

7 November 2018 10:00 – 11:00 GMT (Dublin, London) 11:00 – 12:00 CET (Zurich, Frankfurt)

+44 207 107 06 13 (from the UK) +41 58 310 50 00 (from Continental Europe)

All lines will be open 10 minutes prior to the beginning of the conference call.

# **Princess Private Equity Holding Limited**



# Partners Group: a leading global private markets investment manager

#### **Private markets focus**

**EUR 67.1 billion**<sup>1</sup> AuM in private equity, private debt, private real estate, private infrastructure

#### **Strong resources**

Over **1,000** employees<sup>2</sup> representing approximately **50** nationalities across **19** offices

#### Independent

Combined, **employees** are the **largest shareholder** 

#### Stable & transparent

**Long-term** incentive structures **Listed** on the SIX Swiss Exchange<sup>4</sup>



#### Wide network

- >450 direct investments3
- >800 private markets investment partners
- >300 advisory board seats

#### Integrated approach

**Direct, secondary and primary investment** capabilities across private markets

#### **Tested risk management**

**Chief Risk Officer** and a dedicated team of portfolio and risk managers

#### **Client focused structuring**

In-house team of over **50 professionals**<sup>2</sup> offering customized structuring, legal and tax services



<sup>1</sup> Unaudited, inclusive of all Partners Group affiliates, as of 30 September 2018.

<sup>2</sup> Team figures as of 30 September 2018.

<sup>3</sup> Does not include corporate senior debt.

<sup>4</sup> Partners Group Holding AG is listed on the SIX Swiss Exchange.

# Partners Group continuously improves the integration of environmental, social and governance (ESG) factors into its investment processes

#### ESG integration into entire investment process

- Team of Responsible Investment experts coordinate ESG integration across all asset classes and investment types
- Earned "A+" ratings in each of the last four years of the UN PRI's<sup>1</sup> annual ESG assessment
- >100 ongoing ESG-related projects across direct Private Equity, Real Estate, and Infrastructure portfolios
- A proprietary ESG due diligence tool based on the Sustainability Accounting Standards Board metrics
- An established ESG KPI and project reporting process provides transparency into portfolio impact
- An artificial intelligence enabled search engine to continuously scan underlying holdings for adverse ESG incidents

#### ESG factors can add and protect value



**Kinder Care** 

**Techem** 

#### ESG highlights of Partners Group's direct investment portfolio<sup>2</sup>

Impact achieved			Equivaler	t to
153 million kwh energy consumption	REDUCED			48,500,808 liters of gasoline
1.9 million m <sup>3</sup> water consumption	REDUCED			<b>760</b> olympic-sized swimming pools
830,000 metric tons CO2e CO2 emissions	AVOIDED	=		177,245 passenger vehicles driven for one year
<b>8.2</b> USD million ESG value creation EBITDA	IMPACT			<b>4.1%</b> of our overall 2017 industry value creation target
<b>13,039</b> new jobs	CREATED			9.1% job growth rate

Source: Partners Group 1 United Nations Principles for Responsible Investment. Rating refers to overall strategy and governance of Partners Group's RI program. Partners Group became a UNPRI signatory in 2008 2 Data from our annual ESG KPI Survey. Once a year, Partners Group surveys its direct lead and joint-lead investments on key aspects of their ESG performance. We use the data from this review to understand the collective impact of our portfolio on society and the environment, assess the overall ESG maturity of each investment and identify priority areas for engagement. Kinder Care and Techem are top ten investments of Princess Private Equity. As of 30 September 2018.



# 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

#### **Debt portfolio**

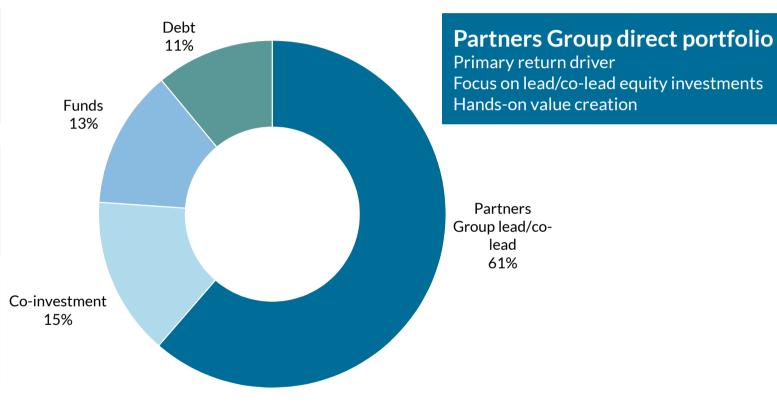
Immediate yield Reduces volatility Cash-management

#### **Fund portfolio**

Legacy holdings in run-off Mature and cash generative

## Co-investment portfolio

Diversification Complements PG direct portfolio Flexibility to deploy capital



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



Partners Group

# Table of contents

1	Key figures
2	Portfolio review
3	Market update and investment implications
4	Summary and outlook
5	Appendix



KEY FIGURES CONTROL OF THE PROPERTY OF THE PRO

# Positive NAV development in Q3 2018

#### Investments in Megadyne - Ammeraal Beltech, GlobalLogic and Techem

#### Performance

- NAV total return +3.4% for Q3 2018 (+9.3% YTD)
- NAV per share of EUR 11.44; net assets of EUR 791.29 million
- Share price total return +4.0% for Q3 2018 (+1.6% YTD)
- Share price of EUR 10.45; market capitalization of EUR 722.6 million

# Quarterly portfolio activity

- EUR 23.6 million of realizations mainly driven by the sale of Varsity Brands and the legacy fund portfolio
- **EUR 76.7 million** invested including lead direct investments in Megadyne Ammeraal Beltech, GlobalLogic and Techem<sup>1</sup>
- Investment level increases to 97.8% after recent investment activity

#### Balance sheet

- Net liquidity of EUR 17.3 million (2.2% of NAV)
- Available credit line of EUR 50 million (6.3% of NAV)
- Unfunded commitments of EUR 95.2 million (12.0% of NAV)

#### Dividend

- Second interim dividend of EUR 0.28 declared on 16 October, with payment date of 14 December
- Dividend yield of 5.4%<sup>2</sup>

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. 1 Largest three investments over the third quarter 2 Last twelve months dividends divided by share price as of reporting end. Source: Partners Group. As of 30 September 2018. NAV performance figures are net of all fees.



