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Note this presentation covers the period from 1 January 2017 to 31 December 2017 unless otherwise indicated.

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Date: 6 March 2018

# **Financial Highlights**

### Strong portfolio returns diluted by adverse currency movements



Total NAV Return<sup>1</sup> 2017 / 2017 constant currency

Total Return – Private Equity<sup>2</sup> 2017 / 2017 constant currency

Total Return - Derived Investments<sup>2</sup> 2017 / 2017 constant currency

2.2%/10.2% 3.3%/10.0% 6.9%/17.5%

Highlights in 2017

 10.2% Total NAV Return on a constant currency basis. Significant FX impact as the euro strengthened by 12.4%<sup>4</sup> against the US dollar resulting in a Total NAV Return of 2.2%

Adjusted NAV<sup>3</sup> at 31 December 2017

€912.4m/ £810.3m

Adjusted NAV per share at 31 December 2017

Dividends per ordinary share paid in respect of 2017 (€/£)

€1.86/£1.65 9.42c/8.41p

- Constant currency Total Return of 10.0% in Private Equity and 17.5% in Derived Investments
  - 9.8% constant currency Total Return in Derived Debt (-2.0% actual)
  - 35.7% constant currency Total Return in Derived Equity (+24.2% actual)
- Adjusted NAV per share of €1.86, down from €1.91 at 31 December 2016. Dividend payments and adverse FX movements offset investment gains
- Dividend payments in line with Company's policy distributing c.5% of NAV to shareholders

Market capitalisation at 31 December 2017

€822.6m/ £730.5m

Percentage of funds invested at 31 December 2017

Portfolio split at 31 December 2017

Private Equity: Derived Investments

- AGA was 98% invested at 31 December 2017 with the portfolio skewed towards Private Equity
- \$50m commitment made to the Apax Digital Fund
- AGA was included in the FTSE All Share Index and FTSE Small Cap Index on 18 September

<sup>1.</sup> Total NAV Return means the movement in the Adjusted NAV per share over the period plus any dividends paid. Adjusted NAV per share used in the calculation is rounded to 5 decimal points

Total Return reflects the sub-portfolio performance on a stand-alone basis

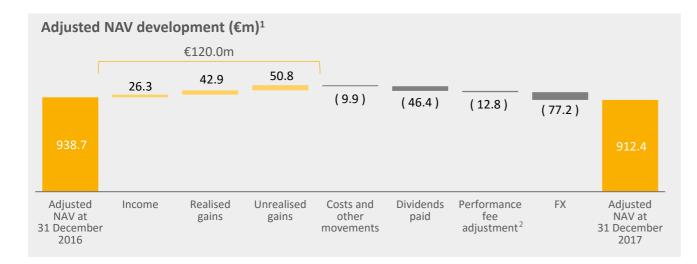
Adjusted NAV represents NAV of €929.9m adjusted for the estimated performance fee reserve of €17.5m at 31 December 2017

Source: Bloomberg

# Adjusted NAV development and performance

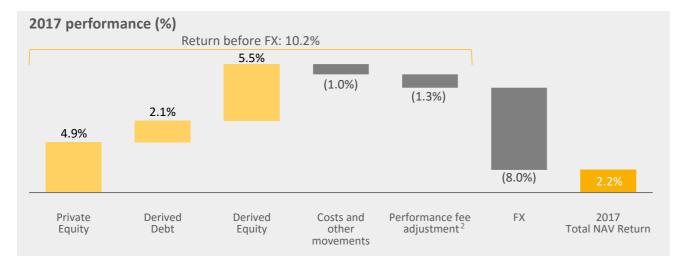


Strong contribution from all asset classes, offset by FX movements and dividends paid



#### Highlights

- Adjusted NAV decreased by €26.3m mainly due to dividend payments of €46.4m and adverse FX effects of €77.2m
- Income and fair value gains of €120.0m contributed positively with contributions from both Private Equity and Derived Investments
  - Income of €26.3m was mainly earned from the Derived Debt portfolio



- Excluding FX, both Private Equity and Derived Investments contributed positively to performance
- Private Equity contribution: 4.9%
- Derived Investments contribution: 7.6%
- FX movement mainly driven by the euro appreciating 12.4%<sup>3</sup> against the US dollar during the year with negative impact of 8.0% on Total NAV Return
- AGA does not employ a currency hedging strategy

<sup>1.</sup> See slide 29 in the appendix for details regarding per share data

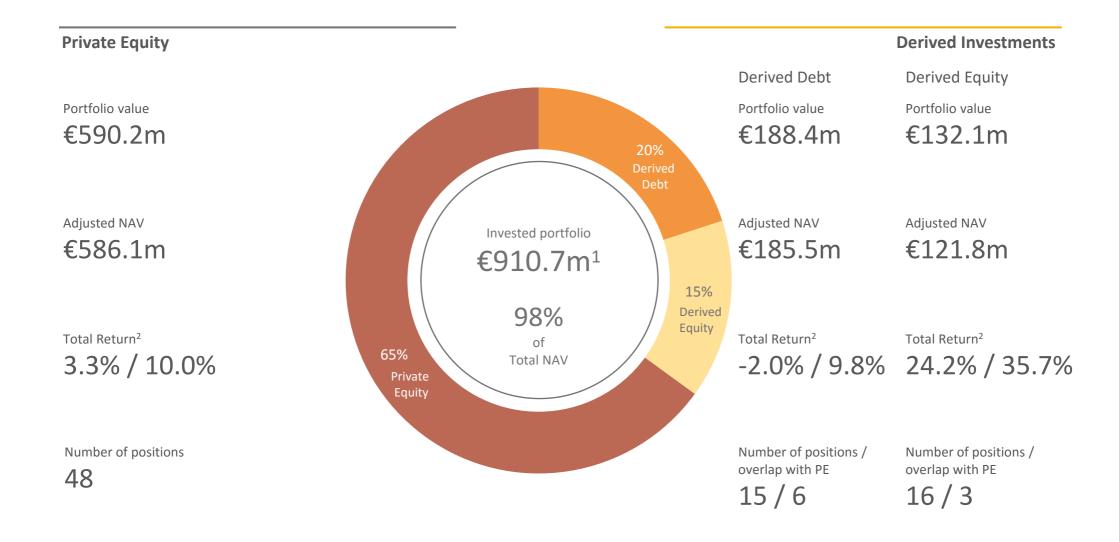
<sup>2.</sup> Performance fee adjustment accounting for the movement in estimated performance fee reserve at 31 December 2017

<sup>3.</sup> Source: Bloomberg

### AGA invested portfolio at 31 December 2017

### Portfolio skewed towards Private Equity





<sup>1.</sup> Excludes cash and cash equivalents and net current assets, including these the NAV is €929.9m. Adjusted NAV excludes the estimated performance fee of €17.5m and is €912.4m at 31 December 2017

<sup>2. 2017</sup> Total Return / 2017 Total Return on a constant currency basis



# **AGA's exposure to Apax Funds**

### Apax Digital Fund increases diversification of portfolio

41%



### **Commitments to Apax Funds**

31 December 2017

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AGA NAV: €143.3m Vintage: 2016 Commitment amount: €300.3m Invested and committed:

#### **Apax VIII**

AGA NAV: €378.6m Vintage: 2012 Commitment amount: €341.5m Invested and committed: 98%

#### Apax Europe VII<sup>1</sup>

AGA NAV: €52.3m Vintage: 2007 Commitment amount: €86.5m Invested and committed: 108%

#### **Apax Europe VI**

AGA NAV: €1.9m Vintage: 2005 Commitment amount: €10.6m Invested and committed: 107%

#### **AMI Opportunities Fund**

AGA NAV: €14.7m 2015 Vintage: Commitment amount: €25.0m Invested and committed: 43%

