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Note this presentation covers the period from 1 January 2018 to 31 December 2018 unless otherwise indicated.

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This Presentation is not intended to be marketing as defined in an EU jurisdiction under the EU's Alternative Investment Fund Managers Directive (2011/61/EU).

Investors in the Company are expected to be institutional investors, professional investors, high net worth investors and advised individual investors who can invest for a five year term, are capable of withstanding the loss of their investment, and understand the risks involved in investing in the Company and/or who have received advice from their investment advisor or distributor regarding investment in the Company.

Date: 4 March 2019

# **Financial Highlights**





2018 Total NAV Return<sup>1</sup>

7.1%

2018 dividends in % of NAV

5.0%

Adjusted NAV per share

€1.90 /

Private Equity
Total Return<sup>1</sup>

17.4%

Derived Debt Total Return<sup>1</sup>

4.5%

Derived Equity
Total Return<sup>1</sup>

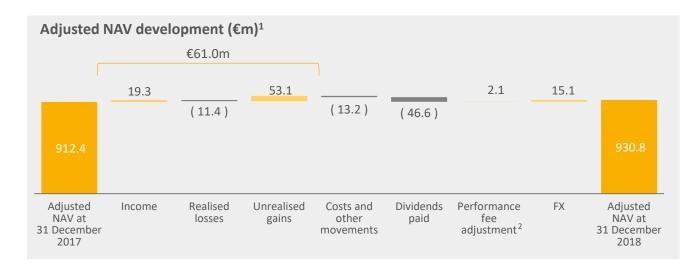
(17.6%)

<sup>1.</sup> Total NAV Return means the movement in the Adjusted NAV per share over the period plus any dividends paid. Total Return reflects the sub-portfolio performance on a stand-alone basis. It excludes items at overall AGA level such as cash, management fees and costs. Constant currency Total NAV Return 5.4%; constant currency Private Equity Total Return 15.9%; constant currency Derived Debt Total Return 0.3% and constant currency Derived Equity Total Return (17.4%)

# Adjusted NAV development and performance

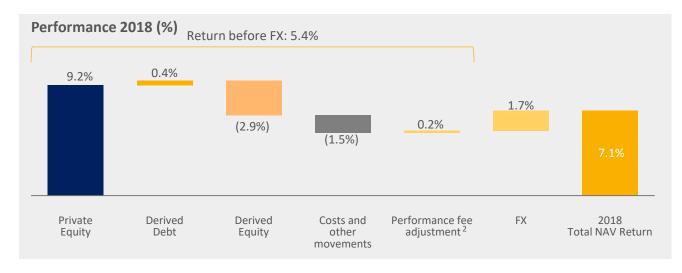






#### **Highlights**

- Adjusted NAV increased by €18.4m to €930.8m despite negative market developments
- Income and fair value gains of €61.0m driven by €84.3m from the Private Equity portfolio, €3.6m from the Derived Debt portfolio and net losses from Derived Equity of (€26.9m)
- Income of €19.3m comprises mainly interest income from the Derived Debt portfolio of €17.7m and dividends of €1.6m from the Derived Equity portfolio



- Private Equity contributed 9.2% to Total NAV Return as a result of strong operational performance
- Derived Debt's positive return contributed 0.4%
- Derived Equity had negative performance contribution of 2.9%
- No performance fee payable for the 2018 financial year

<sup>1.</sup> See p.24 in the appendix for details regarding per share data

<sup>2.</sup> Performance fee adjustment accounting for the movement in the performance fee reserve at 31 December 2018

### **AGA Invested Portfolio**

### Portfolio remains weighted towards Private Equity



### **Private Equity**

Total Return<sup>1</sup> 2018 / constant currency

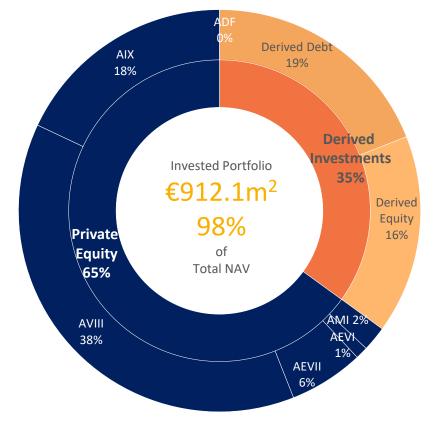
17.4% /

15.9%

Number of portfolio companies<sup>3</sup> 53

Gross IRR on full exits4 / Gross MOIC4

50.2% / 4.3x



## **Derived Investments**

#### **Derived Debt**

Total Return<sup>1</sup> 2018 / constant currency

4.5% /

0.3%

### **Derived Equity**

Total Return<sup>1</sup> 2018 / constant currency

(17.6%)/

Number of positions/ overlap with PE

16 / 7

Number of positions/ overlap with PE

17/3

11.0% / 1.2x (15.8%) / 0.9x

Gross IRR<sup>5</sup> / Gross MOIC<sup>5</sup> Gross IRR<sup>5</sup> / Gross MOIC<sup>5</sup>

AGA's target allocation will fluctuate over time due to market conditions and other factors, including calls for and 3. Positions for the Apax Funds have not been provided as some portfolio companies overlap funds distributions from Apax Funds, the timing of making and exiting Derived Investments and the Company's ability to invest in future Apax Funds

<sup>1.</sup> Total Return reflects the sub-portfolio performance on a stand-alone basis. It excludes items at overall AGA level such as cash, management fees and costs

Excludes cash and cash equivalents, revolving credit facility drawn and net current assets, including these the NAV and Adjusted NAV is €930.8m. The performance fee reserve was nil at 31 December 2018

<sup>-</sup> see top 30 PE exposures on p.27

Gross IRR and Gross MOIC on full exits calculated based on the aggregate cash flows in euro across all funds for the three realised deals. Gross IRR represents concurrent Gross IRR

Gross IRR and MOIC calculated based on the aggregate euro cash flows since inception of deals realised during the period (includes partial realisations)



# **Private Equity portfolio highlights**

Operational momentum continues to drive value



Average 2018 EBITDA growth<sup>1</sup>

22.2%

- Overall portfolio healthy with only limited number of investments behind original investment plan
- LTM revenue growth increased to 14.5% on average, or 9.8% if adjusted for M&A

### **Private Equity Total Return**

2018 / 2018 constant currency

17.4% / 15.9%

- Main value driver is organic growth and M&A across the portfolio
- Like-for-like valuation of Apax VIII and Apax IX funds (80% of total Private Equity fund commitments) increased 16.03% during the year

### Three full exits<sup>2</sup>

Capital returned / Gross IRR

€134.9m / 50.2%



Global**Logic**\*



and 12 partial realisations

– AEVI, AEVII ——

### New investments

Capital invested this year

€43.5m



genius sports













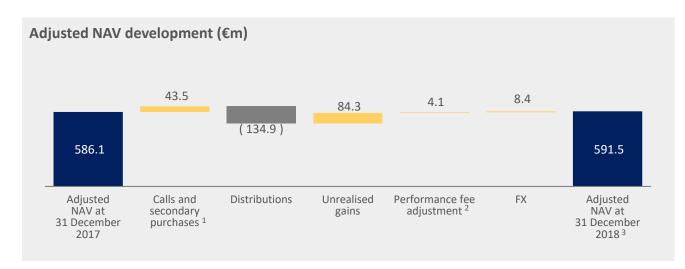


- 1. Excluding Vyaire Medical due to short term fluctuations in EBITDA. December 2018 figures including Vyaire are 13.9% LTM Revenue growth and 17.7% LTM EBITDA growth
- 2. Gross IRR and Gross MOIC on full exits calculated based on the aggregate cash flows in euro across all funds for the deals realised in the year; Genex which closed in March 2018, GlobalLogic which closed in August 2018 and Azelis which closed in November 2018. Gross IRR represents concurrent Gross IRR. For more information, see p.31
- 3. Calculated as follows: (Adjusted NAV at December 2018 + disposals)/ (Adjusted NAV at December 2017 + Additions) -1

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

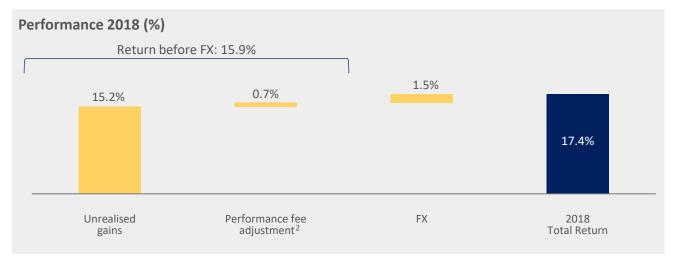
Apax GLOBAL ALPHA

Fair value gains reflect the operational strength of the portfolio



### Highlights

- Adjusted NAV increased by €5.4m to €591.5m
- AGA committed €73.3m to Private Equity investments:
  - €43.5m funded, of which
  - €11.1m invested in AEVI and AEVII carried interest
- Distributions totalled €134.9m mainly from the sale of Azelis: €72.0m, GlobalLogic: €34.2m and Genex: €6.0m
- Unrealised gains contributed €84.3m or 15.2% to performance, driven by both organic growth and M&A across the portfolio



