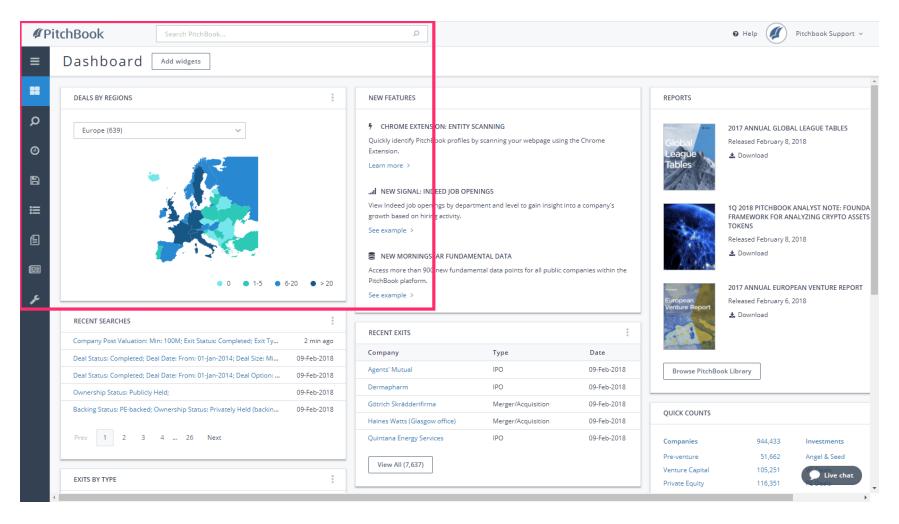


PitchBook Data

In this tutorial, we'll search for exit-type deals and the investors involved. This includes identifying PE or VC-backed companies that have been acquired or gone through an IPO.

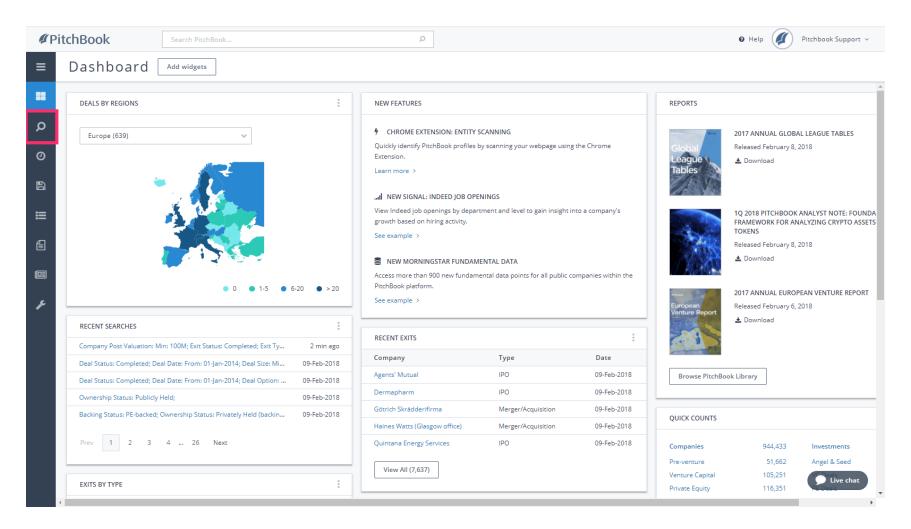


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PitchBook Data

Hover over the Search Icon to open the Advanced search menu.

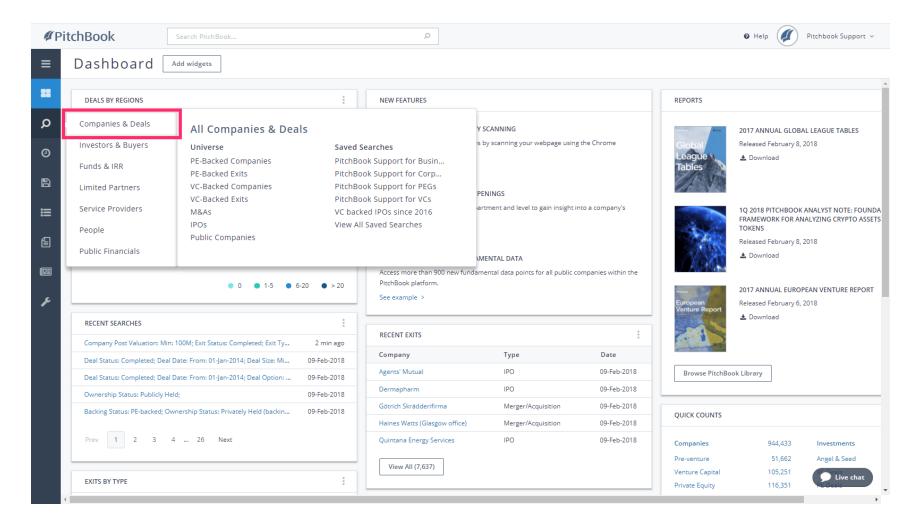


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PitchBook Data

## Click Companies & Deals

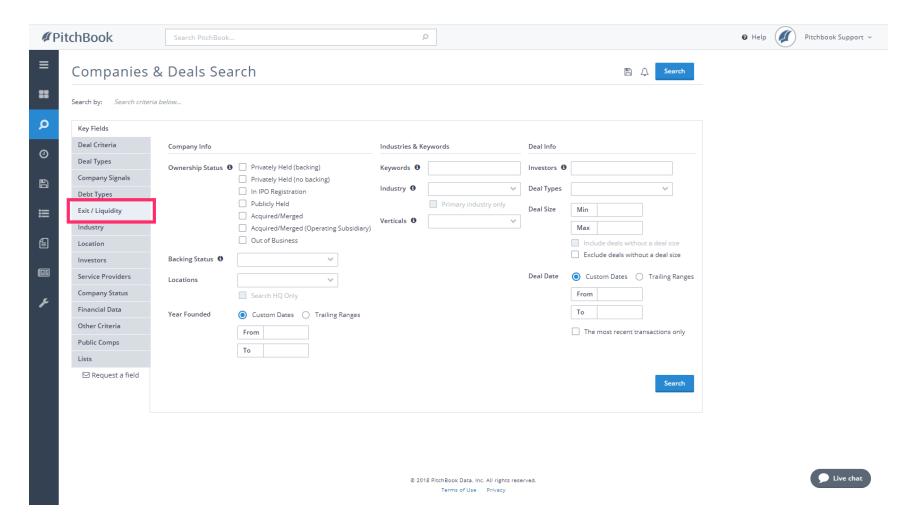


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PitchBook Data

# Click Exit / Liquidity

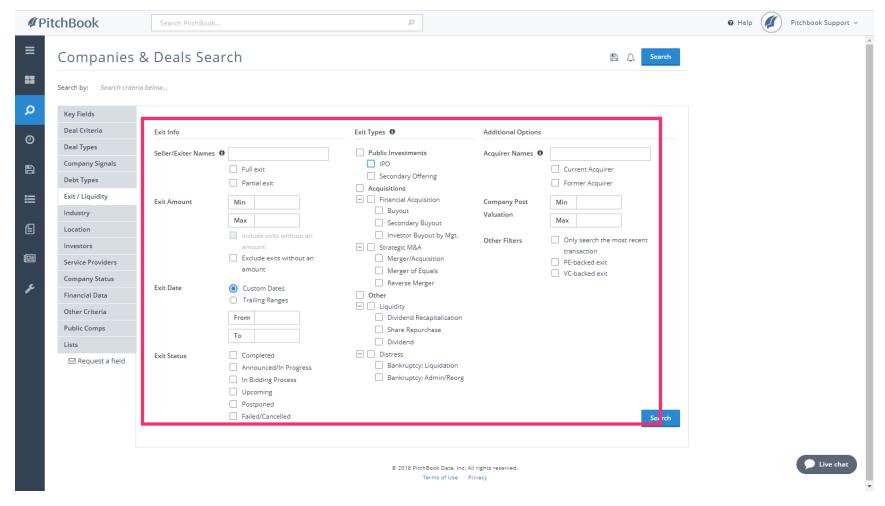


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PitchBook Data

Within this tab, we can set filters on what types of exit deals we want to see. At the top-left, you can enter an Investor to see all of the exits they've made. In this search, we'll be focusing on exits from multiple investors.

