

COMMONWEALTH OF PENNSYLVANIA PUBLIC SCHOOL EMPLOYEES' RETIREMENT SYSTEM

## Private Markets Asset Class Review Year-End 2017

Darren Foreman, MBA, CAIA Luke Jacobs, MBA, CFA Mike Tyler, MBA Tony Meadows Patrick Knapp, CFA

October 11, 2018

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## **Executive Summary**

### Update as of December 31, 2017:

- \$7.6B NAV, 206 active funds, 69 GP's (managers)
- 18.5% Net IRR for the one-year 2017
- 11.4% since inception Net IRR performance vs. Burgiss All Private Markets Benchmark 6.1% and MSCI World Index 9.1%
- 2011 to 2017 commitments have a 17.3% Net IRR (\*4% Direct Alpha)
- Private Markets Co-Investments have a 27.8% Net IRR since inception (\*13% Direct Alpha)
- Negotiated management fee savings of approximately \$160M and profit share savings of approximately \$33M to date
- An additional management fee and profit share savings of approximately \$41M due to the in-house co-investment program
- Total savings of \$234 million



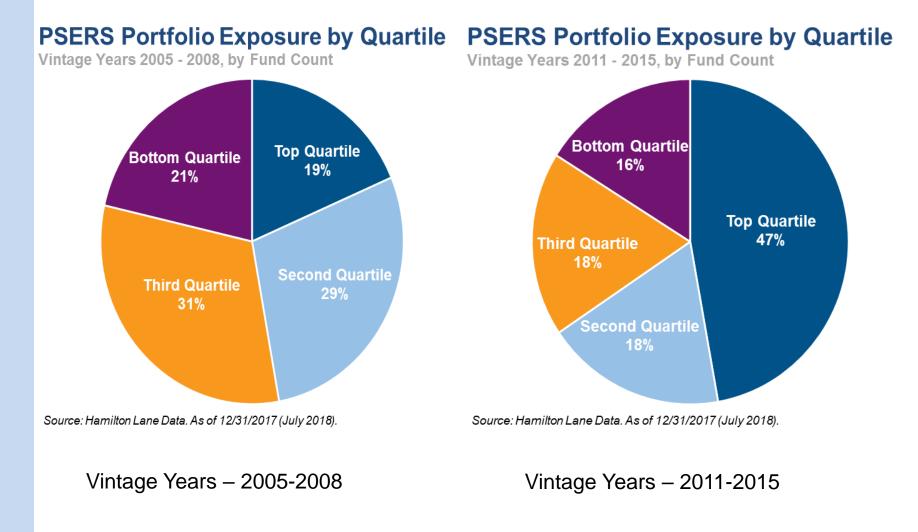


## **Private Markets Staff – Benefitting from Longevity**

Name	Years at PSERS	Years of Professional Experience
Charles Spiller	24	43
Darren Foreman	22	25
Luke Jacobs	20	22
Mike Tyler	11	11
James Del Gaudio	3	14
Tony Meadows	8	8
Michael Benson	3	21
Patrick Knapp	1<	10



### PM Staff Ability to Pick Good Funds Has Improved Significantly as of December 31, 2017





## **Private Markets Quarterly Update**

Performance	1-QTR <sup>1</sup>	1-YR <sup>1</sup>	3-YR <sup>1</sup>	5-YR <sup>1</sup>	10-YR <sup>1</sup>	Since-Inception <sup>1</sup>
Final - 4Q17	4.82%	18.47%	10.53%	10.45%	7.05%	11.41%
Benchmark <sup>2</sup>	3.91%	17.00%	11.02%	12.45%	8.35%	6.06%
MSCI World Net Total Return USD Index - 12/31/2017					5.90%	9.11%
Preliminary - 1Q18 <sup>3</sup>	1.92%	16.42%	10.90%	10.23%	7.30%	11.39%
Benchmark <sup>4</sup>	2.18%	15.87%	11.47%	12.41%	8.71%	6.12%
Blended 70% Russell 3000 / 30% MSCI ACWI x US Index as of $3/31/2018^5$					6.26%	9.09%

<sup>1</sup> Dollar-weighted (IRR)

<sup>2</sup> Burgiss Index All Private Markets - 12/31/2017 - Source: AON (As provided by PSERS)

<sup>3</sup> 1Q18 metrics reflect preliminary data and may be changed due to increased information received by the general partners of the underlying investments

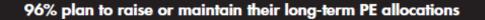
<sup>4</sup> Burgiss Index All Private Markets - 3/31/2018 - Source: AON (As provided by PSERS)

<sup>5</sup> Since Inception Blended Index Return unavailable; thus, Since Inception MSCI World Net Total Return USD Index – Source: Bloomberg (as provided by PSERS) reflected

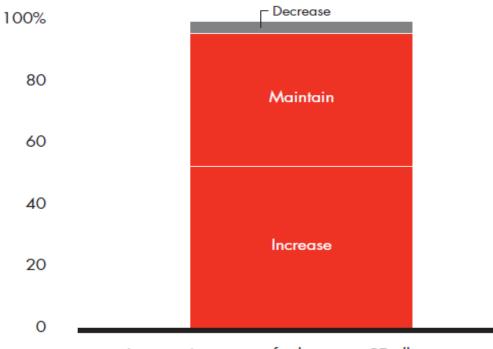
Cash Flow Activity - Final - 4Q17 (\$M)					
	New Commitments	Contributions	Distributions	Residual Value	Unfunded
Quarter	\$264.3	\$334.8	\$845.1		
YTD	\$1,325.8	\$1,316.3	\$2,808.7		
ITD	\$30,281.2	\$26,447.3	\$32,191.4	\$7,642.4	\$4,724.4



## LP's remain committed to Private Markets



#### Percentage of LPs surveyed



Investors' intentions for long-term PE allocations



Source: Preqin survey, December 2017

## **Key Takeaways - Private Markets**

- Private Markets portfolio has generated strong, double digit long term performance since inception
- Portfolio will remain focused on high conviction managers with the potential to generate low to mid-teens net returns
- The Private Markets Program has been self-funded in that distributions have covered contributions for the period 2010 - 2017
- Private Equity:
  - We will opportunistically add new GPs that have a proven ability to add value to their portfolio companies, along with top quartile performance
- <u>Co-Investment</u>:
  - > Portfolio has generated strong returns, exceeding expectations
  - Deal flow has been very good
  - Will aim to increase the NAV to 10% of private markets exposure over the next 3 years
- Venture Capital:
  - > Will look to add some new emerging venture capital funds



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## **Net IRR Performance by Strategy**

### as of December 31, 2017

Strategy	NAV	MoC	1-QTR IRR	1-YR IRR	3-YR IRR	5-YR IRR	10-YR IRR	Since Inception IRR
Special Situations	14.6%	1.5x	6.32%	17.61%	5.85%	7.81%	8.18%	13.19%
Venture Capital	12.4%	1.4x	4.39%	17.28%	8.08%	10.52%	4.64%	7.38%
Private Equity								
Large Buyout	12.3%	1.4x	7.08%	18.98%	10.14%	9.46%	7.13%	9.77%
Middle Market Buyout	46.9%	1.6x	4.35%	18.81%	12.27%	10.85%	6.87%	11.67%
Secondary	7.5%	1.5x	5.90%	17.47%	6.39%	9.71%	6.08%	19.79%
PE Internal Program	6.3%	1.7x	0.50%	20.23%	22.82%	26.86%	N/A	27.75%
Subtotal Private Equity	73.0%	1.5x	4.60%	18.83%	11.83%	10.89%	7.12%	<b>11.92</b> %
Total Portfolio	100.0%	1.5x	4.82%	18.47%	10.53%	10.45%	7.05%	11.41%
Private Equity Domestic	<b>42.1</b> %	1.5x	3.05%	15.35%	<b>11.94</b> %	10.96%	6.54%	11.08%
Private Equity International	30.9%	1.6x	6.76%	23.44%	11.70%	10.81%	8.08%	14.23%

<sup>1</sup>PE Internal Program performance excludes Wilson currency hedge

### **Performance Summary by Vintage Year – Last 10 Years**

Vintage Year	Total Exposure	МоС	Since Inception IRR
2008	\$1,079.2	1.4x	10.23%
2009	206.0	2.0x	17.20%
2010	10.1	1.1x	1.36%
2011	810.4	1.4x	13.73%
2012	1,386.3	1.6x	18.14%
2013	1,114.4	1.4x	18.18%
2014	855.1	1.4x	20.96%
2015	1,790.8	1.2x	13.07%
2016	1,452.4	1.3x	34.51%
2017	1,590.2	1.0x	3.36%
Total Portfolio	\$12,366.8	1.5x	11.41%



