

Setter

Price Report

October 2017

First in the Secondary Market.

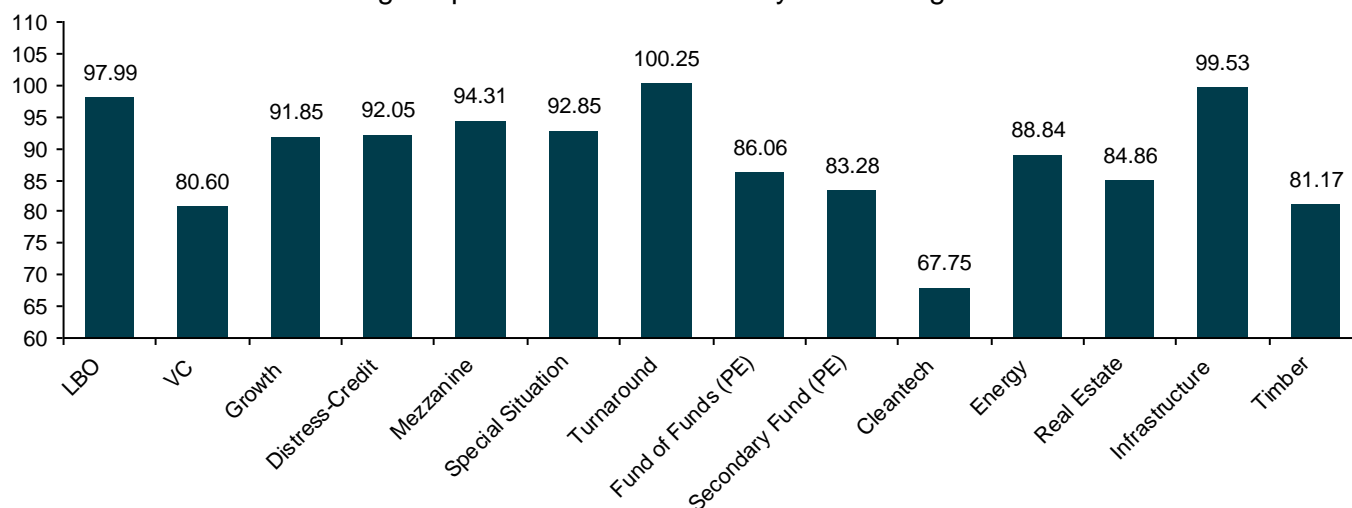
Setter Price Report

Price Analysis of Different Fund Strategies

The below data records the average of top prices across various alternative asset classes and time intervals. The average top price is generally derived from prices that Setter observed over the preceding 90 day period through actual bids or indications given by the over 1300 buyers covered by Setter.

Please note that Setter receives more prices from buyers for the more saleable funds (Setter Liquidity Rating of 'Good', 'Very Good' and 'Excellent'). Since these more saleable funds tend to price better than less saleable funds, average prices in this report may be biased towards higher priced funds. Also note that the funds priced in a given period will differ in vintage, geographic focus, etc. which can influence the average price for that period. Finally, certain strategies like cleantech and distress-credit are priced less frequently which in turn causes their average prices to be more variable

Average Top Prices Over The 90 Days Preceding 10/31/17



Changes in Prices

Oct 31, 2016 vs Oct 31, 2017*

Type	Funds Priced	Average IRR	Average Multiple	Starting Price*	Ending Price*	Price Change	
LBO	488	12.05	1.85	94.52	97.99	3.67%	▲
VC	137	17.52	1.66	83.84	80.60	-3.87%	▼
Growth	49	7.86	1.35	89.76	91.85	2.32%	▲
Distress-Credit	50	10.24	1.28	86.78	92.05	6.08%	▲
Mezzanine	18	1.79	1.11	91.00	94.31	3.64%	▲
Special Situation	16	1.68	0.73	91.56	92.85	1.41%	▲
Turnaround	23	12.94	1.45	99.67	100.25	0.59%	▲
Fund of Funds (PE)	103	10.11	1.35	86.27	86.06	-0.24%	▼
Secondary Fund (PE)	22	22.23	1.35	86.64	83.28	-3.88%	▼
Cleantech	15	5.07	1.16	57.80	67.75	17.21%	▲
Energy	62	4.01	1.13	87.91	88.84	1.05%	▲
Real Estate	83	10.29	1.21	86.53	84.86	-1.93%	▼
Infrastructure	22	10.89	1.28	84.79	99.53	17.39%	▲
Timber	5	1.00	0.85	83.33	81.17	-2.60%	▼

*Starting Price and Ending Price are the average top prices of the 90 days preceding these two dates.