#### **Apax Digital Fund**

AGA NAV: (€0.6m) Vintage: 2017 Commitment amount<sup>4</sup>: €41.6m Invested and committed: 7%

At 31 December 2017	Unfunded commitments² €m
AIX	161.6
AVIII	48.9
AEVII	1.0
AEVI	0.2
AMI	12.9
Apax Digital Fund	41.6
Total	266.2

Funding sources	€m
Cash and undrawn RCF <sup>3</sup>	159.0
Fair market value of existing Derived Investments portfolio	320.5
Total	479.5

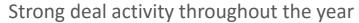
<sup>1.</sup> Includes AGA's exposure to Apax Europe VII as a limited partner, valued at €32.9m and through its carried interest holdings, valued at €19.4m. The carried interest holdings were acquired through a €10.5m investment in 2015

<sup>2.</sup> Includes recallable distributions received from the Apax Funds

RCF = Revolving credit facility

<sup>4.</sup> Euro equivalent of AGA's \$50m commitment to Apax Digital Fund

# **Private Equity acquisitions in 2017**





Acquisitions <sup>1</sup>					
Closed		Cost <sup>2</sup>	Closed		Cost <sup>2</sup>
attenti	Leading provider of electronic people monitoring technologies (AIX, Israel, Tech & Telco)	€7.1m	M'ODA 'OPERANDI	Online luxury fashion retail marketplace (ADF, North America, Digital)	€1.5m
Software Solutions	Provider of enterprise resource planning software solutions (AIX, North America, Tech & Telco)	€9.5m	<b>safety</b> kleen	Europe's largest service provider of surface treatment and chemical application services (AIX, UK, Services)	€11.0m
■ Go global travel	B2B travel technology and service provider (AMI, Israel, Tech & Telco)	€3.5m	新氧	Leading online aesthetic vertical platform in China (ADF, China, Digital)	€1.4m
国泰君安证券 GUGTA JUMAN SECURITES	Financial services provider with a range of services including securities brokerage, underwriting, asset management and credit (AIX, China, Services)	€8.6m	SYNERON CANDELA	Global non-surgical aesthetic med-tech company (AIX, North America, Healthcare)	€11.9m
KEPRO INTELLIGENT VALUE	Provider of beneficiary eligibility and medical cost containment services (AIX, North America, Healthcare)	€6.4m	Ten runnin rtq	Operator of discount gas stations (AMI, Israel, Consumer)	€2.4m
MANAPPURAM FINANCE LIMITED Make Ufe Easy	One of India's leading gold loan non-bank financial companies (AIX, India, Services)	€3.7m	<b>Thought</b> Works <sup>®</sup>	Global software development and digital transformation consulting company (AIX, North America, Tech & Telco)	€15.0m
MATCHES FASHION.COM	Leading luxury, multi-brand e-commerce retailer (AIX, UK, Consumer)	€15.7m	tosca.	Leading provider of supply chain solutions and reusable packaging to the perishable food market (AIX, North America, Services)	€6.6m
נאן קונים בניף	Israel's largest general discount retail chain (AMI, Israel, Consumer)	€2.6m	Unilabs	Pan-European laboratory and radiology service company (AIX <sup>3</sup> , Europe, Healthcare)	€22.4m

<sup>1.</sup> Unilabs closed in February 2017, Ten Petroleum closed in March 2017, Guotai Junan Securities closed in April 2017, Kepro closed in May 2017, Syneron Candela, Safetykleen and Max closed in July 2017. Go Global Travel and Manappuram Finance closed in August 2017. ECi closed in September 2017. ThoughtWorks, Attenti, Tosca and MATCHESFASHION.COM closed in October 2017. Moda Operandi and SoYoung closed in December 2017.

<sup>2.</sup> Cost is AGA's indirect exposure to the underlying portfolio companies held by the Apax Funds. Costs may change following final close of the deal

<sup>3.</sup> The above is in reference to AIX's acquisition of a majority position in Unilabs. AEVI will retain its existing minority stake which it initially acquired in 2007

# **Private Equity divestments in 2017**



A blend of strong exits and resolution of some troubled investments

	Divestments Closed – fully exited <sup>1</sup>						Divestments Partial exits, dividend recaps, IPO's and others				
			Initial year of purchase	Gross MOIC <sup>2</sup>	Gross IRR <sup>2</sup>				Initial year of purchase	Gross MOIC <sup>2</sup>	Gross IRR <sup>2</sup>
\(\scential\)	International B2B media company (AEVII, Europe, Legacy Media)	Exited via public markets	2008	(1.1x)	2%	EVRY	Nordic IT services provider (AVIII, Europe, Tech & Telco)	Recapitalised	2015	2.5x	47%
Answers	Social content publisher and cloud platform (AVIII, North America, Services)	Restructuring	2014	(0.0x)	-64%	= EXact	Provider of cloud-based and on-premise business software (AVIII, Europe, Tech & Telco)	Recapitalised	2015	(2.0x)	27%)
3ankrate, Inc. <sub>⊙</sub>	Internet based consumer banking and personal finance network (AEVII, North America, Services)	Sale to strategic buyer	2009	(2.2x)	20%	Global <b>Logic</b>	Outsource product developer (AVIII, North America, Tech & Telco)	Partially exited	2013	(5.5x)	58%
Capio	Pan-European hospital and healthcare services operator (AEVI, Europe, Healthcare)	Exited via public markets	2006	(1.6x)	6%	idealista	Leading real estate classified marketplace in Spain (AVIII, Europe, Consumer)	Recapitalised	2015	(2.5x)	51%
Chola	Indian non-bank financial company (AVIII, India, Services)	Exited via public markets	2014	(2.7x)	54%	<b>safety</b> kleen	Europe's largest service provider of surface treatment and chemical application services (AIX, UK, Services)	Recapitalised	2017	(1.2x)	56%
GARDAVORLD	Leading provider of cash logistics services in North America and physical security services in Canada and emerging markets (AVIII, North America, Services)	Exited via private sale	2012	N/A <sup>3</sup>	N/A <sup>3</sup>	SHRIRAM City	Leading consumer finance non-banking financial company in India (AVIII, India, Services)	Recapitalised	2015	(1.1x)	2%
<b>⊌</b> Paradigm <sup>,</sup>	Provider of software solutions for the oil and gas sector (AEVII, RoW, Tech & Telco)	Exited via private sale	2012	(0.1x)	-38%	SOPHOS	Leading provider of endpoint security software (AEVI & AEVII, Europe, Tech & Telco)	Partially exited	2010	(3.8x)	26%
rue21.	Apparel and accessories retailer (AVIII, North America, Consumer)	Restructuring	2013	(0.0x)	NM <sup>4</sup>						

<sup>1.</sup> Chola final sale closed January 2017, Capio final sale closed February 2017, Ascential final sale closed March 2017, Garda World final sale closed May 2017, Bankrate closed in November 2017 and Paradigm closed in December 2017. Answers and Rue21 restructured in April 2017 and September 2017 respectively

<sup>2.</sup> Gross MOICs and Gross IRRs represent return to the Apax Funds as at 31 December 2017, including unrealised value and total realised proceeds. Calculated since the initial purchase date of the investment. AVIII and AIX represent the euro tranches returns

