for discussion purposes only and has been selected in PA Capital's sole discretion and is intended to serve as a non-exhaustive example of the types of co-investment selections made in the portfolio. Individual case studies are not a reliable indicator of the likely performance of the Fund. There can be no assurance that the Fund will be able to make investments with the same or even similar characteristics as this case study describes. Please refer to the Disclosures section of the Appendix for footnotes related to this case study and the Co-Investment Study disclosure. (1) Gross IRR and Gross MOIC figures are estimated and unaudited. Figures are gross of underlying manager fees and PA Capital, LLC fees. (2) All figures provided by company and sponsor.

### Appendix

### Case Study: Offen Petroleum

### Appendix

\$76.5 million

#### **The Opportunity**



Largest distributor of gasoline, diesel, alternative fuels, and lubricants in the Rocky Mountain region

#### **PA Capital Edge**

- Developed strong relationship with Lorient Capital team dating back to their 2013 fundraise
- PA Co-investment Team has prior and current experience investing in the fuel retail and distribution value chain
- Leveraged PA's Real Assets Team to diligence key industry and secular risks

#### **Value Creation**

| Key Hires    | <ul> <li>Hired Chief Operating Officer, Director of IT,<br/>SVP of Sales, among others</li> </ul>   |  |  |
|--------------|---|--|--|
| Contracts    | <ul> <li>Extended long-term contracts with key<br/>suppliers and customers</li> </ul>   |  |  |
| Acquisitions | <ul> <li>Completed two highly strategic and accretive<br/>acquisitions which materially increased the size<br/>of the business, expanded the Company<br/>geographically, and positioned Offen as the</li> </ul> |  |  |

# Transaction Summary Transaction Sponsor Lariat Partners Enterprise Value

| Date Closed        | December 2017 | PASCCIF Ownership | 9.7%      |
|--------------------|---------------|-------------------|-----------|
| PASCCIF Investment | \$3.5 million | Date Exited       | June 2019 |

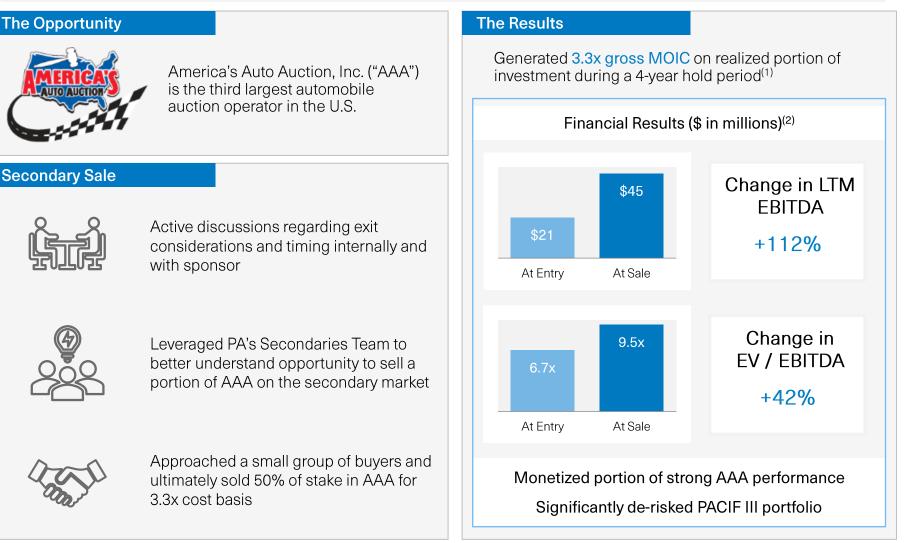
#### The Results<sup>(1)(2)</sup> Generated 4.3x gross MOIC and 163% gross IRR during an 18 month hold period<sup>(1)</sup> Exit Entry Dec '17 Jun '19 Gross \$24.8 \$61.3 Profit +178 **FBITDA** \$11.2 \$31.1 EBITDA 6.8x 9.2x **Multiple**

Note: This example is presented for discussion purposes only and has been selected in PA Capital's sole discretion and is intended to serve as a non-exhaustive example of the types of co-investment selections made in the portfolio. Individual case studies are not a reliable indicator of the likely performance of the Fund. There can be no assurance that the Fund will be able to make investments with the same or even similar characteristics as this case study describes. Please refer to the Disclosures section of the Appendix for footnotes related to this case study disclosure. (1) Gross IRR and Gross MOIC figures are estimated and unaudited. Figures are gross of underlying manager fees and PA Capital, LLC fees. (2) All figures provided by company and sponsor. PA Capital cannot provide assurance as to the accuracy of the data reported by the company and sponsor.

Confidential - Past performance does not guarantee or indicate future results. There is no guarantee investment objectives will be achieved.

acquirer of choice in the Rocky Mountain region

#### Leveraging the PA Platform to monetize a portion of a top performing co-investment



Note: This example is presented for discussion purposes only and has been selected in PA Capital's sole discretion and is intended to serve as a non-exhaustive example of the types of co-investment selections made in the portfolio. Individual case studies are not a reliable indicator of the likely performance of the Fund. There can be no assurance that the Fund will be able to make investments with the same or even similar characteristics as this case study describes. Please refer to the Disclosures section of the Appendix for footnotes related to this case study and the Co-Investment Case Study disclosure.

# **Team Biographies**

### Chip Moelchert

### CEO

Chip Moelchert is responsible for setting the firm's strategic direction and overseeing its day-to-day activities. Prior to joining PA Capital, Chip was a Partner at Jefferson Capital Partners, a boutique merchant bank focused on the healthcare, consumer, and business services industries. Prior to Jefferson Capital, Chip was a Portfolio Manager at Wheat First Butcher Singer Inc. Chip received a B.S. in Finance from the University of Richmond.

### Chris Stringer

### President

Chris Stringer is responsible for overseeing the day-to-day activities of the firm, including investment management, client relationships, and marketing. He is also involved in all aspects of private equity investment sourcing, due diligence, and monitoring broadly. Prior to joining PA Capital, Chris was a Vice President at Jefferson Capital Partners, a boutique merchant bank with a focus on the healthcare, consumer, and business services industries. Prior to Jefferson Capital, Chris worked at Arthur Andersen L.L.P. Chris received a B.S. in Accounting from Florida State University and an M.B.A. from the Darden Graduate School of Business Administration at University of Virginia.

### Todd Milligan

### Managing Director

Todd Milligan focuses on buyout, growth equity, and turnaround manager relationships in North America. He is involved in all aspects of private equity investment sourcing, due diligence, and monitoring broadly. Prior to joining PA Capital, Todd worked in investment banking at Ewing Bemiss & Co. where he focused on mergers and acquisitions, private placements, and providing strategic advisory services to middle market companies. Todd received a B.S. in Business Administration from the University of Richmond.

### **Bart Shirley**

### Managing Director

Bart focuses on opportunistic secondary market investments with an emphasis on Low Mid Market market transactions. He is involved in private equity investment sourcing, due diligence, and monitoring more broadly. Bart was previously a founder of Cuyahoga Capital Partners, which was acquired by PA Capital in 2012. Prior to Cuyahoga, he was a Managing Director at KCC Management LLC, a subsidiary of KeyCorp, where he led the firm's private equity investment activities in both the secondary and primary markets. Prior to joining KCC, Bart helped start and co-managed the private equity fund investing program at Nationwide Insurance Company. Before Nationwide, he worked in municipal finance as an advisor to issuers and as a buy-side analyst. Bart received a B.A. from Rhodes College. Bart is a member of the PASF VI Investment Committee.

### Louise Woltz Smith

### Managing Director

Louise Woltz Smith focuses on buyout, growth equity, and turnaround manager relationships in North America. She is involved in all aspects of private equity investment sourcing, due diligence, and monitoring with an emphasis on fund investments. Before joining PA Capital, Louise worked in investment banking at Harris Williams & Co. where she executed sell-side mergers and acquisitions across a variety of industries. Louise received both a B.S.B.A. and an M.B.A. from the Kenan-Flagler Business School at University of North Carolina at Chapel Hill.

### **Richard Wiltshire**

### Managing Director

Richard Wiltshire focuses on direct investments and co-investments in Low Mid Market companies. He is also involved in all aspects of private equity investment sourcing, due diligence, and monitoring more broadly. Prior to joining PA Capital, Richard was a Senior Investment Officer with the Virginia Retirement System ("VRS"), where he launched and directed the private equity co-investment program. Before VRS, Richard was a Vice President at Quad-C Management, where he assisted in making control equity investments in private middle market companies across industries. Prior to Quad-C, Richard worked in investment banking at Harris Williams & Co. and Banc of America Securities. Richard received a B.S. in Commerce from the University of Virginia.

### Bryan Pendleton

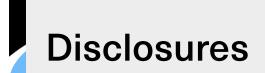
#### Director

Bryan Pendleton is responsible for research, sourcing, due diligence, portfolio construction and monitoring of direct private equity investments. Prior to joining PA Capital, Bryan was an Associate in the Depositories Investment Banking Group at Keefe, Bruyette & Woods (KBW), a full-service investment bank that specializes in the financial services sector. While at KBW, Mr. Pendleton executed mergers and acquisitions, FDIC-assisted transactions, public and private capital raising, and other investment banking services for the depositories industry. Mr. Pendleton holds a B.S. in Business Administration, Magna Cum Laude, with concentrations in Finance and Accounting from the University of Richmond.

### Sarah Bowron

### Associate

Sarah Bowron focuses on direct investments and co-investments in Low Mid Market companies. She is also involved in all aspects of private equity investment sourcing, due diligence, and monitoring. Prior to joining PA Capital, Sarah worked for Wells Fargo Securities. Sarah received a B.S. from the University of Virginia.



### Footnotes

### Platform-Wide Sourcing, Due Diligence & Investment Process

(1) Refers to members of the Private Equity Team, including some members of senior leadership team who are on the PASCCIF II investment committee.

- (2) Based on deals sourced since the launch of the dedicated PA co-investment strategy in 2006.
- (3) Source: PA's database. As of August 16, 2021.
- (4) Refers to funds in PA commingled funds or LMM separate accounts which have not been liquidated (including Multi-Manager program and Real Assets program).
- (5) Refers to advisory board seats held in PA's commingled multi-manager funds historically since PA's inception.

(6) Refers to investments made since 2015 in PACIF III, and the PACIF IV Program (excluding the 20% Mandate – see "PACIF IV Program Disclosure" for more information). Underlying data provided by sponsors and has not been independently verified.

(7) Refers to investments made since the inception the Firm's co-investment program. There can be no assurances the actual volume of deals will match the figures presented herein.

#### Case Study: Offen Petroleum

Note: This example is presented for discussion purposes only and has been selected in PA Capital's sole discretion and is intended to serve as a non-exhaustive example of the types of co-investment selections made in the portfolio. Individual case studies are not a reliable indicator of the likely performance of the Fund. There can be no assurance that the Fund will be able to make investments with the same or even similar characteristics as this case study describes. Please see the "Co-Investment Case Study Disclosure" in the Disclosures section of the Appendix for additional information.

(1) Gross IRR and Gross MOIC figures are estimated and unaudited. Figures are gross of underlying manager fees and PA Capital, LLC fees.

(2) All figures provided by company and sponsor. PA Capital cannot provide assurance as to the accuracy of the data reported by the company and sponsor.

#### Case Study: America's Auto Auction Secondary Sale

Note: This example is presented for discussion purposes only and has been selected in PA Capital's sole discretion and is intended to serve as a non-exhaustive example of the types of co-investment selections made in the portfolio. Individual case studies are not a reliable indicator of the likely performance of the Fund. There can be no assurance that the Fund will be able to make investments with the same or even similar characteristics as this case study describes. Please see the "Co-Investment Case Study Disclosure" in the Disclosures section of the Appendix for additional information.

(1) Gross MOIC figures are estimated and unaudited. Figures are gross of underlying manager fees and PA Capital fees.

(2) All figures provided by company and sponsor. PA Capital cannot provide assurance as to the accuracy of the data reported by the company and sponsor.

#### Valuation Methodology for PA Capital Co-investment Funds

Important disclosures regarding valuation methodology for PA Capital Co-investment Fund, LP ("PACIF"), PA Capital Co-investment Fund II, LP ("PACIF II"), PA Capital Co-investment Fund III, LP ("PACIF III"), PA Capital Co-investment Fund IV, LP ("PACIF IV"), PA Capital Small Company Co-investment Fund, LP ("PASCCIF"), PA Capital Small Company Co-investment Fund-ERISA ("PASCCIF"), and PA Small Company Co-investment Fund II, LP (PASCCIF II"):

There can be no assurances that the actual IRR will not be materially different from the estimates presented here. The estimated IRR is calculated by PA Capital based on information provided in part by the underlying co-investment companies and upon PA Capital's own valuations of the underlying co-investment companies. To the extent the actual Residual Value is materially lower than the estimate provided herein, the actual IRR will also be materially lower. The estimated residual value may never be realized. There can be no assurances that unrealized value included in the estimated Residual Value calculations will be realized at the time the underlying funds liquidate their investments. Investments which are currently reflecting unrealized gain may realize a loss when actually liquidated. Neither past performance, estimated values, nor estimated IRRs are necessarily indicative of future results.

Co-investments are generally valued at cost for the first year after investment unless a material event occurs. After the first year, values may be estimated higher or lower which could significantly impact performance.

All figures are estimated, unaudited and subject to change unless otherwise noted and are shown net of all expenses, management fees, and estimated carried interest.

The PACIF IV Program and PASCCIF II have credit lines available for short-term financing to decrease the overall frequency of capital calls, which may have an impact on the IRR of the funds. Please see Effects of Leverage on Gross and Net IRR disclosure for additional information.

All underlying co-investment company data contained herein is based upon information provided by the underlying co-investment company and is provided solely for illustrative purposes.

#### Effects of Leverage on Gross and Net IRRs

Calculations of net and gross IRRs in respect of investment and performance data included and/or referred to herein are based on the payment date of capital contributions received from limited partners, even in instances where a fund or account utilizes borrowings under a subscription-based credit facility. The use of a subscription-based credit facility (or other fund-level leverage) with respect to investments may result in a higher or lower reported gross IRR and net IRR at the fund-level than if such subscription facility (or other fund-level leverage) had not been used and instead the investors' capital had been contributed at the inception of each such investment. This is due to the fact that calculations of gross IRR and net IRR are based on the period of time between (a) the date of limited partner contributions for a relevant investment (and not the date the investment was made) and (b) the date of distribution from the applicable fund or account to investors.

Therefore, if a subscription facility is used to fund an investment, capital may be called more slowly from the limited partners to repay such borrowings, which would shorten the time between such contribution and distribution and consequently increase or decrease gross IRR and net IRR. Additionally, early in a fund or account's life, the use of a subscription-based credit facility could cause the amount of invested capital to exceed drawn capital.

#### Prior Performance

In considering the prior performance information contained herein, prospective investors should bear in mind that past performance is not indicative of future results and there can be no assurance that the Partnership will achieve its objective or will not incur substantial losses. The Partnership is not required by law to follow any standard methodology when calculating and presenting performance data. The performance of the Partnership may not be directly comparable to the performance of other private investment funds. In addition, there can be no assurance that unrealized investments will be realized at the valuations shown as actual realized returns. Most of such unrealized investments are in privately-held companies for which there is no trading market. Prospective investors are cautioned not to rely on the prior returns set forth herein in making a decision whether or not to purchase the interests offered hereby. The return information contained herein has not been audited or verified by any independent party and should not be considered representative of the returns that may be received by an investor in the Partnership. Actual returns will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs, and the timing and manner of sale, all of which may differ from the assumptions on which the valuations contained herein are based. Nothing contained herein should be deemed to be a prediction or projection of future performance of the Partnership.

#### Public Market Equivalent Calculation Disclosure

In order to avoid comparing dollar-weighted private equity IRRs to time-weighted returns of public markets, the public market equivalent IRR's have been calculated using the Direct Alpha method, a methodology that attempts to create a comparable performance metric by assuming that the capital invested in a private equity portfolio was invested into a public stock market index instead. This is accomplished by calculating an IRR for the contributions, distributions, and capital accounts of the PA Capital underlying fund managers. The cash flows are discounted at the respective public stock market index's rate of return and the sum of the underlying fund manager capital accounts is the terminal value. Please see: Gredil, Griffiths, and Stucke, "Benchmarking Private Equity: The Direct Alpha Method" (February 28, 2014).

#### Target Returns

The targeted returns included are for illustrative purposes only. Accordingly, no assumptions or comparisons should be made based upon these returns. Projected returns are subject to inherent limitations. One limitation is that the returns do not take into account the impact that market and economic risks, such as defaults, prepayments, and reinvestment rates. In addition, target returns are subject to risks and uncertainties that may change at any time, and, therefore, actual results may differ materially from those expected. In no circumstances should the targeted returns be regarded as a representation, warranty or prediction that the Fund will reflect any particular performance or that it will achieve or is likely to achieve any particular result or that investors will be able to avoid losses, including total loss of their investment. Inherent in any investment is the potential for loss. While we believe that our assumptions are reasonable, we caution that it is very difficult to predict the impact of known factors, and, of course, it is impossible for us to anticipate all factors that could affect our actual results.

#### Case Study Disclosure

The case studies presented herein are for discussion purposes only. Case studies are not reliable indicators of the likely performance of the fund. There can be no assurances the fund will be able to make similar investments in the future or that any of the investments in the fund will be profitable. A complete loss of capital is possible. Certain statements made in the case studies are not historical facts and may contain forward-looking statements which are based on the current beliefs and expectations of PA Capital LLC, the company, or the sponsor. These forward-looking statements are subject to significant risks and uncertainties, are subject to change, are relevant as of the date of this communication, and will not be updated by PA Capital LLC. Past performance is not indicative of future returns. Please see the fund offering materials for further information.

#### PACIF IV Program Disclosure

The PA Co-investment Fund IV Program (the "PACIF IV Program") consisted of four components: the PA Co-investment Fund IV, LP ("PACIF IV"), PA Small Company Co-investment Fund, LP ("PASCCIF"), PA Small Company Co-investment Fund - ERISA, LP ("PASCCIF-E"), and a separately managed account which was managed pari-passu with PACIF IV. PASCCIF and PASCCIF-E were managed 80% pari passu to PACIF IV and 20% to a client specific mandate (the "20% Mandate"). For the purposes of discussing the track record of the PACIF IV Program, we have excluded the results of the 20% Mandate as this specific mandate will not carry over to the next fund.

#### **Benchmarking Disclosure**

Data included in the Cambridge Associates benchmark statistics does not represent the returns of all U.S. buyout and growth funds but only those to which Cambridge Associates has access. The number of funds included in the Cambridge Associates benchmark data for a specific vintage year will likely vary. Moreover, performance information for all U.S. buyout and growth funds may differ from those reported by Cambridge Associates. Comparisons to alternative investment indices are subject to material inherent limitations. In particular, the universe from which the components of an alternative investment index are selected includes a significant element of "survivor bias" into the reported levels of an index, as generally only successful funds will continue to report for the required period. Accordingly, indexation of alternative investment strategies tends to overstate the beneficial aspects of these strategies while obscuring certain risks, including the "risk of ruin."

Performance of the S&P 500 is for information purposes only and does not provide a basis of comparison for private equity fund investments as the market volatility, liquidity and other characteristics of private equity fund investments are materially different from those of the S&P 500.

#### Enterprise Value Disclosure

The enterprise value is the sum of total equity value plus a company's net funded debt at a given point in time.

#### Aggregate Commitment Figures Disclosure

Aggregate investment / commitment figures include investments made through PA's commingled and customized primaries, secondaries, co-investment, and real assets funds investing in the Low Mid Market. For primary funds (including private equity and real assets investments), commitment / investment figures represent commitment to an underlying fund. For secondary investments, commitment / investment figures represent exposure at purchase, which is defined as capital funded at close as well as any unfunded commitment. For co-investment funds (including private equity and real assets investment figures include invested capital and capital reserved for follow-on investments.

The full amount of a commitment to an underlying investment may not be called in all cases.

### Jurisdictional Disclosures

#### Notice to Residents of Switzerland

The distribution of interests in the Fund in Switzerland will be exclusively made to, and directed at, qualified investors ("Qualified Investors"), as defined in the Swiss Collective Investment Schemes Act of 23 June 2006, as amended, and its implementing ordinance. Accordingly, the Fund, as organized under the laws of the State of Delaware, has not been and will not be registered with the Swiss Financial Market Supervisory Authority. This Memorandum and/or any other offering materials relating to the Interests in the Fund may be made available in Switzerland, free of charge, solely by the Swiss representative and/or authorized distributors to Qualified Investors.

The Representative in Switzerland is Mont-Fort Funds AG, 63 Chemin Plan-Pra, 1936 Verbier, Switzerland. The Paying Agent in Switzerland is Banque Cantonale de Genève, 17, quai de l'Ile, 1204 Geneva, Switzerland. In respect of the Interests in the Fund that are distributed in or from Switzerland, the place of performance and jurisdiction is the registered office of the Swiss representative.

#### Notice to Residents of Finland

This presentation may not be used for and shall not be deemed a public offering of the interests. The Finnish Financial Supervisory Authority has not approved the fund's confidential memorandum. Accordingly, the interests may not be offered or sold in Finland to persons other than those investors that are permitted to invest in the fund under applicable laws and regulations. These materials are strictly for private use by its holder and may not be forwarded to third parties.

#### Notice to Residents of Sweden

The specific offering discussed in this presentation has not been nor will it be registered with or approved by Finansinspektionen (the Swedish Financial Supervisory Authority). Accordingly, this presentation may not be made available, nor may the interests in the partnership offered hereunder be marketed and offered for sale in Sweden, other than in compliance with the Swedish Financial Instruments Trading Act (1991:980) (sw. Lag (1991:980) om handel med finansiella instrument) as supplemented and amended from time to time and any other applicable Swedish law and regulations.

#### Notice to Residents of the United Kingdom

The fund is an alternative investment fund for the purposes of the Financial Services and Markets Act 2000 of the United Kingdom (the "FSMA") and may not be marketed in the United Kingdom to prospective investors domiciled or with a registered office in a member state of the European Economic Area.

#### Notice to Residents of Japan

Interests in the partnership are a security set forth in Article 2, Paragraph 2, Item 6 of the Financial Instruments and Exchange Act of Japan (the "FIEA"). No public offering of interests in the partnership is being made to investors resident in Japan and in accordance with Article 2, Paragraph 3, Item 3, of the FIEA, no securities registration statement pursuant to Article 4, Paragraph 1, of the FIEA has been made or will be made in respect to the offering of interests in the partnership in Japan. The offering of interests in the partnership and investment management for the partnership in Japan is made as "special exempted business for qualified institutional investors, etc." Under article 63, paragraph 1, of the FIEA. Thus, interests in the partnership are being offered only to certain investors in Japan. Neither the partnership nor any of its affiliates is or will be registered as a "financial instruments business operator" pursuant to the FIEA. Neither the Financial Services Agency of Japan nor the Kanto Local Finance Bureau has passed upon the accuracy or adequacy of this memorandum or otherwise approved or authorized the offering of interests in the partnership to investors resident in Japan.

