

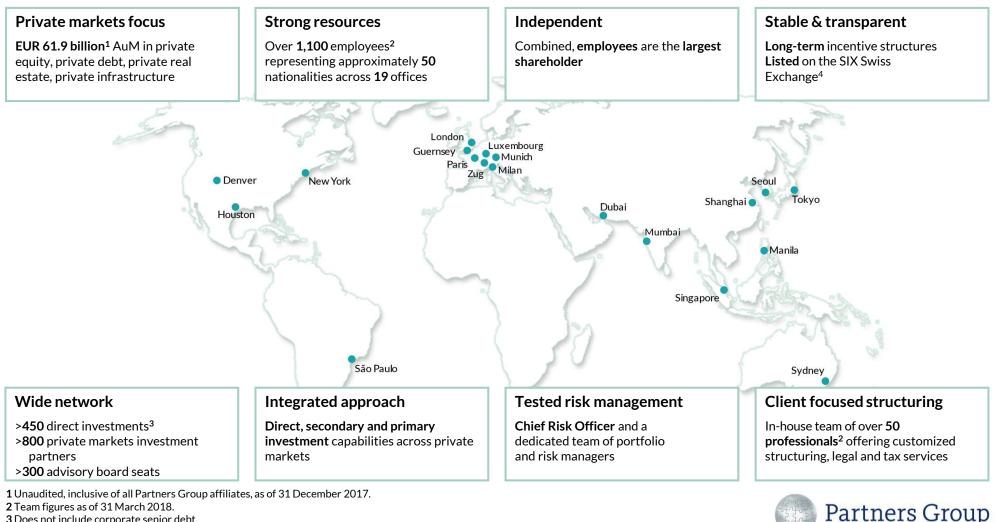
## **Princess Private Equity Holding Limited**



Global Blue | Private Equity

For use with institutions only - not for use in the United States

### Partners Group: a leading global private markets investment manager



2 Team figures as of 31 March 2018.

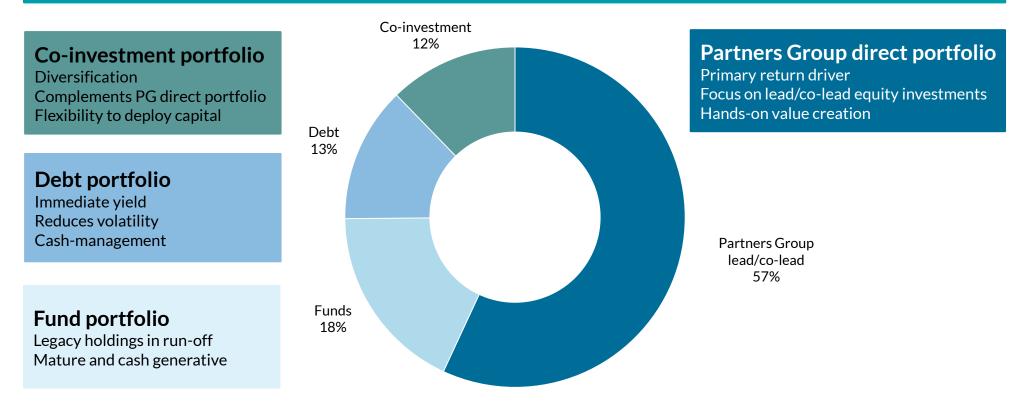
3 Does not include corporate senior debt.

4 Partners Group Holding AG is listed on the SIX Swiss Exchange.

REALIZING POTENTIAL IN PRIVATE MARKETS

## Princess Private Equity: a differentiated global approach to listed private equity

#### Princess provides public market investors with exposure to a global portfolio of leading private companies



Investment objective to generate capital growth and an attractive dividend yield (target 5-8% p.a. of NAV)



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## Positive NAV development in Q1 2018

#### Princess continued to take advantage of supportive exit environment to realize investments

Performance	<ul> <li>NAV total return +1.8% for Q1 2018</li> <li>NAV per share of EUR 10.93; net assets of EUR 755.7 million</li> <li>Share price total return -5.0% for Q1 2018</li> <li>Share price of EUR 10.05; market capitalization of EUR 695.0 million</li> </ul>
EUR 60 million of realizations	<ul> <li>Mature portfolio continues to benefit from supportive exit environment:</li> <li>Full exits of Trimco (3.4x cost) and VAT Group (6.0x cost)</li> <li>Recapitalizations of Action and Varsity Brands</li> <li>Legacy fund portfolio continues to generate cash</li> </ul>
EUR 19.5 million invested	<ul> <li>Benefits of flexible investment strategy support deployment of capital:</li> <li>Portion of proceeds re-invested in Trimco alongside the new owner</li> <li>Co-investment in SHL, a leading global provider of psychometric testing to employers</li> <li>Investments in senior loans support deployment of cash following high level of realizations</li> <li>Three new investments in-closing as of quarter-end will deploy an additional ~EUR 30 million</li> </ul>

