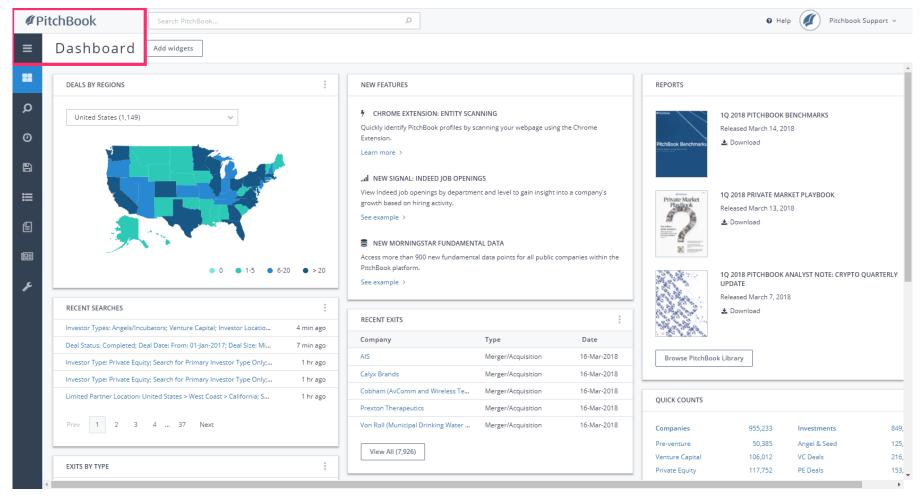


PitchBook Data

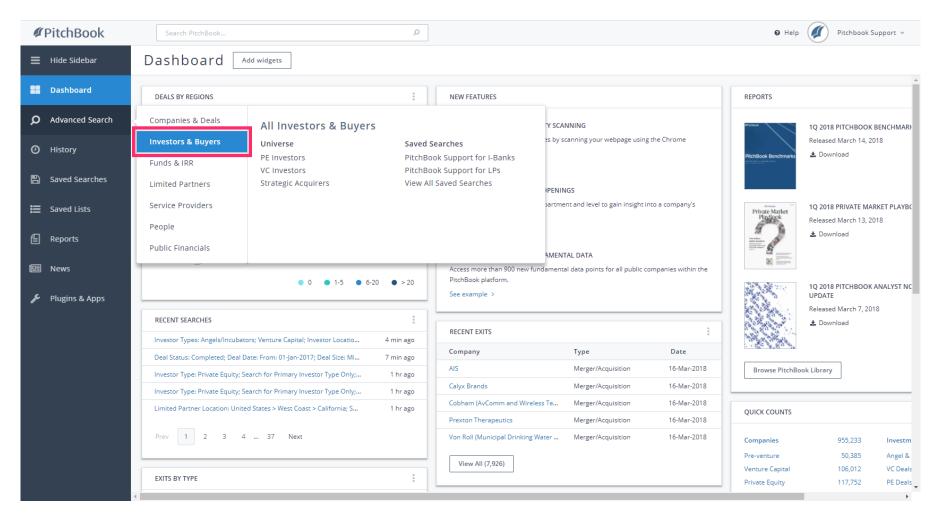
In this tutorial, we will search for investors based on the type of deals they're involved in, and the types of industries they invest in. We'll look at the details of each investment and walk through the process of exporting the data into Excel.





PitchBook Data

From the dashboard, open the sidebar and hover over the Advanced Search option. Then click Investors & Buyers





The Key Fields tab of the Search Criteria page contains criteria that focus on the investor, their funds, and the companies they invest in. For now, we'll be using the tabs on the side to visit each section so that we can see more options.

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PitchBook Data

First, lets define our search. We'll be selecting criteria to identify Private Equity firms and Corporations from the United States, that have acquired a European retail company. Click Investor Types

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• This tab contains a list of various types of investors. Click Private Equity

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		Buyers Search	 Other Investor Types Business Development Company Family Office Fund of Funds Government Hedge Fund Infrastructure Investment Bank Lender/Debt Provider Limited Partner Merchant Banking Firm Real Estate SBIC Secondary Buyer Sovereign Wealth Fund University 	Additional Options Search for primary investor type only Search lead investors only Include PE-backed companies that made Addons	Search	
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How to Search for Investors by Investment Activity

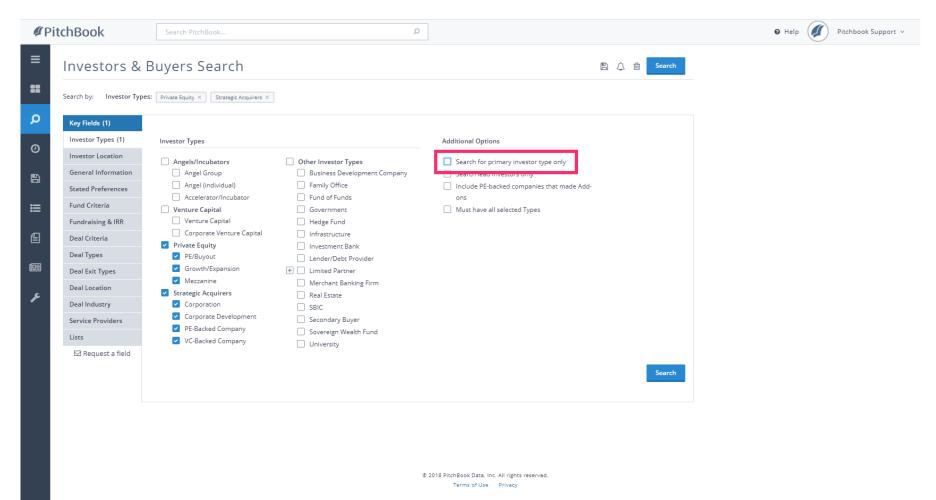
PitchBook Data

Click Strategic Acquirers

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Every investor in the platform is given a primary investor type, but they can be tagged to multiple types if it suits their investment behavior. This field narrows our search for only the primary type. Click Search for primary investor type only





• Next, we want to determine where the investors are located. Click Investor Location

# Pi	itchBook	Search PitchBook	م			
	Investors & Search by: Investor Type (Participation) Investor Types (2) Investor Types (2) Investor Location General Information Stated Preferences Fund Criteria Deal Criteria Deal Criteria Deal Criteria Deal Strit Types Deal Location Deal Industry Service Providers Lists E Request a field	Strategic Acquirers Strategic Acquirers Investor Types Angels/Incubators Angel Group Angel Group Angel (individual) Accelerator/Incubator Venture Capital Corporate Venture Capital Private Equity PE/Buyout Growth/Expansion Wezzanine Strategic Acquirers Corporate Development PE-Backed Company VC-Backed Company	Search for Primary Investor Type Only × Other Investor Types Business Development Company Family Office Fund of Funds Government Hedge Fund Infrastructure Infrastructure Infrastructure Keal Estate SBIC Secondary Buyer Sovereign Wealth Fund University	Additional Options Search for primary investor type only Search lead investors only Include PE-backed companies that made Addons Must have all selected Types	B A Search	
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PitchBook Data

