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Note this presentation covers the period from 1 July 2019 to 30 September 2019 unless otherwise indicated.

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Date: 6 November 2019

# **Financial Highlights**

Strong returns continue in third quarter of 2019



At 30 September 2019

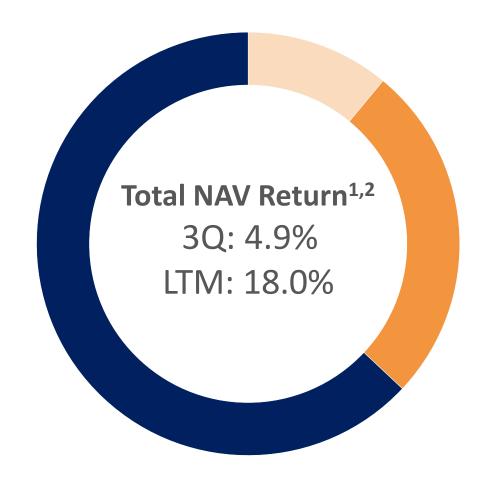
Adjusted NAV: €1,056m / Adjusted NAV per Share: €2.15 (£1.91)

**Private Equity** 

Total Return<sup>1,2</sup>

3Q: 6.9%

LTM: 28.8%



# **Derived Equity**

Total Return 1, 2

3Q: (3.5%)

LTM: (6.8%)

# **Derived Debt**

Total Return <sup>1, 2</sup>

3Q: 6.0%

LTM: 14.4%

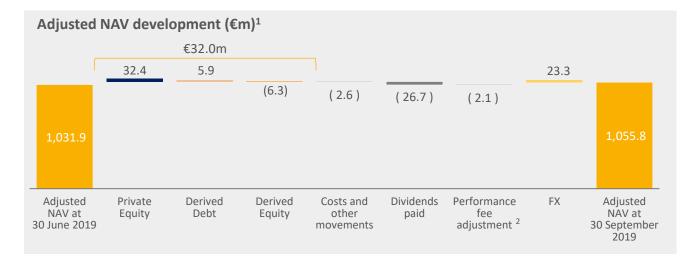
<sup>1.</sup> Total NAV Return means the movement in the Adjusted NAV per share over the period plus any dividends paid. Total Return reflects the sub-portfolio performance on a stand-alone basis net of performance fees, however gross of items at overall AGA level such as management fees and costs. Constant currency Total NAV Return 2.6%; constant currency Private Equity Total Return 4.8%; constant currency Derived Debt Total Return 2.5% and constant currency Derived Equity Total Return (5.1%) in 3Q19

<sup>2.</sup> LTM: Last Twelve Months. Constant currency Total NAV Return 14.0%; constant currency Private Equity Total Return 25.1%; constant currency Derived Debt Total Return 8.8% and constant currency Derived Equity Total Return (11.2%) in last twelve months to 30 September 2019

# **Adjusted NAV development and performance**

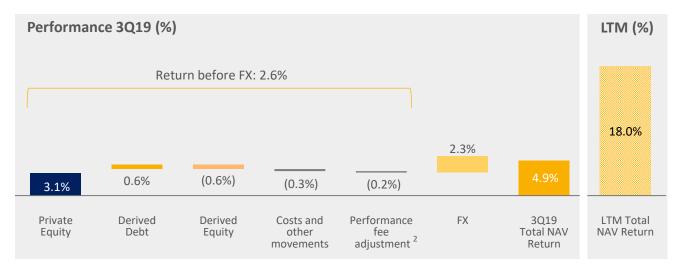


Value gains exceed dividends paid in quarter



#### **Highlights**

- Adjusted NAV increased by €23.9m to €1,055.8m mainly from strong growth in unrealised gains from Private Equity
- Interim dividend of €26.7m paid to shareholders in September



- Private Equity and Derived Debt contributed positively to returns
- Derived Equity remained a negative contributor
- Positive FX contribution, largely from US dollar appreciation

<sup>1.</sup> See p.18 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 30 September 2019

## **AGA Invested Portfolio**





## **Private Equity**

Total Return<sup>1</sup> 3Q19 / constant currency

6.9% /

4.8%

Number of portfolio companies

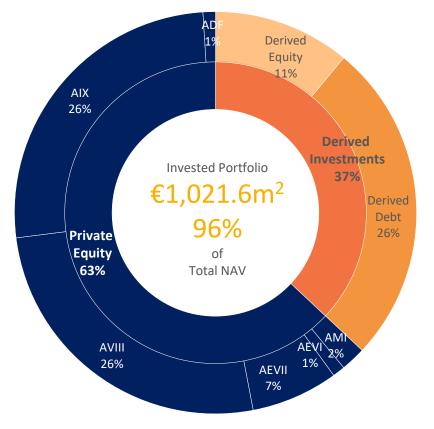
57

Gross IRR on L9M full exits3

23.4%

Gross MOIC on L9M full exits<sup>3</sup>

2.8x



#### **Derived Investments**

#### **Derived Debt**

Total Return<sup>1</sup> 3Q19 / constant currency

6.0% /

2.5%

## **Derived Equity**

Total Return<sup>1</sup> 3Q19 / constant currency

(3.5%) /

(5.1%)

Number of positions/ overlap with PE

20/8

Gross IRR on L9M full exits<sup>4</sup>

13.8%

Gross MOIC on L9M full exits<sup>4</sup>

1.2x

Number of positions/ overlap with PE

14 / 4

Gross IRR on L9M full exits4

35.0%

Gross MOIC on L9M full exits4

1.3x

AGA's target allocation will fluctuate over time due to market conditions and other factors, including calls for and 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 is €1,060.4m and Adjusted NAV is €1,055.8m. The performance fee reserve was €4.6m at 30 September 2019

<sup>3.</sup> Gross IRR and Gross MOIC on the five full exits (one signed and four closed) calculated based on the aggregate cash flows in euro across all funds. Gross IRR represents concurrent Gross IRR

Gross IRR and Gross MOIC calculated based on the aggregate euro cash flows since inception of deals fully realised during last nine months to 30 September 2019 ("L9M")