Past performance is not indicative of future results. For illustrative purposes only. Shares may be worth more or less than original cost when sold. Current performance may be lower or higher than performance shown. Share price return is based on EUR quote (Bloomberg: PEY LN). There is no assurance that similar investments will be made. Nothing herein should be relied upon as a promise or representation as to such future results. Source: Partners Group. As of 31 March 2018. NAV performance figures are net of all fees.



### Historic NAV performance

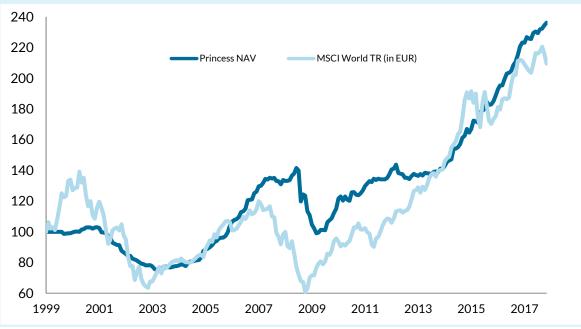
NAV contributors

• NAV total return: +1.8% Q1 2018

• Portfolio valuation development: +2.9% Q1 2018

• FX development: -0.4% Q1 2018

Princess NAV total return vs. MSCI World TR (in EUR)<sup>1</sup>



#### Total return in EUR

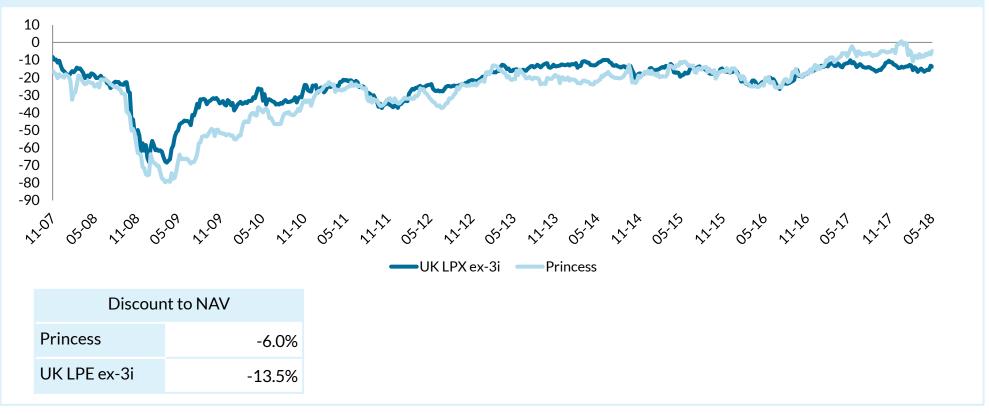
	Princess share price <sup>2</sup>	Princess NAV	MSCI World
1 year	+11.3%	+6.9%	-1.3%
3 years	+56.2%	+41.4%	+9.8%
5 years	+101.7%	+71.5%	+65.6%
10 years	+112.9%	+80.3%	+128.0%

Past performance is not indicative of future results. For illustrative purposes only. There is no assurance that similar results will be achieved. As of 31 March 2018. Source for MSCI World TR (ticker NDDUWI) in EUR: Bloomberg; investment return and the principal value of an investment will fluctuate. Shares may be worth more or less than original cost when sold. Current performance may be lower or higher than performance shown. Princess NAV figures are net of all fees. 1 Princess NAV performance: since inception in May 1999. 2 Share price return is based on EUR quote (Bloomberg; PEY LN).