From this menu, we can select geographic regions where the investor must have an office location. Click United States

 Investors & Buyers Search Search by: Investor Types: Private Equity X Strategic Acquirers X Search for Primary Investor Type Only X Key Fields (1) Investor Types (2) General Regions Specific Locations Location Type United States Countries 	Pitchbook Support \vee
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How to Search for Investors by Investment Activity

PitchBook Data

Click Canada

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PitchBook Data

• By default, the search is looking for both main offices and alternative offices. This field changes the search so that it only pulls investors where their primary office is headquartered in the select locations. Click Search HQ Only

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How to Search for Investors by Investment Activity

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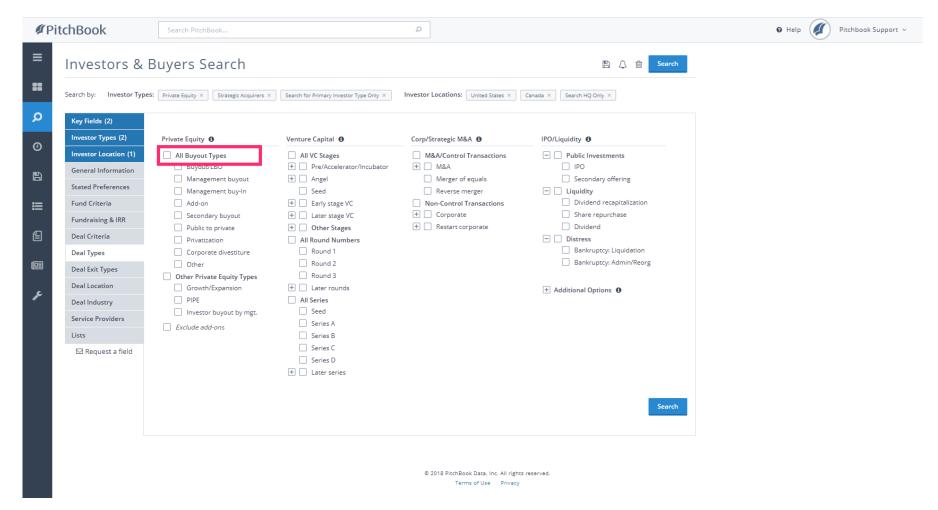
Click Deal Types

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PitchBook Data

This section lists all the different types of deals that PitchBook has categorized. Since we're looking at acquisitions, we'll want to select deals types related to Buyouts and M&A. Click All Buyout Types





PitchBook Data

Click M&A/Control Transactions

ØР	itchBook	Search PitchBook		Q		🛛 Help 🛛 Pitchbook Support 🗸
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ð	Investor Location (1) General Information	 All Buyout Types Buyout/LBO Management buyout 	All VC Stages Pre/Accelerator/Incubator Angel	M&A/Control Transactions M&A Merger of equals	Public Investments IPO Secondary offering	
≣	Stated Preferences Fund Criteria	 Management buy-In Add-on 	Seed	Reverse merger Non-Control Transactions	Liquidity Dividend recapitalization	
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ş	Deal Location Deal Industry	Other Private Equity Types Growth/Expansion PIPE Investor buyout by mgt.	Round 3 Later rounds All Series Seed		+ Additional Options	
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PitchBook Data

Click M&A/Control Transactions

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≣	Stated Preferences	 Management buy-In Add-on 	Seed Early stage VC	Reverse merger Non-Control Transactions	Liquidity Dividend recapitalization	
Ē	Fundraising & IRR	 Secondary buyout Public to private 	Later stage VC Other Stages	+ Corporate + Restart corporate	Share repurchaseDividend	
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How to Search for Investors by Investment Activity

PitchBook Data

Click Deal Criteria

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⊠ Request a field		 Series C Series D Later series 	© 2018 PitchBook Data, Inc. All right Terms of Use Privacy	s reserved.	



PitchBook Data

The Deal Criteria section contains fields that focus on other aspects surrounding the deal like date range, deal size, company valuation, etc. The Deal Status field determines the stage of the deals we're searching for. Click Completed.

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= ۳	Search by: Investor Type	Buyers Search es: Private Equity × Strategic Acquirers × All Buyout Types × M&A/Control Transactions	Search for Primary Investor Type Only × Investor Locations: ×	United States X Canada X Search HQ Only X	
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PitchBook Data

The Deal Date field allows us to set parameters on when the select deals should have occurred. Type 2015 in Deal Date: From

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How to Search for Investors by Investment Activity

PitchBook Data

Click Deal Location

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PitchBook Data

The Deal Location section is set up exactly like the Investor Location section. However, it is used to select the geographic location of the company being acquired instead of the investor. Click Europe

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How to Search for Investors by Investment Activity

PitchBook Data

Click Search HQ Only

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How to Search for Investors by Investment Activity

PitchBook Data

Click Deal Industry

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	Service Providers Lists				
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PitchBook Data

The Deal Industry section allows us to determine the industries of the acquired target companies. Click to expand the Consumer Products and Services (B2C) industry sector.

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e	Deal Criteria (2) Deal Types (1)	1. Dispess Products and Services (B2C) 2. Consumer Products and Services (B2C) 3. Energy	(266,010) (35,774)	
æ	Deal Exit Types Deal Location (1)	. 4. Financial Services . 5. Healthcare	(72,580) (74,388)	
	Deal Industry	6. Information Technology 7. Materials and Resources	(215,053) (48,649)	
	Service Providers	Verticals 0		
	🖾 Request a field	1. 3D Printing	(872)	
		2. AdTech	(4,894) (3,445)	
		 3. AgTech 4. Artificial Intelligence & Machine Learning 	(4,932)	
		 4. Artificial Intelligence & Machine Learning 5. AudioTech 	(1,061)	
		6. Augmented Reality	(703)	
		7. Autonomous cars	(209)	
		8. Big Data	(6,132)	
		9. Cannabis	(1,092)	
		10. CleanTech	(18,016)	
		11. Cryptocurrency/Blockchain	(1,380)	*



PitchBook Data

• Within each industry sector is are more options called industry groups. Click to select Retail

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PitchBook Data

Let's review the criteria prior to running the search. The search results will pull in Private Equity firms and Strategic Acquirers from the US and Canada, that have completed a Buyout or M&A transaction since 2015 for European Retail companies.

