

ATELIER 6 : COMMISSION ALLOCATION STRATÉGIQUE D'ACTIFS

Comment piloter son allocation entre actifs côtés et non côtés dans ce nouveau contexte ? Focus particulier sur les valeurs tech

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Quadrille Capital

Association Française du Family Office Presentation

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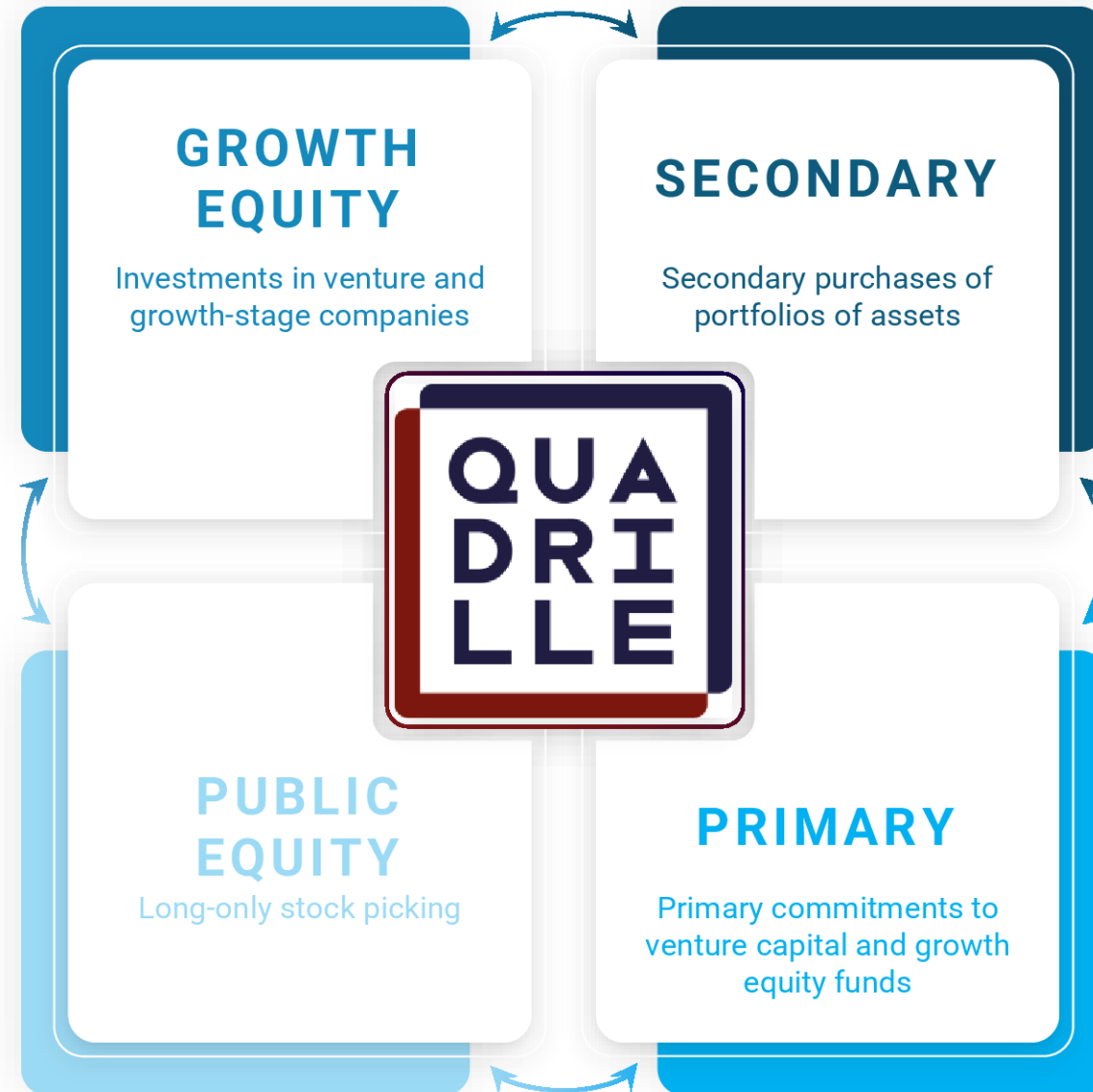
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The Quadrille platform | Four strategies across Venture Capital & Growth Equity



01

VALUATIONS

Prices | After a 75%+ correction, public tech stocks have been relatively stable, even slightly increasing, since November 2022



