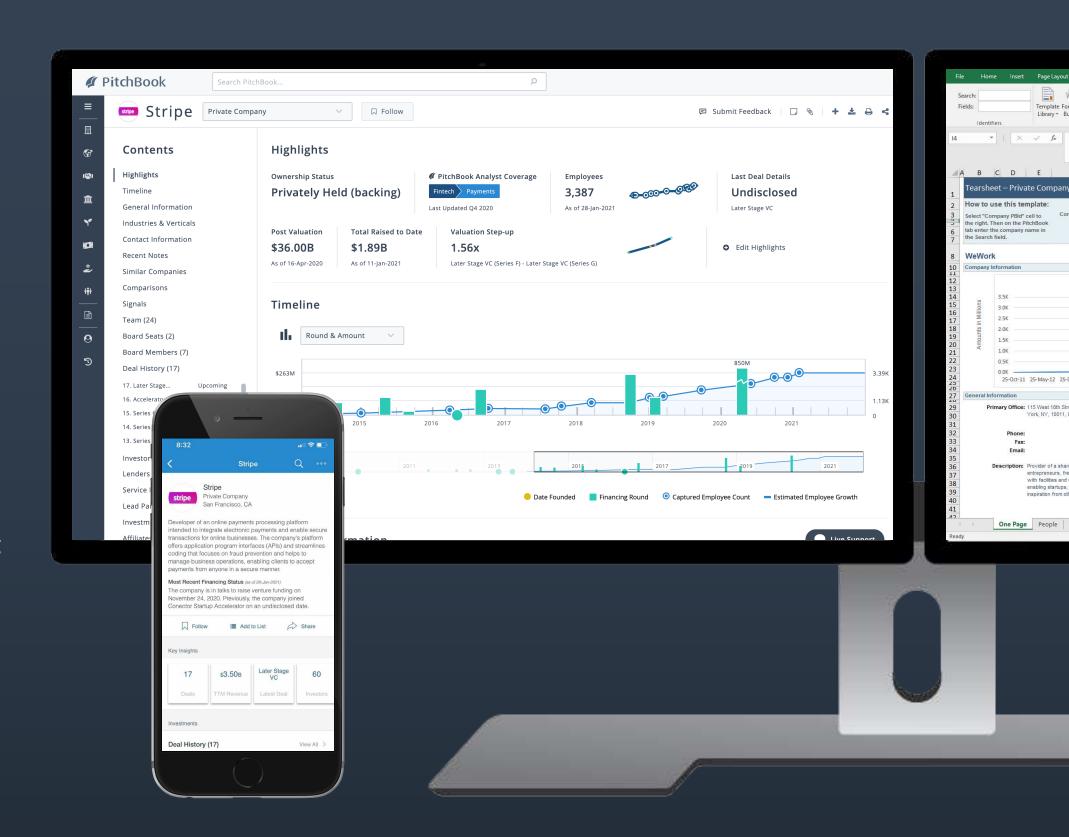


# Discover the Power of PitchBook

Everything you ever wanted to know about VC, PE and M&A





# Get ahead with better data

The private markets continue to grow in value—and opportunity. To stay ahead in this competitive, fast-changing landscape, you need insight into the flow of capital across the entire venture capital, private equity and M&A ecosystem.

PitchBook provides comprehensive, detailed data on the private and public markets—including companies, investors, funds, investments, exits and people—to help global business professionals like you discover and execute opportunities with confidence.

Our data and analysis are available through our suite of award-winning products (the PitchBook Platform), industry news and in-depth reports.

# Unlock the private markets

P Zero in on the right information Leverage granular search criteria to find exactly what you're looking for in seconds.

## **Discover opportunities**

Easily stay on top of changes in the market and activity in your space.

#### **M** Get the real story

Access hard-to-find data on companies, deals, investors, funds and professionals.

#### **⇔** See data differently

Use our visualization tools to understand trends like valuations, deal sizes and more.