# **Private Equity portfolio highlights**



Strong operational performance of portfolio companies continues to drive value

## **Private Equity**

Total Return 3Q19 / 3Q19 constant currency

6.9% / 4.8%

Total Return LTM / LTM constant currency 28.8% / 25.1%

## Private Equity highlights

LTM EBITDA growth 20.8%

Net Debt/EBITDA multiple<sup>1</sup>
4.0x

Enterprise Value / EBITDA valuation multiple<sup>1</sup>
15.4x

- Excellent performance, in particular driven from value creation in Apax VIII and Apax IX portfolio companies
- Continued strong operational performance of portfolio companies
  - LTM EBITDA growth of 20.8% on average, or 16.1% if adjusted for M&A
  - Main LTM value driver was from organic growth and some M&A across the portfolio
- Three new investments:
  - Two for the Apax Digital Fund
  - One for Apax IX, with Baltic Classifieds Group representing the Apax Funds' ninth investment in the digital marketplace sub-sector
- No material exit activity during the guarter

## Investment activity in 3Q19

**New Investments** 

Committed and invested €14.1m<sup>3</sup>





Exits

Expected proceeds to AGA €0.5m<sup>4</sup>



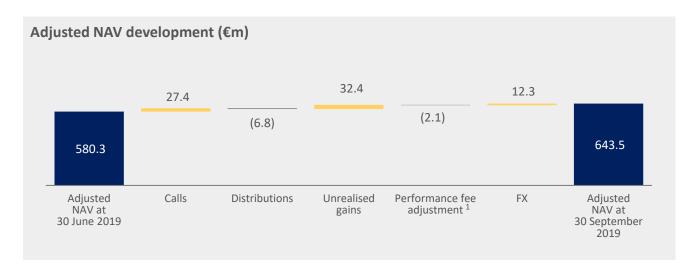


- 1. Net debt/EBITDA multiple and EV/EBITDA valuation multiple excludes MATCHESFASHION.COM and Vyaire Medical due to low EBITDA from opex investments and short term fluctuations in EBITDA respectively. See p.26 for further details
- Gross MOIC and Gross IRR calculated based on the aggregate euro cash flows since inception for deals realised during 3Q19. Concurrent Gross IRR. For more information, see p.24
- 8. Baltics Classifieds Group closed in July 2019, Signavio and MetaMetrics closed in September 2019
- 4. Electro Stocks closed in August 2019 and Neobpo signed in September 2019 and is expected to close in 4Q19. Proceeds include AEVII distribution of €0.5m received in relation to Electro Stocks in 3Q19; Neobpo sale proceeds expected to be less than €0.1m. Together their Gross MOIC was 0.3x and Gross IRR was not meaningful

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



Portfolio momentum and investment activity supported Adjusted NAV growth



#### Highlights

- Adjusted NAV increased by €63.2m to €643.5m:
  - Unrealised gains contributed €32.4m and 5.5% to performance
  - Calls of €27.4m paid to AIX
  - Distributions of €6.8m were from AVIII (€6.3m) and AEVII (€0.5m)



- Largest absolute fair value gains:
  - Duck Creek Technologies (+€11.6m, current NAV³: €41.0m)
  - Cole Haan (+€10.5m, current NAV<sup>3</sup>: €60.3m)
  - Paycor (+€7.9m, current NAV³: €36.1m)
- Largest mark-downs:
  - Shriram City Union (-€3.2m, current NAV<sup>3</sup>: €8.6m)
  - MATCHESFASHION.COM (-€3.2m, current NAV<sup>3</sup>: €15.1m)
  - EVRY (-€3.0m, current NAV³: €27.9m)

<sup>1.</sup> Performance fee adjustment accounting for the movement in the performance fee reserve at 30 September 2019

<sup>2.</sup> Includes AGA's exposure to carried interest holdings in AEVII and AEVI which were respectively valued at €45.7m and €4.5m at 30 September 2019

<sup>3.</sup> Current NAV represents AGA's gross indirect look-through NAV in the Apax Funds at 30 September 2019

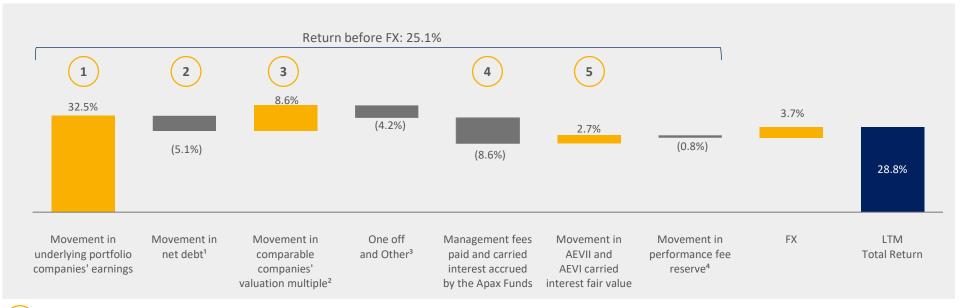
# **Private Equity valuation drivers LTM to 30 September 2019**



Strong contribution from portfolio companies' underlying earnings metric

LTM Performance

# **Key Performance Drivers**



- (1) "Transformative" investment approach lead to healthy 20.7% LTM EBITDA growth. Earnings growth of 32.5% from organic growth and M&A activity
- 2 Movements in net debt driven by portfolio company M&A, mainly in AVIII and AIX
  - Average levels modest at 3.9x<sup>5</sup> net debt / EBITDA multiple
- 3 Changes in comparable valuation multiples and premium valuations achieved on exits are the key driver
- 4 Increasing Private Equity valuations driving carried interest accruals
- Positive contribution from valuation of Apax Europe VII and Apax Europe VI carried interest stakes. AEVII is expected to commence carried interest payments following the completion of exit in Acelity

<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> Mainly dilutions from incentive plans 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 30 September 2019

<sup>5.</sup> See p.25 for more information



# **Derived Investments portfolio highlights**



Strong Derived Debt performance with reduced emphasis on Derived Equity

## **Derived Investments**

Total Return 3Q19 / 3Q19 constant currency

2.7% / (0.1%)

