### PRIVATE EQUITY FIRMS

#### Ranked by private equity assets under management

#### THE TRENDS

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>Assets (in millions)</th>
<th>Preferred Industries</th>
<th>Companies Recently Funded</th>
<th>Strategies/Targets</th>
<th>Top Local Executives</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>($ in millions)</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>1</td>
<td>Oaktree Capital Management LP</td>
<td>$17,042</td>
<td>Carving, entertainment, media, transportation, health care, oil and gas, energy, consumer products and services</td>
<td>WND</td>
<td>contributing stakes in distressed companies, buyouts</td>
<td>Howard Marks/Stephen Kaplan chairman/portfolio manager (213) 830-6300</td>
</tr>
<tr>
<td>2</td>
<td>Leonard Green &amp; Partners LP</td>
<td>$16,000</td>
<td>Retail, consumer products, distribution, business services, health care</td>
<td>WND</td>
<td>leveraged buyouts of established, cash flow positive companies</td>
<td>John G. Danaher/Peter J. Nolan/ Jonathan D. Sakoloff managing partners (310) 924-0444</td>
</tr>
<tr>
<td>3</td>
<td>Kayne Anderson Capital Advisors LP</td>
<td>$6,863</td>
<td>Energy, real estate, other</td>
<td>WND</td>
<td>pre-IP0, early- to mid-stage, existing</td>
<td>Bob Simmons president (800) 231-7414</td>
</tr>
<tr>
<td>4</td>
<td>PCP LLC</td>
<td>$6,310</td>
<td>Real estate</td>
<td>WND</td>
<td>middle market</td>
<td>William R. Lindsay partner (310) 414-7870</td>
</tr>
<tr>
<td>5</td>
<td>Levine Leichtman Capital Partners</td>
<td>$5,000</td>
<td>Consumer products, manufacturing, services</td>
<td>N/A</td>
<td>operating</td>
<td>Stanley Leichman founding principal, CEO (818) 540-1152</td>
</tr>
<tr>
<td>6</td>
<td>American Realty Advisors</td>
<td>$4,526</td>
<td>Retail, industrial, office, multi-family</td>
<td>WND</td>
<td>acquisitions for control</td>
<td>Tom Gores chairman, CEO (310) 712-1850</td>
</tr>
<tr>
<td>7</td>
<td>Platinum Equity</td>
<td>$3,450</td>
<td>No preferred industries</td>
<td>WND</td>
<td>mature buyouts</td>
<td>Alex Gores chairman, CEO (310) 209-5010</td>
</tr>
<tr>
<td>8</td>
<td>Soros Group LLC</td>
<td>$3,400</td>
<td>Technology, telecom, industrial, business services, media</td>
<td>WND</td>
<td>barrier solutions, growth equity</td>
<td>Barry Simons, partners (617) 737-1111</td>
</tr>
<tr>
<td>9</td>
<td>Odyssey Investment Partners LLC</td>
<td>$2,500</td>
<td>Industrial manufacturing and business services</td>
<td>BarrenStreit Solutions International, TNT Crane and Rigging</td>
<td>leveraged buyouts</td>
<td>Bill Hopkins managing principal, co-president (818) 737-1111</td>
</tr>
<tr>
<td>10</td>
<td>Aurora Capital Partners LP</td>
<td>$2,200</td>
<td>Health care, information technology, aerospace/defense, distribution/logistics</td>
<td>WND</td>
<td>acquisitions, growth equity</td>
<td>Gerry Parshy/John Mapes partners (310) 551-0101</td>
</tr>
<tr>
<td>11</td>
<td>Freeman Spogli &amp; Co.</td>
<td>$2,000</td>
<td>Retail, distribution, consumer products</td>
<td>Boot Barn, First Watch</td>
<td>buyout</td>
<td>Bradford F. Freeman founding partner (310) 444-1822</td>
</tr>
<tr>
<td>12</td>
<td>OpenGate Capital</td>
<td>$2,000</td>
<td>All</td>
<td>WND</td>
<td>leveraged buyouts, divestitures of global corporations</td>
<td>Andrew Nkiobi CEO (310) 432-7000</td>
</tr>
<tr>
<td>13</td>
<td>Charter Partners</td>
<td>$1,500</td>
<td>Communications, media and business services</td>
<td>WND</td>
<td>leveraged buyouts, late stage equity growth</td>
<td>Stephen P. Reder/Barry Porter/ David Lee managing general partners (310) 432-0100</td>
</tr>
<tr>
<td>14</td>
<td>Levine Partners</td>
<td>$1,452</td>
<td>No preferred industries</td>
<td>N/A</td>
<td>operating</td>
<td>Stanley Leichman founding principal, CEO (818) 540-1152</td>
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<tr>
<td>15</td>
<td>St. Cloud Capital</td>
<td>$1,395</td>
<td>Retail, industrial, office, multi-family</td>
<td>WND</td>
<td>acquisitions for control</td>
<td>Tom Gores chairman, CEO (310) 712-1850</td>
</tr>
<tr>
<td>16</td>
<td>CFH Capital Management</td>
<td>$1,365</td>
<td>Technology, telecom, industrial, business services, media</td>
<td>WND</td>
<td>barrier solutions, growth equity</td>
<td>Barry Parshy/John Mapes partners (310) 551-0101</td>
</tr>
<tr>
<td>17</td>
<td>CalPERS Capital Management</td>
<td>$1,360</td>
<td>Industrial manufacturing and business services</td>
<td>BarrenStreit Solutions International, TNT Crane and Rigging</td>
<td>leveraged buyouts</td>
<td>Bill Hopkins managing principal, co-president (818) 737-1111</td>
</tr>
<tr>
<td>18</td>
<td>private equity funds</td>
<td>$1,300</td>
<td>Health care, information technology, aerospace/defense, distribution/logistics</td>
<td>WND</td>
<td>acquisitions, growth equity</td>
<td>Gerry Parshy/John Mapes partners (310) 551-0101</td>
</tr>
<tr>
<td>19</td>
<td>Oaktree Capital Management</td>
<td>$1,290</td>
<td>Retail, distribution, consumer products</td>
<td>Boot Barn, First Watch</td>
<td>buyout</td>
<td>Bradford F. Freeman founding partner (310) 444-1822</td>
</tr>
<tr>
<td>20</td>
<td>private equity funds</td>
<td>$1,280</td>
<td>Communication, media and business services</td>
<td>WND</td>
<td>leveraged buyouts, divestitures of global corporations</td>
<td>Andrew Nkiobi CEO (310) 432-7000</td>
</tr>
</tbody>
</table>

