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| **-Date** | [Enter Date] |
| **Firm Member Who Completed Form** | [Please enter name or names] |

**Please return this questionnaire in word format (i.e. not in pdf).**

**Please do not alter the format of this template.**

**Please do not change or modify text in BLUE or PURPLE shaded boxes. Please provide answers in the WHITE boxes provided.**

**Please try to be as concise as possible with answers.**

**Please provide any legal disclaimers as a separate attachment (i.e. do not include as part of this document).**

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| **General Firm and Fund Information** | | | |
| **Product Name** | [Please enter] | | |
| **Firm Name** | [Please enter] | | |
| **Office Locations** | **City** | **State / Province** | **Country** |
| **Main Office** | [Please enter] | [Please enter] | [Please enter] |
| **Additional Office Locations** | [Please enter] | [Please enter] | [Please enter] |
| [Please enter] | [Please enter] | [Please enter] |
| [Please enter] | [Please enter] | [Please enter] |
| [Please enter] | [Please enter] | [Please enter] |
| [Please enter] | [Please enter] | [Please enter] |
| [Please enter] | [Please enter] | [Please enter] |
| [Please enter] | [Please enter] | [Please enter] |
| **Year Firm was Founded** | [Please add] | | |
| **Firm History / Description** | [Please describe the firm’s origins, evolution and current structure. Please list any predecessor organizations or ownership or subsidiary relationships with other organizations] | | |
| **Asset Under Management** | [Please add the equity value of asset under management as of most recent quarter (indicate date)] | | |
| **Private Credit Assets Under Management** | [Please add the equity value of private credit assets under management as of most recent quarter (indicate date)] | | |
| **Number of Existing Private Credit Funds and Separate Accounts** | [Please enter the number of current or past private credit funds that have been raised and private credit separate accounts that are managed by the firm] | | |

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| **Proposed Portfolio / Current Fund Overview** | | |
| **Fund Size ($M)** | **Target** | [Please enter] |
| **Hard Cap** | [Please enter] |
| **Amount Raised** | [Please enter amount raised to date] |
| **Fund Closings to Date** | **Date** | **Amount Raised ($M)** |
| [Please enter] | [Please enter] |
| [Please enter] | [Please enter] |
| [Please enter] | [Please enter] |
| [Please enter] | [Please enter] |
| [Please enter] | [Please enter] |
| [Please enter] | [Please enter] |
| **Expected Final Close Date** | [Please enter expected date] | |
| **Minimum Investment Size ($M)** | [Please enter minimum investment size for fund investors (e.g., $5,000,000, though the General Partner may accept a lower amount at its discretion)] | |
| **Investment Period** | [Ex. 2 years from initial close] | |
| **Projected Fund Draw-downs (% per Year)**  (Please use best estimate realizing that actual draw-downs will vary) | **Year 1** | [Please enter % of target fund size] |
| **Year 2** | [Please enter % of target fund size] |
| **Year 3** | [Please enter % of target fund size] |
| **Year 4** | [Please enter % of target fund size] |
| **Year 5+** | [Please enter % of target fund size] |
| **Investment Term** | [Ex. 8 years from initial close, plus 2 1-year extensions] | |
| **Target Fund Returns, Net** | **Target Investor IRR, Net** | [Please enter % or range] |
| **Target Investor Equity Multiple, Net** | [Please enter multiple or multiple range] |
| **Fund Distributions** | [Please specify if distributions will be in cash or is the fund permitted to make distributions in securities?] | |

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| **Competing Funds / Vehicles**  [Please provide details below for any funds or investment vehicles including separate accounts that target assets that would also fit the strategy of this mandate] | |
| **Competing Fund / Vehicle #1** | |
| **Vehicle Name** | [Please enter the name of the investment vehicle, fund or separate account] |
| **Vehicle Strategy** | [Please provide a short description of the vehicle investment strategy and how it overlaps with new fund strategy] |
| **Vehicle Size (Equity Commitment)** | [Please provide the size of the investment vehicle (equity commitment)] |
| **Uncalled Capital Commitment** | [Please provide the remaining capital to invest (equity capital)] |
| **Allocation Policy for Investments** | [Please describe the allocation policy for how investments are allocated between this vehicle and the new fund] |
| **Vehicle Fee Structure** | [Please outline vehicle fee structure including transaction fees, management fees, and promote structure] |
| **Competing Fund / Vehicle #2** | |
| **Vehicle Name** | [Please enter the name of the investment vehicle, fund or separate account] |
| **Vehicle Strategy** | [Please provide a short description of the vehicle investment strategy and how it overlaps with new fund strategy] |
| **Vehicle Size (Equity Commitment)** | [Please provide the size of the investment vehicle (equity commitment)] |
| **Uncalled Capital Commitment** | [Please provide the remaining capital to invest (equity capital)] |
| **Allocation Policy for Investments** | [Please describe the allocation policy for how investments are allocated between this vehicle and the new fund] |
| **Vehicle Fee Structure** | [Please outline vehicle fee structure including transaction fees, management fees, and promote structure] |

