

---

# 40

**UNDER 40  
GROWTH INVESTORS**

---

*Issue Four  
December 2017*

## MESSAGE FROM THE MANAGING PARTNER



It gives us great pleasure to announce GrowthCap's list of Top 40 Under 40 Growth Investors. This is our fourth year publishing the list and 2017 presented some of the strongest, most impressive candidates to date. Among the awardees are partners who have risen through the ranks at highly reputable organizations, founders who have started their own growth equity firms, and up and comers who have demonstrated a mastery in growth investment deal making.



Each candidate provided detailed information on their professional background, investment track record, and unique approach to working with portfolio companies, all of which was thoroughly evaluated. In some cases, we were lucky enough to have worked directly with an investor in the past, and in other cases, we received distinct feedback and nominations from their growth investor peers.

Clockwise from top left: Nehal Raj (TPG), Bob Nye (JMI Equity), Jenny Baxter Moser (TSG Consumer), and Dominic Ang (Turn/River Capital).

Not surprisingly, there are several notable standouts in our 2017 list, including Nehal Raj who leads TPG's multi-billion-dollar technology investing practice globally to Alex Soltani who embraced a bold approach to deal making when successfully starting his own firm in his late 20s to Dominic Ang who purpose-built a fund to dramatically accelerate portfolio company growth through his proven operating model.

This year we present the list in three categories: Magnates, Pioneers, and Stars. Unlike in years past, we did not assign individual rankings due to the challenge of comparing apples to apples each individual's unique investment experience. The awardees selected for this list have clearly differentiated themselves from their broader peer set and truly represent the most exceptional professionals in the field of growth investing.

- RJ Lumba, Managing Partner

For more information contact:

**GrowthCap, LLC**  
5 Penn Plaza  
23<sup>rd</sup> Floor  
New York, NY 10001  
[www.growthcap.co](http://www.growthcap.co)

**RJ Lumba**  
[rj@growthcap.co](mailto:rj@growthcap.co)

**Peter Lizza**  
[peter@growthcap.co](mailto:peter@growthcap.co)



## BLAKE HESTON

Firm: **W Capital Partners**

Title: **Partner**

Blake joined the W Capital team in 2007, prior to which he worked in technology M&A at Lehman Brothers. While W Capital employs a generalist approach to investing, Blake spends a significant amount of his time focused on opportunities for software, security and tech-enabled companies. Over the course of his career he has completed 16 investments, representing more than \$400 million of total invested capital. Blake's current investments include Acquia, Brainshark, Inspirato, Jordan Health, MINDBODY (NASDAQ: MB), Ravn Air and Vision Critical. His past investments included Dynacast (acquired by Partners Group), Neolane (acquired by Adobe) and Ping Identity (acquired by Vista Equity).

"The entrepreneurs and management teams that I work with are remarkable. It is their passion and commitment to building market leading businesses with great long-term growth potential that drives me and helps define W Capital's mission. We provide flexible capital solutions that alleviate the natural shareholder liquidity pressures that emerge over a company's lifecycle. Partnering with companies and their shareholders, we craft non-disruptive liquidity transactions to renew stakeholder alignment and support continued growth. Over the past 16 years W Capital has pioneered this approach to minority investing, building an incredible portfolio, team and culture that I'm fortunate to be part of." – Blake Heston, W Capital Partners



## KATIE STITCH

Firm: **W Capital Partners**

Title: **Partner**

Katie started her career in various finance roles at JP Morgan and Bank of America prior to joining the W Capital team in 2005 during the early days of W Capital defining the emerging direct secondary market. Katie leverages her experience from existing investments in the information technology, consumer, retail, and financial services sectors to provide a unique shareholder liquidity solution across a myriad of industries. During her time at W Capital, Katie has completed more than 25 transactions and has invested roughly \$350 million. Katie prides herself on her data-driven approach to management partnerships, which manifests in a hands-on, collaborative relationship with portfolio companies and fellow board members. Katie currently sits on the board of FreshDirect.

“Since pioneering the market for shareholder liquidity at W Capital, we have had the privilege of being invited to invest in so many incredible companies. I’ve been fortunate to have had the opportunity to grow with our market and, given our firm’s relationship-first approach, to invest alongside many great investment firms and dedicated management teams. The renewed energy our liquidity transactions bring is always exciting: While our deals involve creatively solving the liquidity needs of shareholders, we approach our investments with a growth mindset and relish opportunities to deploy equity for organic or inorganic growth initiatives.” – Katie Stitch, W Capital Partners