

# We Provide the Insights. You Invest in the Right Opportunities.

## **Solutions for Private Equity**

S&P Global Market Intelligence offers private equity practitioners access to essential information about companies, people, and markets worldwide—along with invaluable tools for analysis, idea generation, and workflow management—to help you make investment decisions with conviction.

Our private and public company profiles, market-moving news, deal information, broker research and estimates, screening, and find buyers tools provide you with an essential toolkit to identify new investment opportunities, value portfolio companies, and maximize the exit.

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**S&P Global**

Market Intelligence

# Discover New Opportunities with Differentiated Data

– **Private Company Data:** Model valuations, perform comparables analysis, and evaluate potential opportunities using our robust private company data. View information about financial performance metrics, total amount raised, rounds of funding, and more. Our broad and continually evolving coverage includes:

- 16M+ private companies around the globe
- 10M+ private companies with financial statements
- 500,000+ early stage companies supported by data from Crunchbase

View pre- and post-money valuations, capitalization tables, and Department of Labor headcount data to help assess company size and growth over time.

Gauge the longevity of private company investments by utilizing our holding period data to help determine if a financial sponsor is looking to exit a position in the near-term.

– **Estimates:** Receive one-click access to consensus and analyst-level estimates. Measures include EPS, Revenue, Net Income, EBITDA, EBIT, and more.

- **Prequin Fund-Level Data:** We've partnered with Prequin, the leader in data on alternative assets, to deliver in depth private markets coverage. Access fund profiles, contacts, fundraising, performance, deals, and exits associated with 40k firms and 106k+ funds across multiple asset classes.
- **Company Financials:** Analyze company performance with financials that capture every announcement from latest press release to most recent report. Financials are adjusted for nonrecurring charges and auditable down to the source documents.
- **Transactions:** View more than 2 million transactions including M&A, private placements, buybacks, new issues, bankruptcies, and more.
- **Investment Research:** Gather unique information and insights by accessing our extensive collection of over 40 million real time and aftermarket research reports. Our leading database of aftermarket research has more than 1,800 brokerage, independent, and market research contributors around the globe including Barclays, Citi, Credit Suisse and others.

**Latest Rounds Of Funding**

Round Type	Amount Raised (\$M)	Post-Money (\$M)
Venture Aug-16	15.391	11.503
Seed Apr-17	11.503	NA
Venture Oct-18	11.503	NA
Venture Aug-19	11.503	NA
Growth Dec-19	11.503	NA

**Funding Overview**

ANNOUNCED DATE	ROUND TYPE	ROUND NUMBER	SIZE (\$M)	PRE-MONEY (\$M)	POST-MONEY (\$M)
12/3/2019	Growth	5	11.389	107,001	118,891
8/26/2019	Venture	4	11.178	NA	NA
10/23/2018	Venture	3	15.391	46,172	61,563
4/5/2017	Seed	2	1,066	NA	NA
8/16/2016	Venture	1	1,091	NA	NA

# Identify Investments, Monitor Portfolio Companies, and Find Buyers

- Screening:** Raise capital, identify investments, and find buyers, co-investors, or limited partners using our Screening tool. Screen using your preferred quantitative or qualitative criteria including industry, business description, fund strategy, geography, and more.
- Find Buyers:** Find and score high-quality buyers using our targeting engine's proprietary algorithm.
- Company Profiles:** Access in-depth profiles of companies and investment firms across public and private capital markets.

- Mapping:** Visualize your market and demographic targets, track operational footprints, and perform spatial analysis using our high quality, customizable maps.
- Key Relationships:** Identify and leverage key relationships with comprehensive background information on more than 4.5 million current professionals. Coverage includes contact information, education, past work experience, company and board affiliations, insider trading, and compensation details. Map out an individual's relationship network and portfolio company coverage using our Relationship Tree, and overlay your own contact and relationship data to see your connections to an individual or company.

# Stay Connected with Investors

- Money Market Directories:** Unlock comprehensive institutional investor intelligence to build effective relationships, enhance competitive intelligence, identify new sales opportunities and sources of capital, perform focused prospecting, and develop targeted mailing campaigns.

