

ABC Advisers RFP Excerpt

Private Equity Fund-of-Funds / SMA

Please touch on the following elements of the investment process and where you invest in one/all of the sub-asset classes (primary, secondary, co-investment, other) please address these individually. Note that not all questions are relevant for each class of investing.

1.9 What is the target gross/net return for the mandate?

Target returns vary by sub asset class but overall, for the Client mandate, and our proposed portfolio construction, we would target 2.5x gross MOIC and 20% gross IRR. Top tier venture will add meaningful alpha to a private equity program and will outperform other sub asset strategies over the long-term.

1.10 Please provide comments on the performance generated, i.e. over/under performance of your initial target returns.

ABC has one of the longest and most successful track records in the industry.

The ABC team has successfully managed customized solutions for over two decades, consistently and meaningfully outperforming both public and private equity benchmarks and its initial target returns. The ABC team has outperformed across all private equity sub asset strategies, including venture capital, growth equity, buyouts, and co-investments.

1.11 Please outline your investment strategy for this program and discuss how this has evolved over time.

ABC Advisers is a top tier manager with a proven track record. Leveraging its high-quality GP relationships and significant investment experience as an industry leader, ABC's objective will be to construct and manage a diversified, customized solution for Client.

ABC's venture strategy has been in place since 1992 with a focus on early stage, balanced and later stage venture managers. We included growth equity managers in our first two venture fund of funds ABC I and ABC II.

In 2014, with the launch of ABC III, we reduced the GP count from ~30 GPs to ~15 GPs as ABC moved toward a more concentrated portfolio. These changes have served ABC funds extremely well, with ABC III currently marked at a 7.6x gross MOIC as of 12/31/21. All ABC funds are top quartile ranked funds, including ABC I and ABC II which have both venture and growth equity exposure.