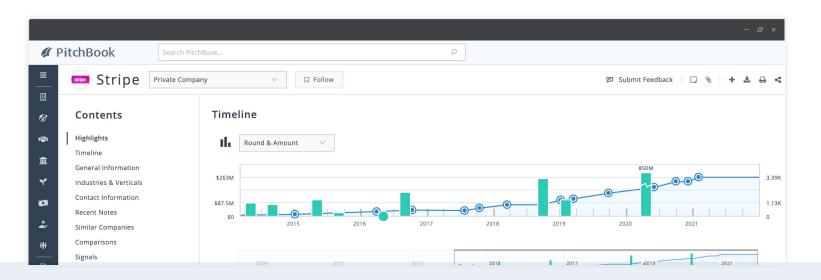
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- 8 Our research process
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# The PitchBook Platform: Our suite of products



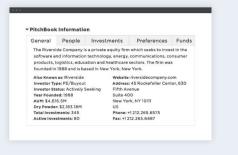
## **PitchBook Desktop**

Our award-winning software gives you access to our data and the analytical tools you need to get answers fast, discover promising opportunities and more.











## **PitchBook Mobile**

Get the information you need, wherever you are. With our app, you can look up a company, fund or investor, reference your saved searches and access contact information.

# **Excel Plugin**

Access our comprehensive data on the public and private equity markets directly within Excel. Update financial models quickly, streamline your workflow and strengthen your analysis.

# **Direct Data**

Integrate our data with your existing systems through a flexible, à la carte solution (API) or a pre-defined supply of data points (data feed).

# **CRM Integration**

Bring our information into your CRM to create new leads. Plus, enhance your existing accounts with details on executives, investors, funds, deals and more.

# **Chrome Extension**

Access our data directly from your browser while you're visiting a website, reading the news or researching online.



# What you can do with PitchBook

More than 57,800 private market professionals use our robust suite of products to get an edge. See what our game-changing technology can do for you.

#### **Private market intel**

Follow the flow of capital across the entire VC, PE and M&A landscape—and understand exactly how to capitalize on the private markets.

## **Fundraising**

Leverage granular fund data to build custom benchmarks. Prioritize which investors to pursue with insight into mandates, allocations, commitments, preferences and more.

# **Sourcing investments**

Take an active approach to sourcing investments. Our data helps you discover companies that are a strategic fit, ready for funding or primed for acquisition.

# **Business development**

Tap into the private markets to win new clients. Find growing companies, discerning investors and promising industries to grow your business faster than ever.

# **Due diligence**

Quickly vet potential investments and get the real story behind financial sponsors. Use data on companies, people, funds and more to determine what opportunities to pursue and who to work with.

#### **Deal execution**

With technology designed to help you work faster and data that is both comprehensive and granular, you can build precise public and private comps, find promising buyers and zero in on the right investors.

## **Networking**

Get info that's more valuable than a resume—like who led an impressive deal, increased revenue or facilitated a big acquisition—and connect with 1.6 million professionals.

"PitchBook is a wonderful platform to acquire critical financial and investment intelligence that helps drive aggressive global growth."



Hyung-Tae Kim
CPA, VP Finance
Stradvision



# **Our clients**

Industry-leading firms and corporations around the world rely on our data to inform their biggest decisions.

# **Corporations Venture capital** Coca Cola ACCEL PARTNERS NEA



SAMSUNG



**KPCB** 

# **Private equity**











# **Financial** advisories











## Institutional investors











### Lenders











## **Accounting and** law firms













# Our data: Who and what you can research with PitchBook

# Companies

#### What we track

Pre-venture companies

Venture capital-backed companies

Private equity-backed companies

Mature private companies

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

#### **Key data points**

Financing history

Cap table history

Financials

Filings

Executives & board members

Investors

Similar companies & competitors

Social followers & web traffic

#### **Deals**

#### What we track

Angel & venture capital investments

Private equity investments & buyouts

Mergers & acquisitions

IPOs & PIPEs

Bankruptcies

Secondary transactions

+15 other deal types

#### \_\_\_\_

#### What we track

Angels

Accelerators & incubators

Investors

Venture capital firms

Corporate venture capital firms

Private equity firms

Strategic acquirers

+15 other investor types

#### **Key data points**

AUM

Dry powder

Investments, acquisitions & exits

Fund information & performance

Co-investors

Team & lead partners on deals

Limited partners

Investment preferences

#### **Funds**

#### What we track

Buyout, growth & venture capital funds

Mezzanine & debt funds

Infrastructure funds

Real estate funds

Funds of funds
Energy funds

+20 other fund types

#### **Key data points**

Investments

Fund size & target

Performance (IRR)