ENTITY NAME	ENTITY ID	COMPANY TYPE	BUSINESS DESCRIPTION	COUNTRY / REGION NAME	TOTAL REVENUE LATEST FISCAL YEAR (\$M)	REVENUE GROWTH LATEST FISCAL YEAR (%)	TOTAL ASSETS LATEST FISCAL YEAR (\$M)	TOTAL DEBT LATEST FISCAL YEAR (\$M)	NET INCOME LATEST FISCAL YEAR (\$M)	EPS LATEST FISCAL YEAR (\$)	PER SHARE LATEST FISCAL YEAR (\$)
L.C. Automation Ltd.	7245272	Private Company	L.C. Automation Ltd. distributes automation, control, and safety products in the United Kingdom. It distributes products, such as A/C inverters and soft starters, actuators and <del>2000</del> cable and cable management products,...	United Kingdom	11	236.00	4	1	3.17		
BANSIS Schalt- und Fördertechnik GmbH	7220714	Private Company	BANSIS Schalt- und Fördertechnik GmbH designs, manufactures, and supplies industrial automation and control systems, conveyor technology, and industrial automation systems.	Germany	23	147.14	13	2	NA		
Head Invest Oy	6218914	Private Company	Head Invest Oy, through its subsidiaries, engages in <del>2000</del> clean air and life science businesses in Finland. It develops robotic test and production equipment, and provides engineering services.	Finland	3	140.94	63	NA	NA		
Mgg International B.V.	13309176	Private Company	Mgg International B.V. engages in shaping liquid aluminum into mechanically processed products, such as aluminum foil, wire mesh, and wire mesh automobile, <del>2000</del> medical, energy, heat exchanges, construction, and...	Netherlands	294	125.57	247	NA	NA		
ZenRobotics Ltd.	7071465	Private Company	ZenRobotics Ltd. develops artificial intelligence and <del>2000</del> based robotic waste sorting system, which separates raw materials from commercial, industrial, and household waste.	Finland	6	118.82	10	NA	23.39		
Moog Robotics GmbH	5963801	Private Company	Moog Robotics GmbH designs, manufactures, and sells <del>2000</del> electromechanical systems for the transfer of current, signals, and data in rotating devices or structures. The company offers standard slip rings, me...	Germany	24	94.06	17	NA	37.02		

# Microsoft Office Tools to Simplify Your Workflow

- Excel Models:** Access over 100 pre-built models and leverage the Excel Plug-in to quickly build financial models tailored to financials, valuation, fixed income detail, estimates, insider ownership, and more.
- Dynamic Presentations:** Quickly create reports for your limited partners by using our tools that synchronize Word, Excel, and PowerPoint.
- Report Builder:** Produce comprehensive, customizable reports with details ranging from professional profiles to credit indicators and everything in between.
- Source Documents:** Save time when evaluating portfolio companies with quick access to underlying source documents and valuation details.
- Advanced Charting:** Easily chart financials, estimates, valuation multiples, credit indicators, and economic trends. Save as an image or download into Excel for further customization.

The screenshot displays a Microsoft Office environment with multiple windows open, illustrating how various tools can be used together to simplify workflow.

**Top Window: Company Profile - Demo - SPCM**

- File, Home, Insert, Page Layout, Formulas, Data, Review, View, SAP Capital IQ, MI Office, Design, Layout, Search, Share, Comments**
- Layout Tools: Text Formatting** (right side of the ribbon)
- Content:**
  - Corporate Data:** Text about Blue Ocean Robotics ApS and its products.
  - Placeholder Table:** A table with columns for Period Ending (12/31/2018), F2018, F2017, F2016, and F2015.
  - Table Data:**