Goldman Sachs Non-Profitable Tech Index



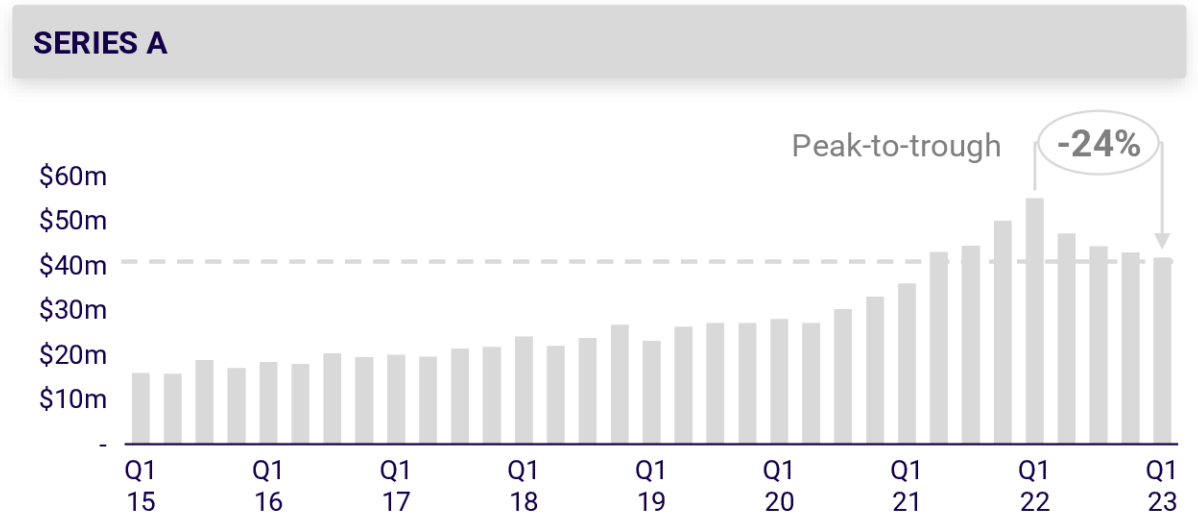
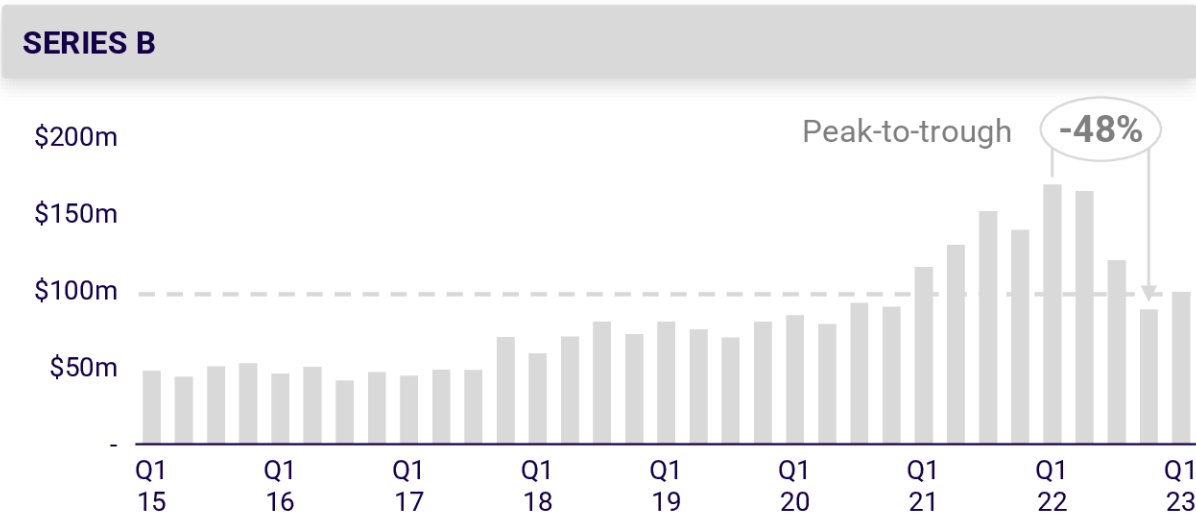
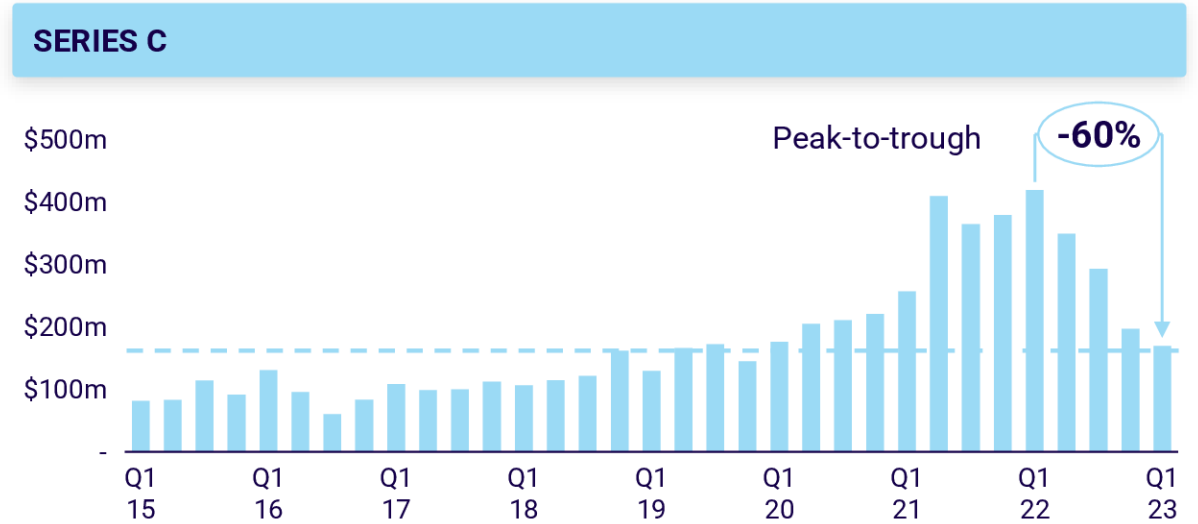
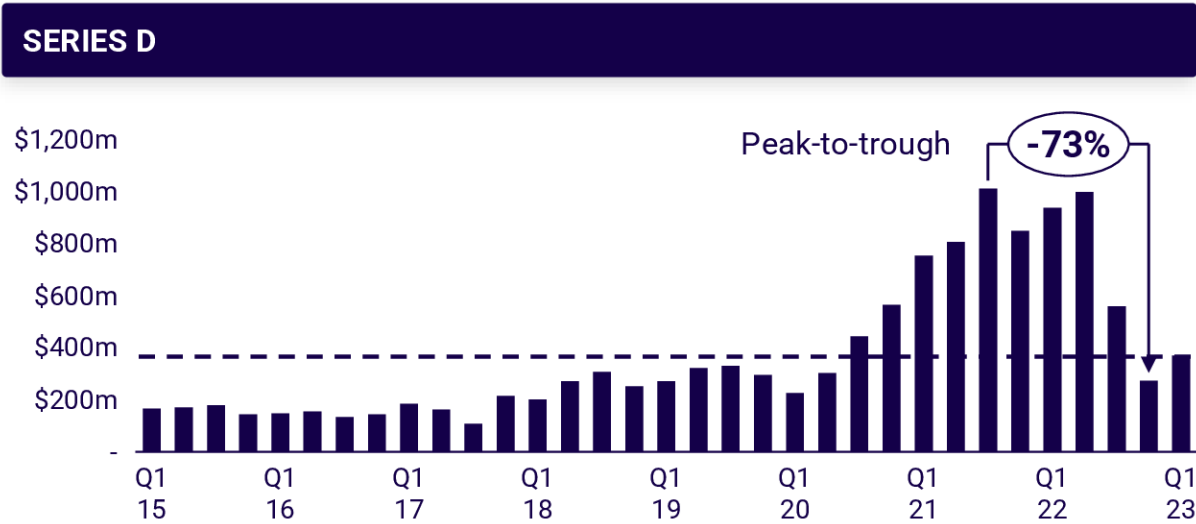
Source: Bloomberg, Goldman Sachs, as of June 20th, 2023

(1) Evolution from index peak reached on 12/02/2021 to 09/11/2022; (2) Evolution from 09/11/2022 to 20/06/2023 (last available date).

Valuations | Late-stage entry valuations have adjusted in line with public markets



Evolution of median VC post-money valuations by quarter



Charts are not at scale. Source: Pitchbook, based on North America and Europe.

Portfolios | Underlying company growth trims portfolios' valuation contraction to ~20%



Median fund TVPI evolution (based on QT III Funds)

-19%

Median TVPI evolution Q4 2021 – Q1 2023

Based on 20 underlying funds (vintages prior to 2018)