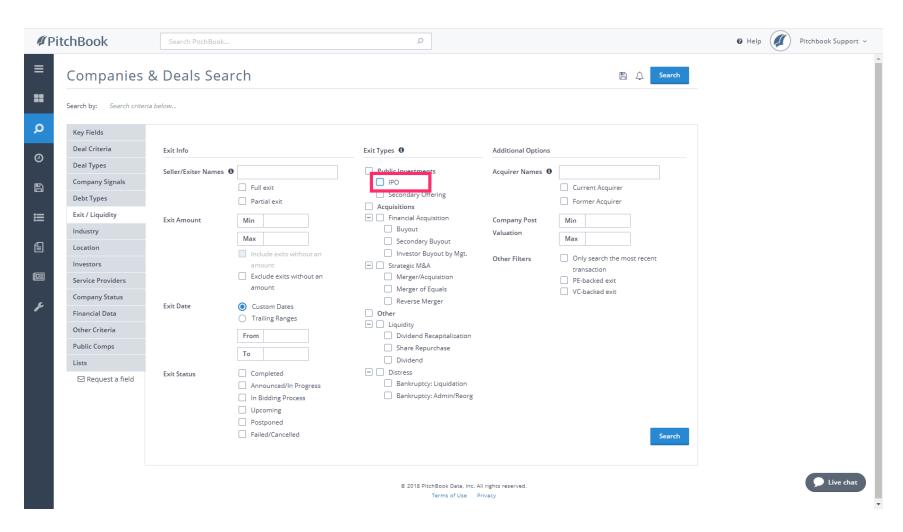


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PitchBook Data

## Click IPO

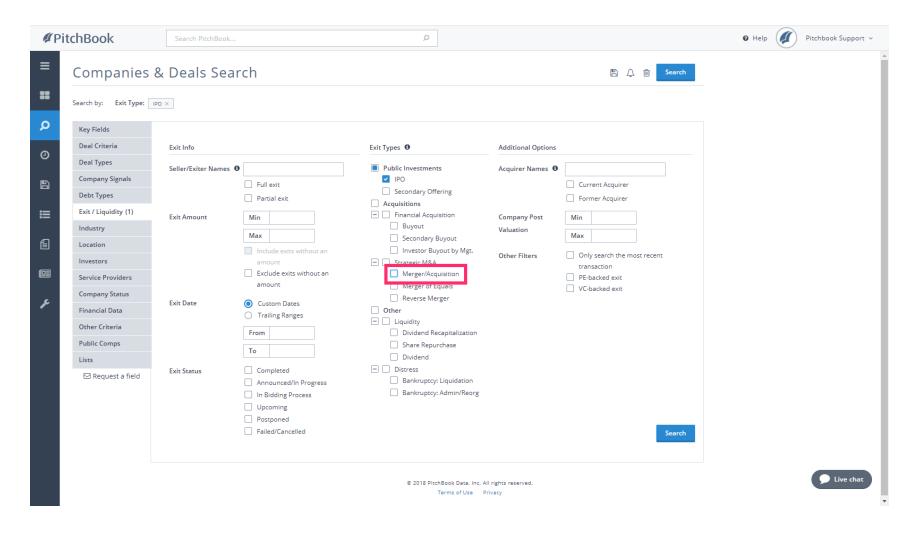


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PitchBook Data

# Click Merger/Acquisition

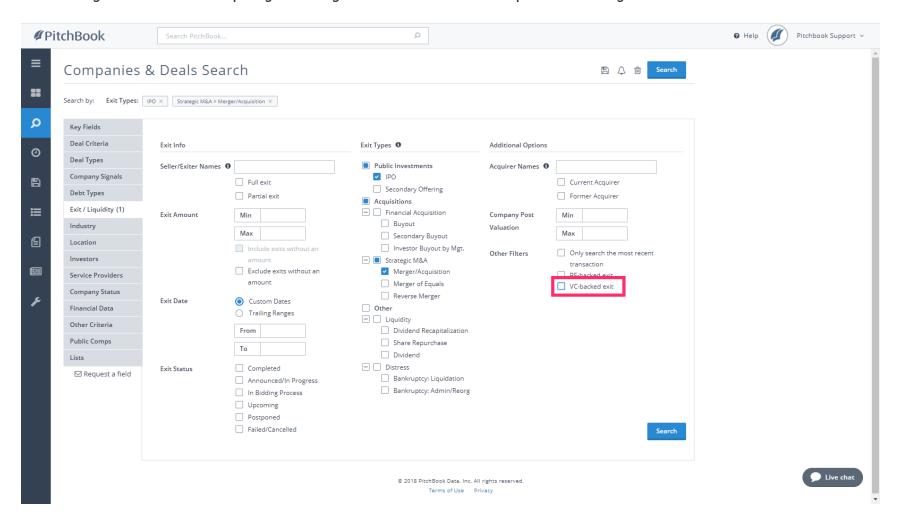


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PitchBook Data

These fields allow us to choose whether we want the company to have been primarily backed by a Private Equity entity or a Venture Capital entity. Click VC-backed exit

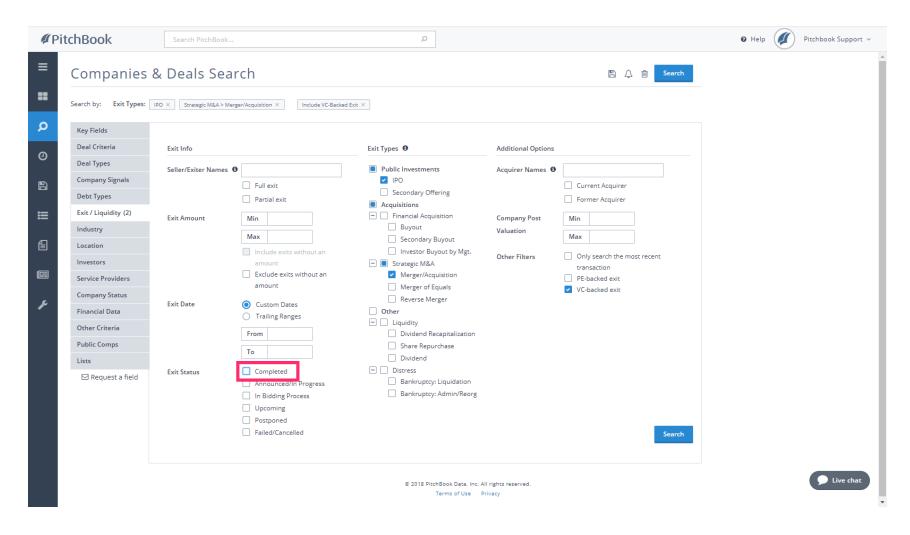


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PitchBook Data

# Click Completed

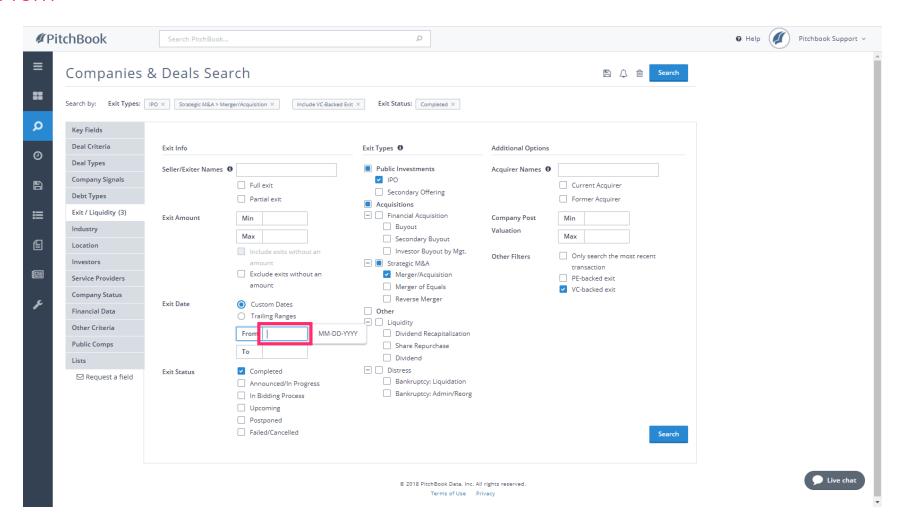


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PitchBook Data

This field allows us to set parameters on when the exits had occurred. Click Exit Date -From

