Capital Connect: Building Community, Education, and Partnership

In September 2025, TIFF Investment Management hosted our inaugural **Capital Connections** event at the Boston Harbor Hotel—an invitation-only gathering designed exclusively for independent sponsors, managers, leading E&F investors, and TIFF Board Members. TIFF has been making direct investments alongside Independent Sponsors since 2014 and remains an active participant in this growing area of the Lower Middle Market. We were thrilled to host this event as a way to spark candid conversations, share ideas, and strengthen long-term partnerships.

The program began with a two-hour closed-door educational session led by I**nRider Partners**, where independent sponsors engaged in interactive discussions on go-to-market and fundraising strategy. Key takeaways included:

- **Market your investments effectively:** Clearly articulate *Why You, Why Your Fund, and Why Now.* With investors, first impressions matter—and your materials must speak for you even when you're not in the room.
- **Position with clarity and differentiation:** In a crowded marketplace, memorable points of differentiation and a concise strategy statement ensure your edge stands out—because every word counts.
- **Plan for a strong fundraise:** Success depends on preparation. Strong closings balance timing and amount, and the best GPs plan early, knowing scrutiny only intensifies with each subsequent investment and fund.

Building on these insights, the evening also highlighted broader themes shaping today's investment landscape:

- **Lower Middle Market Opportunity:** TIFF's conviction in the lower middle market remains stronger than ever, with compelling opportunities for high real returns.
- **Fundraising Fundamentals:** Success with institutional LPs requires thoughtful preparation, positioning, and relationship-building—not just a strong strategy.
- **The Power of Partnership:** Enduring relationships across the TIFF community—sponsors, managers, clients, board, and friends—remain central to our mission of generating returns and creating lasting impact.

We extend our gratitude to all who contributed their expertise, creativity, and partnership to make this evening possible. We look forward to hosting Capital Connections as an annual event, and invite you to reach out to learn how you can be part of the next event.













The materials are being provided for informational purposes only and constitute neither an offer to sell nor a solicitation of an offer to buy securities. These materials also do not constitute an offer or advertisement of TIFF's investment advisory services or investment, legal or tax advice. Opinions expressed herein are those of TIFF and are not a recommendation to buy or sell any securities.

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TIFF Investment Management

October 3, 2025

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