KEY FIGURES TO STATE OF THE PROPERTY OF THE PR

# Historic NAV performance

#### **NAV** contributors

- NAV total return: +3.4% Q3 2018 (+9.3% YTD)
- Portfolio valuation development: +4.3% Q3 2018 (+11.9% YTD)
- FX development: +0.1% Q3 2018 (+0.1% YTD)

# Princess NAV TR vs. MSCI World TR (in EUR)<sup>1</sup> 260 240 220 Princess NAV MSCI World TR (in EUR) 200 180 140 120 100 80 60 1999 2000 2002 2003 2004 2006 2007 2008 2010 2011 2012 2014 2015 2016 2018

#### Total return in EUR

	Princess share price <sup>2</sup>	Princess NAV	MSCI World
1 year	+6.6%	+10.5%	+13.2%
3 years	+67.8%	+42.5%	+40.9%
5 years	+121.9%	+83.5%	+81.6%
10 years	+211.3%	+83.8%	+175.3%

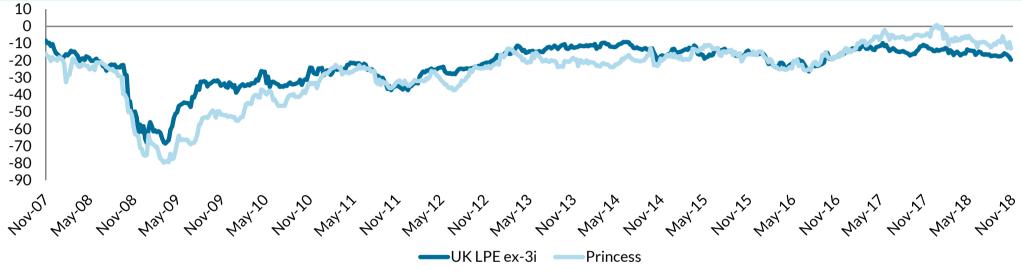
Past performance is not indicative of future results. For illustrative purposes only. There is no assurance that similar results will be achieved. As of 30 September 2018. Source for MSCI World TR (ticker NDDUWI) in EUR: Bloomberg; investment return and the principal value of an investment will fluctuate. The inclusion of this index/benchmark is used for comparison purposes and should not be construed to mean that there will necessarily be a correlation between the fund / investment return and the index/benchmark. 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).



KEY FIGURES

# Discount development





Discoun	t to NAV
Princess	-13.5%
UK LPE ex-3i	-18.5%

Past performance is not indicative of future results. For illustrative purposes only. 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. 1 Discount development since listing as of 1 November 2007, calculated on a weekly basis. Source for UK listed private equity ex-3i index discount: Datastream. Source for Princess discount: Morningstar. As of 2 November 2018.



KEY FIGURES 9

# Key figures

#### Key figures (in EUR)

	31.12.2016	31.12.2017	30.09.2018
NAV	702.9m	742.0m	791.3m
NAV per share	10.16	10.73	11.44
NAV per share incl. dividends paid	15.81	17.58	19.22
Share price	8.63	10.58	10.45
Investment level	92.6%	88.1%	97.8%
Over-commitment incl. credit line (% NAV)	0.2%	-2.6%	3.5%
Net liquidity	52.0m	88.3m	17.3m
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	37.4m
Unfunded commitments to PG's direct programs <sup>1</sup>	57.7m	85.6m	57.8m
	FY 2016	FY 2017	YTD 2018
Dividends per share	0.54	0.56	0.28
Dividend yield <sup>2</sup>	6.3%	5.3%	5.4%

Past performance is not indicative of future results. For illustrative purposes only. There is no assurance that similar investments will be made. As of 30 September 2018. 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. 1 Partners Group Direct Investments 2012 EUR, Partners Group Direct Equity 2016, Partners Group Direct Mezzanine 2011 and single line direct investments. 2 Last twelve months dividends divided by share price as of reporting end. Source: Partners Group.



# Table of contents

1	Key figures
2	Portfolio review
3	Market update and investment implications
4	Summary and outlook
5	Appendix



# Ten largest direct value drivers – Q3 2018

Name	Investment stage	Investment year	Value created (in EUR m)
Action	BO Mid	2011	6.2
Permotio International Learning	Growth	2013	6.2
Ceridian Corporation	BO Large	2007	3.3
Form Technologies	BO Mid	2015	3.1
Universal Hospital Services	BO Mid	2007	2.0
Hofmann Menue Manufaktur	BO Mid	2014	1.7
Vermaat	BO Mid	2015	1.7
IDEMIA	BO Large	2017	1.5
Foncia	BO Mid	2016	1.5
Curvature	BO Mid	2016	-3.3
Top ten value drivers			23.9

# Nine out of ten largest value drivers are positive



# Realization activity in Q3 2018

	Investment		Inv. Year	Exit route	Asset class	EUR m
Varsity Brands	VARSITY	BRANDS	2014	Sale to a financial sponsor	Equity	10.3
Megadyne		MEGADYNE LEADING DRIVE TECHNOLOGY	2014	Refinancing	Debt	1.6
Legacy fund portfolio						9.5
Other						2.2
Total						23.6