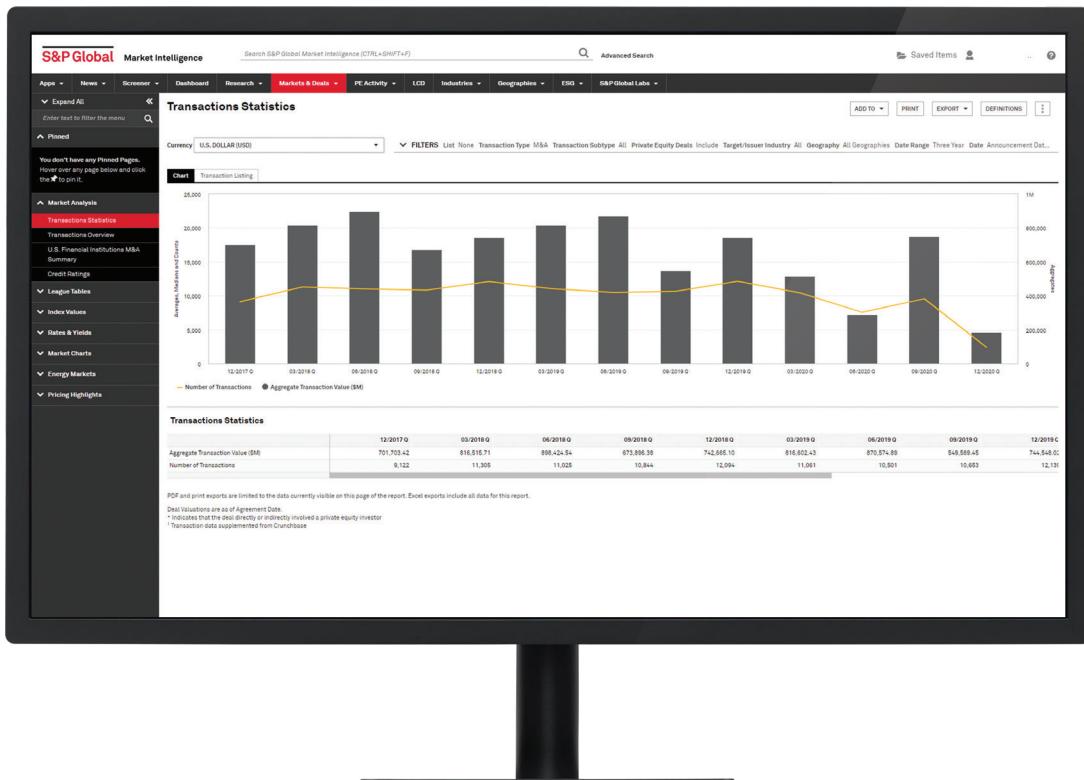
	F2018	F2017	F2016	F2015
Period Ending (mm/dd/yyyy)	12/31/2018	12/31/2017	12/31/2016	12/31/2015
Reported Currency Code	DKK	DKK	DKK	DKK
<b>BALANCE SHEET</b>				
1 Cash and Short Term Investments	0	0	0	0
2 Inventory	NA	0	1	1
3 Other Current Assets	2	0	0	0
4 Net Property, Plant & Equipment	0	0	0	0
5 Less Accumulated Depreciation	0	0	0	0
6 Total Current Assets	2	0	1	1
7 Total Current Liabilities	0	0	2	2
8 Net Debt	(2)	(2)	(2)	(2)
9 Total Liabilities	0	2	2	2
10 Total Equity	2	0	0	0
11 Total Assets	2	2	2	2
12 Total Liabilities and Equity	2	2	2	2
13 Current Rate (X)	NA	NA	NA	NA
14 Current Rate (Y)	NA	NA	NA	NA
15 Current Rate (Z)	NA	NA	NA	NA
16 Total Debt/Total Equity (%)	0	0	0	0
17 Total Net Assets/Total Assets (%)	100	100	100	100
  - Table Properties:** Shows alignment, distribution, and sizing settings for the table.
  - Table Tools: Text Formatting:** Shows color, font, fill, and border settings.

**Bottom Window: Financial\_Highlights**

  - File, Home, Insert, Page Layout, Formulas, Data, Review, View, SAP Capital IQ, MI Office, Design, Layout, Search, Share, Comments**
  - Layout Tools: Text Formatting** (right side of the ribbon)
  - Content:**
    - SELECTED FORMULAS:** A dialog box showing the formula = SPCM!\$C\$12:\$F\$12, "Opzioni.Curr=EUR,Mag=Millioni".
    - Formula Layout:** Across a row.
    - Output Location:** Financial\_Highlights!A1.

# Stay Informed

- News:** Receive up-to-the-moment sector specific news so you can make impactful decisions quickly.
- Key Developments:** View company announcements, M&A discussions, transaction announcements, and information on companies seeking acquisitions, investments, financing, partners, to sell or divest, and more.
- Private Company Capital Data:** Get information on more than 37,000 private equity firms including investment criteria, funds, industry and geographic focus, general and limited partners, direct investments, and transaction history. View the profiles of more than 270,000 private equity professionals, 252,000 transactions, and 523,000 portfolio companies.
- Events and Transcripts:** Stay informed with streaming, preliminary, and final transcripts from investor presentations and sync corporate events directly to your calendar.
- Alerts:** Be notified of company leadership changes and restructures, changes in screening results, and new investment research reports in flexible real-time or daily digest format.
- Macroeconomic Data:** Access global coverage and data on inflation, employment, GDP, balance of payments, trade, retail, industrial, and other major economic indicators.