#### Notice to Residents of Germany

The interests have not been and will not be registered for public distribution with the federal supervisory authority for financial services (Bundesanstalt Für Finanzdienstleistungsaufsicht). The interests must not be distributed within Germany by way of public offer, public advertisement or in any similar manner. This confidential memorandum and any other marketing materials relating to the interests as well as information contained herein may not be supplied to the public in Germany or used in connection with any offer for subscription of the interests to the public in Germany and may not be distributed to any person or entity other than the recipients hereof. These materials are confidential and strictly for use by its holder and may not be passed on to third parties.

### Jurisdictional Disclosures

#### Notice to Residents of Canada

The following disclaimer applies to this presentation and any information provided regarding the information contained in this presentation (the "Information"). This presentation has not been approved or disapproved by any securities commission or similar authority in Canada nor has any such securities commission or similar authority passed upon the accuracy or adequacy of this presentation. Any representation to the contrary is an offence. By accepting this document and Information, you agree to be bound by the following terms and conditions. The Information does not constitute an offer, invitation, solicitation or recommendation in relation to the subscription, purchase or sale of securities in any jurisdiction and neither this presentation nor anything in it will form the basis of any contract or commitment. Past results are not indicative of future performance. Neither PA Capital LLC nor any of its affiliates (collectively, "PA Capital") will have any liability. contingent or otherwise, to any user of the Information or to third parties, or any responsibility whatsoever, for the correctness, quality, accuracy, timeliness, pricing, reliability, performance or completeness of the Information. In no event will Private Advisers be liable for any special, indirect, incidental or consequential damages which may be incurred or experienced on account of an attendee using Information even if it has been advised of the possibility of such damages. Certain statements in the Information may constitute "forward looking statements." Words such as "expects," "anticipates," "plans," "targets," "believes," "scheduled," "estimates" and variations of these words and similar expressions are intended to identify forward-looking statements, which include but are not limited to projections of earnings, performance, and cash flows. These statements involve subjective judgment and analysis and reflect PA Capital's expectations and are subject to significant uncertainties, risks and contingencies outside the control of PA Capital which may cause actual results to vary materially from those expressed or implied by these forwardlooking statements. All forward-looking statements speak only as of the date of this presentation or, in the case of any document incorporated by reference, the date of that document. All subsequent written and oral forward-looking statements attributable to us or any person acting on our behalf are qualified by the cautionary statements in this section. Attendees are cautioned not to rely on such forward-looking statements. This Information does not constitute investment, legal, accounting, regulatory, taxation or other advice and the Information does not take into account your investment objectives or legal, accounting, regulatory, taxation or financial situation or particular needs. You are solely responsible for forming your own opinions and conclusions on such matters and for making your own independent assessment of the Information. This Information is confidential and should not be distributed or provided to any other person without the written consent of PA Capital.

### Mesirow "

# Mesirow Private Equity

September 30, 2021



**Bob DeBolt** Chief Investment Officer

**Tom Hynes** Senior Managing Director

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- 1. Mesirow Private Equity Overview
- 2. Mesirow Financial Private Equity Fund VIII-B, L.P.
- 3. Appendix

Mesirow Financial Private Equity Advisors, Inc. ("MFPEA") is an SEC-registered investment advisor. Reference to an SEC registration of an entity of Mesirow Financial Holdings, Inc. ("Mesirow") neither implies a certain level of skill or training nor constitutes an endorsement by the SEC of such entity's advisory services or practices.



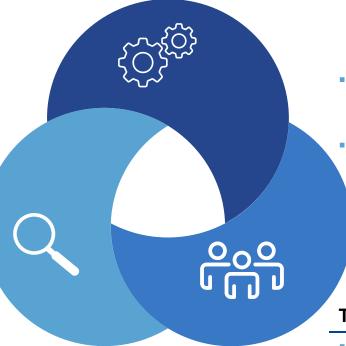
# Mesirow Private Equity Overview

# Mesirow Private Equity

**Competitive Advantages** 

### Focus

- Moderate assets under management, right-sized to maximize investment opportunity set
- Highly selective portfolio construction strategy resulting in only 8 to 12 fund commitments and 4 to 7 co-investments each year
- Transparent, client-centric allocation policy and appropriate number of accounts results in meaningful allocations



### Experience

- \$6.6 billion in assets under management in Mesirow Private Equity managed fund-offunds, co-investment funds and customized account vehicles
- History of consistent outperformance across primary partnership commitments, secondaries and co-investments
- Recognized for providing high quality client service to institutional client base

### Team

- Single integrated investment team creates synergy of expertise across strategies
- Investment committee averages 25 years of investment experience
- Long-term relationships with top-tier, oversubscribed managers

As of 3/31/2021. Past performance is not necessarily indicative of future results

### Diversity and Inclusion in Investment, Employment and Recruitment

#### Investment

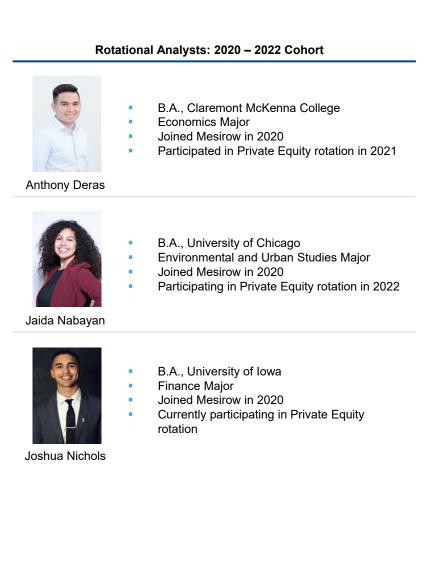
- Mesirow Private Equity is committed to building relationships with and committing client capital to premier private equity managers, particularly those that have diversity in their leadership, and minority-owned and women-owned businesses
- Since 2014, Mesirow Private Equity has committed over \$200 million to five minorityand women-owned private equity firms

### **Employment Culture and Spending**

- Mesirow's Diversity, Equity and Inclusion (DEI) council which includes Eugene Duffy, partners with Chairman Richard Price and senior managers in creating and promoting best practices for a culturally enlightened business environment. Recent initiatives include:
  - Recognition of Juneteenth as a company holiday
  - A company-wide diversity audit focused on Mesirow employees, corporate spending and philanthropic contributions
  - The Mesirow board has announced a forthcoming expansion of minority and female board members
  - The promotion and recruitment of two African Americans to head business units in real estate and traditional investment strategies
  - The election of Natalie Brown as the first female President of Mesirow

#### Recruitment

- Mesirow's Investment Management Rotational Analyst Program serves as an additional point of entry for diverse talent. The program consists of four six-month rotations across the firm's investment management businesses. Upon completion of the program and a successful performance review, individuals will have an opportunity to be placed directly into one of the firm's business units
- Expanded recruitment at historically black colleges and universities
- In June 2020, our second cohort of analysts started the program, pictured here



### Experience Managing Private Equity Portfolios for Institutional Clients Representative Mesirow Private Equity Investors<sup>1</sup>

**Public Pension Plans** Adams County Retirement Plan Alberta Teachers' Retirement Fund, Canada Allegheny County Retirement System Arizona PSPRS Trust ATU/Trimet Pension Trust Australian Super Investments Pty Ltd Baltimore County Employees Retirement System Bloomington Fire Dept. Relief Assoc. Pension Fund Bristol County Retirement System Cape Coral Municipal General Empl. Pension Fund Chicago Firemen's Annuity & Benefit Fund Chicago Laborers' Annuity & Benefit Fund Chicago Park Employees' Annuity & Benefit Fund Chicago Teachers' Pension Fund Chicago Transit Authority Employees Ret. Plan City of Detroit General Retirement System City of Milwaukee Employes' Retirement System City of Pontiac General Employees' Ret. System City of St. Louis Public School Retirement System Cook County Employees' Annuity & Benefit Fund Falmouth Retirement System Firefighters' Retirement System of Louisiana Holyoke Contributory Retirement System Louisiana State Employees' Retirement System MARTA/ATU Local 732 Employee Retirement Fund Milwaukee County Employee's Retirement System New Bedford Contributory Retirement System New Orleans Employees' Retirement System New York City Board of Education Ret. System Norfolk County Retirement System Oklahoma City Employee Retirement System Orange County Employees Retirement System Plymouth County Retirement Association Puerto Rico Electric Power Authority Empl. Ret. System Regional Transportation Authority (RTA) Southeastern Pennsylvania Transportation Authority Town of Fairfield Pension Plans Transit Employees' Retirement Plan (WMATA) Transit Management of Southeast Louisiana U.S. Virgin Islands Government Employees' Ret. System Waterford Township Employees Retirement System

#### Multiemployer Pension Plans

1199 SEIU Regional Pension Fund Amalgamated Retail Retirement Fund Bakery & Confectionery Union & Industry Int'l Pension Fund Brick Masons' Pension Trust Fund Bricklayers & Trowel Trades International Pension Fund Bricklayers & Masons' Local Union No. 5 Connecticut Health Care Associates Pension Fund Construction & Building Unions Super. Fund, Australia Construction Laborers' Pension Trust for Southern California The Construction Workers Pension Trust Fund CTTransit Edison Pension Trust - IBEW Local 48 (Portland, OR) Fox Valley & Vicinity Construction Workers Pension Plan **GSA-ILA Pension Fund** Hospital and Health Employees Pension Fund (Philadelphia, PA) IBEW Local 99 Pension Plan (Providence, RI) IBEW Local Union No. 124 Pension Trust Fund (Kansas City, MO) IBEW Local 223 Pension Fund IBEW Local 573 Pension Plan Indiana Laborers Pension Fund International Brotherhood of Boilermakers, Iron Ship Builders, Blacksmiths, Forgers and Helpers International Painters and Allied Trades Industry Pension Plan Iron Workers Local 25 Pension Fund Jacksonville Plumbers & Pipefitters Pension Fund Kern County Electrical Workers Pension Fund Laborers' Pension Fund (Chicago and Vicinity) Labourers' Pension Fund of Central and Eastern Canada Massachusetts Service Employees Pension Fund New England Health Care Employees Pension Fund **Omaha Construction Industry Pension Fund** Operating Engineers Local 324 Pension Fund Operating Engineers Local 701 Pension Fund Painters and Allied Trades DC #35 Pension Fund Pipe Trades Services MN Pension Fund Pipefitters Union Local 537 Pension Fund Plumbers & Steamfitters Local 267 Pension Plan Roofers' Pension Plan San Diego County Construction Laborers' Pension Trust Fund SEIU Local #1 Pension Trust Fund Southern Nevada Culinary and Bartenders Pension Trust Structural Iron Workers Local No. 1 Pension Trust Fund

U.A. General Officers and Employees Pension Fund U.A. Local Union Officers and Employees Pension Fund UFCW International Union Employees Pension Plan UFCW Local 919 & Contributing Employers' Food Pension Fund UFCW Unions and Employers Midwest Pension Fund United Association National Pension Fund United Mine Workers of America Pension Plan West Michigan Plumbers, Fitters and Service Trades Local No. 174 **Corporate Pension Plans** The American Family Insurance Group **Baystate Health** Blue Cross Blue Shield of Michigan **BMW Pension Plan Brown-Forman Corporation** Daimler **Duke Energy Corporation BCBSA National Retirement Trust** Henry Ford Health System Portland General Electric Company **Regions Financial Corporation Endowments and Foundations** Babson College Catholic Health Initiatives Children's Hospital of Michigan Foundation DMC Foundation **El Pomar Foundation** Gates Family Foundation Guide Dogs for the Blind, Inc. The Health Foundation of Central Mass Jewish Community Federation of San Fran. Niagara University Endowment Ohio Northern University The Ohio State University The Ohio University Foundation The Rotary Foundation of Rotary Int'l Rush University Medical Center San Francisco Symphony Endowment **Insurance Companies/Other Institutional Investors** Auto-Owners Insurance Company HSBC Life (International) Limited IMT Insurance Company StarStone National Insurance Company Travelers Casualty and Surety Company

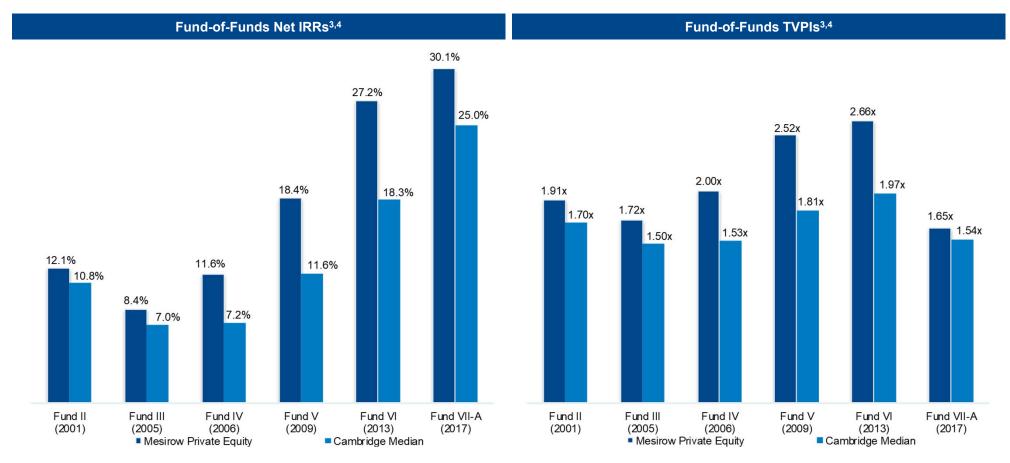
Approximately 47% of our assets under management are from public pension plans, 28% are from multiemployer pension plans, 6% are from corporate pension plans, 2% are from endowments and foundations, 16% are from insurance companies and other institutional investors, and 1% are from high net worth individuals

Approximately 88% of our assets under management are from U.S. clients and 12% are from non-U.S. clients

. Composition of client base calculated based on assets under management since inception as of 3/31/2021. This listing of representative clients was not selected based on specific performance criteria but rather lists significant institutional relationships. We do not represent that any client listed specifically approves or disapproves of our advisory services.

### History of Consistent Outperformance Mature Fund-of-Funds as of 6/30/2021<sup>1</sup>

Conservative approach and careful manager selection has held Mesirow Private Equity loss rates on invested capital below 0.6%<sup>2</sup>



1. Fund I (1999) pursued a different portfolio investment allocation strategy, which focused a majority of its investments in venture capital and has generated a 2.3% net IRR and 1.16x TVPI as of 6/30/2021. All Funds were permitted to make an opportunistic allocation to secondary investments, but only Funds IV, V, VI and VII-A invested in secondaries.

2. Loss rate represents the average capital weighted fund-level loss rates for Mesirow Private Equity's six mature fund-of-funds (Fund II through Fund VII-A) as of 6/30/2021.

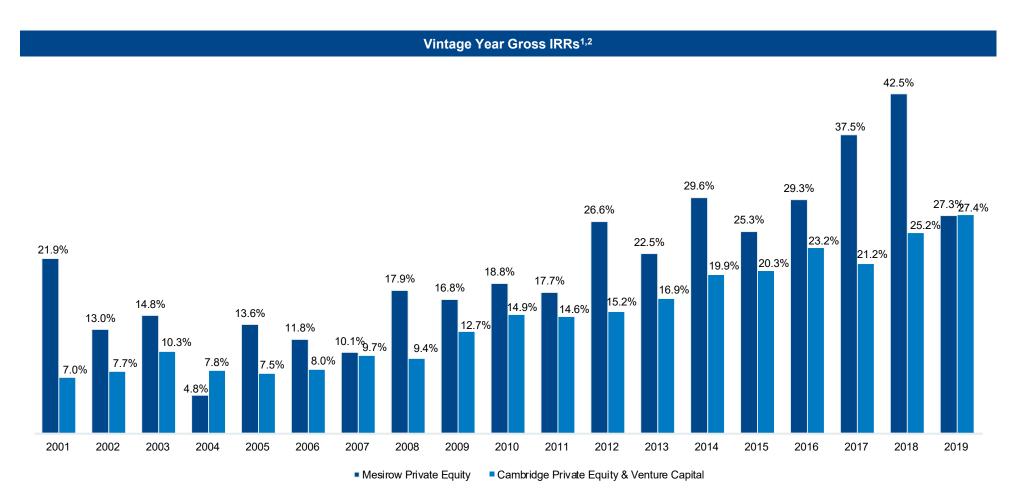
3. Net IRRs represent the net IRRs to a Limited Partner (an "LP") whose management fee rate equaled the average management fee rate paid by all LPs. Net IRRs are net of the partnerships fees, expenses and carried interest and net of the fees and other expenses of MFPEA. These net IRRs have been calculated using actual LP monthly cash outflows and inflows, and include a terminal value equal to the aggregate value of LP capital accounts as of 6/30/2021. Returns to the investors paying the highest management fees for Funds II, III, IV, V, VI and VII-A are 12.0%, 8.1%, 11.2%, 17.6%, 26.5% and 28.8%, respectively. TVPI represents total value to paid-in capital, calculated by dividing the investment's cumulative distributions and unrealized value (net of underlying fees, expenses and carried interest) by the total invested capital.

4. Cambridge Median represents the median returns for fund-of-funds listed on the Cambridge Associates Benchmark Calculator as of 3/31/2021, the latest available data. The Cambridge Associates database comprises performance information on 687 fund-of-funds. Additional explanation of benchmark construction is available upon request.

Unaudited returns are unlevered as of 6/30/2021. Please see "Notes on Performance Data" section and disclosure at the end of this presentation for additional important performance information. Past performance is not indicative of future results. These funds are closed to new investors.

### History of Consistent Outperformance Vintage Year IRRs as of 6/30/2021

Average outperformance of 650 basis points over the Cambridge Private Equity & Venture Capital median benchmark from 2001 to 2019



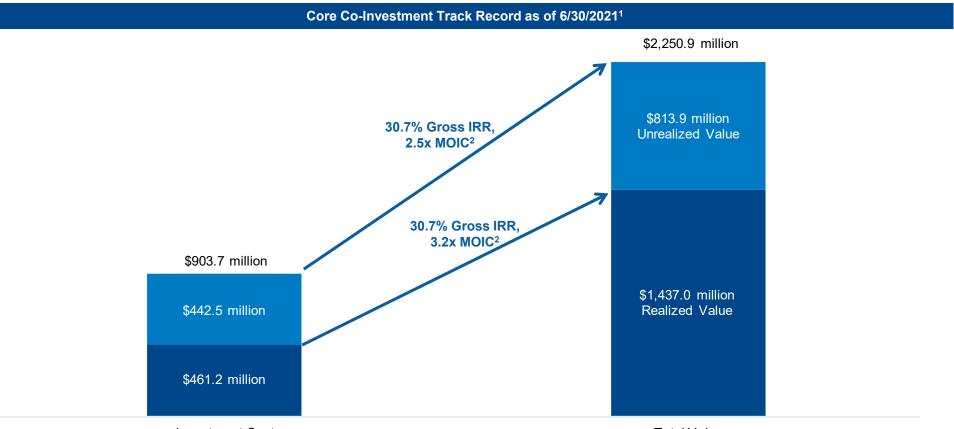
Mesirow Private Equity performance provided is net of underlying managers' fees and expenses but does not represent the net return to limited partners as it does not reflect the deduction of Mesirow Private Equity's management fees and other expenses. The returns presented in the chart above do not represent returns achieved by any particular Mesirow Private Equity fund or any investor in a Mesirow Private Equity fund.

Cambridge Private Equity & Venture Capital represents the median returns for private equity and venture capital funds listed on the Cambridge Associates Benchmark Calculator as of 3/31/2021, the latest available data. Additional explanation of benchmark construction is available upon request.

Unaudited returns are unlevered as of 6/30/2021. Please see "Notes on Performance Data" section and disclosure at the end of this presentation for additional important performance information. Past performance is not indicative of future results. These funds are closed to new investors.

### History of Consistent Outperformance Core Co-Investment Track Record as of 6/30/2021

• Mesirow Private Equity has pursued co-investments since 2001, well ahead of broader market adoption



#### Investment Cost

#### Total Value

The core co-investment track record excludes discontinued strategies, which account for 8% of cumulative invested capital, specifically five early-stage venture capital co-investments and one lead sponsored buyout investment that are not reflective of the ongoing co-investment strategy.

- 1. The core co-investment track record as of 6/30/2021 includes \$903.7 million invested in 61 buyout, growth equity and late-stage venture capital co-investments. Estimated 25.3% net IRR and 2.8x TVPI on realized co-investments; 30.9% gross IRR, 1.8x MOIC, estimated 24.9% net IRR and 1.6x TVPI on unrealized co-investments. Estimated 24.7% net IRR and 2.3x TVPI on core co-investment track record. Realized co-investments include partially realized co-investments if realized proceeds are greater than total investment. To the extent values include unrealized investments, MFPEA believes the values used for such investments are reasonable and appropriate for these types of investments; however, there can be no assurance that proceeds will be realized on these investments or that, if and when realized, the proceeds will be equal to the values used. References herein to Mesirow's portfolio companies are not to be considered a recommendation or solicitation for any such company. Use of the names and logos herein does not represent an endorsement of Mesirow's investment strategy by such manager or company.
- 2. Gross IRR is net of the sponsor's fees, expenses and carried interest, but gross of the fees and other expenses of MFPEA. Performance information that is provided gross of fees does not reflect the deduction of advisory fees. Client returns will be reduced by such fees and other expenses that may be incurred in the management of the account. Advisory fees are described in Part 2A of Form ADV of MFPEA, Inc. MOIC represents multiple on invested capital, calculated by dividing the investment's cumulative distributions and unrealized value by the total invested capital. Accordingly, it is not reduced by fees incurred by the fund.

Unaudited returns are as of 6/30/2021. Please see "Notes on Performance Data" section for net performance and explanation on how net performance is constructed and the disclosure at the end of this presentation for additional important information. Past performance is not indicative of future results. Numbers may not add due to rounding.



# Mesirow Financial Private Equity Fund VIII-B, L.P.

### Mesirow Financial Private Equity Fund VIII-B, L.P. Target Investment Strategy and Portfolio Construction

- Target Fund Size: \$400 million
- Continuation of Mesirow Private Equity's co-investment strategy
- Portfolio will be comprised of approximately 20 to 30 co-investments over a four- to five-year investment period
- Emphasis on middle-market buyout and growth equity investments in cash flow positive businesses
- Geographic focus on developed market opportunities, particularly in the U.S. and Canada
- Co-investments sourced from the Firm's extensive network of elite managers, those with a deep domain expertise in their respective sectors, proven track record of successfully executing operational improvements and attractive historical performance with low loss ratios
- Industry exposure expected to reflect key U.S. growth sectors that are most attractive for private equity investment



Expected Diversification as a Percentage of Committed Capital<sup>1</sup>

. There can be no assurance that targets will be achieved. These are estimates and are subject to change. Actual allocations may differ from estimates.