Median TVPI evolution, by geography



US

-18%



Europe

-13%

Median TVPI evolution, by stage

Early

-24%

Growth

-6%

Growth | Attractive private companies grow much faster than their public peers

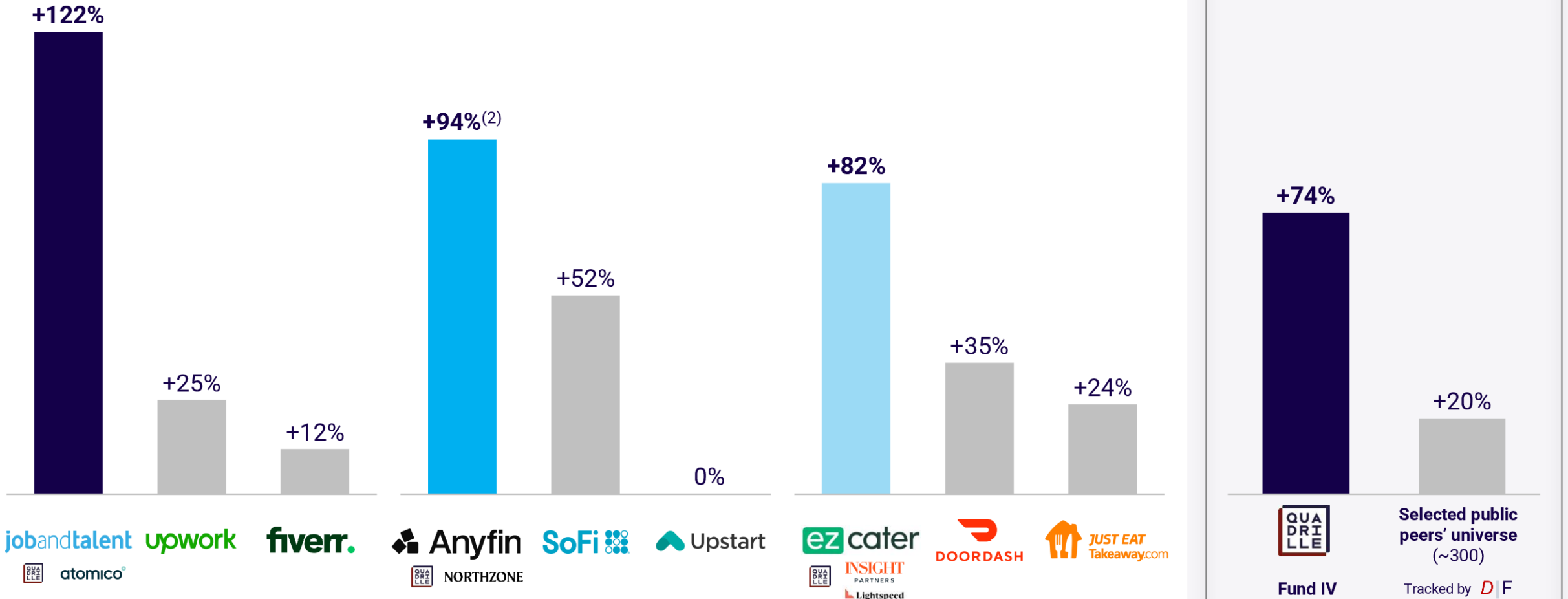


Marketplaces – Job marketplaces⁽¹⁾

Fintech – Consumer lending

Marketplaces – Food marketplaces

Portfolio level



Past performance is not indicative of future results.
 All growth rates based on 2021-22 topline figures (calendar year) in local currency, unless stated otherwise.
 (1) Based on gross profit; (2) ARR growth as of end December
 Source: Refinitiv, Quadrille proprietary information