# Pi	tchBook	Search PitchBook P	🛛 Help 🛛 🖉 Pitchbook Support 🗸
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B	Investor Types (2)	Keywords Query Settings > Search by keywords to identify the appropriate industry for your search.	
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e	Fund Criteria Fundraising & IRR	Search Primary Industry Only	
e	Deal Criteria (2)	+ 1. Business Products and Services (B2B) (384,046)	
£	Deal Types (1)	□ 2. Consumer Products and Services (B2C) (266,010) ★ □ 2.1. Apparel and Accessories (12,547)	
-	Deal Exit Types	+ 2.2. Consumer Durables (32,931) + 2.3. Consumer Non-Durables (38,252)	
	Deal Location (1) Deal Industry (1)	2.4. Media (46,046) (31,339)	
	Service Providers	★ ✓ 2.6. Retail (70,613)	
	Lists	+ 2.7. Services (Non-Financial) (66,270) + 2.8. Transportation (19,351)	
	🖾 Request a field	+ 2.9. Other Consumer Products and Services (11,010)	
		+ 4. Financial Services (72,580)	
		+ 5. Healthcare (74,388) + 6. Information Technology (215,053)	
		Image: Second	
		Verticals 0	
		1.3D Printing (872)	

How to Search for Investors by Investment Activity

PitchBook Data

Click Search

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Q	Deal Types:	All Buyout Types × M&A/Control Transactions × Deal Status: C	Deal Date: From: 01-jan-2015 × Deal Location: Europe × Search HQ Only ×	
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E	Fund Criteria	Industry 0		
	Fundraising & IRR	Search Primary Industry Only		
	Deal Criteria (2)	+ 1. Business Products and Services (B2B)	(384,046) (266,010)	
	Deal Types (1)	 2. Consumer Products and Services (B2C) 2.1. Apparel and Accessories 	(12,547)	
	Deal Exit Types	+ 2.2. Consumer Durables	(32,931)	
	Deal Location (1)	2.3. Consumer Non-Durables	(38,252)	
	Deal Industry (1)	2.4. Media 2.5. Restaurants, Hotels and Leisure	(46,046) (31,339)	
	Service Providers		(70,613)	
	Lists	+ 2.7. Services (Non-Financial)	(66,270)	
	Request a field	2.8. Transportation	(19,351)	
	Les Réquest à liels	2.9. Other Consumer Products and Services 3. Energy	(11,010) (35,774)	
		4. Financial Services	(72,580)	
		+ 5. Healthcare	(74,388)	
		+ 🗌 6. Information Technology	(215,053)	
		+ 🗌 7. Materials and Resources	(48,649)	
		Verticals 0		
		1. 3D Printing	(872)	



By default, we will land on the Investors tab. Our search has pulled in 134 investors that match the search criteria we selected.

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M&A/Control Transactions ×	Deal Location: Europe	× Search HQ Only ×	Company Industry: Co	onsumer Prodects and Serv	vices (B2C) > Retail ×				
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# 🗌 Investor Name	T	Primary Investor Type	HQ Location	Investments 🗼	Active Portfolio	AUM T	Dry Powder T	Description	Preferred Industry
1 🗌 🗍 Kohlberg Kravis I		PE/Buyout	New York, NY	•	Portfolio 5 1	153,000.00	36,555.55	Established in 1976, Kohlberg Kravis Roberts (KKR) is a	Agriculture, Chemicals and Gases
	p (CG) X	PE/Buyout PE/Buyout		•	Portfolio 5 1 4 4	153,000.00	36,555.55 52,356.32	•	Agriculture, Chemicals and Gases
1 🗌 🗍 Kohlberg Kravis P	p (CG) ×	PE/Buyout	New York, NY	•	Portfolio 5 1	153,000.00	36,555.55	Established in 1976, Kohlberg Kravis Roberts (KKR) is a	Agriculture, Chemicals and Gases Apparel and Accessories, Capital
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1 Image: Constraints 2 Image: Constraints 3 Image: Constraints	p (CG) ×	PE/Buyout PE/Buyout Growth/Expansion	New York, NY Washington, DC Boston, MA		Portfolio 5 1 4 4 4 4	153,000.00 195,000.00 20,000.00 70,000.00	36,555.55 52,356.32 4,954.41	Established in 1976, Kohlberg Kravis Roberts (KKR) is a The Carlyle Group is a private equity firm and business Summit Partners is a private equity and venture capita	Agriculture, Chemicals and Gase Apparel and Accessories, Capital Commercial Services, Communic Commercial Banks, Commercial
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1 , Kohlberg Kravis I 2 , The Carlyle Group 3 , Summit Partners 4 , Lone Star Funds 5 , H.I.G. Capital 6 , TowerBrook Cap	p (CG) × × × tal Partners × mpany ×	Investor Type PE/Buyout PE/Buyout Growth/Expansion PE/Buyout PE/Buyout PE/Buyout PE/Buyout	New York, NY Washington, DC Boston, MA Dallas, TX Miami, FL New York, NY		Portfolio 5 1 4 4 4 4 4 3 3 1	153,000.00 195,000.00 20,000.00 70,000.00 24,000.00 7,277.00	36,555.55 52,356.32 4,954.41 15,936.71 3,685.84	Established in 1976, Kohlberg Kravis Roberts (KKR) is a The Carlyle Group is a private equity firm and business Summit Partners is a private equity firm that invests in Lone Star Funds is a private equity firm that invests in H.I.G. Capital is a global private equity firm that special TowerBrook Capital Partners is an investment manage The Hilsinger Company is a provider of eyewear and e	Agriculture, Chemicals and Gase: Apparel and Accessories, Capital Commercial Services, Communic Commercial Banks, Commercial Aerospace and Defense, Beverag Commercial Services, Communic Comsumer Durables, Consumer F
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Kohiberg Kravis 1 Kohiberg Kravis 1 The Carlyle Grou Summit Partners Lone Star Funds Milder Capital TowerBrook Cap The Hilsinger Cot The Blackstone Co	p (CG) × × × tal Partners × mpany × iroup (BX) ×	Investor Type PE/Buyout PE/Buyout Growth/Expansion PE/Buyout PE/Buyout PE/Buyout PE-Backed Company PE/Buyout	New York, NY Washington, DC Boston, MA Dallas, TX Miami, FL New York, NY Piainville, MA New York, NY		Portfolio 5 1 4 4 4 4 4 3 3 1 3 1	153,000.00 195,000.00 20,000.00 70,000.00 24,000.00 7,277.00 434,100.00	36,555.55 52,356.32 4,954.41 15,936.71 3,685.84 3,910.45 	Established in 1976, Kohlberg Kravis Roberts (KKR) is a The Carlyle Group is a private equity firm and business Summit Partners is a private equity firm that invests in H.I.G. Capital is a global private equity firm that invests in TowerBrook Capital Partners is an investment manage The Hilsinger Company is a provider of eyewear and e The Blackstone Group is a multinational private equity	Agriculture, Chemicals and Gase Apparel and Accessories, Capital Commercial Services, Communic Commercial Banks, Commercial Aerospace and Defense, Beverag Commercial Services, Communic Consumer Durables, Consumer Agriculture, Apparel and Accesso Retail, Services (Non-Financial), S
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1 Kohlberg Kravis I 2 The Carlyle Grou 3 Summit Partners 4 Lone Star Funds 5 H.G. Capital 6 TowerBrook Cap 7 The Hildinger Cot 8 The Blackstone Co 9 Insight Venture F 10 ICV Partners 11 Group 1 Automotics	p (CG) × × × kat × tal Partners × mpany × iroup (BX) × artners × cners × tive (GPI) ×	Investor Type PE/Buyout PE/Buyout Growth/Expansion PE/Buyout PE/Buyout PE/Buyout PE/Buyout PE/Buyout Growth/Expansion PE/Buyout Growth/Expansion PE/Buyout Growth/Expansion PE/Buyout Corporation	New York, NY Washington, DC Boston, MA Dallas, TX Milami, FL New York, NY Piainville, MA New York, NY New York, NY Boston, MA		Portfolio I 5 11 4 4 4 4 3 11 3 11 3 11 3 2 3 2	153,000.00 195,000.00 20,000.00 70,000.00 24,000.00 7,277.00 434,100.00 15,180.20 879.86 49,000.00	36,555,55 52,356,32 4,954,41 3,685,84 3,910,45 41,414,02 6,071,10 45,68	Established in 1976, Kohlberg Kravis Roberts (KKR) is a The Carlyle Group is a private equity firm and business Summit Partners is a private equity firm that invests in H.I.G. Capital is a global private equity firm that invests in H.I.G. Capital is a global private equity firm that special TowerBrook Capital Partners is an investment manage The Hilsinger Company is a provider of eyewear and e The Blackstone Group is a multinational private equity Insight Venture Partners is a growth investment firm t ICV Partners is a private equity investment firm that fo Harbour/Vest Partners is a private equity investment firm. Group 1 Automotive is an operator in the automotive r	Agriculture, Chemicals and Gases Apparel and Accessories, Capital Commercial Services, Communic Commercial Banks, Commercial F Aerospace and Defense, Beverag Commercial Services, Communic Consumer Durables, Consumer F Agriculture, Apparel and Accesso Retail, Services (Non-Financial), S Beverages, Commercial Products Capital Markets/Institutions, Che Automotive, Automotive Insuran
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The Columns will display information on each investor, such as: Name, Investor Type, Location, # of Investments, AUM, and Dry Powder.

