

Hg factsheet

as at 31 March 2020

Europe's largest investor in software & services

c. \$10 billion of software and services proceeds returned at 2.6x / 34% IRR

25+

years of investing

c.200

employees across London, Munich & New York

150+

Total no. Investments

\$34bn+

aggregate EV

\$30bn+

funds under management (as at 30 June 2020)

AA++

2019 UNPRI rating

Combined portfolio represents 3rd largest tech firm in Europe, with the fastest growth

\$5bn

total revenue of our companies

30+

platform investments

30k+

Portfolio employees

+16%*

No. of employees across the portfolio

+24%*

revenue growth across the portfolio

+32%*

EBITDA growth across the portfolio

2020 investment activity

see page 2 (as at 30 June 2020)

\$14bn

total deal EV**

7

new investments

Last 10yrs investment activity

see page 3 (as at 30 June 2020)

\$44bn+

total platform deal EV

59

platform investments across software and services

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The most active European technology PE investor in 2019

[Pitchbook 2019 Annual Global League Tables](#)

2020 investment activity as at 30 June 2020

Platform	Investment*	Industry	Region
access	<ul style="list-style-type: none"> Mintsoft Ltd Core HR Webroster eLearning For You Eclipse Legal Systems 	ERP & Payroll	UK
argus	<ul style="list-style-type: none"> Argus Media (platform) 	Capital Markets & Wealth Management IT	UK
The Citation Group	<ul style="list-style-type: none"> The Xact Group 	Legal & Compliance	UK
Evaluate	<ul style="list-style-type: none"> Black Swan Analysis 	Healthcare IT	UK
Intelerad <small>Making a difference in healthcare</small>	<ul style="list-style-type: none"> Intelerad (platform) 	Healthcare IT	Canada
JTRelation	<ul style="list-style-type: none"> Scott / Tiger C2IT 	Tech Services	Nordics
LITERA	<ul style="list-style-type: none"> Bestpractix Best Authority / Levit & James 	Legal & Compliance	USA
MEDIFOX	<ul style="list-style-type: none"> DAN Produkte 	Healthcare IT	Germany
MITR/TECH	<ul style="list-style-type: none"> CMPG Risk Solutions ClusterSeven Ltd. 	Legal & Compliance	USA
P&I PURE HR	<ul style="list-style-type: none"> P&I (platform) 	ERP & Payroll	Germany
silverfin	<ul style="list-style-type: none"> Silverfin (platform) 	Capital Markets & Wealth Management IT	Benelux
smartTrade	<ul style="list-style-type: none"> smartTrade (platform) 	Fintech	France
SOVOS	<ul style="list-style-type: none"> Taxweb 	Tax & Accounting	USA
team.blue	<ul style="list-style-type: none"> Natro 	Tech Services	Benelux, Nordics, Southern Europe
VISMA	<ul style="list-style-type: none"> Visma (platform) Zetech Nmbers Specter Draftit AB 1st Web FirstAgenda Onguard Visionplanner Framsikt Conceptos Fenistra Intradata Fabric.ai 	Tax & Accounting	Nordics, Benelux, Poland

* Publicly disclosed transactions only.

A decade of software and services transactions

Year invested total EV (as at 30 June 2020)

Platform Investments only



* Includes an investment that has closed but confidential | 2019 & 2020 EV include Visma follow-on