Public peers

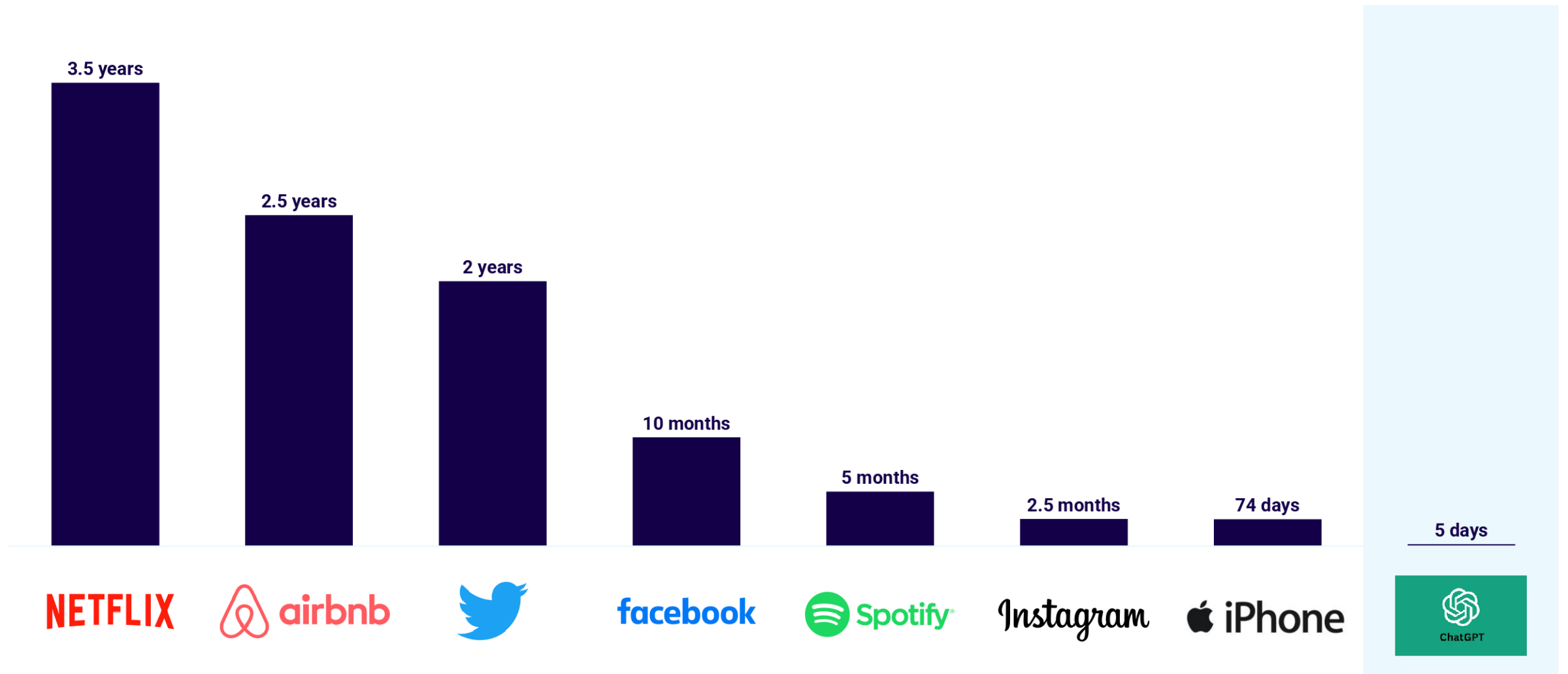
02

MARKET DYNAMICS

AI | Disruption is happening at unprecedented speed



Time to reach 1 million users

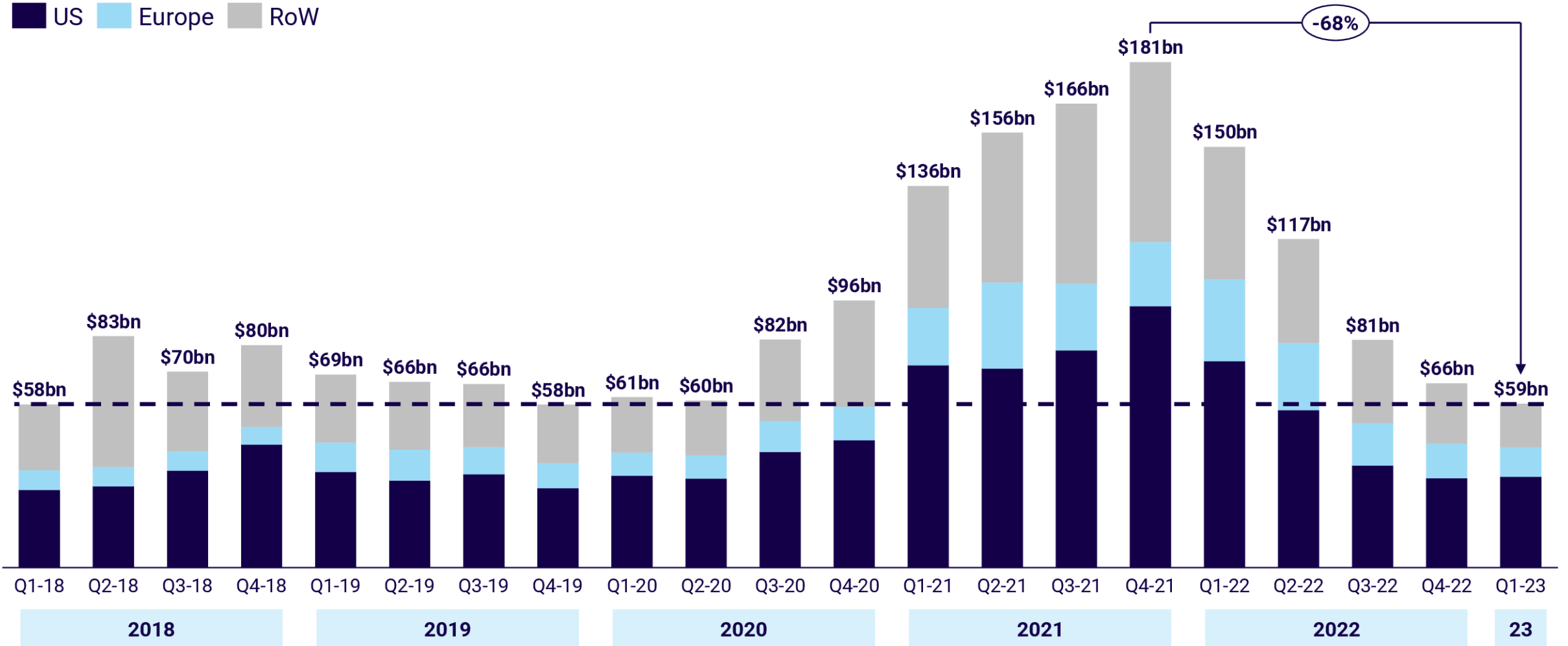


Investment | VC investments are back to historical norms of ~\$60bn per quarter



Global venture capital investments

■ US ■ Europe ■ RoW

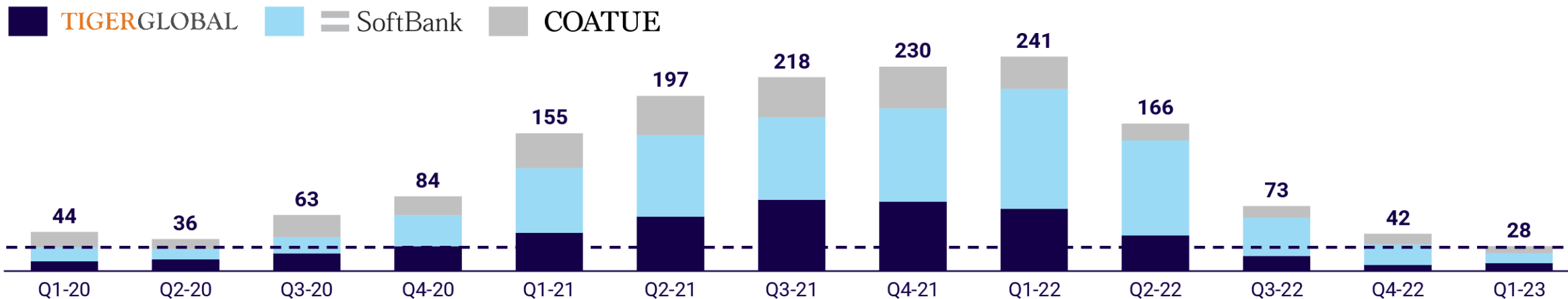


Source: CB Insights, State of Venture 2022 and Q1'2023 reports

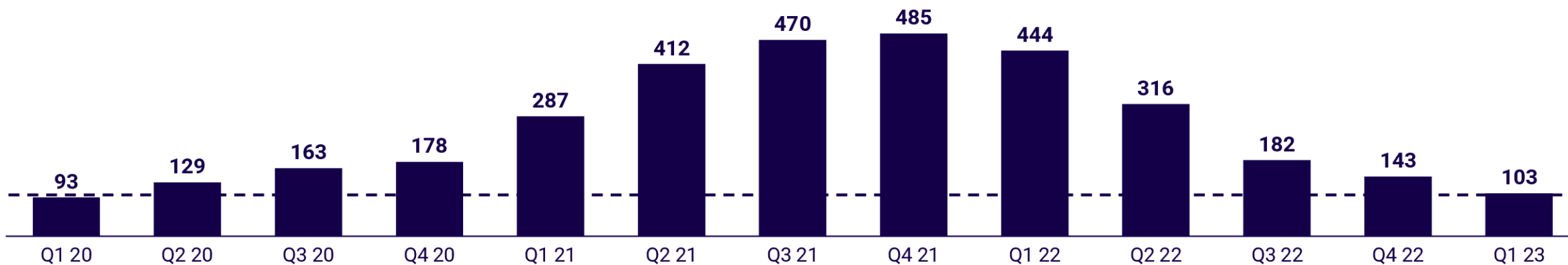
Investment | Late-stage momentum players have retreated



VC/Growth deals with participation from SoftBank, Coatue and Tiger Global



VC/Growth deals with participation from non-traditional investors⁽¹⁾



(1) The analysis includes the following types of investors: Corporate VCs, Asset Managers, Family Offices, Hedge Funds, Mutual Funds, Sovereign Wealth Funds, Universities, and displays deals with a post-money valuation above \$200m
Source: Pitchbook

03

DOWNSIDE PROTECTION

Investment strategy | Financing and syndicate quality matter more to us than technology, business model or execution



Focus



Does it work?



Does it sell?



Does it scale?



How much \$ to exit?



Can we afford it?