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| **Competing Fund / Vehicle #3** | |
| **Vehicle Name** | [Please enter the name of the investment vehicle, fund or separate account] |
| **Vehicle Strategy** | [Please provide a short description of the vehicle investment strategy and how it overlaps with new fund strategy] |
| **Vehicle Size (Equity Commitment)** | [Please provide the size of the investment vehicle (equity commitment)] |
| **Uncalled Capital Commitment** | [Please provide the remaining capital to invest (equity capital)] |
| **Allocation Policy for Investments** | [Please describe the allocation policy for how investments are allocated between this vehicle and the new fund] |
| **Vehicle Fee Structure** | [Please outline vehicle fee structure including transaction fees, management fees, and promote structure] |
| **Competing Fund / Vehicle #4** | |
| **Vehicle Name** | [Please enter the name of the investment vehicle, fund or separate account] |
| **Vehicle Strategy** | [Please provide a short description of the vehicle investment strategy and how it overlaps with new fund strategy] |
| **Vehicle Size (Equity Commitment)** | [Please provide the size of the investment vehicle (equity commitment)] |
| **Uncalled Capital Commitment** | [Please provide the remaining capital to invest (equity capital)] |
| **Allocation Policy for Investments** | [Please describe the allocation policy for how investments are allocated between this vehicle and the new fund] |
| **Vehicle Fee Structure** | [Please outline vehicle fee structure including transaction fees, management fees, and promote structure] |
| **[Copy and Add Sections Above As Needed for Additional Competing Funds / Vehicles]** | |

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| **Portfolio Strategy** | | |
| **Investment Style** | [Ex. direct lending (mezzanine, senior, both), distressed/turnaround, fund of funds, secondaries] | |
| **Investment Strategy** | [Please provide description for the portfolio’s target investment strategy] | |
| **SMA Allocation Policy** | [Please describe how the SMA would or would not invest alongside your current fund(s) offering(s)] | |
| **Target Deal/Investment Size** | [Please enter the target deal size or range (Please enter equity value and gross value). For fund of funds or secondary deals, please enter commitment or investment ranges] | |
| **Expected Number of Investments in Fund** | [Please enter] | |
| **Investment Process** | [Please detail the firm’s investment process. Detail the entire transactional process from sourcing, to creation of deal teams, to due diligence procedures and investment committee decision making. Please also describe post-transaction monitoring and other related actions. Further describe the exit analysis] | |
| **Value Creation Process** | [Please describe how the fund creates value: acquisitions, leasing strategies, asset turnaround strategies, sales, financing structure, repositioning, development, in underlying fund investments, etc.] | |
| **Investment Restrictions** | [Please describe any proposed investment restrictions for the portfolio (maximum investment size, geographic concentration, investment type, etc.)] | |
| **Investment Hold Period** | [e.g., the portfolio anticipates an average holding period of 4 years per investment] | |
| **Risk Mitigation Strategies for the Fund** | [Please describe any risk mitigation strategies for the portfolio] | |
| **Investment Exit Strategy** | [Please describe the expected investment strategy for portfolio investments (i.e. aggregate assets and sell portfolios, IPO of pool of assets, single asset sales, etc.] | |
| **For use of Primary and Secondary Fund of Funds only:**  **Split Between Investment Types** | **Primary Fund Investment %** | [Please enter the expected % of capital that will be invested directly in underlying funds] |
| **Secondary Fund Investment %** | [Please enter the expected % of capital that will be invested in secondary investments] |
| **Co-Investment %** | [Please enter the expected % of capital that will be invested in co-investment opportunities] |
| **Direct Investment %** | [Please enter the expected % of capital that will be invested in direct investments] |

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| **Security Allocation (where applicable)** | | |
| **Split Between Debt and Equity Investments** | **Equity %** | [Please enter the % of investments expected to be a pure equity investment in a deal] |
| **Debt %** | [Please enter the % of investments expected to be a debt or structured investment in a deal] |
| **Total** | **100%** |
| **Public/Private Mix** | **Public Equity** | [Please enter the % of investments expected to be a acquired from the public equity markets in a deal] |
| **Private Equity** | [Please enter the % of investments expected to be a acquired in as private equity securities] |
| **Public Debt** | [Please enter the % of investments expected to be a acquired from the public debt markets] |
| **Private Debt** | [Please enter the % of investments expected to be a acquired from the private debt markets] |
| **Total** | **100%** |
| **Security Type** | **Debtor In Possession Financing** | [Please enter the % of investments expected to be dedicated to DIP financing] |
| **Senior Secured (1st Lien)** | [Please enter the % of investments expected to be dedicated to 1st lien debt] |
| **2nd Lien Secured Loans** | [Please enter the % of investments expected to be dedicated to 2nd lien debt] |
| **Unitranche** | [Please enter the % of investments expected to be dedicated to unitranche financing] |
| **Mezzanine Loans** | [Please enter the % of investments expected to be dedicated to mezzanine debt] |
| **High Yield Corporate Bonds** | [Please enter the % of investments expected to be dedicated to high yield bonds] |
| **Preferred Equity** | [Please enter the % of investments expected to be dedicated to preferred equity] |
| **Common Equity** | [Please enter the % of investments expected to be dedicated to common equity] |
| **Other (Please describe)** | [Please enter the % of investments expected to be dedicated to other security types] |
| **Total** | **100%** |
| **Investment Rating Quality** | **Investment Grade** | [Please enter the % of investments expected to be classified as investment grade] |
| **Non-Investment Grade** | [Please enter the % of investments expected to be classified as non-investment grade] |
| **Total** | **100%** |
| **Income Characteristics** | **Investments Paying Interest** | [Please enter the % of investments expected to be paying interest] |
| **Investments Not Paying Interest** | [Please enter the % of investments expected to be paying interest] |
| **Total** | **100%** |

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| **Industry Sector Targets/Estimates in Portfolio** | | | | | |
|  | **Separate Account** | | **% of Last Three Funds** | | |
| **Sector** | **Target Sector** | **Target % of Fund** | **[Enter Fund Name]** | **[Enter Fund Name]** | **[Enter Fund Name]** |
| **Business Products and Services** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Consumer Products and Services** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Education** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Financial Services** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Retailing and Distribution** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Media & Entertainment** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Industrial** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Energy** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Technology** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Software** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Telecom** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Networking & Equipment** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Computers & Peripherals** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **IT Services** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Semiconductors** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Electronics/Instrumentation** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Healthcare** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Biotechnology** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Medical Devices & Equipment** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Healthcare Services** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **[Other, Please define]** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |

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| **Geographic Focus of Portfolio** | | | | | |
|  | **Separate Account** | | **% of Last Three Funds** | | |
| **Geo** | **Target Geo** | **Target % of Fund** | **[Enter Fund Name]** | **[Enter Fund Name]** | **[Enter Fund Name]** |
| **North America** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| *United States* | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| [Enter Target State / Region] | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| [Enter Target State / Region] | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| [Enter Target State / Region] | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| [Enter Target State / Region] | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| *Canada* | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| *Mexico* | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **South America** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| [Enter Target Country / Add rows as Needed] | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Europe** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| [Enter Target Country / Add rows as Needed] | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Asia / Pacific** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| [Enter Target Country / Add rows as Needed] | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Middle East** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| [Enter Target Country / Add rows as Needed] | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| **Africa** | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |
| [Enter Target Country / Add rows as Needed] | [Yes or No] | [Enter %] | [Enter %] | [Enter %] | [Enter %] |

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| **For Direct Funds: Existing or Pre-Specified Fund Investments** | | | | | | | |
| **Investment Name / Investment Date** | **Investment Location** | | **Industry Sector** | **Investment Transaction Details** | | | **Target Net IRR / Equity Multiple** |
| **State / Province** | **Country** | **Aggregate Value** | **Equity Value** | **Fund Equity Investment** |
| [Name]  [Date] | [Name] | [Name] | (ex. Energy, Healthcare, etc.) | [Value] | [Value] | [Value] | [X.X]%  [X.X]x |
| [Name]  [Date] | [Name] | [Name] | (ex. Energy, Healthcare, etc.) | [Value] | [Value] | [Value] | [X.X]%  [X.X]x |
| [Name]  [Date] | [Name] | [Name] | (ex. Energy, Healthcare, etc.) | [Value] | [Value] | [Value] | [X.X]%  [X.X]x |
| [Name]  [Date] | [Name] | [Name] | (ex. Energy, Healthcare, etc.) | [Value] | [Value] | [Value] | [X.X]%  [X.X]x |
| [Name]  [Date] | [Name] | [Name] | (ex. Energy, Healthcare, etc.) | [Value] | [Value] | [Value] | [X.X]%  [X.X]x |
| [Name]  [Date] | [Name] | [Name] | (ex. Energy, Healthcare, etc.) | [Value] | [Value] | [Value] | [X.X]%  [X.X]x |
| [Name]  [Date] | [Name] | [Name] | (ex. Energy, Healthcare, etc.) | [Value] | [Value] | [Value] | [X.X]%  [X.X]x |
| [Name]  [Date] | [Name] | [Name] | (ex. Energy, Healthcare, etc.) | [Value] | [Value] | [Value] | [X.X]%  [X.X]x |

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| **For Fund of Funds: Existing or Pre-Specified Fund Investments**  [Please add to the extent that the FOF has already commitment to an underlying fund or investment] | |
| **Existing or Pre-Specified FOF Investment (#1)** | |
| **Fund Name** | [Please enter] |
| **Date of Commitment** | [Please enter] |
| **Vintage Year of Fund** | [Please enter] |
| **Fund Investment Style** | [Please enter (ex. core, core-plus, value-add, opportunistic)] |
| **Size of Commitment** | [Please enter] |
| **Size of Fund** | [Please enter] |
| **Property Type Focus of Fund** | [Please enter] |
| **Geographic Focus of Fund** | [Please enter] |
| **Number of Prior Real Estate Funds Raised by Firm** | [Please enter] |
| **Target Net IRR for Fund** | [Please enter] |
| **Target Equity Multiple for Fund** | [Please enter] |
| **[Copy and complete for additional investments as needed]** | |

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| **Leverage Strategy – Fund/Portfolio Investments** |

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| **Expected Investment Level Leverage** | **Target (%)** | [Please enter the target leverage % (loan-to-cost) expected on individual investments (i.e. 60%)] |
| **Expected Minimum (%)** | [Please enter the minimum leverage % (loan-to-cost) expected on individual investments (i.e. 30%)] |
| **Expected Maximum (%)** | [Please enter the maximum leverage % (loan-to-cost) expected to put on individual investments (i.e. 70%)] |
| **Investment Level Leverage Cap (Yes or No)** | [Do you expect to cap the leverage % (loan-to-cost) expected on individual investments? Please enter “Yes” or “No”] |
| **Investment Level Leverage Cap (%)** | [If the answer was “Yes” to the above question, Please enter the % LTC] |

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| **Leverage Strategy – Overall Fund/Portfolio** |

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| **Fund Level Line of Credit** | **Does the Portfolio Intend to Put In Place a Fund Level Line of Credit** | [Please enter “Yes” or “No”] |
| **Is Line of Credit Currently In Place** | [Please enter “Yes” or “No”] |
| **Purpose for Line of Credit** | [Please describe the purpose of the line of credit] |
| **Collateral for Line** | [Please describe the expected collateral for the line of credit (i.e. undrawn capital commitment, fund investments, other)] |
| **Fund Level Leverage** | **Does the Portfolio Intend to Use Leverage at the Fund Level in Addition to any Line of Credit** | [Please enter “Yes” or “No”] |
| **Target (%)** | [Please enter the target leverage % (loan-to-cost against fund investments) that the portfolio expects to put on individual investments (i.e. 60%)] |
| **Expected Minimum (%)** | [Please enter the minimum leverage % (loan-to-cost against fund investments) that the portfolio expects to put on individual investments (i.e. 30%)] |
| **Expected Maximum (%)** | [Please enter the maximum leverage % (loan-to-cost against fund investments) that the portfolio expects to put on individual investments (i.e. 70%)] |
| **Portfolio Level Leverage Cap (Yes or No)** | [Does the fund have a cap on leverage % (loan-to-cost against portfolio investments) that can be put on individual investments? Please enter “Yes” or “No”] |
| **Portfolio Level Leverage Cap (%)** | [If the answer was “Yes” to the above question, Please enter the % LTC against portfolio investments] |
| **Collateral for Portfolio Leverage** | [Please describe the expected collateral for the portfolio level leverage (i.e. undrawn capital commitment, fund investments, other)] |