<sup>3.</sup> Disclosure restricted

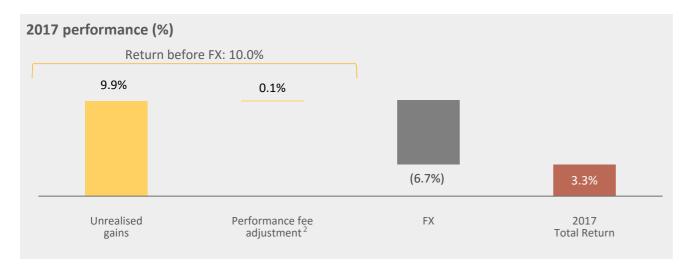
<sup>4.</sup> Not meaningful

### **Private Equity Adjusted NAV development and performance**









#### **Highlights**

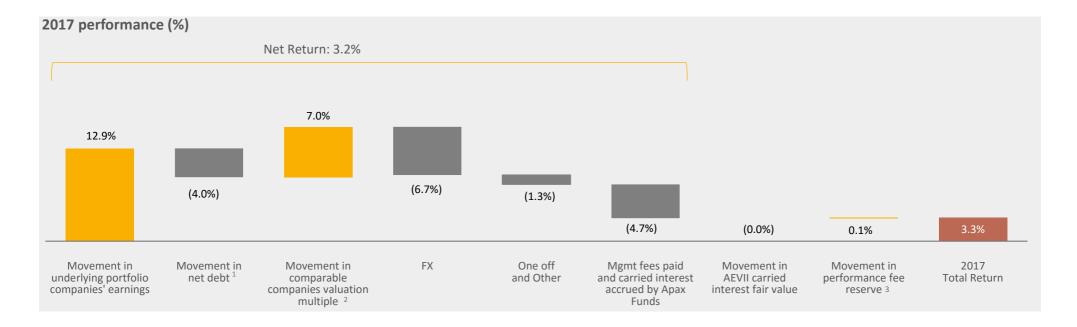
- €150.8m of calls were made, with €140.0m in relation to Apax IX¹ and €9.6m to AMI, to cover transactions that were bridge financed in the second half of the year
- Distributions from divestments in Apax VIII of €67.2m, AEVII of €6.7m, AEVI of €0.3m and AMI of €0.3m
- Unrealised gains contributed €47.3m or 9.9% to performance, driven by organic and acquisitive growth across the portfolio
- Largest absolute fair value gains:
  - Azelis (+€15.2m, current NAV<sup>4</sup>: €55.7m)
  - Engineering (+€11.8m, current NAV<sup>4</sup>: €30.8m)
  - Assured Partners (+€11.2m, current NAV<sup>4</sup>: €48.2m)
- Largest mark-downs:
  - One Call (-€13.5m, current NAV<sup>4</sup>: €8.1m)
  - FullBeauty (-€12.9m, current NAV<sup>4</sup>: €2.9m)
- EVRY (-€9.1m, current NAV<sup>4</sup>: €26.3m)
- FX movement mainly due to the appreciation of the euro against the US dollar by 12.4%<sup>5</sup>
  - 44% of AGA's PE portfolio is denominated in US dollars

- 1. Calls of €150.8m were to fund AIX and AMI investments and AVIII follow-on investments for further details please see slide 8
- 2. Performance fee adjustment accounting for the movement in the estimated performance fee reserve at 31 December 2017
- 3. Includes AGA's exposure to carried interest holdings in Apax Europe VII which was valued at €19.4m at 31 December 2017
- 1. Current NAV represents AGA's gross indirect look-through NAV in the Apax Funds at 31 December 2017
- 5. Source: Bloomberg

# **Private Equity valuation drivers**



Total Return 3.3% for 2017 with FX drag of 6.7%, constant currency Total Return 10%



#### **Highlights**

- Growth in underlying earnings contributed 12.9% to Total Return from organic growth and through M&A activity
- Movements in net debt reduced Total Return by 4.0% predominantly reflecting the continued debt funded M&A activity of portfolio companies in Apax VIII and Apax IX
- Valuation multiples have increased, contributing 7.0% to Total Return as stock markets continued to rally across US and Europe

- Performance drivers represent a return of 15.9%
- FX reduced Total Return by 6.7% mainly due to the euro strengthening against the US dollar
- Management fees and carried interest accruals at the level of the Apax Funds reduced return by 4.7% in the year

<sup>1.</sup> Represents movement in all instruments senior to equity

<sup>2.</sup> Movement in the valuation multiples captures movement in the comparable companies valuation multiples. In accordance with International Private Equity and Venture Capital Valuation ("IPEV") guidelines, the Apax Funds use a multiples based approach where an appropriate valuation multiple (based on both public and private market valuation comparators) is applied to maintainable earnings, which is often but not necessarily represented by EBITDA to calculate Enterprise Value

<sup>3.</sup> Performance fee adjustment accounting for the movement in the estimated performance fee reserve at 31 December 2017

### **Private Equity operating metrics**









#### **Highlights**

- LTM revenue growth accelerated to 12.8% on average and LTM EBITDA growth to 17.9%, driven largely by M&A and faster growing portfolio additions
- Valuations increased from 12.9x LTM EBITDA to 13.8x LTM EBITDA, reflecting an uplift in valuation multiples used to value the Private Equity portfolio (driven predominantly by public market valuations)
- Net debt / EBITDA multiple¹:

  December 2017: 4.3x v December 2016: 4.4x

  >6x

  42%

  11

  39%

  11

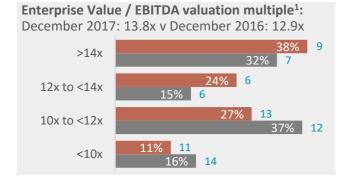
  4x to <6x

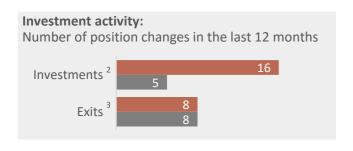
  2x to <4x

  27%

  14

 The average leverage level of portfolio companies reduced to 4.3x LTM EBITDA mainly driven by EBITDA growth (despite absolute net debt increasing)





■ December 2017 ■ December 2016

Number of investments within the associated band

Note: These operational metrics represent a snapshot of the portfolio as at period end, hence they do not capture the performance of exited investments in the reporting period

- 1. At December 2017 and December 2016 nine and four investments were respectively excluded as these are large positive outliers, financial services companies often valued on book value or for which clean earnings financials are not available e.g. complex carve-outs or recent acquisitions. The increase was due to new portfolio additions and one financial services company newly excluded
- 2. New closed investments in 2017 see slide 8 for full list of acquisitions
- Represents investments exited in 2017 see slide 9 for a full list of disposals

# Top 30 Private Equity positions' operational performance by vintage



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Majority of portfolio with strong performance or in line with expectations

<b>.</b>	Vintage	2005-2009 0% invested	2010-2014 14% invested	2015 41% invested	2016 5% invested	2017 <sup>2</sup> : 31% invested (not allocated by performance)	
	Strong performance ahead of expectations		Global <b>Logic</b>	idealista  azelis  AssuredPartners	ENGINEERING  BOATS GROUP  VYOICE	attenti  Software Solutions  KEPRO	
Performance	On track	On track  White the second sec		EVRY Q.D Quality Distribution wehkamp	duckcreek technologies  NuPharm365	国泰君安证券 GUOTAL JUNAN SECURITIES  MATCHES FASHION.COM	
Perf	Behind expectations		Acelity*  Onecallcare* MANAGEMENT	<b>ZenSár</b>		SYNERON CANDELA  ThoughtWorks	
	Significant issues					safetykleen tosca.	