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Average Top Prices Over The 90 Days Preceding 10/31/17

Break Down by Geography

Geography	LBO	VC	Growth	Mezzanine	Distress-Credit	Fund of Funds (PE)	Energy	Real Estate	Infra
N. America	95.78	81.21	94.80	90.92	90.88	84.64	88.67	88.50	97.90
W. Europe	100.02	80.50	99.78	96.29	96.25	90.00	105.00	92.14	101.25
Global	95.58	92.50	57.50		93.25	86.56	87.43	87.50	97.50
Asia	91.35	72.69	74.75		78.50	78.67		74.00	
Other	93.76	91.00	95.50	96.50	92.50	94.88		76.00	98.33

Break Down by Vintage

Vintage	LBO	VC	Growth	Mezzanine	Distress-Credit	Fund of Funds (PE)	Energy	Real Estate	Infra
Pre 2002	86.25	69.44			77.50	78.81		92.50	
2002 - 2005	88.07	74.85	97.50		82.00	84.37	66.25	86.50	
2006 - 2009	94.05	78.42	84.11	95.75	90.83	87.74	82.05	81.80	99.06
2010 - Present	101.87	90.25	96.13	94.11	94.30	89.92	92.47	86.38	100.06

Break Down by Setter Liquidity Rating

Liquidity Rating	LBO	VC	Growth	Mezzanine	Distress-Credit	Fund of Funds (PE)	Energy	Real Estate	Infra
Excellent	101.26	77.50	93.00		82.50		92.39		101.75
Very Good	100.73	90.50	98.90		95.58	88.82	92.23	92.50	97.70
Good	95.62	85.55	95.71	96.50	90.58	84.89	81.31	92.93	102.22
Unrated	94.74	77.95	87.37	93.58	93.29	83.94	94.38	81.74	80.00

