|  |  |  |
| --- | --- | --- |
| Preqin | Fund Manager Profile | Created for Jeremy Goff  Date: 08 - Mar - 2021 |

|  |  |  |
| --- | --- | --- |
| **Generation Investment Management** |  | **Overview** |

| **Total Assets Under Management** | **Type** | **Location** | **Alternative Asset Classes** | **Last Updated** |
| --- | --- | --- | --- | --- |
| USD 25,760 mn | Private Equity Firm | UK | PE, PD | 22 - Feb - 21 |

| **ASSET CLASS** | **NO. OF FUNDS CURRENTLY MANAGED** | **FUNDS RAISED IN LAST 10 YEARS** | **EST. DRY POWDER** | **STRATEGIES** |
| --- | --- | --- | --- | --- |
| Private Equity | 3 | USD 1,553 mn | USD 477 mn | Growth |
| Private Debt | 1 | USD 243 mn | USD 12 mn | Direct Lending |

### Background

| **Year Established** | **Firm Ownership** | **Total Staff** |
| --- | --- | --- |
| 2004 | Independent Firm | 100 |

#### About

Generation Investment Management is an independent private investment firm with offices in London and San Francisco that focuses on long term sustainable investing. Generation's private equity strategy invests in growth staged businesses that deliver sustainable solutions.

#### Firm Ethos

Economic Development, Environmentally Responsible, Socially Responsible

### Addresses -

### 4 Addresses

| **COUNTRY** | **ADDRESS** | **TELEPHONE** | **FAX** |
| --- | --- | --- | --- |
| UK (HQ) | 20 Air Street 7th Floor, London, W1B 5AN | +44 (0)20 7534 4700 | +44 (0)20 7534 4701 |
| EMAIL | WEBSITE | |  |
| [info@generationim.com](mailto:info@generationim.com) | <http://www.generationim.com> | |  |

| **COUNTRY** | **ADDRESS** | **TELEPHONE** | **FAX** | **EMAIL** | **WEBSITE** | **MAP** |
| --- | --- | --- | --- | --- | --- | --- |
| - |  | - | - | - | http://www.generationim.com | - |
| United Kingdom | 20 Air Street, 20 Air Street, London, W1B 5AN | - | +44 (0)20 7534 4701 | matt.taylor@generationim.com | http://www.generationim.com | [View on map](https://www.google.com/maps/search/?api=1&query=20%20Air%20Street,%2020%20Air%20Street,%20W1B%205AN) |
| US | 555 Mission Street, Suite 3400, San Francisco, CA, 94105 | +1 415 619 3242 | - | - | - | [View on map](https://www.google.com/maps/search/?api=1&query=555%20Mission%20Street,%20Suite%203400,%2094105) |

### Contacts -

### 7 known contacts

| **CONTACT NAME** |  |  | **POSITION** | **LOCATION** | **EMAIL** | **TELEPHONE** | **ASSET CLASS** |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Sally Bovensiepen |  |  | Director | London, GBR | [sally.bovensiepen@generationim.com](mailto:sally.bovensiepen@generationim.com) | +44 (0)20 7534 4700 | PE |
| Adam Frost |  |  | Director | London, GBR | [adam.frost@generationim.com](mailto:adam.frost@generationim.com) | +44 (0)20 7534 4700 | PE |
| Michelle Huang |  |  | Partner | San Francisco, USA | [michelle.huang@generationim.com](mailto:michelle.huang@generationim.com) | +1 415 619 3276 | PE |
| Mark Miness |  |  | Director | San Francisco, USA | [mark.miness@generationim.com](mailto:mark.miness@generationim.com) | +1 949 706 0300 | PE |
| Claudia Reim |  |  | Director | London, GBR | [claudia.reim@generationim.com](mailto:claudia.reim@generationim.com) | +44 (0)20 7534 4700 | PE |
| Lucia Rigo |  |  | Partner | London, GBR | [lucia.rigo@generationim.com](mailto:lucia.rigo@generationim.com) | +44 (0)20 7534 4700 | PE VC |
| Matt Taylor |  |  | Director |  | [matt.taylor@generationim.com](mailto:matt.taylor@generationim.com) | +44 (0)20 7534 4492 | PE |