Note: Allocations are based on operational performance, not valuations. Logo positions are not a reflection of operational performance in comparison to each other within a particular "bucket". Allocations have been prepared on the basis of the Investment Adviser's current view of operational performance and are not a guarantee of future performance

<sup>1.</sup> Percentage invested is on the basis of AGA's Private Equity gross NAV of €609m which excludes the revolving credit facility and carried interest. Top 30 represents 91% of total Private Equity gross NAV

<sup>2.</sup> This includes all investments closed from 1 July 2016 to 31 December 2017



# **Derived Debt acquisitions in 2017**

### Apax GLOBAL ALPHA

### Continued focus on second lien loans in North America

Acquisitio	ns¹							
Debt		Cost <sup>2</sup>	Debt		Cost <sup>2</sup>	Debt		Cost <sup>2</sup>
aptôs.	Software provider for omni- channel retailing store customer engagement solutions (North America, Tech & Telco, first lien)	€16.5m	KEPRO	Provider of beneficiary eligibility and medical cost containment services (North America, Healthcare, second lien)	€23.6m	RIEMSER ~	German based speciality pharmaceutical company (Europe, Healthcare, first lien)	€18.2m
AssuredPartners	Middle market insurance brokerage firm (North America, Services, second lien) <sup>3</sup>	€18.3m	legal <b>zoom</b> °	Personalised, online legal solutions and legal documents provider for small businesses and families (North America, Services, second lien)	€8.3m	<b>safety</b> kleen	Europe's largest service provider of surface treatment and chemical application services (UK, Services, second lien)	€11.0m
CALIBER	US collision repair multi-shop operator (North America, Consumer, second lien)	€4.7m	MISYS FINANCIAL SOFTWARE	Provider of financial services software (Europe, Tech & Telco, second lien)	€1.8m	<u>syncsort</u>	Infrastructure software provider (North America, Tech & Telco, second lien)	€20.8m
ECI Software Solutions	Leading provider of ERP software for SME clients (North America, Tech &Telco, second lien)	€12.3m	pdc brands beauty & wellness	One of the fastest growing beauty companies in the world (North America, Consumer, second lien)	€8.5m			

<sup>1.</sup> In April 2017, AGA's investments in Answers first and second lien debt restructured and it received equity, warrants and new second lien debt. These have been excluded from the above. In September 2017, AGA's investment in Rue21 first lien debt was restructured and in lieu of this AGA received Rue21 equity. The Rue21 DIP facility (Debtor-in-Possession) that AGA held was also converted into a new first lien term loan. These have been excluded from the above

<sup>2.</sup> Represents the cost acquired during 2017

<sup>3.</sup> Add-on position

# **Derived Equity acquisitions in 2017**



Strong investment activity due to relative attractiveness of asset class

Acquisition	s <sup>1</sup>							
Equity		Cost <sup>2</sup>	Equity		Cost <sup>2</sup>	Equity		Cost <sup>2</sup>
<b>前程尤优</b>	Leading online job listing website in China (China, Consumer, ADR)	€9.5m	<b>Liva Nova</b> Health innovation that matters	Med-tech company (UK, Healthcare) <sup>3</sup>	€8.4m	Strides Shasun	Pharmaceutical company (India, Healthcare) <sup>3</sup>	€2.2m
△ Altair	Product design and development, engineering software and cloud computing software company (North America, Tech & Telco)	€1.7m	<b>mi</b> tie	Facilities management company (UK, Services) <sup>3</sup>	€2.3m	<b>⇒talend</b>	Open source SaaS provider of data management solutions (North America, Tech & Telco)	€6.6m
BANCA FARMAFACTORING MP SOMES SECT	Italian factoring business focusing on healthcare and public sector suppliers (Europe, Services)	€1.1m	N BROWN GROUPPLO Where taxhion fits!	Home shopping fashion retailer (UK, Consumer) <sup>3</sup>	€3.9m	Tech <mark>Mahindra</mark>	IT services, outsourcing and consulting company (India, Tech & Telco)	€12.7m
DCB BANK	Indian commercial bank (India, Services)	€11.5m	<b>e</b> nets	Nordic provider of payments, cards and information services (Europe, Tech & Telco)	€10.0m	VIPSHOP.COM 一家专门做特卖的网站	Largest independent online discount retailer in China (China, Consumer)	€12.7m
EVRY	Nordic IT services and fin-tech company (Europe, Tech & Telco)	€3.7m	Repco Home Finance - We value your Dream	Housing finance company (India, Services)	€2.1m			
( <b>∦</b> KRKA	Slovenian generic pharmaceutical company (Europe, Healthcare)	€19.8m	SINOPHARM	Largest wholesaler and retailer of pharmaceutical products in China (China, Healthcare)	€12.6m			

<sup>1.</sup> In April 2017, AGA's investments in Answers first and second lien debt restructured and it received equity, warrants and new second lien debt. In September 2017, AGA's investment in Rue21 first lien debt was restructured and in lieu of this AGA received Rue21 equity. The Rue21 DIP facility (Debtor-in-Possession) AGA held was also converted into a new first lien term loan. These have been excluded from the above

<sup>2.</sup> Represents the cost acquired in 2017

<sup>3.</sup> Add-on positions

### **Derived Debt divestments in 2017**



Majority of debt positions realised above target returns

Divestments <sup>1</sup>							
Debt		Initial year of purchase	Gross IRR <sup>2</sup>	Debt		Initial year of purchase	Gross IRR <sup>2</sup>
Acelity*	Medical equipment company (North America, Healthcare, second lien)	2016	48%	ellucian.	Higher education IT (North America, Tech & Telco, senior unsecured)	2016	22%)
Answers™	Internet based knowledge exchange (North America, Services, second lien)	2014 <sup>3</sup>	-21%3	EPICOR <sub>®</sub>	Global provider of industry specific enterprise software (North America, Tech & Telco, second lien)	2015	9%4
AssuredPartners <sub>INC</sub>	Middle market insurance brokerage (North America, Services, second lien)	2015	9%	= EXACT BUSINESS SOFTWARE	Leading vendor of on-premises and cloud- based accounting and ERP software, and services for SME's (Europe, Tech & Telco, second lien)	2015	16%4
• azelis	Global distributor of specialty chemicals and related services (Europe, Services, second lien)	2016	14%	<b>₹</b> KEPRO	Provider of care coordination and quality assurance services (North America, Healthcare, second lien)	2017	13%
CALIBER COLLISION	US collision repair multi-shop operator (North America, Consumer, second lien)	2017	-1%	<b>⊌</b> Paradigm <sup>°</sup>	Provider of software solutions for the oil and gas sector (Rest of World, Tech & Telco, second lien)	2014	16%4
COLE HAAN	Leading designer and retailer of premium footwear and accessories (North America, Consumer, first lien)	2016	24%)	Unilabs Unilabs	Pan-European laboratory and radiology service company (Europe, Healthcare, PIK note)	2016	10%

<sup>1.</sup> Full exits. Excludes the Rue21 first lien debt that was restructured in September 2017 and Answers first and second lien debt that was restructured in April 2017

<sup>2.</sup> Gross IRR calculated since the initial purchase date of the investment

<sup>3.</sup> AGA initially purchased debt in Answers first lien debt in November 2014. In April 2017, the first lien debt was restructured and AGA received equity and new second lien debt. The new second lien debt received in April 2017 was subsequently sold in September 2017 and the gross IRR represents the gross IRR on the disposal of the new second lien debt only

<sup>4.</sup> Gross IRR calculated since the initial purchase date of the investments which was prior to AGA's IPO on 15 June 2015. Epicor was initially purchased in June 2015, Exact in February 2015 and Paradigm in March 2014

# **Derived Equity divestments in 2017**



Excellent returns on realised investments with average Gross IRR of 62.8%<sup>1</sup>