Please see the disclosure page at the end of this presentation for additional information. Nothing contained herein constitutes an offer to sell nor a solicitation of an offer to buy an interest in any Mesirow investment vehicle(s). Any offer can only be made to qualified investors through the appropriate Offering Memorandum which contains important information concerning risk factors, including liquidity risks, and other material aspects of the investment and should be read carefully before an investment decision is made and has been delivered to you previously or in conjunction with this presentation.

### Approach to Co-Investment Sourcing

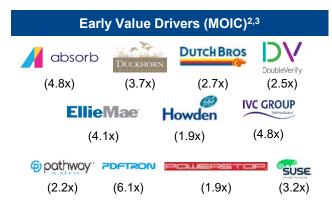
- Leverage longstanding relationships with leading buyout, growth equity and venture capital managers for co-investment opportunities
- Reputation as a reliable partner has produced serial co-investment opportunities with key managers
- Demonstrated ability to cultivate new sourcing relationships further broadens our reach

| Core Co-Investment<br>Relationships <sup>1</sup> | <b>abry</b> <u>partners</u>                                       | EQT                       | GTCR                   | JMI                 | KPS<br>Capital Partners, LP |    |
|--|---|---------------------------|------------------------|---------------------|-----------------------------|----|
|  | Lightspeed  |                           |                        | S   CAPITAL         | PROVIDENCEEQUI              | ГҮ |
|  | SILVERSMITH   | Spectru<br>Equity         | JM                     | THOMABRAVO          | TSG CONSUMER                |    |
| Active Co-Investment<br>Dialogue                 | Advent Internation<br>GLOBAL PRIVATE ROUTY                        | nal H. I. G.              | — C A                  | VIEW                | 📤 Olympus                   |    |
| Developing Co-<br>Investment Dialogue            | EMK Capital<br>Exterprise Management Roovinge HELLMAN<br>FRIEDMAN |                           |                        |                     |                             |    |
| New Relationships                                | e-e   | electively Adding One to  | Two New Manager Re     | lationships Each Ye | ear<br>O-O                  |    |
| Legacy Relationships                             | Mai   | ntain Opportunistic Sourc | cing Relationships wit | h High Quality Mana | agers                       |    |

1. Core co-investment relationships have shared multiple co-investment opportunities and have produced at least one closed co-investment, excluding those managers which are no longer actively supported by Mesirow Private Equity's Fund-of-Funds program. Use of the logos and names herein does not represent an endorsement of Mesirow Private Equity's investment strategy by such manager or company. Please see the disclosure page at the end of this presentation for additional information. Nothing contained herein constitutes an offer to sell nor a solicitation of an offer to buy an interest in any Mesirow investment vehicle(s). Any offer can only be made to qualified investors through the appropriate Offering Memorandum which contains important information concerning risk factors, including liquidity risks, and other material aspects of the investment and should be read carefully before an investment decision is made and has been delivered to you previously or in conjunction with this presentation.

### Mesirow Financial Private Equity Fund VII-B, L.P. Portfolio Summary as of 6/30/2021

| Fund Status <sup>1</sup> |                 | Pe               | erformance Su | ummary <sup>2</sup> |      |
|--------------------------|-----------------|------------------|---------------|---------------------|------|
| Vintage Year             | 2017            | (\$ in millions) | Investment    | Total<br>Value      | MOIC |
| Total Commitments        | \$411.0 million | Realized         | \$91.1        | \$387.0             | 4.2x |
| Capital Drawn to Date    | 96.3%           | Unrealized       | \$327.4       | \$676.7             | 2.1x |
| ТVРІ                     | 2.4x            | Total            | \$418.5       | \$1,063.7           | 2.5x |
| Net IRR                  | 48.8%           |                  |               |                     |      |



**Industry Diversification** 

Consumer

14%

Industrial

10%

Healthcare 17%

Communications

Business

Services 25%

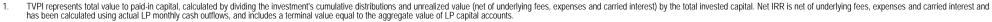
Softw are

31%

2%

### Fund Summary<sup>3</sup>

- 24 co-investments alongside 12 unique GP sponsors to date; 1 additional co-investment in due diligence
  - Latest investment in Stamps.com closed in September 2021
  - Total portfolio investments, including likely funded reserves, is expected to approach 115%-120% of committed capital
- Top-quartile DPI: Over \$387 million of realized proceeds to date
  - 3 dividend recaps: Omni, DCM, Duckhorn
  - 4 full and partial sales: Ellie Mae, IVC, Absorb, PDFTron
  - 4 IPOs: Duckhorn, DoubleVerify, SUSE, Dutch Bros.



2. The total value of unrealized investments was determined by the fund's general partner in accordance with the fund's valuation policies. Actual realized returns on unrealized investments will depend on a number of factors (including future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale) that may differ significantly from the assumptions used in determining the unrealized values. Accordingly, the actual realized returns on these unrealized investments may differ materially from returns indicated herein. MOIC represents multiple on invested capital, calculated by dividing the investment's cumulative distributions and unrealized value by the total invested capital. Accordingly, it is not reduced by fees incurred by the fund.

3. Complete portfolio included in this presentation. The above referenced companies have been included to illustrate MPE's investment process and portfolio construction. The inclusion is not designed to convey that such past specific selections would have been successful for any person. It should not be assumed that this or similar investment opportunity selections made in the future will be successful or will equal the past performance of that described above.

Unaudited returns as of 6/30/2021. Use of the logos and names herein does not represent an endorsement of Mesirow Private Equity's investment strategy by such manager or company. Please see "Notes on Performance Data" section and disclosure page at the end of this presentation for additional important information. Past performance is not indicative of future results. This fund is closed to new investors. Numbers may not add due to rounding.

### Mesirow Financial Private Equity Fund VII-B, L.P. Portfolio Summary as of 6/30/2021

| Investments (\$ in millions) | Sponsor      | Industry                 | Date of<br>Investment | Funded<br>Investment | Realized<br>Proceeds | Unrealized<br>Value | Total<br>Value <sup>1</sup> | MOIC <sup>2</sup> |
|------------------------------|--------------|--------------------------|-----------------------|----------------------|----------------------|---------------------|-----------------------------|-------------------|
| Absorb Software              | Silversmith  | Software                 | Aug-17                | \$26.5               | \$127.4              | \$                  | \$127.4                     | 4.8x              |
| Asurion                      | Providence   | Consumer                 | Aug-18                | 42.6                 | 1.7                  | 70.9                | 72.6                        | 1.7x              |
| Bloomerang                   | JMI Equity   | Software                 | Dec-20                | 8.5                  | -                    | 11.8                | 11.8                        | 1.4x              |
| Cast & Crew                  | EQT          | Software                 | Apr-19                | 6.2                  | -                    | 9.4                 | 9.4                         | 1.5x              |
| Connectivity Wireless        | M/C Partners | Communications           | Feb-19                | 11.0                 | -                    | 10.2                | 10.2                        | 0.9x              |
| DCM Services                 | NMS          | <b>Business Services</b> | Feb-20                | 20.1                 | 7.0                  | 25.3                | 32.4                        | 1.6x              |
| DoubleVerify                 | Providence   | Software                 | Nov-20                | 8.5                  | -                    | 20.9                | 20.9                        | 2.5x              |
| Duckhorn Wine Company        | TSG Consumer | Consumer                 | Feb-17                | 14.7                 | 6.1                  | 47.8                | 53.9                        | 3.7x              |
| Dutch Bros.                  | TSG Consumer | Consumer                 | Nov-18                | 4.0                  | 0.7                  | 10.2                | 11.0                        | 2.7x              |
| Ellie Mae                    | Thoma Bravo  | Software                 | Apr-19                | 30.0                 | 122.8                | _                   | 122.8                       | 4.1x              |
| Howden                       | KPS          | Industrial               | Nov-19                | 30.0                 | -                    | 56.4                | 56.4                        | 1.9x              |
| IVC                          | EQT          | Healthcare Services      | Jul-19                | 22.6                 | 21.8                 | 87.0                | 108.8                       | 4.8x              |
| Mavis Tire Express Services  | TSG Consumer | Consumer                 | May-21                | 29.6                 | -                    | 29.6                | 29.6                        | 1.0x              |
| Millennium Trust             | Abry         | <b>Business Services</b> | Mar-19                | 49.0                 | -                    | 76.6                | 76.6                        | 1.6x              |
| Omni Eye Services            | NMS          | Healthcare Services      | Jul-17                | 16.9                 | 12.1                 | 10.6                | 22.7                        | 1.3x              |
| Pathway Vet Alliance         | TSG Consumer | Healthcare Services      | Mar-20                | 34.0                 | -                    | 74.9                | 74.9                        | 2.2x              |
| PDFTron                      | Silversmith  | Software                 | May-19                | 22.0                 | 82.1                 | 53.1                | 135.2                       | 6.1x              |
| PowerStop                    | TSG Consumer | Consumer                 | Oct-18                | 10.1                 | 1.4                  | 17.3                | 18.7                        | 1.9x              |
| RealPage                     | Thoma Bravo  | Software                 | Apr-21                | 16.0                 | -                    | 16.0                | 16.0                        | 1.0x              |
| SUSE                         | EQT          | Software                 | Mar-19                | 16.3                 | 3.8                  | 48.7                | 52.5                        | 3.2x              |
|                              |              |                          | Total (Gross)         | \$418.5              | \$387.0              | \$676.7             | \$1,063.7                   | 2.5x              |
|                              |              | Total (Net to            | Limited Partners)     | \$385.8              | \$264.2              | \$672.9             | \$937.1                     | 2.4x              |

1. The total value of unrealized investments was determined by the fund's general partner in accordance with the fund's valuation policies, a copy of which can be provided upon request. Actual realized returns on unrealized investments will depend on a number of factors (including future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale) that may differ significantly from the assumptions used in determining the unrealized values. Accordingly, the actual realized returns on these unrealized investments may differ materially from returns indicated herein.

2. MOIC represents multiple on invested capital, calculated by dividing the investment's cumulative distributions and unrealized value by the total invested capital. Accordingly it is not reduced by fees incurred by the fund. Past performance is not indicative of future results. Please see "Notes on Performance Data" section and disclosure at the end of this presentation for additional important information.

Unaudited returns as of 6/30/2021. Please see "Notes on Performance Data" section and disclosure page at the end of this presentation for additional important information. Past performance is not indicative of future results. This fund is closed to new investors. Numbers may not add due to rounding.

### Mesirow Financial Private Equity Fund VIII-B, L.P. Closed Commitments to Date

Fund VIII-B has already invested \$118 million in nine portfolio companies, not including reserves

|                         | REALPAGE   | MAVIS<br>DISCOUNT<br>TIRE   | ∢ applitools   | ᅌ ALVARIA"  | Wealthsimple  | 🍘 greenphire  | ROUGH<br>COUNTRY  | proofpoint.   | stamps<br>.com   |
|-------------------------|--|---|--|---|---|---|---|---|--|
| Investment <sup>1</sup> | \$16.0 million   | \$28.6 million  | \$20.5 million   | \$17.0 million  | \$8.8 million   | \$6.8 million   | \$2.25 million  | \$11.3 million  | \$6.8 million  |
| Sub-Asset<br>Class      | Buyout   | Buyout  | Buyout   | Buyout  | Late-Stage<br>Venture Capital   | Buyout  | Buyout  | Buyout  | Buyout   |
| Source                  | Thoma Bravo  | TSG Consumer  | Thoma Bravo<br>Explore   | Abry Partners   | Meritech  | Thoma Bravo<br>Discover   | TSG Consumer  | Thoma Bravo   | Thoma Bravo  |
| Description             | Provides<br>software and<br>data analytics<br>that help the<br>rental real estate<br>industry manage<br>property<br>operations<br>including<br>marketing,<br>pricing,<br>screening,<br>leasing and<br>accounting | Largest<br>independent tire<br>dealer and<br>automotive<br>service provider<br>in the U.S. with<br>locations in New<br>England, the<br>Midwest and<br>Southern U.S. | Visual testing<br>software that<br>uses AI powered<br>computer vision<br>algorithms to<br>detect<br>differences<br>across<br>customers' web<br>pages and<br>applications | Leading provider<br>of contact center<br>and workforce<br>optimization<br>software to blue<br>chip enterprises;<br>acquired in<br>conjunction with<br>competitor<br>Noble Systems | Leading<br>Canadian<br>fintech app<br>featuring<br>commission-free<br>stock trading, a<br>robo-advisor,<br>peer-to-peer<br>money transfers,<br>tax prep and<br>crypto trading | Leading provider<br>of end-to-end,<br>SaaS participant<br>and site<br>payment<br>solutions for<br>clinical trials | Branded<br>aftermarket<br>accessories to<br>the truck, Jeep<br>and SUV<br>enthusiast<br>markets | Leading<br>cybersecurity<br>vendor for<br>enterprise e-mail<br>security and e-<br>mail archiving,<br>with emerging<br>presence in the<br>fast-growing<br>DLP, CASB and<br>Browser<br>Isolation<br>markets | Collection of<br>shipping<br>software assets<br>with a leading<br>position in the<br>U.S. SMB e-<br>commerce<br>market |
| Closing<br>Date         | April 2021   | May 2021  | May 2021   | May 2021  | May 2021  | July 2021   | July 2021   | August 2021   | September 2021   |

1. Investment for Fund VIII-B only.

Use of the company logo herein does not represent an endorsement of Mesirow Private Equity's strategy by such company.

### Co-Investment Example IVC Group International ("IVC")

|              | IVC  |               |
|--------------|--|---------------|
| Sector       | Veterinary Services  | IVC GROUP     |
| Stage        | Buyout   | International |
| Headquarters | Bristol, U.K.  | $\smile$      |
| CEO          | Stephen Clarke   |               |
| Description  | Largest and most diversified Europe<br>platform with more than 1,500 clinics<br>European countries |               |

### **Investment Thesis**

- Veterinary services is a large and fast growing industry that demonstrates resilient underlying growth driven by market trends such as the humanization of pets and increased pet insurance penetration
- Significant consolidation opportunity as market remains highly fragmented and the company has strong M&A execution team
- IVC is the market leader at approximately twice the size of its closest competitor; the company manages nearly 12,000 employees including 3,000 veterinarians, a portion of which are recruited through the internal development program
- Additional value creation levers include strategic partnership with Nestle, operational improvements and promotion of branded products

#### Financial Performance (£ in millions)<sup>1</sup>

|                 | 2017 | 2018 | 2019   | 2020   | 3/31 LTM |
|-----------------|------|------|--------|--------|----------|
| Revenue         | £450 | £664 | £1,024 | £1,314 | £1,519   |
| Adjusted EBITDA | 51   | 80   | 122    | 190    | 263      |
| Margin          | 11%  | 12%  | 12%    | 15%    | 17%      |
|                 |      |      |        |        |          |

**Net Debt / EBITDA** 5.2x (exc. PIK note as of 3/31/2021)

2. Gross MOIC represents multiple of invested capital, calculated by dividing the investment's cumulative distributions and unrealized value by the total invested capital. Accordingly, it is not reduced by fees incurred by the fund.

The above referenced company and general partner relationship have been included to illustrate Mesirow Private Equity's investment process. The inclusion is not designed to convey that such past specific selections would have been successful for any person. It should not be assumed that this or similar investment opportunity selections made in the future will be successful or will equal the past performance of that described above.

| Investment Overview    |   |  |  |  |
|------------------------|---|--|--|--|
| Source                 | EQT   |  |  |  |
| Other Key Investors    | Select Co-Investors   |  |  |  |
| Initial Investment     | July 11, 2019   |  |  |  |
| Investment / Ownership | \$22.6 million / 1.2%   |  |  |  |
| Description            | Invested alongside EQT at an enterprise value of<br>€2.6 billion as negotiated by new investors Nestle<br>Purina and LGT, providing liquidity to EQT's origina<br>investment in the company |  |  |  |

#### **Post-Investment Activity**

- Status: Performing ahead of expectations
- In January 2020, Paul Kenyon assumed the role as new CFO
- New CEO Stephen Clarke started his position in April 2020
- Acquisition activity continues to be very strong in both the UK and Rest of Europe with more than 250 practices added in the last twelve months
- On February 11, 2021, IVC announced a recapitalization led by Silver Lake and Nestle, valuing the company at €12.3 billion. As a result of this transaction, Fund VII-B realized almost \$22 million of proceeds while retaining 80% of its original share position
- For the six months ended March 31, 2021, revenue and EBITDA increased 37% and 59%, respectively, as compared to the prior year period

| 6/30/2021 Valuation (\$ in millions) |              |   |             |                   |  |  |  |
|--------------------------------------|--------------|---|-------------|-------------------|--|--|--|
|                                      | Cost         | Realized  | Total Value | MOIC <sup>2</sup> |  |  |  |
| Fund VII-B                           | \$22.6       | \$21.8  | \$108.8     | 4.8x              |  |  |  |
| Valuation                            | Valued at 19 | Valued at 19.7x forward EBITDA based on lead sponsor analysis |             |                   |  |  |  |

<sup>.</sup> September 30<sup>th</sup> fiscal year-end.

# Mesirow **%**

### Co-Investment Example PDFTron Systems, Inc.

|              | PDFTron Systems, Inc.  |                |
|--------------|--|----------------|
| Sector       | Enterprise Software  |                |
| Stage        | Buyout   | <b>PDFTRON</b> |
| Headquarters | Vancouver, BC, Canada  |                |
| CEO          | Catherine Andersz  |                |
| Description  | Developer of software tools to help en processing, conversion, viewing and c |                |

|                        | Investment Overview  |
|------------------------|--|
| Source                 | Silversmith Capital Partners   |
| Other Key Investors    | Thoma Bravo Discover   |
| Initial Investment     | May 14, 2019   |
| Investment / Ownership | \$22.0 million / 9.6% (post sale to Thoma Bravo)   |
| Description            | Participated alongside Silversmith in the acquisition<br>of 85% of the company at a \$150 million enterprise<br>value; |

### **Investment Thesis**

- Core product is a software development kit ("SDK") which is a set of tools. libraries, code and processes that 3rd party developers utilize to enable document processing capabilities
- Leader in the highly-fragmented PDF SDK ecosystem, due to its comprehensive offering, superior developer experience, strong technical support and high quality cross-platform capabilities
- Diversified base of 650+ paying customers with the top customer accounting for 3% of March 2019 ACV
- Fragmented market provides substantial opportunity for growth via tuck-in acquisitions

### **Post-Investment Activity**

Status: Partial realization

- The integration of prior acquisitions are on plan as the company continues to selectively pursue additional M&A opportunities
- For the guarter ending June 30, 2021, the Company generated revenue of \$16.7 million and Adjusted EBITDA of \$9.7 million, representing growth of 125% and 171%, respectively, relative to the comparable guarter in the prior year
- On May 28, 2021, Thoma Bravo Discover acquired a majority stake in PDFTron at an enterprise value of \$625 million. As part of the transaction, Fund VII-B realized \$82.1 million and retains an interest valued at \$53.1 million

### Financial Performance (\$ in millions)<sup>1</sup>

|                    | 2017 | 2018 | 2019 | 2020 | 6/30 LTM |
|--------------------|------|------|------|------|----------|
| Revenue            | \$10 | \$13 | \$14 | \$33 | \$55     |
| PF Adjusted EBITDA | 8    | 11   | 11   | 18   | 31       |
| Margin             | 84%  | 83%  | 75%  | 56%  | 56%      |
|                    |      |      |      |      |          |

#### Net Debt / EBITDA 2.5x (as of 6/30/2021)

April 31st fiscal year. LTM figures are pro forma acquisitions.

Gross MOIC represents multiple of invested capital, calculated by dividing the investment's cumulative distributions and unrealized value by the total invested capital. Accordingly, it is not reduced by fees incurred by the fund.

The above referenced company and general partner relationship have been included to illustrate Mesirow Private Equity's investment process. The inclusion is not designed to convey that such past specific selections would have been successful for any person. It should not be assumed that this or similar investment opportunity selections made in the future will be successful or will equal the past performance of that described above.

#### TRADE SECRET, CONFIDENTIAL AND PROPRIETARY - FOR INSTITUTIONAL USE ONLY

### 6/30/2021 Valuation (\$ in millions)

|            |   | -        |             |                   |  |
|------------|---|----------|-------------|-------------------|--|
|            | Cost  | Realized | Total Value | MOIC <sup>2</sup> |  |
| Fund VII-B | \$22.0  | \$82.1   | \$135.2     | 6.1x              |  |
| Valuation  | Valued at 20.3x LTM pro forma adjusted EBITDA based on recent |          |             |                   |  |

recapitalization of the business

### Mesirow Financial Private Equity Fund VIII-B, L.P. Summary of Principal Terms

| Target Fund Size | \$400 million   |  |  |  |  |  |  |  |
|------------------|---|--|--|--|--|--|--|--|
| Term             | 10 years, with three one-year extensions  |  |  |  |  |  |  |  |
| Management Fees  | Management fees will not commence until at least April 16, 2022 and possibly later at the General Partner's discretion. The in annual management fee on committed capital will be reduced annually by 10% of the prior year's fee after the seventh anniversary of the Commencement Date. |  |  |  |  |  |  |  |
|                  | Average Annual Fee <sup>1</sup> 0.82%   |  |  |  |  |  |  |  |
| Carried Interest | 10%, increasing to 15% after achieving a 2.25x gross multiple of investment capital; European-style waterfall with 7% preferred return  |  |  |  |  |  |  |  |
| GP Commitment    | 1% of total committed capital, in addition to an Employee Side Fund   |  |  |  |  |  |  |  |
| Counsel          | Proskauer LLP   |  |  |  |  |  |  |  |
| Auditor          | KPMG LLP  |  |  |  |  |  |  |  |
| Credit Facility  | Silicon Valley Bank   |  |  |  |  |  |  |  |

1. Average annual management fees are calculated over 13 years and assume the Fund's term is extended for three one-year extensions, which can be exercised at the General Partner's discretion.

There can be no assurance that the terms referenced herein will be achieved and materially different terms and results may be achieved. Please see the disclosure page at the end of this presentation for additional information. Nothing contained herein constitutes an offer to sell nor a solicitation of an offer to buy an interest in any Mesirow investment vehicle(s). Any offer can only be made to qualified investors through the appropriate Offering Memorandum which contains important information concerning risk factors, including liquidity risks, and other material aspects of the investment and should be read carefully before an investment decision is made and has been delivered to you previously or in conjunction with this presentation.



