

Firm Overview

Francisco Partners Overview

100% TECHNOLOGY

VERTICAL MARKET SPECIALIZATION

Healthcare IT	Hardware / Semis
FinTech	Vertical Market Software
Communications	Infrastructure Software
Security	Digital / Internet

YEAR FOUNDED
1999

OVER 50 INVESTMENT PROFESSIONALS 21 OPERATING PARTNERS



CAPITAL RAISED
\$15 BILLION

OFFICES IN SAN FRANCISCO, LONDON & NEW YORK



San Francisco

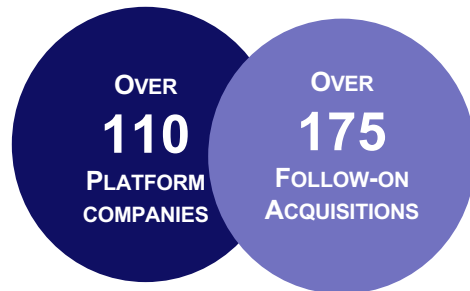


London



New York City

DEEP EXPERIENCE



ACROSS OUR PORTFOLIO SINCE INCEPTION



\$25+ Billion
Revenues



100,000+
Employees

FLEXIBLE CAPITAL

Divisional Carve Out	Growth Equity
Take Privates	Partnering with Founders
Complexity	Structured Equity

Differentiated Access + Differentiated Insights



Deep Focus in Key Tech Sectors



HEALTHCARE IT
FINTECH
COMMUNICATIONS
SECURITY
HARDWARE / SEMIS
VERTICAL MARKET SOFTWARE
INFRASTRUCTURE SOFTWARE
DIGITAL / INTERNET

