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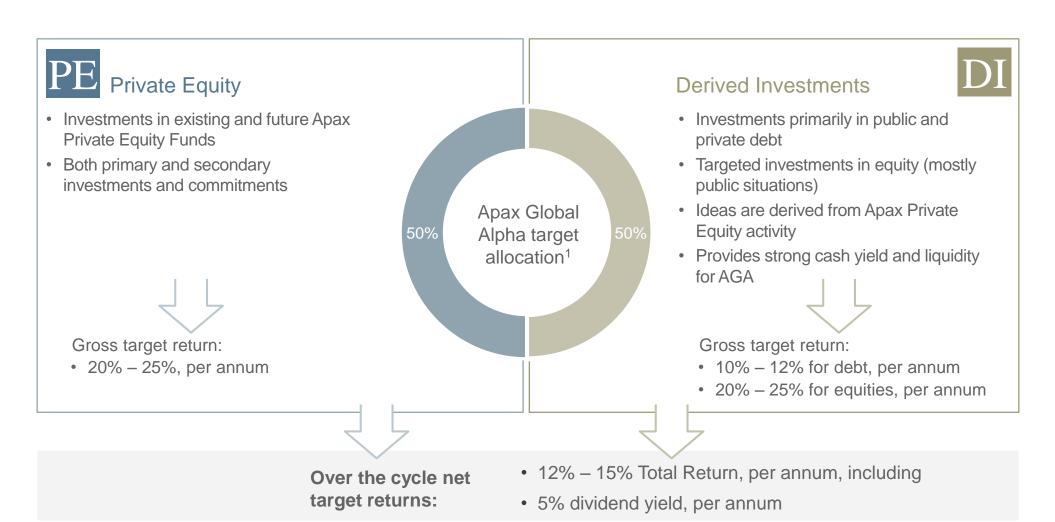
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Date: 3 June 2016

# Apax Global Alpha

# Investing in Apax Partners investment insight

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## **Investment Process**

# Generating Alpha

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1. As at end of March 2016 Apax Global Alpha | 4

## AGA's IPO

# The rationale for listing

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# Raise additional capital to continue investment strategy

- · Strong historic track record
- · Strong deal flow of high alpha opportunities
- Scalability of investment amounts per transaction

# Provide public investors access to Apax Partners investment platform

· First and only listed fund

# Ongoing support from pre-IPO shareholders

• Staggered lock-ups up to 10 years

# Results to Date

# Executing the strategy

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Objective at IPO	Results to date		
Invest new proceeds within 12 months from IPO	98% Invested at 31 December 2015	95% Invested at 31 March 2016	
Over the cycle net target returns of 12-15%	13.6% Total Return in 2015	2016 Off to robust start despite volatility	
Target 5% annual dividend	2.5%1 Semi-annual dividend declared in March 2016		
Balanced exposure to Private Equity and Derived Investments <sup>2</sup>	52%  Portfolio invested in Private Equity	48%  Portfolio invested in Derived Investments	
Continue to invest in Apax Funds	\$350m  AGA commitment to Apax IX		