### Private Equity - Private Equity

#### Locations & Markets

Asia, Emerging Markets, Europe, Global, North America, South America, UK, US

#### Industries

Diversified, Agribusiness, Business Support Services, Chemicals, Consumer Products, Consumer Services, Energy & Utilities, Environmental Services, Financial & Insurance Services, Food, Hardware, Healthcare, Industrials, Information Services, Information Technology, IT Security/Cybersecurity, Logistics & Distribution, Marketing/Advertising, Outsourcing, Power & Utilities, Raw Materials & Natural Resources, Renewable Energy, Semiconductors, Software

#### Verticals

Agtech, Clean Technology, E-commerce, Electric & Hybrid Vehicles, FinTech, HealthTech, IoT (Internet of Things), Manufacturing

#### Sources of Capital

Private Equity Funds, Separate Accounts

#### Status

Currently Investing

| **Total No. of Portfolio Companies** | **Current No. of Portfolio Companies** |
| --- | --- |
| 21-50 | 6-10 |

### Investment Criteria

Growth

|  |  |
| --- | --- |
| **Company Size** | Mid-Market |
| **Equity Investment Size (Mn)** | USD 50 - 100 |
| **Investment Stage** | Round B,C,D... |
| **Lead Investor** | Co-investing, Lead, Co-Lead |
| **Board Representation** | Prefer |
| **Shareholding** | Minority |
| **Company Situation** | Strong Market Position, Innovative Company, Positive/Stable Cashflow, Defensible Market Position, International Growth Potential |
| **Main Applied Strategies** | Merger & Acquisition, Organic Growth, Hands-on, Value Added, Management Alignment |
| **Main Expertise Provided** | Network, Industry Knowledge, Strategic Advice, Operational Advice, Financial Expertise |

### Private Debt - Private Debt

#### Locations & Markets

Asia, Emerging Markets, Europe, Global, North America, South America, UK, US

#### Industries

Diversified, Agribusiness, Business Support Services, Chemicals, Consumer Products, Consumer Services, Energy & Utilities, Environmental Services, Financial Services, Food, Hardware, Healthcare, Industrials, Information Services, Information Technology, IT Security/Cybersecurity, Logistics & Distribution, Marketing/Advertising, Outsourcing, Power & Utilities, Raw Materials & Natural Resources, Renewable Energy, Semiconductors, Software

#### Verticals

Agtech, Clean Technology, E-commerce, Electric & Hybrid Vehicles, FinTech, HealthTech, IoT (Internet of Things), Manufacturing

#### Sources of Capital

Private Debt Funds

#### Status

Currently Investing

| **Offer Co-Investment Rights** | **Total No. of Historic Deals:** | **Total No. of Active Deals:** |
| --- | --- | --- |
| Unknown | 21 - 50 | 6 - 10 |

### Investment Criteria

Direct Lending

|  |  |
| --- | --- |
| **Company Size:** | Small-Market, Mid-Market |
| **Company Situation:** | Positive/Stable Cashflow, International Growth Potential, Defensible Market Position, Innovative Company, Strong Market Position |
| **Loan Size:** | USD 50 - 100 |
| **Control Situation:** | Non Control |
| **Board Representation:** | Prefer |
| **Equity Participation** | Warrants |
| **Uses of Debt:** | Mergers & Acquisitions , Expansion/Growth |

### Private Capital Funds Managed - 4 Funds

| **Fund Name** | **Vintage** | **Strategy** | **Status** | **Fund Structure** | **Fund Currency** | **Closed Size (mn)** | **Target Size (mn)** | **Primary Region Focus** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Sustainable Solutions Fund III | 2018 | Growth | Closed | Commingled | USD | 1033 | - | North America |
| Climate Solutions Fund II | 2014 | Growth | Closed | Commingled | USD | 520 | 500 | North America |
| Generation Global Credit Fund | 2013 | Direct Lending - Senior Debt | Closed | Commingled | USD | 243 | - | Europe |
| Climate Solutions Fund | 2008 | Growth | Closed | Commingled | USD | 683 | 400 | North America |