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# Investor Name 1 , Kohlberg Kra 2 , The Carlyle G 3 , Summit Part 4 , Lone Star Fur 5 , H.I.G. Capital 6 , TowerBrook 7 , The Hilsinger 8 , Insight Ventu 10 , ICV Partners 11 , HarbourVest 12 , Group 1 Autc 13 , Clayton, Dub	vis Roberts (KKR) × irroup (CG) × ners × nds × Capital Partners × Capital Partners × re Group (EX) × irre Partners × Capital Partners × company × Partners × Capital Partners ×	Investor Type PE/Buyout PE/Buyout Growth/Expansion PE/Buyout PE/Buyout PE/Buyout PE-Backed Company PE/Buyout Growth/Expansion PE/Buyout Corporation	New York, NY Washington, DC Boston, MA Dallas, TX Miami, FL New York, NY Plainville, MA New York, NY New York, NY Boston, MA Houston, TX		Portfolio Portfolio N Portfolio N Portfolio N Portfolio N Portfolio PortfolioPortfolio Portfolio PortfolioP	153,000.00 195,000.00 20,000.00 70,000.00 7,277.00 454,100.00 15,180.20 879.86 49,000.00	36,555,55 52,356,32 4,954,41 15,936,71 3,665,84 3,910,45 41,414,02 6,071,10 45,68 19,452,52	Established in 1976, Kohlberg Kravis Roberts (KKR) is a The Carlyle Group is a private equity firm and business Summit Partners is a private equity firm that invests in H.I.G. Capital is a global private equity firm that invests in H.I.G. Capital is a global private equity firm that special TowerBrook Capital Partners is an investment manage The Hilsinger Company is a provider of eyewear and e Insight Venture Partners is a growth investment firm t ICV Partners is a private equity investment firm t ICV Partners is a private equity investment firm that fo Harbour/Vest Partners is a private equity investment firm. Group 1 Automotive is an operator in the automotive r	Agriculture, Chemicals and Gases, Apparel and Accessories, Capital I Commercial Services, Communica Commercial Benks, Communica Commercial Benks, Consumer P Agriculture, Apparel and Accessor Retail, Services (Non-Financial), So Beverages, Commercial Products, Capital Markets/Institutions, Chem Automotive, Automotive Insuranc Agriculture, Commercial Products
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# Investor Name 1	vis Roberts (KKR) × iroup (CG) × ners × nds × Company × re Company × re Goup (cA) × ure Partners × Partners × iller & Rice × applial Partners ×	Investor Type PE/Buyout PE	New York, NY Washington, DC Boston, MA Dallas, TX Milami, FL New York, NY Pialnville, MA New York, NY New York, NY New York, NY Boston, MA Houston, TX New York, NY Cleveland, OH		Portfolio * 5 1 4 4 4 3 3 1 3 1 3 1 3 2 3 2 3 2 3 1 3 1 3 1 3 1 3 1 3 1 3 1 3 1 3 1	153,000.00 195,000.00 20,000.00 24,000.00 7,277.00 434,100.00 15,180.20 879.86 49,000.00 19,778.32 719,52	36,555.55 52,356.32 4,954.41 15,936.71 3,685.84 3,910.45 41,414.02 40,071.10 45.68 19,452.52 10,899.71 168.93	Established in 1976, Kohlberg Kravis Roberts (KKR) is a The Carlyle Group is a private equity firm and business Summit Partners is a private equity firm that invests in H.I.G. Capital is a global private equity firm that invests in TowerBrook Capital Partners is an investment manage The Hisinger Company is a provider of eyewear and e The Blackstone Group is a multinational private equity Insight Venture Partners is a growth investment firm. L ICV Partners is a private equity investment firm. IGroup 1 Automotive is an operator in the automotive r Clayton, Dubilier & Rice is a private equity firm with an Blue Point Capital Partners is a private equity firm with an	Preferred Industry Agriculture, Chemicals and Gases, Apparel and Accessories, Capital I Commercial Services, Communica Commercial Services, Communica Consumer Durables, Consumer Pi Agriculture, Apparel and Accessor Retail, Services (Non-Financial), So Beverages, Commercial Products, Capital Markets/Institutions, Chem Automotive, Automotive Insuranc Agriculture, Commercial Products Accessories, Agricultural Chemica Apparel and Accessories, Consum
# Investor Name 1 , Kohlberg Kra 2 , The Carlyle G 3 , Summit Partr 4 , Lone Star Fur 5 , H.I.G. Capital 6 , TowerBrook. 7 , The Hildinger 8 , Ine Diactstol 9 , Insight Ventu 10 , IcV Partners 11 , HarbourVest 12 , Group 1 Autc 13 , Clayton, Dub 14 , Blue Point Capital 16 , The Riverside	vis Roberts (KKR) × iroup (CG) × ners × nds × Company × re Company × re Goup (cA) × ure Partners × Partners × iller & Rice × applial Partners ×	Investor Type PE/Buyout PE/Buyout PE/Buyout PE/Buyout PE/Buyout PE/Buyout PE/Buyout PE-Backed Company PE/Buyout Growth/Expansion PE/Buyout PE/Buyo	New York, NY Washington, DC Boston, MA Dallas, TX Miami, FL New York, NY Plainville, MA New York, NY New York, NY Boston, MA Houston, TX New York, NY Cleveland, OH San Francisco, CA		Portfolio * 5 1 4 4 4 3 3 1 3 1 3 1 3 2 3 2 3 2 3 2 3 1 3 2 3 1 3 2 3 1 3 2 3 1	153,000.00 195,000.00 20,000.00 24,000.00 7,277.00 454,100.00 15,180.20 879.86 49,000.00 19,778.32 719.52 73,000.00	36,555.55 52,356.32 4,954.41 15,936.71 3,685.84 3,910.45 41,414.02 6,071.10 45,68 19,452.52 10,899.71 168.93 16,331.56	Established in 1976, Kohlberg Kravis Roberts (KKR) is a The Carlyle Group is a private equity firm and business Summit Partners is a private equity firm that invests in Lone Star Funds is a private equity firm that invests in H.I.G. Capital is a global private equity firm that special TowerBrook Capital Partners is an investment manage The Hilsinger Company is a provider of eyewear and e The Blackstone Group is a multinational private equity Insight Venture Partners is a growth investment firm t ICV Partners is a private equity investment firm that fo HarbourVest Partners is a private equity investment firm. Group 1 Automotive is an operator in the automotive r