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| **Deal Sourcing Capabilities** | | | |
| **Sourcing** | [Please detail the sourcing channels for finding potential transactions. In the cells below, Please show the percent of deals that were sourced from different channels (i.e. auctions, brokers, etc.)] | | |
| **Sourcing Channel** | **% of Last Three Funds/Portfolios** | | |
| **[Enter Fund Name]** | **[Enter Fund Name]** | **[Enter Fund Name]** |
| **[Please enter sourcing channel]** | [Enter %] | [Enter %] | [Enter %] |
| **[Please enter sourcing channel]** | [Enter %] | [Enter %] | [Enter %] |
| **[Please enter sourcing channel]** | [Enter %] | [Enter %] | [Enter %] |
| **[Please enter sourcing channel]** | [Enter %] | [Enter %] | [Enter %] |
| **[Please enter sourcing channel]** | [Enter %] | [Enter %] | [Enter %] |

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| **Firm and Fund/Portfolio Employee Breakdown** | | |
| **Name** | **Firm** | **Dedicated Fund Professionals**  [employees who will dedicate >50% of their time to the Product] |
| Total Employees | [Please enter #] | [Please enter #] |
| **Employees Breakdown by Function Area** | **Firm** | **Dedicated Fund Professionals**  [employees who will dedicate >50% of their time to the Product] |
| Partners / Owners | [Please enter #] | [Please enter #] |
| Partners with Ownership Stake in GP | [Please enter #] | [Please enter #] |
| Investment Professionals | [Please enter #] | [Please enter #] |
| Asset Management | [Please enter #] | [Please enter #] |
| Property Management | [Please enter #] | [Please enter #] |
| Construction / Development | [Please enter #] | [Please enter #] |
| Administration (Non-Investment) | [Please enter #] | [Please enter #] |
| Legal | [Please enter #] | [Please enter #] |
| Other | [Please enter #] | [Please enter #] |

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| **Recent Employee Departures (Last Five Years)**  (Vice President and Above) | | | | |
| **Name /**  **Departure Date** | **Title** | **Years with Firm** | **Reason for Departure** | **Employee at Firm who Filled Position** |
| [Name]  [Departure Date] | [Please enter] | [#] | [Please enter] | [Please enter] |
| [Name]  [Departure Date] | [Please enter] | [#] | [Please enter] | [Please enter] |
| [Name]  [Departure Date] | [Please enter] | [#] | [Please enter] | [Please enter] |
| [Name]  [Departure Date] | [Please enter] | [#] | [Please enter] | [Please enter] |
| [Name]  [Departure Date] | [Please enter] | [#] | [Please enter] | [Please enter] |
| [Name]  [Departure Date] | [Please enter] | [#] | [Please enter] | [Please enter] |
| [Name]  [Departure Date] | [Please enter] | [#] | [Please enter] | [Please enter] |

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| **Recent Employee Additions (Last Five Years)**  (Vice President and Above) | | | | |
| **Name** | **Title** | **Years Prior Private Equity/Debt Experience** | **Prior Firm and Title** | **Hire Date / Date Departed Prior Firm** |
| [Please enter] | [Please enter] | [#] | [Please enter Firm]  [Please enter Title] | [Hire Date]  [Departure Date from Prior] |
| [Please enter] | [Please enter] | [#] | [Please enter Firm]  [Please enter Title] | [Hire Date]  [Departure Date from Prior] |
| [Please enter] | [Please enter] | [#] | [Please enter Firm]  [Please enter Title] | [Hire Date]  [Departure Date from Prior] |
| [Please enter] | [Please enter] | [#] | [Please enter Firm]  [Please enter Title] | [Hire Date]  [Departure Date from Prior] |
| [Please enter] | [Please enter] | [#] | [Please enter Firm]  [Please enter Title] | [Hire Date]  [Departure Date from Prior] |
| [Please enter] | [Please enter] | [#] | [Please enter Firm]  [Please enter Title] | [Hire Date]  [Departure Date from Prior] |
| [Please enter] | [Please enter] | [#] | [Please enter Firm]  [Please enter Title] | [Hire Date]  [Departure Date from Prior] |

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| **Key Firm Employees** | | | | | | |
| **Name** | **Title** | **Age** | **Years with Firm** | **Years in Sector** | **Product Investment Committee Member** | **Percent of Time Dedicated to Product** |
| [Please enter] | [Please enter] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please limit to a maximum of 7 names] | | | | | | |