### Investors - 28 Known Investors

| **INVESTOR** | **NO. OF FUNDS** | **TYPE** | **CITY** | **COUNTRY** | **ASSET CLASS** |
| --- | --- | --- | --- | --- | --- |
| Annie E. Casey Foundation | 1 | Foundation | Baltimore | US | PE VC |
| AP-Fonden 2 | 2 | Public Pension Fund | Gothenburg | Sweden | PE VC |
| AP-Fonden 3 | 3 | Public Pension Fund | Stockholm | Sweden | PE PD VC |
| AP-Fonden 4 | 1 | Public Pension Fund | Stockholm | Sweden | PE VC |
| Australian Catholic Superannuation and Retirement Fund | 1 | Superannuation Scheme | Sydney | Australia | PE VC |
| Church of Sweden | 1 | Foundation | Uppsala | Sweden | PD |
| Educational Foundation of America | 2 | Foundation | Wilmington | US | PE VC |
| Environment Agency Pension Fund | 3 | Public Pension Fund | Darlington | UK | PE PD VC |
| IAG & NRMA Superannuation Plan | 1 | Superannuation Scheme | Sydney | Australia | PE VC |
| Insurance Australia Group | 1 | Insurance Company | Sydney | Australia | PE VC |
| JP Morgan Pension Scheme (US) | 1 | Private Sector Pension Fund | New York | US | PE VC |
| Kapor Center for Social Impact | 2 | Foundation | Oakland | US | PE VC |
| Lemelson Foundation | 1 | Foundation | Portland | US | PE VC |
| McKnight Foundation | 2 | Foundation | Minneapolis | US | PE PD VC |
| Merck Family Fund | 2 | Foundation | Milton | US | PE VC |
| Mistra | 2 | Foundation | Stockholm | Sweden | PE VC |
| Mitchell Wolfson Sr. Foundation | 1 | Foundation | Miami | US | PD |
| Park Foundation | 2 | Foundation | Ithaca | US | PE VC |
| Prentice Foundation | 1 | Foundation | Wilmington | US | PE VC |
| Rockefeller Brothers Fund | 1 | Foundation | New York | US | PE VC |

### Buyout Deals Breakdown

Date

Deal Location

Primary Industry

Industry Verticals

Amount (mn)

USD 2,431

No. of Deals

6

* [Location](javascript:void(0))
* [Primary Industry](javascript:void(0))
* [Industry Verticals](javascript:void(0))
* [Investment Type](javascript:void(0))
* [Deal Size](javascript:void(0))

|  | **NUMBER OF DEALS** | **AGGREGATE DEAL VALUE (USD mn)** |
| --- | --- | --- |
| Europe | 4 | 2,245 |
| Australasia | 1 | 186 |
| North America | 1 | - |

### Buyout Deals - Private Equity - 6 Deals

| **Portfolio Company** | **Deal Date** | **Portfolio Company Country** | **Investment Type** | **Deal Size (mn)** | **Primary Industry** | **Industry Verticals** | **Deal Status** | **Portfolio Company Status** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Augsburger Aktienbank AG's securities business | Jun 2020 | Germany | Add-on | - | Financial Services | Exchange/Trading Platforms | Announced | Active |
| Irish Progressive Services International Ltd. | Feb 2020 | Ireland | Add-on | - | Insurance | InsureTech | Announced | Active |
| GBST Holdings Limited | Jul 2019 | Australia | Add-on | AUD 269 | Software | FinTech | Completed | Active |
| FNZ (UK) Ltd. | Oct 2018 | UK | Buyout | GBP 1,650 | Software | Wealth Management | Completed | Active |
| Motivate International Inc. | Jun 2017 | US | Growth Capital | - | Transportation Services | Clean Technology, Mobile Apps | Completed | Realised |
| Ocado Retail Limited | Sep 2009 | UK | Growth Capital | GBP 50 | Consumer Services | E-commerce | Completed | Realised |