- Realization activity during the quarter driven by the sale of Varsity Brands and the legacy fund portfolio
- Exit of Varsity Brands during Q3 2018 at a multiple of 3.4x cost

## EUR 23.6 million received during Q3 2018 (EUR 103.3 million YTD)



# Investment activity in Q3 2018

Investment		Country	Strategy	Stage	EUR m
Megadyne - Ammeraal Beltech	Ammeraal Beltech	Italy / Netherlands	Equity (lead)	BO Mid	31.4
GlobalLogic	Global <b>Logic</b>	USA	Equity (lead)	BO Mid	23.7
Techem	echem	Germany	Equity (lead)	BO Large	21.3
Other					0.3
Total					76.7

- Megadyne Ammeraal Beltech: Transformational merger of Megadyne and Ammeraal Beltech. Megadyne is an Italy-based manufacturer of power transmission belts for the industrial belt market with a leading position in the polyurethane segment while Ammeraal Beltech is a Netherlands-based manufacturer of lightweight conveyor and specialty belt for process automation
- GlobalLogic is a leading global provider of outsourced product engineering and software development services
- Techem is a market leader cost-allocation service provider globally and in Germany, the leading cost-allocation market, with just under 30% market share, based on the revenue for the 2017 financial year. Techem benefits from a large and loyal customer base of c. 400k customers across multiple countries.

#### EUR 76.7 million invested during Q3 2018 (EUR 131.8 million YTD)



# New investment: Megadyne-Ammeraal Beltech

#### Company overview





#### Lead investment

Global leader in mission critical belting solutions created by a merger of two companies in specialist transmission belting (MD) and lightweight conveyor belting (AB)

Geography Global Industrial Headquarters Italy (MD)

Headquarters Italy (MD) / NL (AB) Entry date Sep 2018 / July 2018

#### Value creation

- Organic growth: (i) consolidation in growing geographies / end-markets, (ii) strengthen distribution in USA, (iii) China / Asia growth mid to long-term
- Operational excellence: (i) lean production, (ii) working capital management, (iii) quality delivery improvement
- **Synergies:** (i) footprint optimization, (ii) economies of scale in sourcing and indirect spend, (iii) cross-selling

#### Investment criteria

- Market leading position: global #1 in polyurethane belts (MD) and European #1 / global #2 in lightweight conveyor belts (AB)
- Add-on platform: 60% of the market is fragmented, 16 bolt-on acquisitions in the last 24 months together
- **Defendable, recurring and predictable revenues:** diversified business mix with high level of customization and specialization, fragmented customer base, mission critical consumables with high replacement sales (c. 70% revenues) and win rate (above 90%)

#### Princess invested EUR 31.4 million during Q3 2018

Past performance is not indicative of future results. Value creation initiatives are targets. For illustrative purposes only. There is no assurance that similar investments will be made. Source: Partners Group; company information as at entry. The investment represents the largest investment for Princess Private Equity during Q3 2018.



# New Investment: GlobalLogic

#### Company overview

# GlobalLogic

#### Lead investment

Leading software development company providing experience design, digital product engineering services, and agile delivery

Geography United States

Industry TMT

Headquarters San Jose, CA Entry date August 2018

#### Value creation

- Grow in new geographies: target new clients using the existing Partners Group (PG) platform by i) introducing GlobalLogic to current PG professional services vendors, ii) PG portfolio companies and iii) PG fund of fund relationships
- **Optimize pricing:** potential to drive annual client price increases in line with growth rates historically achieved by key competitors
- **Hire strategic talent:** further strengthen the management and sales teams

#### Investment criteria

- Secular industry tailwinds driven by high value proposition: market growth driven by R&D spend growth, outsourcing tailwinds, and a shift towards Next Gen PES; vendors differentiate on quality and expertise
- Sticky and growing customer relationships due to entrenched teams and mission-critical service: high customer retention generated by joint product engineering and development
- Attractive continued growth: organic growth driven by consistent new client wins, account expansion, and lower churn

#### Princess invested EUR 23.7 million during Q3 2018

Past performance is not indicative of future results. Value creation initiatives are targets. For illustrative purposes only. There is no assurance that similar investments will be made. Source: Partners Group; company information as at entry. The investment represents the second largest investment for Princess Private Equity during Q3 2018.



## New investment: Techem

#### Company overview



#### Value creation

- **Product portfolio optimization & innovations:** realize up-/ cross-selling potential and launch new products (e.g. smart thermostats)
- **Expand market share:** derive product and service offerings for underserved customer segments (private home-owners) and gain market share in high-growth countries implementing EU legislation
- **Digital transformation:** transform the company into a fully digitized provider of energy efficiency services

#### Lead investment

Leading German-based energy management and services provider that offers cost allocation, energy contracting, energy efficiency and supplementary products and services.

Geography Europe

Industry Business Services Headquarters Eschborn, Germany

Entry date August 2018

#### Investment criteria

- Market leading position: one of the market leaders in a growing industry with significant tailwinds
- Non-cyclical, recession resilient market: driven by favorable legislation and increasing awareness for energy efficiency
- Topline growth potential: opportunity to expand to new geographies and adjacent markets

#### Princess invested EUR 21.3 million during Q3 2018

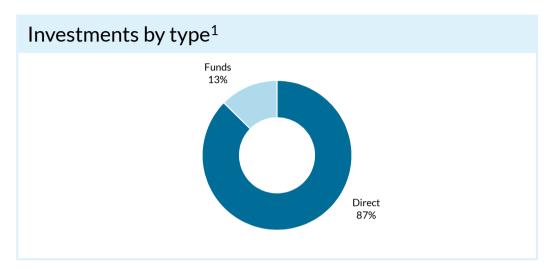
Past performance is not indicative of future results. Value creation initiatives are targets. For illustrative purposes only. There is no assurance that similar investments will be made. Source: Partners Group; company information as at entry. The investment represents the third largest investment for Princess Private Equity during Q3 2018.

