

# History of GLG

**Gerson Lehrman Group is founded in New York City as a publishing company focused on sector-specific reports for investors.**



Early GLG industry report

Mark Gerson and Thomas Lehrman, both in their late twenties, raise \$1 million to start the company. Alexander Saint-Amand joins as an editor during his senior year at college.

GLG initially produces reports by engaging industry experts – academics, scientists, and physicians – to write about industries undergoing massive technological or regulatory change.

**GLG begins hosting small meetings with biotechnology investors and physicians/scientists over breakfast at the Yale Club in New York City.**



Yale Club, New York City



GLG's offices around the United States

**GLG continues expansion by region. It now has new offices in San Francisco, Boston, and Los Angeles.**

GLG also begins offering a broader array of products and services to clients, including curated meetings, surveys, and events.

Alexander Saint-Amand becomes President and Chief Operating Officer.

**Bessemer Venture Partners leads a \$30 million investment in GLG to fuel expansion.**

GLG opens offices in Chicago and Washington, D.C.

GLG continues to invest considerable financial resources and thousands of person-hours to create the industry's most technologically advanced and comprehensive compliance system. GLG's systems and compliance oversight tools help experts manage conflicts and enable clients to implement their own protocols.



Alexander Saint-Amand, CEO

**Alexander Saint-Amand becomes Chief Executive Officer of GLG. The company continues to expand beyond its financial services business, which now includes Fortune 1000 companies and professional services firms.**

GLG opens offices in India and Singapore.

1998

1999

**Mark, Thomas, and Alexander realize they have the opportunity to do much more than produce reports, they can fundamentally change the way companies conduct primary research.**

After attending a number of industry conferences on behalf of potential clients, Alexander witnesses the power of informal, one-to-one, and small group conversations that take place between programmed events.

GLG begins building the technical infrastructure that allows it to connect client requests with relevant experts, creating a new professional learning platform.

2000

2001

**GLG expands beyond healthcare and technology fields, beginning with a Power and Energy practice, which later becomes Energy and Industrials.**

2002

2003

**GLG opens its first office outside the U.S. in London.**

GLG builds out more practice areas, including Legal, Economic, and Regulatory affairs.



London, U.K.

2004

2005

**GLG opens an Austin, Texas office which initially focuses on supporting its now 70,000 Council Members/experts.**

GLG expands into Asia and opens offices in Hong Kong and Shanghai. The company now has more than 200 employees and continues to introduce new practice areas: Accounting and Financial Analysis, Consumer Goods and Services, Financial Business Services, and Real Estate.

2006

2008

**Silver Lake Partners invests \$200 million in GLG. The company's growth accelerates across industry verticals and GLG continues to develop technology and compliance systems.**

GLG opens an office in Japan.

2009

**GLG has almost 700 employees and continues to focus on growth, especially in international financial services, and executing in new client segments.**

GLG expands its customer reach to serve law firms and life sciences companies.

GLG opens an office in Beijing.

2010

**An increase in U.S. prosecutions of insider trading brings increased scrutiny to investment research. GLG's compliance initiatives and its state-of-the-art programs are increasingly valued in this climate.**

2011

**GLG has almost 750 employees worldwide, including 115 sales professionals, 275 research professionals, and nearly 20 employees in legal and compliance.**



GLGers at company Town Hall

2012



GLG Social Impact Fellows

**GLG Social Impact launches, bringing GLG's learning platform to the social sector as it begins working with nonprofits.**

2013

**GLG has more than 900 employees in 21 offices around the world and manages a membership of more than 375,000 Council Members.**

GLG incubates GLG Institute, focused on executive learning and mentorship.

2014

**GLG formalizes its broader mission to transform the way top professionals learn with applications far beyond its initial client base.**



Logo designed by Michael Bierut

GLG formally launches GLG Institute for executives operating in increasingly complex business, regulatory, and technological environments. Members work with prominent chief executives, technologists, scientists, and policy leaders for intensive counsel, advice, and network building.

GLG moves its global headquarters to One Grand Central Place in New York City.

The company creates the GLG Social Impact Fellowship, its flagship Social Impact program, to give global social sector leaders access to GLG's membership at no cost.

2015

**GLG launches its online video series, Expertise at GLG, featuring GLG experts sharing their perspective and insight.**



Curated Innovation founder Christian Bailey in Expertise at GLG video

GLG has more than 1,100 employees in 22 offices in 12 countries. Its membership comprises more than 425,000 thought leaders and practitioners. GLG's clients include Fortune 500 Companies in nearly every sector and the leading professional services firms and financial institutions.

GLG buys back Silver Lake Partners' interest in the company, giving GLG's management and shareholders flexibility to pursue new opportunities and focus on longer-term growth.

SFW Capital Partners makes a strategic investment of approximately \$212 million in GLG to support continued growth.

2016

**GLG's global membership grows to include more than 500,000 experts.**

GLG continues its product expansion with surveys. The Arnhold Institute for Global Health at the Icahn School of Medicine at Mount Sinai and GLG partner to create the Mount Sinai-GLG Global Health Scholars program.