## **Performance vs. Benchmark**

PSERS Private Markets Portfolio Performance Summary by Strategy as of December 31, 2017										
Strategy	1-qtr Irr	1-YR IRR	3-YR IRR	5-YR IRR	10-YR IRR	Since Inception IRR				
Private Equity	5.01%	18.80%	11.19%	10.39%	6.87%	11.82%				
Venture Capital	4.39%	17.28%	8.08%	10.52%	4.64%	7.38%				
Special Situations	6.32%	17.61%	5.85%	7.81%	8.18%	13.19%				
PE Internal Program	0.50%	20.23%	22.82%	26.86%	N/A	27.75%				
Total Portfolio	4.82%	18.47%	10.53%	10.45%	7.05%	11.41%				
Burgiss All Private Markets	<b>3.91</b> %	17.00%	<b>11.02</b> %	12.45%	8.35%	6.06%				
MSCI World Net Total Return USD 12/31/2017					5.90%	9.11%				

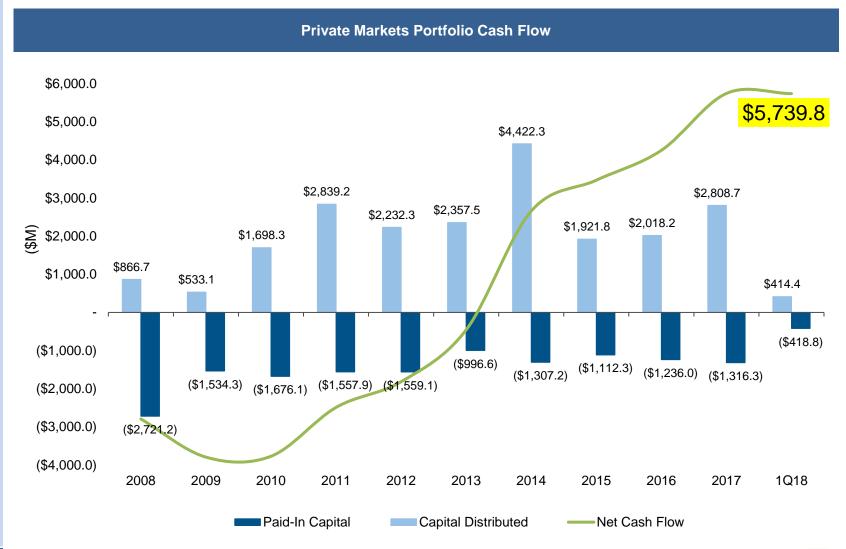
<sup>1</sup>PE Internal Program performance excludes Wilson currency hedge

<sup>2</sup> Source: AON (as provided by PSERS)

<sup>3</sup> Source: Bloomberg (as provided by PSERS)

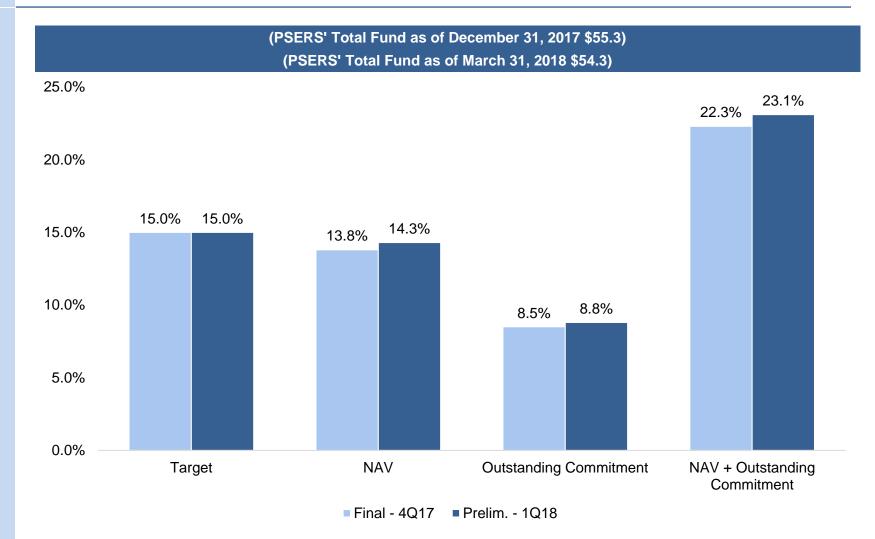


### Cash Flow: 2008 through March 31, 2018 (Preliminary)





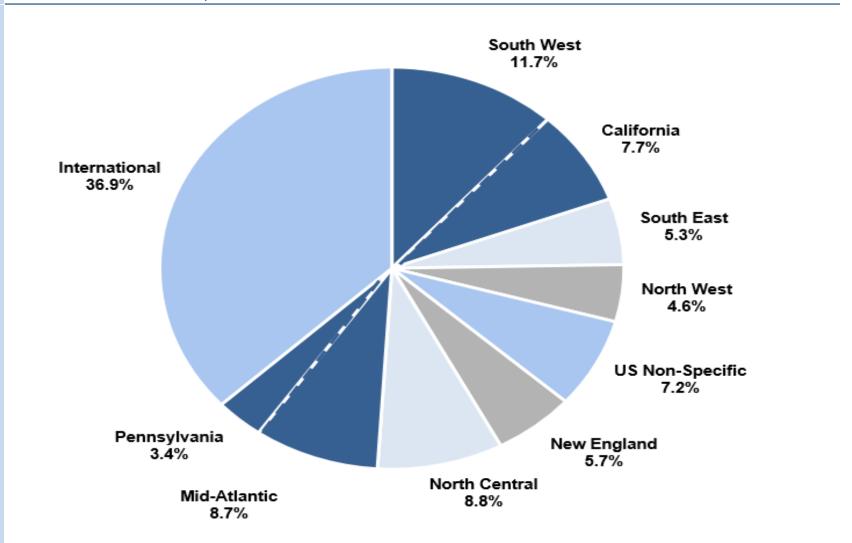
## **Private Markets Portfolio Asset Allocation**



Note: The Private Markets Target includes Private Equity, Venture Capital, Special Situations, and PEIP investments.

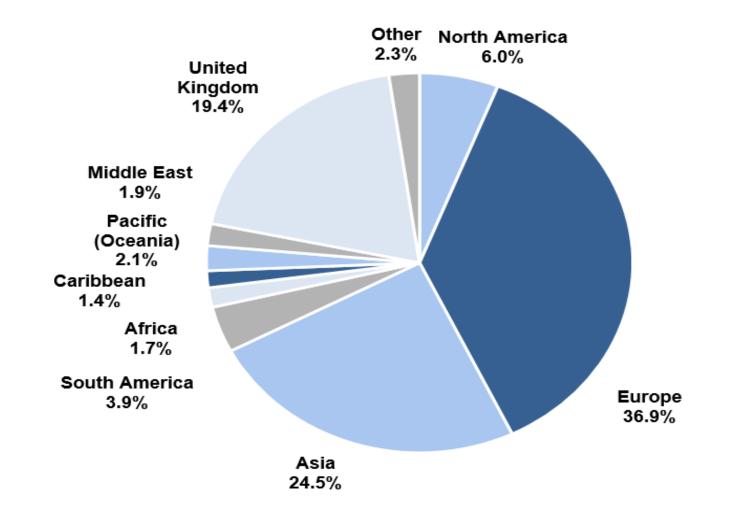


### Regional Distribution by Market Value as of December 31, 2017





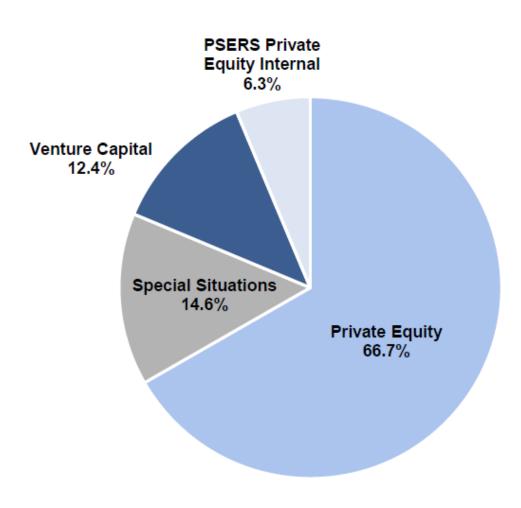
### International Distribution by Market Value as of December 31, 2017