Total Return LTM / LTM constant currency

5.8% /0.6%

#### **Derived Debt**

Total Return 3Q19 / 3Q19 constant currency

6.0% / 2.5%

LTM / LTM constant currence

14.4% /8.8%

Derived Equity

3Q19 / 3Q19 constant curren

(3.5%)/(5.1%)

LTM / LTM constant currenc

(6.8%)/(11.2%)

## Investment activity in 3Q19

#### **New Investments**

Total invested

€23.4m

**Evercommerce** 





#### **Full Exits**

Proceeds<sup>3</sup>

€5.4m

Gross MOIC<sup>2</sup>

1.1x

Gross IRR<sup>2</sup>

15.9%





#### **Partial Exits**

Proceeds<sup>3</sup>

€2.8m

**DCB BANK** 





ECi Software Solutions was an add-on purchase

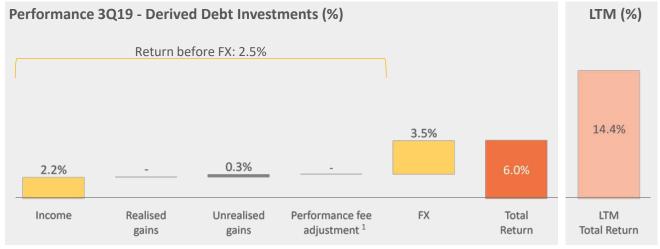
<sup>2.</sup> Gross MOIC and Gross IRR calculated based on the aggregate euro cash flows since inception for deals realised during 3Q19. For more information, see p.27

<sup>3.</sup> Proceeds represents sales proceeds received for exits in the 3Q19. Can Fin Homes exit was completed shortly after end of Q3 2019

## **Derived Investments Total Returns**



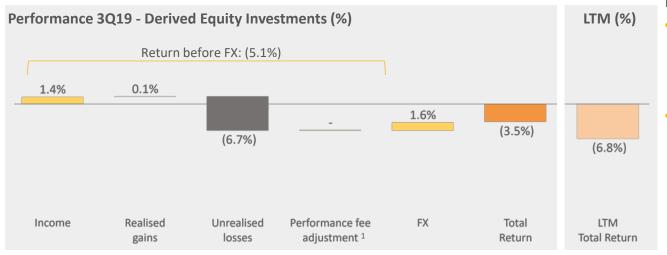
Consistent performance of Derived Debt – Derived Equity has not yet fully recovered



#### **Highlights**

#### **Derived Debt**

- Income yield contributed 2.2% to Total Return reflecting attractive yields of underlying investments
- Most mark-to-market movement were positive in 3Q19. Biggest increases from Vyaire Medical (+€1.1m), Paycor (+€0.5m) and Exact Software (+€0.3m)
- Positive FX movements as 82% of Derived Debt portfolio is exposed to US dollar denominated debt



#### **Derived Equity**

- Unrealised losses mainly driven by Airtel Africa's weak post-IPO share price performance. Additionally, weak Indian markets drove unrealised losses in Development Credit Bank and in Strides Pharma Science
- FX had positive effect on returns over the period

<sup>1.</sup> Performance fee adjustment accounting for the movement in the performance fee reserve at 30 September 2019. There was no movement in the period as reserve remained at nil for Derived Investments

## **Conclusions and Outlook**



## Summary of highlights

- Strong momentum in 3Q19 with Total NAV Return of 4.9% (2.6% on a constant currency basis)
- LTM Total NAV Return of 18.0% (14.0% on a constant currency basis) putting AGA on track to meet annual return target
- Private Equity portfolio quarterly Total Return of 6.9% with strong contribution from Apax VIII and Apax IX portfolios
- Derived Investments Q3 Total Return of 2.7%; 5.8% on a LTM basis
  - Derived Debt portfolio producing strong returns. Q3 Total Return of 6.0% (2.5% on constant currency basis)
  - Derived Equity Q3 Total Return of negative (3.5%), ((5.1%) on constant currency basis)
- Interim dividend of 4.86 pence representing 2.5% of NAV at 30 June 2019, was paid on 13 September 2019

## **Private Equity outlook**

- Portfolio continues to be in good shape: well-diversified by sector and geography, and delivering strong revenue and EBITDA growth
- Macro environment likely "late cycle"
- Strategy focuses on transformational, "good-to-great" opportunities where subsector insights, operating capabilities and global platform can generate value even in a tougher macro environment

#### **Derived Investments outlook**

- Perspective on Derived Investments largely unchanged from prior reporting period
- Whilst macroeconomic backdrop overall remains supportive, there remain a number of geo-political shadows and there are some signs of slowing growth, particularly in Europe
- Focus on Derived Debt and high quality underlying credit exposures in a late stage cycle environment
- Aiming to reduce return volatility by reducing Derived Equity in the portfolio



# Why invest in AGA?

## Investment considerations



Access to the full expertise and resources of Apax Partners



- A leading, global investment advisory firm with over 40-year track record in Private Equity and ten years' experience in Derived Investments
- AGA benefits from Apax Partners' large investment team, including the senior executives who serve on its Investment Committee

Unique exposure to a portfolio of attractive investments, well-diversified across Apax sectors

- The Apax Private Equity Funds<sup>1</sup> have consistently outperformed relevant public benchmark indices across cycles
- Derived Investments leverage Private Equity expertise and insights of Apax Partners, applying the same rigour and analysis to the appraisal of debt and listed equity opportunities

Company objective is to deliver attractive target net returns, offering both capital appreciation and regular dividends

- 12-15% Total NAV Return target per annum, including;
- 5% of NAV dividend yield per annum



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 FTSE 250 Indices. Ticker: APAX. Market capitalisation at 30 September 2019 was €847.2m/£751.4m.