Clayton, Dubilier & Rice is a private equity firm what m Blue Point Capital Partners is a private equity firm what TPG Capital is a global private investment firm that inv	Agriculture, Chemicals and Gases, Apparel and Accessories, Capital I Commercial Services, Communica Commercial Banks, Commercial P Aerospace and Defense, Beverage Commercial Services, Communica Consumer Durables, Consumer P Agriculture, Apparel and Accessor Retail, Services (Non-Financial), So Beverages, Commercial Products, Capital Markets/Institutions, Chem Automotive, Automotive Insuranc Agriculture, Commercial Products Accessories, Agricultural Chemica Apparel and Accessories, Capital N
# Investor Name 1 , Kohlberg Kra 2 , The Carlyle G 3 , Summit Parce 4 , Lone Star Fur 5 , H.I.G. Capital 6 , TowerBrook 7 , The Hildinger a , Insight Ventu 10 , ICV Partners 11 , HarbourVest 12 , Group 1 Auto 13 , Clayton, Dub 14 , Blue Point Ca 15 , TPC Capital 16 , The Reverside	vis Roberts (KiR) × iroup (CG) × iroup (CG) × iners × Capital Partners × Company × re Partners × Partners × Partners × iller & Rice × apital Partners × company × iller & Rice × apital Partners × company × iller & Rice × iller & X	Investor Type PE/Buyout PE/Buyout Growth/Expansion PE/Buyout PE/Buyout PE/Buyout PE/Buyout Growth/Expansion PE/Buyout Growth/Expansion PE/Buyout Corporation PE/Buyout Corporation PE/Buyout	New York, NY Washington, DC Boston, MA Dallas, TX Miami, FL New York, NY Plainville, MA New York, NY New York, NY Boston, MA Houston, TX New York, NY Cleveland, OH San Francisco, CA New York, NY		Portfolio * 5 1 4 4 4 3 3 1 4 1 5 1 6 1	153,000.00 195,000.00 20,000.00 70,000.00 7,277.00 454,100.00 15,180.20 879.86 49,000.00 19,778.32 719.52 73,000.00 7,300.00	36,555,55 52,356,32 4,954,41 15,936,71 3,685,84 3,910,45 41,414,02 6,071,10 45,68 19,452,52 10,899,71 168,93 16,331,56 1,811,73 6,566,13	Established in 1976, Kohlberg Kravis Roberts (KKR) is a The Carlyle Group is a private equity firm and business Summit Partners is a private equity firm that investis in H.I.G. Capital is a global private equity firm that investis in H.I.G. Capital is a global private equity firm that investis in H.I.G. Capital is a global private equity firm that special TowerBrook Capital Partners is an investment manage The Hilsinger Company is a private of eyewear and e Insight Venture Partners is a growth investment firm t ICV Partners is a private equity investment firm that fo HarbourVest Partners is a private equity investment firm. Group 1 Automotive is an operator in the automotive r Clayton, Dubilier & Rice is a private equity firm what an Blue Point Capital Partners is a private equity firm that TPG Capital is a global private investment firm that The Riverside Company is a private equity firm thocuse	Agriculture, Chemicals and Gases, Apparel and Accessories, Capital I Commercial Services, Communica Commercial Services, Communica Commercial Services, Communica Consumer Durables, Consumer P Agriculture, Apparel and Accessor Retail, Services (Non-Financial), So Beverages, Commercial Products, Capital Markets/Institutions, Chem Automotive, Automotive Insuranc Agriculture, Commercial Products Accessories, Agricultural Chemica Apparel and Accessories, Capital I Apparel and Accessories, Capital
# Investor Name 1	vis Roberts (KIR) × iroup (CG) × mers × nans × company × company × r Company × ne Group (tst) × ure Partners × motive (GPI) × illier & Rice × motive (GPI) × illier & Rice × motive (GPI) × illier & Company × a Company × d Group ×	Investor Type PE/Buyout PE/Buyout PE/Buyout PE/Buyout PE/Buyout PE/Buyout PE/Buyout PE/Buyout Growth/Expansion PE/Buyout Growth/Expansion PE/Buyout Corporation PE/Buyout PE/Buy	New York, NY Washington, DC Boston, MA Dallas, TX Miami, FL New York, NY Plainville, MA New York, NY New York, NY New York, NY New York, NY Boston, MA Houston, TX New York, NY Cleveland, OH San Francisco, CA New York, NY Providence, RI		Portfolio Portfolio	153,000.00 195,000.00 20,000.00 24,000.00 7,277.00 43-4,100.00 15,180.20 879.86 49,000.00 19,778.32 719.52 73,000.00 7,300.00 50,000.00	36,555,55 52,356,32 4,954,41 15,936,71 3,685,84 3,910,45 41,414,02 6,071,10 45,68 19,452,52 10,899,71 168,93 16,331,56 1,811,73 6,566,13	Established in 1976, Kohlberg Kravis Roberts (KKR) is a The Carlyle Group is a private equity firm and business Summit Partners is a private equity firm that invests in H.I.G. Capital is a global private equity firm that invests in H.I.G. Capital is a global private equity firm that invests in The Hisinger Company is a provider of eyewear and e The Blackstone Group is a multinational private equity Insight Venture Partners is a global private equity Insight Venture Partners is a growth investment firm t ICV Partners is a private equity investment firm that fo Harbour/Vest Partners is a private equity investment firm. Clayton, Dubilier & Rice is a private equity firm with an Blue Point Capital Partners is a private equity firm that TPG Capital is a global private investment firm that Providence Equity Partners is a private equity firm that Providence Equity Partners is a private equity firm focuse	Agriculture, Chemicals and Gases, Apparel and Accessories, Capital I Commercial Services, Communica Commercial Services, Communica Commercial Services, Communica Consumer Durables, Consumer P Agriculture, Apparel and Accessor Retail, Services (Non-Financial), So Beverages, Commercial Products Capital Markets/Institutions, Chem Automotive, Automotive Insuranc Agriculture, Commercial Products Accessories, Agricultural Chemica Apparel and Accessories, Capital I Apparel and Accessories, Consum Commercial Services, Communica