## Private Markets Portfolio by Investment Style

As of December 31, 2017





### **Commitments Approved and Executed Since October 1, 2017**

		·			
Fund Name	Type of Document	Date of Board Approval	Commitment Amount (\$M)	Tranche	Date Executed
Portfolio Advisors Secondary Fund III, L.P.	New	10/5/2017	\$125.0	PE	12/28/2017
PA Portfolio Advisors Secondary Fund, LP	New	10/5/2017	\$200.0	PE	5/4/2018
PAI Europe VII, L.P.	New	10/5/2017	€100.0	PE	3/5/2018
Orchid Asia VII, L.P.	New	10/5/2017	\$75.0	PE	12/14/2017
Clearlake Capital Fund V, L.P. <sup>1</sup>	New	12/8/2017	\$100.0	SS	12/29/2017
Insight Venture Partners X, L.P.	New	12/8/2017	\$100.0	VC	2/1/2018
Equistone Partners Europe Fund VI, SCSp <sup>2</sup>	New	12/8/2017	€75.0	PE	3/5/2018
Bridgepoint Europe VI, L.P.	New	12/8/2017	€100.0	PE	4/4/2018
Blue Point Capital Partners IV, L.P.	New	12/8/2017	\$70.0	PE	1/24/2018
K4 Private Investors, L.P.	New	3/9/2018	\$100.0	PE	5/29/2018
Webster Capital IV, L.P.	New	3/9/2018	\$75.0	PE	6/19/2018
Platinum Equity Small Cap Fund, L.P.	New	3/9/2018	\$200.0	PE	5/9/2018
Trilantic Capital Partners VI (North America), L.P.	New	5/24/2018	\$150.0	PE	8/10/2018

Commitments Approved and Executed (Since October 1, 2017)

<sup>1</sup> Commitment of \$200M was approved by PSERS' Board on 12/8/2017. Final commitment was reduced to \$100M.

<sup>2</sup> Commitment of €85M was approved by PSERS' Board on 12/8/2017. Final commitment was reduced to €75M.



### Private Markets Portfolio Snapshot at Year-end 2016 and 2017

PSERS Private Markets Portfolio								
(USD in Millions)	12/31/2016	12/31/2017	Change					
Total Active Partnerships	203	206	3					
Total Inactive Partnerships	71	88	17					
Active GP Relationships	73	69	(4)					
Capital Committed <sup>2</sup>	\$27,753.7	\$30,281.2	\$2,527.5					
Unfunded Commitment	\$3,988.2	\$4,724.4	\$736.2					
Paid-In Capital	\$25,131.0	\$26,447.3	\$1,316.3					
Capital Distributed	\$29,382.7	\$32,191.4	\$2,808.7					
Market Value	\$7,789.2	\$7,642.4	(\$146.8)					
Private Equity	\$5,310.2	\$5,095.2	(\$215.0)					
Special Situations	\$1,061.0	\$1,114.5	\$53.5					
Venture Capital	\$950.2	\$950.5	\$0.3					
Private Equity Internal Program	\$467.8	\$482.2	\$14.4					
Total Value Multiple	1.48x	1.51x	0.03x					
Avg. Age of Commitments	9.1 years	9.3 years	0.2 years					
Since Inception Net IRR	11.23%	11.41%	18 bps					

<sup>1</sup> The Private Markets Portfolio includes Private Equity, Venture Capital, Special Situations, and PEIP investments

<sup>2</sup> The change in capital committed during the period is attributable to fluctuations in exchange rates for non-US denominated funds and new commitments made during the period.



## **PE Internal and Pennsylvania Co-Investment**

#### as of December 31, 2017

(\$mm)		Fund I	Pri	vate Equity Fund II	 Total**	nsylvania o-Invest	Total Program
Performance (net of fees):					rotar		- rotar rogram
Inception Net IRR		28.4%		1.0%	27.5%	31.6%	27.8%
Benchmark *		15.8%		16.0%	15.9%	20.0%	16.2%
Direct Alpha		12.5%		-15.0%	11.6%	11.7%	11.6%
1-Quarter (Net TWR)		-0.7%		1.4%	-0.6%	6.5%	0.3%
1-Year (Net IRR)		19.9%		n/a	14.7%	44.4%	17.4%
3-Year (Net IRR)		23.0%		n/a	22.0%	33.4%	22.8%
5-Year (Net IRR)		27.4%		n/a	26.6%	0.0%	26.9%
Inception Net Multiple		1.89x		1.02x	1.72x	1.65x	1.71x
Commitment Summary:							
Authorized					\$ 500.0	\$ 250.0	\$ 750.0
Outstanding Cost	\$	245.4	\$	79.5	\$ 324.9	\$ 37.8	\$ 362.7
Unfunded Commitments	\$	46.4	\$	3.9	\$ 50.3	\$ 2.8	\$ 53.1
Available	Ť		Ť	0.0	\$ 124.8	\$ 209.4	\$ 334.2
Flows & Valuations:							
Contributions	\$	331.1	\$	79.5	\$ 410.4	\$ 40.1	\$ 450.5
Distributions	\$	289.6	\$	-	\$ 287.7	\$ 2.3	\$ 290.0
Valuations	\$	337.4	\$	80.8	\$ 417.4	\$ 64.0	\$ 481.4

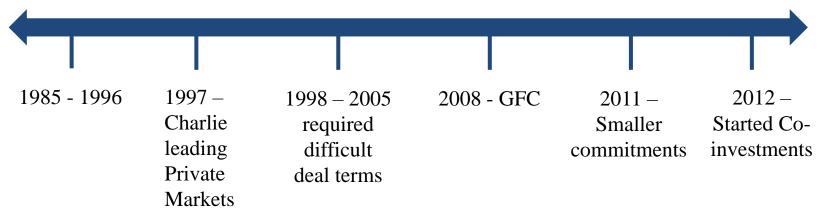
\* DJ Wilshire 5000 Index

\*\* Total column includes currency hedge

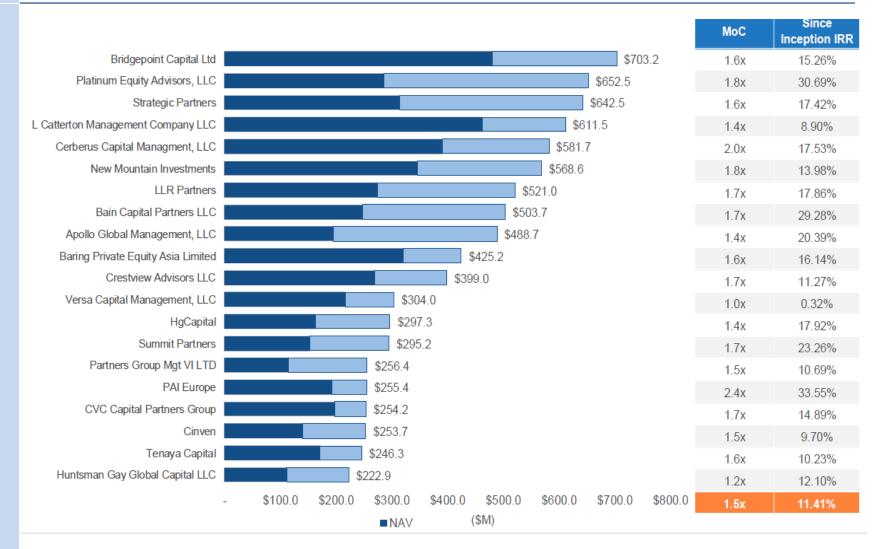


## **Private Markets Timeline of Events**

- 1985 Inception of PM Program
- 1997 Charlie appointed to lead PM and RE
- 1998 to 2005 Difficult deal terms which limited investable universe
- 2008 Global Financial Crisis (frozen from commitments July 08 to Dec 10)
- 2011 Started to make investments after being frozen & smaller budget
- 2012 Inception of the internal co-investment program



