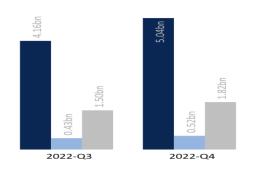


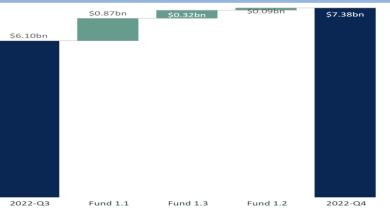
Case Studies

Dashboarding & Automation Management Reporting

Summary Management Company Details Fund & Asset Details Quarter-Year 6 Management Company Overview: Sample 1 Advisor LP 2022-Q4 TECHNOLOGY **Company Overview Key GP Contacts** Total DE to XYZ IRR **GP** Name Email MOIC AUM DPI Designation \$4.21M 35.0% 2.57x 5.00x S6.71bn Sample 1 Advisor LP xyz@gmail.com Managing Director Sample 1 Advisor LP Director pgr@gmail.com vs Prev. Quarter: (Blank) vs Prev. Quarter: 6.10bn vs Prev. Quarter: (Blank) vs Prev. Quarter: 3.83M vs Prev. Quarter: (Blank) (+10%) (+Infinity%) (+Infinity%) (+10%) (+Infinity%) Summary Net DPI Gross Type Fund Committed Invested Realized + Gross KPI Response Detail Product Capital Capital Unrealized MOIC MOIC IRR Income Statement as Prepared for XYZ 2000 Total Employee Count Name Value Not Available Have any material ligation issues 2022-Q1 2022-Q2 2022-Q3 2022-Q4 No **Fee Related Earnings** Fund 1.1 \$1.61bn \$1.59bn \$5.04bn 3.0x 2.9x 2.0x 18.0% 13. arisen? + Gross Fee-Related Revenue \$12.67M \$14.78M \$17.88M \$21.62M Fund 1.2 \$0.33bn \$0.31bn \$0.52bn 1.6x 0.1x 12.1% 9. Were any carried interest or No Not Available Net Fee-Related Revenue \$12.67M \$14.78M \$17.88M \$21.62M Fund 1.3 \$1.46bn \$0.97bn \$1.82bn 1.7x 0.1x 33.9% 26. performance-related income + Fee-Related Revenue \$12.51M \$14.34M \$19.19M \$23.26M clawbacks made? F NFRE (\$0.75M) \$0.48M \$5.33M \$9.39M Any employee departures at VP Yes Not Available + NFRE Distributable to XYZ or above? EoP Aggregate NFRE Owed to XYZ Any new hires made at VP or Yes Not Available BoP Aggregate NFRE Owed to XYZ above? Distributed NFRE during Quarter Have there been any changes to Yes Not Available EoP Aggregate NFRE Owed to XYZ the current ESG policy? **Performance Related Earnings** 2022-Q1 2022-Q2 2022-Q3 2022-Q4 KPI PRE Distributable to XYZ \$0.87bn \$7.38bn \$0.32bn + Net PRE \$4.27M \$0.97M \$1.19M \$1.47M Total Realized + Unrealized Value + Gross PRE \$4.40M \$1.10M \$1.34M \$1.62M ● Fund 1.1 ● Fund 1.2 ● Fund 1.3

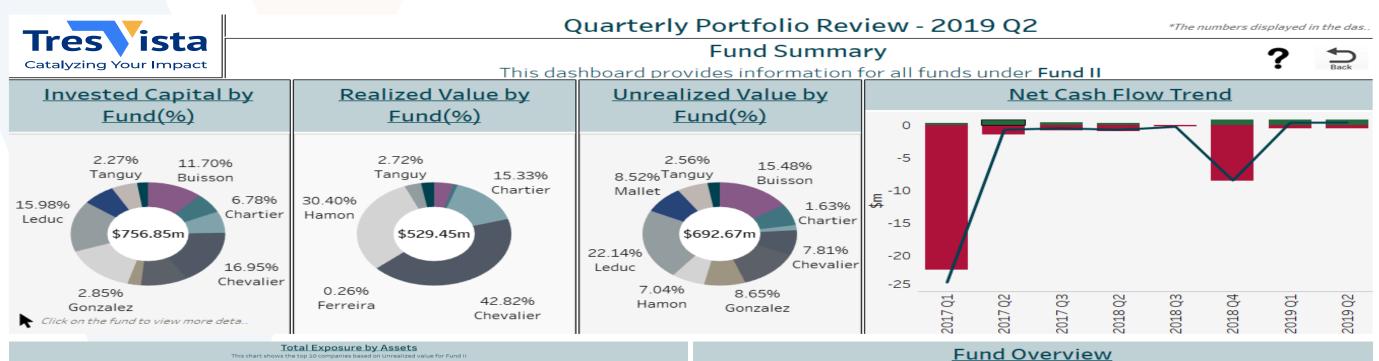
Investment Income	2022-Q1	2022-Q2	2022-Q3	2022-Q4
 EoP Aggregate Investment Income Owed to XYZ 	\$0.23M	\$3.48M	\$3.83M	\$4.21M
Investment Income Distributable to XYZ	\$0.23M	\$3.48M	\$3.83M	\$4.21M
+ Investment Income				