EXITED PORTFOLIO



CURRENT PORTFOLIO



FP Team – Deal Partners

CROSS SECTOR



DIPANJAN "DJ" DEB

1999

Co-Founder & CEO

TPG, ROBERTSON
STEPHENS, MCKINSEY

STANFORD UNIVERSITY
U.C. BERKELEY



DAVID GOLOB

2001

CIO

TIGER MANAGEMENT,
GENERAL ATLANTIC, MCKINSEY

STANFORD UNIVERSITY
HARVARD COLLEGE



EZRA PERELMAN

2003

CO-PRESIDENT

BATTERY VENTURES,
ADVANTA, OLIVER WYMAN

STANFORD UNIVERSITY
HARVARD COLLEGE



CHRIS ADAMS

2008

AMERICAN SECURITIES,
BAIN

STANFORD UNIVERSITY
GEORGIA TECH



PETER CHRISTODOULO

2008

THOMAS H. LEE PARTNERS,
CREDIT SUISSE

HARVARD COLLEGE



JASON BREIN

2012

ELEVATION PARTNERS,
GOLDMAN SACHS

HARVARD UNIVERSITY
PRINCETON UNIVERSITY

HEALTHCARE IT

FINTECH / VERTICAL MARKET

CAPITAL MARKETS

FP CREDIT

COMMUNICATIONS / SECURITY

EUROPE & ISRAEL



MEGAN KARLEN

2016

CASTLE HARLAN,
GLEACHER PARTNERS,
MORGAN STANLEY

HARVARD UNIVERSITY
HARVARD COLLEGE



SCOTT EISENBERG

2017

GSO, JP MORGAN,
LEHMAN, FURMAN SELZ

THE WHARTON SCHOOL
GEORGE WASHINGTON



ANDREW KOWAL

2001

PRINCES GATE INVESTORS,
MORGAN STANLEY

THE WHARTON SCHOOL
UNIVERSITY OF PENNSYLVANIA



BRIAN DECKER

2008

MCKINSEY

CORNELL UNIVERSITY
UNIVERSITY OF WATERLOO



DEEP SHAH

2003

CO-PRESIDENT

PRINCES GATE INVESTORS,
MORGAN STANLEY

UNIVERSITY OF
CAMBRIDGE



MATT SPETZLER

2004

BAIN

STANFORD UNIVERSITY
GEORGIA TECH



PETRI OKSANEN

2005

MORGAN STANLEY,
MICROSOFT

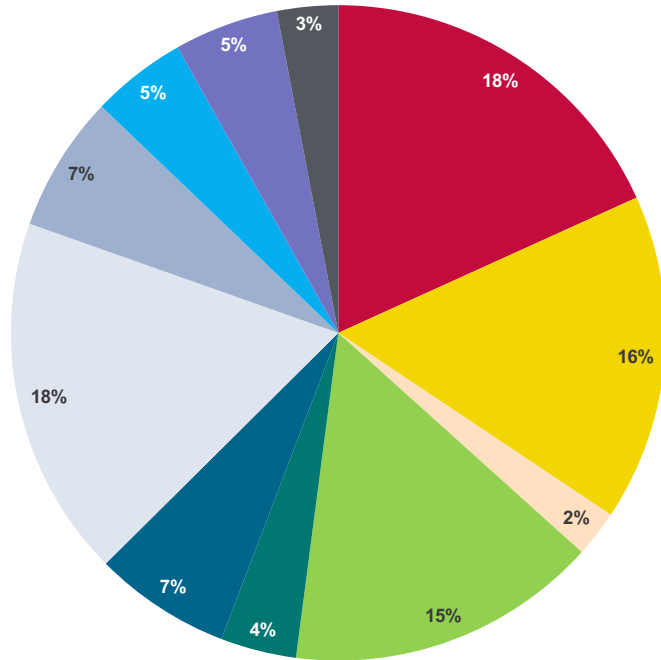
UNIV OF WATERLOO

Sourcing is Sector Focused and Partner Driven

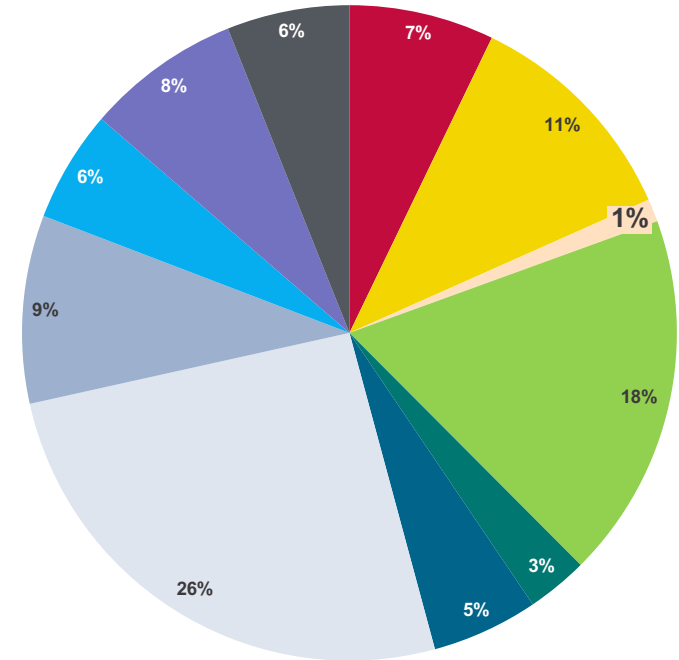
THEMES	CORPORATE COVERAGE	CALLING ON FOUNDERS	BOTTOM UP SCREENS	NETWORKS / BANKS
   	 ↓  ↓  ↓  ↓  ↓   ↓ 	    	    	   

Technology Increasingly Ubiquitous

IT Spending By Vertical (2019)



Approximate Revenue Distribution By Vertical



■ Banking & Securities
■ Media and Communications
■ Education
■ Government
■ Healthcare
■ Insurance
■ Manufacturing & Natural Resources
■ Retail
■ Transportation
■ Utilities
■ Wholesale Trade

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■ Media and Communications
■ Education
■ Government
■ Healthcare
■ Insurance
■ Manufacturing & Natural Resources
■ Retail
■ Transportation
■ Utilities
■ Wholesale Trade

Strategic Acquisitions Drive Further Value



FP Portfolio Companies Global Footprint



FP Portfolio Companies (Continued)

WASHINGTON

- Seattle
- Bellevue

OREGON

- Portland
- Hillsboro
- Tualatin

CALIFORNIA

- Irvine
- Sunnyvale
- Santa Clara
- San Francisco
- Chatsworth
- Stockton
- Campbell
- Fremont
- San Diego
- Santa Monica
- Aliso Viejo
- Glendale
- Menlo Park
- San Jose
- Pleasanton
- Newport Beach