### Top 20 GPs by Total Exposure (NAV + Unfunded) as of December 31, 2017





### Net IRR Performance Summary by Geography as of December 31, 2017

Fund Geography	NAV	TVPI	1 QTR IRR	1 YR IRR	3 YR IRR	5 YR IRR	10 YR IRR	Since Inception IRR
Asia	\$641.9	1.6x	8.01%	26.28%	10.04%	11.30%	8.69%	13.94%
Global	1,499.7	1.4x	5.18%	14.78%	4.07%	5.60%	7.28%	8.62%
North America	4,205.3	1.5x	3.03%	15.65%	11.84%	12.16%	6.77%	10.81%
Western Europe	1,295.5	1.7x	8.14%	27.85%	16.37%	12.51%	7.95%	17.30%
Total	\$7,642.4	1.5x	4.82%	18.47%	10.53%	10.45%	7.05%	11.41%



## Last Twelve Months (LTM) Net Value Drivers

Funds that Called the Most Capital During the Year (\$M)									
Investment	٧Y	Strategy	Contributions	% of Total					
Platinum Equity Capital Partners IV, L.P.	2016	Private Equity	\$75.0	5.7%					
Strategic Partners Fund VII, L.P.	2016	Private Equity	\$73.1	5.6%					
Cerberus Institutional Partners VI, L.P.	2015	Special Situations	\$62.5	4.7%					
Bridgepoint Europe V, L.P.	2015	Private Equity	\$50.0	3.8%					
Bain Capital Asia Fund III, L.P.	2016	Private Equity	\$46.8	3.6%					
Total			\$307.4	23.4%					

Funds that Distributed the Most Capital During the Year (\$M)									
Investment	VY	Strategy	Distributions	% of Total					
Baring Asia Private Equity Fund IV, L.P.	2007	Private Equity	\$305.0	10.9%					
CVC European Equity Partners V, L.P.	2008	Private Equity	\$188.7	6.7%					
New Mountain Partners III, L.P.	2007	Private Equity	\$96.5	3.4%					
PAI Europe V	2008	Private Equity	\$82.6	2.9%					
Cerberus Institutional Partners V, L.P.	2012	Special Situations	\$79.4	2.8%					
Total			\$752.2	26.8%					



### **Top & Bottom LTM Portfolio Drivers**

#### **Top & Bottom LTM Portfolio Drivers**

Evergreen Pacific Partners, L.P.

Depreciation (Remaining 56)

Depreciation (Top 5)

Total Depreciation (61)

Total Portfolio (206)

Top LTM Contribu	utors as Measured by Net	Value Change (\$M)			
Investment	٧Y	LTM Appreciation	NAV	1-YR IRR	Since Inception IRR
CVC European Equity Partners V, L.P.	2008	\$78.7	\$142.8	51.71%	15.66%
LLR Equity Partners IV, L.P.	2013	\$55.6	\$177.6	39.38%	25.51%
New Mountain Partners III, L.P.	2007	\$50.6	\$207.0	24.40%	13.54%
Platinum Equity Capital Partners III, L.P.	2012	\$50.4	\$160.1	37.14%	34.77%
Bain Capital Asia Fund II, L.P.	2012	\$49.6	\$101.0	61.88%	26.42%
Appreciation (Top 5)		\$284.9	\$788.5	39.80%	17.13%
Appreciation (Remaining 144)		\$1,280.1	\$5,975.0	24.12%	11.50%
Total Appreciation (149)		\$1,565.0	\$6,763.5	25.46%	11.81%
Top LTM Detract	tors as Measured by Net V	/alue Change (\$M)			
Investment	٧Y	LTM Appreciation	NAV	1-YR IRR	Since Inception IRR
Platinum Equity Capital Partners II, L.P.	2007	(\$46.8)	\$48.3	(41.54%)	13.05%
Apax Europe VII-A, L.P.	2007	(\$29.6)	\$56.7	(29.92%)	4.98%
Capital International Private Equity Fund V, L.P.	2007	(\$13.6)	\$6.2	(59.20%)	(2.34%)
Versa Capital Fund II, L.P.	2008	(\$13.6)	\$100.7	(11.31%)	0.60%

2005

(\$10.8)

(\$114.4)

(\$104.9)

(\$219.3)

\$1,345.6

\$0.0

\$211.9

\$653.4 \$865.3

\$7,642.4

N/A

(31.57%)

(19.42%)

18.47%

<sup>1</sup> Performance relating to liquated investments and investments generating no value change during the year are included within Total Portfolio return figures



(99.99%)

4.65%

11.65%

11.41%

#### Industry Exposure by Exposed Market Value<sup>1</sup>

Sector	9/30/2017	12/31/2017	Change
Information Technology	18%	18%	-
Consumer Discretionary	16%	18%	2%
Industrials	13%	14%	1%
Health Care	13%	13%	-
Financials	10%	9%	(1%)
FoF Holding	8%	7%	(1%)
Energy	7%	7%	-
Materials	6%	5%	(1%)
Consumer Staples	5%	5%	-
Real Estate	1%	2%	1%
Telecommunication Services	1%	2%	1%

#### Geographic Exposure by Exposed Market Value<sup>1</sup>

Region	9/30/2017	12/31/2017	Change
North America	66%	65%	(1%)
Western Europe	20%	20%	-
Asia	9%	9%	-
Rest of World	5%	5%	-

#### Public/Private Holdings by Exposed Market Value <sup>1</sup>

Public/Private	9/30/2017	12/31/2017	Change
Private	92%	91%	(1%)
Public	8%	9%	1%

<sup>1</sup> Exposed Market Value is LP's share of Market Value at the Portfolio Holding Level. May not sum to 100% due to rounding.



## **Private Markets Portfolio Impact on PA**

December 31, 2017 (\$M)	Private Equity*	Venture Capital	Special Situations	Total
Funds Headquartered in PA – Commitments Total	\$12,374.6	\$875.0	\$7,564.0	\$20,813.6
Funds Headquartered in PA – Commitments PSERS' Share	\$794.8	\$168.1	\$217.8	\$1,180.7
PA-based Investments – Total Value	\$22,096.5	\$934.5	\$11,601.0	\$34,632.0
PA-based Investments – PSERS' Market Share	\$1,398.0	\$142.9	\$313.2	\$1,854.1
Number of people employed	34,733	2,312	10,044	47,089
Payroll	\$489.9	\$82.1	\$75.3	\$647.3

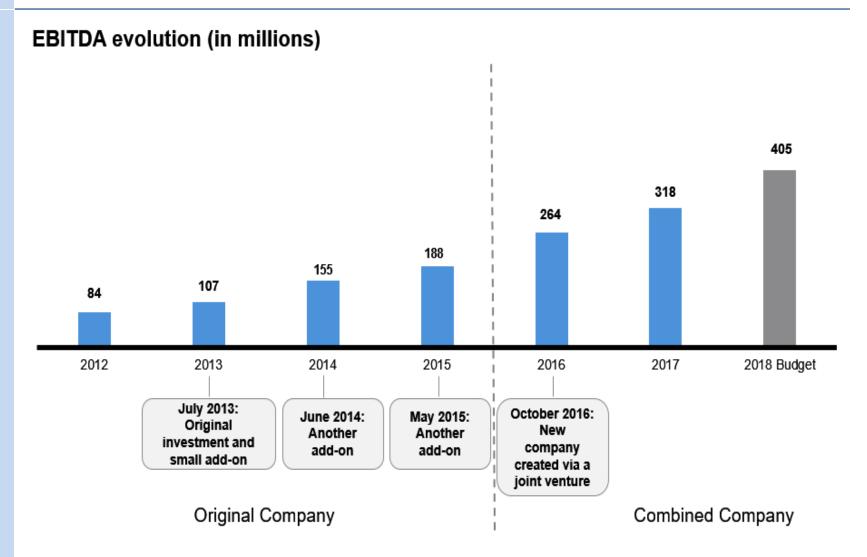


# Improvement picking funds from 2005 and 2006 as of December 31, 2017

٧Y	NAV	МоС	1 QTR IRR	1 YR IRR	3 YR IRR	5 YR IRR	10 YR IRR	Since Inception IRR	Quartile <sup>1</sup>
2005	282.3	1.3x	1.88%	16.13%	0.73%	3.66%	2.38%	5.71%	3rd
2006	456.9	1.4x	6.49%	22.68%	3.93%	7.96%	6.60%	5.97%	3rd
2007	679.0	1.4x	(1.23%)	5.11%	6.54%	8.25%	8.50%	8.12%	2nd
2008	\$890.2	1.4x	4.93%	16.70%	8.62%	10.21%	10.23%	10.23%	2nd
2009	172.4	2.0x	5.00%	19.25%	20.71%	19.94%	17.20%	17.20%	2nd
2010	10.1	1.1x	6.60%	(13.69%)	(11.43%)	2.13%	N/A	1.36%	4th
2011	607.6	1.4x	4.79%	17.93%	11.66%	13.12%	N/A	13.73%	2nd
2012	1,179.6	1.6x	7.97%	23.24%	17.13%	18.45%	N/A	18.14%	2nd
2013	934.5	1.4x	5.17%	24.27%	20.20%	18.35%	N/A	18.18%	1st
2014	618.1	1.4x	3.78%	21.00%	18.60%	N/A	N/A	20.96%	1st
2015	910.2	1.2x	5.76%	23.07%	13.45%	13.07%	N/A	13.07%	2nd
2016	590.9	1.3x	10.84%	35.75%	N/A	N/A	N/A	34.51%	1st