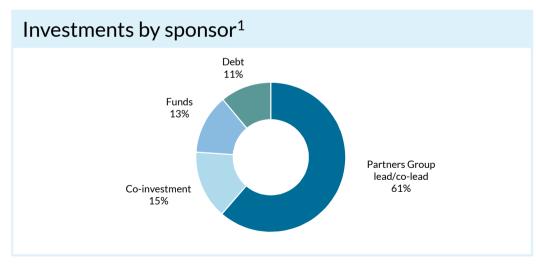


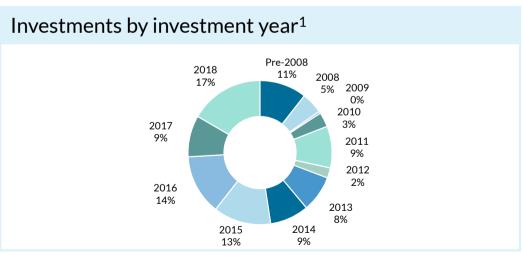
# Diversified private equity portfolio with substantial allocation to mature portfolio companies

#### 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







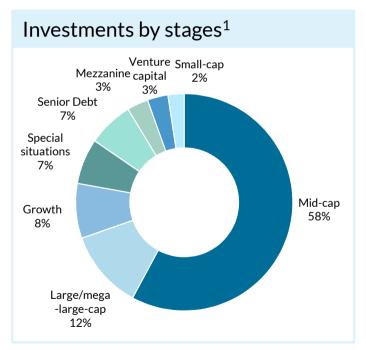
Past performance is not indicative of future results. For illustrative purposes only. There is no assurance that similar investments will be made. Diversification does not ensure a profit or protect against loss. Actual allocations and performance may differ. 1 Based on the value of private equity investments on a look-through basis as of 30 September 2018. Source: Partners Group.

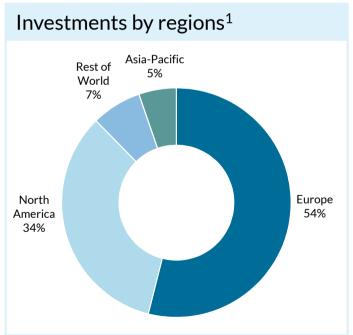


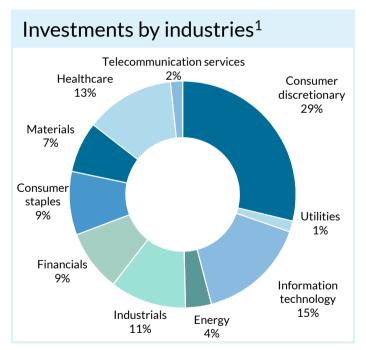
# Invested across stages and regions, with overweight in mid-cap buyout

#### 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







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 30 September 2018. Source: Partners Group.



# Attractive earnings growth and healthy capital structures support NAV development

#### Key metrics for direct equity companies

#### Performance metrics

- 11.0% revenue growth over last 12 months
- 13.6% EBITDA growth over last 12 months
- EUR 1.1 billion weighted average revenue

#### Valuation and debt metrics

- 13.0x EV/EBITDA
- 5.4x net debt/EBITDA
- 43.4% leverage
- EUR 2.5 billion weighted average enterprise value
- Double-digit EBITDA growth at portfolio company level despite lower growth from broader economy
- Increase in EV/EBITDA multiple but valuations still considered to be reasonable given significant EBITDA growth

Past performance is not indicative of future results. For illustrative purposes only. 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 47 companies; 72.8% 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 41 companies; 57.6% of NAV). Source: Partners Group. As of 30 September 2018.



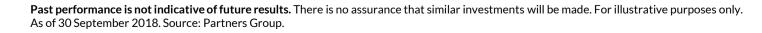
# Overview of 10 largest direct investments (1)

Investment	Country	Investment stage	Investment year	Investment description	% of NAV
VIBROSTON III III VIBROSTONOODUG	Netherlands	BO Mid	2011	Action is a Dutch discount retailer with over 1'100 retail stores and over 41'000 employees in the Netherlands, Belgium, Germany, France, Luxembourg, Austria and Poland.	8.1
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 experienced management team.	6.9
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.	4.8
Ammeraal Beltech	Italy / Netherlands	BO Mid	2018	Merger of Megadyne and Ammeraal Beltech. Megadyne is a manufacturer of power transmission belts for the industrial belt market while Ammeraal Beltech is a manufacturer of lightweight conveyor and specialty belt for process automation.	4.0
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 500 branches located throughout France, Switzerland, Germany and Belgium.	3.5



# Overview of 10 largest direct investments (2)

Investment	Country	Investment stage	Investment year	Investment description	% of NAV
KinderCare LEARNING CENTERS	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
<del>f</del> ermaca	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.	3.1
Global <b>Logic</b> °	USA	BO Mid	2018	GlobalLogic is a leading global provider of outsourced product engineering and software development services.	3.0
techem	Germany	BO Large	2018	Techem is one of the global cost allocation service providers with operations in more than 20 countries and with a leading position in Germany, the largest cost allocation market globally.	2.7
seit 1960 <b>Die Menü-Manufaktur</b> 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.	2.4
Total 10 largest of	direct investme	nts			41.7