It is currently sorted to show the investors that have made the most number of investments related to the criteria. Kohlberg Kravis Roberts (KKR) leads the list, and has made 5 Buyout or M&A deals for European Retail comapnies since 2015.

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1	roup (CG) × ters × ters × ters × ters × Capital Partners × Company × te Group (BX) × Partners × Partners × Imotive (GPI) × Iller & Rice × pital Partners ×	Investor Type PE/Buyout PE/Buyout PE/Buyout PE/Buyout PE/Buyout PE/Buyout PE/Buyout PE/Buyout Growth/Expansion PE/Buyout PE/Bu	New York, NY Washington, DC Boston, MA Dallas, TX Miami, FL New York, NY Piainville, MA New York, NY New York, NY Boston, MA Houston, TX New York, NY Cleveland, OH San Francisco, CA		5 11 4 44 4 33 3 11 3 11 3 2 3 2 3 2 3 12 3 2 3 3 3 2 3 11	153,000.00 195,000.00 20,000.00 70,000.00 24,000.00 7,277.00 434,100.00 15,180.20 879.66 49,000.00 19,778.32 719.52 73,000.00	36,555,55 52,356,32 4,954,41 15,936,71 3,685,84 3,910,45 41,414,02 6,071,10 45,68 19,452,52 10,899,71 168,93 16,331,56	Established in 1976, Kohlberg Kravis Roberts (KKR) is a The Carlyle Group is a private equity firm and business Summit Partners is a private equity firm that invests in H.I.G. Capital is a global private equity firm that invests in H.I.G. Capital is a global private equity firm that special TowerBrook Capital Partners is an investment manage The Hilsinger Company is a provider of eyewear and e The Blackstone Group is a multinational private equity Insight Venture Partners is a growth investment firm t (CV Partners is a private equity investment firm t.t. Group 1 Automotive is an operator in the automotive r Clayton, Dubilite & Rice is a private equity firm with an Blue Point Capital Partners is a private equity firm with an TPG Capital is a global private investment firm that inv	Agriculture, Chemicals and Gase Apparel and Accessories, Capital Commercial Services, Communic Commercial Services, Communic Comsumer Durables, Consumer Agriculture, Apparel and Accesso Retail, Services (Non-Financial), S Beverages, Commercial Products Capital Markets/Institutions, Che Automotive, Automotive Insuran Agriculture, Commercial Products Accessories, Agricultural Chemic Apparel and Accessories, Capital
1	roup (CG) × ters × ters × ters × ters × ters × Capital Partners × Company × ter Capital Partners × ter Partners	Investor Type PE/Buyout PE/Buyout Growth/Expansion PE/Buyout PE/Buyout PE/Buyout PE/Buyout Growth/Expansion PE/Buyout Growth/Expansion PE/Buyout Corporation PE/Buyout	New York, NY Washington, DC Boston, MA Dallas, TX Miami, FL New York, NY Plainville, MA New York, NY New York, NY Boston, MA Houston, TX New York, NY Cleveland, OH San Francisco, CA New York, NY		3 1 4 44 4 3 3 1 3 1 3 2 3 2 3 1 3 1 3 1 3 1 3 2 3 1 3 2 3 1 2 1	153,000.00 195,000.00 20,000.00 70,000.00 24,000.00 7,277.00 434,100.00 15,180.20 879.86 49,000.00 19,778.32 71,500.00 7,300.00 7,300.00	36,555,55 52,356,32 4,954,41 15,936,71 3,685,84 3,910,45 	Established in 1976, Kohlberg Kravis Roberts (KKR) is a The Carlyle Group is a private equity firm and business Summik Partners is a private equity firm that invests in H.I.G. Capital is a global private equity firm that invests in H.I.G. Capital is a global private equity firm that needs in H.I.G. Capital is a global private equity firm that special TowerBrook Capital Partners is an investment manage The Blackstone Group is a private of eyewear and e Insight Venture Partners is a growth investment firm t ICV Partners is a private equity investment firm t Group 1 Automotive Is an operator in the automotive r Clayton, Dubilier & Rice is a private equity firm with an Blue Point Capital Partners is a private equity firm that TPG Capital is a global private investment firm that TPG Capital is a global private investment firm that The Riverside Company is a private equity firm focuse	Agriculture, Chemicals and Gase Apparel and Accessories, Capital Commercial Services, Communic Commercial Services, Communic Consumer Clarables, Commercial Aerospace and Defense, Beverag Commercial Services, Communic Consumer Durables, Consumer Agriculture, Apparel and Accessor Retail, Services (Non-Financial), S Beverages, Commercial Product Capital Markets/Institutions, Che Automotive, Automotive Insuran Agriculture, Commercial Product Accessories, Agricultural Chemic Apparel and Accessories, Capital Apparel and Accessories, Consur
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1 A Kohlberg Krav 2 The Carlyle Gr 3 A Summit Partn 4 Lone Star Fun 5 A H.I.G. Capital 6 TowerBrook C 7 The Hilsinger 8 The Blackston 9 Insight Ventur 10 ICV Partners 11 Harbour/vest f 12 Group 1 Autoo 13 Clayton, Dubil 14 Blue Point Capital 16 The Riverside 17 Providence Ec 18 Pricod Capital	roup (CG) X rers X rers X rds X Capital Partners X Company X re Partners X Partners X Imotive (GPI) X Imite R Rice X pital Partners X rcompany X company X	Investor Type PE/Buyout	New York, NY Washington, DC Boston, MA Dallas, TX Miami, FL New York, NY Plainville, MA New York, NY New York, NY New York, NY New York, NY New York, NY Cleveland, OH San Francisco, CA New York, NY Cleveland, OH San Francisco, CA		5 1 4 44 4 3 3 1 3 1 3 2 3 2 3 1 3 1 3 1 3 2 3 1 3 1 2 1 2 2	153,000.00 195,000.00 20,000.00 70,000.00 24,000.00 7,277.00 434,100.00 15,180.20 879.86 49,000.00 19,778.32 71,500.00 7,300.00 7,300.00	36,555,55 52,356,32 4,954,41 15,936,71 3,665,84 3,910,45 41,414,02 6,071,10 45,68 19,452,52 10,899,71 168,93 16,331,56 1,811,73 6,566,13	Established in 1976, Kohlberg Kravis Roberts (KKR) is a The Carlyle Group is a private equity firm and business Summit Partners is a private equity firm that nexts in H.I.G. Capital is a global private equity firm that nexts in H.I.G. Capital is a global private equity firm that nexts. TowerBrook Capital Partners is an investment manage The Hilsinger Company is a provider of eyewear and e The Blackstone Group is a multinational private equity Insight Venture Partners is a growth investment firm L. ICV Partners is a private equity investment firm that fo HarbourVest Partners is a private equity investment firm. Caputon 1 Automotive is an operator in the automotive r Clayton, Dubiller & Rice is a private equity firm with an Blue Point Capital Partners is a private equity firm that inv The Riverside Coupany is a private equity firm that inv The Riverside Coupany is a private equity firm that inv Providence Equity Partners is a private equity firm forcuse Proicoa Capital Group is the private partner entities and the second the second to the second t	Agriculture, Chemicals and Gase Apparel and Accessories, Capital Commercial Services, Communic Commercial Banks, Commercial Aerospace and Defense, Beverag Commercial Services, Consumer I Agriculture, Apparel and Accessor Retail, Services (Non-Financial), S Beverages, Commercial Product Capital Markets/Institutions, Che Automotive, Automotive Insuran Agriculture, Commercial Product Accessories, Agricultural Chemic Apparel and Accessories, Capital Apparel and Accessories, Consum Commercial Services, Communic
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The Deals tab will display information surrounding the transaction such as: the acquired Company Name, Deal Date, Deal Type, Deal Size, Post Valuation, and Investor.