## Sample growth of a consumer company





## Internal Co-Investments: 2012 – 2016 'Fund I'

Fund 1 Investments	Vintage	Commitment	<b>Cumulative Contributions</b>	<b>Cumulative Distributions</b>	Valuation	IRR	TVPI	DPI
Fund 1								
Realized								
Fund 1	2014	15,000,000	12,086,263	42,224,684	1,088,831	46.07	3.58	3.49
Fund 1	2014	13,000,000	13,035,722	94,207,284	-	90.60	7.23	7.23
Fund 1	2012	13,714,735	13,878,761	33,036,817	-	44.43	2.38	2.38
Fund 1	2012	8,701,022	10,000,061	25,540,380	-	22.48	2.55	2.55
Fund 1	2012	10,000,000	7,500,000	12,669,791	223,183	11.78	1.72	1.69
Fund 1	2013	11,252,164	10,161,660	18,637,634	-	16.06	1.83	1.83
Total Realized		70,449,183	66,662,467	226,316,590	1,312,014	39.89	3.41	3.39

Total Partially Realized and Unrealized	307,054,300	264,415,824	63,290,618	336,130,905	19.73	1.51	0.24
Fund 1 Total	377,503,483	331,078,290	289,607,208	337,442,918	28.36	1.89	0.87



**Co-Investments Deal Flow Funnel Since Inception Feb 2012 – Dec 2017** 

117 Co-Investments Reviewed

68 Declined After Brief Due Diligence

9 Declined by PSERS' AIC

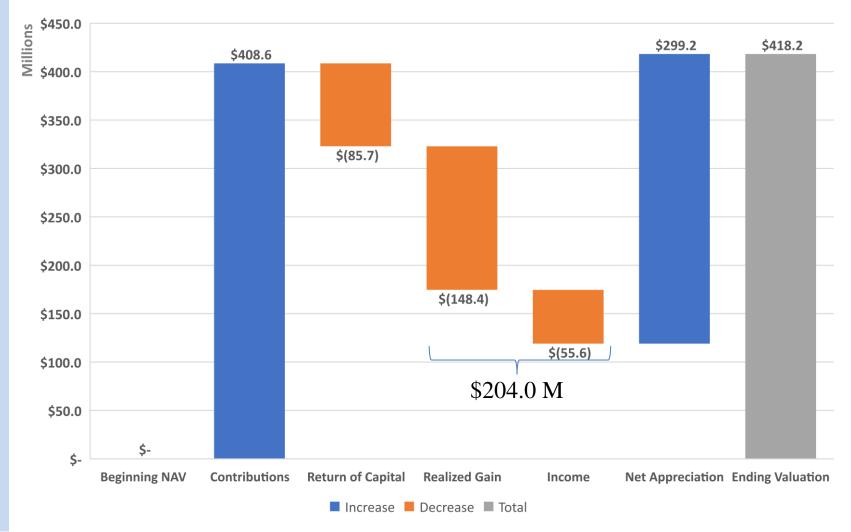
1 Approved by AIC / GP Declined investment on legal terms

1 Approved / PSERS couldn't agree to legal terms

38 Co-Investments



### Since Inception (Feb 2012) Co-Investments NAV Bridge as of December 31, 2017



31



### Performance Summary by Vintage Year as of December 31, 2017

VY	NAV	МоС	1 QTR IRR	1 YR IRR	3 YR IRR	5 YR IRR	10 YR IRR	Since Inception IRR	Quartile <sup>1</sup>
1985	-	6.1x	N/A	N/A	N/A	N/A	N/A	17.08%	1st
1986	-	1.0x	N/A	N/A	N/A	N/A	N/A	0.30%	4th
1987	-	2.6x	N/A	N/A	N/A	N/A	N/A	12.58%	2nd
1988	-	1.5x	N/A	N/A	N/A	N/A	N/A	9.21%	3rd
1989	-	0.7x	N/A	N/A	N/A	N/A	N/A	(4.17%)	4th
1991	-	2.6x	N/A	N/A	N/A	N/A	N/A	22.19%	2nd
1992	\$0.6	2.0x	8.23%	(43.19%)	(17.33%)	(15.56%)	(5.52%)	24.79%	2nd
1993	-	2.4x	N/A	N/A	N/A	(18.36%)	9.04%	24.20%	1st
1994	-	1.8x	N/A	N/A	(2.58%)	4.81%	(14.42%)	16.46%	3rd
1995	0.1	1.5x	(3.15%)	(42.88%)	(8.93%)	(11.91%)	(5.58%)	14.98%	2nd
1996	0.4	1.1x	7.72%	(2.33%)	(31.73%)	(16.65%)	(11.34%)	3.10%	3rd



### Performance Summary by Vintage Year as of December 31, 2017

VY	NAV	МоС	1 QTR IRR	1 YR IRR	3 YR IRR	5 YR IRR	10 YR IRR	Since Inception IRR	Quartile <sup>1</sup>
1997	\$0.3	1.3x	32.86%	31.05%	11.58%	(18.03%)	1.40%	7.26%	3rd
1998	0.4	1.3x	(40.33%)	(32.12%)	(7.17%)	3.19%	(8.21%)	6.04%	3rd
1999	4.9	1.4x	(27.99%)	(26.79%)	(9.76%)	(3.87%)	(3.67%)	6.75%	2nd
2000	85.2	1.5x	(11.12%)	0.86%	(3.65%)	3.74%	0.47%	9.27%	2nd
2001	9.9	2.2x	(5.21%)	(2.58%)	(4.33%)	5.11%	3.17%	24.25%	1st
2002	7.0	2.0x	(2.99%)	6.09%	10.10%	9.78%	1.70%	22.92%	1st
2003	43.0	1.5x	7.45%	13.81%	5.81%	8.69%	(1.11%)	11.67%	2nd
2004	23.9	1.9x	4.06%	(1.18%)	2.52%	2.05%	10.43%	17.34%	1st
2005	282.3	1.3x	1.88%	16.13%	0.73%	3.66%	2.38%	5.71%	3rd
2006	456.9	1.4x	6.49%	22.68%	3.93%	7.96%	6.60%	5.97%	3rd
2007	679.0	1.4x	(1.23%)	5.11%	6.54%	8.25%	8.50%	8.12%	2nd



## **Performance Summary by Vintage Year**

### as of December 31, 2017

VY	NAV	МоС	1 QTR IRR	1 YR IRR	3 YR IRR	5 YR IRR	10 YR IRR	Since Inception IRR	Quartile <sup>1</sup>
2008	\$890.2	1.4x	4.93%	16.70%	8.62%	10.21%	10.23%	10.23%	2nd
2009	172.4	2.0x	5.00%	19.25%	20.71%	19.94%	17.20%	17.20%	2nd
2010	10.1	1.1x	6.60%	(13.69%)	(11.43%)	2.13%	N/A	1.36%	4th
2011	607.6	1.4x	4.79%	17.93%	11.66%	13.12%	N/A	13.73%	2nd
2012	1,179.6	1.6x	7.97%	23.24%	17.13%	18.45%	N/A	18.14%	2nd
2013	934.5	1.4x	5.17%	24.27%	20.20%	18.35%	N/A	18.18%	1st
2014	618.1	1.4x	3.78%	21.00%	18.60%	N/A	N/A	20.96%	1st
2015	910.2	1.2x	5.76%	23.07%	13.45%	13.07%	N/A	13.07%	2nd
2016	590.9	1.3x	10.84%	35.75%	N/A	N/A	N/A	34.51%	1st
2017	134.8	1.0x	1.08%	3.43%	N/A	N/A	N/A	3.36%	2nd
Total	\$7,642.4	1.5x	4.82%	18.47%	10.53%	10.45%	7.05%	11.41%	