#### Discount development

Discount development since London listing in November 2007<sup>1</sup>



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## Key figures

#### Key figures (in EUR)

	31.12.2016	31.12.2017	31.03.2018
NAV	702.9m	742.0m	755.7m
NAV per share	10.16	10.73	10.93
NAV per share incl. dividends paid	15.81	17.58	17.90
Share price	8.63	10.58	10.05
Investment level	92.6%	88.1%	82.3%
Over-commitment incl. credit line (% NAV)	0.2%	-2.6%	-1.9%
Net liquidity	52.0m	88.3m	133.5m
Total credit line (undrawn credit line)	50.0m (50.0m)	50.0m (50.0m)	50.0m (50.0m)
Unfunded commitments to legacy funds	45.6m	33.5m	36.4m
Unfunded commitments to PG's direct programs <sup>1</sup>	57.7m	85.6m	82.5m
	FY 2016	FY 2017	<b>YTD 2018</b> <sup>2</sup>
Dividends per share	0.54	0.56	-
Dividend yield <sup>3</sup>	6.3%	5.3%	5.6%

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### Ten largest direct value drivers – Q1 2018

Name	Investment stage	Investment year	Value created (in EUR m)
Action	BO Mid	2011	7.2
Permotio International Learning	Growth	2013	2.9
KinderCare Education	BO Mid	2015	2.6
Varsity Brands	BO Mid	2014	2.5
Foncia	BO Mid	2016	2.0
Global Blue	BO Mid	2012	1.0
Pharmaceutical developer <sup>1</sup>	BO Mid	2013	1.0
Curvature	BO Mid	2016	-2.2
Project Icon <sup>1</sup>	BO Mid	2011	-1.4
Form Technologies	BO Mid	2015	-1.3
Top ten value drivers			14.3

Seven out of ten largest value drivers are positive

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## Realization activity in Q1 2018

Investment		Inv. year	Exit route	Multiple	EUR m
			Full exits		
Trimco International	TRIMCO	2012	Sale to financial sponsor	3.4x	19.4
VAT Group AG	VAT 11	2014	Sale of shares	6.0x	12.4
			Partial exits		
Action		2011	Recapitalization	-	8.2
Black Knight Financial Services	BLACK KNIGHT	2013	Sale of shares	-	2.9
Varsity Brands	VARSITY	2014	Recapitalization	-	2.7
Legacy fund portfolio					9.1
Other					5.7
Total					60.4

• Princess records another strong quarter for realizations, continuing from a year of record high realizations in 2017

• Further realizations are anticipated during the remainder of the year, from both direct holdings and the legacy fund portfolio

#### Attractive multiples achieved on the exits of Trimco and VAT Group

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Asset overview

## Trimco: exit highlight

	Sports & Functional Wear
he !	
	Wilson Reebok 🛆 SALOMON 🌑
	UK High Street Fashion
	CISOS HAM TOPSHOP
	European Fashion Brands
	JACK JONES S.Oliver 📻
	TOMTAILOR VERO MODA

• Supplier of a full range of brand identification solutions including garment labels, tags and trimming product solutions, to blue-chip apparel companies around the globe

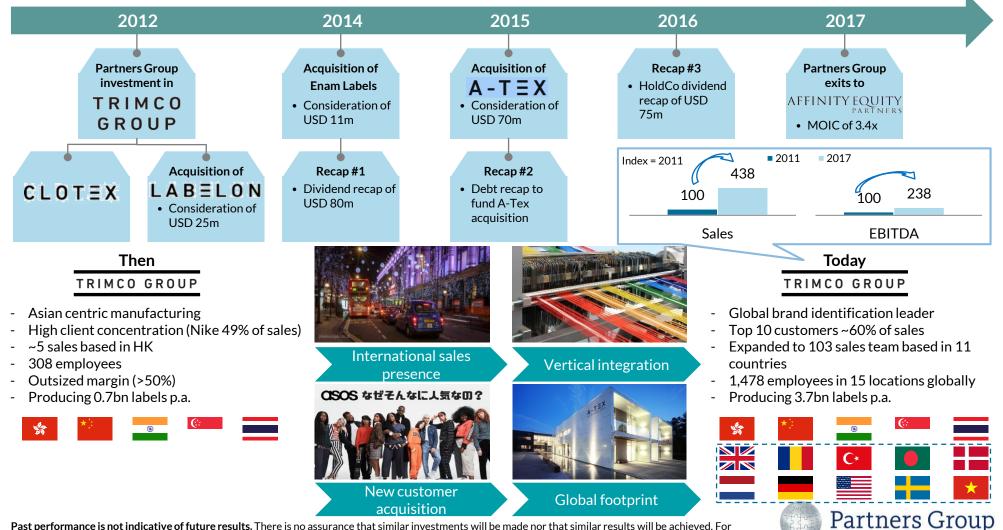
Key facts	
Geography	Asia Pacific / Hong Kong
Sector	Apparel brand identification solutions
Investment strategy	Global buy-and-build
Investment Date	April 2012
Exit metrics	
Entry / Exit EV	USD 157m / USD 520m
PG commitment	USD 97.5m (72.5% PG stake)
Entry / Exit date	Apr 2012 / Feb 2018
Exit gIRR / MoM	27.6% / 3.4x (closing Feb 2018)