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Company Name			bear type (Dear Size \$ 1	Valuation	Investors I	sea synopsis
1 Galeria Kaufhof	×	30-Sep-2015	Merger/Acquisition	3,900.00	3,900.00	Hudson's Bay (Richard Baker)	The company was acquired by Hudson's Bay (
2 Cortefiel	×	21-Jul-2017		1,151,40		CVC Capital Partners, HarbourVest Partners, PAI Partners (Fabrice Fou	The company was acquired by CVC Capital Pa
3 Brakes Group	×		Merger/Acquisition	800.00		Sysco (William DeLaney)	The company was acquired by Sysco (NYSE: S)
4 E2V Technologies	×	28-Mar-2017	0 1		773.46	Teledyne Technologies (Robert Mehrabian)	The company (LON: E2V) was acquired by Tele
	×						
5 Trainline	X	22-ian-2015	Buyout/LBO	683.10	683.10	· · · · · · · · · · · · · · · · · · ·	
5 Trainline 6 But International	× ×		Buyout/LBO Buyout/LBO		683.10 648.39	Kohlberg Kravis Roberts (Dominic Murphy)	The company was acquired by Kohlberg Kravi
6 But International		18-Nov-2016	Buyout/LBO	648.39	648.39	Kohlberg Kravis Roberts (Dominic Murphy) Clayton, Dubilier & Rice	The company was acquired by Kohlberg Kravi The company was acquired by Clayton, Dubili
6 But International 7 Profi Rom Food	×	18-Nov-2016 16-Feb-2017	Buyout/LBO Buyout/LBO	648.39 612.45	648.39 612.45	Kohlberg Kravis Roberts (Dominic Murphy) Clayton, Dubilier & Rice European Bank for Reconstruction and Development (Matteo Patrone	The company was acquired by Kohlberg Kravi The company was acquired by Clayton, Dubili The company was acquired by Mid Europa Pa
6 But International 7 Profi Rom Food 8 Rhiag Group	× × ×	18-Nov-2016 16-Feb-2017 18-Mar-2016	Buyout/LBO Buyout/LBO Merger/Acquisition	648.39 612.45 593.55	648.39	Kohlberg Kravis Roberts (Dominic Murphy) Clayton, Dubilier & Rice	The company was acquired by Kohlberg Kravi The company was acquired by Clayton, Dubili The company was acquired by Mid Europa Pa The company was acquired by LKQ (NASDAQ:
6 But International 7 Profi Rom Food 8 Rhiag Group 9 Marks and Spencer (76 UK	× × ×	18-Nov-2016 16-Feb-2017 18-Mar-2016 08-Sep-2016	Buyout/LBO Buyout/LBO Merger/Acquisition Buyout/LBO	648.39 612.45 593.55 591.79	648.39 612.45 593.55	Kohlberg Kravis Roberts (Dominic Murphy) Clayton, Dubilier & Rice European Bank for Reconstruction and Development (Matteo Patrone LKQ (Robert Wagman) Fortress Investment Group	The company was acquired by Kohlberg Kravi The company was acquired by Clayton, Dubili The company was acquired by Mid Europa Pa The company was acquired by LKQ (NASDAQ: The Marks and Spencer (76 UK Stores) was ac
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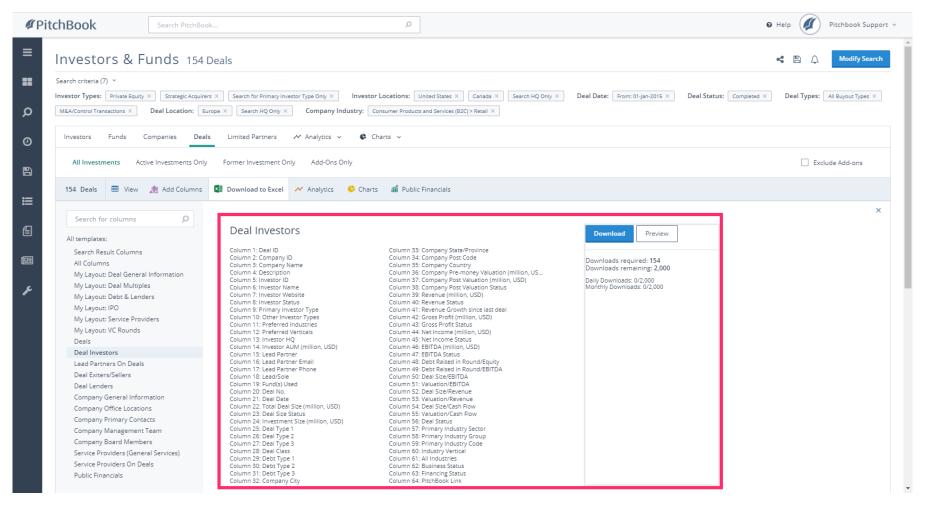


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וו ג	Search criteria (7) Y Investor Types: Private Equity M&A/Control Transactions X	X Strategic Acquirers X Search for Primary Investor Type Only X Investor Locations: United States X Canada X Search HQ Only X Deal Date: From: 01-Jan-2015 X Deal Status: Completed X Deal Location: Europe X Search HQ Only X Company Industry: Consumer Products and Services (B2C) > Retail X Deal Status: Completed X	Deal Types: All Buyout Types ×
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Open selecting a template, you'll be able to see the data point columns that will be exported. The Deal Investors template contains information on the acquired company, their deal details, and lists all the investors involved in each transaction.