### Performance Summary by Active Manager as of December 31, 2017

Fund Manager	NAV	МоС	1 QTR IRR	1 YR IRR	3 YR IRR	5 YR IRR	10 YR IRR	Since Inception IRR
ABS Ventures	\$0.3	1.2x	18.30%	10.53%	(29.05%)	(14.57%)	(17.88%)	6.72%
Actis LLP	116.6	1.1x	(0.87%)	0.27%	(6.10%)	(1.69%)	N/A	1.74%
Adams Capital Management, Inc.	0.3	1.8x	32.86%	31.05%	10.58%	(18.26%)	(17.12%)	44.80%
Aisling Capital LLC	99.6	1.5x	4.37%	50.47%	11.73%	20.57%	6.13%	15.78%
APAX Partners LLP	56.7	1.5x	(1.05%)	(29.92%)	(0.18%)	7.83%	4.96%	4.98%
Apollo Global Management, LLC	194.9	1.4x	10.38%	32.46%	22.31%	N/A	N/A	20.39%
Arrowhead Mezzanine	0.9	1.4x	11.08%	74.25%	46.50%	15.74%	11.67%	10.64%
Avenue Capital Group	12.3	1.4x	6.13%	(10.33%)	(9.49%)	2.54%	9.60%	8.81%
Bain Capital Partners LLC	247.2	1.7x	14.11%	57.51%	36.03%	30.45%	N/A	29.28%
Baring Private Equity Asia Limited	320.9	1.6x	5.49%	19.64%	8.13%	9.41%	7.95%	16.14%
Black Diamond Capital Management, LLC	1.6	1.4x	0.27%	25.43%	2.24%	4.64%	2.21%	9.13%
Blue Point Capital Partners	78.5	2.2x	11.89%	41.68%	30.62%	33.08%	14.70%	15.32%



Fund Manager	NAV	МоС	1 QTR IRR	1 YR IRR	3 YR IRR	5 YR IRR	10 YR IRR	Since Inception IRR
Bridgepoint Capital Ltd	\$480.9	1.6x	6.74%	17.30%	7.07%	7.53%	3.14%	15.13%
Capital Group	84.4	0.9x	1.18%	(1.91%)	(10.31%)	(7.64%)	(1.69%)	(1.99%)
Cerberus Capital Management, LLC	391.1	2.0x	7.00%	18.87%	12.66%	12.24%	9.86%	17.53%
Cinven	140.7	1.5x	14.96%	35.54%	21.74%	11.48%	9.44%	9.31%
Clearlake Capital Group, L.P.	46.1	1.3x	1.83%	25.39%	N/A	N/A	N/A	29.79%
Coller Investment Management LTD	77.4	1.5x	3.09%	17.07%	11.89%	13.79%	N/A	17.06%
Crestview Advisors LLC	269.2	1.7x	3.34%	15.23%	16.18%	15.59%	11.95%	11.27%
Cross-Atlantic Capital Partners	105.2	1.3x	1.20%	(4.98%)	(7.99%)	5.61%	(0.69%)	4.61%
CVC Capital Partners Group	197.6	1.7x	10.87%	38.56%	25.24%	19.37%	14.89%	14.89%
Denham Capital	75.4	1.2x	1.29%	0.57%	11.31%	12.50%	N/A	10.90%
EagleTree Capital	-	1.6x	N/A	N/A	22.04%	20.63%	(0.41%)	14.12%
Energy & Minerals Group, The	80.5	0.9x	2.75%	5.44%	(3.46%)	N/A	N/A	(3.39%)



Fund Manager	NAV	МоС	1 QTR IRR	1 YR IRR	3 YR IRR	5 YR IRR	10 YR IRR	Since Inception IRR
Equistone Partners Europe Limited	\$74.0	1.3x	3.29%	34.30%	N/A	N/A	N/A	18.94%
Evergreen Pacific Partners GP LLC	26.0	1.3x	(7.16%)	(13.89%)	2.83%	1.41%	3.96%	5.20%
First Reserve Corporation	65.5	0.7x	(0.29%)	(5.25%)	(21.59%)	(14.81%)	N/A	(8.32%)
Gold Hill Venture Lending 03, LLC	1.3	1.6x	70.98%	41.71%	15.25%	99.06%	13.52%	10.82%
GoldPoint Partners, L.L.C.	107.5	1.5x	5.02%	20.84%	14.26%	11.61%	5.13%	10.41%
Hamilton Lane (PA coinvest)	60.2	1.7x	8.53%	51.67%	N/A	N/A	N/A	39.82%
HgCapital	163.2	1.4x	13.20%	32.52%	22.15%	N/A	N/A	17.92%
Huntsman Gay Global Capital LLC	112.3	1.2x	1.18%	7.89%	N/A	N/A	N/A	12.10%
Incline Management Corp	65.1	1.8x	6.38%	45.08%	43.66%	28.58%	17.89%	16.68%
IPC Advisors	95.6	1.6x	7.21%	26.77%	18.54%	11.33%	5.65%	10.86%
KBL Healthcare	1.7	0.6x	(51.97%)	(44.26%)	(21.49%)	(11.63%)	(6.98%)	(6.68%)
L Catterton Management Company LLC	462.7	1.4x	1.45%	0.49%	3.17%	7.44%	9.72%	8.90%



Fund Manager	NAV	МоС	1 QTR IRR	1 YR IRR	3 YR IRR	5 YR IRR	10 YR IRR	Since Inception IRR
Landmark Partners	\$75.0	1.5x	0.51%	4.89%	(0.49%)	6.27%	6.46%	7.24%
Lindsay Goldberg & Bessemer	0.1	2.3x	1106.91%	(19.78%)	22.88%	12.52%	5.32%	34.18%
LLR Partners	274.9	1.7x	6.97%	30.19%	19.63%	15.42%	13.21%	17.86%
Mid-Atlantic Venture Funds	0.6	5.0x	8.23%	(43.19%)	(17.33%)	(15.52%)	(5.41%)	38.02%
Milestone Partners	90.2	1.5x	3.05%	30.11%	11.64%	5.51%	N/A	6.79%
Morgan Stanley	84.9	1.8x	2.63%	8.55%	9.20%	11.62%	4.20%	16.71%
New Mountain Investments	346.4	1.8x	2.85%	21.23%	26.44%	17.87%	13.69%	14.12%
NGP Energy Capital Management	157.1	1.2x	6.91%	19.78%	10.59%	9.75%	N/A	9.86%
Oaktree Capital Management LP	22.7	1.6x	(0.52%)	10.25%	(1.80%)	3.76%	14.05%	13.75%
Odyssey Investment Partners, LLC	48.7	0.8x	(3.45%)	(19.55%)	(16.42%)	N/A	N/A	(17.44%)
Orchid Asia	46.2	1.4x	2.73%	10.64%	17.90%	29.88%	N/A	24.08%
PAI Europe	193.2	2.4x	7.52%	49.86%	23.57%	17.41%	8.12%	10.52%



Fund Manager	NAV	МоС	1 QTR IRR	1 YR IRR	3 YR IRR	5 YR IRR	10 YR IRR	Since Inception IRR
Palladium Equity Partners	\$107.6	1.8x	(1.17%)	26.34%	5.18%	8.65%	20.14%	9.03%
Partners Group Mgt VI LTD	114.5	1.5x	4.18%	20.82%	5.88%	10.49%	N/A	10.69%
Partners GroupClient Access Mgt I LTD	19.6	2.5x	4.43%	16.25%	17.30%	24.58%	N/A	34.13%
Permira	38.0	1.6x	4.20%	25.27%	21.71%	15.96%	10.26%	8.82%
Platinum Equity Advisors, LLC	285.7	1.8x	(2.26%)	2.61%	16.31%	19.42%	17.29%	30.69%
Portfolio Advisors, LLC	-	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Psilos Group Investors	51.7	1.2x	(7.04%)	(14.56%)	(5.04%)	(3.34%)	4.53%	3.41%
Quaker Bio-Ventures, Inc.	37.4	0.8x	4.01%	(6.46%)	(4.82%)	15.48%	(3.71%)	(3.77%)
SCP Private Equity Partners	22.8	0.5x	(8.49%)	(9.77%)	(12.96%)	(11.11%)	(10.57%)	(7.83%)
Searchlight Capital Partners, L.P.	37.4	1.5x	12.68%	47.33%	N/A	N/A	N/A	35.96%
StarVest Associates	44.7	1.3x	(8.50%)	(9.06%)	7.37%	7.00%	1.21%	5.21%
StepStone Group	16.9	0.9x	3.61%	3.86%	(5.76%)	(3.15%)	(3.78%)	(2.97%)