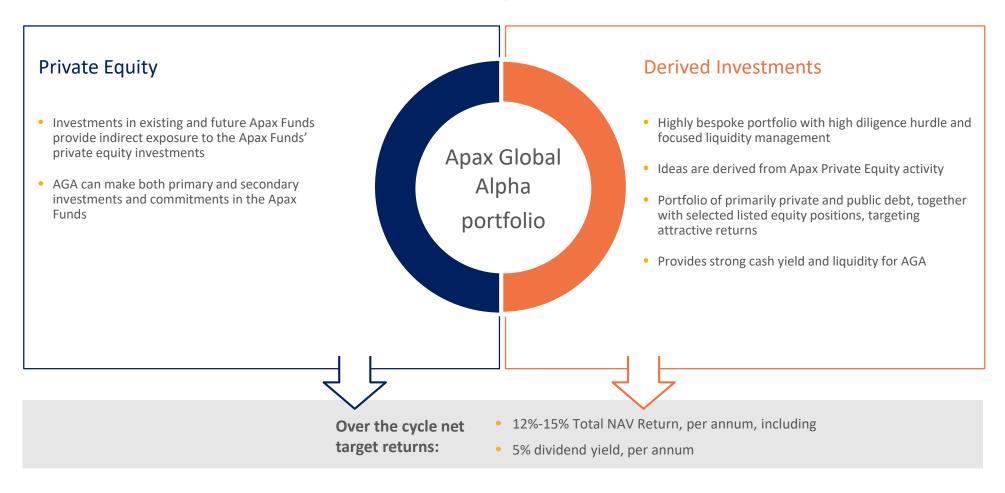
Defined as all Apax Buyout Funds

# **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.



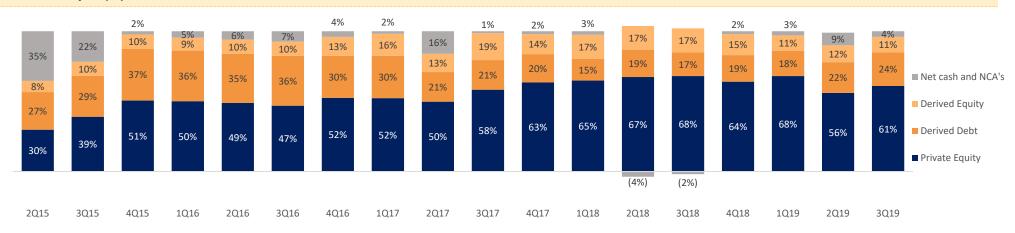


# **Key NAV highlights**

## Adjusted NAV development (€m)

	Private Equity €m	Derived Investments €m	Cash €m	Facility drawn €m	Other €m	3Q19 Total €m
Adjusted NAV at 30 June 2019	580.3	355.4	116.3	-	(20.1)	1,031.9
+ Investments	27.4	23.4	(68.4)	-	17.6	-
- Divestments	(6.8)	(8.3)	15.0	-	0.1	-
+ Interest and dividend income	-	-	6.8	-	0.1	6.9
+/- Unrealised gains/(losses)	32.4	(7.4)	-	-	-	25.0
+/- Realised gains/(losses)	-	0.1	-	-	-	0.1
+/- FX gains/(losses)	12.3	10.3	0.7	-	-	23.3
+/- Costs and other movements	_	-	(2.4)	-	(0.2)	(2.6)
- Dividends paid	-	-	(26.7)	-	-	(26.7)
+/- Performance fee reserve	(2.1)	-	-	-	-	(2.1)
+/- Revolving credit facility drawn/repaid	-	-	-	-	-	-
Adjusted NAV at 30 September 2019	643.5	373.5	41.3	-	(2.5)	1,055.8

## Total NAV split (%)







	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	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	N/A	8.8%		9.5%
2Q15 <sup>1</sup>	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	(0.4%)	13.6%	
3Q15	€1.79	€0.01	€0.00	(€0.01)	(€0.01)	€0.00	€0.00	€1.78	£1.27	(0.4%)	15.0%	
4Q15	€1.78	€0.01	€0.01	€0.07	€0.02	€0.00	(€0.01)	€1.88	£1.38	5.6%		
1Q16	€1.88	€0.02	€0.00	€0.01	(€0.06)	(€0.05)	(€0.00)	€1.80	£1.43	(1.8%)		
2Q16	€1.80	€0.02	€0.00	(€0.02)	€0.03	€0.00	(€0.01)	€1.82	£1.52	1.2%	6.6%	3.9%
3Q16	€1.82	€0.02	€0.00	€0.03	(€0.01)	(€0.05)	(€0.00)	€1.81	£1.57	2.0%	0.076	
4Q16	€1.81	€0.02	€0.00	€0.02	€0.07	€0.00	(€0.01)	€1.91	£1.63	5.2%		
1Q17	€1.91	€0.02	€0.00	€0.03	(€0.01)	(€0.05)	(€0.01)	€1.89	£1.60	1.4%		10.2%
2Q17	€1.89	€0.01	€0.04	€0.01	(€0.08)	€0.00	(€0.02)	€1.85	£1.62	(2.1%)	2.2%	
3Q17	€1.85	€0.01	€0.00	€0.03	(€0.04)	(€0.05)	(€0.00)	€1.80	£1.58	(0.3%)	2.270	
4Q17	€1.80	€0.01	€0.03	€0.05	(€0.02)	€0.00	(€0.01)	€1.86	£1.65	3.5%		
1Q18	€1.86	€0.01	€0.01	€0.00	(€0.03)	(€0.05)	(€0.00)	€1.80	£1.58	(0.7%)		
2Q18	€1.80	€0.01	€0.00	€0.08	€0.04	€0.00	(€0.01)	€1.92	£1.70	6.9%	7.1%	5.4%
3Q18	€1.92	€0.01	(€0.01)	€0.04	€0.00	(€0.05)	€0.00	€1.91	£1.70	1.8%	7.170	3.4%
4Q18	€1.91	€0.01	(€0.02)	(€0.01)	€0.02	€0.00	(€0.01)	€1.90	£1.70	(0.7%)		
1Q19	€1.90	€0.01	(€0.00)	€0.12	€0.04	(€0.05)	(€0.01)	€2.01	£1.73	8.7%		
2Q19	€2.01	€0.01	(€0.00)	€0.12	(€0.03)	(€0.00)	(€0.01)	€2.10	£1.88	4.4%	18.9%	17.0%
3Q19	€2.10	€0.01	€0.00	€0.05	€0.05	(€0.05)	(€0.01)	€2.15	£1.91	4.9%		