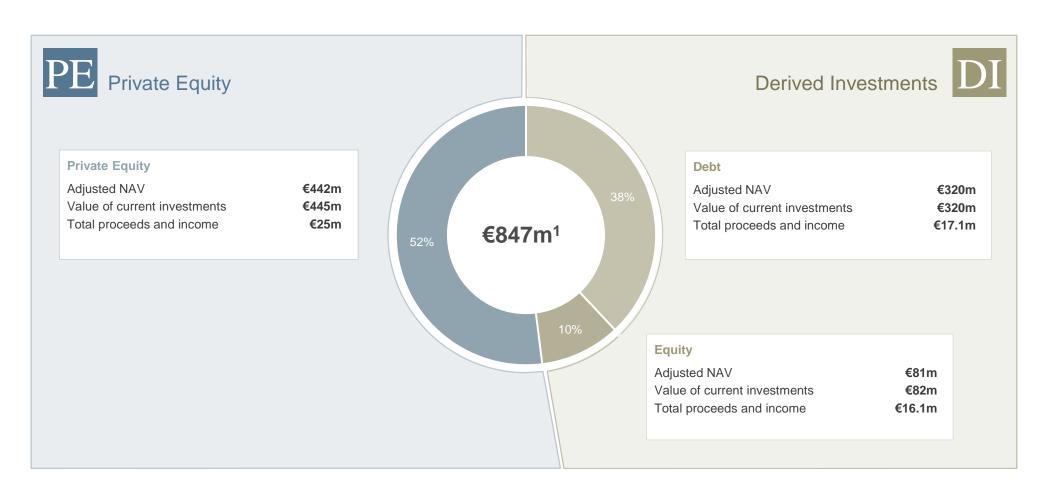
<sup>1.</sup> As at 31 December 2015

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# AGA Portfolio Split

# Balanced between Private Equity and Derived Investments

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# Apax GLOBAL ALPHA Apax Global Alpha Ltd AGA Private Equity

# **Private Equity Commitments**

# Different stages of maturity

March 2016 figures unless otherwise noted

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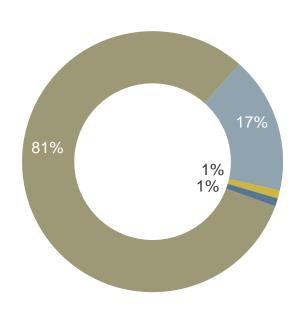
#### **Existing Commitments by Private Equity NAV**

24%

AGA PE Gross IRR Since Inception<sup>2</sup>

# **AVIII**

AGA NAV: €361m **Active Companies:** Full Exits: Invested %1: 79% Paid In %1: 87%



## AF\/II

AGA NAV: €77m Active Companies: Full Exits: 16 Invested %: 107% Paid In %: 99%

## AF\/I

AGA NAV: €3m Active Companies: 11 Full Exits: 24 Invested %: 105% Paid In %: 100%

# AMI

AGA NAV: €3m Active Companies: Invested %: 11% Paid In %: 14%

#### **Upcoming Funds**

## AIX

Commitment of \$350m

Please note that AVIII has co-invested on a number of investments with AEVII, which also has co-invested on a number of investments with AEVII. As a result of the overlap, the sum of the Active Companies across the individual Apax Private Equity Funds double counts a number of the underlying holdings

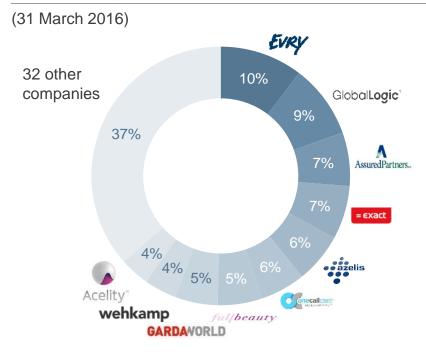
Invested % and Paid in % shown for AVIII corresponds to figures for AVIII - EUR. The corresponding AVIII - USD figures are: Invested %: 80%, Paid In %: 87%

# Private Equity Portfolio Composition

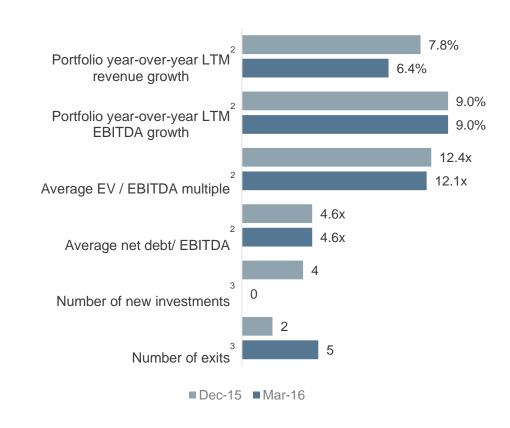
# 42 companies across 4 funds

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## Look-through PE - Portfolio Composition<sup>1</sup>