Break Down by Percent Funded

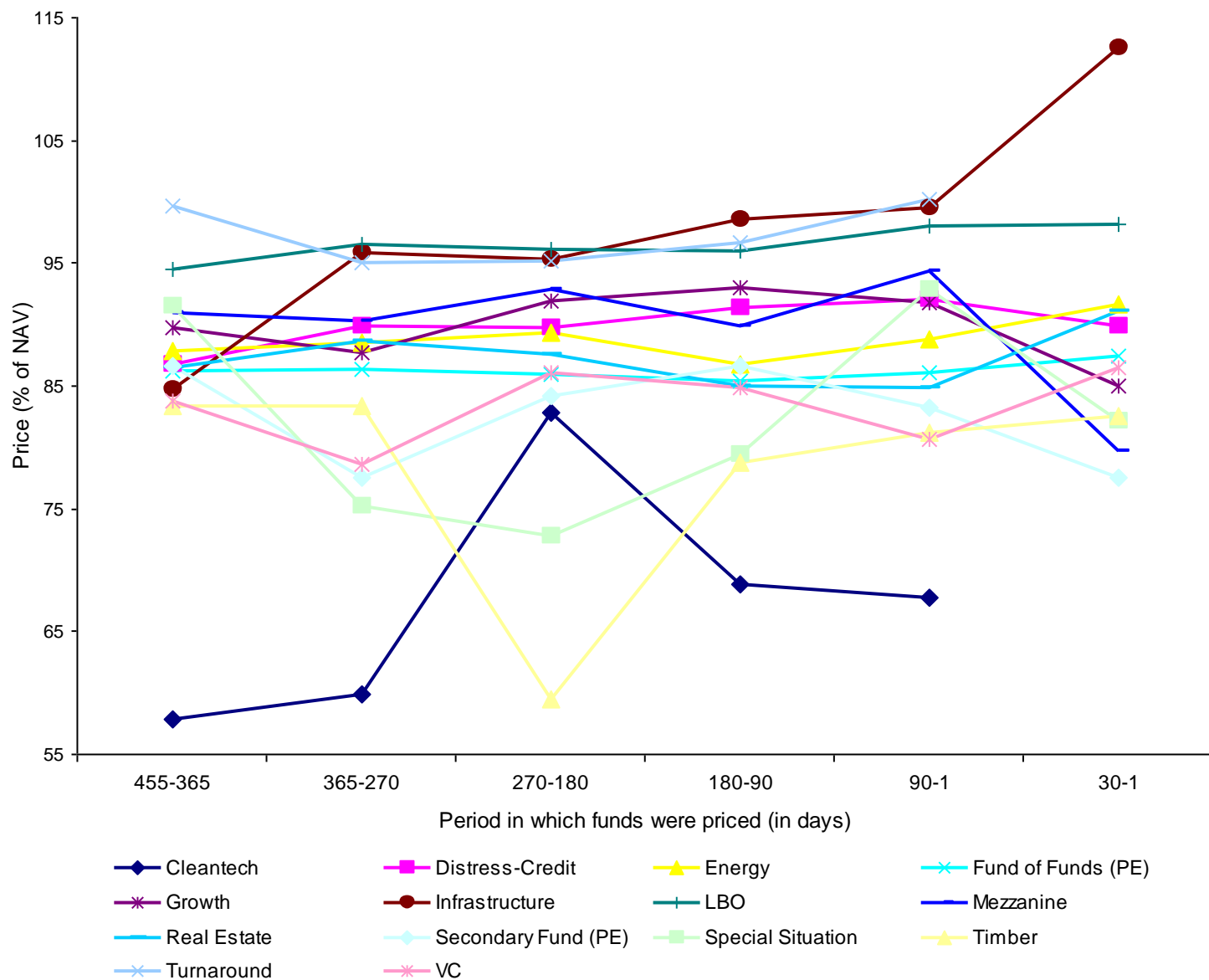
Percent Funded	LBO	VC	Growth	Mezzanine	Distress-Credit	Fund of Funds (PE)	Energy	Real Estate	Infra
0-25%	102.76	89.25	105.00	96.50			92.50	90.50	
25-50%	104.53		105.00		94.17		98.42		104.00
50-75%	100.94	87.83	99.25	96.50	97.20	90.38	93.00	91.50	107.50
75-100%	95.88	78.09	86.82	91.50	89.79	84.84	85.00	82.40	99.60

Break Down by Fund Size

Fund Size	LBO	VC	Growth	Mezzanine	Distress-Credit	Fund of Funds (PE)	Energy	Real Estate	Infra
<\$500M	97.55	80.89	93.42	88.13	96.25	82.83	91.58	82.75	100.00
\$500M - \$1B	95.29	79.84	86.75	96.20	92.25	86.69	88.81	79.83	103.75
\$1B - \$2B	95.23	77.94	91.40	96.50	85.67	91.67	86.00	90.67	99.86
\$2B - \$5B	99.08	65.00	86.25	96.50	93.32	91.50	88.14	93.50	104.50
\$5B+	101.64		97.50		92.43		90.94	92.17	96.00

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Price Movement over the Last Year