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



# **Quarterly returns since 1Q15**

	Total	Return <sup>2</sup> (	EUR)			Return At	tribution					otal Retur				Ret	urn Attribu	tion		
	Private Equity	Derived Debt	Derived Equity	Private Equity	Derived Debt	Derived Equity	Performa nce Fee	Other <sup>3</sup>	Total NAV Return		Private Equity	Derived Debt	Derived Equity	Private Equity	Derived Debt	Derived Equity	Performa nce 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%)
1Q19	12.3%	4.8%	1.2%	7.9%	0.9%	0.1%	(0.0%)	(0.2%)	8.7%	1Q19	10.0%	2.5%	(1.5%)	6.4%	0.5%	(0.2%)	(0.0%)	(0.2%)	2.2%	8.7%
2Q19	7.1%	0.9%	(0.4%)	4.8%	0.2%	(0.0%)	(0.3%)	(0.2%)	4.4%	2Q19	8.0%	2.3%	0.8%	5.3%	0.5%	0.1%	(0.3%)	(0.2%)	(1.0%)	4.4%
3Q19	6.9%	6.0	(3.5%)	4.3%	1.4%	(0.4%)	(0.2%)	(0.2%)	4.9%	3Q19	4.8%	2.5%	(5.1%)	3.1%	0.6%	(0.6%)	(0.2%)	(0.3%)	2.3%	4.9%
2015	34.6%	10.5%	15.9%	10.9%	3.8%	2.0%	(1.6%)	(1.4%)	12 60/	2045	24 20/	1 00/	7 30/	0.00/	1 30/	1 40/	(1 (0/)	(4.30/)	4.30/	13.000
2015	8.0%	8.0%	11.3%	3.8%	2.7%	0.9%	(0.0%)	(0.9%)	13.6%	2015	31.3%	1.8%	7.2%	9.8%	1.2%	1.1%	(1.6%)	(1.3%)	4.3%	13.6%
2016	3.3%	(2.0%)	24.2%	1.6%	(0.7%)	4.3%	(1.4%)		2.2%	2016	5.9%	5.6%	12.0%	3.0%	2.1%	1.0%	(0.0%)	(1.3%)	1.9%	6.6%
2017	17.4%	4.5%	(17.6%)	10.1%	1.2%	(3.0%)	0.2%	(1.7%)	7.1%	2017	10.0%	9.8%	35.7%	4.9%	2.1%	5.5%	(1.4%)	(1.0%)	(8.0%)	2.2%
						, ,		, ,		2018	15.9%	0.3%	(17.4%)	9.2%	0.4%	(2.9%)	0.2%	(1.5%)	1.7%	7.1%
LTM 3Q19	28.8%	14.4%	(6.8%)	17.7%	2.8%	(1.0%)	(0.2%)	(1.2%)	18.0%	LTM 3Q19	25.1%	8.8%	(11.2%)	14.6%	2.6%	(0.9%)	(0.2%)	(0.2%)	2.1%	18.0%

<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



# **Top 30 portfolio holdings at September 2019**

		Fund	Geography	Sector	Valuation €m	% of NAV
1	Cole Haan	AVIII	North America	Consumer	60.3	6%
2	ThoughtWorks	AIX	North America	Tech & Telco	56.2	5%
3	Idealista	AVIII	Europe	Consumer	41.3	4%
4	Duck Creek Technologies	AVIII	North America	Tech & Telco	41.0	4%
5	Engineering	AVIII	Europe	Tech & Telco	36.6	3%
6	Unilabs	AEVI & AIX	Europe	Healthcare	36.2	3%
7	Paycor*	AIX	North America	Tech & Telco	36.1	3%
8	Vyaire Medical*	AVIII	North America	Healthcare	35.2	3%
9	Neuraxpharm	AVIII	Europe	Healthcare	30.1	3%
10	EVRY*	AVIII	Europe	Tech & Telco	27.9	3%
11	Candela	AIX	North America	Healthcare	25.4	2%
12	ECi Software Solutions*	AIX	North America	Tech & Telco	25.0	2%
13	Trade Me*	AIX	Rest of world	Services	23.7	2%
14	AssuredPartners	AIX	North America	Services	22.7	2%
15	Safetykleen*	AIX	United Kingdom	Services	22.1	2%
16	Quality Distribution*	AVIII	North America	Services	21.0	2%
17	Wehkamp	AVIII	Europe	Consumer	19.8	2%
18	Authority Brands	AIX	North America	Services	19.0	2%
19	MATCHESFASHION.COM	AIX	United Kingdom	Consumer	15.1	1%
20	Genius Sports	AIX	United Kingdom	Tech & Telco	12.3	1%
21	Boats Group*	AIX	North America	Services	12.2	1%
22	Tosca Services	AIX	North America	Services	11.9	1%
23	Attenti	AIX	Israel	Tech & Telco	9.4	1%
24	Shriram City Union	AVIII	India	Services	8.6	1%
25	Go Global Travel	AMI	Israel	Tech & Telco	8.6	1%
26	Healthium	AIX	India	Healthcare	7.9	1%
27	Tivit	AEVII & AEV	'I Rest of world	Tech & Telco	7.8	1%
28	Fractal Analytics	AIX	India	Tech & Telco	7.7	1%
29	Kepro	AIX	North America	Healthcare	7.6	1%
30	Baltic Classifieds Group	AIX	Europe	Consumer	7.3	1%
Tot	al top 30 - gross values				696.0	66%
	Other investments				121.8	11%
	Carried interest				(92.1)	(9%)
	Capital call facilities and ot	her			(78.6)	(7%)
Tot	al Private Equity				647.1	61%