#### Further value creation potential

Princess re-invested a portion of its exit proceeds alongside the new owners to participate in the future growth of Trimco



## Trimco: from an Asia-centric manufacturing specialist to a global leader



Past performance is not indicative of future results. There is no assurance that similar investments will be made nor that similar results will be achieved. For illustrative purposes only. The investment represents the largest realization for Princess Private Equity during Q1 2018. Source: Partners Group, Company;

REALIZING POTENTIAL IN PRIVATE MARKETS

#### Investment activity in Q1 2018

Investment		Country	Strategy	Stage	EUR m
SHL		UK	Equity (co-invest)	BO Mid	6.3
Trimco International	TRIMCO	Hong Kong	Equity (co-invest)	BO Mid	5.7
Liquid senior loans			Debt		6.4
Other					1.1
Total					19.5

- SHL is a global provider of psychometric testing, with a leading position in a growing market for talent assessment
- Portion of exit proceeds re-invested in Trimco alongside the new owner
- Investments in liquid senior loans made for cash management purposes to reduce impact of cash drag on performance following recent realizations
- Investment pipeline remains strong with three new transactions signed and in-closing as of quarter-end

#### EUR 19.5 million invested during Q1 2018

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## Direct equity transactions signed and in-closing



- Partners Group lead transaction
- Hearthside Food Solutions is the industry's leading food contract manufacturer for baked goods, snack bars, bars, energy bars, granola bars, cookies, crackers, pretzels, croutons, breadcrumbs, snacks and other products



# **AMANN**GIRRBACH

- Co-investment
- Amann Girrbach is one of the world's leading companies in the field of digital dentistry, providing solutions for the production of dental prosthetics based on CAD/CAM technology

#### Princess will invest approx. EUR 30 million in three transactions

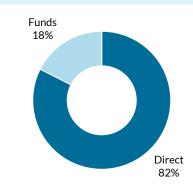


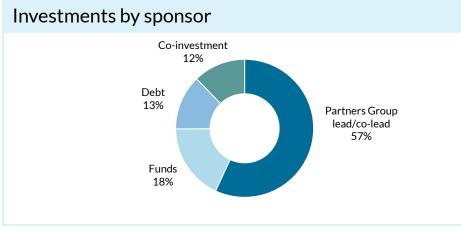
## Diversified private equity portfolio with substantial allocation to mature portfolio companies

#### Portfolio construction

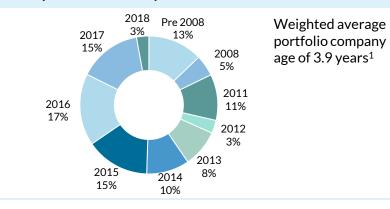
- **Partners Group lead/co-lead:** active value creation to drive returns
- **Co-investment:** diversification via exposure to other leading managers with no additional fee layer
- **Debt:** reduces cash drag via efficient deployment of capital
- Fund portfolio: mature, legacy holdings in run-off







#### Investments by investment year<sup>1</sup>



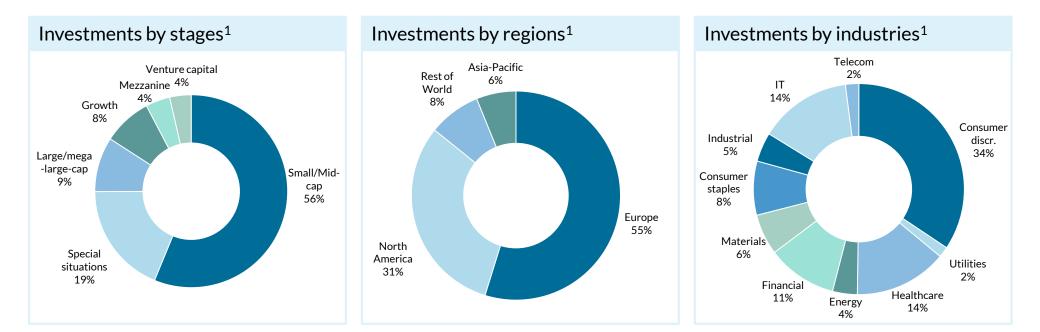
Past performance is not indicative of future results. For illustrative purposes only. There is no assurance that similar investments will be made. Diversification does not ensure a profit or protect against loss. Actual allocations and performance may differ. 1 Based on the value of private equity investments on a look-through basis as of 31 March 2018. Source: Partners Group information.



