

BUYOUTS BEAT

IPO AFTERMARKET REPORT FOR SELECT BUYOUT-BACKED COMPANIES THAT WENT PUBLIC 2012

IPO Date	Company Name	Ticker Symbol	Industry	IPO Shares (Mil)	IPO Size (\$Mil)	Post Offer Value (\$ Mil) **	Total Return Since IPO ***	Firm(s) Invested in Company
08/15/12	Hi-Crush Partners LP	HCLP	Materials	11.25	219.938	NA	25.88	Avista Capital Partners
08/09/12	Performant Financial Corp.	PFMT	Consumer Products and Services	9.0	81	406.30	22.44	TA Associates, Inc. / Ares Capital / Parthenon Capital Partners / Convergent Capital Partners / Madison Capital Funding LLC
08/07/12	Bloomin' Brands Inc.	BLMN	Retail	16.0	176	NA	31.09	Bain Capital LLC / Catterton Partners
08/03/2012	Globus Medical Inc.	GMED	Health care	8.3	100	1084.7	37.75	Goldman, Sachs & Company / SunAmerica Ventures / Clarus Ventures LLC
07/27/2012	Del Frisco's Restaurant Group LLC	DFRG	Other Restaurants	5.80	75.40	309.3	9.92	Lone Star Funds
07/26/2012	Northern Tier Energy L.P.	NTI	Oil & Gas Exploration Services	16.30	227.50	1,029.4	41.46	TPG Capital LP / ACON Investments
07/24/2012	Chuy's Holdings Inc.	CHUY	Other Restaurants	5.80	75.80	206.9	75.92	Golub Capital / Goode Partners LLC
07/19/2012	Five Below Inc.	FIVE	Specialty Department and retail stores	9.60	163.50	941.9	104.71	Advent International Corp. / LLR Partners, Inc. / Blue 9 Capital LLC
05/18/2012	Facebook Inc.	FB	Recreation/Entertainment/Music/Movies	421.20	16,007.00	81,247.2	(50.50)	Goldman, Sachs & Company / Greylock Partners / Kleiner Perkins Caufield & Byers / Microsoft Corporation / Accel Partners / Technology Crossover Ventures / Band of Angels / Meritech Capital Partners / Millennium Technology Value Partners / Hercules Technology Growth Capital, Inc. / Elevation Partners / Founders Fund / TriplePoint Capital / European Founders Fund Management GmbH / Andressen Horowitz / Digital Sky Technologies Ltd / Undisclosed Firm
MEDIAN +							14.26	

* New entry. + Median for complete listing

** The post offer value represents the value of all shares outstanding (primary shares, management shares, etc.) at the offer date.

*** Percentage change between the IPO price and the market share close on Sept. 10, 2012.

Source: Thomson One, a product of Thomson Reuters Markets.

NEED TO MEET



SOLVEIGH MARCKS
Managing Director,
The Denali Group

The economy may be soft, but private equity is still doing plenty of hiring, according to **Solveigh Marcks**, managing director of New York-based executive recruitment firm **The Denali Group**.

Marcks points to two big trends in executive recruiting—the expansion of marketing and investor relations teams at buyout shops, along with the ongoing hiring of investment teams by start-up firms as well as by established firms launching ancillary funds, such as SBICs.

With money tight, fundraising has become a whole lot tougher, and even firms with long track records feel they need more firepower to raise money and to keep their current limited partners informed and happy. Many firms, because they are newly registered as investment advisers with the Securities and Exchange Commission, also have to devote time and atten-

tion to making sure their marketing and investor relations activities comply with SEC rules. Even firms that use a placement agent, Marcks said, need someone on staff to manage that relationship and to handle ongoing IR.

On the marketing and IR side Marcks points to a number of recent hires. These include Chicago-based **Z Capital Partners** hiring **Irene Hong** earlier this year as a managing director responsible for fundraising and corporate development. It is a new position for the firm. Hong had previously been a vice president of investor relations at New York-based turnaround firm **KPS Capital Partners** and before that she worked in the fund placement division of Jefferies & Co.

Also earlier this year **The Riverside Company**, with offices in Cleveland, New York, and elsewhere, tapped **Erick Bronner** to head up the firm's investor relations department, taking over for **Christine Croissant**, who moved into a part-time role in IR. Bronner had most recently

been a founding partner, along with a number of other former Merrill Lynch executives, at placement agency Mercury Capital Advisors.

Other firms to recently hire marketing or IR executives, Marcks said, include **Healthcare Royalty Partners** (**Carlos M. Almodóvar**, VP investor relations), **First Reserve Corp.** (**David A. Posner**, responsible for international fundraising and investor relations) and **KRG Capital Partners** (**Reidan Cruz**, director of investor relations).

Marcks, one of seven executive recruiters at her firm, founded in 2002, said that the hiring of marketing and IR professionals isn't necessarily a new trend. But it's one that's been accelerating, especially among buyout and turnaround firms.

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By David Toll