### Buyout Deals Co-Investors - Private Equity - 5 Co-investors

| **Firm Name** | **City** | **Country** | **No. of Deals** | **AGG. Deal Value (USD mn)** |
| --- | --- | --- | --- | --- |
| Caisse de dépôt et placement du Québec | Québec | Canada | 4 | 2348.02 |
| FNZ (UK) Ltd. | London | UK | 3 | 185.8 |
| Fidelity International | Tonbridge | UK | 1 | 82.96 |
| John Lewis Partnership Pension Trust | London | UK | 1 | 82.96 |
| Temasek Holdings | Singapore | Singapore | 1 | - |

### Venture Deals Breakdown

Date

Deal Location

Primary Industry

Industry Verticals

Amount (mn)

USD 3,788

No. of Deals

57

* [Location](javascript:void(0))
* [Primary Industry](javascript:void(0))
* [Industry Verticals](javascript:void(0))
* [Investment Stage](javascript:void(0))
* [Deal Size](javascript:void(0))

|  | **NUMBER OF DEALS** | **AGGREGATE DEAL VALUE (USD mn)** |
| --- | --- | --- |
| North America | 51 | 3,272 |
| Europe | 3 | 187 |
| Africa | 2 | 29 |
| Asia | 1 | 300 |

### Venture Capital Deals - Venture Capital - 57 Deals

| **Portfolio Company** | **Deal Date** | **Portfolio Company Country** | **Stage** | **Deal Size (mn)** | **Primary Industry** | **Industry Verticals** | **Deal Status** | **Portfolio Company Status** |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Elation Health, Inc. | Dec 2020 | US | Series C/Round 3 | USD 40 | Healthcare IT | HealthTech | Completed | Active |
| Proterra Inc. | Oct 2020 | US | Series H/Round 8 | USD 200 | Automobiles, Other Vehicles & Parts | Clean Technology, Electric & Hybrid Vehicles, Manufacturing | Completed | Active |
| Sophia Genetics SA | Oct 2020 | Switzerland | Series F/Round 6 | USD 110 | Software | HealthTech, Machine Learning, Sensor Data | Completed | Active |
| Remitly, Inc. | Jul 2020 | US | Series F/Round 6 | USD 85 | Financial Services | Mobile Apps, eWallets & Money Transfer | Completed | Active |
| Guideline, Inc. | Jul 2020 | US | Series D/Round 4 | USD 80 | Software | Wealth Management | Completed | Active |
| The Fyn­der Group, Inc. | Mar 2020 | US | Series B/Round 2 | USD 80 | Food | Research (Non-Medical) | Completed | Active |
| Seal Software Limited | Feb 2020 | US | Add-on | USD 188 | Software | Machine Learning, Saas | Completed | Active |
| Greypoint, Inc. | Nov 2019 | US | Series D/Round 4 | USD 400 | Software | Machine Learning, Mobile Apps, Saas | Completed | Active |
| ZenPayroll, Inc. | Jul 2019 | US | Series D/Round 4 | USD 200 | Software | Saas | Completed | Active |
| StratEx | Jul 2019 | US | Add-on | - | Software | - | Completed | Active |
| Remitly, Inc. | Jul 2019 | US | Series E/Round 5 | USD 135 | Financial Services | Mobile Apps, eWallets & Money Transfer | Completed | Active |
| Andela Inc. | Jan 2019 | US | Series D/Round 4 | USD 100 | Outsourcing | EdTech | Completed | Active |
| Sophia Genetics SA | Jan 2019 | Switzerland | Series E/Round 5 | USD 77 | Software | HealthTech, Machine Learning, Sensor Data | Completed | Active |
| Asana, Inc. | Nov 2018 | US | Series E/Round 5 | USD 50 | Software | Mobile Apps, Saas | Completed | Active |
| DeepMap, Inc. | Nov 2018 | US | Series B/Round 2 | USD 60 | Software | Autonomous Vehicle, Big Data, IoT (Internet of Things) | Completed | Active |
| SpringCM Inc. | Jul 2018 | US | Add-on | USD 220 | Software | Cloud Computing | Completed | Active |
| Optoro, Inc. | Jul 2018 | US | Series E/Round 5 | USD 75 | Software | Cloud Computing, E-commerce | Completed | Active |
| M-KOPA Sales App | Mar 2018 | Kenya | Unspecified Round | USD 10 | Consumer Products | Clean Technology | Completed | Active |
| Asana, Inc. | Jan 2018 | US | Series D/Round 4 | USD 75 | Software | Mobile Apps, Saas | Completed | Active |
| Gogoro Inc. | Sep 2017 | Taiwan - China | Series C/Round 3 | USD 300 | Automobiles, Other Vehicles & Parts | Clean Technology, Electric & Hybrid Vehicles, Manufacturing, Mobile Apps | Completed | Active |