## Invested across stages and regions, with overweight in small- and mid-cap buyout

#### Portfolio overview

- Financing stage: focus on mid-cap buyout segment with allocation to private debt
- Regions: global diversified; relative value approach
- Industries: broadly diversified with low exposure to cyclical industries



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## Attractive earnings growth and healthy capital structures support NAV development

#### Key metrics for direct equity companies

Performance metrics	Valuation metrics
• 11.0% revenue growth over last 12 months	• 12.6x EV/EBITDA
• 12.9% EBITDA growth over last 12 months	• 5.0x net debt/EBITDA
EUR 1.1 billion weighted average revenue	• 41.9% leverage
	• EUR 2.5 billion weighted average enterprise value

- Double-digit revenue and EBITDA growth at portfolio company level despite low growth from broader economy
- Increase in EV/EBITDA multiple but valuations still considered to be reasonable given strong EBITDA growth
- Continued disciplined approach to leverage: net debt/EBITDA of 5.0x

Past performance is not indicative of future results. Actual performance may vary. Weighted average figures for a sample of direct equity investments based on available information. Valuation metrics include all direct equity investments valued based on EV/EBITDA (sample represents 41 companies; 57.1% of NAV). Performance metrics exclude certain direct equity investments for which M&A activity represents the main driver of year-on-year growth or for which comparable annual figures are not available (sample represents 35 companies; 39.0% of NAV). Source: Partners Group information. As of 31 March 2018.



## Overview of 10 largest direct investments (1)

Investment	Country	Investment stage	Investment year	Investment description	% of NAV
	Netherlands	BO Mid	2011	Action is a Dutch discount retailer with over 1'100 retail stores and over 40'000 employees in the Netherlands, Belgium, Germany, France, Luxembourg, Austria and Poland.	7.6
International Schools Partnership	UK	Growth	2013	Permotio (trading as International Schools Partnership) was formed to create a leading international private schools group through a "buy & build" strategy, in conjunction with a proven management team.	5.7
FORM	USA	BO Mid	2015	Global manufacturer of customized, small, highly-engineered metal components, with complex shapes and tight tolerances, using proprietary precision die casting and metal injection molding technologies.	4.5
FONCIA	France	BO Mid	2016	Foncia is a France-based company that offers residential property management and real estate services. The company has a network of more than 600 branches located throughout France, Switzerland, Germany and Belgium.	3.2
KinderCare	USA	BO Mid	2015	KinderCare is the largest for-profit provider of early childhood education in the US and the parent company of KinderCare Learning Centers, as well as the brands Children's Creative Learning Centers and Champions.	3.2



## Overview of 10 largest direct investments (2)

Investment	Country	Investment stage	Investment year	Investment description	% of NAV
fermaca	Mexico	Infrastructure	2014	Fermaca is a leading operator of gas infrastructure in Mexico, which develops, constructs, owns and operates natural gas pipelines and other related energy assets. Fermaca's customers include Mexico's state-owned electric utility and other large energy companies.	2.6
([]) IDEMIA	France	BO Large	2017	IDEMIA was formed through the merger of Oberthur Technologies (OT) and Safran Identity & Security (Morpho). IDEMIA provides digital identify solutions.	2.2
seit 1960 Die Menü-Manufaktur Hofmann*	Germany	BO Mid	2014	Hofmann Menue Manufaktur is a leading German producer and supplier of customized frozen food products to small business canteens and social organizations such as retirement homes, hospitals and schools.	2.2
🎇 Global Blue	Switzerland	BO Mid	2012	Global Blue is a Switzerland-based company that provides refund and currency transfer services for tourists globally. The company facilitates transactions between merchants, banks and international shoppers.	1.9
<b>Multi</b> Plan.	USA	BO Large	2016	MultiPlan is a United States-based provider of healthcare cost management solutions. The company provides analytics and network-based solutions for managing the financial risks associated with medical claims.	1.7
Total 10 largest direct investments					34.8