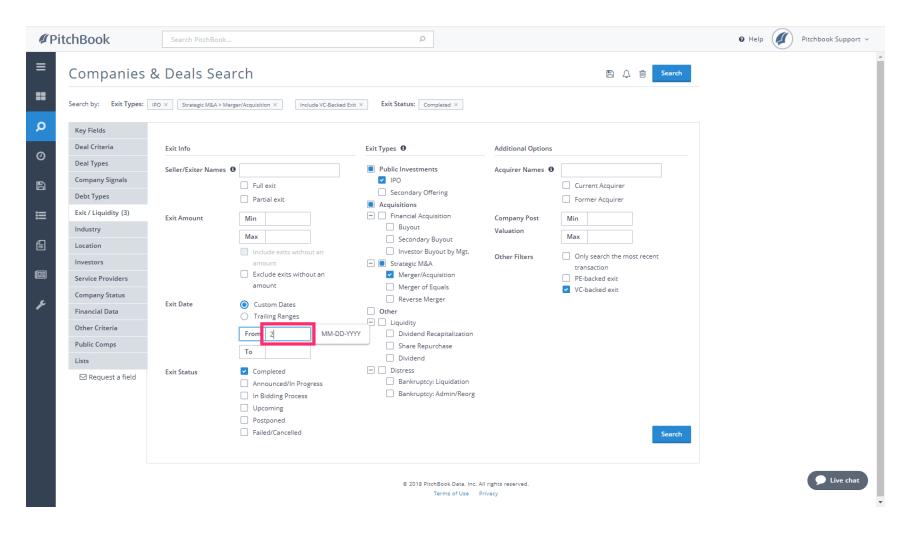


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PitchBook Data

### Type 2013

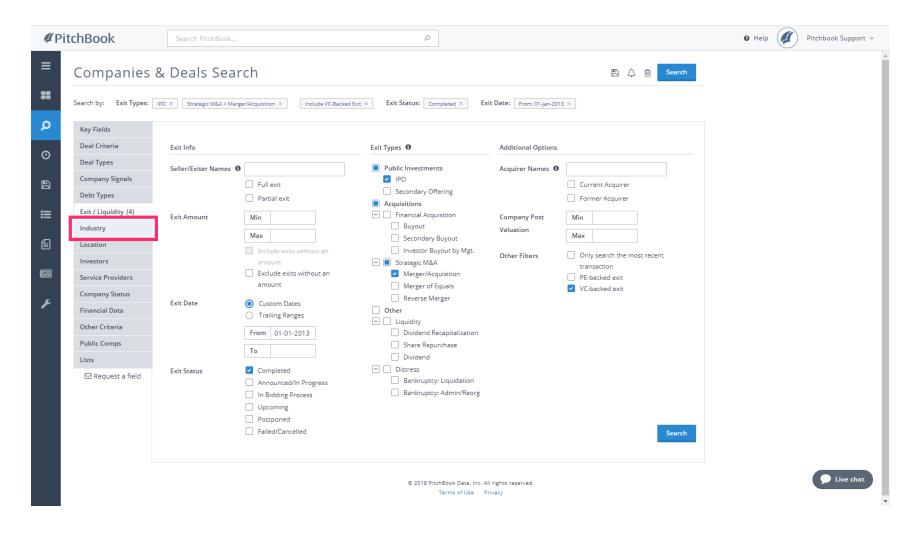


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PitchBook Data

• Next, lets select criteria for the companies that were exited. Click Industry

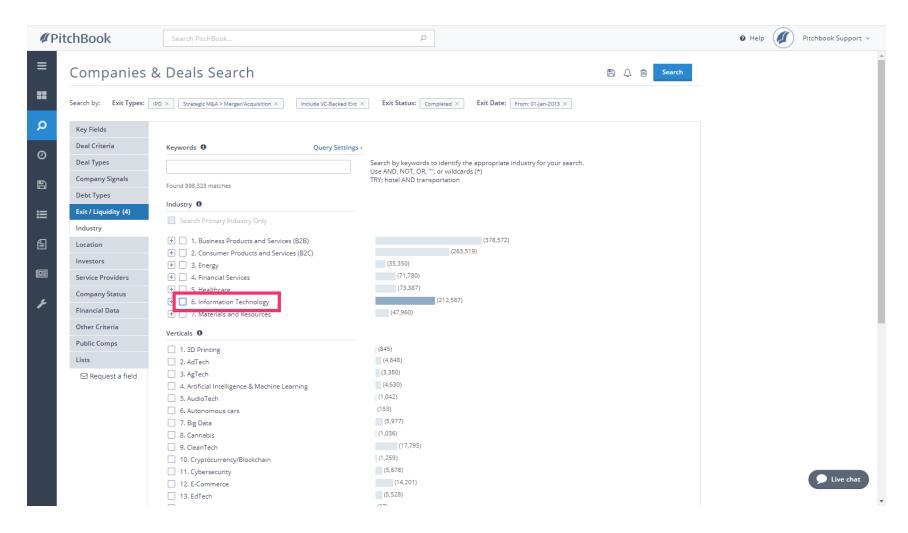


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PitchBook Data

## Click Information Technology

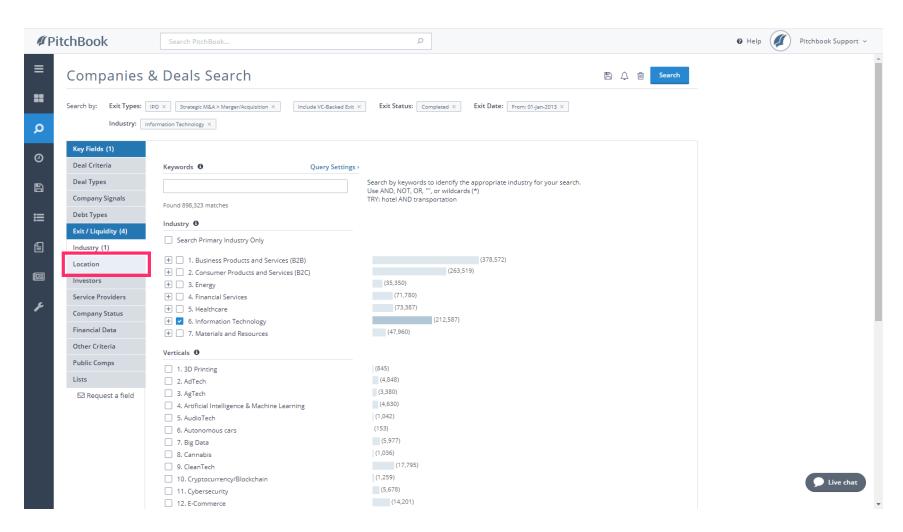


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PitchBook Data

## Click Location

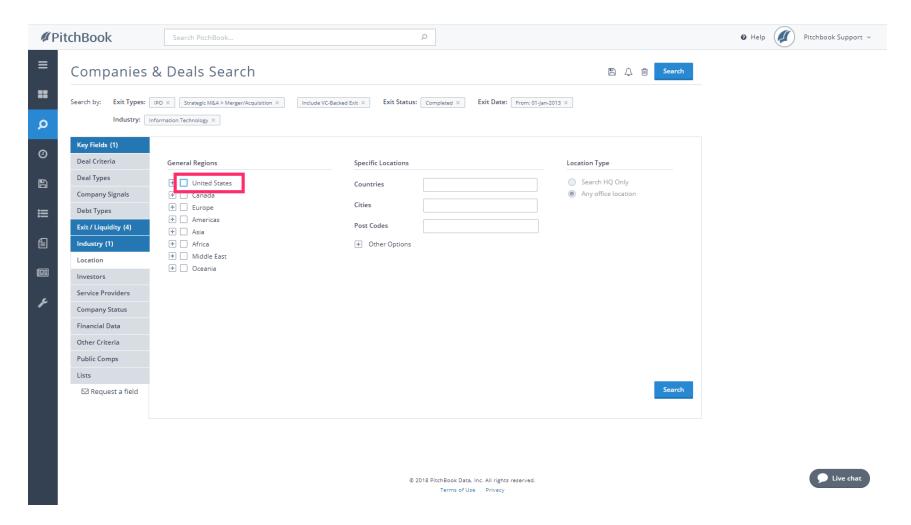


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PitchBook Data

## Click United States

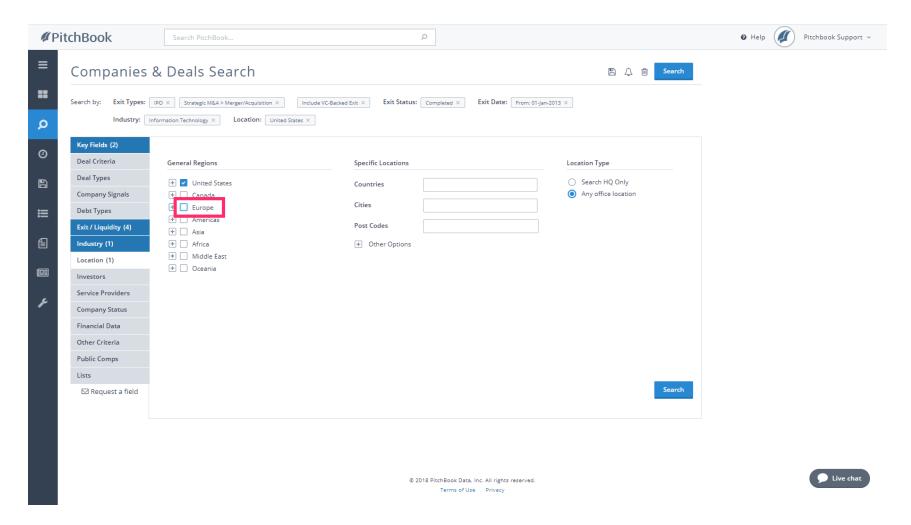


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PitchBook Data

# Click Europe

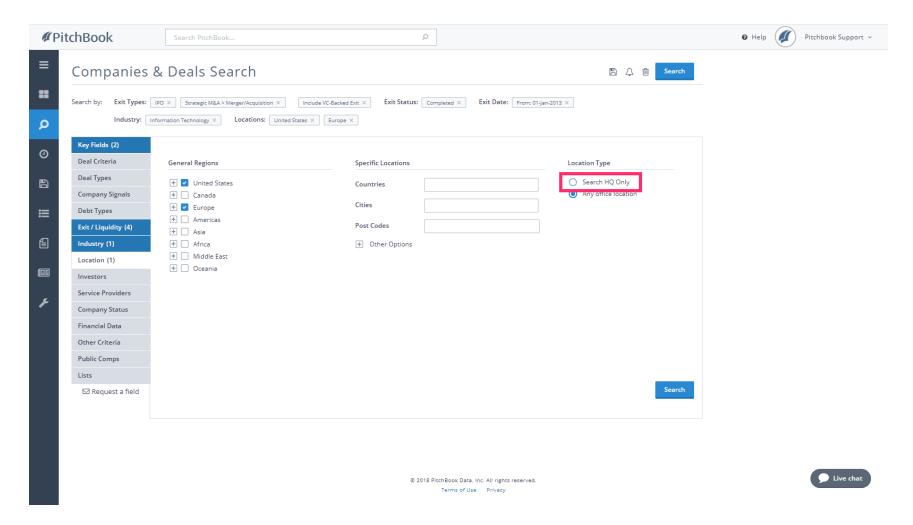