- Largest absolute fair value gains:
  - ThoughtWorks (+€23.4m, current NAV<sup>4</sup>: €39.8m)
  - Assured Partners (+€20.6m, current NAV<sup>4</sup>: €68.8m)
  - Exact (+€19.1m, current NAV<sup>4</sup>: €51.9m)
- Largest mark-downs:
  - Shriram City Union ((€6.8m), current NAV<sup>4</sup>: €11.0m)
  - One Call ((€5.5m), current NAV<sup>4</sup>: €2.5m)
  - Ideal Protein ((€4.2m), current NAV<sup>4</sup>: €1.4m)

<sup>1.</sup> Secondary purchases of €11.1m were related to the purchase of additional carried interest holdings; add-on of €7.7m in AEVII and €3.4m into a new carried interest holding in AEVI

<sup>2.</sup> Performance fee adjustment accounting for the movement in the performance fee reserve at 31 December 2018

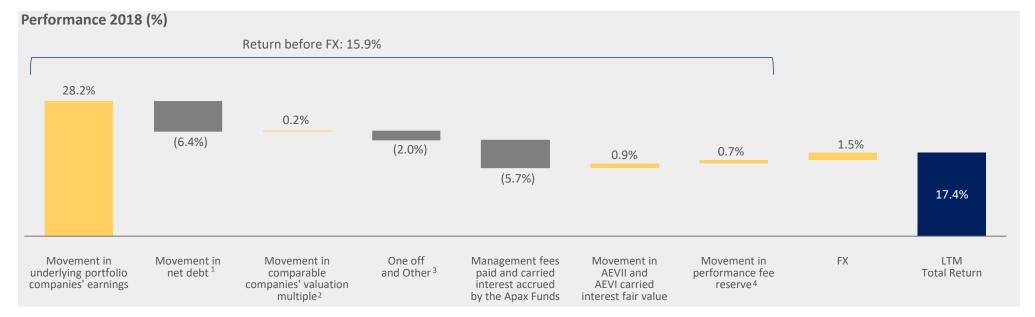
<sup>3.</sup> Includes AGA's exposure to carried interest holdings in AEVII and AEVI which were respectively valued at €32.1m and €3.6m at 31 December 2018

<sup>4.</sup> Current NAV represents AGA's gross indirect look-through NAV in the Apax Funds at 31 December 2018

# **Private Equity valuation drivers**



Strong contribution from portfolio companies' underlying earnings growth



### **Highlights**

- Growth in underlying earnings contributed 28.2% to Total Return from organic growth and through M&A activity
- Movements in net debt reduced Total Return by 6.4%, predominantly reflecting the continued debt funded M&A activity of portfolio companies in AVIII and AIX
- Average Net Debt / LTM EBITDA across portfolio at 4.0x<sup>5</sup>
- Valuation multiples were largely flat during the year contributing only 0.2% to Total Return
  - Average EV / LTM EBITDA multiple of 14.5x<sup>5</sup>

- Management fees and carried interest accruals at the level of the Apax Funds reduced return by 5.7% in the twelve months
  - Impacted by higher carried interest accruals as Private Equity funds increase in valuation, as well as "J-curve" effect of Apax IX, which will be mitigated while the fund is being invested
- Gains on AEVII and AEVI carried interest holdings added 0.9%
- Movement in performance fee reserve and FX contributed 2.2% to Total Return

L. Represents movement in all instruments senior to equity

<sup>.</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> Mainly dilutions from the management incentive plan as a result of growth in the portfolio's value

<sup>4.</sup> Performance fee adjustment accounting for the movement in the performance fee reserve at 31 December 2018

<sup>5.</sup> For more information, see p.32

# Top 30 Private Equity positions' operational performance by vintage



Majority of portfolio with strong performance or in line with expectations

<b>^</b>	Vintage	2005-2009 0% invested <sup>1</sup>	2010-2014 11% invested <sup>1</sup>	2015 33% invested <sup>1</sup>	2016 18% invested <sup>1</sup>	2017 24% invested <sup>1</sup>	2018 <sup>2</sup> (not allocated by performance)
Performance	Strong performance ahead of expectations  On track	<b>Unilabs</b>	COLE HAAN  Acelity**	AssuredPartners INC.  = EXACT  Quality Distribution  EVRY  SHRIRAM City  MUNICIPAL WHEN YOU WEED IT NO.	ENGINEERING  BOATS GROUP  Duck Creek Technologies	ThoughtWorks*  tosca.  io Global Travel  ECI Software Solutions  CANDELA  MATCHES FASHION.COM  Unilabs  Safetykleen  国泰君安证券 GUOTAI JUNAN SECURPTES	Healthium  genius sports  AUTHORITY* BRANDS  Paycor.
	Behind expectations  Significant issues		PSAGOT	wehkamp	VYOICE*	attenti	

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 €692.6m which excludes the revolving credit facility and carried interest. Top 30 represents 92% of total Private Equity Gross NAV

<sup>2.</sup> This includes all investments closed from 1 January 2018 to 31 December 2018. Represents 6% of total Private Equity Gross NAV

# **Exit uplifts in Private Equity portfolio**

### Premium valuations achieved across funds



### Average Fund valuation uplifts<sup>1</sup> to Unaffected Valuations<sup>2</sup>

	Number of exits <sup>3</sup>	Average Fund valuation uplift <sup>1</sup>	
Apax Europe VI	16	26%	(
Apax Europe VII	18	28%	(
Apax VIII	8	20%	•

### 2018 Private Equity full exits

	Unaffected Valuation date	Uplift <sup>4</sup>
genex.	September 2017	13%
Global <b>Logic</b> ⁵⁵	December 2017	17%
• azelis	March 2018	24%

### 1Q19 Private Equity signed exits (post year-end)

### **Valuation of Private Equity**

- The Apax Funds' investments are valued on a quarterly basis to reflect their latest fair value.
- Fair value of Apax Funds' private investments are largely determined using public comparatives trading and/or transaction comps as appropriate.
- In the Apax Funds, the majority of fair value movements are reported as unrealised given that gains or losses on exits signed, but not closed, are already reflected in the quarter end valuations.

	Unaffected Valuation date	Uplift⁴
AssuredPartners <sub>INC</sub>	December 2018	14%
= EXACT BUSINESS SOFTWARE	December 2018	34%

Note that Apax VIII signed agreements to sell both AssuredPartners and Exact Software in February 2019. Both remain subject to customary closing conditions.

<sup>1.</sup> Average Fund valuation uplifts are weighted by the total fair value of the Unaffected Valuations. It includes full exits and the significant partial exit of Sophos since 2014.

<sup>2.</sup> Unaffected Valuation is determined as the fair value in the last quarter before exit, when valuation is not affected by the exit process (i.e. because an exit was signed, or an exit was sufficiently close to being signed that the Apax Funds incorporated the expected exit multiple into the quarter end valuation)

<sup>3.</sup> Full exits and significant partial exit of Sophos since 2014

<sup>4.</sup> Valuation uplifts on exits are calculated based on the total actual or estimated sales proceeds and income as appropriate since the last Unaffected Valuation

<sup>5.</sup> Valuation uplift for GlobalLogic calculated on the final 50% tranche sold in 1Q18. Uplift calculated based on proceeds received compared to the fair value held at 31 December 2017



# **Derived Investments portfolio highlights**



Positive returns from Derived Debt but a drag from Derived Equity

Derived Investments (6.0%)/(8.0%) 2018 / 2018 constant currency

### **Derived Debt**

2018 / 2018 constant currency

4.5% / 0.3%

**Derived Equity** 

2018 / 2018 constant currency

(17.6%)/(17.4%)

### **New investments**

Total invested

€109.8m

















**Exits** Gross IRR<sup>2</sup> 11.0%

Gross MOIC<sup>2</sup> 1.2x



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**Exits** Gross IRR<sup>2</sup>

Gross MOIC<sup>2</sup> 0.9x

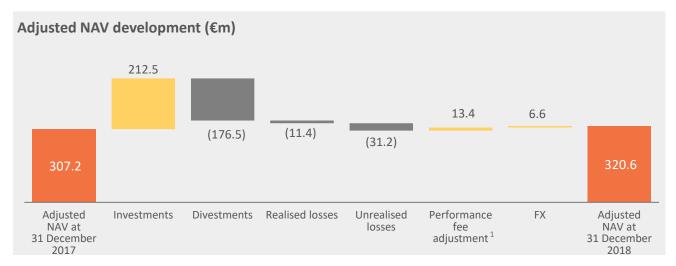
Add-on positions. For more information, see p.34

Gross MOIC and Gross IRR calculated based on the aggregate euro cash flows since inception for deals realised during 2018. For more information, see p. 35

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

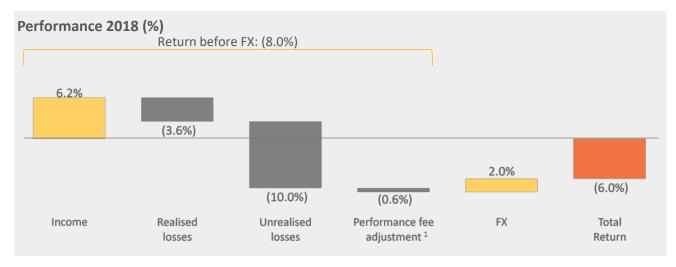


Losses in the equity portfolio dragged down returns



#### **Highlights**

- Adjusted NAV increased by €13.4m to €320.6m, mainly due to new investments
- €212.5m was invested with €109.8m into eleven debt investments and €102.7m into eleven equity positions<sup>2</sup>
- Realisations of €176.5m consisted of €112.8m from twelve³ Derived Debt realisations and €63.7m from twelve³ Derived Equity realisations



