

# Private Equity International

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## NEWS & ANALYSIS

# PEI 300: Six firms making their mark

The manufacturing and industrial specialist is back in the ranking with a bang having dropped out of contention last year

## KPS Capital Partners

69 ★

New York

It took KPS less than four weeks to pull in \$7 billion across two funds last year. In fact, throughout the firm's history it has turned down more capital than it has closed on, despite having carry set at 30 percent – a testament to its impressive performance record.

Founder Mike Psaros describes the firm's strategy as "based on seeing value where others do not".

"That is key: buying right and then making businesses better. Our investment strategy fundamentally transforms companies, not balance sheets."

As the world grapples with the pandemic, a strong focus on operational improvements – and KPS's ability to make all-equity deals, as it did successfully following the GFC – puts the firm in a good position when it comes to deploying the \$6 billion KPS Special Situations Fund V.

Psaros says even though the firm's strategy and focus will remain the same, it will likely benefit from lower valuations brought about by market uncertainty, the general lack of available financing for new acquisitions, and the first opportunities in a long time to acquire assets through bankruptcies and financial restructurings.

"I would fully expect during the course of this downturn that we will acquire companies that would have otherwise gone out of business, thereby preserving them as a going concern, as well as employers of large groups of people."

2020 Rank	2019 Rank	Firm	Five year fundraising total (\$m)	Headquarters
67	▲ 70	New Enterprise Associates	7,464	Chevy Chase
68	▼ 62	Audax Group	7,162	Boston
69	★ -	KPS Capital Partners	7,142	New York
70	★ -	Energy Capital Partners	6,930	Summit, NJ
71	▼ 66	Triton	6,919	London
72	▼ 61	Morgan Stanley Investment Management	6,698	New York
73	▲ 115	Lindsay Goldberg	6,660	New York
74	▼ 37	New Mountain Capital	6,592	New York
75	▲ 130	IK Investment Partners	6,506	London
76	▼ 69	TSG Consumer Partners	6,490	San Francisco
77	◁▷ 77	Oak Hill Capital Partners	6,452	New York
78	▲ 111	Andreessen Horowitz	6,387	Menlo Park
79	▼ 44	Affinity Equity Partners	6,374	Hong Kong
80	▼ 79	Kelso & Company	6,353	New York
81	▲ 88	Harvest Partners	6,330	New York
82	▲ 118	CDH Investments	6,329	Hong Kong
83	▼ 63	Castlelake	6,311	Minneapolis
84	▲ 95	China Everbright Limited	6,306	Hong Kong
85	▼ 72	Berkshire Partners	6,250	Boston
86	▼ 74	Thomas H Lee Partners	6,180	Boston
87	▼ 52	TDR Capital	6,174	London
88	▼ 71	Hg	6,166	London
89	▼ 85	Cerberus Capital Management	6,060	New York
90	▼ 51	Sycamore Partners	5,968	New York
91	▲ 102	GCM Grosvenor	5,824	Chicago
92	▼ 76	Accel	5,794	Palo Alto
93	▼ 80	Montagu Private Equity	5,771	London
94	▼ 46	GTCR	5,770	Chicago
95	▲ 145	CITIC Capital	5,769	Hong Kong
96	▲ 141	Great Hill Partners	5,672	Boston
97	▼ 84	Equistone Partners Europe	5,633	London
98	▲ 101	Hamilton Lane	5,632	Bala Cynwyd
99	▼ 57	TCV	5,555	Palo Alto
100	▲ 137	KSL Capital Partners	5,411	Denver