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PitchBook Data

# Click Search HQ Only

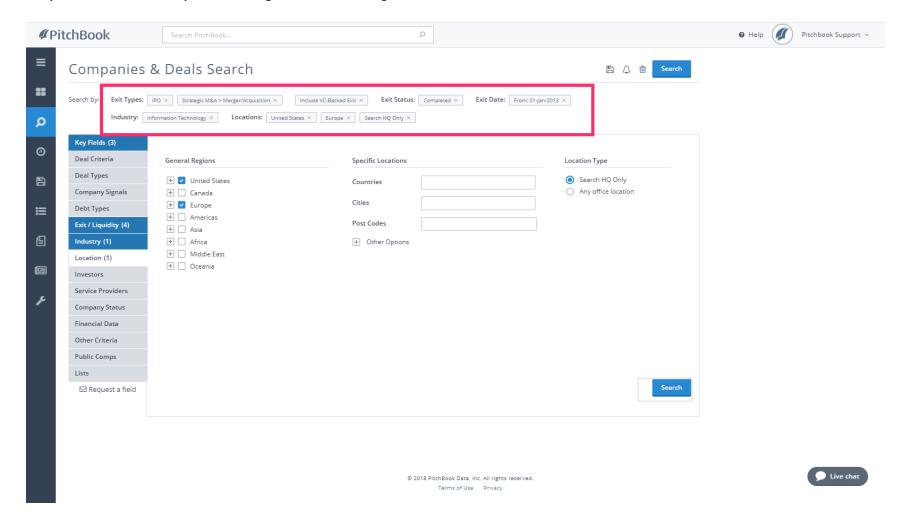


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PitchBook Data

Let's recap our search criteria. We're looking for Information Technology companies from the United States or Europe that have gone through an IPO or Acquisition since 2013. These companies were primarily backed by VC firms at the time of exit.

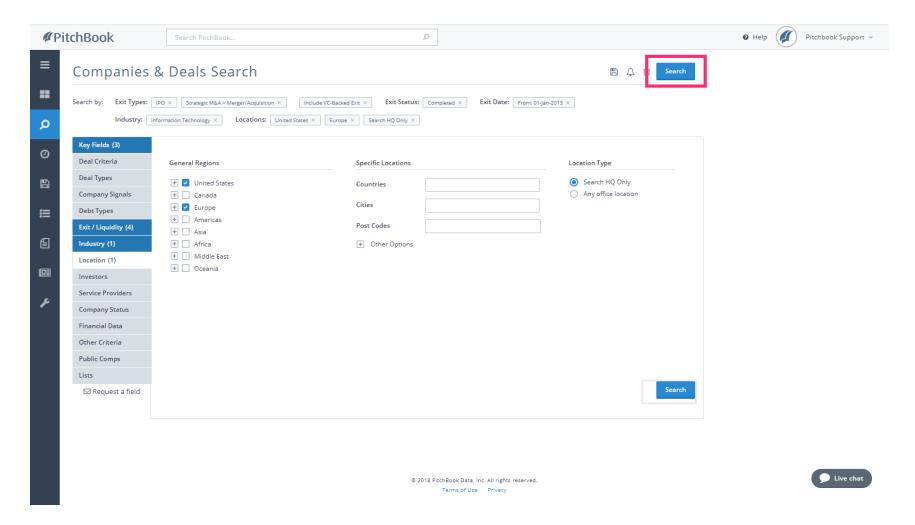


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PitchBook Data

## Click Search

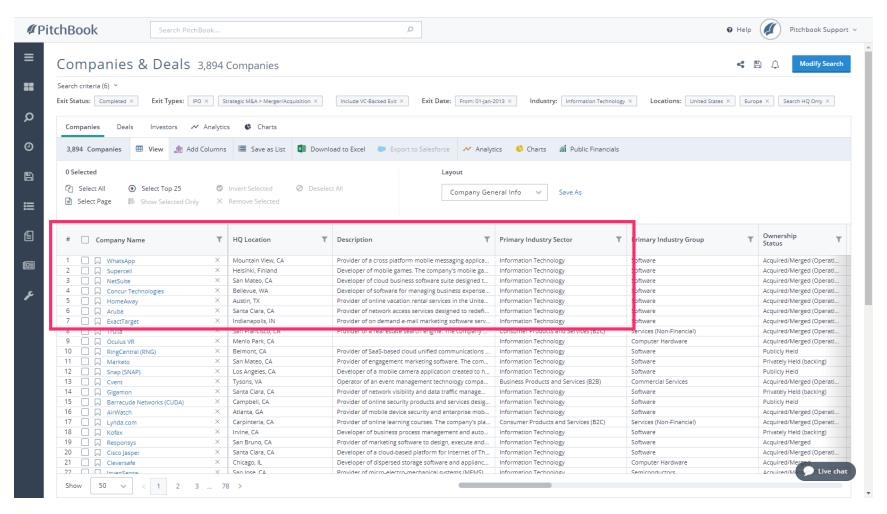


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PitchBook Data

Our search pulled in about 3,900 companies that matched the criteria. From the Companies tab, we can see more information about each company such as their location and industry. Instead, let's focus on deal information and the investors that exited.