- Total Return of (6.0%)
- Largest gains<sup>4</sup>:
  - Greencore (€3.8m, current NAV: €10.8m (partially sold))
  - Syncsort (€3.6m, current NAV: €21.7m)
  - Dignity (€3.4m, sold in 2Q18)
- Largest mark-downs4:
  - OVS ((€9.3m), sold in 4Q18)
  - Vipshop ((€6.3m), sold in 4Q18)
  - FullBeauty ((€6.0m), current NAV: €2.5m)

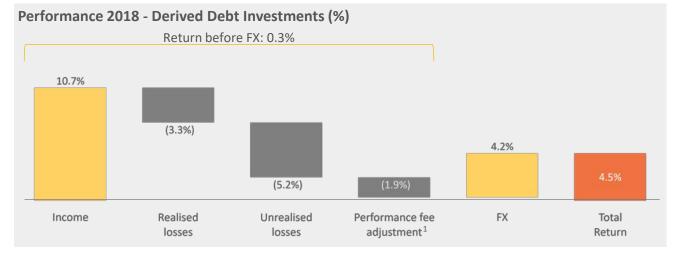
- 1. Performance fee adjustment accounting for the movement in the performance fee reserve at 31 December 2018
- 2. Eleven equity investments comprise of nine new equity positions; one add-on position, and one position received as part of a demerger of another position
- 3. Twelve debt realisations comprise of five debt positions that were called; five positions that were fully exited and two positions that amortised during the year. Twelve equity positions comprise of nine full disposals; three partial exits (of which one was a stock demerger)

<sup>4.</sup> Absolute fair value gains and mark-downs calculated by taking the unrealised fair value movements, realised gains, FX and income earned in 2018

### **Derived Investments Total Returns**



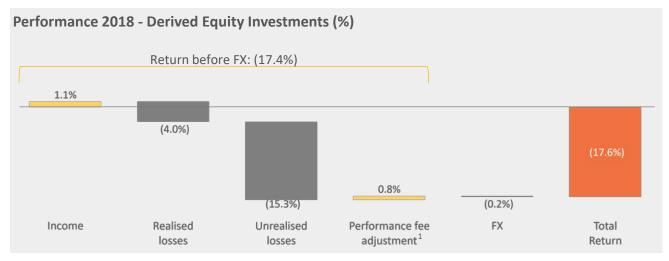
Debt income and equity realised gains partially offset drag from unrealised losses



#### **Highlights**

#### **Derived Debt**

- Income yield contributed 10.7% to Total Return reflecting attractive yields of underlying investments
- Unrealised losses largely driven by impact from FullBeauty: (€8.6m) or 93% of Derived Debt net unrealised losses
- Positive FX movements in the Derived Debt portfolio as 95% is exposed to US dollar denominated debt



#### **Derived Equity**

- Realised and unrealised losses adversely impacted Total Return by 19.3%. This was mainly driven by OVS (€9.3m), VIP.com (€6.6m) and Strides Pharma Science (€4.8m)
- FX had limited effect on returns over the period



#### Gross IRR / MOIC<sup>1</sup>

#### **Examples**

### **Top performers**

65% / 1.3x







- UK and US investments in Greencore, Dignity and Civitas Solutions performed well
- Civitas Solutions in process of being taken private
- Greencore disposed of its US division

Market dislocation

-27% / 0.7x





 Investments with sound businesses performing largely according to Apax plan



 Indian investment impacted by liquidity tightening in the non-bank financial sector DCB BANK



**Operational** performance below expectations

-6% / 0.7x





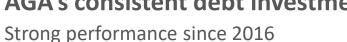




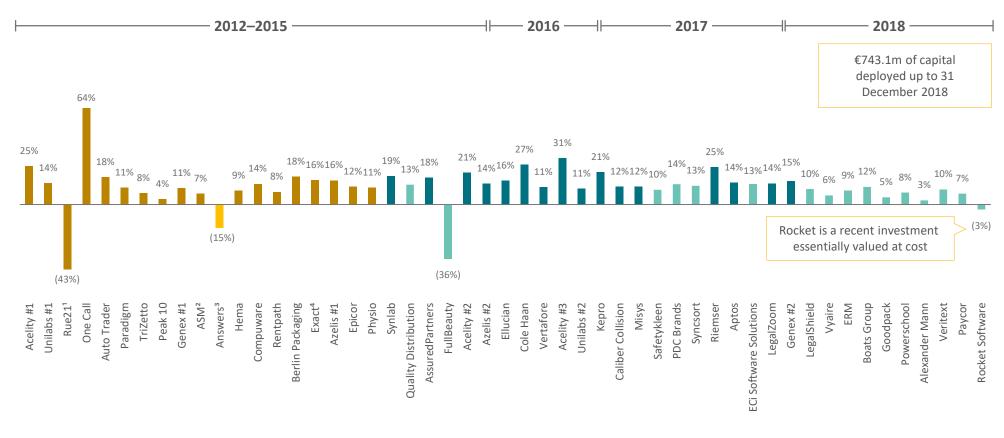
- OVS and VIP.com were sold as operational issues were not subsiding
- Sophos had relatively weaker results when compared to 2017
- Strides performance did not meet expectations

Gross MOIC and Gross IRR are the average for the positions illustrated for each respective category above and calculated based on the aggregate euro cash flows since inception

### AGA's consistent debt investment track record







Pre-IPO unrealised investments since 2012

Pre-IPO realised investments

Unrealised investments since IPO

■ Realised investments since IPO

Gross IRR is shown in constant currency. Local currency cashflows converted to euro using FX rates of the first cashflow for each respective position

L. Includes initial 2013 investment, 2015 follow-on, 2017 Debtor-In-Possession investment and equity received upon emergence from Chapter 11 bankruptcy

. ASM = Advantage, Sales & Marketing

3. Includes first lien and second lien investments made in 2014 and second lien term loan, equity and warrants received upon emergence in 2017

Included first lien and second lien investments made in early 2015

### **Conclusions and Outlook**



18

### **Summary of highlights**

- Total NAV Return was 7.1% (5.4% on a constant currency basis)
- Private Equity portfolio with strong overall performance driving returns and realisations:
  - Total Return of 17.4%, LTM EBITDA growth of 22.2%<sup>1</sup>, and three investments fully realised during 2018 at an average IRR of 50.2%, MOIC of 4.3x and an average uplift to last Unaffected Valuations of 24%
- Derived Investments Total Return of (6.0%) impacted by the equity portfolio
  - Healthy Derived Debt portfolio producing steady returns. Total Return of 4.5% (0.3% on constant currency basis) against difficult market backdrop
  - Derived Equity portfolio impacted by market volatility in addition to losses on a few specific positions. Total Return of (17.6%) ((17.4%) on constant currency basis)
- Final dividend of 4.12 pence declared representing 2.5% of NAV at 31 December 2018 and is expected to be paid on 5 April 2019

### **Private Equity outlook**

- Continued strong operational momentum in portfolio
- The portfolio is maturing and high valuations are creating more lucrative exit opportunities
- New deal activity driven by "quirky" and "value-added" deals in sub-sectors
   Apax knows well. Continue looking for asymmetries or dislocations that allow
   the Apax Funds to invest at reasonable absolute, or relative, valuations
- Reduction in public market multiples may make public-to-private transactions more attractive

#### **Derived Investments outlook**

- Less frothy credit markets improve the overall outlook for debt investments in AGA's portfolio
- Spreads in Europe have been expanding though continue to favour US loans due to low interest environment in Europe
- Market volatility has increased and is likely to remain high, which should enable AGA to exploit more dislocations
- In Derived Equities the number of risks (trade wars, Brexit, China etc.) are making the Investment Manager more cautious about this asset class

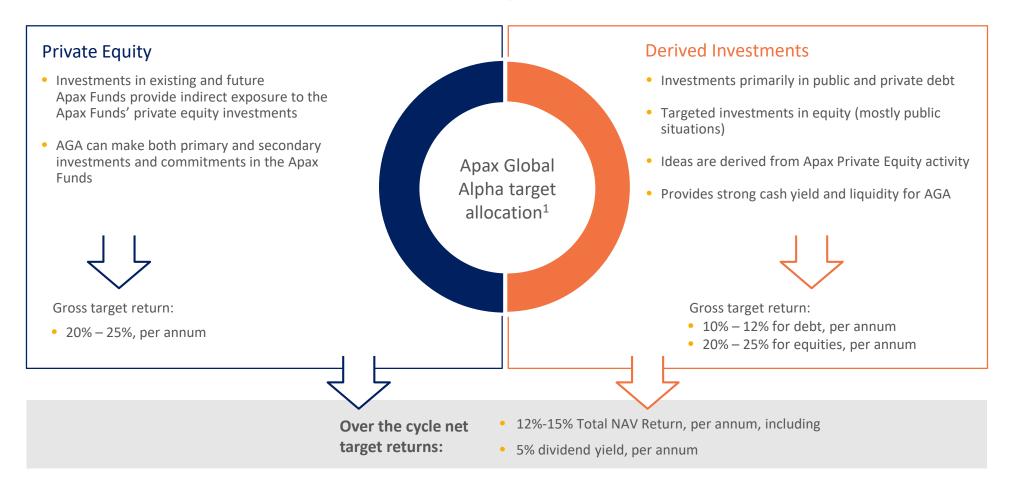


# **Apax Global Alpha's investment strategy**



Apax Funds have a strong track record in <u>private equity</u> through a diversified exposure in four core sectors of Tech & Telco, Services, Healthcare and Consumer. Apax Partners' sector knowledge allows it to spot emerging global trends early and invest "ahead of the curve".

