

### BOARD OFFSITE MATERIALS CALPERS

**JULY 2024** 

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## GCM GROSVENOR IS A MULTI-DECADE LEADER IN SMALL, EMERGING & DIVERSE MANAGER INVESTING

### COVER FULL SPECTRUM OF PRIVATE EQUITY STRATEGIES



## **DEAL FLOW DRIVEN BY UNIQUE MARKET PRESENCE**

Our proprietary sourcing relationships and involvement with various affinity networks complement traditional sourcing channels and help us identify talented fund managers earlier in their trajectories.

### UNIQUE MARKET PRESENCE

GCM GROSVENOR Consortium 2023 Diverse + Emerging Managers Conference



Marquee small, emerging, and diverse managers conference:

- SEM Consortium 2024, October 22-24
- 700+ participants in 2023
- A unique opportunity for institutional investors seeking education and best practices investing with emerging and/or diverse managers

### LONG-STANDING AFFILIATION



# **EVOLUTION OF THE GP SEEDING AND STAKES MARKET**

While GP seeding and stakes have been pursued opportunistically for decades, the institutional seeding and stakes market has developed in just the course of the last 10 years.

Evolution of the GP Seeding and Stakes Market					
	PRIVATE EQUITY	GP STAKES	GP SEEDING		
eq be • Wi	ew entrants entered the nascent private quity and leveraged buyout space eginning in the 1980s 'ith institutional capital largely ignoring ternative investments, new private equity	<ul> <li>As the private equity industry reached increasing scale in the early 2010s, investors began to focus on the "business" of private equity firms and the enterprise value created at the management-</li> </ul>	<ul> <li>As the private equity and GP stakes ecosystem continues to grow, GP seeding for new firm founders represents a natural evolution in the existing private equity marketplace</li> </ul>		
•	firms often turned to family offices for seed capital, enabling them to launch while sharing their profits with their initial seed investors Seed deals often had onerous,	<ul> <li>company level</li> <li>New GP stakes investment strategies began raising capital at scale from institutional investors, though they focused on investments in larger and more</li> </ul>	<ul> <li>While family offices and asset management firm founders have been seeding new entrants since the 1980s, the asset class is at an inflection point for institutional investors</li> </ul>		
	inconsistent terms and misaligned incentives	established private equity firms	<ul> <li>Seed structures have evolved to create aligned incentives for all parties</li> </ul>		



Cumulative Capital Raised for GP Stakes and Seeding Funds

Source: PreqinPro and GCM Grosvenor analysis as of February 2024. For purposes of calculations, years correspond to vintage years of respective funds and target fund sizes are utilized for in-market funds.

## WHAT IS GP SEEDING TODAY?

Seeding is providing capital and advisory support to newly established alternative asset management firms in exchange for economic participation in the management company of the asset manager.



While seeding began with often misaligned and subscale structures, it has evolved with the benefit of partnership oriented relationships and scale capital access for world class firm founders.

## WHY GP SEEDING AND WHY NOW

### Macroeconomic tailwinds are increasing the quantity / quality of new potentially highperforming private equity firms and founders

- · Periods of economic dislocation can enable value creation initiatives to demonstrate the strongest results
- · Middle market continually attractive compared to returns compression in the large-cap fund arena
- · Lack of firm succession planning has led to misalignment at partner level
- Small, emerging, and diverse GPs (as well as sector specialists) have historically outperformed the broader PE market

Stagnant PE Leadership	Reasons to Spin Out	Marketplace Growth	GP Outperformance
33 years average age of firm <sup>1</sup> 80% of founders still employed by firm <sup>1</sup> 22.5 years average tenure of senior leadership <sup>1</sup>	Entrepreneurial Desires Cultural Issues Strategy Shift Upward Mobility	The number of North American private equity EM funds has grown ~11% annually over the past 12 years to 690+ in 2021 <sup>2</sup>	<b>~280 bps net IRR</b> outperformance first time vs. established funds <sup>3</sup> <b>~160 bps net IRR</b> outperformance sector specialists vs. generalist <sup>3</sup>

1 Source: GCM Grosvenor analysis of publicly available information. Data as of May 2023.

- 2 Sources: Preqin (as of May 2023), Hedge Fund Research (as of May 2023), GCM Grosvenor proprietary databases (as of May 2023). Includes North American funds with vintages from 2010-2021.
- 3 Source: Preqin Pro as of May 2023. Data represents Buyout funds with vintages from 2000-2019. First-time funds defined as first number fund (overall) and established funds defined as IV+ number fund (overall). Sector specialist defined as non-diversified focus for Core Industries.