# Table of contents

1	Key figures
2	Portfolio review
3	Market update and investment implications
4	Summary and outlook
5	Appendix

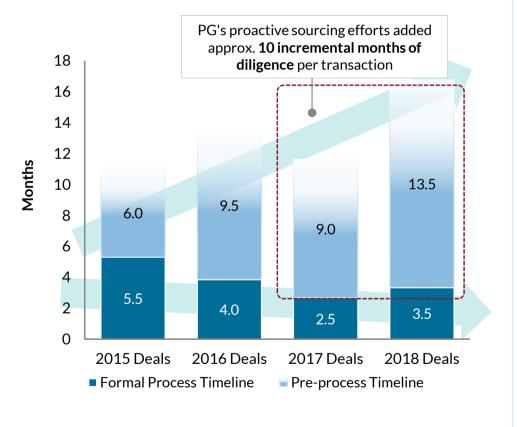


# Competition has lifted private equity valuations and shortened sales processes

#### Valuations are at or near record highs Average EV/EBITDA multiples and approximations for typical large-cap deals 16x 13-15x 12-15x 12-14x 14x 11-13x 12x 10.3 10.0 10.0 9.9 10.6 10.7<sub>0.5</sub> 10-12x 9.79.7 10x 8.9 8x 6x 4x 2x 0x 2007 2008 2009 2010 2014 2015 2016 2017 Jan-Sep 2018 ■ Europe ■ US ■ Typical large cap range

#### Wrapping around assets through proactive sourcing

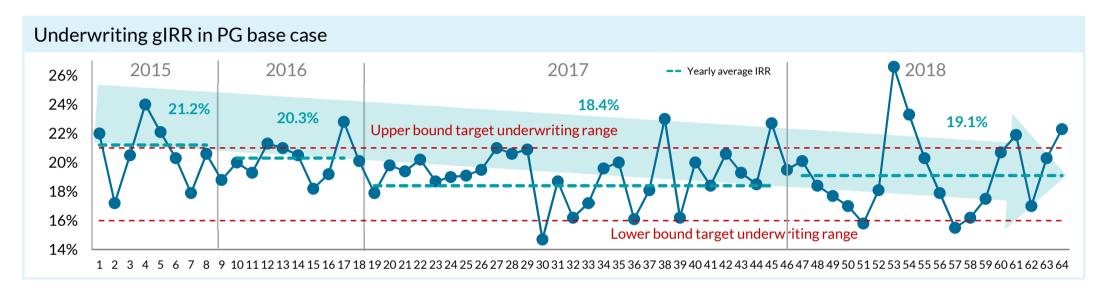
Formal process timelines have contracted and developing investment ideas ahead of the market is increasingly important



Past performance is not indicative of future results. For illustrative purposes only. There is no assurance that similar investments will be made. Deals shown above represent recent PG lead investments. 2018 Deals YTD as of June, 2018. 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 and S&P Global Leveraged Lending Review (both Q3 2018)



# Directs: tough competition but we stay prudent in our underwriting assumptions





Past performance is not indicative of future results. For illustrative purposes only. There is no assurance that similar investments will be made. Targets are based on various Partners Group estimates. There is no guarantee that targets will be realized or achieved or that the investment will be successful. Source: Partners Group (mid-August 2018). Data is based on latest available Investment Committee documents and hence will deviate from funding dates. For emerging market deals with local currency other than USD/EUR/GBP, hedged returns were taken (i.e. mainly translated into USD) to allow comparison to Partners Group's funding currency. Early IRRs are weighted by investment amount translated into EUR as base currency and are gross of fees.



# Directs: current investment themes and established investment strategies

#### Investment strategies

A focused approach

to grow the platform

#### Niche winners

#### Franchise companies

with strong defensive capabilities

#### Transformative trends & select focus areas





#### **Industrials**



Leading manufacturer of power transmission belts and global leader in light-weight process and conveyor belting

HQ: Italy & Netherlands





Franchisor of Vishal Mega Mart branded "value" retailer stores with over 230 stores across 147 cities.

HQ: Gurgaon, India

#### Platform companies

where we buy add-on firms

with particularly strong products or services

For illustrative purposes only. There is no assurance that similar investments will be made.

Deal rationale: examples reflect recent investments in companies benefitting from transformative trends in sub-sectors with high relative value attractiveness. Source: Partners Group (2018).

GlobalLogic

A leader in digital product

engineering services with

centers across the globe

design studios and engineering

HQ: San Jose, California, US



# Table of contents

1	Key figures
2	Portfolio review
3	Market update and investment implications
4	Summary and outlook
5	Appendix



SUMMARY AND OUTLOOK 27

# Summary and outlook

# Attractive dividend stock with capital growth

- 5 year annualized NAV total return of 12.9% p.a.
- LTM dividends of EUR 0.56 per share represent a 5.4% yield
- Policy to distribute 5-8% of NAV p.a. via semi-annual dividends

# Current investment focus

- Companies according to Partners Group's established investment strategies such as platform companies, niche leaders and franchise companies
- Companies that profit from transformative trends towards outsourcing, specialization and digitalization

#### Value creation

- Industry value creation team: 32 dedicated operational specialists<sup>1</sup> across six industry verticals drive value creation at portfolio company level
- More than 200 on-going value creation initiatives<sup>2</sup>
- EBITDA and revenue growth of 13.6% and 11.0% year-on-year for direct equity investments<sup>3</sup>

#### Outlook

- Continue to use supportive market conditions to realize assets where value creation has been achieved
- Preserve investment selectivity and focus on proactive sourcing

Past performance is not indicative of future results. For illustrative purposes only. Data unaudited as of 30 September 2018. 1 Team figures as of 30 September 2018. 2 In Partners Group Direct Investments 2012 (EUR), L.P. and Partners Group Direct Investments 2016. 3 Latest LTM figures available as of 30 September 2018. Weighted average figures for a sample of direct equity investments based on available information. 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 41 companies; 57.6% of NAV). Return figures shown are net of fees. There is no assurance that similar results will be achieved.



