

“W Capital acquired equity that our former lenders received in a restructuring. Their purchases consolidated our fragmented shareholder base, and they’re now one of our two lead investors. W Capital provides World Kitchen with valued leadership and capital markets expertise – and has supported our growth with acquisition capital.”

Carl Warschausky, President & CEO

“W Capital provided us with valuable primary capital that accelerated our growth in addition to offering an exit to certain shareholders. W Capital has been a great partner to work with and continues to bring expertise and meaningful relationships into our board room.”

Andre Durand, CEO

“After successfully we sold control of minority stake to 10 years later, W Capital price for our minority our remaining portfolio transfer our board

Tim Hall, CI Capital

## OUR LEADERSHIP ROLE

### Developing the Direct Secondary Market

Pioneering the direct secondary market since 2001.

- 90+ Closed Transactions
- \$2bn Capital

### More Time. More Flexibility. More Capital.

As a provider of secondary exits to shareholders, we give companies more time, flexibility and capital to execute their growth plans.



Shareholder  
Liquidity



Growth Capital



Improved Shareholder Alignment

## Our Approach to Direct Secondaries

### Growth Equity Secondaries

Growth equity stage companies typically have several rounds of institutional capital and are supported by a number of distinct shareholders and board members. Each investor has its own exit timeframe, cost basis and return objectives. By offering liquidity to a single shareholder – directly or in conjunction with a company-sponsored private liquidity event

— W Capital better aligns the shareholder base and ultimately empowers management to continue executing on its growth objectives. Early monetization allows sellers to lock-in gains, return cash to limited partners and reallocate resources. Once shareholders, we actively support our portfolio companies by providing access to our broad network of relationships, board involvement and expansion capital to finance growth and acquisitions.

These objectives can be achieved through a shareholder's full or partial sale of its equity ownership. W Capital works with many of the world's leading venture capital and private equity firms to deliver these solutions.

We can acquire equity in a single company or in an entire portfolio of direct investments. By selling investments in older funds, well-performing GPs and corporate investors can reduce monitoring and administrative costs, reallocate resources and increase distributions. W Capital enters new investments ready to contribute the time and resources necessary to further develop and grow the portfolio companies.

[Read More](#)

“At a time when our business was at an exciting growth point, W Capital provided an exit opportunity to shareholders who had been with us for 10+ years. We're excited for W Capital to support our expansion and provide a fresh perspective (no pun intended!).”

Jason Ackerman. Founder & CEO

“W Capital provided us with valuable primary cap for our growth in addition to offering an exit to certain shareholders. W Capital has been a great partner to work with and has brought their expertise and meaningful relationships into our business.”

Andre Durand, CEO

## Buyout Minority Secondaries

Buyout deals often include a number of minority shareholders such as co-investors, mezzanine lenders, founders and prior owners who rolled a portion of their equity. Over time each investor may have a different time horizon, return

objective or risk tolerance than the controlling investor. Our solutions allow these minority shareholders to monetize their investment with the full support of the control sponsor. We also work directly with many control sponsors who seek to continue growing a well performing company but would like to sell down a minority position to capture a gain, reduce the time pressure for a full exit and bring on a minority partner with equity reserves for potential future expansion capital.

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Carl Warschausky, President & CEO

“After successfully growing Prodigy for four years, we sold the company but retained a minority stake to capture upside. Two years later, W Capital paid a premium to acquire our minority stake, enabling us to take our remaining business and transfer our board seat into capability.”

Tim Hall, CI Capital

## Our Focus

**\$20 to \$100m**

Investment

**5% to 40%**

Ownership

**US & Europe**

Geographic Focus

## Portfolio Companies

-  freshdirect
-  MINDBODY  
LOVE YOUR BUSINESS
-  BRAINSHARK  
Power your content. Power your sales.
-  billtrust
-  legalzoom
-  OpenTable
-  RENAISSANCE
-  kony

[See All](#)

**Collaborative. Hardworking. Creative.**

[Meet Our Team](#)

## Newsroom

May 11

Wall Street Journal

**In Their Own Words With W Capital Partners' David Wachter**

March 13 | PR Newswire

**Workfront Completes \$280 Million Strategic Secondary Investment**

March 5 | Business Wire

**FreshDirect Announces Expansion and New Same Day Delivery Service**

January 16 | Business Wire

**Fiserv to Combine with First Data Corporation to Create Global Leader in Payments and FinTech**

[More News](#)

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