Traditional VC Focus

04

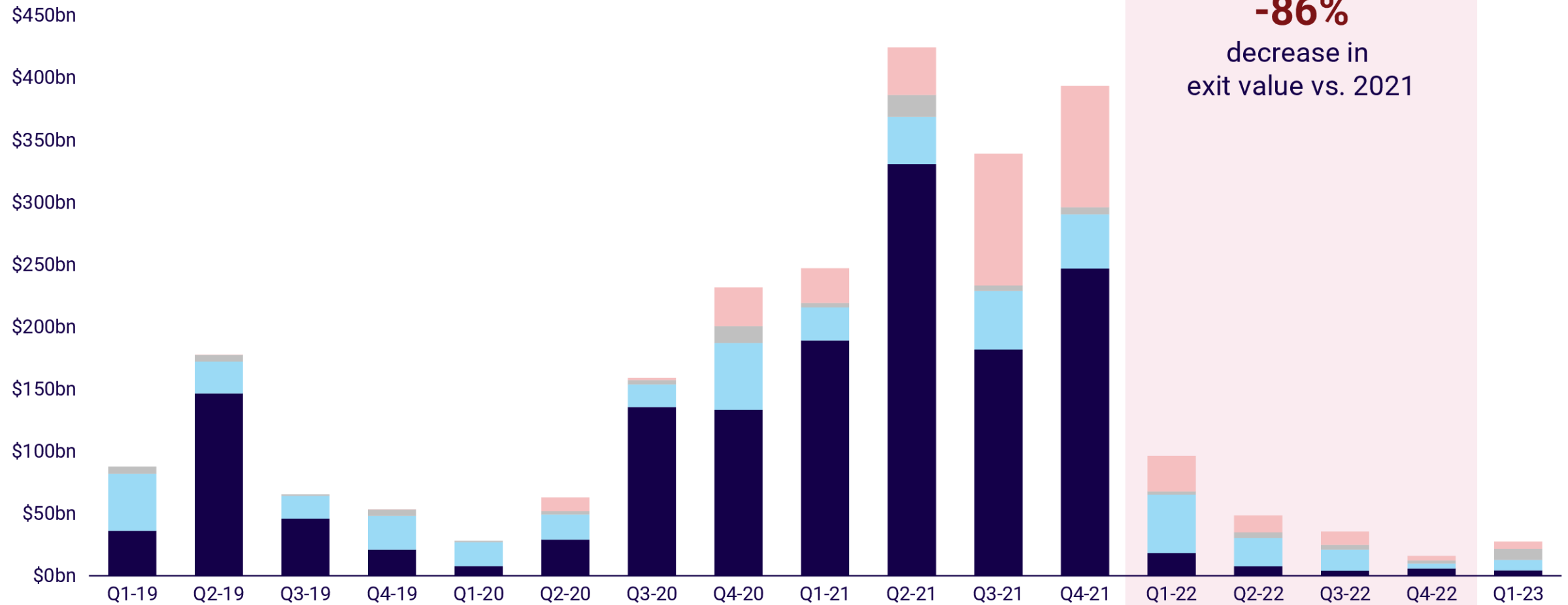
EXITS

Liquidity | The liquidity window for private tech companies is currently closed



Total exit value of VC-backed companies

IPO M&A Buyout SPAC



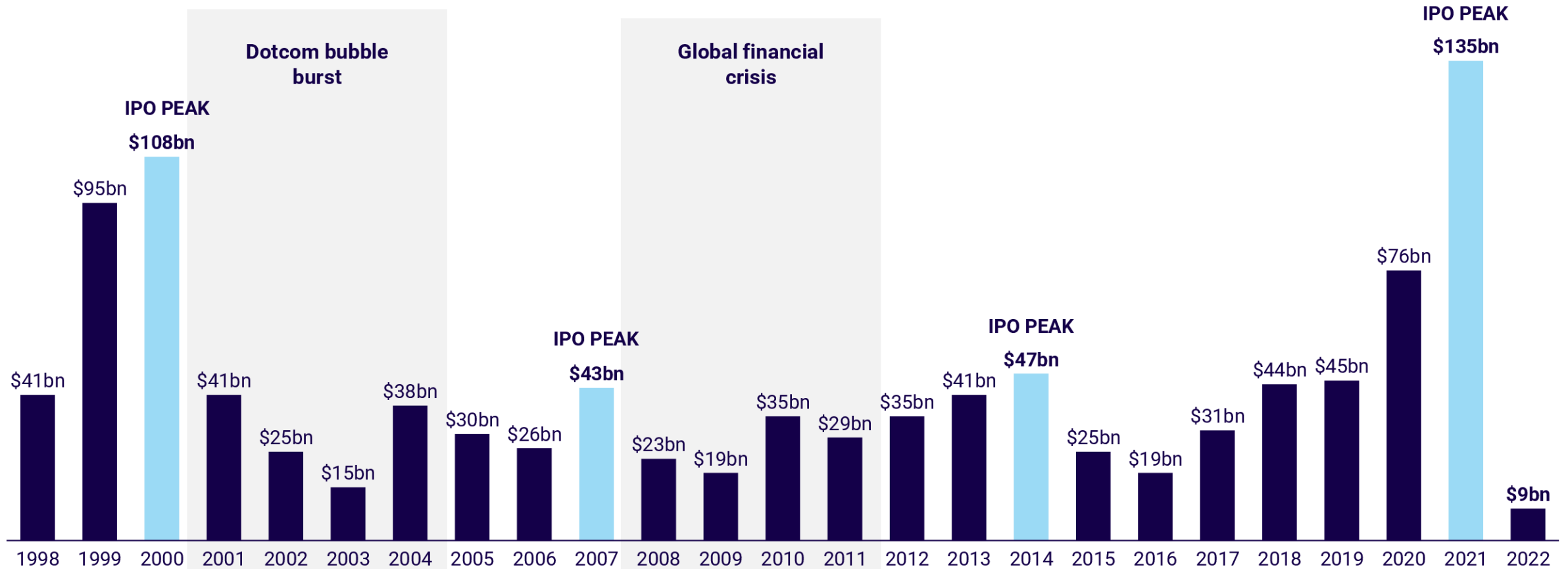
-86%
decrease in
exit value vs. 2021

Cumulated post-money valuations of VC-backed exits (IPO, acquisitions, buyouts, SPAC)
Source: Pitchbook, based on North America and Europe.

IPOs | New investments should benefit from expected next IPO peak in 2027-28



US public offering volumes (amount raised)



IPOs tend to follow a regular 6 to 7-year cycle, and are set to provide a timely exit window for latest vintages

This estimation by Quadrille is not a guarantee of future liquidity nor distribution.
Source: Pitchbook

Secondaries | Perfect storm for tech secondaries: a ~\$200bn market opportunity



Global estimated VC and growth secondary addressable market



Key trends



c. **10x** increase in **venture capital and growth funds raised** over the last 10 years



\$3.5tn of **unrealized NAV** in venture & growth funds with vintages prior to 2018



Growing allocations to primary tech funds and **extended exit horizons** increasing demand for liquidity



Recognition of secondaries as a **fund management tool** leading to a **rise in GP-led transactions**

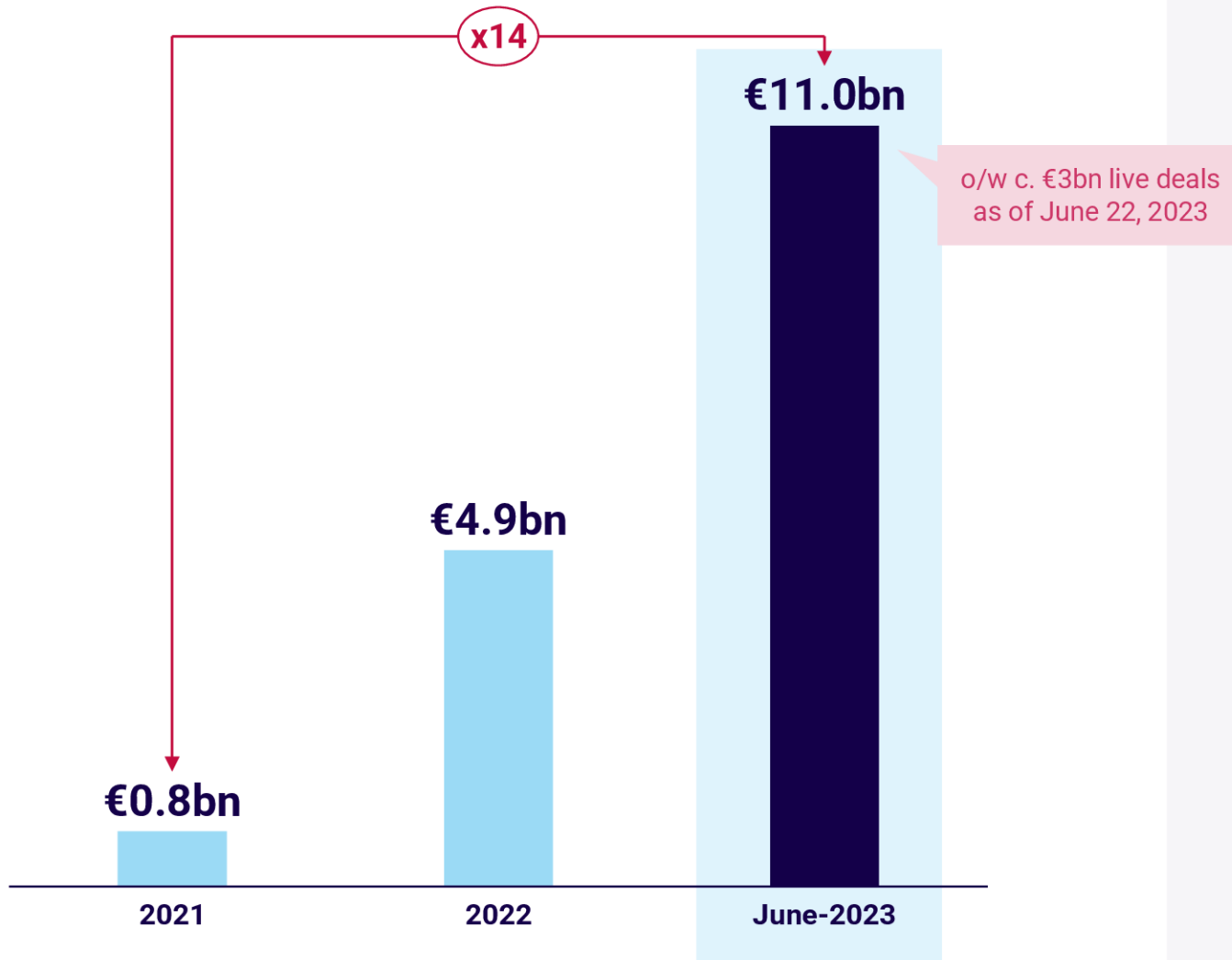
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TECH SECONDARIES

