VISTA EXCHANGE

July Review

Following a strong first half of the year, July saw continued momentum and activity across the Vista ecosystem. Vista leaders shared their perspectives on investing and operations with the market while companies in our portfolio were honored with awards for their leadership. This month, we also grew our team with strategic new hires and the arrival of our next class of investment analysts and associates and interns from our partner Girls Who Invest.

INVESTING IN ENTERPRISE SOFTWARE

This month, the Flagship Fund announced its investment in Olive, a leader in healthcare innovation, and three add-on investments for Mediaocean, Solera and Stats Perform. The Fund also announced the public market debut of PowerSchool (NYSE: PWSC). Meanwhile, the Foundation Fund announced its investment in Power Factors and an add-on for Aptean. These investments demonstrate how Vista continues to provide opportunity across capital structures to deliver financial and value creation solutions for the needs of today's entrepreneurs, founders and CEOs.

"Partnering with Vista will provide the resources and enterprise software expertise necessary to scale our business and help our customers as they grow their portfolios and meaningfully advance the global adoption of renewables."
Gary Meyers, CEO of Power Factors

JULY 2021 ANNOUNCED TRANSACTIONS

Olive
Flagship Fund
PLATFORM

POWER FACTORS
Foundation Fund
PLATFORM

mediaocean + flashtalking
Flagship Fund
ADD-ON

Solera + ENData
Flagship Fund
ADD-ON

STATS PERFORM + strides
Flagship Fund
ADD-ON

aptean + RAMSAUER STÖRMER
Foundation Fund
ADD-ON

PowerSchool
Flagship Fund
IPO

PARTNERING WITH LEADERS

Congratulations to our portfolio companies Acquia, Cvent, Gainsight, iCIMS, Kibo, Outreach, Pipedrive, PowerSchool and DealerSocket, a Solera Company, for their inclusion in the Top 100 Software Companies of 2021 list by The Software Report. We're proud to partner with these organizations and their leadership teams as they scale their operations and drive product superiority to benefit their customers and end users.

THE SOFTWARE REPORT
Top 100 Software Companies of 2021
Acquia · cvent · Gainsight · icims · KIBO · Outreach · pipedrive · PowerSchool · Solera | DealerSocket

OUR THOUGHT LEADERSHIP

Vista's Founder, Chairman and CEO, Robert F. Smith, sat down with Ted Seides on the Capital Allocators podcast to discuss the unique characteristics of enterprise software and Vista's differentiated market approach.

Rene Stewart, Co-Head of the Endeavor Fund and Senior Managing Director, spoke to The Deal about how the Fund finds and scales high-quality enterprise software businesses in the latest Behind the Buyouts podcast.

In a video series with Institutional Investor, Khalida Ali, Director, Diversity & Inclusion, shared how Vista's commitment to diversity, equity and inclusion helps minimize risk and increase value for investors and portfolio companies alike.



EXPANDING OUR TEAM

This month, Vista welcomed Shelby Wanstrath as Managing Director, Corporate Growth Initiatives. Shelby will lead and support key cross-functional initiatives with a specific focus on new product development, strategic partnerships and fund management programs. We are delighted for Shelby to join our team.

Additionally, our 2021 Analyst and Associate class, comprised of over 20 new investment professionals, joined the Vista family in Austin, Chicago and San Francisco. Our success is dependent on our people and we are excited to invest in and utilize the skills and knowledge that each of these individuals will bring to the firm as we continue to scale our institution.

RECAPPING OUR YEAR

We recently published our 2021 First Half Update, recapping how Vista's investment strategies and ecosystem progressed this year and how we continue to engineer what's next and power a better future – through our investments, our business decisions and our partnerships.

VIEW OUR FIRST HALF UPDATE

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