Cash flow multiples (DPI, RVPI, TVPI)

Dry powder

Benchmark

Limited partners & commitments

Investment preferences

# **Limited partners**

#### What we track

Pensions

Foundations

Family offices

Endowments

+20 other limited partner types

#### **Key data points**

Mandates

Allocations

Commitments

Returns

Direct investments

Investment preferences

Team

# **Advisors**

#### What we track

Investment banks

Law firms

Auditors

Lenders

Placement agents

Valuation firms

+15 other advisor types

#### **Key data points**

**Key data points** 

Deal size & multiples

Pre- & post-money

Stock information

Investors & lenders

valuations

Advisors

Lead partners

Series terms

Deals & clients

Industry expertise

Regional focus

League table ranking

Team & lead partners on deals

Affiliates & subsidiaries

#### What we track

C-level executives

**Professionals** 

Founders

**Partners** 

Managing directors

Corporate

development officers
Investment &

advisory professionals

#### **Key data points**

Affiliated deals & funds

Current & past positions

**Board seats** 

Industry expertise

Biography

Education

Contact information

# PG 7



# Our research process: Cutting-edge technology and dedicated people

It's the combination that gives you the most comprehensive, in-depth and accurate data out there. (Not to mention, we've spent millions of hours researching the private markets.) Learn more about our process.

# How we collect data

## **Gather**

More than 650,000 web crawlers scan the internet—capturing relevant financial information from news articles, regulatory filings, websites, press releases and more.

#### ✓ Vet

Our quality assurance team uses preventative validations, corrective validations and manual reviews to relentlessly vet every piece of data.

# ⟨/> Organize

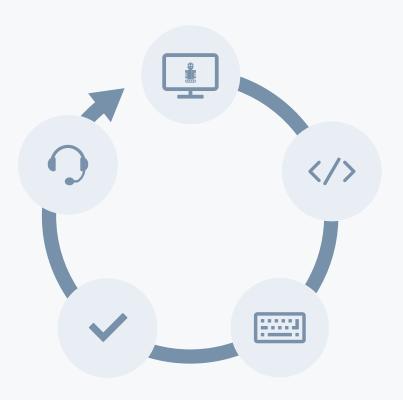
Our natural language processing and machine learning technology organizes the data and filters out anything irrelevant.

#### • Communicate

Our primary research team communicates directly with people involved in deals to validate information and gather hard-to-find details.

# **Calculate**

Our specialized data teams collect, calculate and verify key figures to build in-depth datasets with information you can't find anywhere else.





# Your success is our success

#### **Customer success**

As a client, you get a dedicated customer success manager who understands your business and the goals you want to achieve.

They're your go-to contact at PitchBook. Have a question?

They have the answer.

#### Research assistance

Our research team is your research team. Our analysts will find the data you need fast, build custom reports and save you a ton of time.

#### Live chat

Need answers ASAP? Use our live chat feature to connect directly from PitchBook Desktop. A member of our customer success team will be there to help.

# **Personalized onboarding**

To get you started, we'll guide you through an onboarding process that's tailored to your needs.

# **Unlimited training**

We provide one-on-one training whenever you need it—whether you're new to PitchBook or just need a refresher.

"The PitchBook Platform has become the #1 data resource for our entire team. We use it daily to source private company and market data, build highly targeted buyers lists and perform comps analysis. Beyond the data, the PitchBook team proactively finds ways to bring more value to our business."



Christian Schiller

Managing Director,
Cascadia Capital



# Who we are

It all started with seven people working in a 200-square-foot, windowless office. Founder John Gabbert was pursuing an idea his former employer nixed—a database that covered private equity.

In 2009, we launched PitchBook Desktop. With each new dataset and feature, we've expanded and improved. Now, PitchBook tracks every aspect of the public and private equity markets, including venture capital, private equity and M&A.

Our focus has always been—and will always be—our clients.

What data matters most to them? What would make their jobs easier?

How can we help them make informed decisions?

Now part of Morningstar, we continue to give our clients the data and tools they need to be successful.