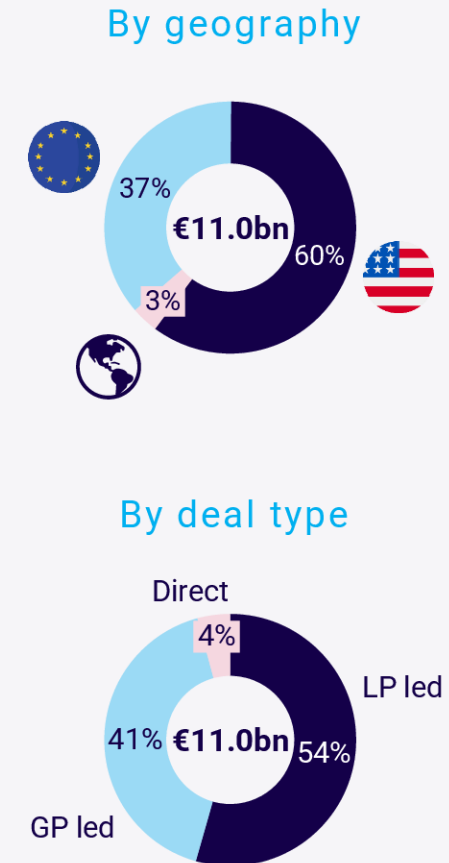
Pipeline | Robust €11bn pipeline of VC & growth secondary deals



Evolution of Quadrille's secondary pipeline (NAV for sale in €bn)



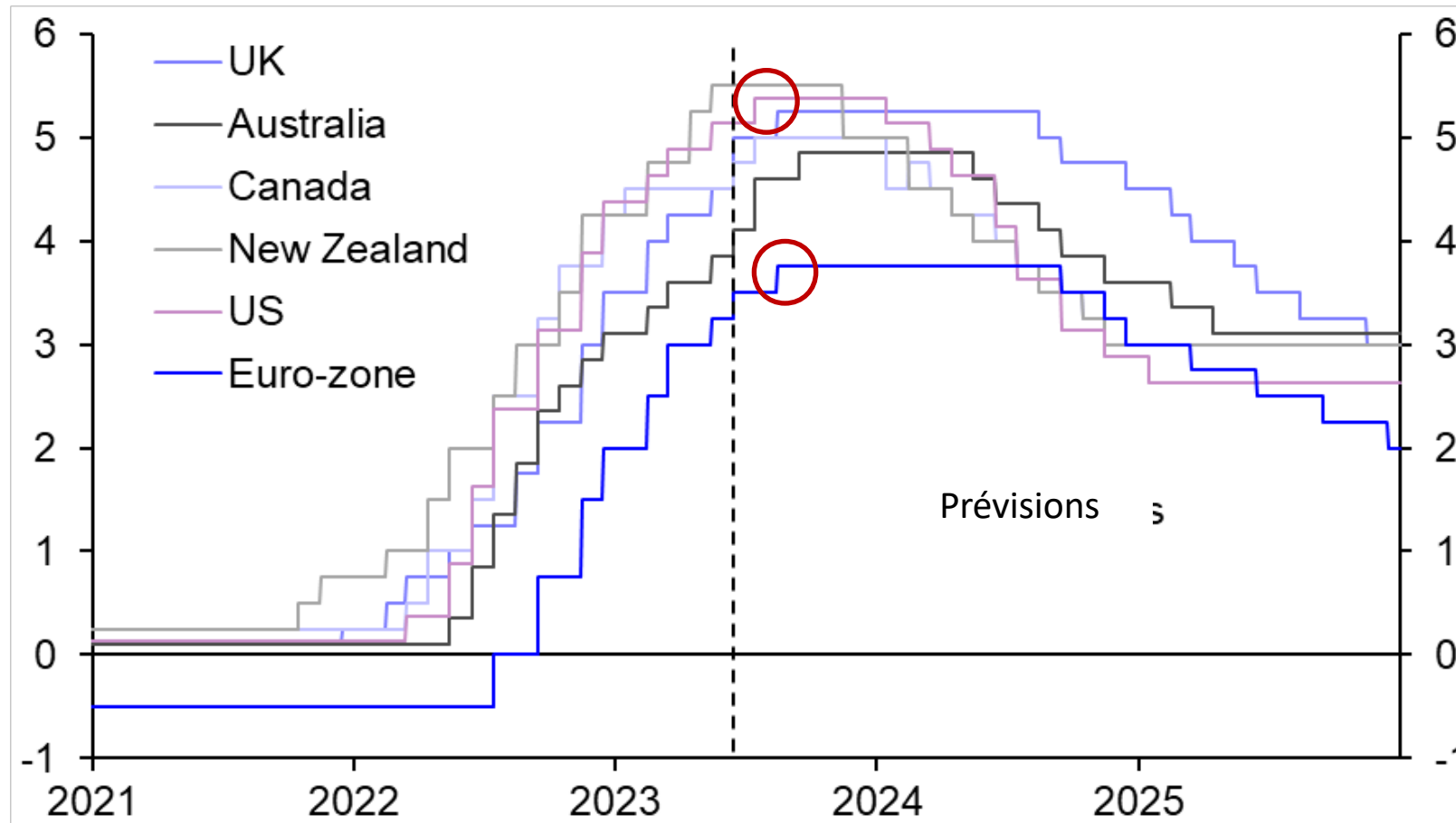
Current pipeline breakdown



Source: Quadrille
Data as of June 22, 2023; Pipeline figures also include dropped opportunities

Où en est-on de la hausse des taux ?

