



Colonnade Financial Group

managing direct private equity assets for family offices



Colonnade has a proven track record of successfully managing direct private equity investments, assuming contractual, legal and governance rights, maximizing value and achieving liquidity either as replacement GP, augmenting the existing GP or filling a GP void as principal or as agent for some of the largest institutional global private equity investors.

OVERVIEW OF COLONNADE

- 16 year track record of managing assets, improving company outcomes and driving timely realizations
- A proven team, most working together for 10 years, with management, operating, financial, HR, IR, strategic, markets and legal expertise
- Clients and investors have included 2 of the 5 largest global PE investors, a top 5 bank and 55 institutional LP's and secondary investors
- Currently managing four portfolios originally comprising 14 separate companies

FOUNDER EXPERIENCE

- Experienced, active Board member over time of 15 firms including Chairman of the Board of 9 entities
- Joined Brera Capital Partners in 2006, a \$680mm fund; hired by the GP to handle all activities - executed 20+ transactions achieving an average annual return of 14.9% over the 5-year audited period (2011-2015)
- In 2002, spun out of Deutsche Bank ("DB") with a portfolio of direct PE assets originated by founder
- Previously senior executive, merger banker, Head of FIG, Chief of Staff and Member Fairness Opinion Committee of DB and its predecessor companies

FAMILY OFFICE BUSINESS THESIS AND OPPORTUNITY

- Estimates today count 5,300 FO's, nearly 40% founded since 2010 holding \$3-4trn of wealth with 14% of that in direct private equity assets (7% more in PE funds) with the PE component expected to grow by 75% over the next two years¹
- Beyond the investing professionals, few FO's are staffed with the direct asset management skills to provide individual company level oversight and focus particularly in challenging times
- Outsourcing the GP function to CFG for some or all the PE portfolio can be cost effective, permit focus elsewhere, insure statutory and contractual rights are exercised, enhance performance and improve information available to the investment team

COLONNADE FAMILY OFFICE OFFERING

- Colonnade provides a range of outsourced GP services to family office owners of private equity assets:
- Assumption of full control of specific assets
 - Augmentation of GP skills for some or all assets
 - Exit analysis and execution
 - Customized structures with performance-based compensation where CFG's contribution to results can be adequately mapped and measured

¹ The Economist—Family Offices become Financial Titans, 12/15/18

SELECT SOLUTIONS AND SUCCESSES

- Colonnade is differentiated by its ability to identify and resolve complex issues impeding performance and value including ineffective management, off balance sheet liabilities, misalignment or interests, weak governance and operational issues. Successes include:
- Settled \$75mm unfunded UK pension for < \$5mm, quantified and capped unfunded service obligation, dismantled dysfunctional management regime, eliminated inestimable superfund liability
 - The multiyear sale of multiple divisions of a firm for net proceeds equal to nearly 2X NAV and 5X results a broad auction of entire entity
 - Experience managing control investments and developing influence to effect preferred actions and outcomes in minority ownership positions
 - While respectful of discreet nature of assignments, upon request a comprehensive strategic approach and multiple case studies available for review

CONTACT

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ASSET MANAGEMENT PROJECT TIMELINE

Co-Invest & assume all governance rights	Originated direct PE Investments	Spun out of DB with direct PE Portfolio	Assumed GP role for Brera Capital	Founded Colonnade Partners Fund, a FoF	Appointed Chairman with voting control of 5 Cos.	Originated direct PE Investments	Inv. Comm. role at restructured PE Fund
1995 - 2002	1992 - 2002	2002 - 2008	2006 - 2016	2010 - Current	2012 - 2016	2015	2015 - Current
Client	Employer	Client	Client	Client	Client	Client	Client
Affiliate of Top 5 PE Investor	BT Alex.Brown, Deutsche Bank	Deutsche Bank	55 Institutional LPs	High-Net-Worth Relationships	Top 10 PE Investor	Self funded	Two large secondary funds