PitchBook Data

Now that we've completed a search looking for PE firms and Corporate Acquirers, let's try a different search. This time, let's look for west coast Venture Capital firms that have made investments into Software companies.

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How to Search for Investors by Investment Activity

PitchBook Data

Click Investor Types

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How to Search for Investors by Investment Activity

PitchBook Data

Click Angels/Incubators

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How to Search for Investors by Investment Activity

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How to Search for Investors by Investment Activity

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How to Search for Investors by Investment Activity

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How to Search for Investors by Investment Activity

PitchBook Data

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Click to expand the Information Technology industry sector

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	Deal Exit Types	+ 4. Financial Services	(72,580)	
æ	Deal Location	+ 5. Healthcare + 6. Information Technology	(74,388) (215,053)	
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		2. AdTech 3. AgTech	(3,445)	
		4. Artificial Intelligence & Machine Learning	(4,932)	
		5. AudioTech	(1,061)	
		6. Augmented Reality	(703)	
		7. Autonomous cars	(209)	
		8. Big Data	(6,132)	
		9. Cannabis	(1,092)	
		10. CleanTech	(18,016)	
		11. Cryptocurrency/Blockchain	(1,380)	•

How to Search for Investors by Investment Activity

PitchBook Data

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How to Search for Investors by Investment Activity

PitchBook Data

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PitchBook Data

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How to Search for Investors by Investment Activity

PitchBook Data

Click Search HQ Only

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How to Search for Investors by Investment Activity

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Click Deal Criteria

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The Number of Investments field sets a minimum or maximum number on the amount of investments. This is a good field to use when wanting to find investors that have been particularly active within a space. Click Number of Investments: Min

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Type 3 in Number of Investors: Min

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PitchBook Data

The % of Investments field is used to compare the number of investments that match the criteria against the total number of investments that the firm has ever made. Click % of Investments: Min

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PitchBook Data

Type 25% in % of Investments: Min

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Type 2016 in Deal Date: From

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How to Search for Investors by Investment Activity

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PitchBook Data

Once again, let's review our search before running it. We will be identifying Angel and Venture Capital investors from the US-West Coast that have completed at least 3 VC stage deals since 2016 for Software companies in the US-Bay Area.

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How to Search for Investors by Investment Activity

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The search results have pulled in 26 investors that have matched our stricter criteria. We can look through the columns to verify that these investors are the correct type and are from the correct location.

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PitchBook Data

Click Total Investments

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How to Search for Investors by Investment Activity

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Let's rearrange the current column layout so that it is easier to compare data points. With your mouse, click and drag Investments, then drop it to the left of Total Investments

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For each investor, we can now see the number of investments they made that match the criteria (Investments) next to the total number of investments that the firm has ever made.
 We can also see that each investor met the 25% minimum requirement.

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March Capital Partners leads the list with the most investments made compared to the rest of the list. Let's learn more about those particular investments. Click 14

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We're now viewing the transaction details of 14 deals that March Capital Partners was involved in. This method is great for looking at a single investor's deal history instead of viewing the entire list of transactions like in our previous search.

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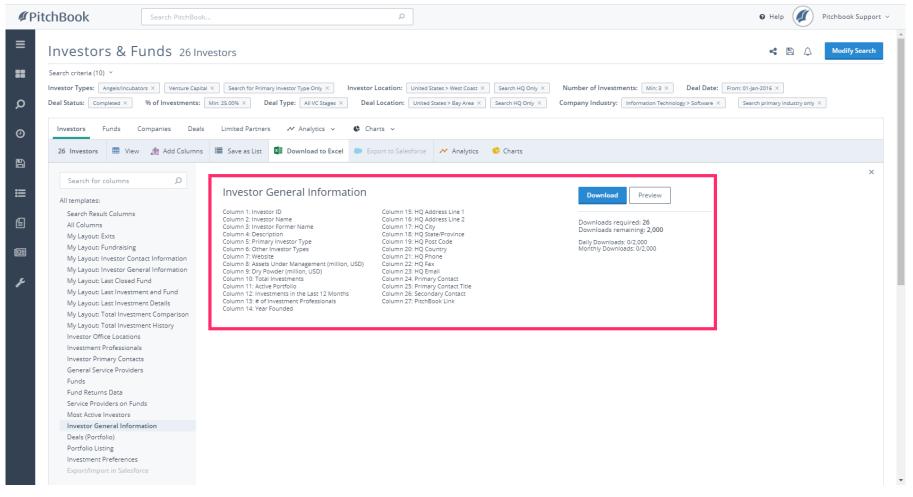


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The previous template that we took a look at before had tons of data points focused on hundreds of deals and the parties involved. This template contains a smaller list of data points, and focuses on giving us a general summary for each investor.



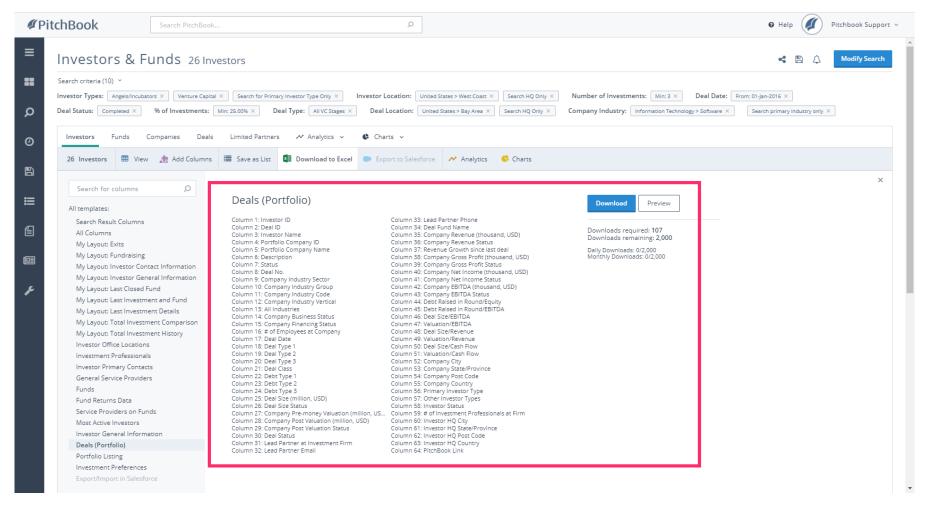


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Instead of just investor information, this template focuses on list the portfolio companies (that match the criteria) for each investor. It also contains information on the transaction that the investor made with that company.





PitchBook Data

Now you know how to search for investors based on their investment activity. We also covered how to navigate between the different search results tabs and how to export the data into an Excel file.

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