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## **GP RATIONALE FOR PURSUING A SEED PARTNERSHIP**



### Growth Capital

Anchor fund commitmen

Investment in the investor relations function, middle, and/or back office

Working

Capital

### Coinvestment reserve

t

### **Firm Scaling** Initiatives

Visibility into future capital formation

### STRATEGIC BENEFITS

### Strategic Support & Guidance

Firm infrastructure build

Capital partnerships

Culture and community

### **Business** Validation

Fundraising validation tool Brand enhancing transaction

Select risks: GP selection risk, operating risk, information risks, risks related to investing in smaller managers, performance risk, risks related to reliance on third parties, and risks related to sourcing investments.

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## **EXECUTIVE SUMMARY: ELEVATE STRATEGY**

Elevate Overview & Investment Strategy Highlights	<ul> <li>Direct investment strategy focused on investing in world-class emerging and spinout private equity managers <ul> <li>Value-added services to de-risk firm build</li> </ul> </li> <li>Participate in the firm's growth via alignment at the management company-level</li> <li>Targeting North American lower / middle market buyout managers</li> <li>Entrepreneurial drive necessary to build a differentiated investment platform with enduring enterprise value</li> <li>Builds upon GCM Grosvenor's 20+ year history of investing in SEM space</li> </ul>
Deal Structure Return Profile	<ul> <li>Customized investments in the form of i) anchor LP commitment to the fund, ii) co-investment capital to support deals, and iii) working capital to help grow the firm</li> <li>Diversified PE portfolio of middle market companies managed by high-performing sector specialists         <ul> <li>Incremental returns enhancement opportunity from unique seeding partnership structure</li> <li>Additional benefits include capacity rights in Elevate strategy GPs' future funds and co-investment rights</li> </ul> </li> </ul>
Portfolio Upda	<ul> <li>Elevate strategy has executed two investments since inception in January 2023         <ul> <li>Excolere Equity Partners is a Los Angeles-based education and human capital management buyout investor and sector specialist</li> <li>Invidia Capital Management is a New York-based healthcare services sector specialist focused on upper-middle market investment opportunities</li> </ul> </li> </ul>

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# **ELEVATE FUND INVESTMENT TEAM**

#### ELEVATE FUND INVESTMENT COMMITTEE



Michael Sacks Chief Executive Officer Investment Committee 36 years of relevant experience Chicago



Jonathan Levin President Investment Committee 21 years of relevant experience Chicago



Pam Bentley Chief Financial Officer Investment Committee 31 years of relevant experience Chicago



Frederick Pollock Chief Investment Officer Investment Committee 20 years of relevant experience Chicago







Tarra Sharp<sup>1</sup> Principal Strategic Support Services

**Alex Cohn** 

Investment Team

6 years of relevant experience

16 years of relevant experience

Associate

New York

DEDICATED ELEVATE INVESTMENT TEAM



Kevin Nickelberry Managing Director Investment Team 29 years of relevant experience New York



Matthew Nguyen Analyst Investment Team 3 years of relevant experience Chicago



Derek Jones Vice Chairman Investment Committee 37 years of relevant experience New York

### ELEVATE FUND WILL BE SUPPORTED BY THE FULL BREADTH AND DEPTH OF OUR BUSINESS

56 private equity professionals

senior professionals, analysts & associates averaging 20 years of investment experience 358

operational professionals

7 risk management

**15** operational due diligence

82 private equity, infrastructure and real estate investment professionals

1) Tarra Sharp is expected to join GCM Grosvenor as a full-time employee on July 1, 2024. For illustrative purpose only. Employee data as of April 1, 2024; experience updated annually.

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#### **Notes and Disclosures**

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