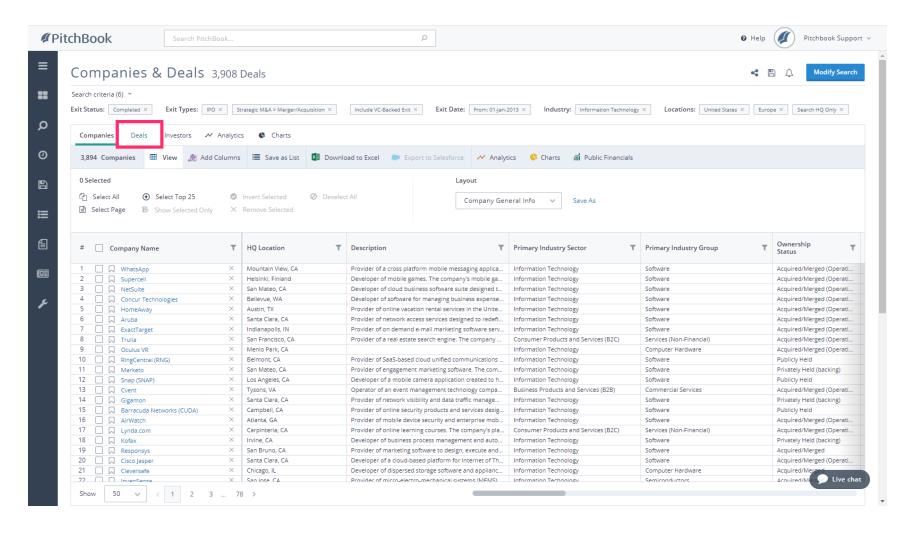


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PitchBook Data

## Click Deals

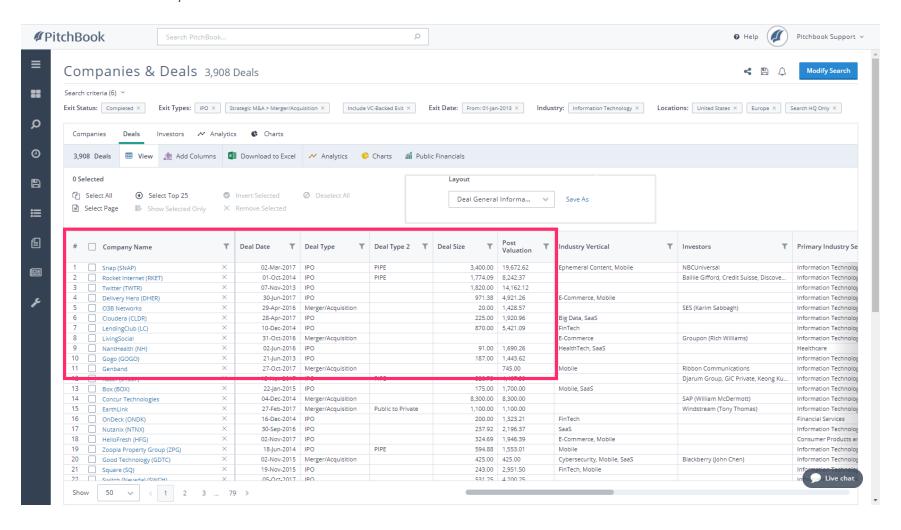


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PitchBook Data

From the Deals tab, we can clearly see what type of exit deal each company went through, when it occurred, and for how much.

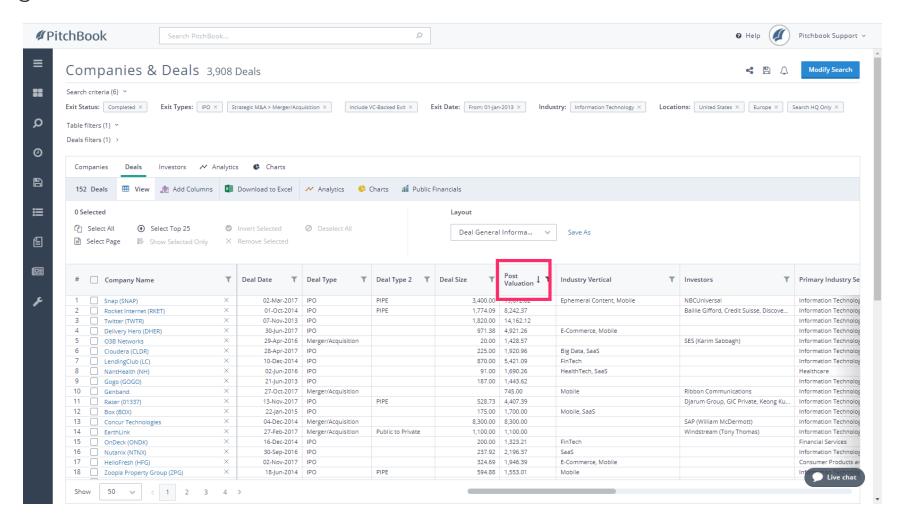


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PitchBook Data

You can click on a column to sort the values. Let's sort the companies to see who had the highest valuation at the time of exit. Click Post Valuation

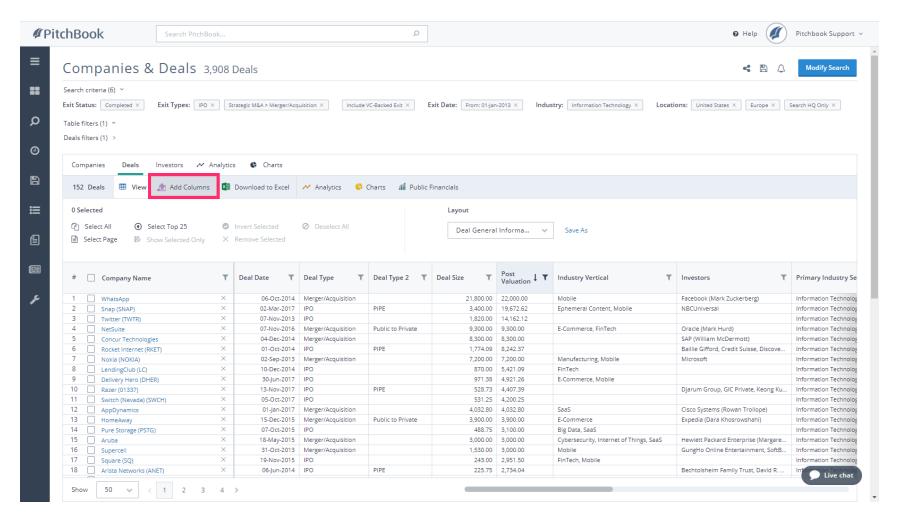


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PitchBook Data

One of the things we can't see right now is which investors held a stake in each company prior to their exit. Let's see if we can bring in some more information. Click Add Columns