# Appendix

### Mesirow Private Equity Team

| Investments              |  | Investor Relations & Bu                                    | usiness Development             | Accounting & Operation | ns                       |  |  |
|--------------------------|--|--|---------------------------------|------------------------|--------------------------|--|--|
| Marc Sacks*              | Tom Galuhn*                                | Courtney Haynes  | <b>Tom Hynes</b>                | Matt Coen              | <b>Jesse Keig</b>        |  |  |
| Chief Executive Officer  | President                                  | Senior Managing Director                                   | Senior Managing Director        | Managing Director      | Chief Financial Officer  |  |  |
| Joined 2004              | Joined 1987                                | Joined 2006  | Joined 1997                     | Joined 2009            | Joined 2006              |  |  |
| <b>Bob DeBolt⁺</b>       | <b>Ryan Fedronich*</b>                     | <b>Brad Karelitz</b>                                       | Steve Swierczewski              | <b>Jessica Marta</b>   | Laura Sullivan           |  |  |
| Chief Investment Officer | Managing Director                          | Senior Vice President                                      | Senior Managing Director        | Senior Vice President  | Managing Director        |  |  |
| Joined 2004              | Joined 2007                                | Joined 2021  | Joined 2012                     | Joined 2006            | Joined 2013              |  |  |
| Kristina Pierce*         | Alec Coleman                               | <b>Martha Payne</b>  | <b>Eugene Duffy</b>             | <b>Steve Stober</b>    | Chris Farr               |  |  |
| Managing Director        | Investment Associate                       | Senior Vice President                                      | Managing Director               | Vice President         | Managing Director        |  |  |
| Joined 2007              | Joined 2019                                | Joined 2009  | Joined 2016                     | Joined 2015            | Joined 2006              |  |  |
| <b>Patrick Ryan</b>      | Emmanuel Williamson                        | <b>Mike Aleshire</b>                                       | Andy Pataky                     | Matt Scherer           | Shuhani Patel            |  |  |
| Investment Associate     | Investment Analyst                         | Vice President   | Senior Vice President           | Accounting Associate   | Assistant Vice President |  |  |
| Joined 2018              | Expected to Join 2022                      | Joined 2016  | Joined 1998                     | Joined 2019            | Joined 2017              |  |  |
| Rotation                 | <b>a Nichols</b><br>nal Analyst<br>ed 2021 | <b>Christie Lacy</b><br>Marketing Associate<br>Joined 2017 | +15 Person<br>Distribution Team |                        | Person<br>counting Team  |  |  |
| Legal & Compliance       |  | Administrative & Additi                                    | ional Support                   |                        |                          |  |  |
| Brian Kolva              | Ketan Shah                                 | Nancy Bocek  | Sarah Chodera                   | David Egan             | Chris Heim               |  |  |

| <b>Brian Kolva</b><br>Associate General Counsel<br>Joined 2019 | Ketan Shah<br>General Counsel<br>Joined 2016               | Nancy Bocek<br>Administrative Associate<br>Joined 1990    | Sarah Chodera<br>Chief Marketing Officer<br>Joined 2019 | <b>David Egan</b><br>Head of Human Resources<br>Joined 2011     | Chris Heim<br>Chief Technology Officer<br>Joined 2019              |
|--|--|---|---|---|--|
| Mary Jo Hayes<br>Chief Compliance Officer<br>Joined 2011       | Renee Schreiber<br>Senior Managing Director<br>Joined 2009 | Frances Perez<br>Administrative Associate<br>Joined 1987  | +14 Person<br>Marketing Team                            | <b>Carl Davis</b><br>Head of D&I and Recruitment<br>Joined 2016 | <b>Ryan Surratt</b><br>Chief Info. Security Officer<br>Joined 2000 |
| Nancy Anderson<br>Senior Vice President<br>Joined 1997         | Nick Kopoulos<br>Senior Vice President<br>Joined 2007      | Holly Waterman<br>Administrative Associate<br>Joined 2011 |   | Michelle Bean<br>Assistant Vice President<br>Joined 2015        | Peter Wallin<br>Senior Vice President<br>Joined 2010               |
| Miles Matheson<br>Vice President<br>Joined 2017                | +7 Person<br>Legal & Compliance Team                       |   |   | +5 Person<br>Human Resources Team                               | +28 Person<br>Information Technology Team                          |
|  |  | Represents Mesirow Private<br>Equity Team Members         | Represents Mesirow<br>Shared Resources                  |   |  |

\* Denotes participation on Investment Committee.

### **Co-Investment Due Diligence Process**

### **Selection Criteria**

- High-quality management team
- Sustainable competitive advantage
- Clear and growing market opportunity
- Clear path to value creation and realization
- Quality and experience of investment partners
- Capital-efficient business model
- Acceptable financial risk profile
- Attractive initial valuation

| Sourcing and<br>Initial Screen  |   | Introduction and<br>Initial Review         |   | Intensive Due<br>Diligence   |   | Investment<br>Recommendation     |   | Closing                            |
|---|---|--|---|--|---|----------------------------------|---|------------------------------------|
| Referral from top-tier managers   | ١ | Introductory discussions with managers and | 1 | Comprehensive review of data room materials                            | • | Refine underwriting model        | 1 | Negotiation of terms and structure |
| Log and screen every co-<br>investment opportunity                                      | • | company management<br>Review investor      | • | industry, competitors,   | • | Prepare investment<br>memorandum | 1 | Detailed legal and tax review      |
| Initial market research<br>using publicly available                                     |   | materials provided by the<br>company       |   | trends, drivers and<br>company positioning                             | • | Approval of investment committee | 2 | Closing                            |
| information<br>Utilize private company  |   |  | • | In-depth quantitative<br>analysis                                      |   |                                  |   |                                    |
| <ul> <li>Ounze private company<br/>databases to learn<br/>company background</li> </ul> |   |  | • | Vetting calls with the<br>Mesirow network                              |   |                                  |   |                                    |
|   |   |  | 1 | Reference calls with<br>customers, suppliers and<br>strategic partners |   |                                  |   |                                    |
|   |   |  | • | On-site due diligence  |   |                                  |   |                                    |
| erformance is not indicative of future results.   |   |  | • | ESG evaluation   |   |                                  |   |                                    |

### Notes on Performance Data

### **Fund-of-Funds**

- **Gross IRRs**: The gross IRRs of Funds I, II, III, IV, V, VI and VII-A described herein represent the annualized performance of the underlying partnerships investments of such Funds for the periods since inception (1999, 2001, 2005, 2006, 2009, 2013 and 2017, respectively) through 6/30/2021 and reflect the reinvestment of certain realized proceeds and other earnings by Mesirow Private Equity funds and the underlying partnerships. The gross IRRs have been calculated using actual monthly cash outflows and inflows related to the underlying partnerships investments and include the following non-cash values generally as determined by the respective general partner in accordance with valuation policies contained in the applicable partnership agreement: securities distributed to such Fund and terminal value which is such Fund's capital account balance as of 6/30/2021. The gross IRRs are net of underlying managers' fees and expenses but do not represent net return to limited partners as they do not reflect the deduction of Mesirow Private Equity's management fees and other expenses. The actual performance to limited partners is reduced by Mesirow Private Equity fees and other expenses. In the event an investee partnership presents capital account data in a currency other than the United States Dollar (USD), values are translated into USD using exchange rates provided by a major financial data reporting results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale) that may differ significantly from the assumptions used in determining the unrealized values. Accordingly, the actual realized returns on these unrealized investments may differ materially from returns indicated herein.
- Net IRRs: The net IRRs of Funds I, II, III, IV, V, VI and VII-A as of 6/30/2021 (2.3%, 12.1%, 8.4%, 11.6%, 18.4%, 27.2% and 30.1%, respectively) have been calculated using actual limited partner monthly cash outflows and inflows, and include a terminal value equal to the aggregate value of limited partner capital accounts as of 6/30/2021. Such limited partner capital accounts reflect the limited partners' pro rata share of Funds I, II, III, IV, V, VI and VII-A's capital account balances for all investee partnerships, as determined by the respective general partners in accordance with valuation policies contained in the applicable partnership agreement, as well as cash and other net assets. The net IRRs are net of the underlying managers' fees, expenses and carried interest and net of Mesirow Private Equity's management fees and related fund expenses. Advisory fees are described in Part 2A of Form ADV of Mesirow Financial Private Equity Advisors, Inc. (MFPEA). The net IRRs include valuations of realized and unrealized investments. Actual realized returns on unrealized investments will depend on a number of factors (including future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale) that may differ significantly from the assumptions used in determining the unrealized values. Accordingly, the actual realized returns on these unrealized investment size, management fee rate and closing date.
- Benchmark: The "Cambridge Median" PE Benchmark shows the median net returns for fund-of-funds listed on the Cambridge Associates Benchmark Calculator as of 3/31/2021. The Cambridge Associates database comprises performance information on 687 fund-of-funds. Additional explanation of benchmark construction is available upon request.
- General: The performance information shown in this presentation has not been audited. MFPEA's advisory fees are described in Part 2A of its Form ADV. Past performance is not indicative of future results, and there is a possibility of loss in connection with any investment. Additional performance information is available upon request. Please refer to important disclosure information included in the "Disclosure" at the end of this section.

### Notes on Performance Data

#### **Co-Investment Funds**

- Gross IRRs: Gross IRR is net of the sponsor's fees, expenses and carried interest, but gross of the fees and other expenses of MFPEA. Performance information that is provided gross of fees does not reflect the deduction of advisory fees. Client returns will be reduced by such fees and other expenses that may be incurred in the management of the account. Advisory fees are described in Part 2A of Form ADV of MFPEA.
- Net IRRs: The net IRR of VII-B described herein for the period since inception (2017) through 6/30/2021 (48.8%) has been calculated using actual limited partner monthly cash outflows and inflows, and include terminal values equal to the aggregate values of limited partner capital accounts. Such limited partner capital accounts reflect the limited partners' pro rata share of the fund's net assets including investments, the values of which are determined by the general partner in accordance with valuation policies. Actual realized returns on unrealized investments will depend on a number of factors (including future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale) that may differ significantly from the assumptions used in determining the unrealized values. Accordingly, the actual realized returns on these unrealized investments may differ materially from returns indicated herein. The performance results of VII-B also reflect the reinvestment of certain proceeds and other earnings. A client-specific net IRR may differ from the aggregate limited partner net IRR due to differences among clients in terms of commitment size, management fee rate and closing date.
- Core Co-Investment Track Record as of 6/30/2021: The gross core co-investment composite was constructed by aggregating the actual cash flows of the 61 buyout, growth equity and late-stage venture capital co-investments in which the Firm has participated since the inception of the co-investment strategy in 2001. These 61 investments were made by the Firm's four commingled co-investment funds, Mesirow Capital Partners VIII, L.P. (MCP VIII), a 2001 vintage year fund, Mesirow Financial Capital Partners IX, L.P. (MCP IX), a 2005 vintage year fund, Mesirow Financial Capital Partners X, L.P. (MCP X), a 2009 vintage year fund, Mesirow Financial Private Equity Fund VII-B, L.P. (Fund VII-B), a 2017 vintage year fund and Mesirow Financial Private Equity Fund VIII-B, L.P. (Fund VII-B), a 2017 vintage year fund and Mesirow Financial Private Equity Fund VIII-B), a 2021 vintage year fund. The Firm no longer participates in early-stage venture capital co-investments or lead sponsored buyout investments. Therefore, all early-stage venture capital co-investments (5) and lead sponsored buyout investments (1) have been excluded from the core co-investment track record.

The total value of unrealized investments was determined by the general partner in accordance with valuation policies, a copy of which can be provided upon request. Actual realized returns on unrealized investments will depend on a number of factors (including future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale) that may differ significantly from the assumptions used in determining the unrealized values. Accordingly, the actual realized returns on these unrealized investments may differ materially from returns indicated herein.

The estimated net core co-investment composite was constructed by applying hypothetical management fees and expenses to the gross core co-investment composite for MCP VIII, MCP IX and MCP X and actual net cash flows for Fund VII-B and Fund VIII-B. A hypothetical annual management fee of 1% of committed capital was applied over the first seven years, and was reduced by 10% of the prior year's fee beginning in year eight for MCP VIII, MCP IX and MCP X. The composite maintains the original timing of the management fee reduction for each of the four commingled co-investment funds comprising the composite. The composite also applies the average annual expenses of each commingled co-investment fund on a quarterly basis (MCP VIII was 8 bps, MCP IX was 8 bps). Finally, the net composite assumes a carried interest charge of 10% of cumulative net gain after full return of contributed capital per each commingled co-investment fund, 15% after 2.25x (gross).

Model or hypothetical performance information and results do not reflect actual trading or asset or fund advisory management and the results may not reflect the impact that material economic and market factors may have had, and can reflect the benefit of hindsight, on Mesirow Financial Private Equity Advisor, Inc.'s (MFPEA) decision-making if MFPEA were actually managing client's money. Past performance is not indicative of future results. The returns presented in the chart above do not represent returns achieved by any particular Mesirow Private Equity fund or any investor in a Mesirow Private Equity fund.

General: The performance information shown in this presentation has not been audited. Past performance is not indicative of future results, and there is a possibility of loss in connection with any investment. Additional performance information is available upon request. Please refer to important disclosure information included in the "Disclosure" at the end of this section.

### Notes on Performance Data Core Co-Investment Track Record as of 6/30/2021<sup>1</sup>

| (\$ in millions)                       | Sponsor                      | Туре          | Date of<br>Investment | Investment | Realized Proceeds | Unrealized Value | Total Value <sup>2</sup> | MOIC <sup>3</sup> | Gross IRR⁴ |
|--|------------------------------|---------------|-----------------------|------------|-------------------|------------------|--------------------------|-------------------|------------|
| Core Strategy                          |                              |               |                       |            |                   |                  |                          |                   |            |
| Wealthsimple                           | Meritech Capital Partners    | Late-Stage VC | May-21                | \$8.8      | \$-               | \$8.8            | \$8.8                    | 1.0x              | -2.9%      |
| Applitools                             | Thoma Bravo                  | Buyout        | May-21                | 20.5       |                   | 20.5             | 20.5                     | 1.0x              | 0.0%       |
| Alvaria                                | Abry Partners                | Buyout        | May-21                | 17.0       | -                 | 17.0             | 17.0                     | 1.0x              | 0.0%       |
| Mavis                                  | TSG Consumer Partners        | Buyout        | May-21                | 58.2       | -                 | 58.2             | 58.2                     | 1.0x              | -0.1%      |
| RealPage                               | Thoma Bravo                  | Buyout        | Apr-21                | 32.1       | -                 | 32.0             | 32.0                     | 1.0x              | -0.7%      |
| Bloomerang                             | JMI Equity                   | Growth Equity | Dec-20                | 8.5        | _                 | 11.8             | 11.8                     | 1.4x              | 92.3%      |
| DoubleVerify                           | Providence Equity Partners   | Growth Equity | Nov-20                | 8.5        | _                 | 20.9             | 20.9                     | 2.5x              | 367.9%     |
| Pathway Vet Alliance                   | TSG Consumer Partners        | Buyout        | Mar-20                | 34.0       | _                 | 74.9             | 74.9                     | 2.2x              | 88.3%      |
| DCM Services                           | NMS Capital                  | Buyout        | Feb-20                | 20.1       | 7.0               | 25.3             | 32.4                     | 1.6x              | 45.3%      |
| Howden Group                           | KPS Capital Partners         | Buyout        | Nov-19                | 30.0       | _                 | 56.4             | 56.4                     | 1.9x              | 49.0%      |
| IVC Group                              | EQT                          | Buyout        | Jul-19                | 22.6       | 21.8              | 87.0             | 108.8                    | 4.8x              | 126.9%     |
| PDFTron                                | Silversmith Capital Partners | Buyout        | May-19                | 22.0       | 82.1              | 53.1             | 135.2                    | 6.1x              | 144.4%     |
| Ellie Mae                              | Thoma Bravo                  | Buyout        | Apr-19                | 30.0       | 122.8             | -                | 122.8                    | 4.1x              | 167.7%     |
| Cast & Crew                            | EQT                          | Buyout        | Apr-19                | 6.2        | -                 | 9.4              | 9.4                      | 1.5x              | 21.5%      |
| Millennium Trust                       | Abry Partners                | Buyout        | Mar-19                | 49.0       | _                 | 76.6             | 76.6                     | 1.6x              | 22.0%      |
| SUSE                                   | EQT                          | Buyout        | Mar-19                | 16.3       | 3.8               | 48.7             | 52.5                     | 3.2x              | 71.9%      |
| Connectivity (fka "NCN")               | M/C Partners                 | Growth Equity | Feb-19                | 11.0       | _                 | 10.2             | 10.2                     | 0.9x              | -3.6%      |
| Dutch Bros.                            | TSG Consumer Partners        | Growth Equity | Nov-18                | 4.0        | 0.7               | 10.2             | 11.0                     | 2.7x              | 48.2%      |
| Power Stop                             | TSG Consumer Partners        | Buyout        | Oct-18                | 10.1       | 1.4               | 17.3             | 18.7                     | 1.9x              | 27.2%      |
| Asurion                                | Providence Equity Partners   | Buyout        | Aug-18                | 42.6       | 1.7               | 70.9             | 72.6                     | 1.7x              | 21.4%      |
| Absorb Holdings Corporation            | Silversmith Capital Partners | Growth Equity | Aug-17                | 26.5       | 127.4             | _                | 127.4                    | 4.8x              | 52.0%      |
| Omni Eye Services, Inc.                | NMS Capital                  | Buyout        | Jul-17                | 16.9       | 12.1              | 10.6             | 22.7                     | 1.3x              | 17.4%      |
| Duckhorn Wine Company                  | TSG Consumer Partners        | Buyout        | Feb-17                | 14.7       | 6.1               | 47.8             | 53.9                     | 3.7x              | 37.8%      |
| Compuware Corporation                  | Thoma Bravo                  | Buyout        | Dec-14                | 10.0       | 108.7             | -                | 108.7                    | 10.9x             | 53.2%      |
| Verafin Inc.                           | Spectrum Equity Investors    | Growth Equity | Jun-14                | 6.9        | 32.5              | _                | 32.5                     | 4.7x              | 34.2%      |
| Inmar                                  | Abry Partners                | Buyout        | Jan-14                | 21.0       | 67.3              | 26.6             | 93.9                     | 4.5x              | 45.4%      |
| Digital Insight, Inc.                  | Thoma Bravo                  | Buyout        | Jul-13                | 20.0       | 39.3              | _                | 39.3                     | 2.0x              | 285.6%     |
| Securus Technologies, Inc.             | Abry Partners                | Buyout        | Apr-13                | 18.1       | 58.6              | _                | 58.6                     | 3.2x              | 29.5%      |
| Planet Fitness Holdings, LLC           | TSG Consumer Partners        | Buyout        | Dec-12                | 24.0       | 183.2             | 18.3             | 201.6                    | 8.4x              | 86.6%      |
| Mosaic Energy Ltd.                     | NGP                          | Growth Equity | Nov-12                | 20.1       | 4.9               | -                | 4.9                      | 0.2x              | -27.2%     |
| Deltek, Inc.                           | Thoma Bravo                  | Buyout        | Oct-12                | 25.0       | 102.4             | _                | 102.4                    | 4.1x              | 56.2%      |
| Zayo Group, LLC                        | GTCR. M/C Partners           | Buyout        | Jun-12                | 5.0        | 20.5              | _                | 20.5                     | 4.1x              | 29.0%      |
| Blue Coat Systems, Inc.                | Thoma Bravo                  | Buyout        | Feb-12                | 20.0       | 64.8              | -                | 64.8                     | 3.2x              | 53.1%      |
| Studer Group, Inc.                     | JMI Equity                   | Buyout        | Sep-11                | 10.0       | 20.8              | -                | 20.8                     | 2.1x              | 25.1%      |
| GrubHub Seamless. Inc.                 | Lightspeed, Spectrum         | Late-Stage VC | Sep-11                | 9.0        | 39.8              | _                | 39.8                     | 4.4x              | 56.0%      |
| Barra Energia do Brasil Petróleo e Gás | First Reserve, Riverstone    | Growth Equity | Jun-11                | 11.6       | 1.9               | 1.5              | 3.3                      | 0.3x              | -16.5%     |
| Gruppo Coin S.p.A.                     | BC Partners                  | Buyout        | Jun-11                | 17.8       | 5.9               | -                | 5.9                      | 0.3x              | -15.0%     |
| SonicWALL, Inc.                        | Thoma Bravo                  | Buyout        | Jul-10                | 10.0       | 35.9              | _                | 35.9                     | 3.6x              | 97.9%      |
| Acteon Group Ltd.                      | First Reserve                | Buyout        | Jul-10                | 10.0       | 17.4              | _                | 17.4                     | 1.7x              | 26.9%      |
|  |                              | 24,040        |                       |            |                   |                  |                          |                   | 20.0 /0    |

1. Core Strategy includes all buyout, growth equity and late-stage venture capital co-investments since inception of the strategy in 2001. Discontinued Strategies represents all early-stage venture capital co-investments (5) and lead sponsored buyout investments (1) since the establishment of the aforementioned strategy.

2. The total value of unrealized investments was determined by the fund's general partner in accordance with the fund's valuation policies. Actual realized returns on unrealized investments will depend on a number of factors (including future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale) that may differ significantly from the assumptions used in determining the unrealized values. Accordingly, the actual realized returns on these unrealized investments may differ materially from the unrealized returns indicated herein.

3. MOIC represents multiple on invested capital, calculated by dividing the investment's cumulative distributions and unrealized value by the total invested capital. Accordingly, it is not reduced by fees incurred by the fund.

4. Gross IRR is net of the sponsor's fees, expenses and carried interest, but gross of the fees and other expenses of MFPEA. Performance information that is provided gross of fees does not reflect the deduction of advisory fees. Client returns will be reduced by such fees and other expenses that may be incurred in the management of the account. Advisory fees are described in Part 2A of Form ADV of MFPEA, Inc.

Unaudited returns as of 6/30/2021. Please see "Notes on Performance Data" section for net performance and an explanation of how Estimated Net performance is constructed and the disclosure page at the end of this presentation for additional important information. Past performance is not indicative of future results. Numbers may not add due to rounding.