# Table of contents

1	Key figures
2	Portfolio review
3	Market update and investment implications
4	Summary and outlook
5	Appendix



# Key features of Princess

Structure	Guernsey company			
Listing	London Stock Exchange (main market, premium segment)			
Trading information (Euro Quote)	<ul><li>Ticker: London: PEY</li><li>Bloomberg: London: PEY LN</li><li>WKN:</li></ul>	London: GG00B28C2R28 London: A0LBRL		
Trading information (Sterling Quote)	<ul><li>Ticker: London: PEYS</li><li>Bloomberg: London: PEYS LN</li><li>WKN:</li></ul>	London: GG00B28C2R28 London: BF012D4		
Investment strategy	Aim to invest up to 100% of its capital in private equity and private debt direct investments			
Dividend policy	Princess intends to pay a dividend of 5-8% p.a. on NAV per share <sup>1</sup>			
Board of Directors		<ul><li>Brian Human</li><li>Henning von der Forst</li><li>Merise Wheatley</li></ul>		
Joint Corporate Brokers	<ul><li>JP Morgan Cazenove</li><li>Numis Securities</li></ul>			
Investment Manager	Princess Management Limited (with Partners Group AG as Investment Advisor)			
Management fee	1.5% p.a. <sup>2</sup>			
Incentive fee	<ul> <li>No incentive fee on primary investments</li> <li>10% incentive fee per secondary investment over a hurdle of 8% p.a.</li> <li>15% incentive fee per direct investment over a hurdle of 8% p.a.</li> </ul>			



# Credit facility key terms

#### Size and tenure

- EUR 50 million senior revolving multi-currency credit facility
- Maturity on 14 December 2020
- Credit facility arranged by Lloyds Bank plc
- Interest on drawn amounts charged at LIBOR +2.95% for LTV <15% or + 3.25% per annum for LTV >15%
- Interest on undrawn amounts charged at 0.90% per annum

#### Key covenants

- Loan to value: 25%
- Minimum NAV: EUR 350 million

The credit facility provides Princess with long-term flexibility to balance short-term funding needs



# Summary of unfunded commitments

	Unfunded commitments (EUR million)
Partners Group Direct Mezzanine 2011 Program	2.2
Partners Group Direct Equity 2012 Program	14.8
Partners Group Direct Equity 2016 Program <sup>1</sup>	24.2
Single line directs	16.6
Total PG direct unfunded commitments	57.8
Third party funds	37.4
Total unfunded commitments	95.2



- Total unfunded commitments of EUR 95.2 million (12.0% of NAV)
- EUR 22.3 million unfunded commitments to pre-2007 vintages are considered unlikely to be called
- Princess has net liquidity of EUR 17.3 million and an undrawn credit line of EUR 50.0 million

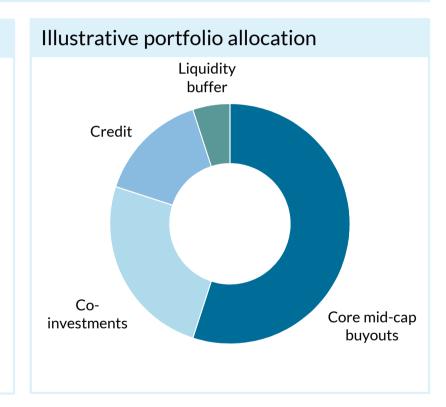


# Princess: portfolio management

Structured approach to portfolio management provides flexibility to maintain high investment level and pay sustainable dividends with limited balance sheet risk

#### Portfolio building blocks

- Core exposure to global lead direct buyout strategy, via:
  - commitments to Partners Group's direct programmes, and
  - 'top-up' investments alongside direct programmes
- Single line directs:
  - co-investments with third party managers sourced via global investment platform
- Credit: diversified portfolio of subordinated/senior debt investments
- **Liquidity buffer:** ~5% held in cash/liquid senior loans to fund dividend payments if required
- Target portfolio of 50-80 companies offers diversification benefits and reduces volatility of cash-flows compared to a more concentrated portfolio



Diversified portfolio of globally-sourced direct investments based on relative value approach

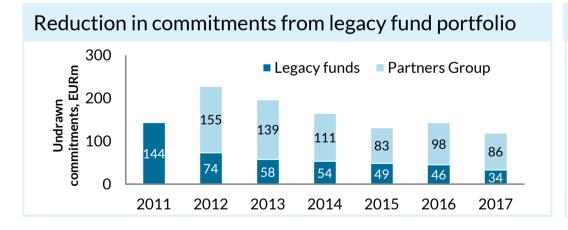


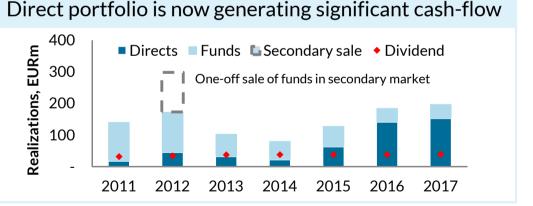
# Princess: balance sheet management and dividends

#### Balance sheet management

- Maintain high investment level to reduce cash drag
- Distribute 5-8% p.a. on opening NAV via dividends
- Dividend payments underpinned by high cash generation
- No new commitments to external managers
- Credit facility available for short-term liquidity requirements