ARIZONA

- Scottsdale
- Phoenix

UTAH

- Draper

COLORADO

- Denver

TEXAS

- Austin
- Dallas

KANSAS

- Olathe

MISSOURI

- St Louis

MINNESOTA

- Edina
- Minneapolis

WISCONSIN

- Hartford
- Wisconsin Rapids
- Waukesha
- Brookfield

ILLINOIS

- Chicago
- Roselle

INDIANA

- Carmel

MICHIGAN

- Troy

OHIO

- Columbus

ALABAMA

- Mobile

MASSACHUSETTS

- Boston
- Somerville
- Woburn
- Watertown

NEW YORK

- New York
- Binghamton

NEW JERSEY

- Blackwood
- Piscataway
- Clifton
- Hackensack

MARYLAND

- Springfield
- Gaithersburg

VIRGINIA

- Reston

NORTH CAROLINA

- Raleigh

SOUTH CAROLINA

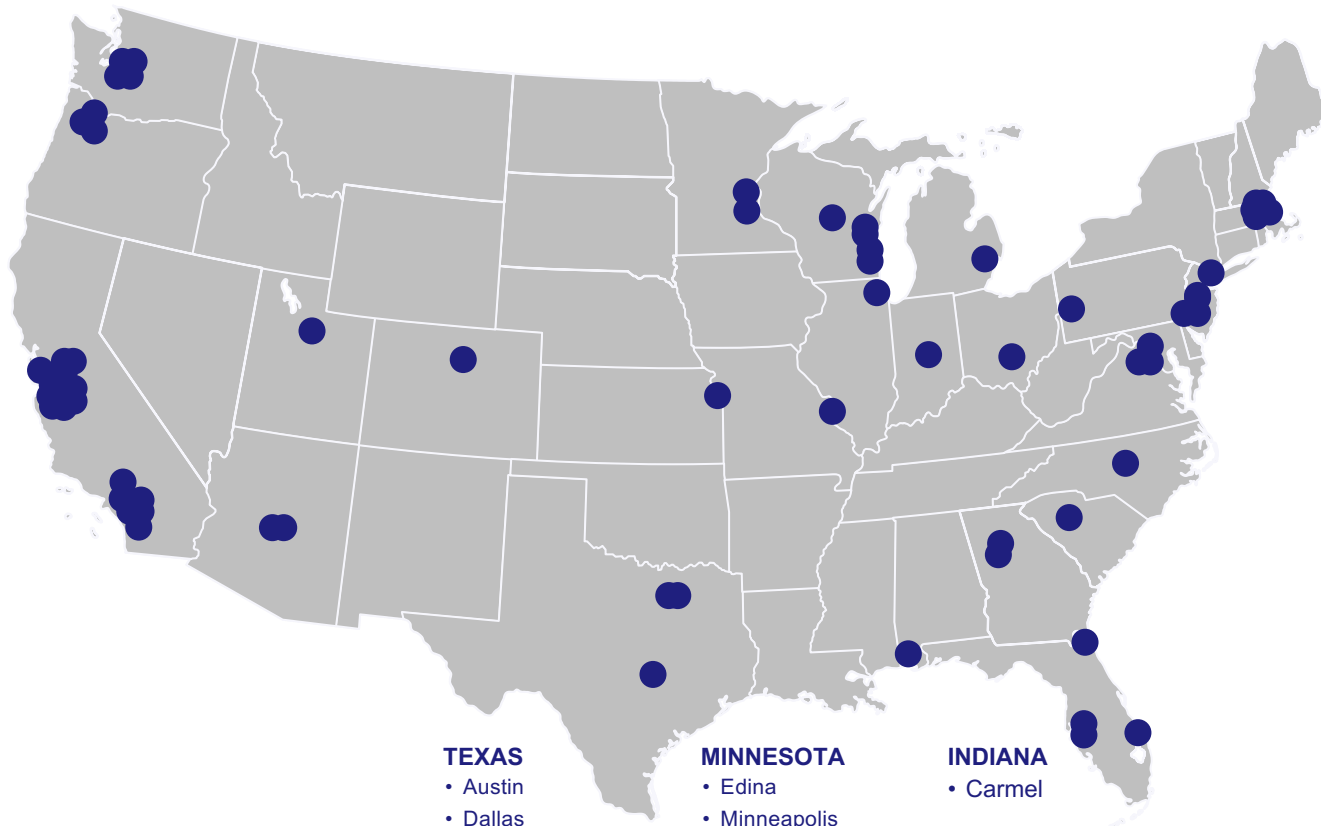
- Greenville

FLORIDA

- Tampa
- Jacksonville
- Palm Beach Gardens

GEORGIA

- Atlanta
- Roswell



FP Differentiation

DIFFERENTIATED STRATEGY

- ✓ Deep expertise in discrete subsectors
- ✓ Invest across Barbell: Value / Growth
- ✓ Buy confusion at discount and sell clarity at premium
- ✓ Partner of choice with Founders, CXOs and Corporates

OPERATIONAL FOCUS

- ✓ FP ability to take on “projects”
- ✓ Identify good technology, but poorly managed companies
- ✓ World-class dedicated operating team
- ✓ Substantial improvements in Revenue & EBITDA

ATTRACTIVE MARKET TAILWINDS

- ✓ Tech is a horizontal, not a vertical
- ✓ IT disruption impacting every industry
- ✓ Platform / consolidation major value driver
- ✓ Ubiquitous across economy
- ✓ Business models moving from capital expenditures to recurring infrastructure

THE FP DNA

MERITOCRATIC
CULTURE

FOCUS ON
CONTINUOUS
IMPROVEMENT

PASSIONATE
SEASONED
COHESIVE TEAM

COMPLEXITY
ARBITRAGE

GLOBAL
PERSPECTIVE &
LOCAL PRESENCE

OPERATING
CAPABILITY

SUSTAINED EXCELLENCE IN PERFORMANCE (TOP QUARTILE RETURNS)



CONSISTENT
IMPROVEMENT BY
FUND



DIVERSITY OF
WINNERS/LOW
LOSS RATIO



MATERIAL
OUTPERFORMANCE
AGAINST BENCHMARKS



LOW BETA WAY
TO PLAY
TECHNOLOGY

The FP Team



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