		Instrument	Geography	Sector	Valuation €m	% of NAV
1	Paycor*	Preferred shares	North America	Tech & Telco	25.3	2%
2	Syncsort	2L term loan	North America	Tech & Telco	22.7	2%
3	ECi Software Solutions	2L term loan	North America	Tech & Telco	22.7	2%
4	KRKA	Listed equity	Europe	Healthcare	21.9	2%
5	Exact Software	2L term loan	Europe	Tech & Telco	20.3	2%
6	Quality Distribution*	2L term loan	North America	Services	18.3	2%
7	Rocket Software	2L term loan	North America	Tech & Telco	17.2	1%
8	Vyaire Medical*	1L term loan	North America	Healthcare	17.0	1%
9	PowerSchool	2L term loan	North America	Tech & Telco	13.8	1%
10	AccentCare	1L term loan	North America	Healthcare	13.7	1%
11	Alexander Mann Solutions	1L term loan	United Kingdom	Services	13.2	1%
12	Trade Me*	1L term loan	Rest of World	Services	12.0	1%
13	Development Credit Bank	Listed equity	India	Services	11.7	1%
14	AmeriLife	1L term loan	North America	Services	11.3	1%
15	Sophos*	Listed equity	United Kingdom	Tech & Telco	10.7	1%
16	QAD	Listed equity	North America	Tech & Telco	10.6	1%
17	Lonza	Listed equity	Europe	Healthcare	10.4	1%
18	Sinopharm	Listed equity	China	Healthcare	10.2	1%
19	EverCommerce	1L term loan	North America	Tech & Telco	10.2	1%
20	Safetykleen*	2L term loan	United Kingdom	Services	9.7	1%
21	LegalShield	2L term loan	North America	Services	9.2	1%
22	Airtel Africa	Listed equity	Rest of World	Tech & Telco	8.5	1%
23	Can Fin Homes	Listed equity	India	Services	6.8	1%
24	Just Group	Listed equity	United Kingdom	Services	6.2	1%
25	Boats Group*	2L term loan	North America	Services	6.2	1%
26	Repco Home Finance	Listed equity	India	Services	5.4	1%
27	Strides Pharma Science	Listed equity	India	Healthcare	5.2	1%
28	Veritext	2L term loan	North America	Services	4.6	1%
29	AmeriLife	2L term loan	North America	Services	4.6	0%
30	Domestic & General	Senior secured note	United Kingdom	Services	4.5	0%
Tot	al top 30				364.0	34%
	Other investments				9.5	1%

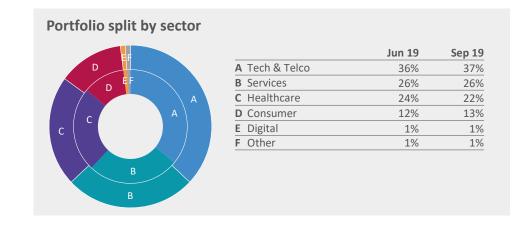
\*Denotes overlap between portfolios

Total Derived Investments

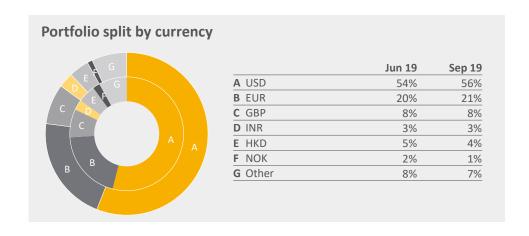












# Portfolio composition - Private Equity



## Portfolio split by sector



	Jun 19	Sep 19
A Tech & Telco	34%	35%
<b>B</b> Services	21%	20%
C Healthcare	24%	22%
<b>D</b> Consumer	18%	20%
E Digital	2%	2%
F Other	1%	1%

## Portfolio split by geography



		Jun 19	Sep 19
Α	North America	49%	52%
В	Europe	28%	27%
С	United Kingdom	7%	7%
D	Israel	5%	5%
Е	India	5%	4%
F	China	2%	1%
G	Rest of World	4%	4%

## Portfolio split by fund exposure



Jun 19	Sep 19
44%	45%
41%	40%
10%	9%
1%	1%
3%	3%
2%	2%
	44% 41% 10% 1% 3%

#### Portfolio split by Private Equity vintage



		Jun 19	Sep 19
Α	2005-2013	16%	17%
В	2014	0%	0%
С	2015	17%	16%
D	2016	19%	19%
Е	2017	30%	29%
F	2018	9%	10%
G	2019	7%	9%

Apax IX ("AIX")		Apax VIII ("AVIII")				
AGA NAV: €26	66.6m	AGA NAV:	€266.7m			
% of AGA PE portfolio:	37%	% of AGA PE portfolio:	44%			
Vintage:	2016	Vintage:	2012			
Commitment: €154.5m+\$	175m	Commitment: €159.5m+\$218.3m				
Invested and committed <sup>3</sup> :	74%	Invested and committed	<sup>3</sup> : 104%			
Fund size: \$	9.5bn	Fund size:	\$7.5bn			

Apax Europe VII <sup>1</sup> ("Al	EVII")	Apax Europe VI <sup>2</sup> ("AEVI")				
AGA NAV:	€74.8m	AGA NAV:	€6.4m			
% of AGA PE portfolio:	13%	% 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			

<b>AMI Opportunities Fund</b>	("AMI")	Apax Digital Fund ("ADF")				
AGA NAV:	€23.3m	AGA NAV:	€10.3m			
% of AGA PE portfolio:	4%	% of AGA PE portfolio:	2%			
Vintage:	2015	Vintage:	2017			
Commitment:	\$30.0m	Commitment:	\$50.0m			
Invested and committed:	55%	Invested and committed:	18%			
Fund size:	\$0.5bn	Fund size:	\$1.1bn			

#### Apax X ("AX")

Commitment: \$225m + €199.7m

New AX fund has yet to hold its final close but Apax Global Alpha's commitment was accepted on 16 July 2019

## Portfolio split by currency



		Jun 19	Sep 19
Α	USD	52%	54%
В	EUR	25%	23%
С	GBP	7%	7%
D	NOK	4%	4%
E	ILS	3%	3%
F	INR	3%	3%
G	HKD	1%	1%
Н	Other	5%	5%

Outer circle represents 30 September 2019, inner circle represents 30 June 2019

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 €29.1m and through its carried interest holdings, valued at €45.7m. The carried interest holdings were acquired through a €10.5m investment in 2015 and €7.7m investment in April 2018

<sup>2.</sup> India €7.711 Mestinent in April 2018
2. India €4.5m. The carried interest holdings were acquired through a €3.4m investment in April 2019

<sup>3.</sup> Invested and committed figures for AIX and AVIII are represented by the AIX and AVIII euro tranches respectively