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| --- | --- | --- | --- | --- | --- | --- | --- |
| **Dedicated Fund/Portfolio Professionals**  [Please provide a list of senior firm employees who will dedicate >50% of their time to the Product] | | | | | | | |
| **Name** | **Title** | **Function** | **Age** | **Years with Firm** | **Years in Sector** | **Fund IC Member** | **Percent of Time Dedicated to Product** |
| [Please enter] | [Please enter] | [i.e. acquisitions, asset mgmt, etc] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [i.e. acquisitions, asset mgmt, etc] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [i.e. acquisitions, asset mgmt, etc] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [i.e. acquisitions, asset mgmt, etc] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [i.e. acquisitions, asset mgmt, etc] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [i.e. acquisitions, asset mgmt, etc] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [i.e. acquisitions, asset mgmt, etc] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [i.e. acquisitions, asset mgmt, etc] | [#] | [#] | [#] | [Yes or No] | [%] |
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| [Please enter] | [Please enter] | [i.e. acquisitions, asset mgmt, etc] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please enter] | [Please enter] | [i.e. acquisitions, asset mgmt, etc] | [#] | [#] | [#] | [Yes or No] | [%] |
| [Please add rows as needed] | | | | | | | |

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| **Employee Bios**  [Please provide bios for the employees listed in two prior table] | | |
| **Name** | **Bio** | |
| [Please enter] | [Please enter bio – Please keep bio to 200 words or less] | |
| Education | [Please list institution and degree] |
| [Please enter] | [Please enter bio – Please keep bio to 200 words or less] | |
| Education | [Please list institution and degree] |
| [Please enter] | [Please enter bio – Please keep bio to 200 words or less] | |
| Education | [Please list institution and degree] |
| [Please enter] | [Please enter bio – Please keep bio to 200 words or less] | |
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| Education | [Please list institution and degree] |

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| **Firm’s View on Market Conditions** |
| [Please provide the firm’s view of current market conditions and how the proposed fund will capitalize on current market conditions – Please limit response to one page] |

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| **Analysis of Last Three Funds Raised or Portfolios**  [Please provide a analysis for the track record of private debt funds raised] | |
| **Fund Name** | **Analysis of Track Record** |
| **Fund 1** | [Please enter fund name] |
| **Fund style** | [Ex. direct lending (mezzanine, senior, both), distressed/turnaround] |
| **Vintage Year** | [Please enter] |
| **Target Investor IRR, Net (at capital raise)** | [Please enter % or range] |
| **Current Expected Investor IRR, Net** | [Please enter % or range] |
| **Analysis of Fund Performance** | [Please provide a qualitative analysis of fund performance] |
| **Fund Name** | **Analysis of Track Record** |
| **Fund 2** | [Please enter fund name] |
| **Fund style** | [Ex. direct lending (mezzanine, senior, both), distressed/turnaround] |
| **Vintage Year** | [Please enter] |
| **Target Investor IRR, Net (at capital raise)** | [Please enter % or range] |
| **Current Expected Investor IRR, Net** | [Please enter % or range] |
| **Analysis of Fund Performance** | [Please provide a qualitative analysis of fund performance] |

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| **Fund Name** | **Analysis of Track Record** |
| **Fund 3** | [Please enter fund name] |
| **Fund style** | [Ex. direct lending (mezzanine, senior, both), distressed/turnaround] |
| **Vintage Year** | [Please enter] |
| **Target Investor IRR, Net (at capital raise)** | [Please enter % or range] |
| **Current Expected Investor IRR, Net** | [Please enter % or range] |
| **Analysis of Fund Performance** | [Please provide a qualitative analysis of fund performance] |

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| **Separate Account/Fund Investor Base** | | | | | | |
| **Investor Types from Last Three Funds** | **% of Last Three Funds** | | | | | |
| **[Enter Fund Name]** | | **[Enter Fund Name]** | | **[Enter Fund Name]** | |
| **[Enter investor type]** | [Enter %] | | [Enter %] | | [Enter %] | |
| **[Enter investor type]** | [Enter %] | | [Enter %] | | [Enter %] | |
| **[Enter investor type]** | [Enter %] | | [Enter %] | | [Enter %] | |
| **[Enter investor type]** | [Enter %] | | [Enter %] | | [Enter %] | |
| **[Enter investor type]** | [Enter %] | | [Enter %] | | [Enter %] | |
| **[Enter investor type]** | [Enter %] | | [Enter %] | | [Enter %] | |
| **[Enter investor type]** | [Enter %] | | [Enter %] | | [Enter %] | |
| **[Enter investor type]** | [Enter %] | | [Enter %] | | [Enter %] | |
|  | **Add rows above as needed** | | | | | |
| **Five Largest Investors from Past Three Funds** | **[Enter Fund Name]** | | **[Enter Fund Name]** | | **[Enter Fund Name]** | |
| **Investor Name** | **% of Fund** | **Investor Name** | **% of Fund** | **Investor Name** | **% of Fund** |
| [Enter Investor name] | [Enter %] | [Enter Investor name] | [Enter %] | [Enter Investor name] | [Enter %] |
| [Enter Investor name] | [Enter %] | [Enter Investor name] | [Enter %] | [Enter Investor name] | [Enter %] |
| [Enter Investor name] | [Enter %] | [Enter Investor name] | [Enter %] | [Enter Investor name] | [Enter %] |
| [Enter Investor name] | [Enter %] | [Enter Investor name] | [Enter %] | [Enter Investor name] | [Enter %] |
| [Enter Investor name] | [Enter %] | [Enter Investor name] | [Enter %] | [Enter Investor name] | [Enter %] |

