

HUMAN CAPITAL MANAGEMENT SECTOR CASE STUDY

Employer of Record Atlas Announces Capital Raise

M&A Advisory | Growth Capital | Recapitalizations | Board Advisory | Strategic Evaluations

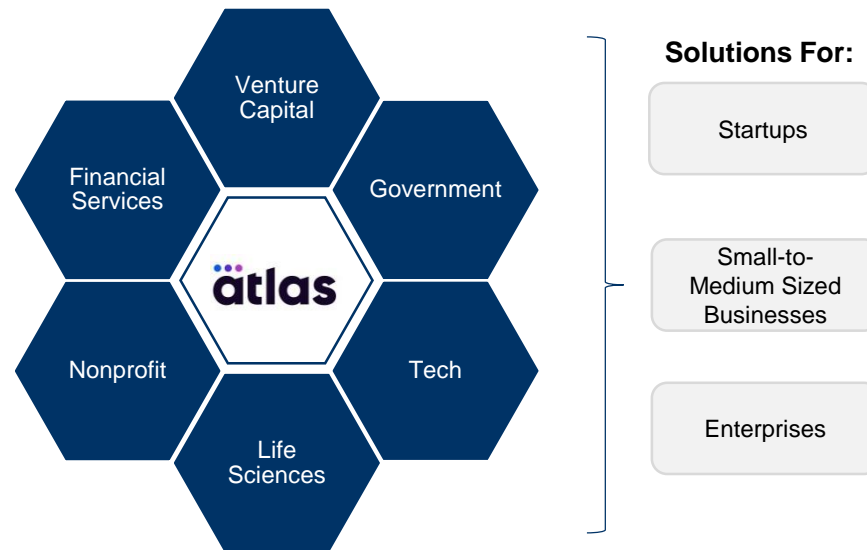


September 2022

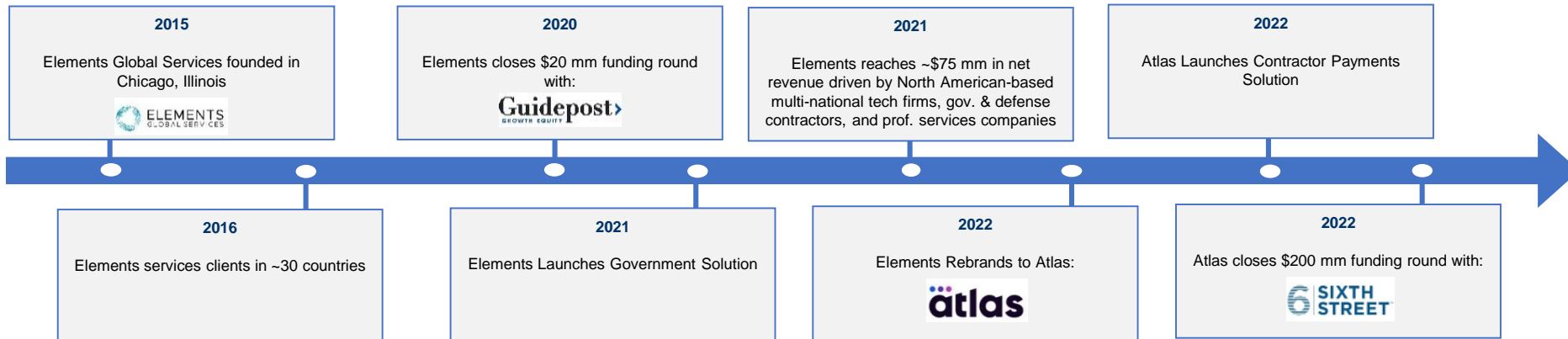
Business Overview

- [Atlas](#), fka Elements Global Services (“Elements”), provides outsourced employer of record (“EOR”) / agent of record services
- The company’s rebrand in June 2022 was to reflect the launch of its SaaS-based human experience management (“HXM”) platform which manages global workforces and can be used as an extendable software solution within existing operating systems
- The Chicago-based company provides services across 160 countries and holds a 95%+ customer retention
- **HXM “One-Stop-Shop” Technology-Enabled Platform**
 - Global contractor management through EOR functions
 - Contractor payment functionality enables safe payments in flexible ways (PayPal and Stripe integrations)
 - Provides local data and insights through online resources or local experts
 - Visa and mobility services enable sponsorship of global work users and useful localization service