### Notes on Performance Data Core Co-Investment Track Record as of 6/30/2021<sup>1</sup> (Continued)

| (\$ in millions)                         | Sponsor                           | Туре                  | Date of<br>Investment | Investment | Realized Proceeds | Unrealized Value | Total Value <sup>2</sup> | MOIC <sup>3</sup> | Gross IRR⁴ |
|--|-----------------------------------|-----------------------|-----------------------|------------|-------------------|------------------|--------------------------|-------------------|------------|
| Core Strategy                            |                                   |                       |                       |            |                   |                  |                          |                   |            |
| Torus Insurance Holdings Limited         | First Reserve, Corsair Capital    | Growth Equity         | Jun-10                | \$15.0     | \$8.4             | \$-              | \$8.4                    | 0.6x              | -11.4%     |
| 21st Century Oncology Holdings, Inc.     | Vestar Capital Partners           | Buyout                | Feb-08                | 14.0       | -                 | _                | _                        | 0.0x              | -100.0%    |
| Pivot3, Inc.                             | InterWest, Lightspeed             | Late-Stage VC         | Dec-07                | 18.1       | -                 | _                | -                        | 0.0x              | -78.0%     |
| PrivateBancorp, Inc.                     | GTCR                              | Growth Equity         | Dec-07                | 15.0       | 16.6              | -                | 16.6                     | 1.1x              | 1.5%       |
| VWR International                        | Madison Dearborn                  | Buyout                | Jun-07                | 15.1       | 33.9              | -                | 33.9                     | 2.2x              | 9.0%       |
| OpenPages, Inc.                          | Sigma Ventures                    | Late-Stage VC         | Jun-07                | 7.5        | 12.8              | _                | 12.8                     | 1.7x              | 16.5%      |
| Coradiant Inc.                           | Doll Capital Management           | Late-Stage VC         | May-07                | 8.0        | 16.0              | _                | 16.0                     | 2.0x              | 17.4%      |
| Modular Space Corporation                | Calera Capital                    | Buyout                | Mar-07                | 10.1       | 0.3               | _                | 0.3                      | 0.0x              | -28.2%     |
| Univision Communications, Inc.           | Madison Dearborn, Providence, TPG | Buyout                | Mar-07                | 1.2        | 0.2               | _                | 0.2                      | 0.1x              | -13.9%     |
| Vendavo, Inc.                            | Doll Capital Management           | Late-Stage VC         | Jul-05                | 8.2        | 15.4              | -                | 15.4                     | 1.9x              | 7.4%       |
| Neutral Tandem, Inc.                     | Doll Capital Management, NEA      | Late-Stage VC         | Nov-04                | 3.7        | 35.6              | -                | 35.6                     | 9.5x              | 78.0%      |
| GFA Brands, Inc.                         | TSG Consumer Partners             | Buyout                | Mar-04                | 5.0        | 34.3              | -                | 34.3                     | 6.9x              | 83.6%      |
| Ubiquity Brands Holdings, LLC            | Willis Stein                      | Buyout                | Feb-04                | 2.9        | -                 | -                | -                        | 0.0x              | -100.0%    |
| Westar Aerospace and Defense Group, Inc. | Edgewater                         | Growth Equity         | Dec-03                | 3.8        | 11.7              | -                | 11.7                     | 3.1x              | 293.4%     |
| Med-i-Bank, Inc.                         | Wind Point Partners               | Growth Equity         | May-03                | 3.5        | 16.1              | -                | 16.1                     | 4.5x              | 100.4%     |
| Springs Industries, Inc.                 | Heartland Industrial Partners     | Buyout                | Feb-03                | 3.0        | 5.5               | -                | 5.5                      | 1.9x              | 8.8%       |
| Springs Global Participacoes S.A.        | Heartland Industrial Partners     | Buyout                | Feb-03                | 2.8        | 0.7               | -                | 0.7                      | 0.3x              | -23.4%     |
| SmithBucklin Corporation                 | Svoboda Collins, LLC              | Buyout                | Aug-02                | 5.0        | 19.2              | -                | 19.2                     | 3.8x              | 74.1%      |
| TriMas Corporation                       | Heartland Industrial Partners     | Buyout                | Jul-02                | 3.5        | 3.7               | -                | 3.7                      | 1.1x              | 0.6%       |
| ATT Holding Co.                          | Wind Point Partners               | Buyout                | Feb-02                | 2.8        | 10.8              | -                | 10.8                     | 3.9x              | 78.5%      |
| Recourse Technologies, Inc.              | Doll Capital Management           | Late-Stage VC         | Jan-02                | 2.5        | 5.0               | -                | 5.0                      | 2.0x              | 158.4%     |
| Collins & Aikman Corporation             | Heartland Industrial Partners     | Buyout                | Dec-01                | 5.0        | -                 | -                | -                        | 0.0x              | -100.0%    |
| · · · · ·                                |                                   | Total Core S          | Strategy (Gross)      | \$903.7    | \$1,437.0         | \$813.9          | \$2,250.9                | 2.5x              | 30.7%      |
|  |                                   | Estir                 | mated Net (Core)      | \$831.2    | \$1,172.8         | \$755.7          | \$1,928.6                | 2.3x              | 24.7%      |
|  |                                   | Discon                | tinued Strategies     | \$61.2     | \$10.8            | \$-              | \$10.8                   | 0.2x              | -19.2%     |
|  |                                   |                       | nd Discontinued)      | \$964.9    | \$1,447.8         | \$813.9          | \$2,261.7                | 2.3x              | 24.3%      |
|  |                                   | Estimated Net (Core a | nd Discontinued)      | \$891.8    | \$1,179.5         | \$755.7          | \$1,935.3                | 2.2x              | 19.5%      |
| Discontinued Strategies                  |                                   |                       |                       |            |                   |                  |                          |                   |            |
| CENX, Inc.                               | Doll Capital Management           | Early-Stage VC        | Jul-10                | \$12.5     | \$7.4             | \$—              | \$7.4                    | 0.6x              | -8.3%      |
| Serious Energy, Inc.                     | NEA                               | Early-Stage VC        | Aug-09                | 15.0       | 1.3               | -                | 1.3                      | 0.1x              | -37.1%     |
| Tolerx, Inc.                             | HealthCare Ventures               | Early-Stage VC        | Aug-06                | 5.0        | 1.7               |                  | 1.7                      | 0.3x              | -17.6%     |
| Adam Aircraft Industries, Inc.           | Doll Capital Management           | Early-Stage VC        | Jun-06                | 14.5       | 0.1               | _                | 0.1                      | 0.0x              | -88.8%     |
| Antenna Software, Inc. (Dexterra, Inc.)  | Canaan Partners, NEA              | Early-Stage VC        | Jan-06                | 9.1        | 0.3               | _                | 0.3                      | 0.0x              | -46.3%     |
| Gustafson Holdings Corp.                 | Lead sponsored buyout             | Buyout                | Jan-05                | 5.1        | _                 | _                | _                        | 0.0x              | -100.0%    |
| 5 - 1                                    | . ,                               | Total Discontinued S  |                       | 61.2       | 10.8              | _                | 10.8                     | 0.2x              | -19.0%     |
|  |                                   |                       | et (Discontinued)     | \$60.6     | \$6.7             | \$-              | \$6.7                    | 0.1x              | -19.0%     |

1. Core Strategy includes all buyout, growth equity and late-stage venture capital co-investments since inception of the strategy in 2001. Discontinued Strategies represents all early-stage venture capital co-investments (5) and lead sponsored buyout investments (1) since the establishment of the aforementioned strategy.

2. The total value of unrealized investments was determined by the fund's general partner in accordance with the fund's valuation policies. Actual realized returns on unrealized investments will depend on a number of factors (including future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale) that may differ significantly from the assumptions used in determining the unrealized values. Accordingly, the actual realized returns on these unrealized investments may differ materially from the unrealized returns indicated herein.

3. MOIC represents multiple on invested capital, calculated by dividing the investment's cumulative distributions and unrealized value by the total invested capital. Accordingly, it is not reduced by fees incurred by the fund.

4. Gross IRR is net of the sponsor's fees, expenses and carried interest, but gross of the fees and other expenses of MFPEA. Performance information that is provided gross of fees does not reflect the deduction of advisory fees. Client returns will be reduced by such fees and other expenses that may be incurred in the management of the account. Advisory fees are described in Part 2A of Form ADV of MFPEA, Inc.

Unaudited returns as of 6/30/2021. Please see "Notes on Performance Data" section for net performance and an explanation of how Estimated Net performance is constructed and the disclosure page at the end of this presentation for additional important information. Past performance is not indicative of future results. Numbers may not add due to rounding.

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This presentation contains forward-looking statements that are based upon certain assumptions, including projections or other estimates of operational results and/or returns or performance of particular investments. Other events which were not taken into account may occur and may significantly affect the actual returns or performance of the Mesirow funds and/or any of the companies in which the funds have invested or may invest. Certain assumptions have been used to prepare draft numbers and, accordingly, actual results may differ, perhaps materially, from those presented herein. Any reference to performance information should be read in conjunction with the appropriate Offering Memorandum which contains important information concerning the latest audited and unaudited performance numbers, risk factors and other material aspects of the investment.

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ADVISORY SERVICES

GLOBAL INVESTMENT MANAGEMENT

| CAPITAL MARKETS & INVESTMENT BANKING



## MWRA RETIREMENT SYSTEM PRIVATE MARKET SEARCH REVIEW

NEPC PRIVATE MARKETS

**SEPTEMBER 2021** 

Sebastian Grzejka, CAIA, Principal, Senior Consultant

PROPRIETARY & CONFIDENTIAL

#### SUMMARY OF PRIVATE MARKETS SEARCH

#### Target fund strategy

- Growth Equity, Co-Investments, and/or Special Situations strategies
- Commitment of up to \$15 million dollars

#### Advertised requirements for the search:

- Candidates must have familiarity with and agree to comply (in writing) with Massachusetts G.L. Chapter 32 and Chapter 176 of the Acts of 2011. Additionally, candidates must have familiarity and agree to comply with the reporting and investment guidelines administered by PERAC. Please refer to the links provided below for further investment guideline information. <u>https://malegislature.gov/Laws/SessionLaws/Acts/2011/Chapter176</u> <u>https://malegislature.gov/Laws/GeneralLaws/Partl/TitlelV/Chapter32</u>
- Candidates must be registered with the Securities and Exchange Commission or with the Secretary
  of State where the firm is domiciled.
- Candidates must read and agree to the attached side letter pertaining to mandatory contractual language, based on the guidelines above.
- Preference will be given to candidates that have raised at least one prior fund for the proposed strategy, however, this is subject to the Boards discretion.
- The final close date of the proposed fund must be no earlier than September 30, 2021.
- It is preferred that the proposed fund is raising at least \$200 million, however, lower amounts may be considered at the Boards discretion.
- Candidates must complete the attached RFI, along with each appendix. Incomplete responses may be rejected.

#### • The search had a total of 16 respondents



### **PRIVATE EQUITY THOUGHTS & ACTIONS**

#### **Private Markets Thoughts**

- Fiscal and monetary stimulus staved off a more severe crisis, but some public and private companies are still experiencing impacted fundamentals
- Smaller companies in particular continue to experience more unevenness in the recovery; attractive opportunities exist for both equity and credit investors to shore up these businesses for recovery
- Venture capital remained especially resilient through the pandemic; buyout has rebounded for all but the most heavily impacted industries; high public markets comps are driving high valuations
- Deal activity and exits (particularly venture) held up more than expected in 2020 and pent up demand in 2021 is driving activity approaching pre-COVID levels
- While the pandemic has troughed EBITDA and will extend holds in more recent vintages, new capital deployed in recession-era vintages have historically generated higher alpha and illiquidity premia
- Fundraises for high quality managers remain very efficient

#### **Private Markets Actions**

- Maintain new commitments to capture higher illiquid returns; continue to back high performing managers but look for opportunities to access other top tier managers
- Consider severity of existing portfolio issues before committing to any manager's next fund
- Both private equity and private credit look more attractive relative to their historical levels; seek exposure to both but don't sacrifice longer term appreciation in favor of shorter term dislocation opportunities
- Seek managers with demonstrated industry expertise or other value-add capabilities to capture more consistent and reliable returns
- Build growth exposure in regions that have better managed the pandemic, as those economies have experienced less interruption



### **PRIVATE EQUITY SEARCH FINALISTS**

| Fund   | Target<br>Size<br>(M) | Amount<br>Raised (M) | Target<br>Final Close | Target<br>Net IRR | Strategy and Fees   | Side<br>Letter | Rating |
|--|-----------------------|----------------------|-----------------------|-------------------|---|----------------|--------|
| Constitution Ironsides Co-<br>Investment Fund VI | \$500                 | \$264                | 2/24/23<br>(latest)   |                   | <ul> <li>Co-Investment in mid-market North America<br/>(consumer, healthcare, industrials, business services)</li> <li>23-25%</li> <li>Fees: 1% on committed during investment period; 1%<br/>on invested post investment period</li> <li>Current MWRA manager</li> </ul> |                | A      |
| Hamilton Lane Equity<br>Opportunities Fund V     | \$2,500               | \$1,001              | Oct-22                | 20%               | Co-Investment, smid cap focus<br><u>Fees</u> : 1% of committed, on invested post-IP<br>Current MWRA manager   | Yes            | А      |
| HarbourVest<br>Co-Investment Fund VI             | \$3,500               | \$548                | 9/30/2022             | 15-18%            | Co-Investment<br>Fees: 1% for first 5 years, 20% annual decrease<br>thereafter (10bp discount on commitments before<br>8/3/21)<br>Current MWRA manager  | Yes            | HA     |
| Mesirow Private Equity Fund<br>VIII-B            | \$400                 | \$161                | 2022                  | 20-25%            | Co-Investment, mid-market buyout, growth, late-<br>stage venture<br><u>Fees</u> : average annual fee: 0.82%   | Yes            | HA     |
| PA Small Company Co-<br>investment Fund II       | \$150                 | \$66                 | Jul-22                | 20%               | Co-Investment, small company buyout, growth,<br>turnaround/distressed<br><u>Fees</u> : Years 1-3: 1% of committed capital, Years 4+:<br>1% of invested capital<br>Current MWRA manager  | Yes            | НА     |





### PERFORMANCE AND MANAGER PAGES

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## **PERFORMANCE RANKING IRR**

| Vintage / Firm | Constitution | Hamilton Lane | HarbourVest | Mesirow    | РА         | ThomsonOne<br>Median IRR* |
|----------------|--------------|---------------|-------------|------------|------------|---------------------------|
| 2004           |              |               | 11%         |            |            | 7.7%                      |
| 2005           |              | -1%           |             | -7%        |            | 8.0%                      |
| 2006           |              |               |             |            | 11%        | 7.0%                      |
| 2007           |              |               | 10%         |            |            | 9.0%                      |
| 2008           | 13%          | 14%           |             |            |            | 9.2%                      |
| 2009           |              |               |             | 26%        |            | 14.0%                     |
| 2010           |              |               |             |            | 5%         | 12.2%                     |
| 2011           | 20%          |               |             |            |            | 14.5%                     |
| 2012           | 22%          |               |             |            |            | 15.1%                     |
| 2013           |              |               | 19%         |            | 12%        | 14.8%                     |
| 2014           | 20%          | 17%           |             |            |            | 19.7%                     |
| 2015           |              |               |             |            | 23%        | 17.1%                     |
| 2016           | 20%          |               | 25%         |            | 24%        | 19.1%                     |
| 2017           |              |               |             | 40%        |            | 22.5%                     |
| Above Median   | 5 out of 5   | 1 out of 3    | 4 out of 4  | 1 out of 3 | 3 out of 5 |                           |

\*Red shaded cells indicate underperformance and green shaded cells indicate outperformance relative to the median benchmark return \*\*The benchmark used is the Cambridge Associates ThomsonOne Global Private Equity benchmark as of 12/31/2020



## **PERFORMANCE RANKING TVPI**

| Vintage / Firm | Constitution | Hamilton Lane | HarbourVest | Mesirow    | PA Capital | ThomsonOne<br>Median TVPI* |
|----------------|--------------|---------------|-------------|------------|------------|----------------------------|
| 2004           |              |               | 1.8x        |            |            | 1.51                       |
| 2005           |              | 0.9x          |             | 0.5x       |            | 1.47                       |
| 2006           |              |               |             |            | 1.8x       | 1.49                       |
| 2007           |              |               | 1.7x        |            |            | 1.57                       |
| 2008           | 1.9x         | 1.8x          |             |            |            | 1.57                       |
| 2009           |              |               |             | 2.8x       |            | 1.90                       |
| 2010           |              |               |             |            | 1.3x       | 1.85                       |
| 2011           | 1.6x         |               |             |            |            | 1.93                       |
| 2012           | 2.3x         |               |             |            |            | 1.88                       |
| 2013           |              |               | 2.0x        |            | 1.6x       | 1.76                       |
| 2014           | 1.9x         | 1.7x          |             |            |            | 1.91                       |
| 2015           |              |               |             |            | 1.7x       | 1.67                       |
| 2016           | 1.7x         |               | 1.9x        |            | 1.6x       | 1.55                       |
| 2017           |              |               |             | 1.9x       |            | 1.47                       |
| Above Median   | 4 out of 5   | 1 out of 3    | 4 out of 4  | 2 out of 3 | 3 out of 5 |                            |

\*Red shaded cells indicate underperformance and green shaded cells indicate outperformance relative to the median benchmark return \*\*The benchmark used is the Cambridge Associates ThomsonOne Global Private Equity benchmark as of 12/31/2020



## **PERFORMANCE RANKING DPI**

| Vintage / Firm | Constitution | Hamilton Lane | HarbourVest | Mesirow    | ΡΑ         | ThomsonOne<br>Median DPI* |
|----------------|--------------|---------------|-------------|------------|------------|---------------------------|
| 2003           |              |               |             |            |            | 1.54                      |
| 2004           |              |               | 1.8x        |            |            | 1.46                      |
| 2005           |              | 0.9x          |             | 0.5x       |            | 1.42                      |
| 2006           |              |               |             |            | 1.6x       | 1.36                      |
| 2007           |              |               | 1.7x        |            |            | 1.38                      |
| 2008           | 1.7x         | 1.6x          |             |            |            | 1.29                      |
| 2009           |              |               |             | 2.7x       |            | 1.36                      |
| 2010           |              |               |             |            | 1.0x       | 1.12                      |
| 2011           | 1.6x         |               |             |            |            | 1.05                      |
| 2012           | 1.7x         |               |             |            |            | 0.85                      |
| 2013           |              |               | 1.4x        |            | 1.1x       | 0.44                      |
| 2014           | 1.5x         | 0.6x          |             |            |            | 0.45                      |
| 2015           |              |               |             |            | 0.3x       | 0.19                      |
| 2016           | 0.9x         |               | 0.2x        |            | 0.4x       | 0.07                      |
| 2017           |              |               |             | 0.3x       |            | 0.01                      |
| Above Median   | 5 out of 5   | 2 out of 3    | 4 out of 4  | 2 out of 3 | 4 out of 5 |                           |

\*Red shaded cells indicate underperformance and green shaded cells indicate outperformance relative to the median benchmark return \*\*The benchmark used is the Cambridge Associates ThomsonOne Global Private Equity benchmark as of 12/31/2020



## FUND PROFILE: CONSTITUTION IRONSIDES VI

| C                              | General Fund Information   |                                 | Fund Strategy   | GP Fe                                 | es, Promote and Commitment  |  |
|--------------------------------|--|---------------------------------|---|---------------------------------------|---|--|
| Fund Name                      | Ironsides Co-Investment Fund VI, L.P. ("ICF VI")   | Fund Strategy                   | Co-investment   | Target Net<br>IRR                     | 23-25+%   |  |
| General Partner                | Ironsides VI GP, LLC   | Industry Focus                  | Diversified   | Target Net<br>Multiple                | 2.2-2.5x  |  |
| NEPC's Fund<br>Rating          | Not rated  | Geographic<br>Focus             | North America   | Management<br>Fees                    | 1.0% on committed capital during<br>commitment period, 1.0% on invested<br>capital thereafter |  |
| Main Address                   | Andover, MA  | Target Deal Size                | Investments \$10 to \$50 million  | Preferred                             | 8%  |  |
| Target Fund<br>Size / Hard Cap | \$500 million / none stated  | Target Number<br>of Investments | 25-30   | Return                                | 070   |  |
|                                | \$224 JUL  |                                 | Carried<br>Interest   | 15%                                   |   |  |
| Capital Raised                 | \$264 million  |                                 |   | principal place of busiliess in North |   |  |
| Expected Final<br>Close        | The final closing will be held no later than 24 months from the initial closing (2/4/21), unless extended by the General Partner with the consent of a majority of Limited Partners. |                                 |   |                                       | Distribution<br>Waterfall   | Realized deal basis carry of 15% with an 8% preferred return |
| Fund Structure                 | Delaware Limited Partnership   | Strategy<br>Description         | America. This portfolio is expected to be<br>diversified across managers, strategies  | watertali                             | 8% preferred return   |  |
| Investment<br>Period           | 3 years from the final close   |                                 | (buyout and growth), sectors and vintage<br>years. ICF VI's primary sector focus will<br>include, but is not limited to, the following: |                                       |   |  |
| Term of Entity                 | The later of 10 years after the final closing<br>or one year after the date by which all<br>assets have been liquidated.   |                                 | consumer, healthcare, and industrials and<br>business services.   | GP<br>Commitment                      | TBD – but at least 1%   |  |
| Minimum<br>Investment          | \$1 million (GP discretion)  |                                 |   | GP Contact                            | pmelanson@concp.com   |  |

#### Firm Track Record

| Firm Track Record                                 |              |                 |                   |                  |         |  |  |  |
|---|--------------|-----------------|-------------------|------------------|---------|--|--|--|
| Fund Name   | Vintage Year | Fund Size (\$M) | Net TVPI Multiple | Net DPI Multiple | Net IRR |  |  |  |
| USS-Constitution Co-Investment Fund I, L.P.       | 2008         | 300.0           | 1.9x              | 1.7x             | 13.3%   |  |  |  |
| Ironsides Co-Investment Investment Fund II, L.P.  | 2011         | 26.8            | 1.6x              | 1.6x             | 19.7%   |  |  |  |
| USS-Constitution Co-Investment Fund II, L.P.      | 2012         | 375.0           | 2.3x              | 1.7x             | 21.5%   |  |  |  |
| Ironsides Co-Investment Investment Fund III, L.P. | 2014         | 148.0           | 1.9x              | 1.5x             | 19.6%   |  |  |  |
| Ironsides Direct Investment Fund IV, L.P.         | 2016         | 211.0           | 1.7x              | 0.9×             | 20.1%   |  |  |  |
| Ironsides Direct Investment Fund V, L.P.          | 2018         | 572.9           | 1.6x              | 0.0x             | 36.6%   |  |  |  |



Note: Fund performance data as 12/31/2020, as provided by Constitution.