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## Valuations remain at elevated levels for new investments

#### Near record valuations, especially for large-caps

Average EV/EBITDA multiples and approximations for typical large-cap deals



#### PG investment approach in this environment



Proactive sourcing supports early identification of target assets



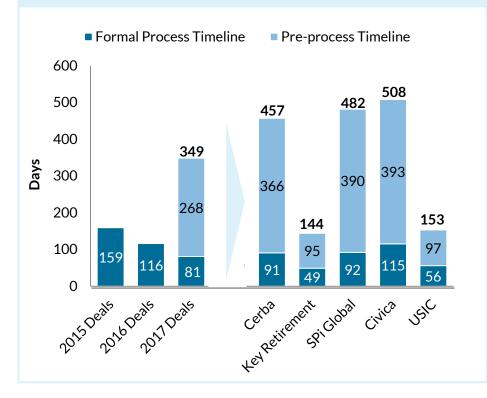
Maintain focus on attractive investment strategies

Create value in portfolio companies through active ownership



## How do we source assets? Proactive identification of target companies

#### 2017 closed deal diligence timelines





Official transaction process timelines contracted to <3 months in 2017; further contraction expected



Proactive sourcing efforts added ~9 incremental months of diligence per transaction



PG due diligence standards remain extremely robust despite increased market competition



Continued proactive sourcing will increase PG total diligence time even further going forward; currently tracking 500+ assets

#### Investors with scale and informational advantages win

For illustrative purposes only. Deals shown above represent recent PG investments. Deals refer to companies acquired by Partners Group. Formal process timeline defined as intermediary-communicated sale process launch to final, commercially and legally binding bid deadline. Pre-process launch defined as Partners Group's internal identification of company as a target asset. Source: Partners Group, February 2018.



## Recent investment activity has focused on three main themes

Investments have centered around three main themes

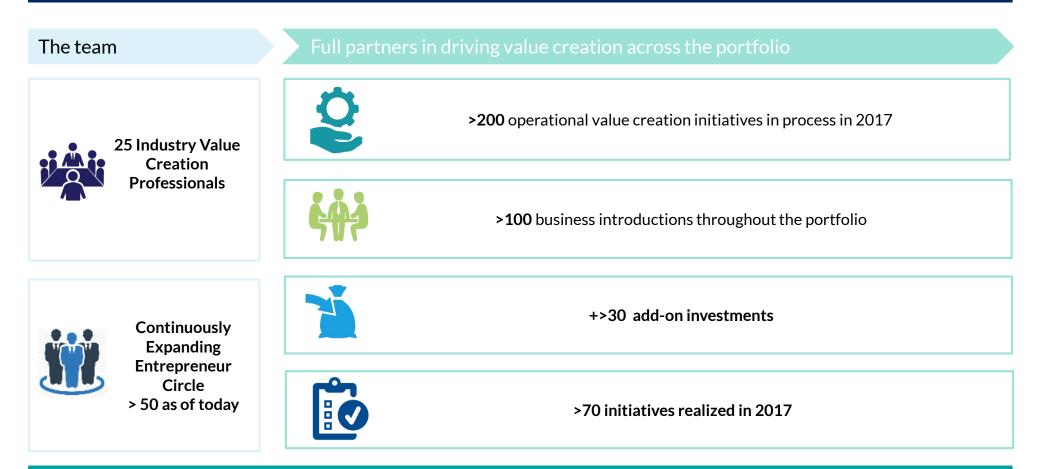


For illustrative purposes only. There is no assurance that similar investments will be made. Deals shown above represent recent Partners Group investments or Partners Group platform companies which have recently completed M&A. Source: Partners Group.



## Heavy operational support & focus





Creating transformational change and significant value through active ownership



## Value creation update: Permotio International Learning

#### Company overview



#### Lead investment

Permotio was formed to create a leading international private schools group through a "buy & build" strategy

Geography Industry Headquarters Entry date Global Education United Kingdom October 2013

#### Value creation achieved to-date

- **Built platform:** acquired 27 schools across 8 countries; initiated green field projects in Middle East to add capacity; set-up regional management units
- Established sourcing engine: in exclusive negotiations to acquire a number of schools / groups across Europe, Americas and the Gulf. Developed standardized 100 day plan process to enable orderly platform growth
- Enhancing growth: upgrading learning experience with cross-fertilization of best practices, building educational capability to underpin pupil growth and investing in capacity to address growing demand in specific locations, realize economies of scale and drive multiple expansion
- **EBITDA growth of 40.9%** during 2017 driven by newly acquired schools and organic growth in student enrollment and fees