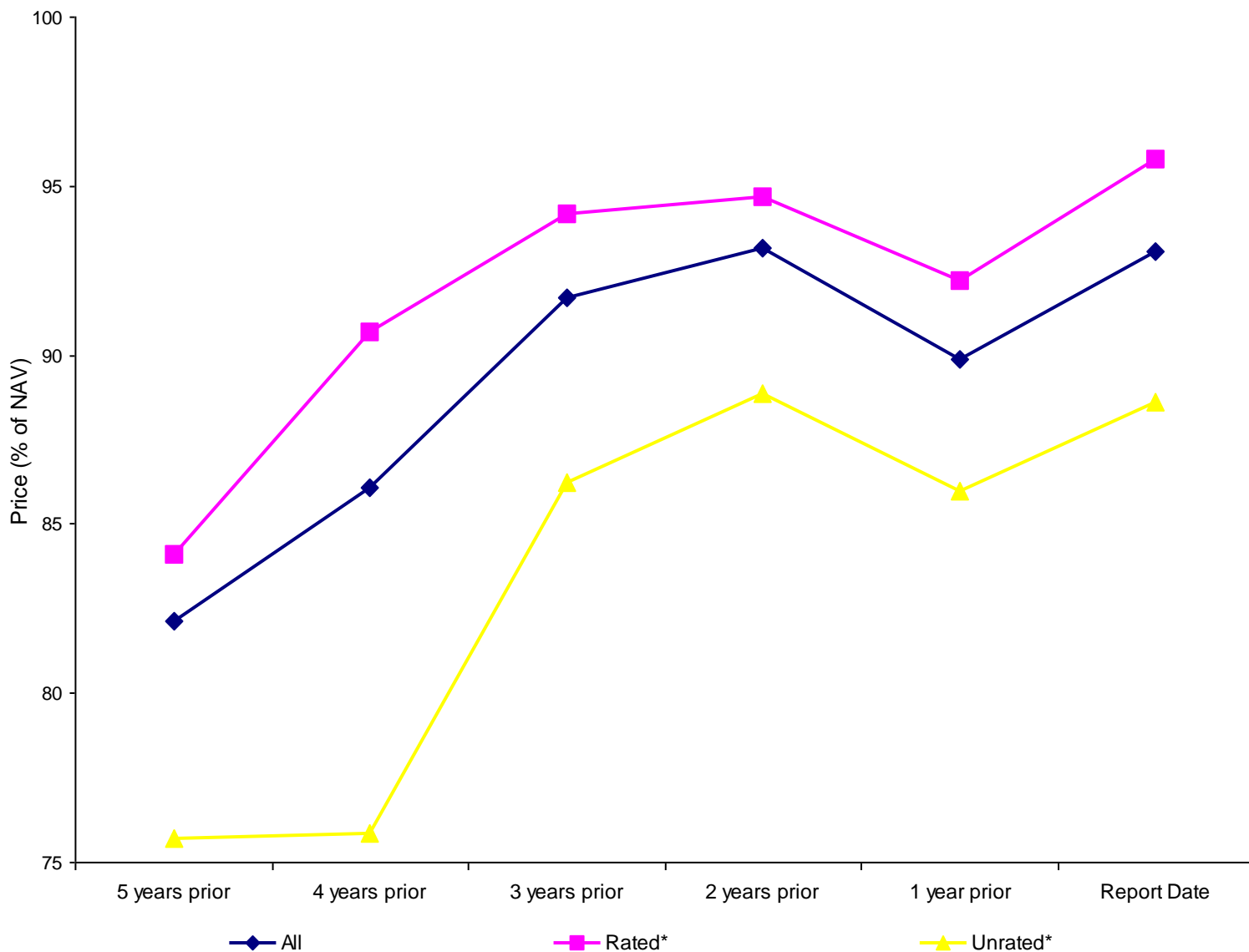
Source of Price Data

This report summarizes the individual top secondary market prices Setter Capital records over specific time periods based on actual bids and estimates derived from the over 1300 buyers it covers. See below for the number of funds priced in each period. Note that Setter receives more prices from buyers for the more saleable funds (Setter Liquidity Rating of 'Good', 'Very Good' and 'Excellent'). Since these more saleable funds tend to price better than less saleable funds, average prices in this report may be biased towards higher priced funds. Also note that the funds priced in each period will differ in average vintage, geographic focus, etc. which can influence average price for that period. Finally, certain strategies like cleantech and distress credit are priced less frequently which in turn causes the average prices recorded to be more variable.