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| **Sponsor Investment and Portfolio Promote Structure** | | |
| **Sponsor Investment** | **% of Target Fund Size** | [Please enter the expected sponsor investment as a % of target portfolio size] |
| **Minimum Dollar Amount** | [Please enter the minimum dollar amount that the sponsor intends to invest] |
| **Will Sponsor Investment be Made as a Limited Partner or the General Partner** | [Please specify; if investment will be split between LP and GP, Please specific the %s] |
| **Please Provide the Expected Cash Investment from the Firm as an Entity** | [Please enter dollar amount from the Firm as an Entity] |
| **Please Provide the Expected Cash Investment from Firm Partners / Employees** | [Please enter dollar amount from Firm Partners / Employees] |
| **Source of Partner / Employee Investment** | [Will any partner / employee investment be funded by a loan from the firm? If so, what percent of the total sponsor investment will be provided by the firm loan?] |
| **Carried Interest / Promote** | [Please describe the promote structure /waterfall] | |
| **Deal and Fund Level Carried Interest** | [Please indicate if carried interest is calculated on a deal by deal basis or at the portfolio level] | |
| **Claw-back Provision** | [Will the portfolio have a claw-back provision? If so, Please describe] | |
| **Claw-Back Provision Escrow** | [Please indicate if there is an escrow account or firm guarantee for the claw back provision. IF escrow account, please indicate where the escrow account is held. If firm guarantee please indicate the name of the entity making the guarantee] | |
| **Distribution of Carried Interest** | [Please describe the policy for sharing the carried interest (e.g., the 5 founders receive 80% of the carried interest, and the remaining 20% is distributed to other senior team members). Please be specific.] | |

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| **Fund Management and Other Fees** | | | |
| **Management Fees** | **During Investment Period** | | [Please describe the management fee structure] |
| **Post Investment Period** | | [Please describe the management fee structure] |
| **Additional Detail** | | [What expenses are covered by the Portfolio’s Management Fees? What expenses are charged directly to the Portfolio? Please provide any additional detail if required] |
| **Organization Costs Charged to Portfolio** | **Fee is Applicable** | **Amount or % of Fee** | **Description of Fee** |
| **Placement Fees** | [Yes or No] | $ and/or % | [Please provide if applicable] |
| **Organization Costs** | [Yes or No] | $ and/or % | [Please provide if applicable] |
| **Fee Credit / Offset** | [Does the general partner offset any of the above fees against the management fees] | | |
| **Inside or Outside Fees** | [Are management and other fees included in the capital commitment or are the management fees, etc. in addition to the capital commitment?] | | |

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| **Management Fees and Portfolio Expenses** | | | |
| **Fee or Expense** | **Management Fees** | **Portfolio Expenses borne by client** |
| **Compensation and Benefits for Investment Professionals** | [Yes or No] | [Yes or No] |
| **Compensation and Benefits for Administrative Staff** | [Yes or No] | [Yes or No] |
| **Compensation and Benefits for In-house Counsel** | [Yes or No] | [Yes or No] |
| **Salaries of Operating Professionals** | [Yes or No] | [Yes or No] |
| **Hardware (i.e. laptops, mobile phones, copy machines, data center, etc.)** | [Yes or No] | [Yes or No] |
| **Business Applications & other software (i.e. Bloomberg, Investran)** | [Yes or No] | [Yes or No] |
| **Office Rent** | [Yes or No] | [Yes or No] |
| **Utilities** | [Yes or No] | [Yes or No] |
| **Out-of-Pocket Travel Expenses** | [Yes or No] | [Yes or No] |
| **Broken Deal Fees** | [Yes or No] | [Yes or No] |
| **3rd Party Consultants** | [Yes or No] | [Yes or No] |
| **Fund Auditors** | [Yes or No] | [Yes or No] |
| **Financing Fees** | [Yes or No] | [Yes or No] |
| **Acquisition Fees & Related Party fees** | [Yes or No] | [Yes or No] |
| **Valuation Services** | [Yes or No] | [Yes or No] |
| **Legal Services** | [Yes or No] | [Yes or No] |
| **Other (please specify)** | [Yes or No] | [Yes or No] |
| **Prior Funds** | Please list the total amount of Partnership Expenses borne by Limited Partners for each of the prior funds | |
| **[Enter Fund Name]** | [Enter Amount] | |
| **[Enter Fund Name]** | [Enter Amount] | |
| **[Enter Fund Name]** | [Enter Amount] | |
| **[Enter Fund Name]** | [Enter Amount] | |
| **[Enter Fund Name]** | [Enter Amount] | |

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| **Third Party Service Providers**  [Please list all placement agents, marketing consultants, fund administrators, auditors, legal counsel, finders or any entities or persons that would receive compensation for administration, marketing or business development for the fund] | |
| **Firm # 1** | |
| **Firm Name** | [Please Enter Firm Name] |
| **Name of Key Contact at Firm** | [Enter Key Contact at Firm] |
| **Scope of Services** | [Please describe] |
| **Exclusive Relationship** | [Yes or No] |
| **Compensation Structure** | [Please describe] |
| **Firm # 2** | |
| **Firm Name** | [Please Enter Firm Name] |
| **Name of Key Contact at Firm** | [Enter Key Contact at Firm] |
| **Scope of Services** | [Please describe] |
| **Exclusive Relationship** | [Yes or No] |
| **Compensation Structure** | [Please describe] |
| **Firm # 3** | |
| **Firm Name** | [Please Enter Firm Name] |
| **Name of Key Contact at Firm** | [Enter Key Contact at Firm] |
| **Scope of Services** | [Please describe] |
| **Exclusive Relationship** | [Yes or No] |
| **Compensation Structure** | [Please describe] |
| **Firm # 4** | |
| **Firm Name** | [Please Enter Firm Name] |
| **Name of Key Contact at Firm** | [Enter Key Contact at Firm] |
| **Scope of Services** | [Please describe] |
| **Exclusive Relationship** | [Yes or No] |
| **Compensation Structure** | [Please describe] |
| **[Copy and Add Sections Above As Needed for Additional Firms]** | |

