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## Future 40: Fundraisers



Elizabeth Yates, 37

Director, investor relations

**Thoma Bravo**

Since joining Thoma Bravo in 2016, investor relations director Elizabeth Yates has participated in 13 fundraising campaigns, including four first-time funds and six bespoke co-investments, and has been instrumental in the firm's AUM growth. In 2022, Yates helped lead the firm's record-breaking close of three buyout funds, totalling more than \$32.4 billion in capital commitments.

Other accomplishments for Yates include raising Thoma Bravo's first institutional capital from Latin America without a placement agent, an achievement that has been attributed to her "ability to make connections with LPs outside of Thoma Bravo's traditional reach". She also established the firm's first global private wealth platform relationship. Peers say she combines her technical skills with a strategic approach that is sensitive to "allocators' priorities and programme dynamics".