Divestments <sup>2</sup>							
Equity		Initial year of purchase	Gross IRR <sup>3</sup>	Equity		Initial year of purchase	Gross IRR <sup>3</sup>
<b>が起</b> えけ 他・人・カ・カ・カ・カ・本	Leading online job listing website in China (China, Consumer, ADR)	2017	96%	N BROWN GROUP PLC Whose Fashion Fits!	Home shopping fashion retailer (UK, Consumer)	2016	169%
<b>\$</b> Chola	Non-bank financial company (India, Services)	2014	80%4	<b>a</b> nets	Nordic provider of payments, cards and information services (Europe, Tech & Telco)	2017	436%
<epam></epam>	Specialised outsourced product development services provider (Europe, Tech & Telco)	2016	30%	paloalto NETYGINS'	Security software company (North America, Tech & Telco)	2016	2%
F©RTINET.	Security software company (North America, Tech & Telco)	2016	31%	SHRIRAM Commercial Vahicle Finance	Commercial vehicle finance provider (India, Services)	2016	71%
<b>G</b> Geometric	IT engineering services business (India, Tech & Telco)	2016	37%	Tech Mahindra	IT services, outsourcing and consulting company (India, Tech & Telco)	2017	98%
Liva Nova Health innovation that matters	Med-tech company (UK, Healthcare)	2016	67%	zha pin com	Chinese online job portal (China, Tech & Telco)	2016	16%
<b>mitie</b>	Facilities management company (UK, Services)	2016	88%)				

<sup>1.</sup> Average Gross IRR of 62.8% calculated based on the aggregate cashflows of equity positions exited in FY 2017

<sup>2.</sup> Full exits only

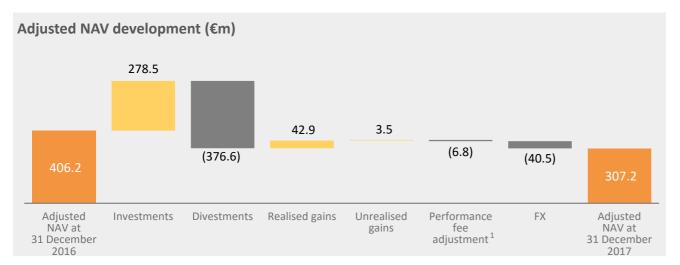
<sup>3.</sup> Gross IRR calculated since the initial purchase date of the investment

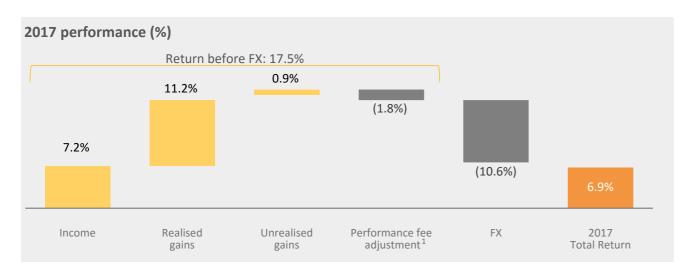
<sup>4.</sup> Gross IRR calculated since the initial purchased atte of the investments which was prior to AGA's IPO on 15 June 2015. Chola was initially purchased in March 2014

# Derived Investments Adjusted NAV development and performance



High level of divestments to fund Private Equity investments





#### **Highlights**

- Adjusted NAV decreased by €99.0m to €307.2m, as more Derived Investments were sold in the latter part of the year
- €278.5m was invested with €147.9m in to 13 debt investments and €130.6m in to 19 equity positions<sup>2</sup>
- Realisations of €376.6m consisted of €212.4m from 15 Derived Debt realisations and €164.2m from 15 Derived Equity realisations<sup>3</sup>
- Total Return of 6.9% mainly driven by realised gains from Derived Equity and income from Derived Debt. FX reduced returns as the euro continued to strengthen against major currencies. 87% of AGA's Derived portfolio is held in currencies other than the euro
- Return before FX of 17.5%, with income of 7.2% and fair value gains of 12.1%
- Largest gains<sup>4</sup>:
  - Sophos (+€17.3m, current NAV: €15.2m after partial sale)
  - Liva Nova (+€7.1m. sold in 2Q17)
- Paradigm (+€4.4m, repaid in 4Q17)
- Largest mark-downs<sup>4</sup>:
  - FullBeauty (-€12.0m, current NAV: €10.7m)
  - Rue21 (-€6.7m, restructured in 3Q17)
  - Strides Shasun (-€4.7m, current NAV: €14.1m)

<sup>1.</sup> Performance fee adjustment accounting for the movement in the estimated performance fee reserve at 31 December 2017

<sup>13</sup> debt investments comprise of 10 new debt positions; 1 add-on positions; and 2 received from restructuring. 19 equity investments comprise of 12 new equity positions; 4 add-on positions; and 3 positions received as part of the restructuring of Answers and Rue21

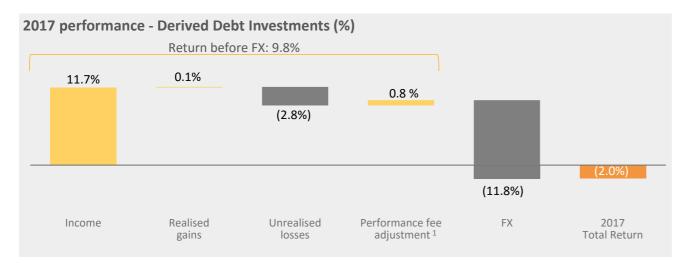
<sup>15</sup> debt realisations comprise of 6 debt positions that were called: 6 positions that were sold: and 3 that were restructured. 15 equity positions comprise of 13 full disposals and 2 partial realisations

Absolute fair value gains and mark-downs calculated by taking the unrealised fair value movements, realised gains, FX and income earned in 2017

# **Derived Investments Adjusted NAV development and performance**

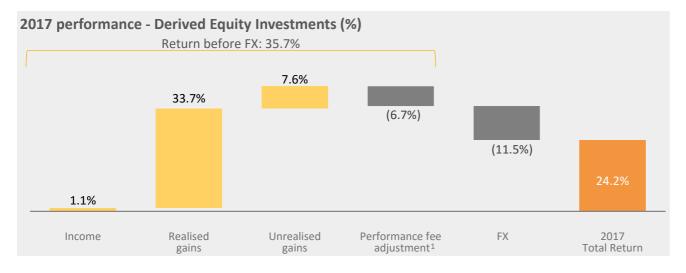


Derived Equity outshone with Total Return of 24.2% and Derived Debt continued to improve



#### **Derived Debt**

- Portfolio improved performance in 2017, constant currency return of 9.8% close to target range
- Unrealised losses in Derived Debt mainly from FullBeauty and Rue21
- FX movements were seen in the Derived Debt portfolio due to the large exposure (84%) to US dollar denominated debt
- Current remaining portfolio well positioned for continued growth



#### **Derived Equity**

- Largest positive driver contributing 33.7%, was from realised gains of €42.8m. All the sold positions contributed positively
- Unrealised gains of €9.6m contributed 7.6%. Only three positions had unrealised losses being: Strides Shasun (-€3.7m), Rue21 equity (-€0.9m) and Answers equity (-€0.2m)
- Dividend income of €1.4m was earned from nine equity positions, contributing 1.1% to returns
- FX continued to negatively impact returns

<sup>1.</sup> Performance fee adjustment accounting for the movement in the estimated performance fee reserve at 31 December 2017

### **Derived Investments operating metrics**



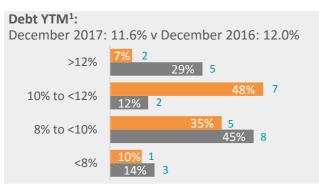








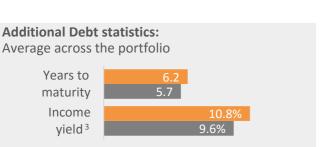
- Average LTM EBITDA growth increased to 6.2% for Derived Debt investments mainly due to the exit of one portfolio company (Paradigm) with lower EBITDA growth
- Average LTM earnings were 12.0% for Derived Equity. Decrease was driven by a change in the positions held compared to December 2016. Ten out of 15 positions held at December 2016 were sold during the year
- The average yield of debt to maturity remained largely unchanged at 11.6% due to eight old positions and eight new positions changing the portfolio mix
- The average price-to-earnings multiple for the Derived Equity portfolio increased to 29.0x. (Sophos being the key driver). This was partially offset by the change in the portfolio composition where exited investments exhibited higher price-to-earnings multiples than those added to the portfolio during the course of the year