#### **Private Equity – Operational Metrics**



LTM: Last Twelve Months

<sup>1.</sup> On a look through basis reflecting AGA's underlying exposure to investments in various Apax Private Equity Funds

<sup>2.</sup> Represents the weighted average of the respective metrics across the underlying portfolio companies using latest available information

<sup>2.</sup> Represents investments and exits during the quarter ended at the indicated date. In Q1 2016 there were 2 full exits of Rhiag and King and 3 partial exits represented by the IPO of Ascential, secondary sale of Auto Trader shares and a secondary sale of Capio shares. There were no new investments

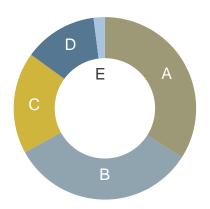
# Private Equity Portfolio Composition

# Diversification across sectors and geographies

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#### Portfolio Split by Sector

(31 March 2016)

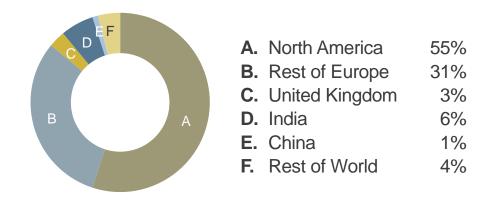


- A. Tech & Telco 34% **B.** Services
- 33%
- C. Consumer 18% **D.** Healthcare 13%
- E. Other 2%

- Overweight towards Tech & Telco and Services
- Largely represents 'lumpiness' of Private Equity investments
- Over longer term would expect an equal split between Tech & Telco, Services, Healthcare and Consumer

#### Portfolio Split by Geography

(31 March 2016)



- Overweight towards North America. Reflection of past relative investment attractiveness
- Over longer term would expect more balance between North America and Europe
- India has presented the most attractive investment opportunities amongst emerging markets

## Case Studies

# **Private Equity**

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**Auto Trader** 2007 -

#### **Thesis**

- First online marketplace deal for **Apax Partners**
- Transformational ownership from publishing to digital platform
- Build value from organic growth and de-gearing

#### Status

 Substantially realised

#### **Outcome**

 MOIC/ Gross IRR1: 4.6x / 26%



Rhiag 2013 - 2016

#### Thesis

- · Apax Partners' sector focus and geographic network discovered the opportunity
- A clear market leader
- Good growth in a very stable market

#### Status

Realised

#### Outcome

 MOIC / Gross IRR<sup>1</sup>: 3.2x / 71%

## **Thesis**

- Attractive new niche identified through Apax Partners' deep subsector expertise
- Global footprint
- Significant expected growth

#### Status

Unrealised

GlobalLogic

GlobalLogic 2013 -



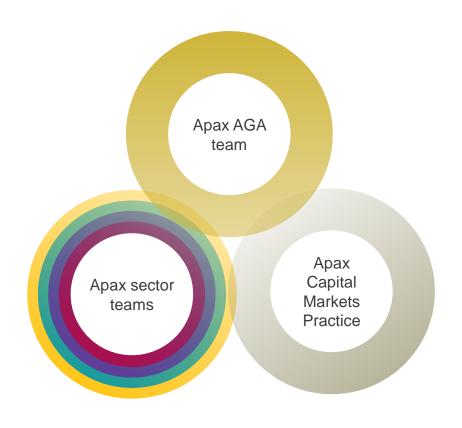
# **Investment Approach**

# A typical Derived Investment

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#### Typical Characteristics<sup>1</sup>

- Within Apax Partners' four core sectors
- Does not fit investment criteria or investment strategy of **Apax Funds**
- Non-controlling listed equity or debt investments
- Holding periods average between one and three years
- Apax Capital Markets Practice plays an integral role to support debt investments
- Focus on value investing
- Gross target returns of 10-12% for debt, 20-25% for equity across the portfolio