#### Shift to direct investments provides greater visibility over future cash-flows



# Valuation metrics of direct equity companies

	Top 10	Top 20	Full sample
EV/EBITDA	14.0x	13.6x	13.0x
Net debt/EBITDA	5.5x	5.7x	5.4x
Leverage	41.2%	43.7%	43.4%
Weighted average EV	EUR 3.0bn	EUR 2.9bn	EUR 2.5bn



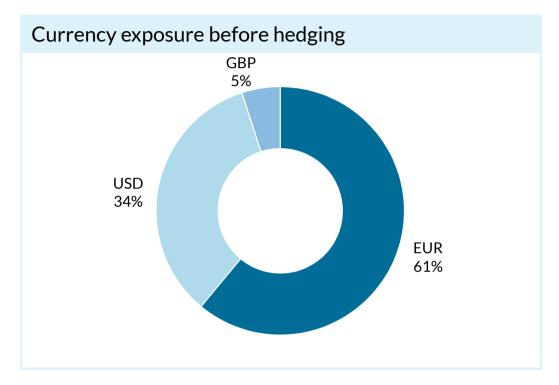
# Performance metrics of direct equity companies

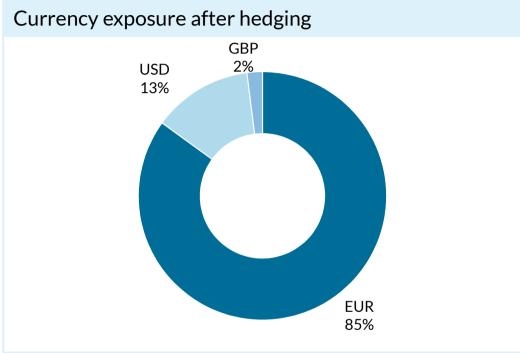
	Top 10	Top 20	Full sample
LTM EBITDA growth	13.0%	14.8%	13.6%
LTM revenue growth	10.4%	11.6%	11.0%
Weighted average revenue	EUR 1.4bn	EUR 1.2bn	EUR 1.1bn

Past performance is not indicative of future results. For illustrative purposes only. Actual performance may vary. Weighted average figures for a sample of direct equity investments based on available information. 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 41 companies; 57.6% of NAV). Source: Partners Group. As of 30 September 2018.



# Currency hedging and foreign exchange impact on Princess' NAV





#### Currency hedging strategy

- Princess applies a hedging strategy to help reduce the impact fluctuating foreign exchange rates have on performance
- Princess currently uses a hedging strategy utilizing instruments including options and forward contracts aimed at limiting negative
  effects, primarily from currency movements between the US dollar and the Euro



# Contacts

George Crowe, Investor Relations

Email: princess@partnersgroup.com

Trading Information (Euro Quote)

Listing: London Stock Exchange

Ticker: PEY

ISIN: GG00B28C2R28

SEDOL: B28C2R2 Bloomberg: PEY LN

Reuters: PEY.L

Trading Information (Sterling Quote)

Listing: London Stock Exchange

Ticker: PEYS

ISIN: GG00B28C2R28

SEDOL: BF012D4
Bloomberg: PEYS LN
Reuters: PFYS.I

**Princess Private Equity** 

Tudor House,

**PO Box 477** 

St. Peter Port, Guernsey

**Channel Islands** 

T: +44 1481 711 690

www.princess-privateequity.net

princess@partnersgroup.com



## Disclaimer

This material has been prepared solely for purposes of illustration and discussion. Under no circumstances should the information contained herein be used or considered as an offer to sell, or solicitation of an offer to buy any security. Any security offering is subject to certain investor eligibility criteria as detailed in the applicable offering documents. The information contained herein is confidential and may not be reproduced or circulated in whole or in part. The information is in summary form for convenience of presentation, it is not complete and it should not be relied upon as such.

Any interests referenced herein have not been and will not be approved or disapproved by the U.S. Securities and Exchange Commission or by the securities regulatory authority of any U.S. state or any other relevant jurisdiction, and no other authority or commission has passed upon the accuracy or adequacy of this presentation. Any representation to the contrary is a criminal offense.

All information, including performance information, has been prepared in good faith; however, Partners Group makes no representation or warranty express or implied, as to the accuracy or completeness of the information, and nothing herein shall be relied upon as a promise or representation as to past or future performance. This material may include information that is based, in part or in full, on hypothetical assumptions, models and/or other analysis of Partners Group (which may not necessarily be described herein), no representation or warranty is made as to the reasonableness of any such assumptions, models or analysis. Any charts which represent the composition of a portfolio of private markets investments serve as guidance only and are not intended to be an assurance of the actual allocation of private markets investments. The information set forth herein was gathered from various sources which Partners Group believes, but does not guarantee, to be reliable. Unless stated otherwise, any opinions expressed herein are current as of the date hereof and are subject to change at any time. All sources which have not been otherwise credited have derived from Partners Group.

No representation is being made that any account or fund will or is likely to achieve profits or losses similar to the results being portrayed herein. The gross annual rate of returns represents the compound annual rate of return ("IRR") before management fees, organizational expenses and the general partner's allocation of profit, but in some instances (where indicated), net of the underlying general partner's fees and expenses. The net annual rate of return represents the IRR after management fees, organizational expenses and the general partner's allocation of profit. Actual realized returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets, market conditions at the time of disposition, any related transaction costs, and the timing and manner of sale, all of which may differ from the assumptions and circumstances on which the valuations used in the performance data contained herein are based. Accordingly, the actual realized returns on these unrealized investments may differ materially from the returns indicated herein. Nothing contained herein should be deemed to be a prediction or projection of future performance of any investment.