Perspectives des banques centrales pour le S2



Inflation	2023 (e)	2024 (e)	Taux directeurs	Pic estimé	PIB	2023 (e)	2024 (e)
US	3,9%	2,2%	US	5,25%	US	1,3%	0,5%
Euro	6%	3,1%	Euro	3,75%	Euro	0,6%	0,9%

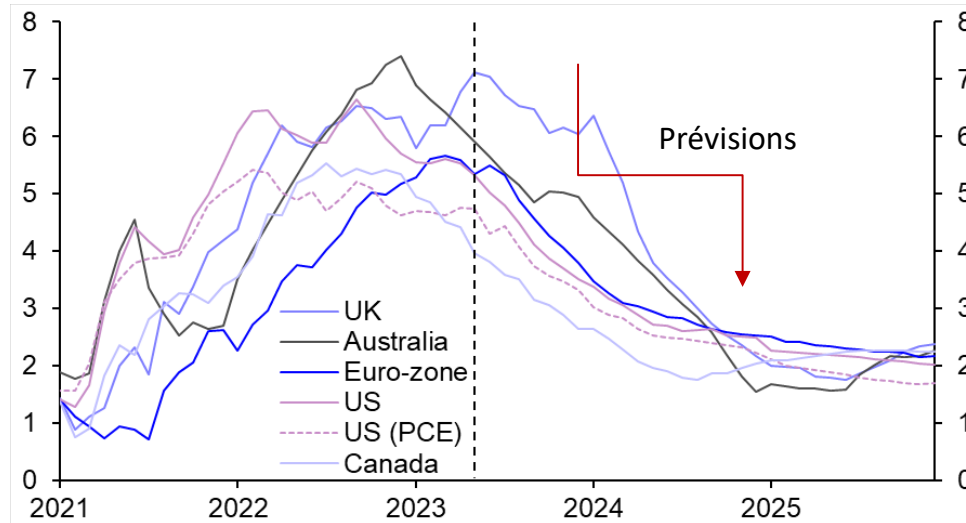
Source : Banque Transatlantique, Capital Economics, CIC MS

BANQUE TRANSATLANTIQUE

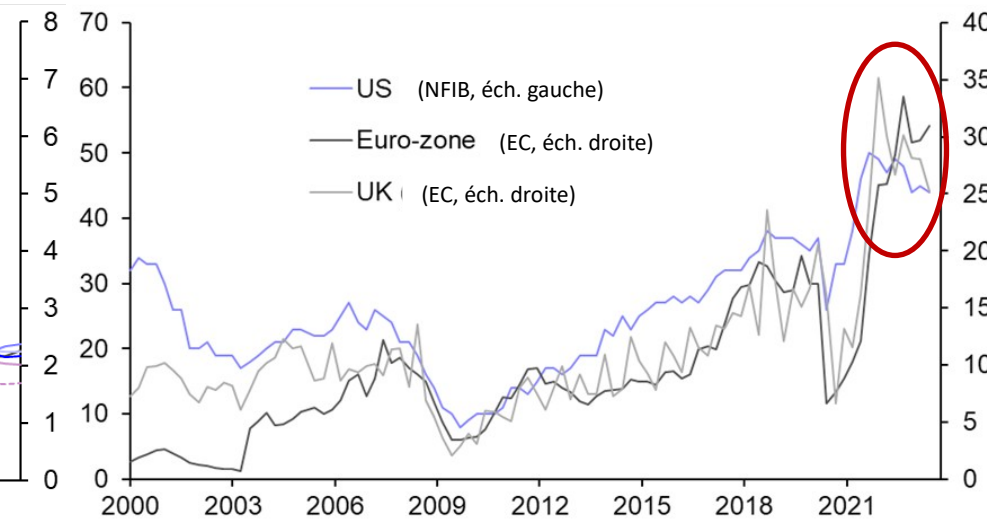
Autres éléments macro à observer



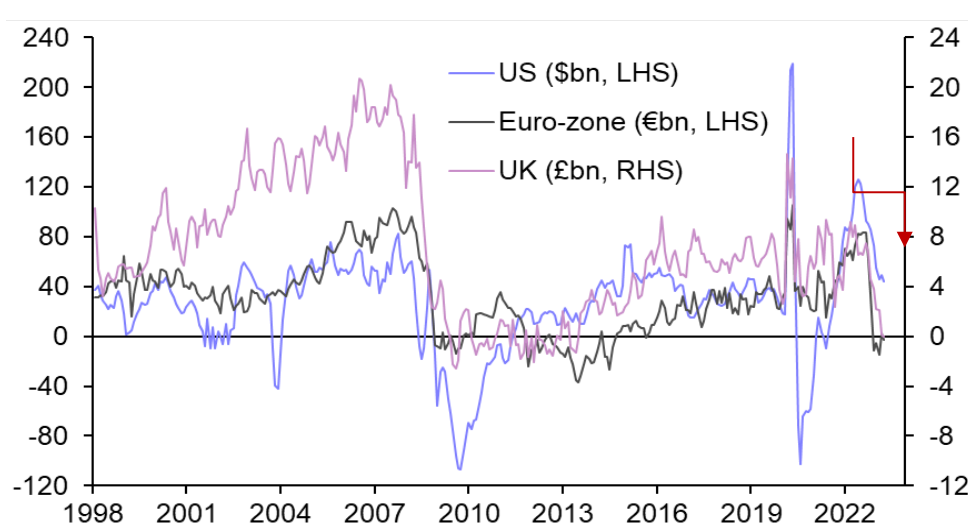
Inflation sous-jacente (%)