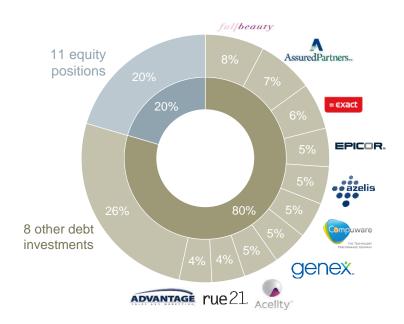
# **Derived Investment Portfolio Composition**

# Majority of investments in Debt

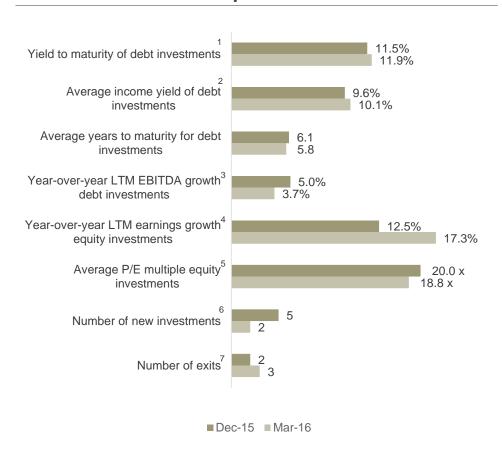
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#### **Derived Investments - Portfolio Composition**

(31 March 2016)



#### **Derived Investments – Operational Metrics**



LTM: Last twelve months

<sup>1.</sup> GAV weighted average yield to maturity (YTM) of the Derived Debt Investments portfolio 2. GAV weighted average of the current full year income (annual coupon/clean price as at 31 March 2016) for each debt position in the Derived Debt Investments at 31 March 2016 3. GAV weighted average of latest available year-over-year LTM EBITDA growth of the underlying Derived Debt Investments

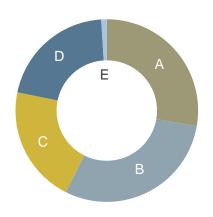
# Derived Investment Portfolio Composition

# Diversification across sectors and geographies

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#### Portfolio Split by Sector

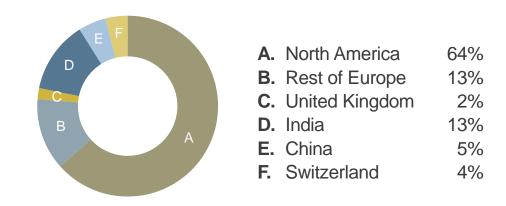
(31 March 2016)



A. Tech & Telco 28% **B.** Services 30% 21% C. Consumer **D.** Healthcare 21% E. Other 1%

#### Portfolio Split by Geography

(31 March 2016)



- Overweight towards Tech & Telco and Services
- Sector split for Derived Investments follow sector approach of Private Equity
- 16 of 29 Derived Investments are currently portfolio companies of Apax Funds<sup>1</sup>

- Overweight towards North America largely driven by Debt investments
- Reflection of relative investment attractiveness of US junior debt markets
- India and China investments are Equity only

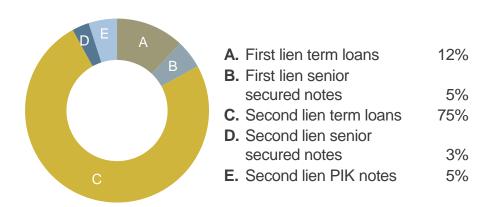
# Derived Debt Investment Portfolio Composition

# Focus on junior debt – majority is floating rate

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#### Portfolio Split by Debt Category

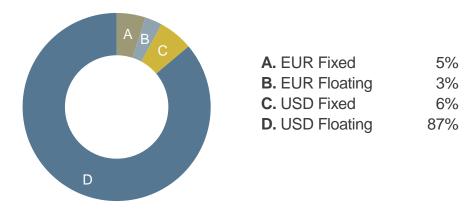
(31 March 2016)