**Derived Investments** are investments in <u>equities and debt</u> derived from the exclusive insights gained via Apax Partners' Private Equity activities. Apax Partners' expertise identifies value creating opportunities in debt and equity which are not part of the Apax Funds' investment mandate and hence AGA is in a unique position to invest in them.

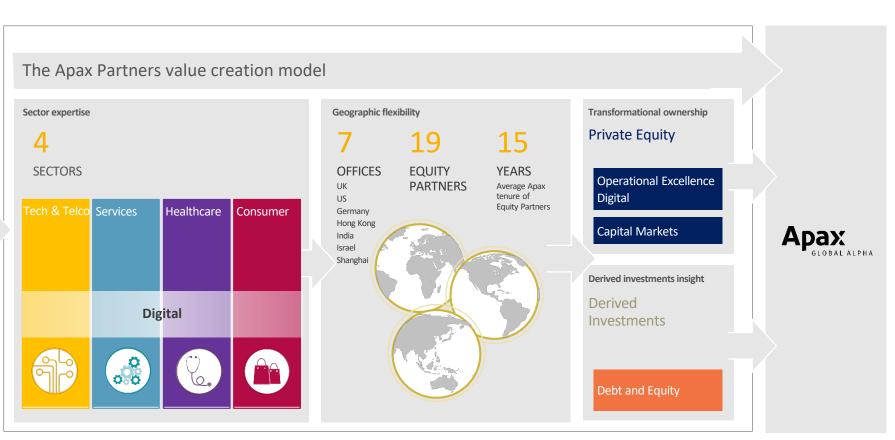


<sup>1.</sup> AGA's target allocation will fluctuate over time due to market conditions and other factors, including calls for and distributions from the Apax Funds, the timing of making and exiting Derived Investments and the Company's ability to invest in future Apax Funds

# **Generating Alpha**







# **Apax Global Alpha structure**



# The Investment Adviser

**Apax Partners LLP** 



### **About Apax Partners**

Apax Partners LLP is a leading global private equity advisory firm and over its more than 40-year history, Apax Partners has raised and advised funds with aggregate commitments of c.€40 billion as at 31 December 2018.

Funds advised by Apax Partners invest in companies across four global sectors of Tech & Telco, Services, Healthcare and Consumer. These funds provide long-term equity financing to build and strengthen world-class companies.

### What Apax Partners do

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

# 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 Company

Apax Global Alpha Limited



#### About AGA

Apax Global Alpha Limited ("AGA") is a closed ended investment company offering public market shareholders exposure to an extensive portfolio of Private Equity Investments through the Apax Funds; as well as a tailored mix of Derived Investments.

The Company listed on the Main Market of the London Stock Exchange on 15 June 2015 with a Premium listing. It is part of the FTSE All-Share and Small-Cap Indices. Ticker: APAX Market capitalisation at 31 December 2018 was €737.5m/£663.0m.

### What AGA does

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



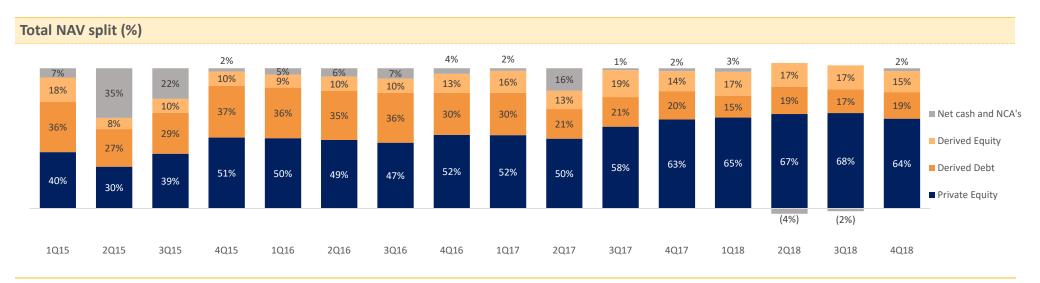


Adjusted NAV development (€m)										
	Private Equity €m	Derived Investments €m	Cash €m	Facility drawn €m	Other €m	2018 Total €m				
Adjusted NAV at 31 December 2017	586.1	307.2	19.0	-	0.1	912.4				
+ Investments	43.5	212.5	(254.8)	-	(1.2)	-				
- Divestments	(134.9)	(176.5)	308.2	-	3.2	-				
+ Interest and dividend income	-	-	19.6	-	(0.3)	19.3				
+/- Unrealised gains/(losses)	84.3	(31.2)	-	-	-	53.1				
+/- Realised gains/(losses)	-	(11.4)	-	-	-	(11.4)				
+/- FX gains/(losses)	8.4	6.6	0.1	-	-	15.1				
+/- Costs and other movements	-	_	(12.8)	-	(0.4)	(13.2)				
- Dividends paid	-	-	(46.6)	-	-	(46.6)				
+/- Performance fee reserve	4.1	13.4	(15.4)	-	-	2.1				
+/- Revolving credit facility drawn/repaid	-	-	-	-	-	-				
Adjusted NAV at 31 December 2018	591.5	320.6	17.3	-	1.4	930.8				

# 4Q18 3Q18 2Q18 1Q18 4Q17

Net Asset Values per share (€/£)

NAV per share	€1.90/£1.70	€1.91/£1.70	€1.93/£1.71	€1.80/£1.58	€1.89/£1.68
Adjusted NAV per share	€1.90/£1.70	€1.91/£1.70	€1.92/£1.70	€1.80/£1.58	€1.86/£1.65





# 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 %	Total NAV Return % (constant currency)
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/	9.5%
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%	6.6%	3.9%
3Q16	€1.82	€0.02	€0.00	€0.03	(€0.01)	(€0.05)	(€0.00)	€1.81	2.0%	0.0%	
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%)	2.2%	10.2%
3Q17	€1.85	€0.01	€0.00	€0.03	(€0.04)	(€0.05)	(€0.00)	€1.80	(0.3%)	2.270	10.2%
4Q17	€1.80	€0.01	€0.03	€0.05	(€0.02)	€0.00	(€0.01)	€1.86	3.5%		
1Q18	€1.86	€0.01	€0.01	€0.00	(€0.03)	(€0.05)	(€0.00)	€1.80	(0.7%)		
2Q18	€1.80	€0.01	€0.00	€0.08	€0.04	€0.00	(€0.01)	€1.92	6.9%	7.1%	5.4%
3Q18	€1.92	€0.01	(€0.01)	€0.04	€0.00	(€0.05)	€0.00	€1.91	1.8%	7.170	5.4%
4Q18	€1.91	€0.01	(€0.02)	(€0.01)	€0.02	€0.00	(€0.01)	€1.90	(0.7%)		