#### **Exit Strategy**

- Sale to a strategic or financial investor
- IPO also a possible exit route once certain scale is achieved

#### Princess' second largest portfolio company (5.7% of NAV)

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## Summary and outlook

Investment approach	<ul> <li>Go global: global platform supports strong deal flow and implementation of global relative value investment strategy</li> <li>Sourcing is key: proactive identification and tracking of target companies underpins robust due diligence</li> <li>Stay disciplined: maintain selectivity and focus on core investment themes</li> <li>Focus on growth: buy-and-build, roll-out strategies and international expansion help to mitigate elevated entry multiples</li> </ul>
Focus on value	• Industry value creation team: 25 dedicated operational specialists across six industry verticals drive value creation at portfolio company level
creation and	<ul> <li>More than 200 on-going value creation initiatives<sup>1</sup></li> </ul>
realizations	• EBITDA and revenue growth of 12.9% and 11.0% year-on-year for direct equity investments <sup>2</sup>
	Continue to use supportive market conditions to realize assets where value creation has been achieved
Attractive dividend stock with capital growth	<ul> <li>5 year annualized NAV total return of 11.4% p.a.</li> <li>LTM dividends of EUR 0.56 per share represent a 5.6% yield</li> <li>Policy to distribute 5-8% of NAV p.a. via semi-annual dividends in June and December</li> </ul>

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## Shareholder activity and feedback

	Following increased trading volume in the previous quarter driven by Princess' inclusion in the FTSE All Share index, volumes were lower during the last few months.
Buyers / sellers	<ul> <li>Buyers:</li> <li>Hargreave Hale, Rathbones, Raymond James, Cazenove and Red Rocks Capital added to their positions</li> <li>Witan were a buyer again as the discount widened in Q1. Witan had used the index-buying to exit half their position when the shares traded close to NAV</li> <li>State Street, SSGA and L&amp;G are understood to be tracker funds</li> <li>Retail investors via the Hargreaves Lansdown platform featured in the top 10 buyers</li> <li>Sellers:</li> <li>As a group, asset managers were the main sellers (IBS Capital Management, Premier, Janus Henderson)</li> <li>SBB pension fund continued to reduce its position and will fully-exit over the medium-term</li> </ul>
Investor and analyst feedback	<ul> <li>Investors are increasingly cautious reflecting recent market volatility, valuations for new private equity investments and the re-rating of the listed private equity sector</li> <li>Cash positions are an area of focus for investors as some listed PE companies build-up cash positions following a good period for realizations</li> <li>While it remains challenging to attract new shareholders while Princess' discount is narrower than the peer group average, buyers can be expected if the discount widens relative to peers</li> </ul>



## Summary of IR activities

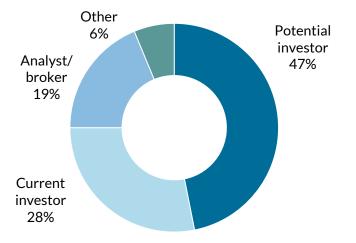
#### Activities

- Princess was invited to participate in a listed private equity seminar hosted by the broker Stifel in April. Andrew Deakin (MD, PE Europe) presented to an audience of ~40 investors
- Regional roadshows in Newcastle, Edinburgh and Dublin
- Over 30 meetings held with investors and analysts
- Edison published their initiation note on Princess. In contrast to sell-side research, which is restricted to professional investors and must be paid for post Mifid II, Edison's research is available to the public free of charge. The research will help to address the retail market.