### Venture Deals Co-Investors - Venture Capital - 50 Co-investors

| **Firm Name** | **City** | **Country** | **No. of Deals** | **AGG. Deal Value (USD mn)** |
| --- | --- | --- | --- | --- |
| Accel | Palo Alto | US | 4 | 468 |
| Bain Capital | Boston | US | 3 | 408 |
| Bain Capital Credit | Boston | US | 4 | 641 |
| Battery Ventures | Boston | US | 2 | 19 |
| Bessemer Venture Partners | Larchmont | US | 5 | 339 |
| Brookside Capital | Boston | US | 4 | 641 |
| Clal Industries and Investments | Tel Aviv | Israel | 2 | 24.5 |
| Comcast Ventures | San Francisco | US | 2 | 220 |
| Cross Creek | Salt Lake City | US | 3 | 453 |
| DAG Ventures | Palo Alto | US | 3 | 161.7 |
| DBL Partners | San Francisco | US | 6 | 399.5 |
| DFJ | Menlo Park | US | 7 | 424.5 |
| Dell Ventures | Round Rock | US | 2 | 188 |
| DocuSign, Inc. | San Francisco | US | 3 | 408 |
| First Solar, Inc. | Tempe | US | 4 | 278 |
| Founders Fund | San Francisco | US | 2 | 125 |
| Frazier Technology Ventures | Seattle | US | 3 | 408 |
| GV | Mountain View | US | 5 | 320 |
| Iconiq Capital | San Francisco | US | 4 | 641 |
| Ignition Venture Partners | Los Altos | US | 2 | 220 |
| Industry Ventures | San Francisco | US | 2 | 40 |
| Intel Capital | Santa Clara | US | 3 | 408 |
| Kleiner Perkins | Menlo Park | US | 13 | 561.8 |
| Lead Edge Capital | New York | US | 3 | 151 |
| Lightspeed Venture Partners | Menlo Park | US | 2 | - |
| Mayfield Fund | Menlo Park | US | 5 | 299.5 |
| PG&E Corporation | San Francisco | US | 4 | 278 |
| Physic Ventures | San Francisco | US | 2 | 14 |
| Polaris Partners | Boston | US | 2 | 30 |
| Propel Venture Partners | San Carlos | US | 4 | 488 |
| RRE Ventures | New York | US | 2 | 14 |
| Revolution Ventures | Washington | US | 3 | 155 |
| Salesforce.com, Inc. | San Francisco | US | 3 | 408 |
| Sands Capital Ventures | Arlington | US | 4 | 641 |
| Scale Venture Partners | Foster City | US | 2 | 220 |
| Second Century Ventures | Chicago | US | 3 | 408 |
| SharesPost | San Francisco | US | 3 | 408 |
| Shasta Ventures | Menlo Park | US | 2 | - |
| Shea Ventures | Walnut Creek | US | 3 | 278 |
| Silver Lake | Menlo Park | US | 3 | 278 |
| SolarCity | San Mateo | US | 4 | 278 |
| Starfish Ventures | Melbourne | Australia | 2 | 86.1 |
| T Rowe Price | Baltimore | US | 3 | 600 |
| True North Venture Partners | Chicago | US | 3 | 150 |
| U.S. Bancorp | Minneapolis | US | 3 | 278 |
| Valor Equity Partners | Chicago | US | 2 | 278 |
| Visa Inc. | Foster City | US | 3 | 408 |
| Waste Management Inc. | Houston | US | 3 | 51.7 |
| Wellington Management | Boston | US | 4 | 641 |
| West River Group | Kirkland | US | 3 | 408 |