Funds priced 0-30 days ago	186	Funds priced 180-270 days ago	895
Funds priced 0-90 days ago	977	Funds priced 270-365 days ago	761
Funds priced 90-180 days ago	943	Funds priced 2 years ago	2418

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Price Movement of the Most Sought-After Funds



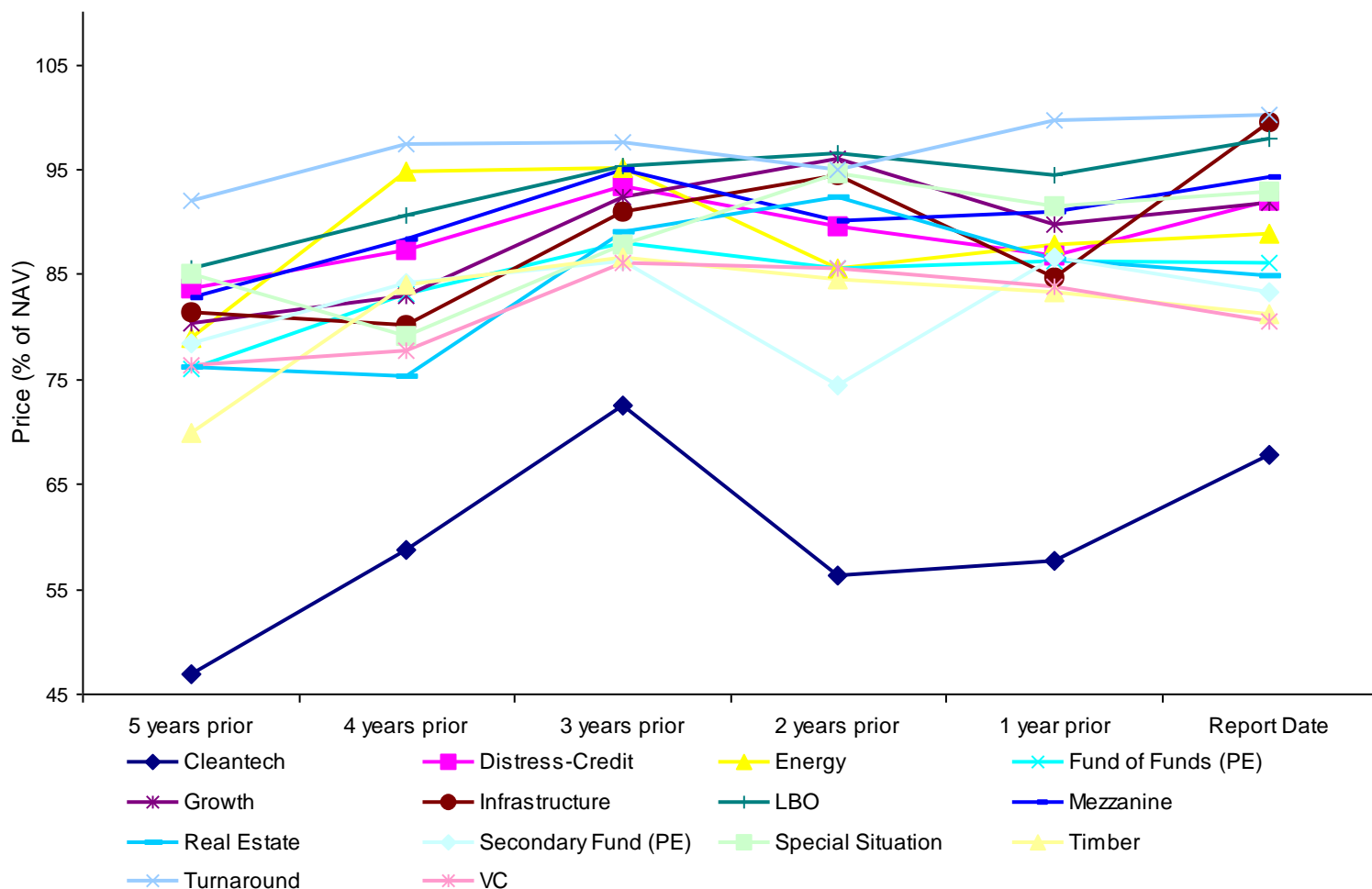
Broken Down By Liquidity Rating

	5 years prior (A)	4 years prior (B)	3 years prior (C)	2 years prior (D)	1 year prior (E)	Report Date (F)	Price change (E) to (F)
Unrated*	75.73	75.85	86.24	88.86	85.99	88.63	3.06% ▲
Rated*	84.13	90.69	94.19	94.70	92.20	95.81	3.92% ▲
All	82.15	86.10	91.68	93.16	89.89	93.08	3.55% ▲