Primary Industries Served



Representative Company & Acquisition History

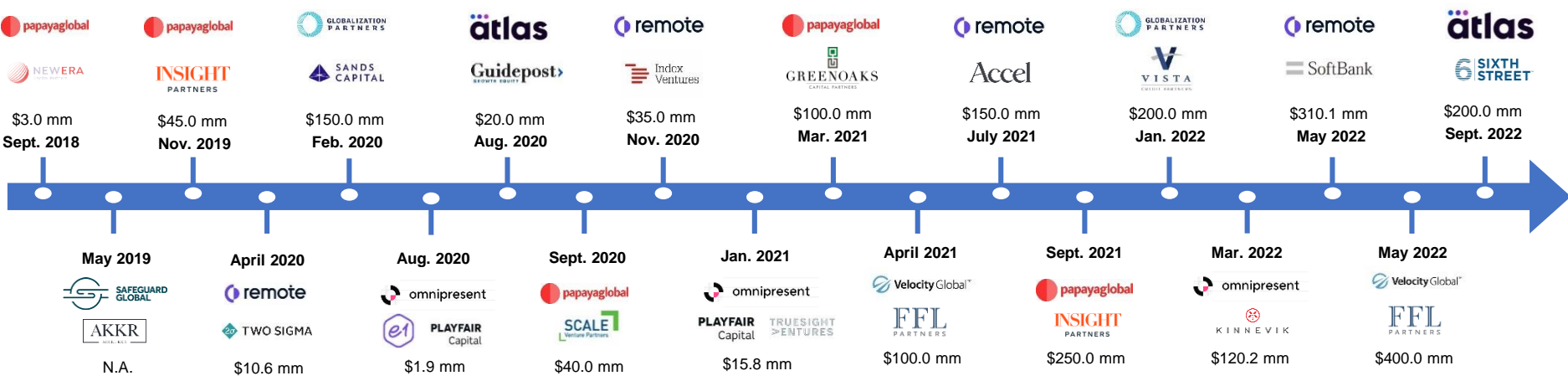


ATLAS RECEIVES A \$200 MILLION INVESTMENT

Deal Rationale

- In June 2022, Atlas launched its Customer Payments solution which provides onboarding, localized contracts, document management, and a payment system to enhance the company's services and increase retention
- With the investment from Sixth Street Growth, Atlas is focused on enriching the company's HXM technology functionality to add new services and expand its global reach. Notably, technology investments will offer users more flexibility through self-service and automation features that can enable faster hiring. Moreover, the company will continue to globally scale through increased software localization and real-time, in-region customer support
- Rick Hammell, Founder and CEO of Atlas, notes, "The future of work thrives across borders and cultures. Atlas is enabling companies to seize the opportunity to be competitive, flexible, and borderless. This new investment from Sixth Street will allow us to continue respond to our customers' needs, offering the most streamlined and innovative ways of expanding into new markets, onboarding talent, managing the risk of noncompliance, and paying internationally."
- Nari Ansari, Managing Director at Sixth Street Growth & Board Member of Atlas, said, "Atlas is one of the most innovative companies helping employers across industries manage an increasingly complex global workforce dynamic. We are excited to partner with Rick and the Atlas team in their next phase of growth."
- The transaction was structured with all common equity
- The investment marks the 16th investment in the EOR industry since the beginning of 2020 which aggregates to over \$2.8 billion in invested capital

EOR Industry Invested Capital History ⁽¹⁾



(1) Does not include other EOR providers, notably People 2.0 (received investments from CIP Capital and TPG Growth), Deel (raised ~\$680.0 million primarily from Andreessen Horowitz, and ProUnlimited (received investments from Abry Partners, Harvest Partners, and EQT).

Human Capital Management

FUSION
has been acquired by
ENGAGE P E O
a portfolio company of
LIGHTYEAR CAPITAL
Advisor to Seller

PATINA
has been acquired by
KORN FERRY
Advisor to Seller

GLOBO
has completed growth equity financing with
VSS
Advisor to GLOBO

WG WORKFORCE SOLUTIONS GROUP
has been acquired by
CROSS COUNTRY HEALTHCARE
Advisor to Seller

FORJ
has completed a recapitalization and growth equity financing with
GCI
Advisor to Seller

rivs
a portfolio company of
IRISH ANGELS
has completed a majority growth recapitalization with
CLONESHOP CAPITAL
Advisor to RIVS

Onsite Innovations
has been acquired by
PIVOT HEALTH SOLUTIONS
a portfolio company of
CI CAPITAL PARTNERS
Advisor to Seller

Vizant
a portfolio company of
Capital Solutions
has been acquired by
REDBRIDGE
Advisor to Seller

BirdDogHR
a portfolio company of
NextLevel VENTURES and **bridgepoint**
has been acquired by
PROVIDENCE STRATEGIC GROWTH
Advisor to Seller

VALIANT
has completed a majority recapitalization and growth equity financing with
PEAKEQUITY PARTNERS
Advisor to Seller

DRIVING DYNAMICS
has been acquired by
INTUITIS Long-Term Investors
Advisor to Seller

gro PEOPLE
Strategic Investor & Series A Investment
DELANCEY STREET CAPITAL PARTNERS
Direct Investment & Board of Directors

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Growth Capital

Recapitalizations

Board Advisory

Strategic Evaluations

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