### Buyout Lead Ptnrs. & Board Reps - Private Equity - 1 Deal

| **Name** | **Lead Partners** | **Board Representatives** |
| --- | --- | --- |
| David Blood | 1 | - |

### Venture Lead Ptnrs. & Board Reps - Venture Capital - 11 Deals

| **Name** | **Lead Partners** | **Board Representatives** |
| --- | --- | --- |
| Al Gore | 1 | - |
| Anthony Woolf | 1 | - |
| Colin le Duc | 6 | 2 |
| David Blood | 2 | - |
| Greg Wasserman | 1 | - |
| Joy Tuffield | 1 | - |
| Lila Preston | 2 | 1 |
| Lilly Wollman | 3 | - |
| Lucia Rigo | 1 | 1 |
| Nicholas Kukrika | 1 | - |
| Shalini Rao | 2 | - |

### General Policy - General

We now record how managers integrate these ESG considerations into the investment process. For more information on this new development in Preqin Pro, please [click here](https://docs.preqin.com/pro/ESG-Explained.pdf)

| **ESG Status** | **Impact Investing** | **Asset Classes** |
| --- | --- | --- |
| Yes | Consider as part of general strategy | * PE * PD |

| **AFFILIATION** | **DATE SIGNED** | **SIGNATORY** | **ASSET CLASS** |
| --- | --- | --- | --- |
| [Principles for Responsible Investment (PRI)](https://www.unpri.org/) | 27-Apr-2006 | Founding Signatory | * GEN |
| [Global Impact Investing Network](https://thegiin.org/) | - | Member | * GEN |
| [United Nations Environment Programme Finance Initiative](https://www.unepfi.org/) | - | - | * GEN |
| [United Nations Global Compact](https://www.unglobalcompact.org/) | - | - | * GEN |
| [Institutional Investors Group on Climate Change](https://www.iigcc.org/) | - | - | * GEN |
| [CDP Forests](https://www.cdp.net/en) | - | - | * GEN |
| [CDP Climate Change](https://www.cdp.net/) | - | - | * GEN |
| [CDP Water](https://www.cdp.net/en) | - | - | * GEN |
| [International Corporate Governance Network](https://www.icgn.org/) | - | - | * GEN |

### Fund Service Providers - 7 Fund Service Providers

| **SERVICE PROVIDER NAME** | **NO. OF FUNDS** | **CITY** | **COUNTRY** | **ROLE** |
| --- | --- | --- | --- | --- |
| Burness Paull | 2 | Edinburgh | UK | Law Firm |
| Dechert | 1 | Philadelphia | US | Law Firm |
| Morgan Lewis & Bockius | 1 | New York | US | Law Firm |
| Mourant | 2 | Grand Cayman | Cayman Islands | Law Firm |
| Northern Trust Fund Administration | 3 | Chicago | US | Fund Administrator |
| PricewaterhouseCoopers | 4 | London | UK | Auditor |
| State Street | 1 | Boston | US | Fund Administrator |

### Buyout Deals Service Providers - Private Equity - 4 Deals Service Providers

| **Service Provider Name** | **No. of Deals** | **Role** |
| --- | --- | --- |
| Herbert Smith Freehills | 1 | Legal Advisor |
| Jones Day | 1 | Legal Advisor |
| UBS | 1 | Financial Advisor |
| Weil, Gotshal & Manges | 1 | Legal Advisor |

### VC Deals Service Providers - Venture Capital - 4 Deals Service Providers

| **Service Provider Name** | **No. of Deals** | **Role** |
| --- | --- | --- |
| Cooley LLP | 2 | Legal Advisor |
| Gibson, Dunn & Crutcher | 1 | Legal Advisor |
| O'Melveny & Myers | 1 | Legal Advisor |
| Walder Wyss & Partners | 1 | Legal Advisor |