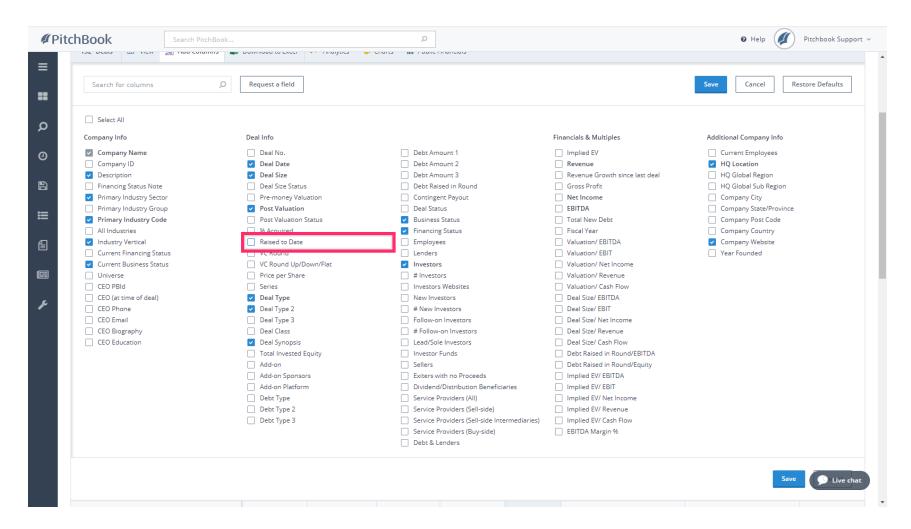


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PitchBook Data

#### Click Raised to Date

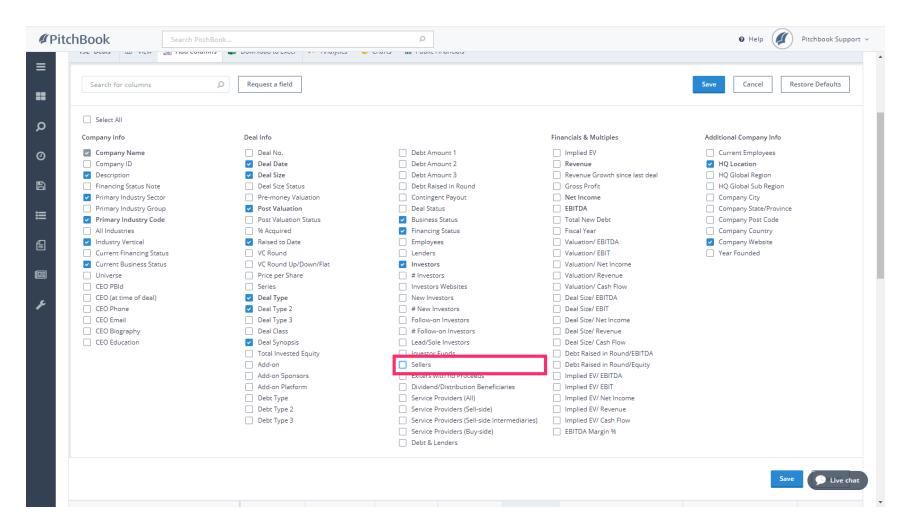


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PitchBook Data

## Click Sellers

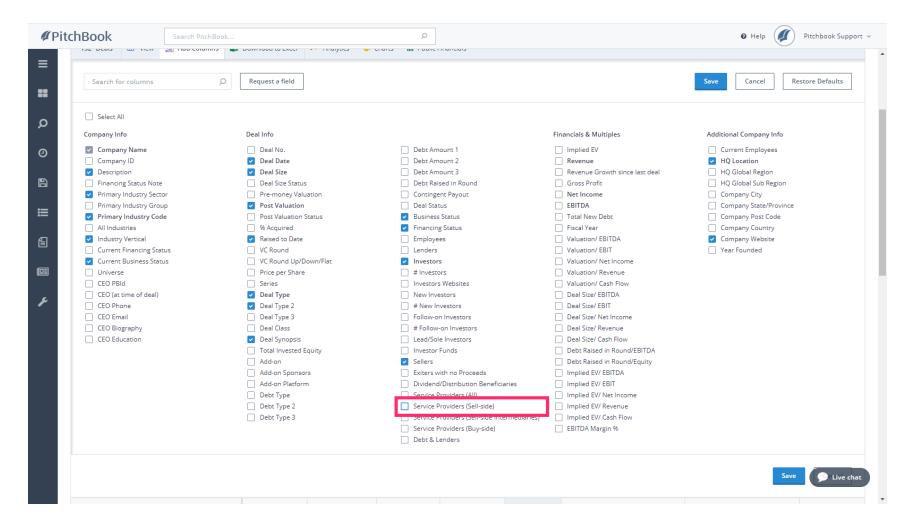


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PitchBook Data

## Click Service Providers (Sell-side)

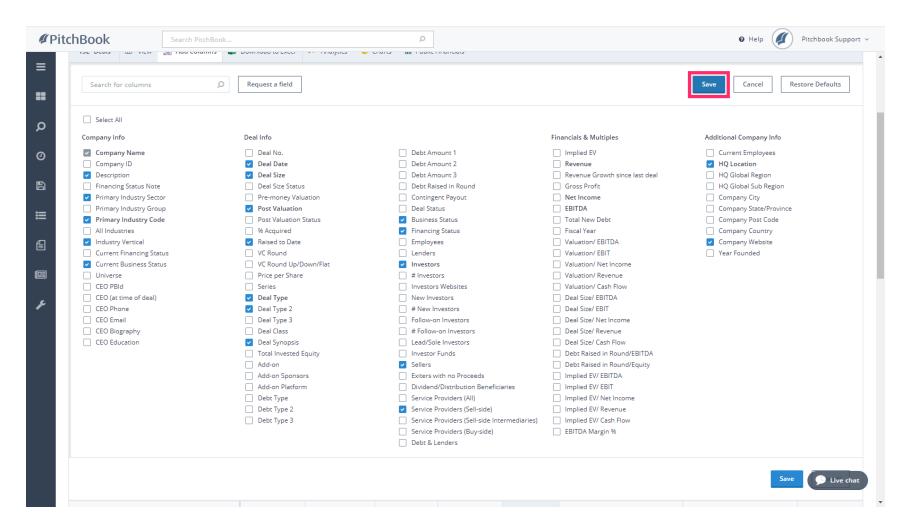


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PitchBook Data

## Click Save

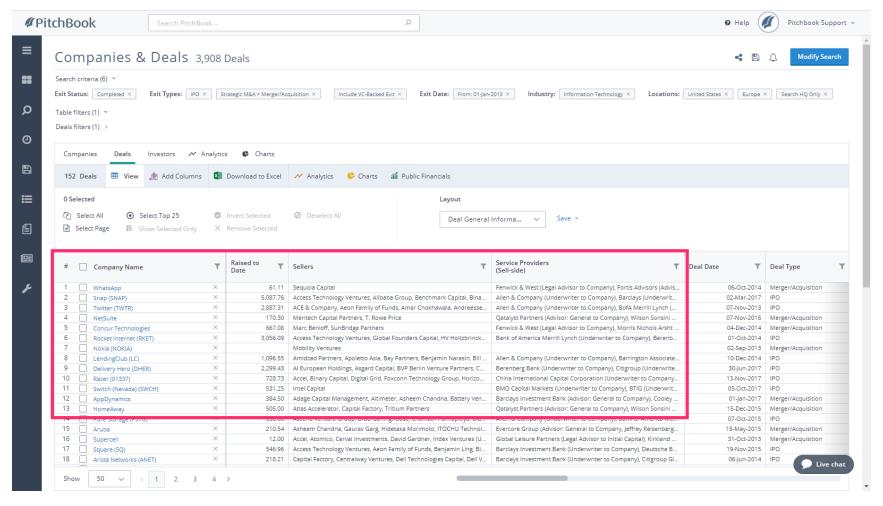


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PitchBook Data

The Raised to Date column shows how much capital each company raised through VC financing. The Sellers column shows all of the investors that sold their shares at the time of exit. And we can also see the Service Providers that assisted on the exit.