Years to

maturity Income

vield<sup>3</sup>







Note: These operational metrics represent a snapshot of the portfolio as at period end, hence they do not capture the performance of exited investments in the reporting period

- Gross Asset Value weighted average of the respective metric across the Derived Investments Debt portfolio
- Gross Asset Value weighted average of the respective metric across the Derived Investments Equity portfolio. (Cengage, Talend, Altair, Answers and Rue21 have been excluded from the analysis above) Gross Asset Value weighted average of the current full year income (annual coupon/clean price as at the respective date) for each debt position in the Derived Debt portfolio as at the respective date
- New closed investments in the 2017 See slides 15 and 16 for full list of acquisitions (inclusive of add-on positions but excluding new positions received as part of restructurings)
- Represents full exits during 2017- See slides 17 and 18 for list of disposals. Investments and exits exclude restructured positions in Answers and Rue21

### **Conclusions and Outlook**



#### 2017 summary

- Total NAV Return was 2.2% and 10.2% on a constant currency basis
- Private Equity portfolio with sound operational performance and a constant currency Total Return of 10.0%: LTM EBITDA growth of 17.9%. Average leverage of 4.3x
- Derived Investments with constant currency Total Return of 17.5% improving performance in Derived Debt
- Second interim dividend of 4.17p in respect of 2H17 will be paid on 4 April, equivalent to 2.5% of NAV at 31 December 2017

#### **Private Equity outlook**

- Private Equity remains attractive on a relative basis compared to other asset classes
  - Active management of strategic and operational improvements can allow portfolio companies to mature into their high valuations
- Confident outlook on the performance of the Apax Funds:
  - Most of the difficult assets have been worked through
  - Performing assets are increasing in size on both absolute and relative bases
  - Investment portfolio of AIX off to a good start

#### **Derived Investments outlook**

- Over the past twelve months €130.6m has been invested in to Derived Equity, €147.9m in to Derived Debt
- In Derived Debt:
  - Loans remain more attractive than high yield
  - Continue to seek out opportunistic/idiosyncratic/value oriented assets which are under-rated by the market (e.g. Riemser)
- In Derived Equities the focus is on relative value in developed markets and opportunities in emerging markets in subsectors such as:
  - Financial services
  - Health care
  - Online/digital





# The Company

Apax Global Alpha Limited



### **About AGA**

AGA is a closed ended investment company that invests in a diversified portfolio of Private Equity Investments and Derived Investments in debt and equities.

The Company was admitted to trading on the Main Market of the London Stock Exchange on 15 June 2015.

On 18 September 2017, the Company became part of the FTSE All-Share and Small-Cap Indices.

#### Ticker: APAX

#### What AGA does

- > Set business objectives and investment strategy
- > Governance and risk management
- > Appointment and oversight of Investment Manager and other service providers

# The Investment Manager

Apax Guernsey Managers Limited

### About AGML

AGA has appointed Apax Guernsey Managers Limited ("AGML" or the "Investment Manager") as its discretionary Investment Manager. AGML is managed by a board of experienced investment professionals and operational private equity executives.

### What AGML does

- > Discretionary portfolio management
- > Investment and divestment decisions
- > Portfolio performance analysis and risk management

# The Investment Adviser

**Apax Partners LLP** 



### **About Apax Partners**

Apax Partners LLP is a leading global private equity advisory firm and acts as Investment Adviser to AGML. It operates globally and has more than 30 years of investing experience.

Apax Partners has raised and advised funds that total over €42bn in aggregate at 31 December 2017.

### What Apax Partners do

- > Identification and due diligence of investment opportunities
- > Recommendation of potential investments and divestments to AGMI for consideration

### **The Investment Adviser**

### **Apax Partners**



### **Industry leader**

Over €42 billion equivalent of funds raised to date

### **Pioneer in Private Equity**

Established in 1969 in the US and 1972 in Europe<sup>1</sup>

### Significant global reach

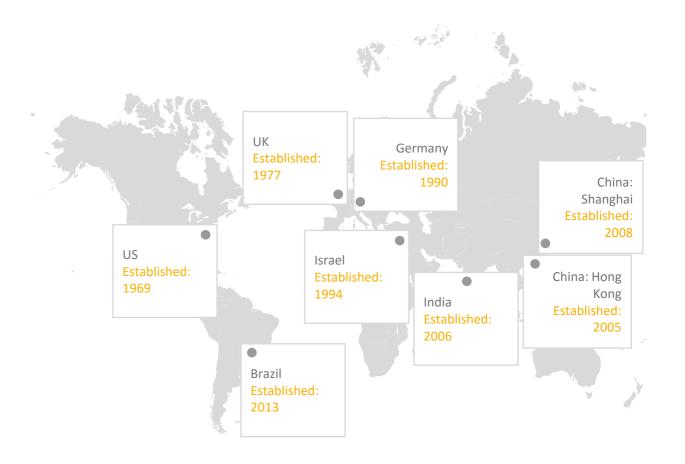
8 offices in 7 countries

### **Deep bench of industry specialists**

c.120 investment professionals

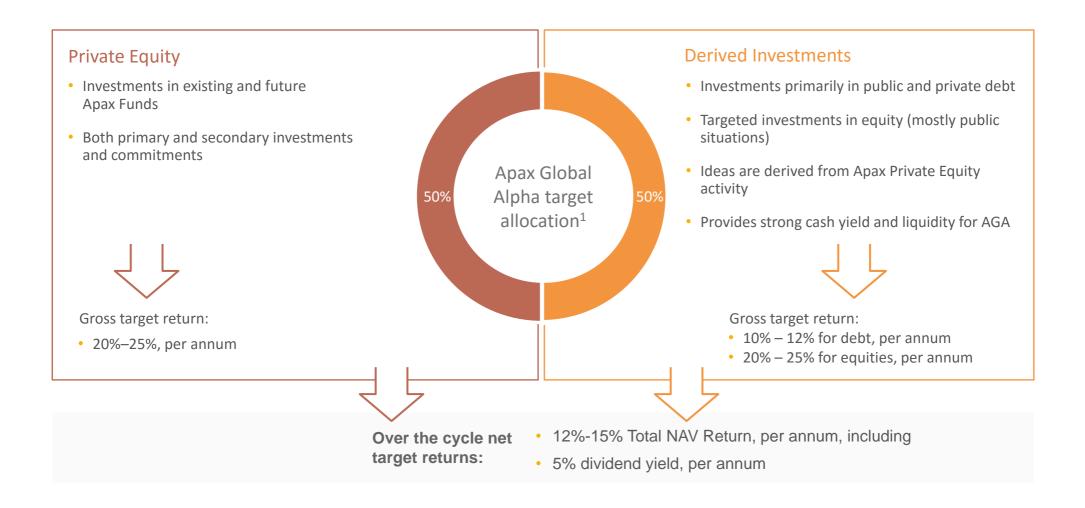
### **Industry focused investments**





Source: Apax Partners internal data







# **Top 30 Private Equity Investments at 31 December 2017**

Private Equity Portfolio (look-through basis) – AGA's indirect exposure

Private Equity Portfolio (look-through basis)

– AGA's indirect exposure (ctd)