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



# **Quarterly returns since 1Q15**

	Tota	l Return²	(EUR)			Return	Attribution					otal Retur stant curr			Return Attribution					
	Private Equity	Derived Debt	Derived Equity	Private Equity	Derived Debt	Derived Equity	Performance fee	Other <sup>3</sup>	Total NAV Return		Private Equity	Derived Debt	Derived Equity	Private Equity	Derived Debt	Derived Equity	Performance fee	Other <sup>3</sup>	FX <sup>4</sup>	Total NAV Return
1Q15 <sup>1</sup>	17.4%	9.5%	15.3%	6.8%	4.6%	3.2%	(1.9%)	(0.9%)	11.8%	1Q15 <sup>1</sup>	8.7%	0.6%	3.7%	3.6%	1.2%	1.3%	(1.9%)	(0.9%)	8.7%	11.8%
2Q15 <sup>1</sup>	2.7%	(0.5%)	(3.6%)	(1.9%)	0.8%	1.0%	(0.6%)	0.2%	(0.5%)	2Q15 <sup>1</sup>	4.7%	2.6%	(0.2%)	(3.2%)	(0.9%)	0.2%	(0.6%)	(0.3%)	4.3%	(0.5%)
3Q15	4.6%	(2.1%)	(7.7%)	1.5%	(0.6%)	(0.9%)	0.0%	(0.4%)	(0.4%)	3Q15	7.2%	(1.8%)	(5.0%)	2.3%	(0.5%)	(0.6%)	0.0%	(0.5%)	(1.2%)	(0.4%)
4Q15	8.1%	3.9%	10.4%	3.6%	1.6%	1.2%	(0.6%)	(0.3%)	5.6%	4Q15	7.3%	0.8%	8.1%	3.3%	0.5%	1.0%	(0.6%)	(0.4%)	1.7%	5.6%
1Q16	(0.5%)	(1.5%)	(5.4%)	(0.5%)	(1.0%)	(0.7%)	0.8%	(0.4%)	(1.8%)	1Q16	1.8%	2.5%	(0.8%)	0.7%	0.4%	(0.2%)	0.8%	(0.4%)	(3.2%)	(1.8%)
2Q16	1.6%	(0.4%)	5.8%	1.1%	(0.1%)	0.5%	(0.4%)	0.0%	1.2%	2Q16	(0.1%)	(2.5%)	5.4%	0.3%	(0.9%)	0.5%	(0.4%)	0.0%	1.7%	1.2%
3Q16	(0.3%)	5.0%	11.1%	(0.2%)	1.8%	1.2%	(0.1%)	(0.6%)	2.0%	3Q16	0.1%	6.0%	11.5%	(0.1%)	2.1%	1.2%	(0.1%)	(0.6%)	(0.6%)	2.0%
4Q16	7.5%	5.9%	(0.3%)	3.6%	2.2%	(0.0%)	(0.4%)	0.1%	5.5%	4Q16	4.1%	(0.0%)	(4.5%)	2.0%	0.3%	(0.5%)	(0.4%)	(0.3%)	4.4%	5.5%
1Q17	1.6%	0.5%	4.7%	0.9%	0.3%	0.8%	(0.3%)	(0.2%)	1.4%	1Q17	2.0%	1.7%	4.5%	1.1%	0.7%	0.7%	(0.3%)	(0.3%)	(0.4%)	1.4%
2Q17	(2.7%)	(7.7%)	11.4%	(1.5%)	(1.9%)	2.3%	(0.5%)	(0.6%)	(2.1%)	2Q17	1.5%	(1.5%)	17.9%	0.7%	(0.3%)	3.3%	(0.5%)	(0.3%)	(5.1%)	(2.1%)
3Q17	1.0%	(1.4%)	0.2%	0.5%	(0.1%)	0.1%	(0.1%)	(0.6%)	(0.3%)	3Q17	2.5%	1.7%	1.1%	1.3%	0.5%	0.5%	(0.1%)	(0.2%)	(2.3%)	(0.3%)
4Q17	3.4%	5.2%	3.4%	2.0%	1.1%	1.1%	(0.4%)	(0.2%)	3.5%	4Q17	4.5%	6.6%	3.9%	2.7%	1.4%	1.2%	(0.4%)	(0.3%)	(1.0%)	3.5%
1Q18	0.0%	(1.7%)	(0.2%)	(0.4%)	0.0%	(0.1%)	0.2%	(0.4%)	(0.7%)	1Q18	1.3%	0.6%	2.4%	0.4%	0.4%	0.2%	0.2%	(0.2%)	(1.7%)	(0.7%)
2Q18	11.0%	2.5%	(1.8%)	7.2%	0.7%	(0.2%)	(0.3%)	(0.5%)	6.9%	2Q18	8.9%	(2.6%)	(3.9%)	5.8%	(0.2%)	(0.6%)	(0.3%)	(0.4%)	2.6%	6.9%
3Q18	5.4%	1.5%	(10.4%)	3.5%	0.2%	(1.8%)	0.1%	(0.2%)	1.8%	3Q18	5.5%	1.0%	(9.5%)	3.5%	0.1%	(1.7%)	0.2%	(0.2%)	(0.1%)	1.8%
4Q18	0.0%	2.3%	(3.9%)	0.0%	0.2%	(0.7%)	(0.3%)	0.1%	(0.7%)	4Q18	(0.3%)	1.3%	(4.9%)	(0.2%)	0.1%	(0.8%)	(0.3%)	0.0%	0.5%	(0.7%)
2015	34.6%	10.5%	15.9%	10.9%	3.8%	2.0%	(1.6%)	(1.4%)	13.6%	2015	31.3%	1.8%	7.2%	9.8%	1.2%	1.1%	(1.6%)	(1.3%)	4.3%	13.6%
2016	8.0%	8.0%	11.3%	3.8%	2.7%	0.9%	(0.0%)	(0.9%)	6.6%	2016	5.9%	5.6%	12.0%	3.0%	2.1%	1.0%	(0.0%)	(1.3%)	1.9%	6.6%
2017	3.3%	(2.0%)	24.2%	1.6%	(0.7%)	4.3%	(1.4%)	(1.7%)	2.2%	2017	10.0%	9.8%	35.7%	4.9%	2.1%	5.5%	(1.4%)	(1.0%)	(8.0%)	2.2%
2018	17.4%	4.5%	(17.6%)	10.1%	1.2%	(3.0%)	0.2%	(1.4%)	7.1%	2018	15.9%	0.3%	(17.4%)	9.2%	0.4%	(2.9%)	0.2%	(1.5%)	1.7%	7.1%

<sup>1.</sup> Includes returns of PCV Group for the period between 31 December 2014 and 15 June 2015

<sup>2.</sup> Total Return for each respective sub-portfolio has been calculated using the total gains or losses and dividing them by the sum of Adjusted NAV at the beginning of the period and the time-weighted net invested capital. The time-weighted net invested capital is the sum of investments made during the period less realised proceeds received during the period, both weighted by the number of days the capital was at work in the portfolio

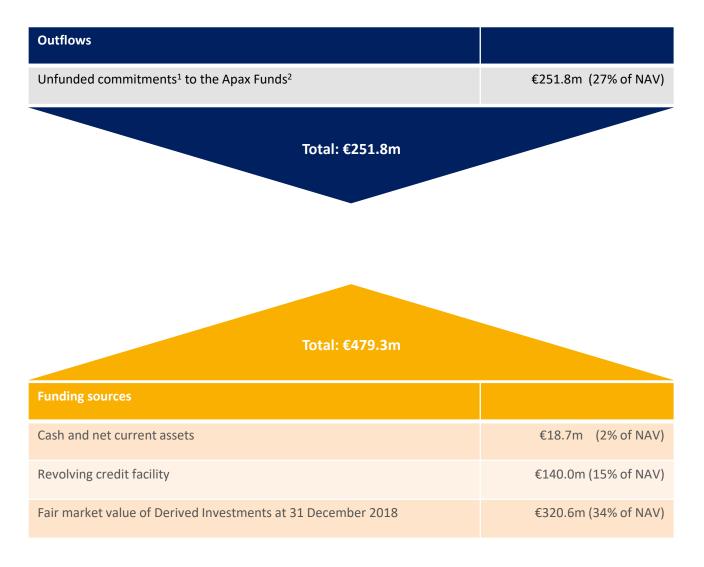
<sup>3.</sup> Includes management fees, impact of FX on cash and other general costs

<sup>4.</sup> Includes the impact of FX movements on investments and FX on cash held during the period

# **Liquidity highlights**

### Healthy balance sheet supporting liquidity needs





#### **Highlights**

- At 31 December 2018, outstanding commitments to the Apax Funds (together with recallable distributions) amounted to €251.8m
- AIX, AVIII, AMI and ADF have capital call facilities which are used to bridge fund investments. Usually AIX and ADF bridge capital calls for up to 12 months. For AVIII and AMI, drawings of the bridge facility are generally repaid once a year. AGA expects capital calls of at least €62.0m<sup>3</sup> in 2019
- AGA has secured a new multicurrency revolving credit facility with Credit Suisse AG, London Branch. The funds available for drawdown remain at €140.0m, with an initial term of three years maturing on 5 November 2021

<sup>1.</sup> Includes recallable distributions received from the Apax Funds

<sup>2.</sup> For more information on AGA's exposure to the Private Equity funds, see p.29



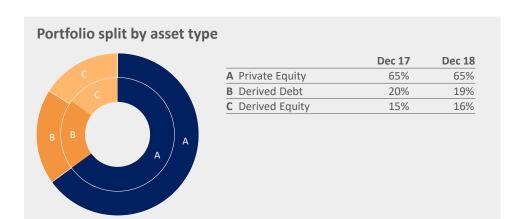
# Top 30 portfolio holdings at December 2018