# **Private Equity last 9 months acquisitions**



Apax IX continues to execute "quirky" and "value-added" deals in familiar sub-sectors

	Cost <sup>2</sup>
Next-gen business process management software platform (ADF, Europe, Digital)	€3.4m
Leading provider of universal measurement scales for K-12 reading and math (ADF, North America, Digital)	€3.6m
Operator of leading online classifieds platforms for automotive, real estate, jobs, and general merchandise in the Baltics (AIX, Europe, Consumer)	€7.1m
Provider of advanced analytics services to Fortune 500 enterprises (AIX, India, Tech & Telco)	€6.6m
Largest internet auction website in New Zealand (AIX, Rest of World, Services)	€22.2m
Leading insurance brokerage firm that distributes P&C, personal lines, and healthcare insurance (AIX, North America, Services)	€20.2m
Provider of Chinese language learning and teaching solutions (AIX, China, Consumer)	€3.1m
	Leading provider of universal measurement scales for K-12 reading and math (ADF, North America, Digital)  Operator of leading online classifieds platforms for automotive, real estate, jobs, and general merchandise in the Baltics (AIX, Europe, Consumer)  Provider of advanced analytics services to Fortune 500 enterprises (AIX, India, Tech & Telco)  Largest internet auction website in New Zealand (AIX, Rest of World, Services)  Leading insurance brokerage firm that distributes P&C, personal lines, and healthcare insurance (AIX, North America, Services)  Provider of Chinese language learning and teaching solutions

<sup>1.</sup> Signavio and MetaMetrics closed in September 2019. Baltic Classifieds Group closed in July 2019. Fractal Analytics closed in February 2019. Trade Me closed in May 2019. AssuredPartners closed in May 2019 and Huayue Education closed in June 2019

<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 last 9 months divestments**



Strong returns achieved on realised investments

Divestments Full exits		Initial year of purchase	Gross MOIC <sup>3</sup>	Gross IRR <sup>3</sup>
AssuredPartners <sub>INC.</sub>	Insurance brokerage firm that distributes P&C, personal lines, and healthcare insurance (AVIII, North America, Services)	2015	(2.9x)	36.7%
= exact	Provider of cloud-based and on-premise business software and services for SMB's (AVIII, Europe, Tech & Telco)	2015	4.0x	39.5%
Acelity"	Provider of therapies and products for the advanced wound care, tissue regeneration and therapeutic support system markets (AEVII, North America, Healthcare) (signed not closed)	2011	3.1x	16.6%
GRUPO ELECTROSTOCKS	Spanish electrical component distributor, selling a wide range of products mainly to installers (AEVII, Europe, Other)	2007	0.3x	nm²)
neobpo	Leading Brazilian Business Process Management voice services provider (AEVI & AEVII, Rest of the world, Tech & Telco) (signed not closed)	2010	0.6x	nm²)

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

2.8x / 23.4%

<sup>1.</sup> Performance as at 30 September 2019, 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

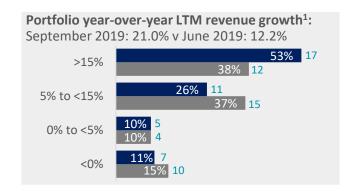
<sup>2.</sup> NM = not meaningful

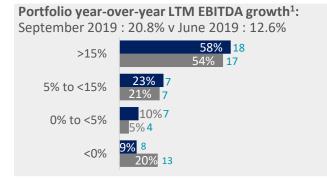
<sup>3.</sup> Gross IRR and Gross MOIC on full exits calculated based on the aggregate cash flows in euro across all funds for the deals realised in 2019; AssuredPartners full exit closed in May 2019, Exact Software full exit closed in May 2019, Exact Software full exit closed in May 2019, Acelity signed in May 2019, Electro Stocks full exit closed in September 2019. Gross IRR represents concurrent Gross IRR

# **Private Equity operating metrics**









## Highlights

- LTM revenue growth remains strong at 21.0% on average. Adjusting for M&A, revenue growth was 10.6% in LTM to September 2019 compared to 10.5% in LTM to June 2019
- LTM EBITDA growth remaining strong at 20.8%.
   Excluding the impact of M&A, LTM EBITDA growth was 16.1% to September 2019 compared to 10.7% in LTM to June 2019

Enterprise Value / EBITDA valuation multiple<sup>1</sup>:

September 2019: 15.4x v June 2019: 15.3x

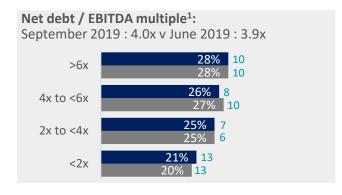
>14x

44%
14
44%
13

12x to <14x
24%
5
29%
8

10x to <12x

11%
5
14%
5
<10x
13%
13



- The weighted average valuation multiple increased slightly to 15.4x LTM EBITDA
- The weighted average leverage of portfolio companies increased slightly to 4.0x LTM EBITDA

- September 2019
- June 2019

Number of investments within the associated band

# **Portfolio composition – Derived Investments**



## Portfolio split by asset type



	Jun	19	Sep	19
A Derived Debt	6.	5%	69	9%
<b>B</b> Derived Equity	3.	5%	3:	1%

## Portfolio split by sector



	Jun 19	Sep 19
ATech & Telco	41%	39%
<b>B</b> Services	37%	39%
<b>C</b> Healthcare	22%	21%
<b>D</b> Other	1%	1%

## **Derived Debt categories**



	Jun 19 :	seb 13
A First lien term loan	30%	30%
<b>B</b> Second lien term loan	60%	58%
C Preferred shares	10%	10%
<b>D</b> Senior secured note	0%	2%

## Portfolio split by currency



Jun 19	Sep 19
57%	57%
12%	14%
11%	11%
10%	8%
3%	3%
1%	1%
6%	6%
	57% 12% 11% 10% 3% 1%

## Portfolio split by geography



	Jun 19	Sep 19
A North America	53%	57%
<b>B</b> Europe	16%	15%
C United Kingdom	12%	12%
<b>D</b> India	10%	8%
E China	3%	3%
F Rest of World	7%	6%