		Fund	Geography	Sector	Valuation €m	% of NAV
1.	Azelis	AVIII	Europe	Services	55.7	6%
2.	Assured Partners	AVIII	North America	Services	48.2	5%
3.	Exact	AVIII	Europe	Tech & Telco	32.8	4%
4.	Engineering	AVIII	Europe	Tech & Telco	30.8	3%
5.	GlobalLogic	AVIII	North America	Tech & Telco	29.8	3%
6.	Unilabs	AEVI &AIX	Europe	Healthcare	28.9	3%
7.	EVRY*	AVIII	Europe	Tech & Telco	26.3	3%
8.	Idealista	AVIII	Europe	Consumer	25.7	3%
9.	Wehkamp	AVIII	Europe	Consumer	20.2	2%
10.	Vyaire Medical	AVIII	North America	Healthcare	19.7	2%
11.	NuPharm365	AVIII	Europe	Healthcare	18.3	2%
12.	Quality Distribution*	AVIII	North America	Services	17.6	2%
13.	Cole Haan	AVIII	North America	Consumer	17.5	2%
14.	Thoughtworks	AIX	North America	Tech & Telco	16.4	2%
15.	Duck Creek Technologies	AVIII	North America	Tech & Telco	16.1	2%
16.	MATCHESFASHION	AIX	UK	Consumer	15.6	2%
17.	Shriram City Union	AVIII	India	Services	15.4	2%

		Fund	Geography	Sector	Valuation €m	% of NAV
18.	Acelity	AEVII	North America	Healthcare	14.9	2%
19.	Safetykleen*	AIX	UK	Services	14.1	2%
20.	Syneron Candela	AIX	North America	Healthcare	11.8	1%
21.	ECi*	AIX	North America	Tech & Telco	9.5	1%
22.	Psagot	AEVII	Israel	Services	9	1%
23.	Guotai Junan Securities	AIX	China	Services	8.7	1%
24.	One Call	AEVII & AVIII	North America	Healthcare	8.1	1%
25.	Tivit	AEVI & AEVII	Rest of world	Tech & Telco	7.3	1%
26.	Attenti	AIX	Rest of world	Tech & Telco	6.9	1%
27.	Zensar Technologies	AVIII	India	Tech & Telco	6.8	1%
28.	Kepro	AIX	North America	Healthcare	6.8	1%
29.	Tosca	AIX	North America	Services	6.6	1%
30.	Boats Group	AIX	North America	Services	6.3	1%
	Total Top 30 - Gro	ss values			551.8	59%
	Other (Other inves	38.4	4%			
	Total Private Equit	ty			590.2	63%

<sup>\*</sup> Denotes overlap with the Derived Investments portfolio



# **Top 30 Derived Investments at 31 December 2017**

	Derived Investments Portfolio					Derived Investments Portfolio (ctd)							
		Instrument	Geography	Sector	Valuation €m	% of NAV			Instrument	Geography	Sector	Valuation €m	% N/
			North							North			
1.	Syncsort	2L term loan	America	Tech & Telco	20.5	2%	18.	Vertafore	2L term loan	America	Tech & Telco	8.5	1
2.	KRKA	Listed equity	Europe	Healthcare	20.2	2%				North			
3.	Riemser	1L term loan	Europe	Healthcare	19.5	2%	19.	PDC Brands	2L term loan	America	Consumer	8.4	19
4.	Genex*	2L term loan	North America	Healthcare	18.6	2%				North			
→.	Geriex	ZL term toan	North	Healthcare	10.0	270	20.	Legal Zoom	2L term loan	America	Services	8.3	19
5.	Rentpath	2L term loan	America	Tech & Telco	18.2	2%	21.	TAKE Solutions	Listed equity	India	Tech & Telco	7.9	19
			North				21.	TAKE SOLUTIONS	Listed equity		recir & reico	7.3	1.
6.	Aptos*	1L term loan	America	Tech & Telco	16.4	2%	22	T 1 1		North		6.5	4.6
	Quality		North				22.	Talend	Listed equity	America	Tech & Telco	6.5	19
7.	Distribution*	2L term loan	America	Services	16.3	2%			Equity and	North			
	Advantage						23.	Answers	warrants	America	Services	6.1	19
	Sales &		North										
8.	Marketing	2L term loan	America	Consumer	15.9	2%	24.	EVRY*	Listed equity	Europe	Tech & Telco	4.0	09
9.	Sophos*	Listed equity	UK	Tech & Telco	15.2	2%				North			
٥.	3001103	Listed equity	OK .	reen a releo	13.2	270	25.	Altair Engineering	Listed equity	America	Tech & Telco	3.0	09
10.	Strides Shasur	n Listed equity	India	Healthcare	14.1	2%	26	Cengage Learning*	OTC¹ equity	North America	Other	2.9	09
	Sinopharm							Repco Home					
11.		Listed equity	China	Healthcare	12.8	1%	27	Finance	Listed equity	India	Services	2.4	09
12.	Vipshop	Listed equity	China	Consumer	12.5	1%	27.	Timarice			Services	2.4	0,
			North				20	D 24	Term loan and	North	C = 1 = 1 = 1	2.7	01
13.	ECi*	2L term loan	America	Tech & Telco	12.5	1%	28.	Rue21	equity	America	Consumer	3.7	09
14.	DCB	Listed equity	India	Services	12.0	1%							
15.	Safetykleen*	2L term loan	UK	Services	11.1	1%	29.	Misys	2L term loan	Europe	Tech & Telco	1.7	09
16.	FullBeauty*	2L term loan	North America	Consumer	10.7	1%	30.	Banca Farmafactoring	Listed equity	Europe	Services	1.2	0'
17	China Cinda Asset Mgmt	Listed equity	China	Services	9.4	1%	30.	Total Derived Inve	· '	Lurope	JEI VICES	320.5	34

<sup>\*</sup>Denotes overlap with the Private Equity portfolio
1. OTC = Over-the-counter

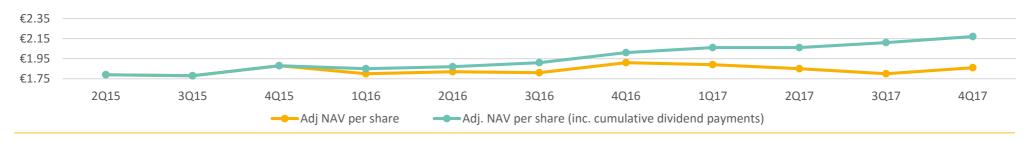


# **Adjusted NAV per share progression**

### Adjusted NAV per share progression (€)

	Adjusted NAV/share at the beginning of the period	Income	Realised gains	Unrealised gains	FX	Dividend	Other	Adjusted NAV/share at end of the period	Return %	Total NAV Return %
1Q15 <sup>1</sup>	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	8.8%	
2Q15 <sup>1</sup>	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	-0.4%	42.60/
3Q15	€1.79	€0.01	€0.00	-€0.01	-€0.01	€0.00	€0.00	€1.78	-0.4%	13.6%
4Q15	€1.78	€0.01	€0.01	€0.07	€0.02	€0.00	-€0.01	€1.88	5.6%	
1Q16	€1.88	€0.02	€0.00	€0.01	-€0.06	-€0.05	-€0.00	€1.80	-1.8%	
2Q16	€1.80	€0.02	€0.00	-€0.02	€0.03	€0.00	-€0.01	€1.82	1.2%	6.60/
3Q16	€1.82	€0.02	€0.00	€0.03	-€0.01	-€0.05	-€0.00	€1.81	2.0%	6.6%
4Q16	€1.81	€0.02	€0.00	€0.02	€0.07	€0.00	-€0.01	€1.91	5.2%	
1Q17	€1.91	€0.02	€0.00	€0.03	-€0.01	-€0.05	-€0.01	€1.89	1.4%	
2Q17	€1.89	€0.01	€0.04	€0.01	-€0.08	€0.00	-€0.02	€1.85	-2.1%	2.20/
3Q17	€1.85	€0.01	€0.00	€0.03	-€0.04	-€0.05	-€0.00	€1.80	-0.3%	2.2%
4Q17	€1.80	€0.01	€0.03	€0.05	-€0.02	€0.00	-€0.01	€1.86	3.5%	