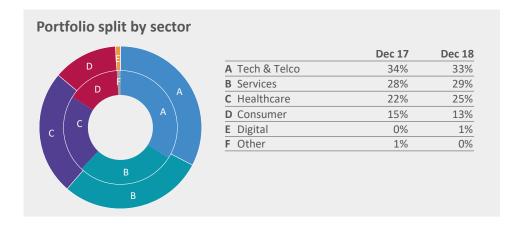
Priv	ate Equity Portfolio (look-	through basis)	– AGA's indirect	exposure			Derived Investments Portfolio						
		Fund	Geography	Sector	Valuation €m	% of NAV		Instrument	Geography	Sector	Valuation €m	% of NAV	
1.	AssuredPartners	AVIII	North America	Services	68.8	7%	1. Syncsort	2L term loan	North America	Tech & Telco	21.7	2%	
								Preferred					
2.	Exact Software	AVIII	Europe	Tech & Telco	51.9	6%	2. Paycor*	shares	North America	Services	21.6		
3.	ThoughtWorks	AIX	North America	Tech & Telco	39.8	4%	3. KRKA	Listed equity	Europe	Healthcare	20.3	2%	
4.	Idealista	AVIII	Europe	Consumer	34.9	4%	4. Quality Distribution*	2L term loan	North America	Services	17.3	2%	
5.	Vyaire Medical*	AVIII	North America	Healthcare	34.1	4%	5. Rocket Software	2L term loan	North America	Tech & Telco	17.1		
6.	Acelity	AEVII	North America	Healthcare	32.1	3%	6. Vyaire Medical*	1L term loan	North America	Healthcare	16.5		
7.	Engineering	AVIII	Europe	Tech & Telco	31.1	3%	7. Civitas Solutions	Listed equity	North America	Healthcare	15.2		
8.	Cole Haan	AVIII	North America	Consumer	30.6	3%	8. Sinopharm	Listed equity	China	Healthcare	13.0	1%	
9.	Unilabs	AEVI & AIX	Europe	Healthcare	29.7	3%	<ol><li>ECi Software Solutions*</li></ol>	2L term loan	North America	Tech & Telco	13.0	1%	
10.	Neuraxpharm Group	AVIII	Europe	Healthcare	26.8	3%	10. PowerSchool	2L term loan	North America	Tech & Telco	13.0	1%	
11.	Duck Creek Technologies	AVIII	North America	Tech & Telco	26.1	3%	11. Alexander Mann	1L term loan	UK	Services	12.4	1%	
12.	EVRY*	AVIII	Europe	Tech & Telco	25.5	3%	12. Greencore	Listed equity	Europe	Consumer	10.7	1%	
13.	Wehkamp	AVIII	Europe	Consumer	19.3	2%	13. Just Group	Listed equity	UK	Services	10.6	1%	
14.	Paycor*	AIX	North America	Tech & Telco	18.6	2%	14. Sophos*	Listed equity	UK	Tech & Telco	10.0	1%	
15.	Safetykleen*	AIX	UK	Services	18.5	2%	15. Development Credit Bank	Listed equity	India	Services	9.9	1%	
16.	Candela	AIX	North America	Healthcare	18.5	2%	16. Safetykleen*	2L term loan	UK	Services	9.5	1%	
17.	Quality Distribution*	AVIII	North America	Services	17.0	2%	17. PDC Brands	2L term loan	North America	Consumer	8.7	1%	
18.	MATCHESFASHION.COM	AIX	UK	Consumer	15.3	2%	18. LegalShield	2L term loan	North America	Services	8.6	1%	
19.	ECi Software Solutions*	AIX	North America	Tech & Telco	12.1	1%	19. Answers	Listed equity	North America	Services	7.7	1%	
20.	Shriram City Union	AVIII	India	Services	11.0	1%	20. Lonza	Listed equity	Europe	Healthcare	7.6	1%	
21.	Tosca Services	AIX	North America	Services	9.0	1%	21. Strides Pharma Science	Listed equity	India	Healthcare	7.6	1%	
22.	Genius Sports Group	AIX	UK	Tech & Telco	8.9	1%	22. QAD	Listed equity	North America	Tech & Telco	7.1	1%	
23.	Authority Brands	AIX	North America	Services	8.3	1%	23. Boats Group*	2L term loan	North America	Services	6.9	1%	
24.	Guotai Junan Securities	AIX	China	Services	8.0	1%	24. Repco Home Finance	Listed equity	India	Services	6.6	1%	
25.	Healthium	AIX	India	Healthcare	7.9	1%	25. CanFin Homes	Listed equity	India	Services	5.5	1%	
26.	Boats Group*	AIX	North America	Services	7.8	1%	26. Veritext	2L term loan	North America	Services	4.3	1%	
27.	Tivit	AEVI & AEVII	Rest of World	Tech & Telco	7.5	1%	27. Mitie	Listed equity	UK	Services	4.2	1%	
28.	Attenti	AIX	Israel	Tech & Telco	6.6	1%	28. EVRY*	Listed equity	Europe	Tech & Telco	3.9		
29.	Go Global Travel	AMI	Israel	Tech & Telco	6.5	1%	29. Goodpack	2L term loan	North America	Services	3.4		
30.	Psagot	AEVII	Israel	Services	6.3	1%	30. FullBeauty*	2L term loan	North America	Consumer	2.5	0%	
	top 30 - gross values				638.5	70%	Total top 30				316.4		
_	Other investments				54.1	6%	Other investments				4.2		
	Carried interest				(57.3)	(6%)							
(	Capital call facilities and oth	ner			(43.8)	(5%)							
Total	Private Equity				591.5	65%	Total Derived Investments				320.6	34%	

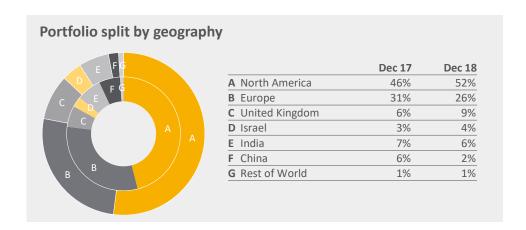
\*Denotes overlap between portfolios

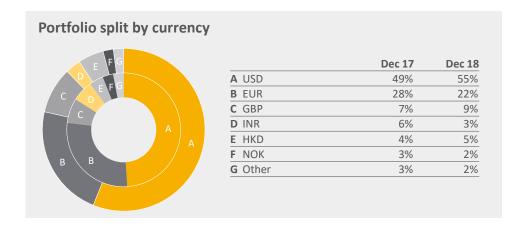
















### Portfolio split by sector



	Dec 17	Dec 18
A Tech & Telco	32%	36%
<b>B</b> Services	32%	24%
C Healthcare	20%	23%
<b>D</b> Consumer	15%	16%
E Digital	0%	1%
F Other	1%	0%

### Portfolio split by geography



	Dec 17	Dec 18
A North America	41%	49%
<b>B</b> Europe	40%	32%
C United Kingdom	5%	7%
<b>D</b> Israel	5%	5%
E India	5%	4%
F China	3%	2%
<b>G</b> Rest of World	1%	1%

Apax Europe VII <sup>1</sup> ("A	EVII")	Apax Europe VI <sup>2</sup> ("AEVI")				
AGA NAV:	€59.5m	AGA NAV:	€5.3m			
% of AGA PE portfolio:	8%	% of AGA PE portfolio:	1%			
Vintage:	2007	Vintage:	2005			
Commitment:	€86.5m	Commitment:	€10.6m			
Invested and committed:	108%	Invested and committed:	107%			
Fund size:	€11.2bn	Fund size:	€4.3bn			

### Portfolio split by fund exposure



Dec 17	Dec 18
22%	31%
66%	56%
8%	8%
0%	1%
2%	3%
0%	1%
	22% 66% 8% 0% 2%

### Portfolio split by Private Equity vintage



	Dec 17	Dec 18
<b>A</b> 2005-2012	8%	9%
<b>B</b> 2013	9%	5%
C 2014	2%	0%
<b>D</b> 2015	42%	34%
E 2016	14%	18%
<b>F</b> 2017	25%	26%
<b>G</b> 2018	0%	7%

Apax IX ("AIX")		Apax VIII ("AVIII")	1
AGA NAV:	€160.2m	AGA NAV: €	342.3m
% of AGA PE portfolio:	31%	% of AGA PE portfolio:	56%
Vintage:	2016	Vintage:	2012
Commitment: €154.5m	n+\$175m	Commitment: €159.5m+\$	218.3m
Invested and committed <sup>3</sup>	3: 55%	Invested and committed <sup>3</sup> :	103%
Fund size:	\$9.5bn	Fund size:	\$7.5bn
	AGA NAV: % of AGA PE portfolio: Vintage: Commitment: €154.5m	% of AGA PE portfolio: 31%  Vintage: 2016  Commitment: €154.5m+\$175m  Invested and committed³: 55%	AGA NAV: €160.2m AGA NAV: €  % of AGA PE portfolio: 31% % of AGA PE portfolio:  Vintage: 2016 Vintage:  Commitment: €154.5m+\$175m Commitment: €159.5m+\$  Invested and committed³: 55% Invested and committed³:

AMI Opportunities Fund	("AMI")	Apax Digital Fund ("A	.DF")
AGA NAV:	€20.6m	AGA NAV:	€3.6m
% of AGA PE portfolio:	3%	% of AGA PE portfolio:	1%
Vintage:	2015	Vintage:	2017
Commitment:	€25.6m	Commitment:	\$50.0m
Invested and committed:	55%	Invested and committed:	18%
Fund size:	\$0.5bn	Fund size:	\$1.1bn

### Portfolio split by currency



		Dec 17	Dec 18
Α	USD	44%	51%
В	EUR	36%	30%
С	GBP	6%	7%
D	NOK	4%	4%
E	ILS	3%	3%
F	INR	3%	3%
G	HKD	2%	1%
Н	Other	2%	1%

Outer circle represents 31 December 2018, inner circle represents 31 December 2017

Note: Calculated based on gross Private Equity values prior to adjustments for carried interest, capital call facilities, cash and other

<sup>1.</sup> Includes AGA's exposure to AEVII as a limited partner, valued at €27.5m and through its carried interest holdings, valued at €32.0m. The carried interest holdings were acquired through a €10.5m investment in 2015 and €7.7m investment in April 2018

<sup>2015</sup> and €7.7m investment in April 2018
2. Includes AGA's exposure to AEVI as a limited partner, valued at €1.6m and through its carried interest holdings, valued at €3.6m. The carried interest holdings were acquired through a €3.4m investment in April

# **Private Equity 2018 acquisitions**



Apax IX continues to execute "quirky" and "value-added" deals as high valuations persist