- Portfolio is overweight towards junior debt
- Private Equity insight critical in evaluating value for these tranches
- All but 5% of portfolio is cash pay

#### Portfolio Split by Type of Instrument

(31 March 2016)



- 90% of portfolio is in floating rate instruments. Significantly mitigates interest exposure
- USD focus reflects geographical exposure of portfolio

## Case Studies

#### **Derived Investments**

Debt example: Synlab - senior unsecured bond

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Synlab 2015 – 2015 Thesis

- Company initially considered by Apax Partners from a potential PE deal perspective, giving excellent knowledge of the business
- Strong growth and cash flow profile
- · Potential upside to the marketed synergies
- At issuance, pricing offered relative value to comparable bonds

**Status** 

Realised

**Outcome** 

 MOIC / Gross IRR<sup>1</sup>: 1.1x / 18.7%

Debt example: second lien loan



Berlin Packaging 2014 – **Thesis** 

- Company initially considered by Apax Partners from a potential PE deal perspective
- Historically stable business with strong credit fundamentals
- Good risk/return profile compared to other available opportunities

Status

Unrealised

**Equities example** 



Telecity Group 2014 – 2015 Thesis

- Apax Partners familiar with European data
   centre markets from previous PE activities
- Valuations at a substantial discount to peers
- Poised to increase its equity value from organic growth with no multiple expansion
- Potential to re-rate to peers from strong execution or strategic takeout

**Status** 

Realised

**Outcome** 

 MOIC / Gross IRR¹: 1.5x / 171%

**Equities example** 

1. Realised returns

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## Endnotes

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References to Apax Private Equity Funds

Private Equity Funds advised by Apax Partners LLP to which AGA is committed are AMI Opportunities Fund ("AVIII") - consisting of a Euro tranche ("AVIII - EUR") and a US Dollar tranche ("AVIIII - USD") - Apax Europe VII ("AEVII") and Apax Europe V ("AEVI"). In addition, reference is made to the Apax Buyout Funds which includes AVIII, AEVI, Apax US VII, L.P. ("USVII"), AEVI and Apax Europe V ("AEV"). Please note that throughout this Presentation both the funds full name and abbreviated forms are used interchangeably.

Information with Respect to AGA Performance including Gross IRRs, Net IRRs and MOICs

Where we discuss trading or investment performance for periods prior to the acquisition of PCV Lux S.C.A. by AGA and AGA's listing on 15 June 2015, these include trading and investment performance of PCV Lux S.C.A. ("PCV") and its subsidiaries (collectively the "PCV Group") prior to the acquisition of AGA. "Gross IRR" as used throughout this Presentation, and unless otherwise indicated, means an aggregate, annual, compound, gross internal rate of return calculated on the basis of cash receipts and payments together with the valuation of unrealised investments at the measurement date. Foreign currency cash flows have been converted at the exchange rates applicable at the date of receipt or payment by the relevant entity.

For the Company's Private Equity Investments, Gross IRR is net of fees and carried interest paid to the underlying investment manager and/or general partner of the relevant fund. For Derived Investments, Gross IRR does not reflect expenses to be borne by the relevant investment vehicle or its investors including, without limitation, performance fees, management fees, taxes and organisational, partnership or transaction expenses, "Net IRR" means Gross IRR less any expenses borne by the relevant investment vehicle or its investors including, without limitation, carried interest, management fees, taxes and organisational or transaction expenses. Please note that Multiples of Invested Capital ("MOICs) are presented in this Presentation on the basis indicated.

In certain instances, the Gross IRR shown is a Concurrent IRR, meaning a gross annual IRR, calculated as if the first cash flow associated with all investments started in the same month.

Where AGA IRRs are shown "since inception", returns are based on unaudited data since inception of the PCV Group in August 2008 to 31 March 2016.