# Credit Tools for Private Debt and Equity Financing

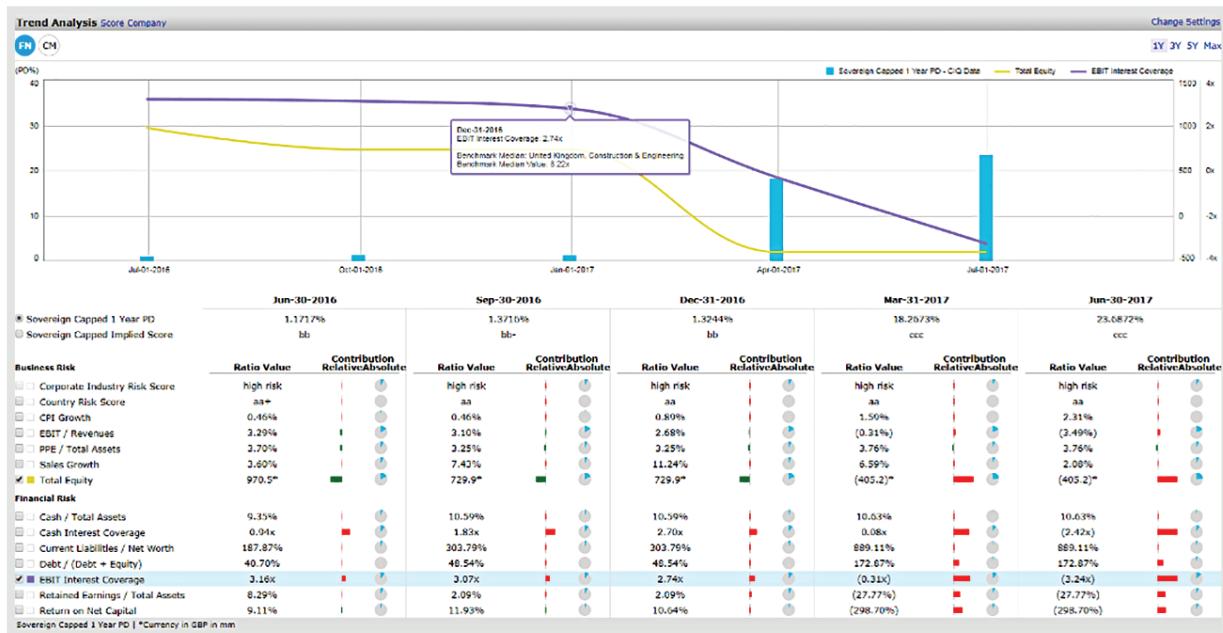
## Benchmark and Monitor Market Pricing

- Leveraged Commentary & Data (LCD):** Gain insight into credit decisions with relevant benchmarks. Receive the latest news on new and secondary issues in the U.S. and European leveraged loan and high-yield bond markets. Harness detailed analysis of loan defaults by industry, rating, and year, including a list of defaulted institutional loans.
- Yield Curves:** Perform discounted cash flow valuations and understand current market pricing for debt funding with Corporate Yield Curves.

## Analyze Credit Risk and Monitor Credit Health

- RatingsDirect®:** The official source for S&P Global Ratings credit ratings and research, plus comprehensive market data and credit risk indicators.

- CreditStats Direct™:** Analyze adjusted financial statement data that S&P Global Ratings analysts use in their credit opinions, including credit-adjusted financials and ratios.
- Credit Analytics:** Combine global fundamental data and quantitative measures of credit risk into a single application. Analyze a company's probability of default, estimate loss/recovery stats, and set alerts to monitor potential of default.
- Probability of Default Model Market Signals (PDMS):** Monitor emerging credit risk on hundreds or thousands of counterparties with effective early warning signals from PDMS. Map PDs to lowercase letter credit credit<sup>1</sup> (i.e. 'bbb') for increased comparability, and more.
- Probability of Default (PD) Fundamentals:** Gain insights into cutting-edge PD models, and a database of over 730,000 pre-calculated PDs so you can measure the likelihood of default over a number of time horizons.



<sup>1</sup> S&P Global Ratings does not contribute to or participate in the creation of credit scores generated by S&P Global Market Intelligence. Lowercase nomenclature is used to differentiate S&P Global Market Intelligence PD credit model scores from the credit ratings issued by S&P Global Ratings.

# S&P Global Market Intelligence for CRM Tools

## Connect to Salesforce

With S&P Global Market Intelligence for Salesforce, you can gain business intelligence to quickly and easily identify opportunities, facilitate outreach, and better understand your customers.