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| **Portfolio Administration, Structure and Policies** | |
| **QPAM Status** | [Is the manager of the portfolio a Qualified Professional Asset Manager] |
| **Fiduciary** | [Please describe the level of responsibility: ERISA, Negligence, Gross/Simple, etc.] |
| **Federal Tax Matters** | [Please describe portfolio approach regarding UBTI, taxes that impact tax-exempt investors, foreign tax impact, FIRPTA, etc. IF UBTI is expected to be generated, how does the portfolio intend to minimize UBTI reporting?] |
| **Labor Policy** | [Please describe the labor policy for investments in the portfolio. Does the portfolio use exclusively union labor?] |
| **Fund Key Person** | [Please enter names of individuals designated as Portfolio Key Persons.] |
| **Key Person Clause** | [Please describe any provisions of the clause] |
| **Key Person Insurance** | [Please enter if the firm has key person insurance. Please enter “Yes” or “No”.] |
| **GP Removal Provisions** | [Please describe the conditions under which the client may engage in either a “For Cause” or a “No Fault” Cancellation.] |
| **Reporting** | [Please describe the frequency and timing of financial reports and the transparency into underlying holdings. If there are multiple vehicles, how will holdings be aggregated across all Fund Vehicles?] |
| **Valuation Policy** | [Please describe the policy regarding valuation for investments in the portfolio. When are investment written up, written down, or held at cost? Will the proposed Portfolio’s valuation policy be in compliance with FAS 157?] |
| **FAS 157 Accounting** | [Will the fund use FAS 157 accounting standards? Please enter “Yes” or “No”] |
| **Insurance (Errors and Omission, Director’s)** | [Please describe the levels of coverage at the fund level and the insurance requirements at the portfolio investment level] |
| **Environmental Policy and Practices** | [Please describe any environmental policies and practices for the portfolio] |
| **Social Responsible Policy** | [Does the firm have a socially-responsible policy?] |
| **Firm Ownership Structure** | [Please describe the ownership structure of the firm. For private firms, Please include the names of any individuals or employees who own greater than 10% of the firm. For public firms, Please provide the names of firm employees who own a significant percentage of the firm] |
| **Firm Succession Plan** | [Please describe the succession plan for the firm] |
| **Compensation Philosophy** | [Please describe the compensation philosophy of the firm. Are employees rewarded with carried interest points? Please provide tables detailing how the management company net profits are allocated and how the GP carry is expected to be allocated. How do you structure your overall compensation package?] |

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| **Firm**  **Advisory Board** | **Does the Firm have an Advisory Board** | [Please enter “Yes” or “No”] | |
| **How is the Advisory Board Compensated** | [Please describe] | |
| **Function of the Advisory Board** | [Please describe] | |
| **Names / Position of Advisory Board Members** | **Name** | **Firm** |
| [Please enter] | [Please enter] |
| [Please enter] | [Please enter] |
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| **Litigation, Regulation and Compliance** | | |
| **Current Material Firm Litigation** | [Please describe any current material litigation regarding the firm] | |
| **Past Material Firm Litigation** | [Please describe any past material litigation regarding the firm] | |
| **Compliance** | [Please describe the Firm’s compliance philosophy and staff allocated to this function, e.g. how many and which staff resources are assigned to this function, what are their roles and responsibilities? What are the key compliance procedures?] | |
| **SEC Registered Investment Advisor** | **Year Registered** | [Please enter] |
| **Entity Name** | [Please enter] |
| **ADV Attached** | [Please enter “Yes” or “no”] |
| **SEC Oversight** | [Please describe the Firm’s most recent examination by the SEC. When was the date of the most recent SEC examination? What were the key findings? Were there any deficiencies noted and what was done to remediate them?] | |
| **SEC Investigation** | Is any employee of your firm under investigation by the SEC? have a pending criminal or civil matter? Or has been convicted of a misdemeanor or felony in the past 10 years? If yes, please explain. | |
| **Other Regulators** | [Please describe other regulatory authorities to which the General Partner is subject. Has the GP ever been subject to reviews or audits by these other regulatory bodies? What were the key findings?] | |
| **Personal Trading** | [Please provide your compliance policy with regard to personal trading restrictions.] | |
| **Investigations, Litigation, Claims** | For the past 10 years has the firm, its officers or principals or any affiliate ever:  a. been the focus of a non-routine Securities and Exchange Commission (SEC) inquiry or investigation or a similar inquiry or investigation from any similar federal, state or self-regulatory body or organization,  b. been a party to or settled any litigation concerning breach of fiduciary responsibility or other investment related matters, or  c. submitted a claim to your errors & omission, fiduciary liability and/or fidelity bond insurance carrier(s)?  If ‘yes’ to any, please provide details and the current status or disposition. | |

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| **Environmental, Social & Governance (ESG) Disclosures** | | |
| **ESG Analysis** | [Does the Firm integrate analysis of financially material environmental, social and governance issues into its investment process? Please enter “Yes” or “no”] | |
| **ESG Risk Assessment** | [If so, please describe the Firm’s approach to assessing ESG risks and opportunities.] | |
| **ESG Integration** | How does your firm incorporate Environmental, Social, and Governance (ESG) approaches into the investment process? | |
| **Principles for Responsible Investment (PRI)** | **Signatory** | [Please enter “Yes” or “no”] |
| **Year Signed** | [Please enter] |
| **ESG Policy Attached** | [Please enter “Yes” or “no”] |
| **PRI Reporting Framework** | Is your firm a signatory to the Principles for Responsible Investment (PRI)? [Does your Firm generate a Responsible Investing (RI) Transparency Report? An RI Activity Report? Please enter “Yes” or “no”] | |
| **Socially Responsible Investing Vehicles and Share Classes** | [Does the Firm offer any Socially Responsible Investing vehicles or share classes?] | |

