

# LP-led Deals

## Fund Modelling

March 2024



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## How TresVista assisted a Secondaries fund conduct due diligence for an LP-led deal?

### Request and Guidelines Provided

- The client operates in the Secondaries PE market dealing in LP stakes evaluating portfolios with multiple funds
- TresVista’s role was to analyze and value all the assets within each fund, and project returns accordingly
- The deal team also required assistance through the deal process including tracking the returns through the deal process incorporating the post-reference date activities and carrying out additional ad-hoc analysis while evaluating the deal

### Methodology

Initial valuations	Preparing IC materials	Additional Due-Diligence	Deal Closing
<ul style="list-style-type: none"><li>▪ Evaluated the top 80% of the funds in portfolio</li><li>▪ Prepared each asset’s underwriting and finalized the discount on each of the funds</li></ul>	<ul style="list-style-type: none"><li>▪ Provided the client with detailed company analysis for top assets in the deal leveraging information from proprietary databases</li><li>▪ Prepared the Investment Memo for the deal</li></ul>	<ul style="list-style-type: none"><li>▪ Tracking the post-reference date activities to incorporate the impact on purchase price</li><li>▪ Additional diligence steps like ESG analysis</li></ul>	<ul style="list-style-type: none"><li>▪ Tracking the closing status of each fund’s satake transfer</li><li>▪ Analysed the portfolio movement from reference date to the deal closing date</li></ul>



## Final Deliverable and Value-add

- Outputs included models pricing 25 funds, the Investment Memo, and additional DD such as PRD and ESG analysis, term sheet analysis, and closing trackers
- Assisted the client draft an initial bid proposal for a \$300mn deal in a week with over 97 funds
- The VP provided inputs based on experience while the client was finalizing the pricing of each fund
  - As a part of the process, the team helped incorporate changes on a real-time basis ensuring quick turn-around

## Snapshots of the Output

ABC I (XYZ)		Fund / Vehicle Data		30-Sep-22	Cap Account	CAS	Seller		
Deal Data		Vehicle size	331,051	Whole Fund	Commitment	30,000	9.062%	30,000	9.062%
Manager / GP	ABC GP	Portfolio NAV	481,160		NAV Check	40,345			
Fund Name	ABC I	Net Cash	2,771	Check	NAV	40,505	9.098%	40,505	9.098%
Sector / Strategy	BO	Carry Reserve	-38,725	(38,790)	Total Distributions	0	#DIV/0!	0	#DIV/0!
Fund Currency	USD	Net NAV	445,207		Amount Called	26,628	9.136%	26,628	9.136%
Unit	000s	Gross distributions	1,490	0	Remaining Comm	3,372	8.520%	3,372	8.520%
First / Final Close Date	30-Aug-19	Amount Called for Unf. C	291,474	88.0%	PRD Call	2,537	9.062%	2,537	9.062%
Vintage	2019	Amount Called for Carry C	291,474	88.0%	PRD Dis	816	9.062%	816	9.062%
Project	XYZ	Remaining Gross Commit	39,577	12.0%					
Fund size	662,101	Remaining Net Unfunded	39,577						
Reference Date	30-Sep-22	Funded for investments	279,612						
Closing Date	30-Jun-23	Gross MOIC	1.73x						
Model built by	TV	% public	0						
Intermediary Fee									

No.	Company	Investment Date	Remaining Cost	Reference NAV	Current MOIC	Adj NAV	Jun-23 Post RD	Jun-23	Jun-24	Dec-24 Year 2	Jun-25	Dec-25 Year 3	Dec-26 Year 4	Dec-27 Year 5	Total Proceeds	N122 Check	MOIC	Exit Adj. NAV
1	Asset 1	Aug-19	53,843	204,605	3.8x	204,605				287,768					287,768	0	5.3 x	1.4 x
2	Asset 2	Sep-21	50,230	80,368	1.6x	80,368						139,131			139,131	0	2.8 x	1.7 x
3	Asset 3	Oct-19	73,925	73,477	1.0x	73,477	2,000			79,703					81,703	0	1.1 x	1.1 x
4	Asset 4	Dec-21	33,611	47,055	1.4x	47,055	3,000						68,518		71,518	0	2.2 x	1.5 x
5	Asset 5	Apr-21	38,584	46,300	1.2x	46,300							74,080		74,080		1.9 x	1.6 x
6	Asset 6	Apr-22	29,419	29,355	1.0x	29,355							52,838		52,838		1.8 x	1.8 x
Net Unfunded				39,577		17,577							44,072		62,294			3.5 x
Net Cash				2,771		24,771	4,000		11,034			11,336		18,222	26,370	1,599		1.1 x
Including Fund Facility of				-7,388.5														
Total		Jul-20	279,611	481,160		481,160	0.0%											



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