## **Derived Debt type**



Juli 13	3eh 13
82%	82%
9%	8%
4%	4%
5%	5%
0%	1%
	82% 9% 4% 5%

lun 10 Son 10

## **Derived Debt by maturity**



			Jun 19	Sep 19
	Α	2019	5%	2%
	В	2022	1%	0%
	С	2023	8%	7%
	D	2024	13%	13%
	Ε	2025	25%	30%
/	F	2026	38%	38%
	G	2027	10%	10%

# **Derived Investments 2019 investment activity**



# Good returns on exits and cautious buying activity in a volatile market

Debt Acquisitions <sup>1</sup>		Cost
AccentCare 4.	Provider of post-acute healthcare services in the US (North America, Healthcare, first lien)	€13.2m
AMERILIFE	Wholesale and retail insurance distributor focusing on health, annuity and life insurance products in the US seniors market (North America, Services, first lien)	€12.4m
AMERILIFE	(North America, Services, second lien)	€4.4m
= exact	Provider of cloud-based and on-premise business software and services for SMB's (Europe, Tech & Telco, second lien)	€19.7m
SERVPRO*	Franchisor of fire and water cleanup and restoration (North America, Services, first lien)	€3.5m
trademe	Largest internet auction website in New Zealand (Rest of World, Services, first lien)	€12.3m
Domestic & General	Leading UK provider of appliance protection (UK, Services, senior secured note)	€4.4m
Evercommerce	Platform of service providers in the areas of business management, marketing and customer retention (North America, Tech & Telco, first lien)	€10.0m
ECI Software Solutions	Provider of enterprise resource planning software solutions (North America, Tech & Telco, second lien) add-on position	€9.0m
Equity Acquisitions <sup>1</sup>		Cost
QAD	Provider of ERP software to manufacturing companies (North America, Tech & Telco, listed equity) add-on position	€1.5m
<b>a</b> irtel	Provider of telecommunications and mobile money services (Rest of World, Services, listed equity)	€13.3m

Debt Divestments <sup>1</sup>	(fully exited)	Initial purchase year	Gross MOIC <sup>2</sup>	Gross IRR <sup>2</sup>
GOODPACK CONNECT PARTITION OF THE PARTITION OF T	Container leasing and logistics company (North America, Services, second lien)	2014	(1.0x)	2%
pdc brands	Beauty and personal care company (North America, Consumer, second lien)	2017	1.3x	15%
SERVPRO	Franchisor of fire and water cleanup and restoration (North America, Services, first lien)	2019	(1.1x)	15%
ERM	Global provider of environmental and sustainability related services (UK, Services, second lien)	2018	(1.2x)	16%

Gross MOIC<sup>2</sup>/ Gross IRR<sup>2</sup> 1.2x / 13.8%

			-
Equity Divestments <sup>1</sup> (fully exited)	Initial purchase year	Gross MOIC <sup>2</sup>	Gross IRR <sup>2</sup>
International producer of convenience foods (Europe, Consumer)	2018	(1.5x)	64%)
mitie Facilities management company (United Kingdom, Services)	2018	(1.1x)	10%
SOLUTIONS Provider of health and human services to patients with intellectual disabilities (North America, Healthcare)	2017	(1.3x)	31%
Indian Active Pharmaceutical  SOLARA Active Pharma Sciences Ingredient manufacturer (India, Healthcare)	2018	(1.0x)	4%

Gross MOIC<sup>2</sup>/ Gross IRR<sup>2</sup> 1.3x / 35.0%

<sup>1.</sup> Excludes restructuring of FullBeauty second debt. In February 2019, FullBeauty restructured and AGA received new second lien debt, equity and warrants in lieu of the original second lien debt it held. These have been excluded from the above

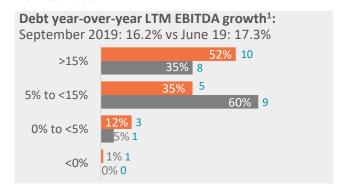
<sup>2.</sup> Gross IRR and MOIC calculated based on the aggregate euro cash flows since inception for deals fully realised during the year for each respective portfolio

# **Derived Investments operating metrics**

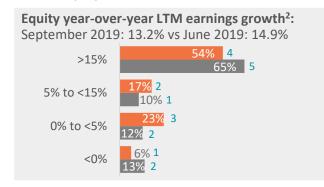


Approximately 80% of Derived Debt investments with yield to maturity of 8-12%

#### **Derived Debt**



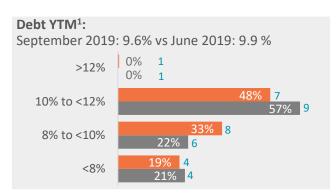
#### **Derived Equity**

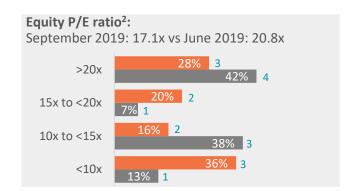


#### **Highlights**

#### **Derived Debt**

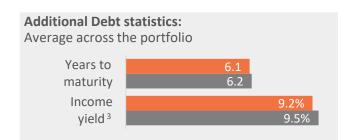
- LTM EBITDA growth still strong at 16.2% in Q3 albeit slightly down from 17.3% in previous quarter
- 81% of Derived Debt investments with yield to maturity of 8-12%. 48% of Derived Debt value were yielding 10% to maturity or higher





#### **Derived Equity**

- Average LTM earnings growth in the Derived Equity portfolio have decreased slightly from 14.9% to 13.2%
- The average price-to-earnings multiple for the Derived Equity portfolio decreased to 17.1x





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. Gross Asset Value weighted average of the respective metric across the Derived Debt portfolio. (Paycor was excluded from LTM EBITDA growth)
- 2. Gross Asset Value weighted average of the respective metric across the Derived Equity portfolio. (Answers, Airtel Africa, QAD and Cengage were excluded from both LTM earnings growth and P/E ratio)
- 3. 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

## Financial calendar and contact details



#### March 2020

March: 2019 Annual 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 ("AEVII") 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"). AGA has also committed to Apax X ("AX") which has yet to hold a final close. 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.