Fund Summary provides actionable based on cash flow trends and exposure

Secondaries Fund Reporting





The below	table shows Invest	ted capital, MOI	C, IRR,Realized a	nd Unrealized value	es for for fund unde	er Fund II
Fund	Invested Ca	Realized	Unrealize	Total Value	MOIC	IRR
DUISSUIT	\$88.58m	\$21.61m	\$107.23m	\$128.84m	1.5x	4.0%
Charles	\$46.72m	\$4.72m	\$46.61m	\$51.33m	1.1x	4.0%
Chartier	\$51.32m	\$81.16m	\$11.27m	\$92.43m	1.8x	4.0%
Chevalier	\$128.29m	\$226.73m	\$54.07m	\$280.80m	2.2x	4.0%
Ferreira	\$74.41m	\$1.37m	\$89.77m	\$91.14m	1.2x	4.0%
Gonzalez	\$21.54m	\$0.00m	\$59.93m	\$59.93m	2.8x	4.0%
Hamon	\$114.83m	\$160.93m	\$48.78m	\$209.71m	1.8x	4.0%
Leduc	\$120.96m	\$18.53m	\$153.32m	\$171.86m	1.4x	4.0%
Mallet	\$51.84m	\$0.00m	\$58.98m	\$58.98m	1.1x	4.0%
Renard	\$41.19m		\$44.99m		1.1x	4.0%
Tanguy	\$17.18m	\$14.39m	\$17.71m	\$32.11m	1.9x	4.0%

Fund Summary provides actionable based on cash flow trends and exposure

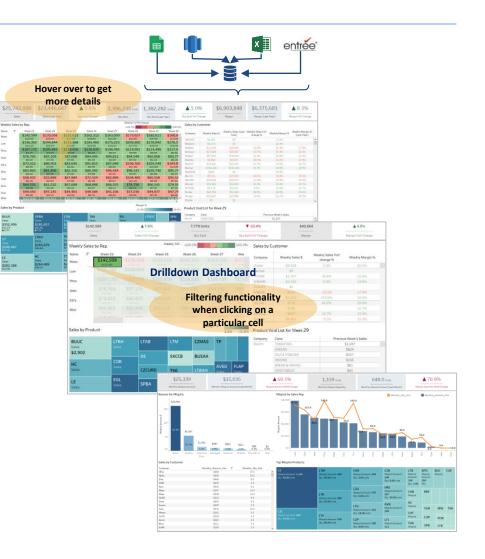
Sales Diagnostic Analysis

Request and Guidelines Provided

- Consolidate, Standardize and Store the data from multiple sources (ERP, Google Sheets, Excel, etc.) through APIs into a database
- Develop a data pipeline by applying business logics to track day to day level operational KPIs and showcase it on a Tableau dashboard
 - Benchmark sales and other financial and operational metrics with respect to previous year and generate automated emails highlighting the whitespaces

Methodology and Final Deliverable

- Integrated data from multiple sources like CRM, internal files, ERP systems into a central structured MySQL database by developing data pipelines
- Established connection with MySQL database using Tableau to develop sales dashboard to track sales, margins, #units, mispicks, etc. over dynamic period like WoW/MoM/YoY
- Performed Diagnostic Analysis using drilldown functionality to understand the root cause of an event occurred
- Segmented various aspects of the business and identified useful insights and generated an automated report highlighting the whitespaces based on business rules



KPI dashboard to track metrics across areas like Sales, Margins, Operations, and Inventory

