



Alternative
Insight

secondaries investor

Si30



Peaking at the right time

YOUNG GUNS 2017

**Secondaries Investor's list
of 20 of the most
impressive professionals
under 36 in the industry
was so popular last year,
we decided it deserved a
wider audience.
Introducing this year's best
in class**

A professor at one of the world's top business schools recently described its secondaries course as "one of our most popular classes".

And no wonder. It's a creative sector that's constantly breaking new ground. And it's a successful one, too. Deal volume in 2017 is likely to hit a record (see p. 30).

Helping drive this expansion are the 20 professionals who constitute this year's Young Guns of Secondaries. All of our finalists were 35 years or younger as of 1 January 2017 and were scored and ranked by a panel of Secondaries Investor and Private Equity International staff on deals, leadership and innovation, institutional clout and the elusive X-factor.

We were struck by the volume of nominations we received for our professionals – and the great things their peers and forebearers had to say about them.

The list honours 12 buyers – including a couple in preferred equity – seven advisors and a lawyer. The youngest is a mere 27 and the average age just 32. Signs that the sector is in safe hands.

It's no surprise, then, that the next crop of MBA students is excited by secondaries. It's an exciting industry to be a part of, and we're delighted to share this year's list with you.



Katie Stitch
W Capital
Partners

age: 34

job title: managing director

In her 11 years at the direct secondaries specialist, Stitch has become synonymous with creativity. She ran a tender offer in which 100 shareholders were offered variable pricing for each class of shares and investors could pick the price and quantity which they were interested in selling. She also ran a recapitalisation which saw her create a new class of preferred stock, allowing one shareholder to cash out while the others stayed in. Her ability to create bespoke deals for her clients makes Stitch stand out to us as a Young Gun.