#### FUND PROFILE: HAMILTON LANE EQUITY OPPORTUNITIES FUND V, L.P

| C                       | eneral Fund Information   |  | Fund Strategy   | GP Fe   | ees, Promote and Commitment   |   |  |
|-------------------------|---|--|---|---|---|---|--|
| Fund Name               | Hamilton Lane Equity Opportunities Fund<br>V, L.P   | Fund Strategy  | Diversified Direct equity (CI) fund with a SMID focus   | Target Net<br>IRR   | 20%   |   |  |
| General Partner         | Hamilton Lane Equity Opportunities Fund   | Industry Focus   | Diversified   | Target Net<br>Multiple  | 2.0x  |   |  |
| NEPC's Fund<br>Rating   | V, G.P<br>Not rated   | Geographic<br>Focus  | Primarily North America   |   | Fee Structure 1 – Until the earlier of (i) the<br>termination of the Investment Period and<br>(ii) the commencement of investment |   |  |
| Main Address            | Several listed  | Target Deal Size   | Average investments of \$45-\$55 million  | Management<br>Fees  | activities by a Successor Fund, 1% per<br>annum of Commitments, and thereafter,<br>1% per annum of Net Invested Capital (as       |   |  |
| Target Fund             | \$2.5 billion / \$3.125 billion   | Target Number<br>of Investments 40-50  |   | rees  | defined below).   |   |  |
| Size / Hard Cap         | + 2   | Hamilton Lane has a opportunistic<br>investment strategy and seek generally to |   |   | Fee Structure 2 – 1% per annum of Net<br>Invested Capital.  |   |  |
| Capital Raised          | \$1.01 billion  | Strategy   |   | Strategybuild a diversified portfolio of equity co-<br>investments. Through this opportunistic<br>investment strategy, they have the ability<br>to invest in deals of all sizes, strategies<br>and geographies. Generally speaking, they<br>have not invested in real estate,<br>infrastructure, or venture capital | build a diversified portfolio of equity co-   | Preferred<br>Return                     | 8%   |
| Expected Final<br>Close | October 2022  |  |   |   | investment strategy, they have the ability to invest in deals of all sizes, strategies  | Carried<br>Interest                     | Fee structure 1: 10%<br>Fee structure 2: 12.5% |
| Fund Structure          | Delaware Limited Partnership  |  |   |   |   | Deal by deal basis with an 8% preferred |  |
| Investment<br>Period    | Five years from the Final Subscription Date   | Description  | investments within co-investment funds.<br>The return profile of these investments –  | Distribution<br>Waterfall   | return. Carried interest varies by fee structure :10% for Fee Structure 1 and   |   |  |
| Term of Entity          | 12 years after the Final Subscription Date;<br>subject to two consecutive one-year<br>periods at the General Partner's discretion | N N  | especially venture capital – are not in line<br>with the targets for the fund or are too<br>volatile for the portfolio. Co-investment |   | 12.5% for Fee Structure 2   |   |  |
| Minimum                 |   |  | program is more focused on buyout and SMID strategies.  | GP<br>Commitment  | 1% of Total Commitments   |   |  |
| Investment              | \$5 million (GP discretion)   |  |   | GP Contact  | tdarcy@hamiltonlane.com   |   |  |

#### **Firm Track Record**

| Firm Track Record                    |              |                 |                   |                  |         |  |  |  |
|--------------------------------------|--------------|-----------------|-------------------|------------------|---------|--|--|--|
| Fund Name                            | Vintage Year | Fund Size (\$M) | Net TVPI Multiple | Net DPI Multiple | Net IRR |  |  |  |
| Hamilton Lane Co-Investment Fund     | 2005         | 604.3           | 0.9x              | 0.9x             | (1.31%) |  |  |  |
| Hamilton Lane Co-Investment Fund II  | 2008         | 1,194.7         | 1.8x              | 1.6x             | 14.19%  |  |  |  |
| Hamilton Lane Co-Investment Fund III | 2014         | 1,242.6         | 1.7x              | 0.6x             | 16.77%  |  |  |  |
| Hamilton Lane Co-Investment Fund IV  | 2018         | 1,697.8         | 1.3x              | 0.1x             | 19.36%  |  |  |  |



Note: Fund performance data as 12/31/2020, as provided by Hamilton Lane.

#### FUND PROFILE: HARBOURVEST PARTNERS CO-INVESTMENT FUND VI L.P.

| C                              | General Fund Information  |   | Fund Strategy  | GP Fe  | es, Promote and Commitment  |   |
|--------------------------------|---|---|--|--|---|---|
| Fund Name                      | HarbourVest Partners Co-Investment Fund VI L.P.   | Fund Strategy   | Direct Co-investment   | Target Net<br>IRR  | 15% to 18%  |   |
| General Partner                | HarbourVest Partners LLC  | Industry Focus  | Diversified  | Target Net<br>Multiple   | 2.0 to 2.25x  |   |
| NEPC's Fund<br>Rating          | 1   | Geographic<br>Focus   | Primarily North America and Europe   | Management<br>Fees   | Base rate of 1% (see RFI for full detail)   |   |
| Main Address                   | Boston, MA  | Target Deal Size  | \$55-75 million per investment   | Preferred<br>Return  | 8%  |   |
| Target Fund<br>Size / Hard Cap | \$3.5 billion / \$4.5 billion   |   | 40-55 direct co-investments and 10-20 strategic primary commitments  | Carried<br>Interest  | 12.5%   |   |
| Capital Raised                 | \$458 million   |   |  |  | The General Partner will be allocated a   |   |
| Expected Final<br>Close        | On or before September 30, 2022   | The goal of the Fund is to construct a<br>global portfolio of direct co-investments in<br>management buyout, leveraged buyout,<br>recapitalization, growth equity, special<br>situations, and equity-oriented credit<br>Waterfall |  | global portfolio of direct co-investments in   |   | carried interest of 12.5% on all profits<br>generated by direct co-investments in |
| Fund Structure                 | Delaware Limited Partnership  |   | Distribution<br>Waterfall  | operating companies (after giving effect to<br>realized and unrealized gains and losses).<br>The General Partner will not be allocated a |   |   |
| Investment<br>Period           | 5 years. It is currently anticipated that the Fund will be substantially invested within the first 3 years. | Strategy<br>Description   | transactions. In addition, the Fund may<br>make strategic primary partnership<br>investments up to 5% of committed<br>capital. HCF VI expects to invest in | Wateriali  | carried interest with respect to primary<br>fund investments. European-style<br>waterfall. 8% limited partner preferred |   |
| Town of Fuelds                 | 10 years, with three one-year extensions at the option of the General Partner with the                      |   | companies that offer the potential for   |  | return with general partner catch up.   |   |
| Term of Entity                 | approval of a majority in interest of the Limited Partners.   |   | a portfolio diversified by lead manager,<br>industry, stage, and geography.  | GP<br>Commitment   | 1%  |   |
| Minimum<br>Investment          | \$5 million (GP discretion)   |   |  | GP Contact   | fpeters@harbourvest.com   |   |

#### **Firm Track Record**

|                        | Firm Track Record |                 |                   |                  |         |  |  |  |  |
|------------------------|-------------------|-----------------|-------------------|------------------|---------|--|--|--|--|
| Fund Name              | Vintage Year      | Fund Size (\$M) | Net TVPI Multiple | Net DPI Multiple | Net IRR |  |  |  |  |
| Co-Investment Fund I   | 2004              | 350.0           | 1.8x              | 1.8x             | 10.7%   |  |  |  |  |
| Co-Investment Fund II  | 2007              | 734.0           | 1.7x              | 1.7x             | 10.2%   |  |  |  |  |
| Co-Investment Fund III | 2013              | 1,010.1         | 2.0x              | 1.4x             | 18.8%   |  |  |  |  |
| Co-Investment Fund IV  | 2016              | 1,767.7         | 1.9x              | 0.2x             | 24.7%   |  |  |  |  |
| Co-Investment Fund V   | 2018              | 3,030.3         | 1.5x              | 0.0x             | 67.5%   |  |  |  |  |



Note: Fund performance data as 12/31/2020, as provided by HarbourVest.

#### FUND PROFILE: MESIROW FINANCIAL PRIVATE EQUITY FUND VIII-B, L.P.

| (                              | General Fund Information   |  | Fund Strategy  | GP Fe  | es, Promote and Commitment  |
|--------------------------------|--|--|--|--|---|
| Fund Name                      | Mesirow Financial Private Equity Fund VIII-<br>B, L.P.   | Fund Strategy  | Co-investments   | Target Net<br>IRR  | 20%-25%   |
| General Partner                | Mesirow Financial Private Equity VIII GP, L.P.   | Industry Focus   | Diversified  | Target Net<br>Multiple   | 2.2x-2.5x   |
| NEPC's Fund<br>Rating          | 1  | Geographic<br>Focus  | Primarily North America  | Management<br>Fees   | Average Annual Fee: 0.82% (See RFI for details)   |
| Main Address                   | Chicago, IL  | Target Deal Size   | Each investment commitment is expected to represent approximately 3%-7% of committed capital.  | Preferred<br>Return  | 7%  |
| Target Fund<br>Size / Hard Cap | \$400 million / none stated  | Target Number of Investments   | 20-30  | Carried<br>Interest  | 10%, increasing to 15% after achieving a 2.0x gross multiple of investment capital  |
| Capital Raised                 | \$160.5 million  | The fund is expected to be comprised of 20<br>to 30 high quality company investments<br>exclusively sourced through relationships<br>with top-performing managers. The |  | on the co-investment portfolio   |   |
| Expected Final<br>Close        | Into 2022  |  |  | exclusively sourced through relationships<br>with top-performing managers. The |   |
| Fund Structure                 | Delaware Limited Partnership   |  | portfolio construction process is a<br>bottom-up process with the key objective<br>of selecting the best available investment  | Distribution   | European style waterfall with 7% preferred<br>return. 10% carried interest increasing to<br>15% after achieving a 2.0x gross multiple |
| Investment<br>Period           | Five years from the final closing date.  | Strategy<br>Description  | opportunities for inclusion in the portfolio.<br>Mesirow Private Equity believes that its  | Waterfall  | of investment capital on the co-investment<br>portfolio   |
| Term of Entity                 | The term of the fund shall continue until<br>the tenth anniversary of the<br>commencement date. The fund |  | network of highly sought-after<br>general partner relationships affords the<br>fund a large set of attractive co-investment<br>opportunities. The fund is expected to be |  |   |
|                                | may be extended for up to three additional one-year periods.   |  | invested primarily in opportunities within<br>middle-market buyout and growth equity   | GP<br>Commitment   | 1%  |
| Minimum<br>Investment          | \$5 million (GP discretion)  |  | strategies as well as select late-stage<br>venture capital strategies  | GP Contact   | chaynes@mesirowfinancial.com  |

#### **Firm Track Record**

| Firm Track Record   |  |       |      |      |        |  |  |  |  |
|---|--|-------|------|------|--------|--|--|--|--|
| Fund Name         Vintage Year         Fund Size (\$M)         Net TVPI Multiple         Net DPI Multiple         Net IRR |  |       |      |      |        |  |  |  |  |
| Mesirow Capital Partners VIII, L.P.   | 2001   | 59.8  | 2.0x | 2.0x | 22.3%  |  |  |  |  |
| Mesirow Financial Capital Partners IX, L.P.   | 2005   | 144.0 | 0.5× | 0.5× | (7.3%) |  |  |  |  |
| Mesirow Financial Capital Partners X, L.P.  | 2009   | 238.0 | 2.8x | 2.7× | 25.9%  |  |  |  |  |
| Mesirow Financial Private Equity Fund VII-B, L.P.   | Mesirow Financial Private Equity Fund VII-B, L.P. 2017 400.0 1.9x 0.3x 39.5% |       |      |      |        |  |  |  |  |



Note: Fund performance data as 12/31/2020, as provided by Mesirow.

#### FUND PROFILE: PA SMALL COMPANY COINVESTMENT FUND II, LP

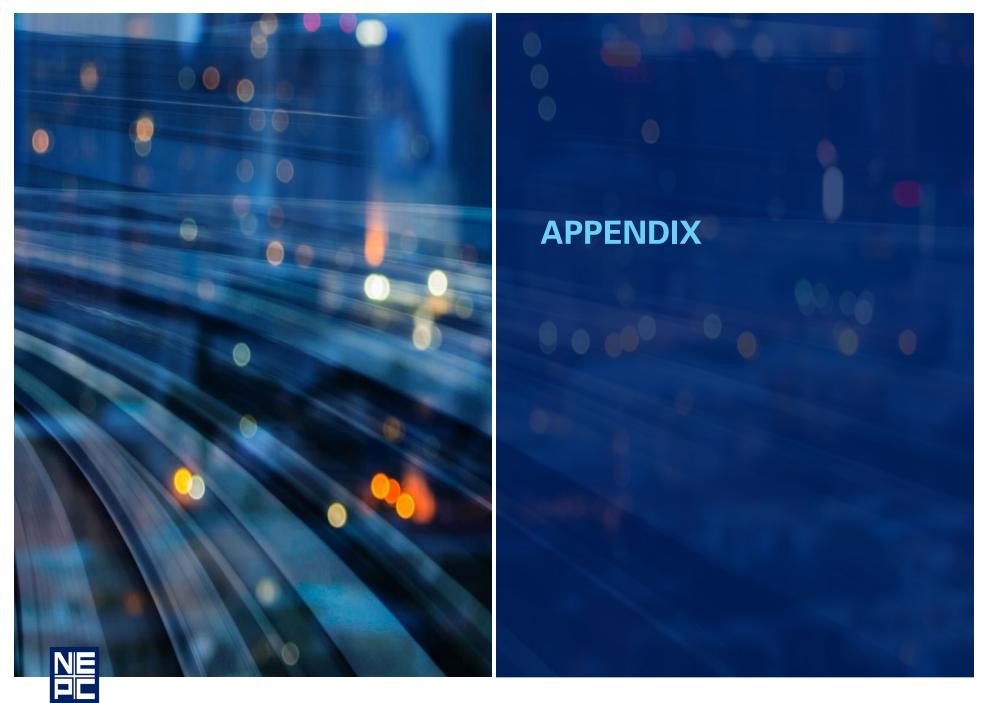
| C  | eneral Fund Information  |                                 | Fund Strategy   | GP Fe                     | es, Promote and Commitment  |
|--|--|---------------------------------|---|---------------------------|---|
| Fund Name  | PA Small Company Coinvestment Fund II,<br>LP   | Fund Strategy                   | Co-investment: Small Company Buyout,<br>Growth, Turnaround / Distressed Private<br>Equity   | Target Net<br>IRR         | 20%+  |
| General Partner  | PASCCIF II GP, LLC   | Industry Focus                  |   | Target Net<br>Multiple    | 2.0x+   |
| NEPC's Fund<br>Rating  | 1  | Geographic<br>Focus             | North America   | Management<br>Fees        | Years 1 – 3: 1.0% of committed capital;<br>Years 4+: 1.0% of net invested capital |
| Main Address   | Richmond, VA   | Target Deal Size                | \$2-15 million  | Preferred<br>Return       | 8%  |
| Target Fund  | \$150 million / TBD  | Target Number<br>of Investments | 25-30   | Carried<br>Interest       | 10%   |
| Size / Hard Cap<br>Capital Raised<br>Expected Final<br>Close<br>Fund Structure<br>Investment<br>Period | <ul> <li>\$65.6 million</li> <li>18 months after first external close (July 2022)</li> <li>Delaware Limited Partnership</li> <li>Three years from the date of the final closing of the Partnership.</li> </ul> | Strategy<br>Description         | The Fund's investment objective is to<br>deliver superior private equity returns by<br>investing in a diversified portfolio of co-<br>investment opportunities sourced from a<br>variety of sponsors in the Low Mid Market.<br>The Fund will have a focus on the Small<br>Company market consistent with PA's<br>longstanding expertise in this space. The<br>Fund will consider buyout, growth equity,<br>and distressed/turnaround transactions | Distribution<br>Waterfall | Deal-by-deal with 8% preferred return and 10% carried interest                    |
| Term of Entity   | Ten years after final close with two one-<br>year extensions at GP's sole discretion.  |                                 | where the Investment Team has high<br>conviction in the sponsor, the<br>management team, and its own  | GP<br>Commitment          | At least 1%   |
| Minimum<br>Investment  | \$1 million  |                                 | underwriting of the potential investment.   | GP Contact                | cstringer@pacapital.com   |

#### **Firm Track Record**

| Firm Track Record                                    |              |                 |                   |                  |         |  |  |  |  |  |
|--|--------------|-----------------|-------------------|------------------|---------|--|--|--|--|--|
| Fund Name  | Vintage Year | Fund Size (\$M) | Net TVPI Multiple | Net DPI Multiple | Net IRR |  |  |  |  |  |
| Private Advisors Coinvestment Fund, LP               | 2006         | 50.0            | 1.8x              | 1.6x             | 11.1%   |  |  |  |  |  |
| Private Advisors Coinvestment Fund II, LP            | 2010         | 70.0            | 1.3x              | 1.0x             | 5.0%    |  |  |  |  |  |
| Private Advisors Coinvestment Fund III, LP           | 2013         | 120.8           | 1.6x              | 1.1x             | 11.9%   |  |  |  |  |  |
| Private Advisors Coinvestment Fund IV, LP            | 2015         | 56.4            | 1.7x              | 0.3x             | 23.4%   |  |  |  |  |  |
| Private Advisors Small Company Coinvestment Fund, LP | 2016         | 97.2            | 1.6x              | 0.4x             | 24.0%   |  |  |  |  |  |



Note: Fund performance data as 12/31/2020, as provided by PA.



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### **PRIVATE EQUITY SEARCH RESPONDENTS**

| Fund   | Target<br>Size (M) | Amount<br>Raised (M) | Target<br>Final Close | Target<br>Net IRR | Strategy and Fees  | Side<br>Letter          | Rating |
|--|--------------------|----------------------|-----------------------|-------------------|--|-------------------------|--------|
| Adams Street Co-Investment<br>Fund V         | \$1,000            | \$148                | Q2 2022               | 15-20%            | Investment in buyout & growth equity<br>25: 1.0% on invested; 10% decline/yr. beginning year 5   | Yes                     | HA     |
| Capital Dynamics Mid-Market<br>Direct V      | \$500              | \$300                | Q1 2022               | 17%               | Investment mid-market deals in buyout, growth equity special sits in US and Europe; Mixed historical formance <u>ss</u> : During IP 1% on committed, Post IP: based on total quisition costs reduced by realizations and write-offs      | Requires<br>Negotiation | NA     |
| Carlyle CP Growth                            | \$2,000            | \$0                  | Q1/2 2022             | 25%<br>(gross)    | owth equity focused fund; First dedicated fund<br>es: 1.7% during IP; Post IP: 0.25% decrease every 2 years  | Pending<br>Negotiation  | NA     |
| EQT Partners Growth                          | EUR 2,000          | EUR 0                | Q3/4 2022             | 25-30%<br>(gross) | owth strategy; European focused fund<br><u>es:</u> 1.90% of total commitments during IP; annual Priority<br>ofit Share equal to 0.95% for each six-month period of<br>mmitted equity post-IP   | Did Not<br>Confirm      | NA     |
| Flexstone Partners GO IV                     | \$900<br>(EUR 750) | \$322<br>(EUR 269)   | Nov. 2021             | 18-23%            | yout strategy; developed markets and Asia focused<br><u>ss</u> : During IP: 1.0% to 1.25% on committed, depending<br>size of commitment; Post IP: 1.0% to 1.25% on invested  | Yes                     | NA     |
| Kayne Partners Fund V                        | \$500              | \$191                | Q1 2022               | 20%               | owth equity low/mid-market software and tech<br>mpanies in N. America; Recent CEO change<br>25: 2% on committed for commitments <\$10M (1.75% for<br>)-25M), Post IP: 1.5% on lesser of total cost or market<br>ue<br>rrent MWRA manager | Yes                     | A      |
| LGT Crown Co-Investment<br>Opportunities III | \$1,500            | \$888                | Q4 2021               | 14-17%            | Investment, opportunistic, European focus<br>25: Yr. 1: 0.75% on subscribed, Yr. 2: 1%, Yrs. 3-7: 1.25%,<br>ar 8+: 1.25% of remaining cost   | Requires<br>Negotiation | A      |
| Nile Capital Group Fund II                   | \$300              | \$105                | Q1 2022               | 24-31%            | owth equity stakes in diverse asset management firms;<br>ancial services focus<br>as: 2% on committed during investment period; 2% on<br>ested post-IP   | Yes                     | A      |



### **PRIVATE EQUITY SEARCH RESPONDENTS**

| Fund                                   | Target<br>Size<br>(M) | Amount<br>Raised (M) | Target<br>Final Close  | Target<br>Net IRR |   | Strategy and Fees  | Side<br>Letter         | Rating |
|--|-----------------------|----------------------|--|-------------------|---|--|------------------------|--------|
| NMS Fund IV                            | \$600                 | \$455                | Q4 2021  | 25%<br>(gross)    | • | Buyout strategy; lower middle market company focus<br>Fees: 2% on committed during investment period; 2% on<br>invested post-IP  | Pending<br>Negotiation | NA     |
| Oaktree Special Situations<br>Fund III | \$2,500 –<br>3,000    | \$0                  | 15 mo. after<br>1 <sup>st</sup> close*<br>(expected in<br>Q4 2021) | 17-23%            | • | Special Situations, mid-market companies facing distress, dislocation or dysfunction; Final close expected to be 2023 <u>Fees</u> : 1.6% (initial close discount: 1.44%) | Yes                    | NA     |
| Pantheon Global Co-<br>Investments V   | \$1,500               | \$630                | Nov-21<br>(Can extend<br>to Q1 2022)                               | 18%               | • | Co-Investment, global investments<br><u>Fees</u> : Yr. 1-5: 1%, Yr. 6+: 90% of prior year's fee.   | Pending<br>Negotiation | A      |



## **ALTERNATIVE INVESTMENT DISCLOSURES**

It is important that investors understand the following characteristics of non-traditional investment strategies including hedge funds and private equity:

- A. Performance can be volatile and investors could lose all or a substantial portion of their investment
- B. Leverage and other speculative practices may increase the risk of loss
- C. Past performance may be revised due to the revaluation of investments
- D. These investments can be illiquid, and investors may be subject to lock-ups or lengthy redemption terms
- E. A secondary market may not be available for all funds, and any sales that occur may take place at a discount to value
- F. These funds are not subject to the same regulatory requirements as registered investment vehicles
- G. Managers may not be required to provide periodic pricing or valuation information to investors
- H. These funds may have complex tax structures and delays in distributing important tax information
- I. These funds often charge high fees
- J. Investment agreements often give the manager authority to trade in securities, markets or currencies that are not within the manager's realm of expertise or contemplated investment strategy



## MONTHLY PERFORMANCE REPORT

MWRA EMPLOYEES' RETIREMENT SYSTEM

AUGUST 31, 2021



PROPRIETARY & CONFIDENTIAL

### **GOALS & OBJECTIVES**

#### **Investment Return Objective**

"Its primary goal is to provide promised benefits to participants and beneficiaries of the MWRA Employees' Retirement system. Plan assets should be equal to or greater than the present value of the projected benefit obligations ("fully funded"). When Plan assets are less than the present value of projected benefit obligations, a schedule will be established and a plan will be in place to meet a fully funded status. When achieving return objectives required to fully fund the system, the Board is intent on controlling risk. Consistency of returns and risk of loss are primary considerations. The Board has also determined that the annual performance of plan assets should not vary substantially from returns achieved by other public pension funds with similar goals and objectives."