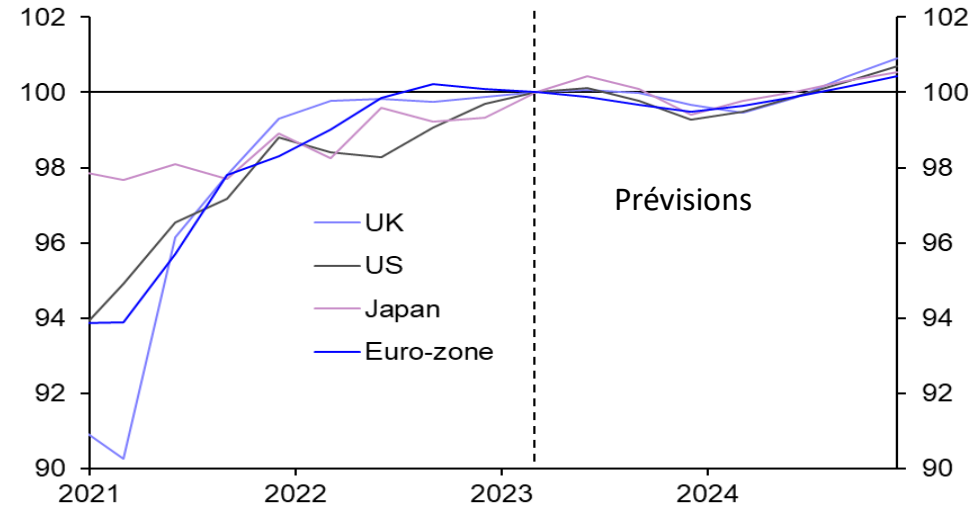
Indicateurs de pénurie de main d'oeuvre



Volume de prêts bancaires au secteur privé



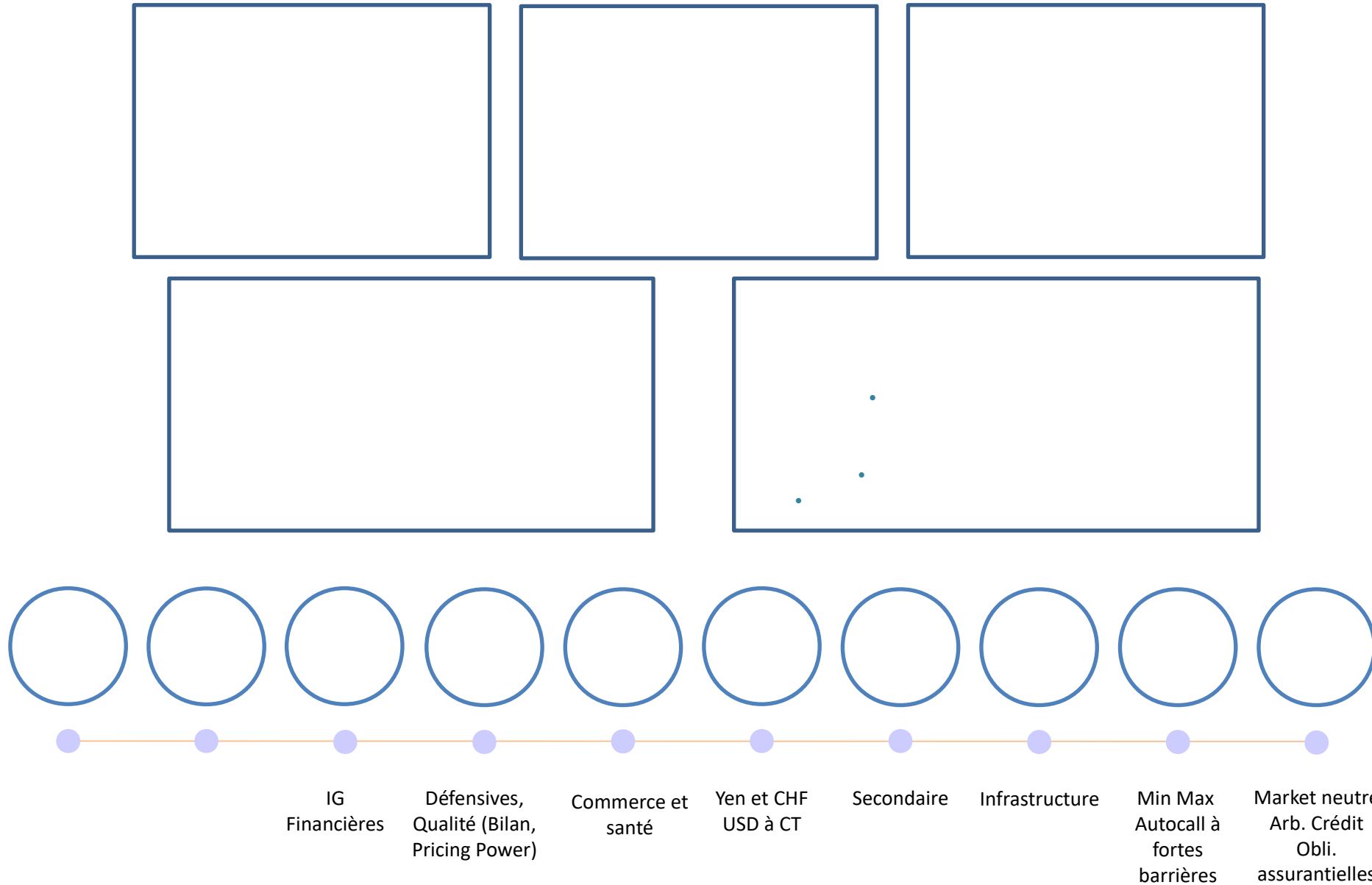
Evolution des PIB (T1 2023 = 100)



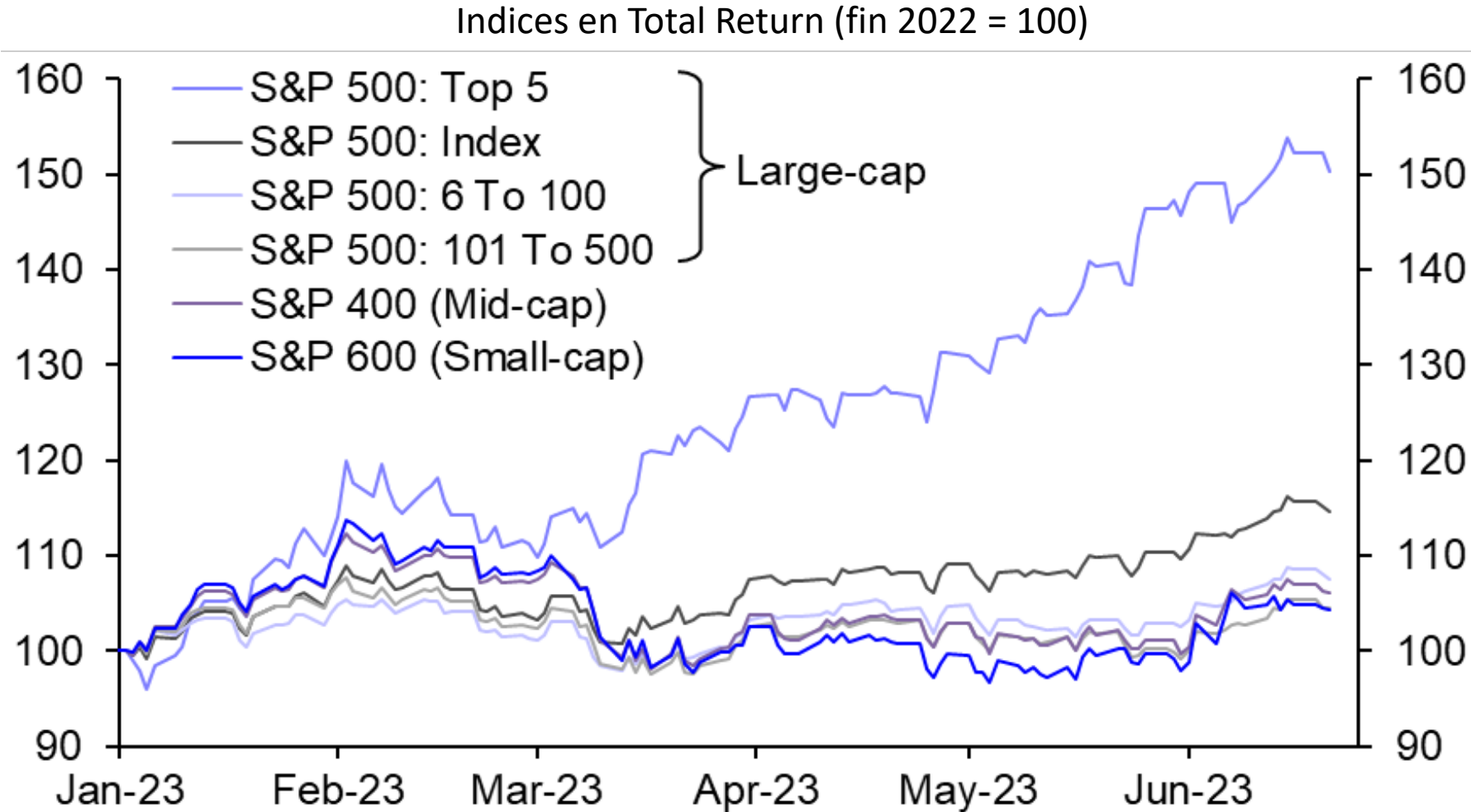
Source : Banque Transatlantique, Capital Economics

BANQUE TRANSATLANTIQUE

Impact en terme d'allocations tactiques



Le rally du marché Action concentré sur quelques Megacaps



Que penser de la valorisation actuelle des marchés cotés ? Chute de la prime de risque actions avec l'augmentation des taux