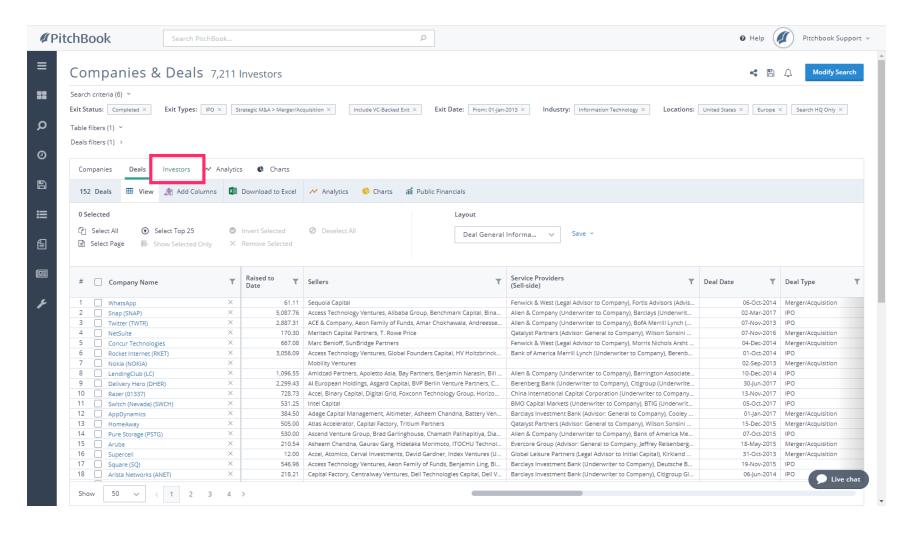


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PitchBook Data

Next, lets take a look at the Investors that exited. Click Investors

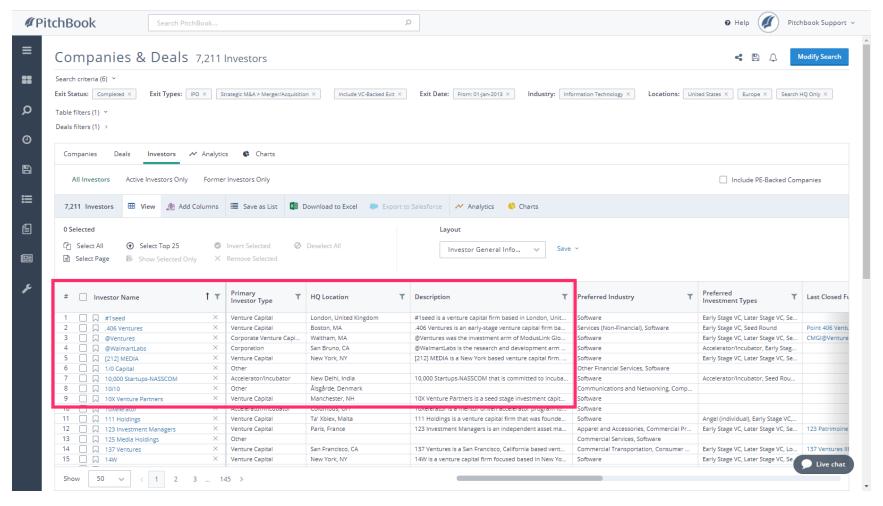


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PitchBook Data

The Investors tab will display a list of all the investors that backed each company from our search. However, our current view doesn't allow us to see which companies each investor had exited.