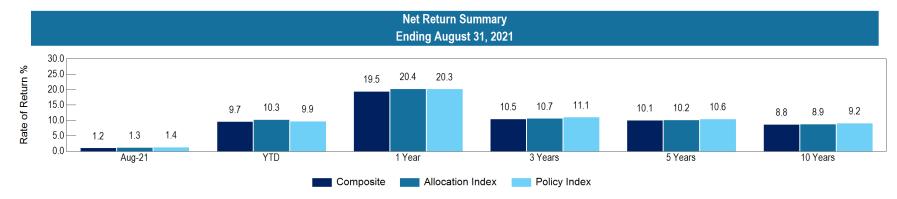
#### **Return Expectations**

The investment growth should be maintained in such a manner that the minimum nominal rate of return does not cause a negative real rate of return over a full market cycle:

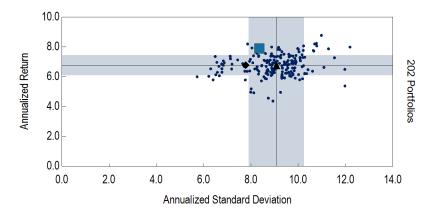
- <u>Time Horizon</u>: Return assumptions will be based on a ten year time horizon with a detailed review and analysis to be made at least annually to monitor allocations and assumptions. Should a manager deviate from proscribed mandate or expected risk and return profile by a consequential degree, that manager may be reevaluated at any time.
- <u>Liquidity Needs</u>: Presently contributions exceed plan withdrawals to provide benefits, payouts, and/or plan expenses. Portfolio liquidity will be managed based on the cash flow needs of the System.
- <u>Regulatory Considerations</u>: Assets of this Fund shall be invested in a manner consistent with the fiduciary standards established under Code of Massachusetts Regulations 840 ("840 CMR"). The Board shall also use as precedent the Employee Retirement Income Security Act (ERISA).



# MWRA Employees' Retirement System EXECUTIVE SUMMARY



20 Years Ending June 30, 2021



| St                                | atistics Summary |               |      |
|-----------------------------------|------------------|---------------|------|
|                                   | Anlzd Ret        | Anlzd Std Dev | Rank |
| Composite                         | 7.8%             | 8.3%          | 7    |
| Allocation Index                  | 6.7%             | 7.8%          | 71   |
| Policy Index                      | 7.0%             | 8.4%          | 54   |
| InvMetrics Public DB Gross Median | 7.0%             | 9.2%          |      |

20 years Risk/Return is as of 06/30/2021. Chart reflects universe data on quarter end months only. Returns for 20 years Risk/Return and Statistics Summary are gross of fees.

Since inception return is 8.8% gross of fees. Prior to 1999, performance history does not capture separate net and gross returns.



#### **Performance**

- The Composite returned 1.2% (net) for the month, trailing the Allocation Index (1.3%) and Policy Index (1.4%).
- In equities, the S&P 500 Index posted a 3.0% return marking the index's seventh straight monthly gain. Internationally, the MSCI EAFE and MSCI Emerging Markets indexes increased 1.8% and 2.6%, respectively. Emerging market equities experienced a particularly volatile month as Chinese regulatory actions incited a sell-off, though the index rebounded by month-end. The portfolio's Domestic Equity composite returned 2.0% (net) while Non-US Developed Equity and Emerging Markets Equity were up 2.5% and 2.1%, respectively.
- In fixed income, U.S. rates rose modestly with the 10- and 30-year yields adding six and four basis points, respectively. The Fixed Income composite was flat for the month with a return of 0.0% (net), while the BC Agg fell 0.2% and the BC US HY returned 0.5%.
- This brings the total plan return for the trailing one-year period to 19.5% (net), while the Allocation and Policy Index returned 20.4% (net) and 20.3% (net), respectively.

# MWRA Employees' Retirement System TOTAL FUND PERFORMANCE DETAIL (NET)

|   | Market Value<br>(\$) | % of<br>Portfolio | Policy % | 1 Mo<br>(%) | YTD<br>(%) | 1 Yr<br>(%) | 3 Yrs<br>(%) | 5 Yrs<br>(%) | 10 Yrs<br>(%) | Inception<br>(%) | Inception<br>Date |
|---|----------------------|-------------------|----------|-------------|------------|-------------|--------------|--------------|---------------|------------------|-------------------|
| Composite   | 713,050,756          | 100.0             | 100.0    | 1.2         | 9.7        | 19.5        | 10.5         | 10.1         | 8.8           | 7.2              | Jan-86            |
| Allocation Index                                  |                      |                   |          | 1.3         | 10.3       | 20.4        | 10.7         | 10.2         | 8.9           |                  | Jan-86            |
| Policy Index                                      |                      |                   |          | 1.4         | 9.9        | 20.3        | 11.1         | 10.6         | 9.2           |                  | Jan-86            |
| Total Balanced                                    | 5,194,288            | 0.7               | 0.0      | 1.3         | 13.5       | 25.1        | 10.4         | 8.3          | 5.8           | 5.6              | Dec-10            |
| PRIT Core Fund                                    | 5,194,288            | 0.7               |          | 1.3         | 13.5       | 25.1        | 11.9         | 11.3         | 9.8           | 7.5              | Apr-99            |
| 60% S&P 500 / 40% Bloomberg Aggregate             |                      |                   |          | 1.7         | 12.2       | 17.9        | 13.3         | 12.1         | 11.2          | 6.9              | Apr-99            |
| Total Domestic Equity                             | 231,334,646          | 32.4              | 31.0     | 2.0         | 19.2       | 32.1        | 17.0         | 17.8         | 15.6          | 8.5              | May-99            |
| Russell 3000                                      |                      |                   |          | 2.9         | 20.4       | 33.0        | 17.9         | 18.0         | 16.2          | 8.0              | May-99            |
| Large Cap   | 180,032,351          | 25.2              | 24.0     | 2.4         | 19.8       | 28.7        | 18.9         | 18.6         | 16.0          | 15.3             | Dec-10            |
| Rhumbline Advisors S&P 500 Index Fund             | 71,955,241           | 10.1              | 10.0     | 3.0         | 21.5       | 31.1        | 18.0         | 17.9         | 16.2          | 9.7              | Apr-97            |
| S&P 500   |                      |                   |          | 3.0         | 21.6       | 31.2        | 18.1         | 18.0         | 16.3          | 9.6              | Apr-97            |
| Coho Relative Value Equity                        | 52,309,623           | 7.3               | 7.0      | 0.1         | 11.3       | 21.1        | 12.0         | 12.3         |               | 12.9             | Mar-16            |
| Russell 1000 Value                                |                      |                   |          | 2.0         | 20.3       | 36.4        | 11.5         | 11.7         | 13.0          | 13.6             | Mar-16            |
| Polen Focused Growth                              | 55,767,488           | 7.8               | 7.0      | 3.7         | 24.9       | 31.5        | 27.0         | 25.8         |               | 24.0             | Feb-16            |
| Russell 1000 Growth                               |                      |                   |          | 3.7         | 21.1       | 28.5        | 24.6         | 24.4         | 19.4          | 24.0             | Feb-16            |
| Small Cap   | 51,302,295           | 7.2               | 7.0      | 0.6         | 17.1       | 44.4        | 12.3         | 15.8         | 14.5          | 13.9             | Dec-10            |
| Boston Partners Small Cap Value                   | 25,596,518           | 3.6               | 3.5      | 1.4         | 24.9       | 56.0        | 9.7          | 11.2         | 12.3          | 11.0             | Feb-97            |
| Russell 2000 Value                                |                      |                   |          | 2.7         | 25.4       | 59.5        | 8.4          | 11.7         | 12.1          | 9.6              | Feb-97            |
| Loomis Sayles Small Cap Growth                    | 25,705,776           | 3.6               | 3.5      | -0.1        | 8.9        | 32.4        | 14.3         | 19.8         | 16.3          | 7.9              | Jan-97            |
| Russell 2000 Growth                               |                      |                   |          | 1.8         | 6.9        | 35.6        | 12.3         | 16.6         | 14.8          | 8.2              | Jan-97            |
| Total Non-US Equity                               | 139,962,554          | 19.6              | 19.0     | 2.5         | 7.1        | 23.4        | 9.7          | 10.4         | 6.6           | 5.2              | Mar-99            |
| International Equity                              | 120,183,208          | 16.9              | 12.0     | 2.5         | 8.4        | 25.4        | 11.4         | 11.5         | 7.6           | 5.1              | Sep-05            |
| SEG Baxter Street                                 | 44,420,616           | 6.2               | 5.0      | 1.8         | 8.4        | 21.1        | 13.3         | 13.0         |               | 13.0             | May-16            |
| MSCI ACWI ex USA                                  |                      |                   |          | 1.9         | 9.4        | 24.9        | 9.4          | 9.9          | 6.6           | 9.7              | May-16            |
| Schroder International Alpha Trust Class 1        | 54,064,745           | 7.6               | 4.0      | 2.7         | 11.6       | 28.9        | 14.7         | 13.5         |               | 9.0              | Mar-12            |
| MSCI ACWI ex USA                                  |                      |                   |          | 1.9         | 9.4        | 24.9        | 9.4          | 9.9          | 6.6           | 6.5              | Mar-12            |
| Baillie Gifford International Growth Fund Class K | 21,697,847           | 3.0               | 3.0      | 3.6         | 2.8        |             |              |              |               | 24.2             | Oct-20            |
| MSCI ACWI ex USA                                  |                      |                   |          | 1.9         | 9.4        | 24.9        | 9.4          | 9.9          | 6.6           | 28.0             | Oct-20            |

SEG Baxter Street is estimated as of 08/31/2021, and is subject to change once finalized.

Since inception return is 8.8% gross of fees. Prior to 1999, performance history does not capture separate net and gross returns.

In November 2019, Loomis sayles and Schroders transitioned from a mutual fund to a CIT structure. Performance prior to the transition to the CIT investment vehicle is linked to mutual fun performance history.



# MWRA EMPLOYEES' RETIREMENT SYSTEM TOTAL FUND PERFORMANCE DETAIL (NET)

|   | Market Value<br>(\$) | % of<br>Portfolio | Policy % | 1 Mo<br>(%) | YTD<br>(%) | 1 Yr<br>(%) | 3 Yrs<br>(%) | 5 Yrs<br>(%) | 10 Yrs<br>(%) | Inception<br>(%) | Inception<br>Date |
|---|----------------------|-------------------|----------|-------------|------------|-------------|--------------|--------------|---------------|------------------|-------------------|
| Emerging Markets Equity   | 19,779,346           | 2.8               | 7.0      | 2.1         |            |             |              |              |               | -1.1             | Mar-21            |
| MSCI Emerging Markets   |                      |                   |          | 2.6         | 2.8        | 21.1        | 9.9          | 10.4         | 4.9           | -1.0             | Mar-21            |
| Axiom Emerging Markets Trust Class 2                                | 19,779,346           | 2.8               | 7.0      | 2.1         |            |             |              |              |               | -1.1             | Mar-21            |
| MSCI Emerging Markets   |                      |                   |          | 2.6         | 2.8        | 21.1        | 9.9          | 10.4         | 4.9           | -1.0             | Mar-21            |
| Total Fixed Income  | 161,233,559          | 22.6              | 24.0     | 0.0         | 0.8        | 2.7         | 6.2          | 4.5          | 4.9           | 6.5              | Mar-99            |
| Garcia Hamilton Fixed Income Aggregate                              | 39,203,888           | 5.5               | 6.0      | -0.2        | -1.5       | -1.0        | 4.6          |              |               | 4.3              | Apr-18            |
| Bloomberg US Aggregate TR   |                      |                   |          | -0.2        | -0.7       | -0.1        | 5.4          | 3.1          | 3.2           | 4.9              | Apr-18            |
| Lord Abbett Core Fixed Income                                       | 26,610,824           | 3.7               | 4.0      | -0.2        | 0.0        | 1.2         | 5.7          |              |               | 5.2              | Apr-18            |
| Bloomberg US Aggregate TR   |                      |                   |          | -0.2        | -0.7       | -0.1        | 5.4          | 3.1          | 3.2           | 4.9              | Apr-18            |
| Rhumbline TIPS  | 30,118,856           | 4.2               | 4.0      | -0.2        | 4.2        | 5.6         | 7.3          | 4.6          |               | 4.8              | Jun-16            |
| Bloomberg US TIPS TR  |                      |                   |          | -0.2        | 4.3        | 5.6         | 7.3          | 4.6          | 3.2           | 4.9              | Jun-16            |
| Loomis Sayles Multisector Full Discretion Trust                     | 53,185,380           | 7.5               | 8.0      | 0.2         | 0.8        | 4.6         | 7.5          | 6.1          | 6.0           | 7.8              | Mar-99            |
| Bloomberg US Aggregate TR   |                      |                   |          | -0.2        | -0.7       | -0.1        | 5.4          | 3.1          | 3.2           | 4.8              | Mar-99            |
| Bloomberg US High Yield TR  |                      |                   |          | 0.5         | 4.5        | 10.1        | 7.1          | 6.7          | 7.1           | 6.9              | Mar-99            |
| Octagon Senior Secured Credit Cayman Fund Ltd Class L Acc, Series 1 | 12,059,259           | 1.7               | 2.0      | 0.4         | 2.9        | 6.8         |              |              |               | 4.3              | Aug-19            |
| Credit Suisse Leveraged Loan  |                      |                   |          | 0.5         | 4.0        | 8.5         | 4.1          | 4.7          | 5.0           | 4.1              | Aug-19            |
| Invesco Mortgage Recovery Loans Feeder Fund                         | 55,353               | 0.0               |          | 0.0         | 0.9        | -0.1        | 1.7          | 0.5          | 6.4           | 11.3             | Apr-10            |
| Bloomberg US Aggregate TR   |                      |                   |          | -0.2        | -0.7       | -0.1        | 5.4          | 3.1          | 3.2           | 3.7              | Apr-10            |
| Total Hedge Fund  | 42,578,395           | 6.0               | 6.0      | 0.6         | 6.1        | 13.4        | 5.9          | 5.3          | 4.5           | 3.7              | Oct-06            |
| PRIM Portfolio Completion Strategies                                | 15,200,707           | 2.1               |          | 0.7         | 8.4        | 15.1        | 4.6          | 5.4          | 5.0           | 4.1              | Oct-06            |
| Corbin Pinehurst Partners   | 13,887,340           | 1.9               |          | 0.5         | 7.6        | 17.9        |              |              |               | 10.1             | Nov-18            |
| HFRI Fund of Funds Composite Index                                  |                      |                   |          | 1.1         | 5.3        | 13.7        | 6.3          | 5.8          | 4.1           | 7.9              | Nov-18            |
| UBS Neutral Alpha Strategies  | 12,748,630           | 1.8               |          | 0.5         | 2.0        | 7.5         |              |              |               | 6.2              | Nov-18            |
| HFRI Fund of Funds Composite Index                                  |                      |                   |          | 1.1         | 5.3        | 13.7        | 6.3          | 5.8          | 4.1           | 7.9              | Nov-18            |
| Entrust Peru Wind Down  | 741,718              | 0.1               |          | -0.1        | -1.7       | 0.4         | -3.8         |              |               | -3.8             | Dec-17            |
| HFRI Fund of Funds Composite Index                                  |                      |                   |          | 1.1         | 5.3        | 13.7        | 6.3          | 5.8          | 4.1           | 5.6              | Dec-17            |
| Other   | 18,777,400           | 2.6               | 0.0      | 0.0         | 0.0        | 0.0         | 1.3          | 1.3          | 0.7           | 0.6              | Dec-10            |
| Cash Account  | 18,777,400           | 2.6               |          | 0.0         | 0.0        | 0.0         | 1.3          | 1.3          | 0.7           | 1.8              | Feb-00            |
| 91 Day T-Bills  |                      |                   |          | 0.0         | 0.0        | 0.0         | 1.1          | 1.1          | 0.6           | 1.5              | Feb-00            |

Importantly, all returns in this report, including those of the private real estate managers, are based on a time weighted return calculation and not based on IRRs, which can result in return differences. Corbin Pinehurst Partners, UBS Neutral Alpha Strategies, and Entrust Peru Wind Down are preliminary as of 08/31/2021 and are subject to change when finalized.



#### MWRA EMPLOYEES' RETIREMENT SYSTEM TOTAL FUND PERFORMANCE DETAIL (NET)

|  | Market Value<br>(\$) | % of<br>Portfolio | Policy % | 1 Mo<br>(%) | YTD<br>(%) | 1 Yr<br>(%) | 3 Yrs<br>(%) | 5 Yrs<br>(%) | 10 Yrs<br>(%) | Inception<br>(%) | Inception<br>Date |
|--|----------------------|-------------------|----------|-------------|------------|-------------|--------------|--------------|---------------|------------------|-------------------|
| Total Real Estate  | 51,301,558           | 7.2               | 10.0     | 0.0         | 5.8        | 8.5         | 6.4          | 7.4          | 10.3          | 7.7              | Apr-99            |
| NCREIF Property Index  |                      |                   |          | 0.0         | 5.4        | 7.4         | 5.5          | 6.1          | 8.8           | 8.5              | Apr-99            |
| Morgan Stanley Prime Property (\$2.8m commitment in '95)                   | 21,104,244           | 3.0               |          | 0.0         | 4.7        | 7.4         | 5.3          | 6.7          | 10.3          | 8.4              | Sep-95            |
| TA Realty Core Property Fund, LP (\$15m commitment in '19)                 | 21,507,111           | 3.0               |          | 0.0         | 7.7        | 12.4        |              |              |               | 7.8              | Jun-19            |
| Invesco Mortgage Recovery II (\$3M commitment in '15)                      | 757,068              | 0.1               |          | 0.0         | 7.2        | -47.6       | -13.7        | -2.9         |               | -1.8             | Oct-15            |
| Landmark VI (\$2m commitment in '11)                                       | 79,556               | 0.0               |          | 0.0         | -2.9       | -12.1       | -13.4        | -8.1         | 2.7           | 2.7              | Jul-11            |
| Landmark VIII (\$4m commitment in '17)                                     | 1,363,102            | 0.2               |          | 0.0         | 3.0        | 14.4        | 6.1          |              |               | 13.9             | Nov-17            |
| Courtland/Mesirow MFire (\$2m commitment in '11)                           | 619,337              | 0.1               |          | 0.0         | 0.8        | 0.7         | -3.8         | 1.2          |               | 2.2              | May-12            |
| Cerberus Institutional Real Estate Partners III (\$1.5m commitment in '12) | 570,376              | 0.1               |          | 0.0         | 4.1        | 14.6        | 10.3         | 8.1          |               | 12.1             | May-13            |
| TA Realty Fund X LP (\$3.5m commitment in '12)                             | 243,320              | 0.0               |          | 0.0         | 1.7        | -0.2        | 5.9          | 6.6          |               | 8.4              | May-13            |
| TerraCap Partners III, LP (\$2.6m commitment in '15)                       | 1,577,007            | 0.2               |          | 0.0         | 1.0        | 4.0         | 6.8          | 11.2         |               | 9.8              | Jul-15            |
| TerraCap Partners IV, LP (\$4m commitment in '17)                          | 3,442,607            | 0.5               |          | 0.0         | 5.3        | 10.8        | 10.8         |              |               | 9.7              | Nov-17            |
| Cerberus Institutional Real Estate Partners III AIV, S.C.A. SICAV-RAIF     | 37,830               | 0.0               |          | 0.0         |            |             |              |              |               | -2.1             | Mar-21            |
| Total Private Equity   | 62,668,356           | 8.8               | 10.0     | 0.0         | 18.6       | 42.4        | 14.8         | 14.1         | 12.6          | 10.1             | Apr-99            |
| C A US All PE  |                      |                   |          | 0.0         | 9.4        | 34.7        | 15.5         | 16.3         | 13.8          | 12.9             | Apr-99            |
| NASDAQ W/O Income  |                      |                   |          | 4.0         | 18.4       | 29.6        | 23.5         | 24.0         | 19.5          | 8.5              | Apr-99            |
| PRIM Vintage Year 2008 (\$3m commitment in '08)                            | 974,484              | 0.1               |          | -0.3        | 14.4       | 48.3        | 13.8         | 18.7         | 18.6          | 9.3              | Jun-08            |
| PRIM Vintage Year 2009 (\$1m commitment in '09)                            | 152,665              | 0.0               |          | 0.0         | 36.5       | 139.2       | 44.8         | 33.6         | 25.4          | 14.6             | Nov-09            |
| PRIM Vintage Year 2010 (\$1m commitment in '10)                            | 675,893              | 0.1               |          | -0.3        | 50.7       | 107.9       | 31.5         | 27.0         | 20.1          | 13.5             | Jun-10            |
| PRIM Vintage Year 2011 (\$1.5m commitment in '11)                          | 931,755              | 0.1               |          | 2.2         | 55.8       | 83.3        | 29.5         | 26.1         | 12.7          | 8.7              | May-11            |
| PRIM Vintage Year 2012 (\$1m commitment in '12)                            | 837,753              | 0.1               |          | -0.1        | 30.8       | 74.1        | 29.1         | 25.5         |               | -8.6             | Jun-12            |
| PRIM Vintage Year 2014 (\$2m commitment in '14)                            | 2,177,608            | 0.3               |          | 0.0         | 23.5       | 57.4        | 27.0         | 25.1         |               | 6.7              | Jun-14            |
| PRIM Vintage Year 2017 (\$2m commitment in '17)                            | 1,944,561            | 0.3               |          | -0.2        | 26.8       | 61.0        | 20.9         |              |               | 14.6             | May-17            |
| PRIM Vintage Year 2020 (\$5m commitment in '20)                            | 1,262,729            | 0.2               |          | -0.4        | 19.4       | 39.5        |              |              |               | 19.4             | Mar-20            |
| PRIM Vintage Year 2021 (\$5m commitment in '21)                            | 599,430              | 0.1               |          | 0.0         | -2.5       |             |              |              |               | -2.5             | Dec-20            |
| Alcentra European DLF (\$5m commitment in '14)                             | 139,763              | 0.0               |          | 0.0         | 7.2        | 10.1        | -0.1         | 3.6          |               | 4.9              | Jan-15            |
| Ascent Fund IV (\$2m commitment in '04)                                    | 6,783                | 0.0               |          | 0.0         | -8.5       | -10.9       | -42.2        | -33.8        | -32.7         | -21.1            | Jul-04            |
| Ascent Fund IV-B (\$1m commitment in '16)                                  | 117,538              | 0.0               |          | 0.0         | -14.0      | -22.2       | -26.3        | -16.2        |               | -15.8            | Jul-16            |
| Ascent Fund V (\$2m commitment in '08)                                     | 1,995,137            | 0.3               |          | 0.0         | 19.0       | 25.3        | 1.5          | 1.8          | 7.0           | 5.5              | Oct-08            |
| Ascent VI (\$3m commitment in '15)   | 3,061,939            | 0.4               |          | 0.0         | 2.8        | 5.0         | -1.0         | 4.8          |               | 0.8              | Dec-15            |
| CVI Credit Value Fund IV A LP (\$6m commitment in '17)                     | 5,810,815            | 0.8               |          | 0.0         | 9.0        | 20.4        | 6.3          |              |               | 5.7              | Dec-17            |

Importantly, all returns in this report, including those of the private markets managers, are based on a time weighted return calculation and not based on IRRs, which can result in return differences.



