



2021

YEAR IN REVIEW

Building lasting value in great companies

Through the significant challenges and uncertainties of 2021, TA was grateful for the dedication and creativity of our employees, portfolio companies and partners. We continued to seek new investment opportunities in leading companies and partnered closely with our portfolio companies to add value in their growth journey. We are proud to share some of the notable accomplishments and developments of the TA organization and the talented management teams leading our portfolio companies.

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Investing in Growth

TA invested a record amount of capital in profitable, growing companies worldwide.

\$ 6.5B Invested













34 New Investments

11 Add-on Investments












New Investments



A selection of our 2021 new investments across the five core industries in which we invest – technology, healthcare, financial services, consumer and business services:

 <p>Software Manufacturer for the European Property & Casualty Insurance Industry</p> <p>TECHNOLOGY</p>	 <p>Provider of Development Software Tools for Automation, Workflow and Business Intelligence in Atlassian's Ecosystem</p> <p>TECHNOLOGY</p>	 <p>A Leading Australian-Based Provider of Exchange Traded Products on the Australian Securities Exchange</p> <p>FINANCIAL SERVICES</p>	 <p>U.S.-Based, Full-Service Multi-Family Office</p> <p>FINANCIAL SERVICES</p>
 <p>Developer, Manufacturer and Marketer of Super-Premium, Branded Packaged Coffee</p> <p>CONSUMER</p>	 <p>French Multi-Vertical Software Provider, Focused Primarily on the Real Estate, Retail, and Healthcare Markets</p> <p>TECHNOLOGY</p>	 <p>Global Enterprise Software Provider for the Equipment, Heavy Truck and Rental Industries</p> <p>TECHNOLOGY</p>	 <p>Global Medtech Contract Development and Manufacturing Organization (CDMO)</p> <p>HEALTHCARE</p>
 <p>One of the Largest Independent Advisory Firms in the U.K.</p> <p>FINANCIAL SERVICES</p>	 <p>A Major Provider of Residential Property Management Services in Europe</p> <p>BUSINESS SERVICES</p>	 <p>Provider of the Next-Generation Edge OS for Cloud Workspaces</p> <p>TECHNOLOGY</p>	 <p>Provider of Professional Corporate Solutions for Businesses in Southeast Asia</p> <p>BUSINESS SERVICES</p>

New Investments (cont.)

 <p>Provider of Cloud-Based Property & Casualty Insurance Software</p> <p>TECHNOLOGY</p>	 <p>Provider of Management Software for Pharmacies Across the U.S.</p> <p>HEALTHCARE</p>	 <p>Provider of Consumer-Directed Healthcare Benefits Solutions</p> <p>HEALTHCARE</p>	 <p>R&D Centric Player in Scientifically-Validated, Natural Nutraceutical Ingredients</p> <p>HEALTHCARE</p>
 <p>Provider of IT Asset and Endpoint Management Software</p> <p>TECHNOLOGY</p>	 <p>Global Provider of Data Integrity Software</p> <p>TECHNOLOGY</p>	 <p>Provider of Identity and Access Management (“IAM”) Software Solutions</p> <p>TECHNOLOGY</p>	 <p>Provider of CPQ and Engineering Software for B2B Manufacturers</p> <p>TECHNOLOGY</p>
 <p>Provider of Integrated Risk Management Software</p> <p>TECHNOLOGY</p>	 <p>Subscription-Based Provider of E-Commerce and Data Software for Consumer Brands Selling Online</p> <p>BUSINESS SERVICES</p>	 <p>Provider of Enterprise Cloud Software for People-Centric Organizations</p> <p>TECHNOLOGY</p>	

Adding Value

TA's investment staff, Strategic Resource Group and Capital Markets Group actively engaged with management at our portfolio companies, leveraging our industry knowledge, experience and resources to help drive profitable growth. Examples of the many ways we supported our companies in 2021 include:

MERGERS & ACQUISITIONS

238 Acquisitions Completed

IPOS

6 Completed

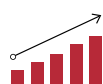
DEBT FINANCINGS

\$ 39.8B Raised by TA

TALENT & HUMAN CAPITAL

85 Senior Management Hires

30 Independent Board Members Appointed



REVENUE GROWTH

- Implemented salesforce effectiveness initiatives designed to drive customer growth and minimize attrition
- Leveraged data science capabilities to improve lead-targeting and promote cross-sell opportunities
- Conducted a strategic review of salesforce effectiveness to accelerate revenue growth
- Led the development and execution of a customer onboarding assessment
- Implemented new pricing structure for the core business (Risk/Safety) and identified cross-sell opportunities in the North America market to support organic growth
- Collaborated with management team on Go-To-Market initiatives, including pricing, salesforce effectiveness, sales incentive plan redesign and overall margin improvement



PERFORMANCE IMPROVEMENT

- Launched multiple initiatives around improving financial reporting and KPI tracking
- Supported fiscal year strategy development and financial planning for multiple portfolio companies
- Evaluated organizational structure for efficiency and to optimize resource
- Provided ongoing support for employee retention initiatives and optimal staff utilization
- Supported portfolio company in the development of a business plan for European expansion
- Supported multiple companies with ERP and CRM system selection and integration
- Conducted a review of North American manufacturing plants and operations



NETWORKING/BEST PRACTICES SHARING

- Sponsored events for leaders in our portfolio:
 - Virtual Technology Roundtable – Real World Cloud Application Architecture
 - Virtual Talent Roundtable – Strategies to Retain and Attract Talent

Portfolio Activity

TA had an incredibly active year, achieving record liquidity, completing numerous full or partial sales and recapitalizations, and celebrating several portfolio company IPOs.