Acquisitions <sup>1</sup>		
Closed <sup>1</sup>		Cost <sup>2</sup>
WIZELINE	High growth product innovation and digital transformation-focused IT services provider (ADF, North America, Digital)	€1.4m
Vyoire MEDICAL	Respiratory devices and consumables manufacturer (AVIII, North America, Healthcare) (follow-on investment)	€17.8m
Global € Smart Cross-Border™	Provider of solutions to online retailers who want to sell outside their home market (AMI, Israel, Tech & Telco)	€1.0m
ל מט מרום בערמ מרום בערמ (מט מרום בערמ	Producer and supplier of prefabricated elements for the infrastructure and construction sectors in Israel (AMI, Israel, Services)	€1.7m
SOLITA	Finland's largest digital transformation services company, with particular expertise in data and analytics (ADF, Europe, Digital)	€3.3m
Healthium	Independent medical devices player in India (AIX, India, Healthcare)	€7.1m
genius sports	Leader in provision of information, odds and software for sports betting operators and sports leagues (AIX, UK, Tech & Telco)	€9.7m
AUTHORITY® BRANDS	A leading franchisor of home services in US, Canada and Latin America (AIX, North America, Services)	€8.4m
Paycor	Provider of SaaS Payroll and Human Capital Management software to small and medium-sized businesses (AIX, North America, Tech & Telco)	€18.7m
Apax Europe VII	Add-on position to the carry stake in AEVII	€7.7m
Apax Europe VI	New carry position in AEVI	€3.4m

<sup>1.</sup> Wizeline closed in March 2018, Vyaire Medical closed in April 2018, Global-e closed in April 2018, Ramet Trom closed in May 2018, Solita closed in June 2018, Healthium MedTech closed in June 2018, Genius Sports Group closed in September 2018, Authority Brands closed in September 2018 and Paycor closed in November 2018

<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

# **Private Equity 2018 divestments**



Exit volumes increased taking advantage of high valuations

Divestments Full exits <sup>1</sup>			Initial year of purchase	Gross MOIC <sup>2</sup>	Gross IRR <sup>2</sup>
genex.	Provider of cost containment services to the workers' comp, disability and auto industries (AEVII & AVIII, North America, Healthcare)	Fully exited	2014	2.8x	32%
Global <b>Logic</b> °	An outsourced product development services firm (AVIII, North America, Tech & Telco)	Fully exited	2013	5.9x	56%
• azelis	Global distributor of specialty chemicals and related services (AVIII, Europe, Services)	Fully exited	2015	3.6x	50%

Gross IRR<sup>3</sup> / Gross MOIC<sup>3</sup> on full exits

50.2% / 4.3x

Divestment Partial exits	s , IPO's and others		Initial year of purchase	Cash proceeds to Apax Funds				Initial year of purchase	Cash proceeds to Apax Funds
<b>(5)</b>	Huarong, a Chinese asset management company (AEVII & AVIII, China, Services)	Recapitalised	2014	€70.1m	EVRY	Nordic IT services provider (AVIII, Europe, Tech & Telco)	Dividend	2015	€21.3m
zap group	The leading consumer internet group in Israel (AMI, Israel, Tech & Telco)	Dividend	2015	€6.3m	ナレント	A leader in integrated IT Outsourcing services in Latin America (AEVII &AEVI, Brazil, Tech & Telco)	Dividend	2010	€53.4m
Acelity"	Global medical technology company (AEVII, North America, Healthcare)	Dividend	2011	€37.7m	idealista	Leading real estate classified marketplace in Spain (AVIII, Europe, Consumer)	Dividend	2015	€6.5m
BOATS GROUP	Digital marketplace and solutions for recreational marine industry (AIX, North America, Services)	Recapitalised	2016	€36.2m	ZenSar TECHNOLOGIES	Technology services provider to global clients in manufacturing, retail and hi-tech verticals (AVIII, India, Tech & Telco)	Recapitalised	2015	€57.3m
MAX כאן קונים גכיר	The largest general discount retail chain store in Israel (AMI, Israel, Consumer)	Dividend	2017	€5.9m	Go global travel	Leading global B2B travel technology and service provider (AMI, Israel, Tech & Telco)	Dividend	2018	€7.0m
PSAGOT  Since 1963   The largest investment house in lineal	The largest investment house in Israel (AEVII, Israel, Services)	Recapitalised	2010	€71.9m	<b>Ter</b>	Leading discount gas stations operator in Israel (AMI, Israel, Services)	Dividend	2017	€6.5m

<sup>1.</sup> Genex full exit closed in March 2018, GlobalLogic full exit closed in August 2018 and Azelis full exit closed in November 2018

<sup>2.</sup> Performance as at 31 December 2018, including unrealised value and total realised proceeds. Gross MOICs and Gross IRRs represent return to the fund which invested the most across all the Apax Funds into the deal. AVIII and AIX performances represent the euro tranche returns

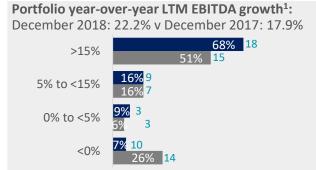
<sup>3.</sup> Gross IRR and Gross MOIC on full exits calculated based on the aggregate cash flows in euro across all funds for the deals realised in the year; Genex which closed in March 2018, GlobalLogic which closed in August 2018 and Azelis which closed in November 2018. Gross IRR represents concurrent Gross IRR

# **Private Equity operating metrics**

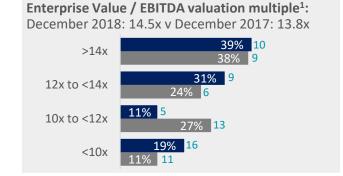








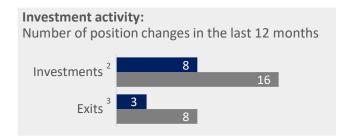






#### Highlights

- LTM revenue growth increased to 14.5% on average.
   Adjusting for M&A, revenue growth was 9.8% in LTM to December 2018 compared to 8.8% in LTM to December 2017
- LTM EBITDA growth increased to 22.2%. Excluding the impact of M&A, LTM EBITDA growth was 15.2% to December 2018 compared to 12.8% in LTM to December 2017
- The weighted average valuation multiple increased from 13.8x LTM EBITDA to 14.5x LTM EBITDA, reflecting an uplift in valuation multiples used to value the Private Equity portfolio. Portfolio companies in higher growth Tech & Telco and Digital sectors have higher relevance in the portfolio
- The weighted average leverage of portfolio companies decreased to 4.0x LTM EBITDA driven by EBITDA growth outpacing changes in absolute levels in net debt



- December 2018
- December 2017

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 2018, 9 and 13 investments were respectively excluded as these are financial services companies often valued on book value or for which earnings financials are not available e.g. complex carve-outs or growth investments. The increase was due to new portfolio additions, and the exclusion of Vyaire Medical due to short term fluctuations in EBITDA. December 2018 figures including Vyaire are 13.9% LTM revenue growth, 17.7% LTM EBITDA growth, 15.8x EV/EBITDA multiple, and 4.7x Net debt/EBITDA multiple
- 2. New closed investments in 2018 see page 30 for full list of acquisitions
- 3. Represents closed exits in 2018 see page 31 for a full list of disposals

# **Portfolio composition – Derived Investments**



### Portfolio split by asset type



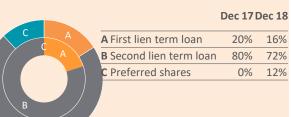
	Dec 17	Dec 18
A Derived Debt	59%	56%
B Derived Fauity	41%	44%

### Portfolio split by sector



	Dec 17	Dec 18
ATech & Telco	36%	27%
<b>B</b> Services	21%	41%
<b>C</b> Healthcare	26%	25%
<b>D</b> Consumer	16%	7%
E Other	1%	0%

### **Derived Debt categories**



### Portfolio split by currency



	Dec 17	Dec 18
AUSD	60%	62%
<b>B</b> EUR	13%	6%
C GBP	8%	14%
DINR	11%	10%
E HKD	7%	4%
F NOK	1%	1%
<b>G</b> Other	0%	2%

### Portfolio split by geography



Dec 17	Dec 18
56%	58%
14%	13%
8%	15%
11%	10%
11%	4%
0%	0%
	56% 14% 8% 11% 11%

### **Derived Debt type**



	Dec 17	Dec 18
A USD Fixed	1%	0%
<b>B</b> USD Floating	83%	95%
C EUR Floating	10%	0%
<b>D</b> GBP Floating	6%	5%

### **Derived Debt by maturity**



		Dec 17	Dec 18
	A 2020	0%	0%
	<b>B</b> 2022	37%	1%
	<b>C</b> 2023	26%	11%
	<b>D</b> 2024	4%	18%
	<b>E</b> 2025	33%	37%
	<b>F</b> 2026	0%	33%