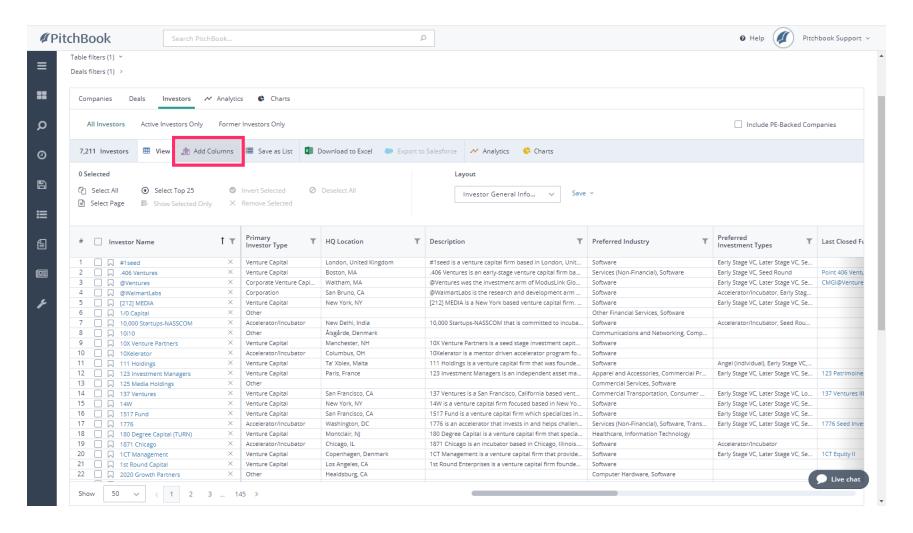


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PitchBook Data

#### Click Add Columns

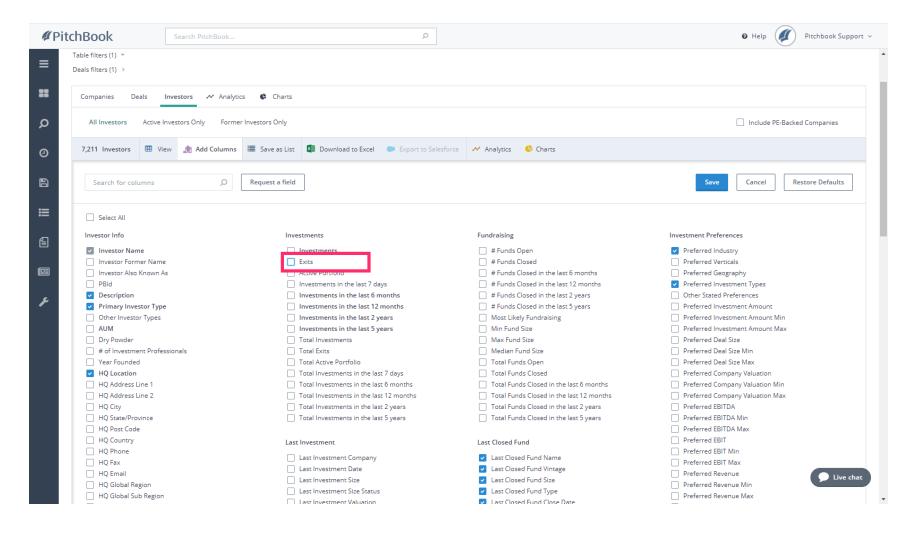


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PitchBook Data

### Click Exits

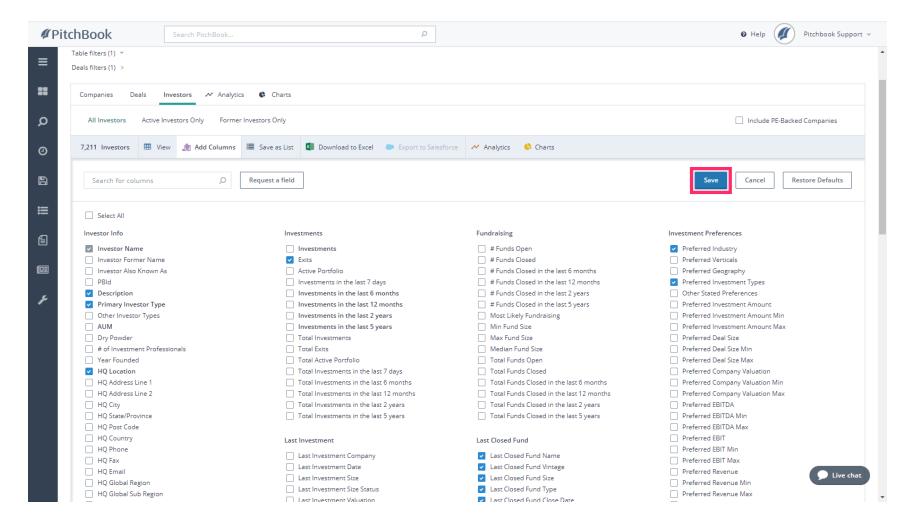


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PitchBook Data

### Click Save

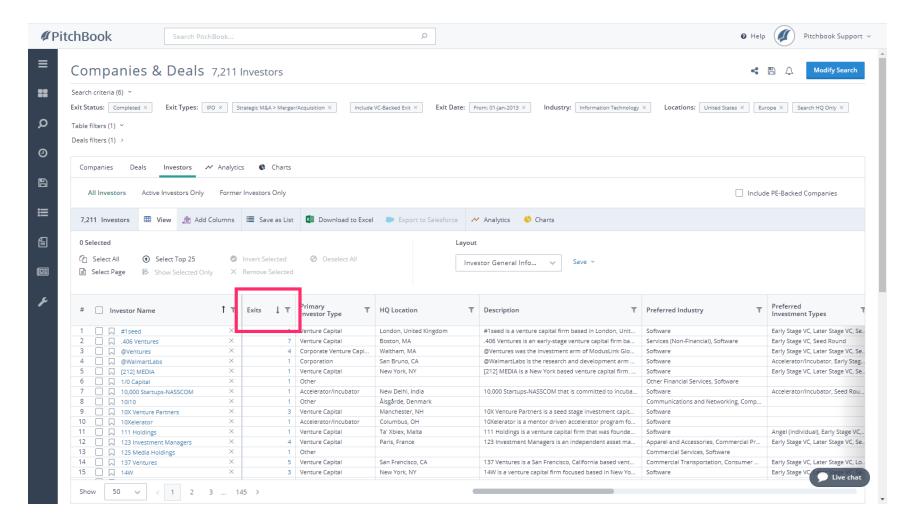


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PitchBook Data

• Click Exits to sort the values in the column from largest to smallest.

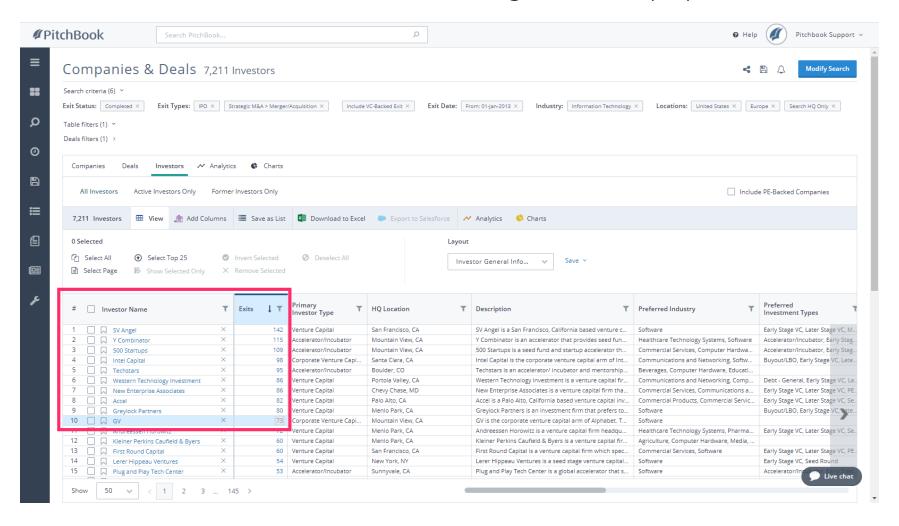


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PitchBook Data

The Exits column represents how many companies from our search that the investor has exited. Lets take a look at the 73 exits from Google Ventures (GV).

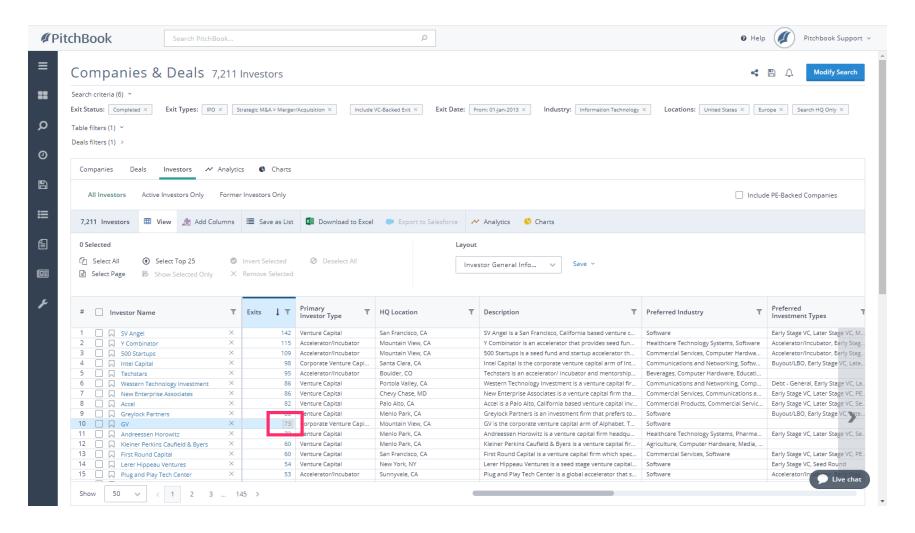


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PitchBook Data

## Click 73

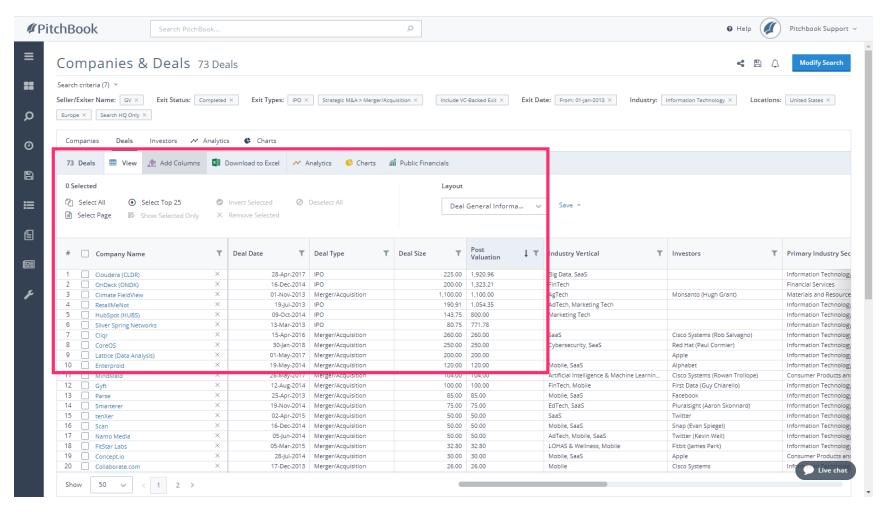


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PitchBook Data

We can see all 73 exits that GV was involved in, along with the deal details. Now you know how to search for exits based on the the company industry and deal type. You can even pivot the search to focus specifically on investors and their exits.

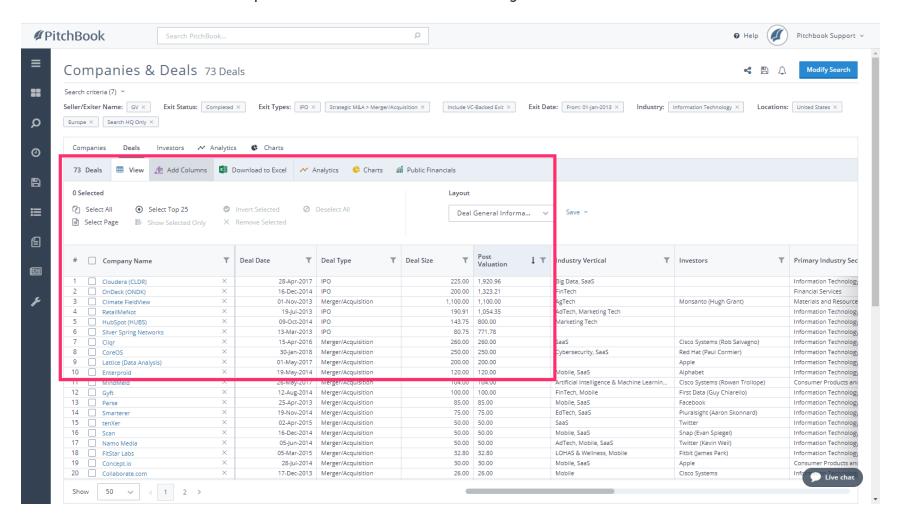


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PitchBook Data

We hope this search has provided you with the information needed to run your own searches and utilize the platform more effectively.



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