\$ 16.2B in Liquidity
(Equity and Subordinated Debt)

9 Company Sales

20 Partial Sales/Recaps

6 IPOs



Sale to Danaher Corporation



Acquired by Unified Women's Healthcare



Sale to EQT



Sale to Thoma Bravo

COMPANY SALES >>



Acquired by Ontario Teachers' Pension Plan Board



Sale to TPG Capital



Acquired by Unilever



Acquired by Novacap



Sale to L Catterton



Merger with 2020 Technologies



Partial Sale to Clearlake Capital



Partial Sale to Crosspoint Capital Partners

PARTIAL SALES/ RECAPS >>



Acquired by Mediaocean



Partial Sale to Harvest Partners SCF, LP



















Partial Sale to Colorcon, Inc.



Partial Sale to Partners Group

Portfolio Activity (cont.)

 <p>Partial Sale to Hg</p>	 <p>Partial Sale to Montagu Private Equity</p>	 <p>Partial Sale to Charlesbank Capital Partners</p>	 <p>Partial Sale to C2 Capital Partners</p>
 <p>Partial Sale to GI Partners</p>	 <p>Partial Sale to Hg</p>	 <p>Partial Sale to Nordic Capital</p>	 <p>Dividend Recapitalization</p>
 <p>Partial Sale to Onex Corporation</p>	 <p>Partial Sale to Nikko Asset Management</p>	 <p>IPO (LON: ATG)</p>	 <p>IPO (STO: BFG)</p>
 <p>IPO (LON: WPS)</p>	 <p>IPO (NASDAQ: LZ)</p>	<p>IPOS >></p>  <p>IPO (NSE: TEGA)</p>	 <p>IPO (NSE,BSE: RateGain)</p>

Growing Our Team

2021 reaffirmed our belief that people are TA's most important asset. We are proud to celebrate their extraordinary contributions to TA's growth and remain committed to investing in the development and growth of our team. We are pleased to feature our 2021 senior investment team, Strategic Resource Group and Capital Markets Group new hires; and recent, well-earned staff promotions across the firm.

New Hires

Investment Team



Gregory Majno

Vice President
Boston



Kevin Schuler

Vice President
Boston



Rafael Telahun

Vice President
Menlo Park



John Triebsch

Vice President
Menlo Park



Eric Zagorski

Vice President
Menlo Park

Strategic Resource Group (SRG) and Capital Markets Group (CMG)



Ritika Chandra

**Head of ESG and
Vice President, SRG**
Boston



Adrien Cipel

Vice President, SRG
London



Andrew Lowry

Vice President, SRG
Boston



Jessica Ross

Vice President, CMG
Boston

Growing Our Team (cont.)

TA Staff Promotions



Max Cancre

Director, Technology
London



Clara Jackson

Director, Services
Boston



Lovisa Lander

Director, Healthcare
London



Michael Libert

Director, Technology
Boston



Emily McGinty

Director, Healthcare
Menlo Park



Amara Suebsaeng

Director, Services
Boston



Andrew Tay

Director, International
Hong Kong



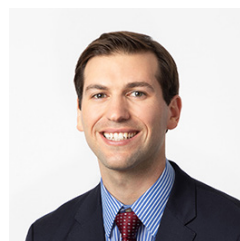
J r my Dr an

Principal, Services
London



Jessica Gilligan

Principal, Consumer
Boston



Nicholas Leppla

Principal, Technology
Menlo Park



Charles Ha

**Senior Vice President,
Technology**
Boston



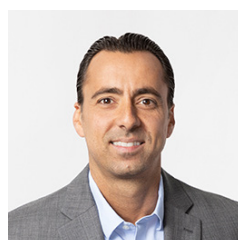
Gurnoor Kaur

**Vice President,
International**
Mumbai



Michele Lim

**Vice President,
International**
Hong Kong



Damon Khouri

**Chief Information and
Technology Officer**
Boston



Akshay Srimal

**Director,
Strategic Resource Group**
London



TA

IN THE COMMUNITY

TA has a longstanding commitment to maintaining the highest standard of ethics while building lasting value through our investments. Our approach is rooted in a deep responsibility to be good stewards of capital for our limited partners, portfolio companies and our broader communities. Closely aligned with this mission is supporting a healthy environment, advancing social equality and dignity, and promoting good governance principles.

Outside our firm, we are dedicated to supporting the communities in which we live, work and invest. We invite employees to participate in various events and charity work throughout the year and encourage our people to champion personal causes. Past non-profit partners include Cradles to Crayons (Boston), the Boys & Girls Club (Menlo Park), Second Harvest of Silicon Valley (Menlo Park), FareShare (London), Food Angel (Hong Kong) and Nanhi Kali (Mumbai).

In 2021, we were particularly proud to continue our long-standing partnerships with the Pan-Mass Challenge, in support of the Dana-Farber Cancer Institute, and the Greater Boston Food Bank.

Learn more about our commitment to responsibility at www.ta.com/responsibility.

For more than 50 years, TA, a leading global growth private equity firm, has partnered with hundreds of profitable, growing companies worldwide in our five target industries to help them reach their full potential. Investing as either a minority or a majority investor, our industry specialists work with owners and management to accelerate growth and create lasting shareholder value. Learn more about TA at www.ta.com.