# **Derived Investments 2018 acquisitions**



Debt Acquisitions		Cost <sup>1</sup>
alexander mann	Talent acquisition and management solutions (UK, Services, first lien)	€12.4m
BOATS GROUP	Online marketplace and provider of software solutions for the recreational marine industry (North America, Services, second lien)	€6.7m
ERM	Global provider of environmental, health, safety, risk, social consulting services and sustainability related services (UK, Services, second lien)	€1.7m
genex.	Provider of cost containment services to the workers' compensation, disability and auto industries (North America, Healthcare, second lien)	€6.0m
GOODPACK CROWING PARTNERSHIPS	Container leasing and logistic company (North America, Services, second lien)	€3.4m
LegalShield Worry Less. Live More.	Provider of subscription-based legal insurance plans and identity theft protection plans to individuals (North America, Services, second lien)	€8.0m
Paycor	Provider of SaaS Payroll and Human Capital Management software to small and medium-sized businesses (North America, Tech & Telco, preferred shares)	€21.5m
PowerSchool	Market leader in US K-12 education software (North America, Tech & Telco, second lien)	€12.8m
Rocket	Software provider for legacy IT infrastructure (North America, Tech & Telco, second lien)	€17.4m
VYOICE MEDICAL	Global leader in the respiratory diagnostics, ventilation, and anaesthesia delivery & patient monitoring market segments (North America, Healthcare, first lien)	€15.5m
VERITEXT LEGAL SOLUTIONS	Provider of deposition and legal litigation support solutions and services (North America, Services, second lien)	€4.4m

Equity Acquisitions <sup>2</sup>		Cost <sup>1</sup>
Can Fin Homes Ltd	House financing company (India, Services)	€8.2m
SCIVITAS SOLUTIONS	Provider of health and human services to patients with intellectual disabilities (North America, Healthcare)	€12.1m
Dignity	UK funeral services provider (UK, Services)	€8.1m
greencore	International producer of convenience foods (Europe, Consumer)	€11.4m
JUST.	UK retirement specialist (UK, Services)	€14.1m
Lonza	Pharmaceutical contract development and manufacturing organization (Europe, Healthcare)	€9.9m
mitie	Facilities management company (UK, Services)	€10.0m
OVS	Italian family apparel retailer (Europe, Consumer)	€12.5m
QAD	Provider of ERP software to manufacturing companies (North America, Tech & Telco, listed equity)	€7.3m
Repco Home France - We valve post Desert	House financing company (India, Services) (add-on position)	€7.9m

<sup>1.</sup> Represents the cost acquired during 2018

<sup>2.</sup> In April 2018, AGA's investment in Strides pharma sciences (formally Strides Shasun) demerged and the Company received shares in a new investment Solara, that subsequently listed on the National Stock Exchange of India in June 2018. This resulted in a partial realisation of Strides pharma sciences and a new investment in Solara. This new investment has been excluded from the above

### **Derived Investments 2018 divestments**



Debt Divestme	nts (fully exited)	Initial year of purchase	Gross MOIC <sup>1</sup>	Gross IRR <sup>1</sup>
genex.	Provider of cost containment services to the workers' compensation, disability and auto industries (North America, Healthcare, second lien)	2014	(1.4x)	13%
MISYS FINANCIAL SOFTWARE	Provider of financial services software (Europe, Tech & Telco, second lien)	2017	(1.0x)	(6%)
RIEMSER ~	German based speciality pharmaceutical company (Europe, Healthcare, first lien)	2017	1.1x	25%
Vertafore	Provider of insurance software solutions (North America, Tech & Telco, second lien)	2016	1.2x	9%
aptôs	Provider of technology and professional solutions for retailers (North America, Tech & Telco, first lien)	2017	1.1x	16%
ADVANTAGE	Provider of outsourced sales and marketing services for the consumer packaged goods industry (North America, Consumer, second lien)	2014	1.3x	9%
RentPath	Digital marketplace for apartment rentals in the US (North America, Tech & Telco, second lien)	2014	(1.3x)	10%
genex.	Provider of cost containment services to the workers' compensation, disability and auto industries (North America, Healthcare, second lien)	2018	(1.2x)	33%
legalzoom	Personalised online legal solutions and legal documents for small businesses and families (North America, Services, second lien)	2017	(1.2x)	18%
rue 21.	A specialty retailer of value-priced apparel for ages ranging from pre-teens to mid-thirties (North America, Consumer, first lien)	2013³	0.8x	(73%)

Equity Divestme	nts (fully exited)	Initial year of purchase	Gross MOIC <sup>1</sup>	Gross IRR <sup>1</sup>
△ Altair	Product design and development, engineering software and cloud computing software company (North America, Tech & Telco)	2017	(1.9x)	1883%
BANCA FARMAFACTORING	Italian factoring business (Europe, Services)	2017	(0.9x)	(12%)
	China Cinda Asset Management, a Chinese merchant bank and asset management company (China, Services)	2015	(0.8x)	(9%)
Dignity CARING FUNERAL	UK funeral services provider (UK, Services)	2018	1.4x	522%
LISANT RAKE	Technology services provider (India, Tech & Telco)	2016	(1.1x)	4%
talend	Open source SaaS provider of data management solutions (North America, Tech & Telco)	2017	(1.2x)	36%
OVS	Italian family apparel retailer (Europe, Consumer, listed equity)	2018	(0.3x)	(89%)
唯品会 vip.com	Largest independent online discount retailer in China (China, Consumer, listed equity)	2017	(0.5x)	(42%)
rue 21.	A specialty retailer of value-priced apparel for ages ranging from pre-teens to mid-thirties (North America, Consumer, equity)	2013³	0.4x	(52%)

Gross IRR<sup>1</sup>/ Gross MOIC<sup>1</sup> 11.0% / 1.2x Gross IRR<sup>1</sup>/ Gross MOIC<sup>1</sup> (15.8%) / 0.9x

<sup>1.</sup> Gross IRR and MOIC calculated based on the aggregate euro cash flows since inception for deals realised during the year for each respective portfolio (inclusive of partial realisations)

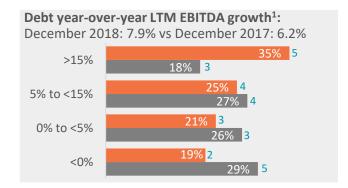
<sup>2.</sup> Each positions Gross IRR and MOIC calculated since the initial purchase date of the investment

<sup>3.</sup> Rue21 debt was initially purchased in 2013 with a follow-on investment in 2015. Subsequently, the initial rue21 first lien debt restructured in September 2017 and AGA received new debt and equity. These were sold in December 2018 and the Gross IRR and Gross MOIC for the restructured assets shown above. On an aggregate basis, the Gross IRR and MOIC if the asset was treated as a continuation was -44% and 0.2x respectively

# **Derived Investments operating metrics**



Earnings grew with new investments, equity value dampened by share price falls

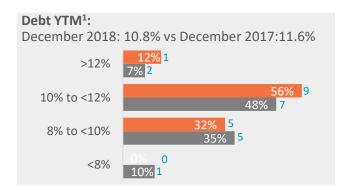


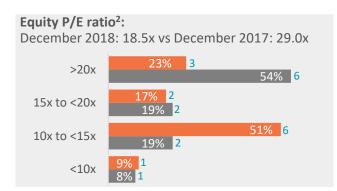




#### **Derived Debt**

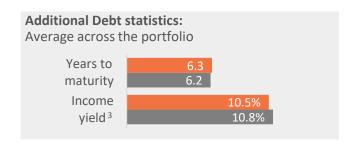
- Operational performance in the Derived Debt portfolio, measured by LTM EBITDA growth, remained strong at 7.9%
- The average yield debt to maturity increased to 10.8%, mainly due to an increase in LIBOR, [68]% of Derived Debt value were yielding 10% to maturity or higher

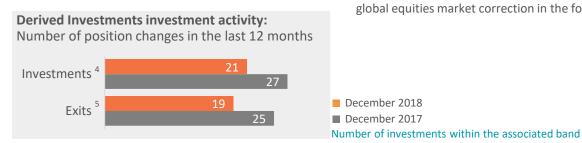




#### **Derived Equity**

- Average LTM earnings growth in the Derived Equity portfolio have increased from 12.0% to 19.2%
- The average price-to-earnings multiple for the Derived Equity portfolio decreased to 18.5x mainly due to the global equities market correction in the fourth guarter





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. (FullBeauty was excluded from 2018 as the position went into restructuring)
- Gross Asset Value weighted average of the respective metric across the Derived Investments Equity portfolio. (Cengage, Answers, Solara, Mitie and QAD were excluded from both LTM earnings growth and P/E ratio: additionally Mitie was excluded from LTM earnings growth. In prior period. Solara was included in Strides Pharma Science following its demerger in 2Q18
- 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 2018 - See p.34 for full list of acquisitions

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### Financial calendar and contact details



#### March 2019

5 March: 2018 Annual Results announcement

#### **April 2019**

• 5 April: Payment of second semi-annual dividend for 2018

#### May 2019

- 8 May: 1Q19 Results announcement (TBC)
- The AGM is expected be held in May 2019 at 10:15am UK time, at the
  offices of the Administrator and Company Secretary, Aztec Group, East
  Wing, Trafalgar Court, Les Banques, St Peter Port, Guernsey, Channel
  Islands GY1 3PP.

#### June 2019

• 15 June: Annual share lock-up release

#### August 2019

14 August: 2019 Interim Results (TBC)

#### September 2019

14 September: First interim dividend payment (TBC)

#### November 2019

• 6 November: 3Q19 Results announcement (TBC)

#### Contact details

• If you would like to learn more about AGA, please get in touch and we would be happy to arrange a call or meeting with you.

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#### **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 VII ("AEVI") and 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.