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| **Firm Infrastructure** | |
| **Office Locations** | [Please provide office locations, office functions and number of employees at each office.] |
| **Technology Resources and Systems** | [Please provide a list at brief description of the significant technology resources and software systems that are used to support investment, compliance, cash management and fund accounting/reporting.] |
| **Business Continuity Planning** | [Please provide a brief description of the Firm’s business continuity plans.] |
| **Back Office Resources** | [Please provide a description of the Firm’s back office resources and estimation of how many FTE’s will support the Fund.] |

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| **Standard of Conduct** | |
| **Conflicts** | Disclose any financial or other relationship you have or have had with any LACERS Board member, consultant, or LACERS employees. If there are no conflicts of interest, please state, “There are no conflicts of interest to report.” |
| **Disclosure** | Disclose any gifts (meals, tickets, anything of value over $50, etc.) that you have given to any LACERS Board member, consultant, or LACERS employee in the last 12 months using the format below:   |  |  |  |  |  | | --- | --- | --- | --- | --- | | No. | Date (mm/dd/yy) | Given to | Description of Gifts 1 | Value (US$) | |  |  |  |  |  | |  |  |  |  |  | |  |  |  |  |  |   1 Gifts could be in the form of meals, tickets, paid travel, anything of value over $50, etc. |
| **Policies** | Do you have any written policies or procedures to address conflicts of interest? If so, please provide as Exhibit 6. |
| **Potential Conflicts** | What potential conflicts of interest are posed by other activities undertaken by the organization, if any? How are these addressed? |
| **Code of Conduct** | Has the firm adopted the CFA Code of Ethics and Standards of Professional Conduct? |
| **Standards of Conduct** | Does the firm have a written code of conduct or set of standards for professional behavior? If so, how is employee compliance monitored? |

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| **Other** | |
| **Business Planning** | Please describe your business continuity plan. Have you ever had to activate any parts the plan? If so, describe the effectiveness of the plan and any post-activity modifications to that plan. |
| **Under-representation** | Please describe any policies, programs, and initiatives your firm has adopted to mentor under-represented groups in your firm. Provide examples of such staff who have promoted up or out of the organization under such a program. |
| **Under-representation II** | Please describe any partnerships and programs that seek to do business with under-represented firms. |
| **Harassment** | Does your firm have a sexual harassment policy? Please provide the current status or disposition regarding disclosures on past, present, or future litigations. |

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| **Firm / Fund Key Contacts** | | |
| **Primary Firm Contact** | Name | [Please enter] |
| Title | [Please enter] |
| Business Address | [Please enter] |
| Business Telephone | [Please enter] |
| Business Email | [Please enter] |
| **Attorney Contact** | Name | [Please enter] |
| Title | [Please enter] |
| Firm | [Please enter] |
| Business Address | [Please enter] |
| Business Telephone | [Please enter] |
| Business Email | [Please enter] |
| **Auditor Contact** | Name | [Please enter] |
| Title | [Please enter] |
| Firm | [Please enter] |
| Business Address | [Please enter] |
| Business Telephone | [Please enter] |
| Business Email | [Please enter] |
| **Placement Agent / 3rd Party Marketer / Consultant Contact** | Name | [Please enter] |
| Title | [Please enter] |
| Firm | [Please enter] |
| Business Address | [Please enter] |
| Business Telephone | [Please enter] |
| Business Email | [Please enter] |

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| **Firm / Fund References**  [Please provide references from the following sources: investors in prior funds,  investors committed to current funds, JV partners, lending sources, sellers] | | |
| **Reference 1** | Name | [Please enter] |
| Relationship to Firm | [Please enter] |
| Firm / Title | [Please enter] |
| Business Address | [Please enter] |
| Business Telephone | [Please enter] |
| Business Email | [Please enter] |
| **Reference 2** | Name | [Please enter] |
| Relationship to Firm | [Please enter] |
| Firm / Title | [Please enter] |
| Business Address | [Please enter] |
| Business Telephone | [Please enter] |
| Business Email | [Please enter] |
| **Reference 3** | Name | [Please enter] |
| Relationship to Firm | [Please enter] |
| Firm / Title | [Please enter] |
| Business Address | [Please enter] |
| Business Telephone | [Please enter] |
| Business Email | [Please enter] |
| **Reference 4** | Name | [Please enter] |
| Relationship to Firm | [Please enter] |
| Firm / Title | [Please enter] |
| Business Address | [Please enter] |
| Business Telephone | [Please enter] |
| Business Email | [Please enter] |
| **Reference 5** | Name | [Please enter] |
| Relationship to Firm | [Please enter] |
| Firm / Title | [Please enter] |
| Business Address | [Please enter] |
| Business Telephone | [Please enter] |
| Business Email | [Please enter] |

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| **Attachments** | |
| **Attachment 1**  **– Fund Cash Flows** | Please provide a schedule of cash flows and current valuation for each past private debt fund or portfolio … Please see attached excel spreadsheet |
| **Attachment 2**  **– Fund Returns** | Please provide a schedule returns for each past private debt fund or portfolio … Please see attached excel spreadsheet |
| **Attachment 2**  **– Fund Returns** | Please provide deal-by-deal analysis for each past private debt fund or portfolio… Please see attached excel spreadsheet |
| **Additional Attachments (3-7)** | Please provide an electronic version of the following:   1. Current draft of proposed contract for the portfolio 2. Most recent audited financial statements for previous private debt funds 3. Most recent report to investors for previous private debt funds 4. Firm organization chart 5. Fund organizational chart |