

## WINNER

## Information Services & Technology

# GTCR: A Private Equity Leader

**F**ounded in 1980, GTCR is a leading private equity firm focused on investing in growth companies in the Information Services & Technology, Financial Services & Technology and Healthcare industries. The Chicago-based firm pioneered the "Leaders Strategy" – finding and partnering with world-class leaders as the critical first step in identifying, acquiring and building market-leading companies through acquisitions and organic growth.

Since its inception, GTCR has managed ten private equity funds, investing more than \$8.5 billion of equity capital in over 200 companies. During its 30-year history, GTCR has developed a differentiated private equity strategy in which the Firm uses significant resources to create unique investment opportunities that improve the revenue growth, profitability and strategic value of its investments. GTCR's approach includes deep sector focus, partnering with management leaders and an emphasis on transformational investment opportunities.

### Deep Sector Expertise in Information Services & Technology

As the Private Equity Firm of the Year for Information Services & Technology in North America, GTCR's team of highly resourceful investment professionals continues to actively seek opportunities in software, services, data and information services, technology-based outsourcing and network-based services. The firm proactively recruits and partners with world-class management leaders and entrepreneurs in these industries to acquire or to recapitalize growth businesses.

Current GTCR Information Services & Technology portfolio companies include Cannondale Investments, Classic Media (Boomerang Media), IQNavigator, Six3 Systems and Sorenson Communications.

"Technology has dramatically transformed the way people and companies communicate, share information and conduct business," said Phil Canfield, GTCR Principal. "GTCR has capitalized on the strong growth in Information Services & Technology by successfully investing in a

variety of dynamic growth industries that use software, services, proprietary information and networks to help companies more efficiently conduct business with each other."

### Driven to Achieve Exceptional Results

In February 2011, GTCR announced the final closing of its tenth buyout fund, with \$3.25 billion of equity capital commitments. The fund, which had a target of \$3 billion, was oversubscribed, resulting in fundraising activity culminating just seven months after the fund's initial launch. Dow Jones Financial News, referring to the short fundraising period, wrote that this was "a remarkably short period of time given that private equity firms took 20.8 months on average to raise funds in 2010, according to data provider Preqin." Referring to GTCR's success in a difficult fundraising environment, peHUB wrote, "GTCR is one

of a handful of GPs that form the private equity gold standard these days. The vast majority of GPs will not have nearly as easy a time fundraising." More than 80 percent of commitments to Fund X came from existing investors, with a large number increasing the size of their commitment versus prior funds. Of the ten largest investors in Fund X, more than half have been investing with GTCR since the 1980s. GTCR attributes these long-term commitments to the strong relationships the firm has developed with its investors by maintaining consistency, transparency and disciplined investing. Additionally, about half of GTCR's new commitments came from international limited partners, and the firm is pleased to continue growing this segment of its investor base.

In addition to GTCR's noteworthy fundraising accomplishments, the firm also had another successful year of investing in 2010.

- GTCR completed or announced six platform investments, representing a total equity investment of approximately \$1 billion. Five of the platforms were acquired with Management Leaders that GTCR partnered with prior to the acquisition, demonstrating GTCR's continued commitment to its "Leaders Strategy."
- GTCR completed seven add-on acquisitions with existing portfolio companies, demonstrating the firm's continued focus on transformational investment opportunities.
- GTCR committed capital to five new Management Partnerships, including one focused on the data-enabled information and marketing services industry.
- GTCR successfully exited two investments, both of which were sold to strategic acquirers, demonstrating GTCR's understanding of its core sectors and the strategic value the firm seeks to build with portfolio companies. **DM**

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To learn more about GTCR, visit [www.gtcr.com](http://www.gtcr.com)