#### MWRA EMPLOYEES' RETIREMENT SYSTEM TOTAL FUND PERFORMANCE DETAIL (NET)

|   | Market Value<br>(\$) | % of<br>Portfolio | Policy % | 1 Mo<br>(%) | YTD<br>(%) | 1 Yr<br>(%) | 3 Yrs<br>(%) | 5 Yrs<br>(%) | 10 Yrs<br>(%) | Inception<br>(%) | Inception<br>Date |
|---|----------------------|-------------------|----------|-------------|------------|-------------|--------------|--------------|---------------|------------------|-------------------|
| Invesco Fund IV (\$3m commitment in '03)                                  | 174                  | 0.0               |          | 0.0         | 0.0        | -13.1       | -21.7        | -11.2        | -0.7          |                  | Feb-04            |
| Invesco Fund VI (\$5m commitment in '13)                                  | 3,049,091            | 0.4               |          | 0.0         | 33.1       | 90.1        | 31.1         | 25.4         |               | 20.5             | Jul-13            |
| Kayne Energy Fund VII (\$5m commitment in '15)                            | 1,839,625            | 0.3               |          | 0.0         | 48.2       | 30.4        | -36.6        | -13.2        |               | -12.1            | Jan-16            |
| Foundry 2007 (\$3m commitment in '07)                                     | 500,263              | 0.1               |          | 0.0         | 55.9       | 151.0       | 2.1          | 2.1          | 8.8           | 21.7             | Dec-07            |
| Foundry 2010 (\$3m commitment in '10)                                     | 4,371,695            | 0.6               |          | 0.0         | 17.3       | 53.0        | 16.8         | 13.7         | 13.1          | 11.1             | Jan-11            |
| Foundry 2010 Annex (\$0.4m commitment in '15)                             | 396,262              | 0.1               |          | 0.0         | -0.1       | 129.5       | 44.1         | 35.4         |               | 28.0             | Sep-15            |
| Pinebridge PEP V (\$6m commitment in '07)                                 | 865,936              | 0.1               |          | 0.0         | 1.4        | 21.9        | 7.4          | 5.4          | 9.1           |                  | Mar-08            |
| Landmark XV (\$3m commitment in '13)                                      | 1,447,588            | 0.2               |          | 0.0         | 4.9        | 48.5        | 11.8         | 14.0         |               | 14.0             | Nov-13            |
| JFL Equity Investors IV, L.P. (\$6m commitment in '16)                    | 8,588,018            | 1.2               |          | 0.0         | 38.0       | 74.0        | 53.0         |              |               | 42.3             | Jan-17            |
| Private Advisors Small Co. Coinvestment Fund, LP (\$4m commitment in '17) | 4,854,701            | 0.7               |          | 0.0         | 10.5       | 31.9        | 28.3         |              |               | 20.6             | Feb-17            |
| Park Square Credit Opportunities III (\$3m commitment in '17)             | 2,617,632            | 0.4               |          | 0.0         | 4.0        | 8.6         | 9.3          |              |               | 6.8              | Feb-18            |
| Ironsides Constitution Opportunities (\$3m commitment in '18)             | 2,424,874            | 0.3               |          | 0.0         | 7.4        | 19.6        |              |              |               | 13.0             | Oct-18            |
| HarbourVest Dover Street X (\$9m commitment in '20)                       | 2,983,247            | 0.4               |          | 0.0         | 6.8        | 26.2        |              |              |               | 84.2             | Jun-20            |
| Hamilton Lane Secondary Fund V LP (\$9m commitment in '20)                | 4,059,771            | 0.6               |          | 0.0         | 9.4        | 41.1        |              |              |               | 34.3             | Jul-20            |
| JFL Equity Investors V, L.P. (\$8m commitment in '20)                     | 3,980,624            | 0.6               |          | 0.0         | -3.9       | -13.7       |              |              |               | -13.7            | Sep-20            |
| Private Equity Benchmark (1 Qtr. Lag)                                     |                      |                   |          | 0.0         | 22.0       | 47.4        | 17.6         | 17.2         | 14.3          | 47.4             | Sep-20            |

Importantly, all returns in this report, including those of the private markets managers, are based on a time weighted return calculation and not based on IRRs, which can result in return differences.



# MWRA Employees' Retirement System ESTIMATED FEE SCHEDULE

| Account   | Fee Schedule  | Market Value<br>As of 8/31/2021 | % of Portfolio | Estimated Annual<br>Fee (\$) | Estimated Annual<br>Fee (%) |
|---|---|---------------------------------|----------------|------------------------------|-----------------------------|
| PRIT Core Fund  | 0.49% of Assets   | \$5,194,288                     | 0.7%           | \$25,452                     | 0.49%                       |
| Rhumbline Advisors S&P 500 Index Fund                         | 0.05% of Assets   | \$71,955,241                    | 10.1%          | \$35,978                     | 0.05%                       |
| Coho Relative Value Equity                                    | 0.50% of First 75.0 Mil,<br>0.40% of Next 75.0 Mil,<br>0.35% Thereafter | \$52,309,623                    | 7.3%           | \$261,548                    | 0.50%                       |
| Polen Focused Growth  | 0.65% of Assets   | \$55,767,488                    | 7.8%           | \$362,489                    | 0.65%                       |
| Boston Partners Small Cap Value                               | 1.00% of Assets   | \$25,596,518                    | 3.6%           | \$255,965                    | 1.00%                       |
| Loomis Sayles Small Cap Growth                                | 0.45% of Assets   | \$25,705,776                    | 3.6%           | \$115,676                    | 0.45%                       |
| SEG Baxter Street   | 1.00% of Assets   | \$44,420,616                    | 6.2%           | \$444,206                    | 1.00%                       |
| Schroder International Alpha Trust Class 1                    | 0.55% of Assets   | \$54,064,745                    | 7.6%           | \$297,356                    | 0.55%                       |
| Baillie Gifford International Growth Fund Class K             | 0.60% of Assets   | \$21,697,847                    | 3.0%           | \$130,187                    | 0.60%                       |
| Axiom Emerging Markets Trust Class 2                          | 0.73% of Assets   | \$19,779,346                    | 2.8%           | \$144,389                    | 0.73%                       |
| Garcia Hamilton Fixed Income Aggregate                        | 0.25% of First 25.0 Mil,<br>0.20% Thereafter                            | \$39,203,888                    | 5.5%           | \$90,908                     | 0.23%                       |
| Lord Abbett Core Fixed Income                                 | 0.19% of Assets   | \$26,610,824                    | 3.7%           | \$50,561                     | 0.19%                       |
| Rhumbline TIPS Pooled Index Fund                              | 0.04% of Assets   | \$30,118,856                    | 4.2%           | \$12,048                     | 0.04%                       |
| Loomis Sayles Multisector Full Discretion Trust               | 0.50% of First 20.0 Mil,<br>0.40% of Next 20.0 Mil,<br>0.30% Thereafter | \$53,185,380                    | 7.5%           | \$219,556                    | 0.41%                       |
| Octagon Senior Secured Credit Cayman Fund Ltd Class L Acc, Se | eries 0.40% of Assets   | \$12,059,259                    | 1.7%           | \$48,237                     | 0.40%                       |
| Invesco Mortgage Recovery Loans Feeder Fund                   | No Fee  | \$55,353                        | 0.0%           | -                            |                             |
| PRIM Portfolio Completion Strategies                          | No Fee  | \$15,200,707                    | 2.1%           | -                            |                             |
| Corbin Pinehurst Partners                                     | 0.85% of Assets   | \$13,887,340                    | 1.9%           | \$118,042                    | 0.85%                       |
| UBS Neutral Alpha Strategies                                  | 0.90% of Assets   | \$12,748,630                    | 1.8%           | \$114,738                    | 0.90%                       |
| Entrust Peru Wind Down  | 0.50% of Assets   | \$741,718                       | 0.1%           | \$3,709                      | 0.50%                       |
| Cash Account  | No Fee  | \$18,777,400                    | 2.6%           | -                            |                             |
| Morgan Stanley Prime Property (\$2.8m commitment in '95)      | No Fee  | \$21,104,244                    | 3.0%           | -                            |                             |
| TA Realty Core Property Fund, LP (\$15m commitment in '19)    | No Fee  | \$21,507,111                    | 3.0%           | -                            |                             |
| Invesco Mortgage Recovery II (\$3M commitment in '15)         | No Fee  | \$757,068                       | 0.1%           | -                            |                             |
| Landmark VI (\$2m commitment in '11)                          | No Fee  | \$79,556                        | 0.0%           | -                            |                             |



# MWRA Employees' Retirement System ESTIMATED FEE SCHEDULE

| Account  | Fee Schedule | Market Value<br>As of 8/31/2021 | % of Portfolio | Estimated Annual<br>Fee (\$) | Estimated Annual<br>Fee (%) |
|--|--------------|---------------------------------|----------------|------------------------------|-----------------------------|
| Landmark VIII (\$4m commitment in '17)                                     | No Fee       | \$1,363,102                     | 0.2%           |                              |                             |
| Courtland/Mesirow MFire (\$2m commitment in '11)                           | No Fee       | \$619,337                       | 0.1%           |                              |                             |
| Cerberus Institutional Real Estate Partners III (\$1.5m commitment in '12) | No Fee       | \$570,376                       | 0.1%           |                              | -                           |
| TA Realty Fund X LP (\$3.5m commitment in '12)                             | No Fee       | \$243,320                       | 0.0%           |                              |                             |
| TerraCap Partners III, LP (\$2.6m commitment in '15)                       | No Fee       | \$1,577,007                     | 0.2%           |                              |                             |
| TerraCap Partners IV, LP (\$4m commitment in '17)                          | No Fee       | \$3,442,607                     | 0.5%           |                              |                             |
| Cerberus Institutional Real Estate Partners III AIV, S.C.A. SICAV-RAIF     | No Fee       | \$37,830                        | 0.0%           |                              | -                           |
| PRIM Vintage Year 2008 (\$3m commitment in '08)                            | No Fee       | \$974,484                       | 0.1%           |                              |                             |
| PRIM Vintage Year 2009 (\$1m commitment in '09)                            | No Fee       | \$152,665                       | 0.0%           |                              |                             |
| PRIM Vintage Year 2010 (\$1m commitment in '10)                            | No Fee       | \$675,893                       | 0.1%           |                              |                             |
| PRIM Vintage Year 2011 (\$1.5m commitment in '11)                          | No Fee       | \$931,755                       | 0.1%           |                              |                             |
| PRIM Vintage Year 2012 (\$1m commitment in '12)                            | No Fee       | \$837,753                       | 0.1%           |                              |                             |
| PRIM Vintage Year 2014 (\$2m commitment in '14)                            | No Fee       | \$2,177,608                     | 0.3%           |                              |                             |
| PRIM Vintage Year 2017 (\$2m commitment in '17)                            | No Fee       | \$1,944,561                     | 0.3%           |                              |                             |
| PRIM Vintage Year 2020 (\$5m commitment in '20)                            | No Fee       | \$1,262,729                     | 0.2%           |                              |                             |
| PRIM Vintage Year 2021 (\$5m commitment in '21)                            | No Fee       | \$599,430                       | 0.1%           |                              |                             |
| Alcentra European DLF (\$5m commitment in '14)                             | No Fee       | \$139,763                       | 0.0%           |                              |                             |
| Ascent Fund IV (\$2m commitment in '04)                                    | No Fee       | \$6,783                         | 0.0%           |                              |                             |
| Ascent Fund IV-B (\$1m commitment in '16)                                  | No Fee       | \$117,538                       | 0.0%           |                              |                             |
| Ascent Fund V (\$2m commitment in '08)                                     | No Fee       | \$1,995,137                     | 0.3%           |                              |                             |
| Ascent VI (\$3m commitment in '15)   | No Fee       | \$3,061,939                     | 0.4%           |                              |                             |
| CVI Credit Value Fund IV A LP (\$6m commitment in '17)                     | No Fee       | \$5,810,815                     | 0.8%           |                              |                             |
| Invesco Partnership Fund IV (\$3m commitment in '03)                       | No Fee       | \$174                           | 0.0%           |                              | -                           |
| Invesco Fund VI (\$5m commitment in '13)                                   | No Fee       | \$3,049,091                     | 0.4%           |                              | -                           |
| Kayne Energy Fund VII (\$5m commitment in '15)                             | No Fee       | \$1,839,625                     | 0.3%           |                              | -                           |
| Foundry 2007 (\$3m commitment in '07)                                      | No Fee       | \$500,263                       | 0.1%           |                              | -                           |
| Foundry 2010 (\$3m commitment in '10)                                      | No Fee       | \$4,371,695                     | 0.6%           |                              |                             |
| Foundry 2010 Annex (\$0.4m commitment in '15)                              | No Fee       | \$396,262                       | 0.1%           |                              |                             |
| Pinebridge (AIG) PEP V Asia (\$6m commitment in '07)                       | No Fee       | \$55,816                        | 0.0%           | -                            |                             |



# MWRA Employees' Retirement System ESTIMATED FEE SCHEDULE

| Account  | Fee Schedule | Market Value<br>As of 8/31/2021 | % of Portfolio | Estimated Annual<br>Fee (\$) | Estimated Annual<br>Fee (%) |
|--|--------------|---------------------------------|----------------|------------------------------|-----------------------------|
| Pinebridge (AIG) PEP V Co-Investment (\$6m commitment in '07)                | No Fee       | \$69,013                        | 0.0%           |                              |                             |
| Pinebridge (AIG) PEP V Europe (\$6m commitment in '07)                       | No Fee       | \$23,520                        | 0.0%           |                              |                             |
| Pinebridge (AIG) PEP V Large Market US Buyout (\$6m commitment in '07)       | No Fee       | \$156,195                       | 0.0%           |                              |                             |
| Pinebridge (AIG) PEP V Preferred Participation Fund (\$6m commitment in '07) | No Fee       | \$316,971                       | 0.0%           |                              |                             |
| Pinebridge (AIG) PEP V Secondary (\$6m commitment in '07)                    | No Fee       | \$34,446                        | 0.0%           |                              |                             |
| Pinebridge (AIG) PEP V Small-Mid Market US Buyout (\$6m commitment in '07)   | No Fee       | \$106,197                       | 0.0%           | -                            | -                           |
| Pinebridge (AIG) PEP V US Venture (\$6m commitment in '07)                   | No Fee       | \$103,778                       | 0.0%           |                              |                             |
| Landmark XV (\$3m commitment in '13)   | No Fee       | \$1,447,588                     | 0.2%           |                              |                             |
| JFL Equity Investors IV, L.P. (\$6m commitment in '16)                       | No Fee       | \$8,588,018                     | 1.2%           |                              |                             |
| Private Advisors Small Co. Coinvestment Fund, LP (\$4m commitment in '17)    | No Fee       | \$4,854,701                     | 0.7%           |                              | -                           |
| Park Square Credit Opportunities III (\$3m commitment in '17)                | No Fee       | \$2,617,632                     | 0.4%           |                              |                             |
| Ironsides Constitution Opportunities (\$3m commitment in '18)                | No Fee       | \$2,424,874                     | 0.3%           |                              |                             |
| HarbourVest Dover Street X (\$9m commitment in '20)                          | No Fee       | \$2,983,247                     | 0.4%           |                              |                             |
| Hamilton Lane Secondary Fund V LP (\$9m commitment in '20)                   | No Fee       | \$4,059,771                     | 0.6%           |                              |                             |
| JFL Equity Investors V, L.P. (\$8m commitment in '20)                        | No Fee       | \$3,980,624                     | 0.6%           |                              |                             |
| Investment Management Fee  |              | \$713,050,756                   | 100.0%         | \$2,731,044                  | 0.38%                       |

Note:

Estimate fee for privates are ~\$1,556,212 annually, which brings the total expense ratio for privates to ~17 bps. This brings the total estimated expense ratio for MWRA to ~56 bps.



# MWRA EMPLOYEES' RETIREMENT SYSTEM NOTES

1 - Results for periods longer than one year are annualized.

- 2 Total Balances, Large Cap, Small Cap, and Other Composite performance starts 12/1/2010.
- 3 Preliminary Total Composite net of fee since inception return is 7.2% for the current month.
- 4 Preliminary Total Composite gross of fee since inception return is 8.8% for the current month.
- 5 Targets, Allocation Index, and Policy Index have been updated to reflect new allocation of 06/01/2020.

6 - Policy Index changed from Nasdaq to Cambridge All PE to reflect as of 5/1/2012.

7 - Policy Index Consists of: 24% S&P 500, 7% Russell 2000, 12% MSCI ACWI IMI, 7% MSCI Emerging Markets, 10% Bloomberg US Aggregate TR, 4% Bloomberg US TIPS TR, 10% Bloomberg US Universal TR, 10% NCREIF Property Index, 10% C|A US All PE, 6% HFRI Fund of Funds Composite Index.

8 - Allocation index consists of: Weighted index of underlying managers to their respective benchmark.



## **DISCLAIMERS & DISCLOSURES**

Past performance is no guarantee of future results.

Returns for pooled funds, e.g. mutual funds and collective investment trusts, are collected from third parties; they are not generally calculated by NEPC. Returns for separate accounts, with some exceptions, are calculated by NEPC. Returns are reported net of manager fees unless otherwise noted.

A "since inception" return, if reported, begins with the first full month after funding, although actual inception dates (e.g. the middle of a month) and the timing of cash flows are taken into account in Composite return calculations.

NEPC's preferred data source is the plan's custodian bank or record-keeper. If data cannot be obtained from one of the preferred data sources, data provided by investment managers may be used. Information on market indices and security characteristics is received from additional providers. While NEPC has exercised reasonable professional care in preparing this report, we cannot guarantee the accuracy of all source information contained within. In addition, some index returns displayed in this report or used in calculation of a policy index, allocation index or other custom benchmark may be preliminary and subject to change.

All investments carry some level of risk. Diversification and other asset allocation techniques are not guaranteed to ensure profit or protect against losses.

The opinions presented herein represent the good faith views of NEPC as of the date of this presentation and are subject to change at any time. Neither fund performance nor universe rankings contained in this report should be considered a recommendation by NEPC.

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Source of private fund performance benchmark data: Cambridge Associates, via Refinitiv



#### Asset Allocation Rebalance Summary September 23, 2021

|   | Market Value  | Weight<br>in Fund | Target Weight | Recommendation | New Market Value | New Weight |
|---|---------------|-------------------|---------------|----------------|------------------|------------|
| Composite                               | \$710,782,604 | 100.0%            | 100.0%        | \$22,000,000   | \$732,782,604    | 100.0%     |
|   |               |                   |               |                |                  |            |
| Total Balanced                          | \$5,194,288   | 0.7%              | 0.0%          | \$0            | \$5,194,288      | 0.7%       |
| PRIT Core Fund                          | \$5,194,288   | 0.7%              | 0.0%          | \$0            | \$5,194,288      | 0.7%       |
| Total Domestic Equity                   | \$228,211,482 | 32.1%             | 31.0%         | \$0            | \$228,211,482    | 31.1%      |
| Rhumbline Advisors S&P 500 Index Fund   | \$70,616,873  | 9.9%              | 10.0%         | \$0            | \$70,616,873     | 9.6%       |
| Coho Relative Value                     | \$51,576,109  | 7.3%              | 7.0%          | \$0            | \$51,576,109     | 7.0%       |
| Polen Focused Growth                    | \$55,207,954  | 7.8%              | 7.0%          | \$0            | \$55,207,954     | 7.5%       |
| Robeco Boston Partners Small Cap Value  | \$25,170,295  | 3.5%              | 3.5%          | \$0            | \$25,170,295     | 3.4%       |
| Loomis Sayles Small Cap Growth          | \$25,640,251  | 3.6%              | 3.5%          | \$0            | \$25,640,251     | 3.5%       |
| Total International Equity              | \$139,782,485 | 19.7%             | 19.0%         | \$25,000,000   | \$164,782,485    | 22.5%      |
| SEG - Baxter Street Fund                | \$44,420,616  | 6.2%              | 5.0%          | \$0            | \$44,420,616     | 6.1%       |
| Schroders International Alpha           | \$54,383,727  | 7.7%              | 4.0%          | \$0            | \$54,383,727     | 7.4%       |
| Baillie Gifford                         | \$21,198,796  | 3.0%              | 3.0%          | \$0            | \$21,198,796     | 2.9%       |
| Axiom Emerging Markets                  | \$19,779,346  | 2.8%              | 3.5%          | \$3,000,000    | \$22,779,346     | 3.1%       |
| ABS Emering Markets Strategic Portfolio | \$0           | 0.0%              | 3.5%          | \$22,000,000   | \$22,000,000     | 3.0%       |
| Total Equity                            | \$367,993,967 | 51.8%             | 50.0%         | \$25,000,000   | \$392,993,967    | 53.6%      |
| Total Fixed Income                      | \$166,936,090 | 23.5%             | 24.0%         | -\$3,000,000   | \$163,936,090    | 22.4%      |
| Garcia Hamilton                         | \$39,203,888  | 5.5%              | 6.0%          | \$0            | \$39,203,888     | 5.4%       |
| Lord Abbett                             | \$33,493,186  | 4.7%              | 4.0%          | \$5,000,000    | \$38,493,186     | 5.3%       |
| Loomis Sayles Multi Sector Bonds        | \$57,105,320  | 8.0%              | 8.0%          | \$0            | \$57,105,320     | 7.8%       |
| Rhumbline TIPS                          | \$23,019,084  | 3.2%              | 4.0%          | -\$8,000,000   | \$15,019,084     | 2.0%       |
| Octagon Senior Secured Loans            | \$14,059,259  | 2.0%              | 2.0%          | \$0            | \$14,059,259     | 1.9%       |
| Invesco Mortgage Recovery               | \$55,353      | 0.0%              | 0.0%          | \$0            | \$55,353         | 0.0%       |
| Total Hedge Fund                        | \$42,578,395  | 6.0%              | 6.0%          | \$0            | \$42,578,395     | 5.8%       |
| PRIM Absolute Return Fund               | \$15,200,707  | 2.1%              |               | \$0            | \$15,200,707     | 2.1%       |
| Corbin Pinehurst Partners               | \$13,887,340  | 2.0%              |               | \$0            | \$13,887,340     | 1.9%       |
| UBS Neutral Alpha Strategies            | \$12,748,630  | 1.8%              |               | \$0            | \$12,748,630     | 1.7%       |
| Entrust Peru Winddown                   | \$741,718     | 0.1%              |               | \$0            | \$741,718        | 0.1%       |
| Total Real Estate                       | \$51,301,558  | 7.2%              | 10.0%         | \$0            | \$51,301,558     | 7.0%       |
| TA Realty Core                          | \$21,104,244  | 3.0%              |               | \$0            | \$21,104,244     | 2.9%       |
| Morgan Stanley PPF                      | \$21,507,111  | 3.0%              |               | \$0            | \$21,507,111     | 2.9%       |
| Total Private Equity                    | \$62,668,356  | 8.8%              | 10.0%         | \$0            | \$62,668,356     | 8.6%       |
| Cash                                    | \$14,109,950  | 2.0%              | 0.0%          | \$0            | \$14,109,950     | 1.9%       |
| Peoples United Cash                     | \$14,109,950  | 2.0%              | 0.0%          | \$0            | \$14,109,950     | 1.9%       |