### Adjusted NAV per share progression (€)

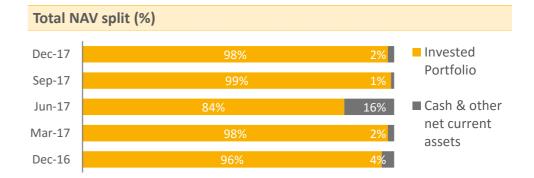


1. PCV, AGA's predecessor before IPO on 15 June 2015

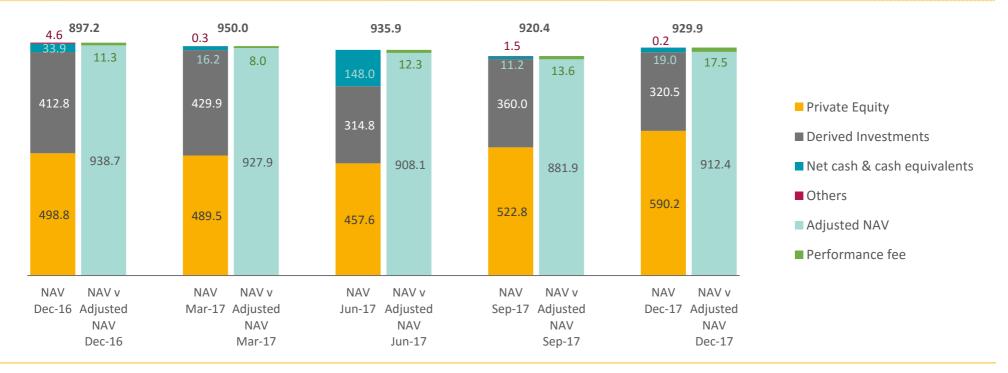


# Key financial highlights at 31 December 2017

Net Asset Values per share (€/£)					
	31 Dec 2017	30 Sept 2017	30 Jun 2017	31 Mar 2017	31 Dec 2016
NAV per share	€1.89/£1.68	€1.82/£1.62	€1.87/£1.64	€1.91/£1.62	€1.93/£1.65
Adjusted NAV per share	€1.86/£1.65	€1.80/£1.58	€1.85/£1.62	€1.89/£1.60	€1.91/£1.63



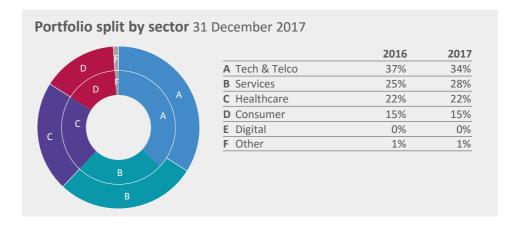
#### Total NAV split (€m)



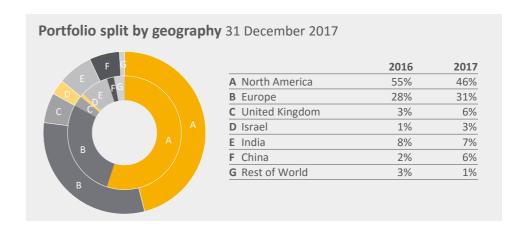
















### Portfolio split by sector 31 December 2017



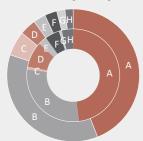
	2016	2017
A Tech & Telco	38%	32%
<b>B</b> Services	28%	32%
C Healthcare	19%	20%
<b>D</b> Consumer	14%	15%
E Other	1%	1%

### Portfolio split by fund exposure 31 December 2017



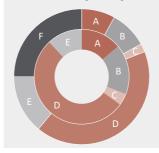
2016	2017
-1%	22%
87%	66%
13%	8%
0%	0%
1%	2%
0%	0%
	-1% 87% 13% 0% 1%

### Portfolio split by currency 31 December 2017



	2016	2017
A USD	48%	44%
<b>B</b> EUR	29%	36%
C GBP	1%	6%
<b>D</b> NOK	9%	4%
E ILS	3%	3%
F INR	5%	3%
<b>G</b> HKD	1%	2%
H Other	4%	2%

### Portfolio split by Private Equity vintage 31 December 2017



	2016	2017
A 2005-2012	14%	8%
<b>B</b> 2013	17%	9%
C 2014	4%	2%
<b>D</b> 2015	53%	42%
E 2016	12%	14%
<b>F</b> 2017	0%	25%

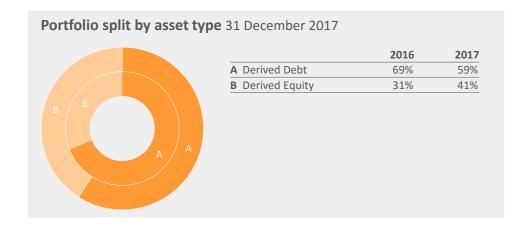
### Portfolio split by geography 31 December 2017

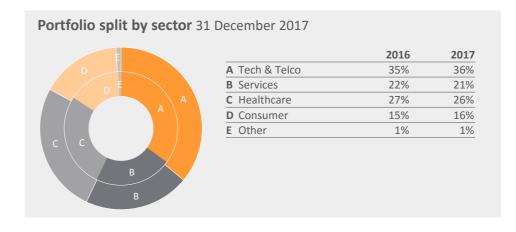


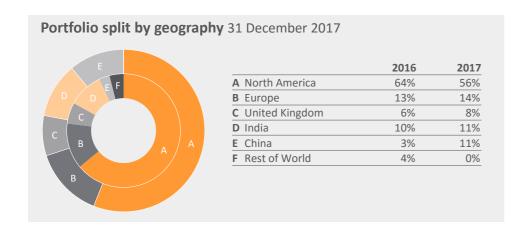
		2016	2017
Α	North America	47%	41%
В	Europe	39%	40%
С	United Kingdom	1%	5%
D	Israel	3%	5%
Ε	India	7%	5%
F	China	1%	3%
G	Rest of World	2%	1%



# **Portfolio composition - Derived Investments**



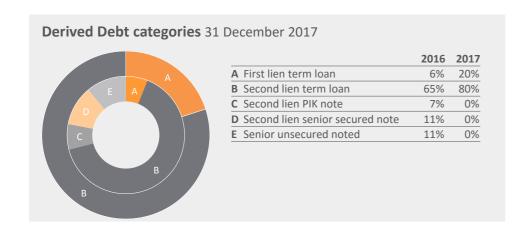


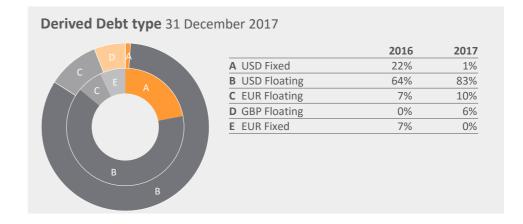






# **Portfolio composition - Derived Debt Investments**







### **Endnotes**



#### References to "Apax Funds"

Private Equity Funds advised by Apax Partners LLP to which AGA is committed are Apax IX - consisting of a euro tranche ("AIX – EUR") and a US dollar tranche ("AIX – USD"), Apax Digital Fund ("ADF"), AMI Opportunities Fund ("AMI"), Apax VIII ("AVIII") – consisting of a euro tranche ("AVIII – EUR") and a US Dollar tranche ("AVIIII – USD"), Apax Europe VI ("AEVI"). In addition, reference is made to the Apax Buyout Funds which includes AIX, AVIII, AEVII, 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

"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.