- Find Prospective Clients:** Use powerful search capabilities to identify companies and people globally based on parameters you set and add them directly into your instance of Salesforce. Capture business descriptions, contact information, and 3 years of financials including revenue, EBITDA, and net income.
- Monitor Existing Clients:** Track 2,500 key developments published daily including merger announcements, transactions, credit downgrades, and forecasts for over 120,000 companies.
- Identify and Leverage Relationships:** Search over 15 million board members, key executives, and other professionals along with their biographical descriptions.
- Collect, Aggregate, and Analyze Data:** Use our Global Industry Classification Standard (GICS) to connect related companies and people in order to increase your operational efficiencies.

## Streamline your workflow with S&P Global Market Intelligence and DealCloud DataCortex integration

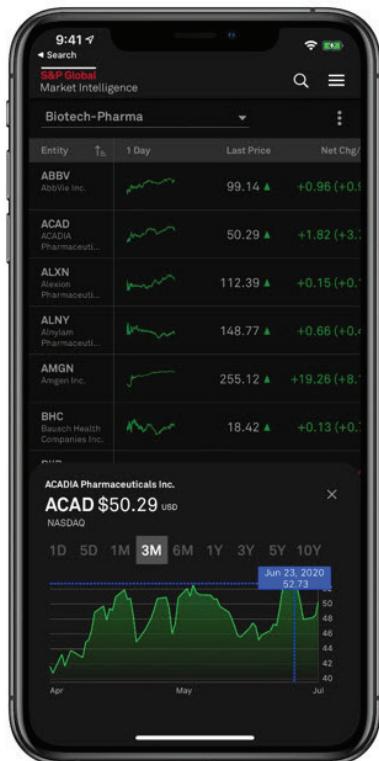
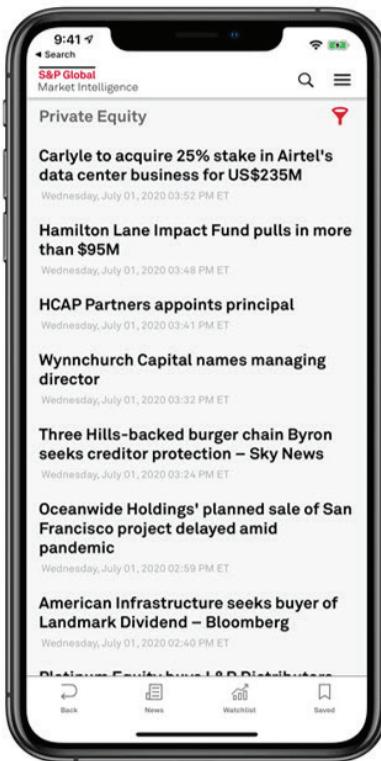
S&P Global data now syncs automatically within DealCloud's DataCortex solution, allowing for company and personnel changes, deal activity, and other updates to be instantaneously reflected and viewed so deal professionals can more efficiently analyze and manage their data.

Name	Title	Company	Email	Phone	City/State
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John Zimmer	Co-Founder and President	Lyft, Inc.	john@zimride.com		San Francisco / California
Travis VanderZanden	Chief Operating Officer	Lyft, Inc.			San Francisco / California
Melissa Waters	Vice President of Marketing	Lyft, Inc.			San Francisco / California
Rajil Kapoor	Strategy Chief	Lyft, Inc.	rkapoor@mayfield.com		San Francisco / California

# Stay connected on-the-go with the Market Intelligence Mobile App.

Essential intelligence from the Market Intelligence platform is now available as a mobile app for iOS and Android. Receive alerts on news, market data, transcripts, research, and more so you're always current on the information that matters most to you.

- **Browse sector-focused news** filtered to your preferred lists, industries, and geographies.
- **Monitor the markets** with Watchlists and view intraday updates on your custom lists.
- **View corporate profiles** as a mobile-optimized snapshot or expand to view the full profile.
- **Create push notifications** for criteria-matched news, research, and key market updates.



Get the app

## About S&P Global Market Intelligence

At S&P Global Market Intelligence, we understand the importance of accurate, deep and insightful information. We integrate financial and industry data, research and news into tools that help track performance, generate alpha, identify investment ideas, perform valuations and assess credit risk. Investment professionals, government agencies, corporations and universities around the world use this essential intelligence to make business and financial decisions with conviction.

S&P Global Market Intelligence is a division of S&P Global (NYSE: SPGI), the world's foremost provider of credit ratings, benchmarks and analytics in the global capital and commodity markets, offering ESG solutions, deep data and insights on critical business factors. S&P Global has been providing essential intelligence that unlocks opportunity, fosters growth and accelerates progress for more than 160 years. For more information, visit [www.spglobal.com/marketintelligence](http://www.spglobal.com/marketintelligence).

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