* "Rated" funds are those with a Setter Liquidity Rating of Good, Very Good or Excellent, while "Unrated" funds have not achieved a rating. The Setter Liquidity Rating indicates how sought after and saleable a fund is on the secondary market and are in large part determined by the collective shortlists of the 1300+ buyers Setter Capital covers, which are conveyed directly or via SecondaryLink. See the last page for more details and limitations of the Setter Liquidity Rating.

Setter Price Report

Price Movement over the Last 5 Years



Broken Down By Type

	5 years prior (A)	4 years prior (B)	3 years prior (C)	2 years prior (D)	1 year prior (E)	Report Date (F)	Price change (E) to (F)
LBO	85.52	90.60	95.31	96.53	94.52	97.99	3.67% ▲
VC	76.37	77.68	86.07	85.64	83.84	80.60	-3.87% ▼
Growth	80.35	82.92	92.47	96.08	89.76	91.85	2.32% ▲
Distress-Credit	83.71	87.41	93.47	89.54	86.78	92.05	6.08% ▲
Mezzanine	82.80	88.33	95.00	90.10	91.00	94.31	3.64% ▲
Special Situation	85.00	79.17	87.81	94.70	91.56	92.85	1.41% ▲
Turnaround	92.00	97.50	97.54	95.00	99.67	100.25	0.59% ▲
Fund of Funds (PE)	76.09	83.08	88.00	85.54	86.27	86.06	-0.24% ▼
Secondary Fund (PE)	78.43	84.17	86.27	74.50	86.64	83.28	-3.88% ▼
Cleantech	47.00	58.75	72.50	56.25	57.80	67.75	17.21% ▲
Energy	79.00	94.93	95.15	85.58	87.91	88.84	1.05% ▲
Real Estate	76.16	75.29	89.17	92.36	86.53	84.86	-1.93% ▼
Infrastructure	81.40	80.29	91.06	94.50	84.79	99.53	17.39% ▲
Timber	70.00	84.00	86.61	84.50	83.33	81.17	-2.60% ▼

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Recent Movement in Secondary Pricing

Broken Down By Type

	2 Years (A)	270-365 days (B)	180-270 days (C)	90-180 days (D)	Last 90 Days (E)	Last 30 Days (F)	90 Days Price Change (D) to (E)	
LBO	96.53	96.49	96.10	96.05	97.99	98.23	2.01%	▲
VC	85.64	78.59	86.09	84.89	80.60	86.44	-5.06%	▼
Growth	96.08	87.67	91.98	92.96	91.85	85.00	-1.19%	▼
Distress-Credit	89.54	89.88	89.72	91.36	92.05	89.93	0.76%	▲
Mezzanine	90.10	90.31	92.89	89.89	94.31	79.75	4.92%	▲
Special Situation	94.70	75.25	72.75	79.44	92.85	82.17	16.87%	▲
Turnaround	95.00	95.00	95.17	96.72	100.25		3.65%	▲
Fund of Funds (PE)	85.54	86.42	86.01	85.35	86.06	87.50	0.83%	▲
Secondary Fund (PE)	74.50	77.50	84.17	86.63	83.28	77.50	-3.86%	▼
Cleantech	56.25	59.90	82.83	68.87	67.75		-1.62%	▼
Energy	85.58	88.52	89.29	86.76	88.84	91.64	2.40%	▲
Real Estate	92.36	88.72	87.64	84.96	84.86	91.13	-0.11%	▼
Infrastructure	94.50	95.90	95.35	98.57	99.53	112.50	0.98%	▲
Timber	84.50	83.33	59.50	78.80	81.17	82.50	3.00%	▲