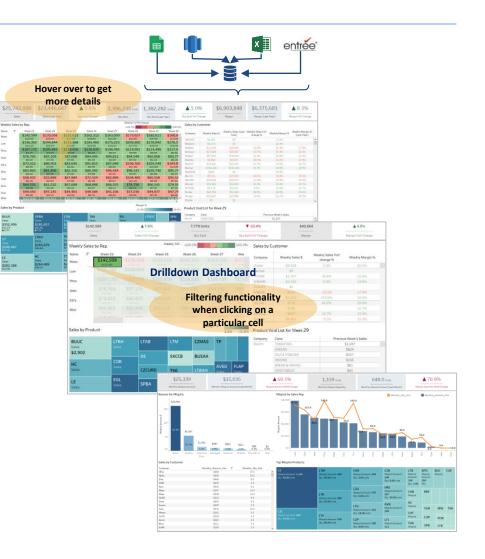
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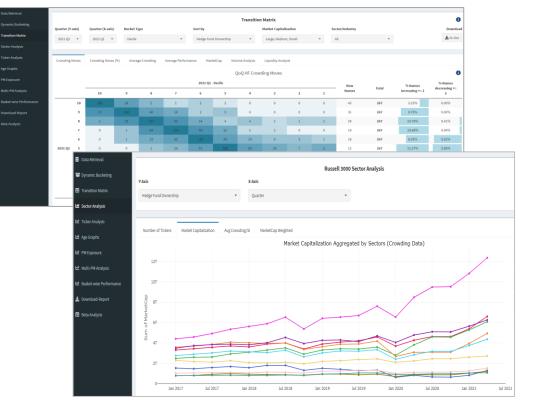
Competitor Benchmarking Dashboard

Request and Guidelines Provided

- Create a web-based application that can:
 - Leverage company wide as well as alternative datasets to track portfolio performance, risk, exposure, and liquidity
 - Visualize trends, KPIs and metrics pertaining to the investment strategies
 - Generate periodic fund level performance reports and provide individual access and views to different users

Methodology and Final Deliverable

- Sourcing: Automated ETL process was designed in R to consolidate and standardize data from multiple sources like SEC, Yahoo Finance through APIs into a data repository
- **Storage**: Designed SQLite database with multiple triggers and stored procedures
- Governance: Deployed multiple flagging algorithms to ensure data quality to avoid duplications/anomalies; also implemented MDM and designed user-specific access controls
- Engineering: Coded custom business rules that handle the transformation of data between a database and visualization interface using RShiny
- Analysis & Reporting: Created a RShiny web application to track portfolio based KPIs and added periodic reporting functionality based on user defined multiple filters



Designed an interactive R Shiny web application for performing portfolio analytics and competitor benchmarking

RPA: Reporting

Request and Guidelines Provided

- Client: Large New York based public equity asset manager
- Create a weekly utilization report/presentation for each client (~300 clients), which involves the following steps:
 - Downloading the Excel file
 - Copy pasting the charts from Excel to PowerPoint
 - Formatting the charts

Methodology and Final Deliverable

- The time required to manually create an PPT was 20 mins which translates to 400 hours per month to generate 300 PPTs
- Ui Path was used to create a bot that copies content from Excel and creates a PPT with proper formatting & positioning
- The time required for team to set up the Ui Path was 4 hours which was able to create a PPT in 4 minutes
- As significant time (~80%) was saved using this automation on a periodic basis

Since the start of the relationship, the team has primarily provided support on pre-deal research Alongside such work, the team can also be extensively leveraged on Marketing, Valuation, and CRM support activities – services which are deeply institutionalized and are significantly used across our client base Over the course of the relationship, the utilization has consistently averaged above 100%, while the average project feedback received by the team has been 4.7 out of 5 Utilization Split Requestor Split ¹⁰ Deliverable Split ¹⁰	XX Relationship Update Apr 16, 2018 -	July 15, 2018	
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	Utilization Split	Requestor Split ⁽¹⁾	Deliverable Split ⁽¹⁾

XX Similar IB Client Base		Work Mix across the	value chain		
		Major Proje	cts		
Project Name	Primary Requestor		Project Des	cription	
	Mr. X	Ххох			
	Mr. Y	Ххх			
Project 3	Mr. Y	Ххх			
• Since the start of	date Apr 16, 2018 – J	luly 15, 2018 –			
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Tools/Technology used: UiPath, MS Excel, and MS PowerPoint

RPA: Web Scraping

Request and Guidelines Provided

- Client: US based Private Equity firm with \$500M AUM
- Collect information on a prospective investment in a container lining shipping company. The process involves the following steps:
 - Going to each vessel link and extracting its data
 - Saving the data in the relevant format

Methodology and Final Deliverable

- The team used Ui Path to generate a bot for scraping the available data from the webpage and storing the results into the excel file
- Time required for setting up the process using Ui Path was around 2 hours and all the datapoints across 100+ links were captured in < 1 hour there by reducing around 70% of manual effort</p>
- The automation eliminated complete manual intervention thereby saving significant time and improving the overall efficiency

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