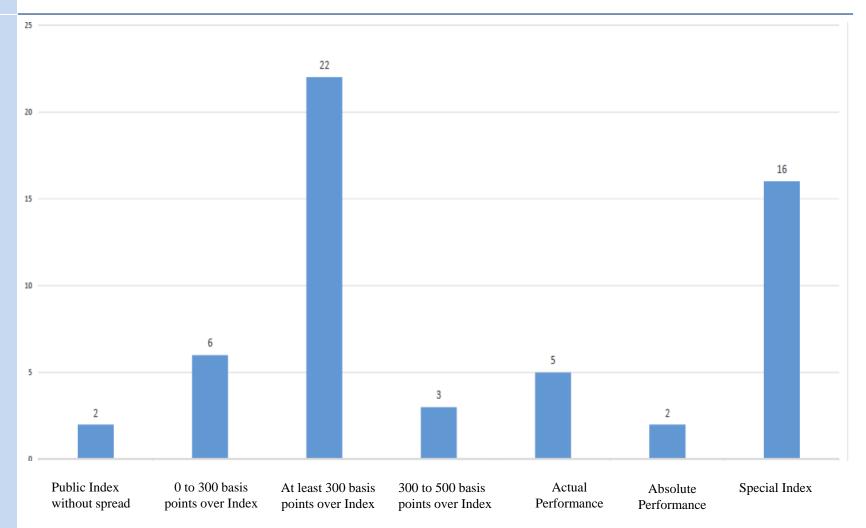
## **Performance Summary by Active Manager**

### as of December 31, 2017

Fund Manager	NAV	МоС	1 QTR IRR	1 YR IRR	3 YR IRR	5 YR IRR	10 YR IRR	Since Inception IRR
Sterling Partners	\$7.2	1.7x	(3.95%)	(19.81%)	(34.14%)	(19.72%)	(1.18%)	12.20%
Strategic Partners	314.7	1.6x	8.61%	19.64%	8.84%	11.48%	6.19%	17.78%
Summit Partners	152.9	1.7x	8.01%	38.75%	28.15%	23.83%	N/A	23.26%
TDH, Inc.	-	0.7x	N/A	N/A	N/A	(44.20%)	45.21%	(5.23%)
Tenaya Capital	171.7	1.6x	10.51%	13.87%	6.28%	8.89%	10.86%	10.23%
Trilantic Capital Management LLC	99.3	1.5x	5.65%	36.96%	15.28%	12.98%	15.67%	15.15%
Venor Capital Management LP	117.6	1.2x	6.19%	9.17%	N/A	N/A	N/A	10.63%
Versa Capital Management, LLC	217.3	1.0x	1.24%	(4.18%)	(11.07%)	(6.55%)	(0.54%)	0.32%
Windjammer Capital Investors	131.9	1.6x	7.49%	34.56%	19.85%	17.83%	18.19%	16.57%
Total	\$7,642.4	1.5x	4.82%	18.47%	10.53%	10.45%	7.05%	11.41%



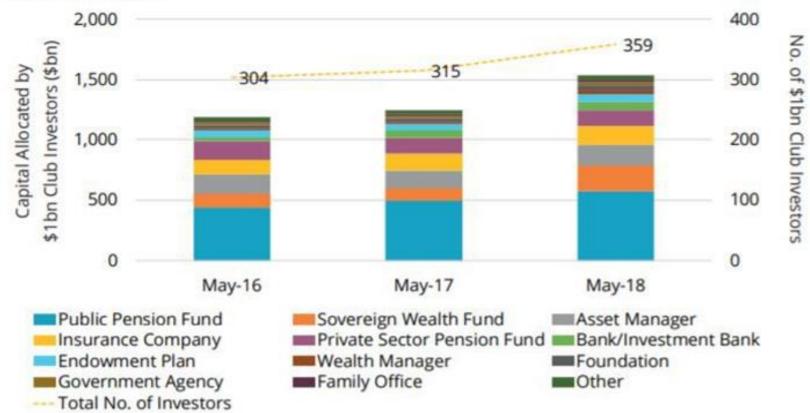
## **PE Benchmarks – Public Funds over \$8B**





## Number of LP's with \$1B or more allocated to PE



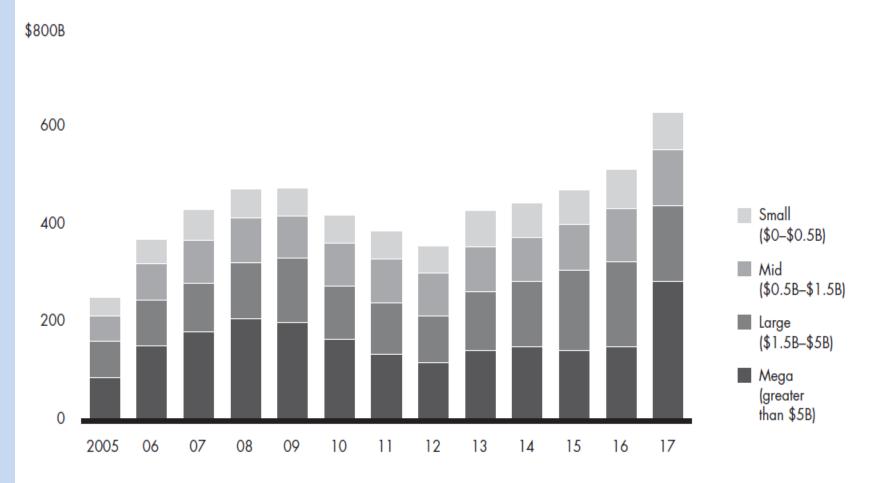


Source: Pregin



### Dry Powder (investible amount) – Global Buyout Funds

Global buyout dry powder (by fund size)

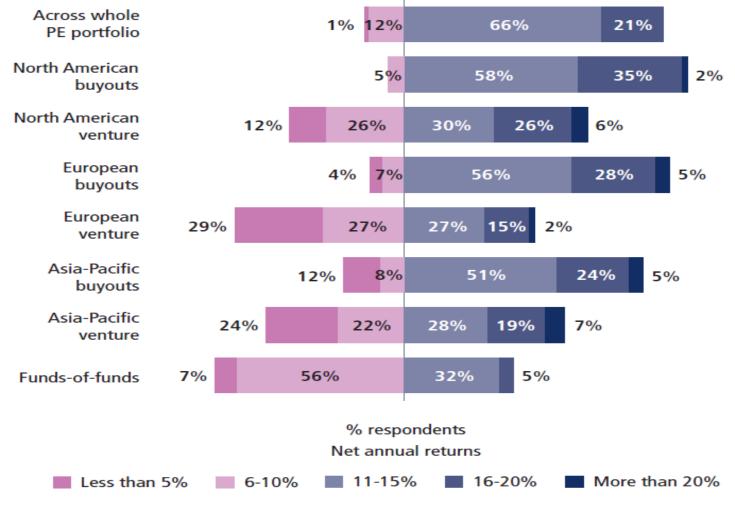


Source: Pregin



### **Net Annual IRRs Across PE Portfolios (Since Inception)**

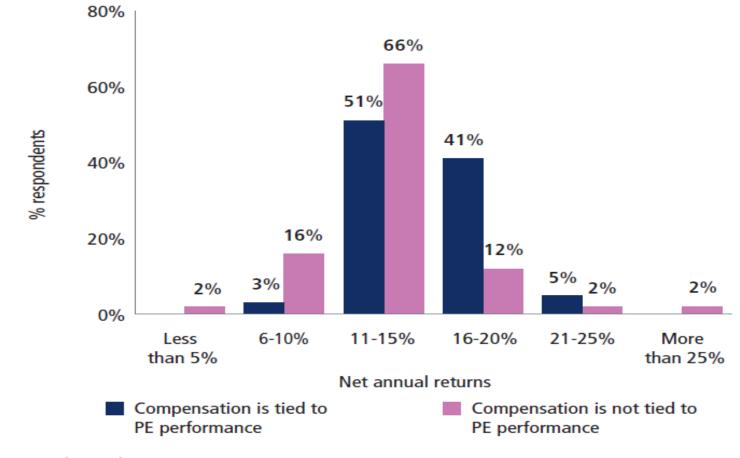
#### Net annual returns across LPs' PE portfolios since their inception