Broken Down By Geography

N. America	92.29	90.26	91.21	87.56	89.48	92.87	2.19%	▲
W. Europe	99.75	95.09	96.38	97.94	98.82	100.45	0.90%	▲
Global	89.21	91.70	90.28	88.61	89.83	92.09	1.38%	▲
Asia	85.27	84.57	87.56	86.21	79.38	83.40	-7.93%	▼
Other	86.39	79.47	81.13	91.12	93.54	87.75	2.65%	▲

Broken Down By Liquidity Rating

Excellent	97.49	98.98	99.50	97.80	99.86	100.37	2.12%	▲
Very Good	93.63	95.68	96.41	93.82	96.92	95.69	3.30%	▲
Good	89.01	88.57	88.29	90.78	92.36	91.56	1.74%	▲
Unrated	85.99	83.64	86.63	88.71	88.63	85.43	-0.09%	▼
Average Price Rated	94.70	93.97	93.76	93.38	95.81	97.05	2.60%	▲
Average Price Unrated	85.99	83.64	86.63	88.71	88.63	85.43	-0.09%	▼
All Funds	89.89	90.85	91.34	91.81	93.08	93.54	1.38%	▲

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Definitions

¹ Exposure: NAV + Undrawn

² Prime Buyers are buyers that are existing investors in the fund family, have it on their shortlist or have recently priced it. Other buyers, who have a general interest in buying this type of fund but not the fund specifically (“General Buyers”), are not included in the number of indicated prime buyers

³ The Setter Liquidity Rating (SLR) is a subjective measure of the relative liquidity of non-redeemable alternative investment funds and is not a measure of the investment merits or quality of a fund. The SLR and number of Prime Buyers² are determined by Setter Capital and rely in part on subjective assessments of: the seriousness, capacity and number of interested buyers for a fund; and the ease of transfer. The SLR and number of Prime Buyers² should not be relied upon to make any investment decision or to predict the future liquidity of a fund. Also, the SLR is not intended as a measure or indicator of the liquidity of a fund's underlying portfolio holdings. The SLR applies to an entire series of funds, or 'fund family', and individual funds within a fund family may be more or less illiquid than the SLR indicates. For instance, lightly funded funds or very old funds are often less liquid than funds that are greater than 30% funded or less than seven years old. Also, smaller interests and very large interests have fewer buyers with less liquidity. The liquidity of a fund and the SLR can change at any time, as demand for a fund family changes or transfer becomes more or less restrictive or Setter Capital re-evaluates or gains new insight into a fund's relative liquidity. See the article 'Setter Capital Liquidity Rating' for more details. The SLR is not provided as a service and Setter Capital, SecondaryLink and DiligenceLink therefore assume no responsibility for any losses alleged to be the result of the use of the SLR or for any purported reliance upon the rating. The SLR may be flawed and Setter Capital welcomes suggestions to improve its usefulness.

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About Setter

Established in 2006, Setter Capital is a leading independent advisory firm specializing in providing liquidity solutions for fund managers and institutional investors in the secondary market for alternative investments. We serve a diverse institutional client base including some of the world's largest pensions, endowments, investment consultants and fund managers. To date, Setter Capital has completed over 500 transactions, representing more than \$25 billion in liquidity across venture capital, private equity, infrastructure, real estate, real asset, and hedge fund investments.

Setter Capital's mission is to make the secondary market more transparent and efficient for all market participants. To this end, Setter provides the market with complimentary secondary market research and analytical tools such as:

[The Setter Liquidity Rating™](#)

A unique rating system that allows buyers, sellers and creditors to assess the relative liquidity of over 7000 different fund families.

[The Setter Volume Report™ and the Setter Price Report™](#)

Two semi-annual reports that provide the most comprehensive and accurate assessments of the secondary market. Data is based on pricing of over 2000 funds and a survey of over two thirds of the most active secondary buyers globally.



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Setter Capital Inc.
77 Bloor Street W. Suite 1220
Toronto, Ontario, Canada
+1 (416) 964-9555

www.settercapital.com