#### THE PACESETTER

Howard Marks

#### EXECUTIVE SUMMARY

The list of private equity firms in Los Angeles County has more than $75 billion in combined assets under management. The firms were ranked by private equity assets under management. Several new regulatory requirements for hedge funds, private-equity funds and other investment advisers to register with the Securities and Exchange Commission as part of the Dodd-Frank Act. The law requires hedge funds, private-equity funds and other investment advisers to register if they have at least $150 million in assets. The firms’ filings weren’t ready for this year’s list. Since inception, firms listed have made more than 1,150 investments.

**Source:** Business Journal research

**TRENDS:**

- The average returns for private equity funds in the U.S. are 10%, 20%, and so on.
- Local private equity firms that have invested in the most companies.
- Active Investors
  - Levine Leichtman Capital Partners
  - Kayne Anderson Capital Advisors
  - PCP LLC
  - Levine Leichtman Capital Partners
  - American Realty Advisors
  - Platinum Equity
  - Soros Group LLC
  - Odyssey Investment Partners LLC
  - Aurora Capital Partners LP
  - Freeman Spogli & Co.
  - OpenGate Capital
  - Charter Partners

**Strategies/Targets:**

- Contrasting stakes in distressed companies, buyouts
- Leveraged buyouts of established, cash flow positive companies
- Pre-IP0, early- to mid-stage, existing
- Middle market
- Operating
- Acquisitions for control
- Mature buyouts
- Barrier solutions, growth equity
- Acquisitions, growth equity
- Buyout
- Leveraged buyouts, divestitures of global corporations
- Leveraged buyouts, late stage equity growth

**Top Local Executives:**

- Howard Marks/Stephen Kaplan chairman/portfolio manager (213) 830-6300
- John G. Danaher/Peter J. Nolan/ Jonathan D. Sakoloff managing partners (310) 924-0444
- Bob Simmons president (800) 231-7414
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- Stanley Leichman founding principal, CEO (818) 540-1152
- Tom Gores chairman, CEO (310) 712-1850
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- Andrew Nkiobi CEO (310) 432-7000
- Stephen P. Reder/Barry Porter/ David Lee managing general partners (310) 432-0100

**Net-worth individuals, institutional investors, pension funds, endowment funds, and banks.**

**Unlike venture firms that mainly invest in startup companies to provide capital for growth and development, private-equity firms typically invest in established companies, often buying them outright.**

**Firms typically hold portfolio companies for several years as they try to turn around a company’s finances before selling to realize a profit on the investment.**

**Several firms may have qualified for this list, but cited new regulatory requirements and declined to provide data during their filing period.**

**Beginning this year, private-equity firms are required to register with the Securities and Exchange Commission as part of the Dodd-Frank Act.**

**The law requires hedge funds, private-equity funds and other investment advisers to register if they have at least $150 million in assets.**

**The firms’ filings weren’t ready for this year’s list.**

**Since inception, firms listed have made more than 1,150 investments.**

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**THE LIST**

Ranked by private equity assets under management

**THE PACESETTER**

Howard Marks

**NEXT WEEK**

The largest biotech/biomedical firms in L.A. County.
Every meeting is a journey. It has a beginning, a middle, and an end.

It has objectives. Goals are set. Plans revealed. People inspired.

There is no place for ordinary.

This is no ordinary place.