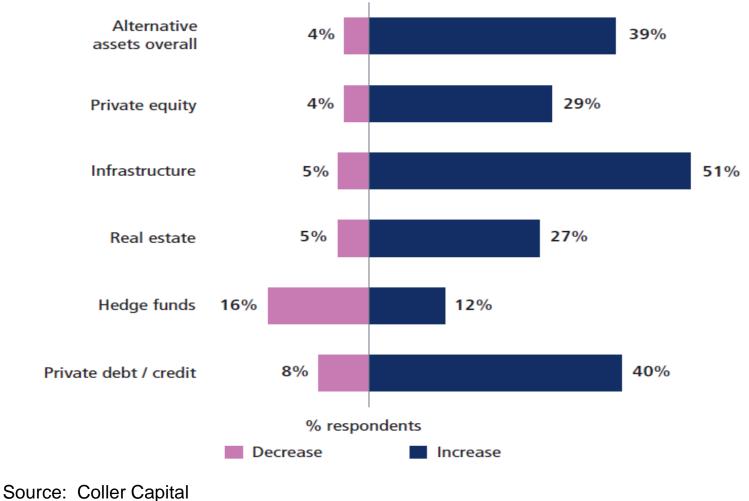
### LP's 5-Year Net IRRs – With performance pay and without

LPs' 5-year net PE portfolio performance correlated with incidence of performance-related pay



## **Changes in LP's target allocations to alternatives**

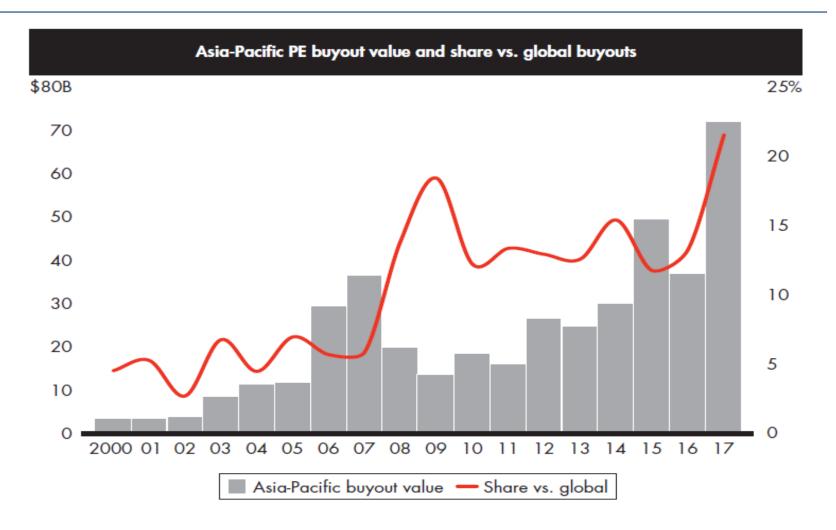
Changes in LPs' planned target allocations to alternative assets over the next 12 months





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## Asia Buyout Value Hit a New High

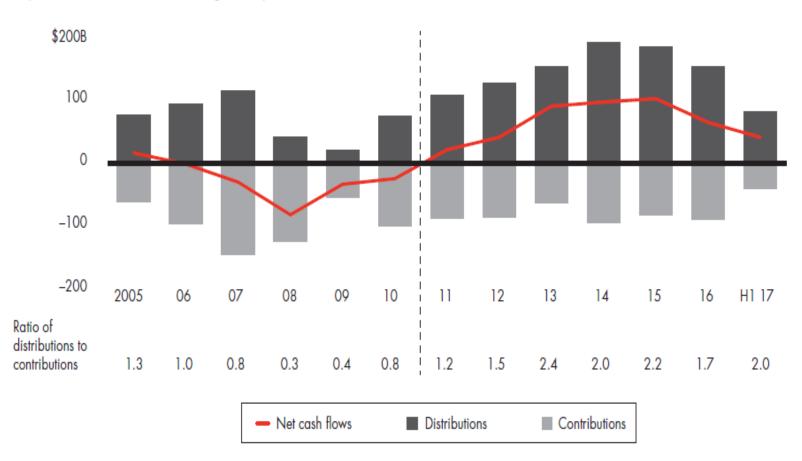


Source: Bain Asia-Pacific PE Report 2018



### PM investors have been cash flow positive

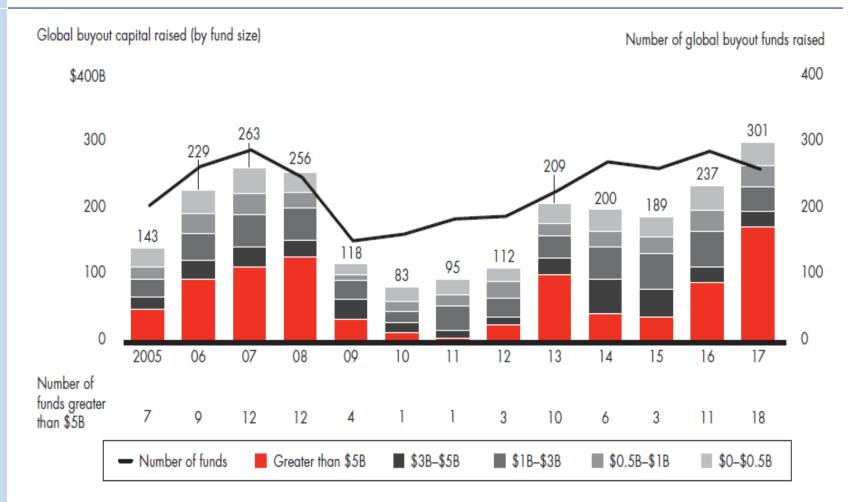




Source: Cambridge Associates Private Investments Database



## Mega-Funds dominated fund raising in 2017



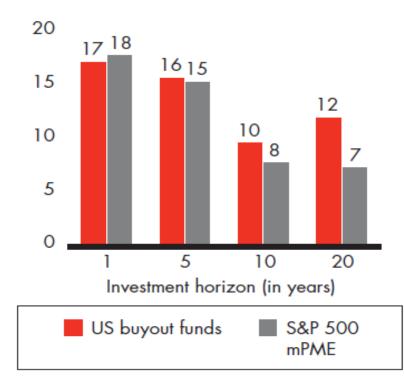
Notes: Includes funds with final close and represents the year in which funds held their final close; buyout includes buyout and balanced funds Source: Preqin



## **Buyout Funds vs PMEs**

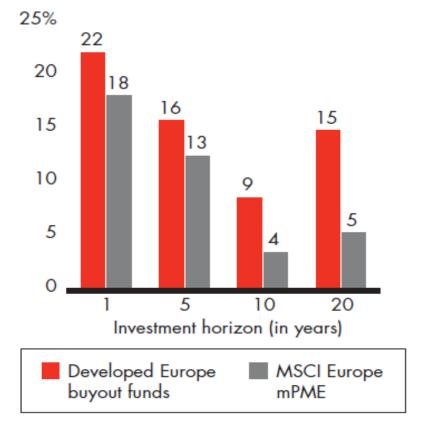
US

End-to-end pooled net IRR (as of June 2017) 25%



#### Europe

End-to-end pooled net IRR (as of June 2017)







COMMONWEALTH OF PENNSYLVANIA PUBLIC SCHOOL EMPLOYEES' RETIREMENT SYSTEM

# Private Markets Asset Class Review Year-End 2017

Darren Foreman, MBA, CAIA Luke Jacobs, MBA, CFA Mike Tyler, MBA Tony Meadows Patrick Knapp, CFA

October 11, 2018

