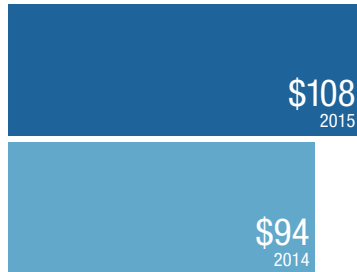


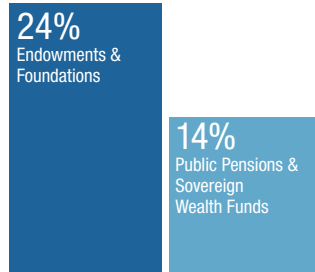
# GLOBAL SECONDARIES: ANOTHER STRONG YEAR

## 2015 DEAL FLOW STATISTICS

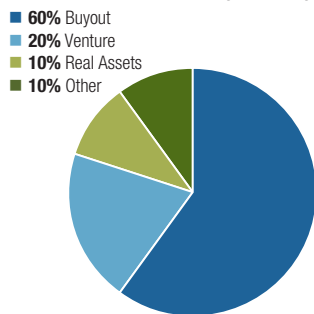
HarbourVest Deals Evaluated  
(\$ Billions)



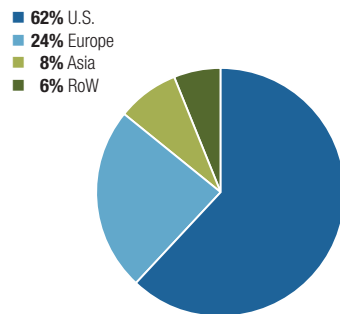
Most Frequent Sellers\*



HarbourVest Deal Flow by Asset Type



HarbourVest Deal Flow by Geography



## DEAL ACTIVITY HOLDS STEADY

> Following a record year for deal volumes in 2014, the secondary market kept pace in 2015 with estimated deal activity of \$40 billion across the industry.

> Large portfolios brought to market by public pensions and sovereign wealth funds as well as the pervasiveness of general partner-led whole fund liquidity solutions continue to drive activity.

> General partners (GPs) are increasingly interested in working with experienced secondary buyers to recapitalize their older fund vehicles and provide liquidity options for their existing limited partners.

> Financial institutions remain active sellers, albeit at lower levels than in prior years (10% in 2015 versus 34% in 2014) due in part to extension given for meeting Volcker Rule requirements until mid-2017.

## DEAL PRICING MODERATES AT YEAR END

> Secondary pricing remained high through the first half of 2015—with average high bids of 92% of NAV—but moderated in the second half to 88% of NAV as public market volatility affected private equity NAVs and buyers became more disciplined.

\* Source: Greenhill Cogent

The non-chart information contained on this page is sourced from both Greenhill Cogent and HarbourVest Partners.

For additional legal and regulatory information please refer to [important legal disclosures](#).

> Buyout assets remained the most competitive, with average high bids in the second half of 2015 at 91% of NAV (versus 92% in the first half), while venture pricing tumbled to 74% of NAV in the second half of 2015 versus 82% in the first half.

## FUNDRAISING REMAINS ROBUST

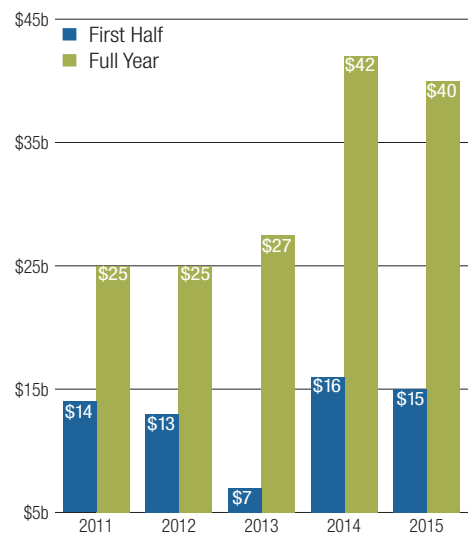
> Fundraising was active with an estimated \$22 billion of capital raised in 2015, compared with \$25 billion in 2014.

> Investor interest remains high given historic returns and continued market growth, while fundraising activity is still well below annual deal volumes.

## ESTIMATED MARKET TRANSACTION VOLUMES

> The secondary market continues to grow and evolve. The increase of GP-led transactions should continue to fuel opportunities in the market. In addition, the recent public market volatility could lead to an increased desire by some private equity investors to seek liquidity for their investments. Accordingly, 2016 is expected to keep pace with the record deal activity observed since early 2014.

## ESTIMATED SECONDARY MARKET TRANSACTION VOLUME



Source: Greenhill Cogent and HarbourVest (Estimated)