#### Upcoming:

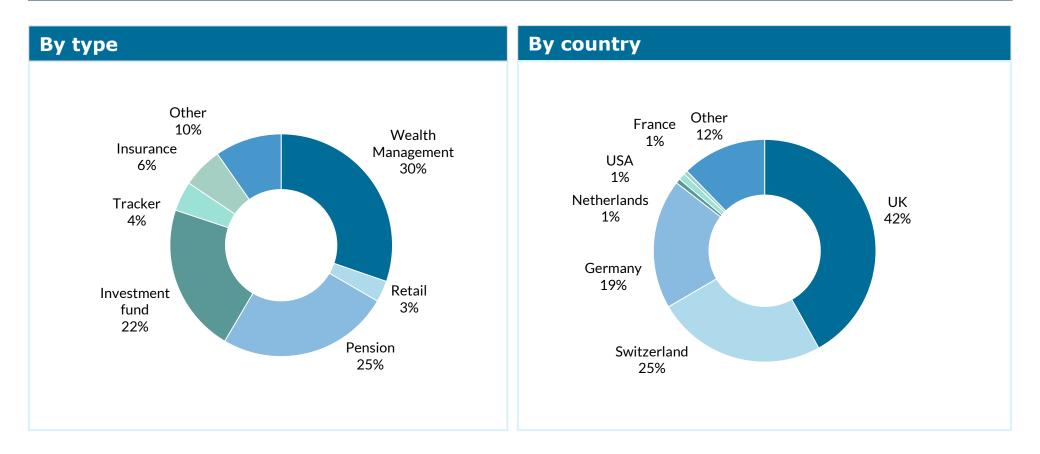
- Princess has been invited to present at the Numis Investment Company Conference in London (5 June).
   Fredrik Henzler (Co-Head, Industry Value Creation) will discuss PG's approach to value creation
- Roadshow to promote Princess to Swiss investors (focus on wealth managers and fund managers rather than institutions)

#### Meeting split by type – Q1 2018





## Split of shareholders by type and country



#### UK private clients remain the largest investor group and the key marginal buyer



## Top 30 shareholders

Rank	Investor	Country	Туре	Shares ('000)	%	% cum.
1	Bayer Pensionskasse	Germany	Pension	5,300	7.7%	7.7%
2	CCLA Investment Management	UK	Investment fund	4,511	6.5%	14.2%
3	Brewin Dolphin	UK	Wealth Management	4,132	6.0%	20.2%
4	Rathbones	UK	Wealth Management	4,128	6.0%	26.1%
5	CPV/CAP Coop Personalversicherung	Switzerland	Pension	3,551	5.1%	31.3%
6	Vega/Nürnberger	Germany	Insurance	3,385	4.9%	36.2%
7	Hargreave Hale	UK	Investment fund	3,378	4.9%	41.0%
8	Institut für Schweizer Finanzdienstleister	Germany	Wealth Management	3,117	4.5%	45.6%
9	Sulzer Vorsorgeeinrichtung & Johann Jakob Sulzer Stiftung	Switzerland	Pension	2,740	4.0%	49.5%
10	Pensionskasse SBB	Switzerland	Pension	2,544	3.7%	53.2%
11	Witan	UK	Investment fund	2,347	3.4%	56.6%
12	Personalvorsorgestiftung der Ringier Gruppe	Switzerland	Pension	1,566	2.3%	58.9%
13	Legal & General Investment Management	UK	Tracker	1,338	1.9%	60.8%
14	Julius Baer Private Banking	Switzerland	Wealth Management	1,308	1.9%	62.7%
15	Cazenove Capital Management	UK	Wealth Management	858	1.2%	63.9%



## Top 30 shareholders

Rank	Investor	Country	Туре	Shares ('000)	%	% cum.
16	Luzerner Kantonalbank	Switzerland	Wealth Management	766	1.1%	65.0%
17	Pensionskasse der Stadt Luzern	Switzerland	Pension	750	1.1%	66.1%
18	SG Private Banking	Luxembourg	Wealth Management	729	1.1%	67.2%
19	Asset Management Partners	Switzerland	Wealth Management	675	1.0%	68.1%
20	Sompo Canopius (incl. Corporation of Lloyds)	UK	Insurance	673	1.0%	69.1%
21	COMUNITAS Vorsorgestiftung des Schweizerischen Gemeindeverbandes	Switzerland	Investment fund	670	1.0%	70.1%
22	State Street	UK	Tracker	599	0.9%	70.9%
23	BlackRock	UK	Tracker	571	0.8%	71.8%
24	Optimized Portfolio Management	Sweden	Investment fund	550	0.8%	72.6%
25	Wise Investment	UK	Investment fund	544	0.8%	73.4%
26	Hargreaves Lansdown, stockbrokers (EO)	UK	Retail	542	0.8%	74.1%
27	Jupiter Asset Management	UK	Investment fund	500	0.7%	74.9%
28	Derbyshire County Council Pension Fund	UK	Pension	500	0.7%	75.6%
29	Partners Group Listed Investments	Switzerland	Investment fund	482	0.7%	76.3%
30	M&G Investment Management	UK	Investment fund	475	0.7%	77.0%