Certain information contained in this presentation constitutes "forward-looking statements," which can be identified by the use of forward-looking terminology such as "may", "will", "should", "expect", "anticipate", "target", "project", "estimate", "intend", "continue" or "believe" or the negatives thereof or other variations thereon or comparable terminology. Due to various risks and uncertainties, actual events or results or the actual performance of any investment may differ materially from those reflected or contemplated in such forward-looking statements.

Material notes to investors based in Australia Partners Group (UK) Limited (ABN 41 130 021 484) is authorized and regulated by the Financial Conduct Authority under UK law, which differs from Australian law and is exempt from the requirement to hold an Australian financial services license.

Material notes to investors based in Brazil This document has been prepared exclusively for the purpose of providing information, and it is not to be considered as an offer for the sale of any security. The securities may not be offered, sold, redeemed or transferred in Brazil, as any public offering or distribution of securities in Brazil is not legal without prior registration with CVM. Persons wishing to offer or acquire securities in Brazil should consult their own counsel as to the applicability of the registration requirement or any exemption therefrom.

Material notes to investors based in Canada This material is presented to investors on behalf of Partners Group AG. Statements herein do not necessarily pertain to Partners Group (USA) Inc., an affiliate of Partners Group AG. Partners Group (USA) Inc. is registered as an exempt market dealer and portfolio manager under the securities laws of each of the Provinces of Canada. For information specifically regarding Partners Group (USA) Inc., please contact us.

Material notes to investors based in the People's Republic of China This material is presented to investors by Partners Group (Shanghai) Co., Ltd. on behalf of Partners AG. Partners Group (Shanghai) Co., Ltd is not representing any other entity. Any products referenced herein have not been submitted to or approved/verified by or registered with the China Securities Regulatory Commission or other relevant governmental authorities in the PRC. Such products may not be offered, sold or delivered or available for reoffering, resale or redelivery directly or indirectly to any person in the PRC, other than in full compliance with the relevant laws and regulations of the PRC. PRC investors are responsible for obtaining all relevant government regulatory approvals/licenses, verifications and/or registrations.

Partners Group

## Disclaimer

Material notes to investors based in the Dubai International Financial Centre This material relates to a financial product which is not subject to any form of regulation or approval by the Dubai Financial Services Authority ("DFSA"). The DFSA has no responsibility for reviewing or verifying any prospectus or other documents in connection with this financial product. Accordingly, the DFSA has not approved this document or any other associated documents nor taken any steps to verify the information set out in this document, and has no responsibility for it. The financial product to which this document relates may be illiquid and/or subject to restrictions on its resale. Prospective purchasers should conduct their own due diligence on the financial product. If you do not understand the contents of this document you should consult an authorized financial adviser.

Material notes to investors based in France This information material is presented to investors at their request by Partners Group (France) SAS, which is regulated by the French Securities and Exchange Commission ("Autorités des marches financiers", "AMF") as a result of its status of a French financial advisor ("Conseiller en investissements financiers") through its membership to professional associations ("Anacofi and Anacofi-Cif") under N° E002832. Partners Group (France) SAS is acting on behalf of Partners Group AG and certain of its affiliates. Any product referred to in this information material will be either a non-French non-harmonized open end investment collective scheme or a non-French closed-ended fund for the purposes of the Monetary and Finance Code of the Republic of France ("MFC"). Any product will not be submitted to or approved/verified by or registered with AMF. The promotion of any product and the distribution of any associated material is accordingly restricted by law. The open end investment collective schemes may be promoted only to qualified investors at their request. The placement of the closed-ended funds may only be undertaken towards qualified investors acting for their own account through a private placement. The shares or the interests thus acquired in any product cannot be distributed or resold directly or indirectly to the public otherwise than in accordance with the provisions of the MFC. Potential investors should consult their own authorized financial advisor.

Material notes to investors based in Hong Kong The contents of this document have not been reviewed by any regulatory authority in Hong Kong. If you are in any doubt about any of the contents of this document, you should obtain independent professional advice. The shares / units of the collective investment scheme(s) mentioned may not be offered or sold by means of any document in Hong Kong other than (a) to "professional investors" as defined in the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) (the "SFO") and any rules made under the SFO; or (b) in other circumstances which do not result in the document being a "prospectus" as defined in the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Chapter 32 of the Laws of Hong Kong) (the "CO") or which do not constitute an offer to the public within the meaning of the CO. The shares / units of the collective investment scheme(s) mentioned in this document are or are intended to be disposed of only to persons outside Hong Kong or only to "professional investors" as defined in the SFO and any rules made under the SFO. The content of this material is directed at "professional investors" as defined in the SFO and any rules made under the SFO.

The content of this material is directed at "professional investors" as defined in the SFO and any rules made under the SFO.

Material notes to investors based in Italy This information material is presented to investors by PARTNERS GROUP (UK) LTD Milan Branch, a branch enrolled in a dedicated section of the Bank of Italy's Register (registration number 11). PARTNERS GROUP (UK) LTD Milan Branch is a branch of PARTNERS GROUP (UK) LTD, an AIFM duly licensed by the Financial and Conduct Authority. This document has been prepared exclusively for the purpose of providing information, and it is not to be considered as an offer for the sale of any security. Pursuant to this document, the interests may not be offered and a circular, advertisement or other document or offering material relating to such interests, may not be published, distributed or made available in the Republic of Italy or to any Italian resident investor in circumstances which would be in breach of relevant laws and regulation.

Material notes to investors based in Japan The registration number for Partners Group AG is Kanto local Finance Bureau No. 2141 (Financial Instruments Business). Partners Group AG is a member of the Japan Investment Advisers Association. The Financial Instruments Mediation Assistance Center ("FINMAC") is the appropriate financial arbitrator for any complaints or disputes regarding the firm's Type II Financial Instruments Business and Investment Advisory Business. (FINMAC Phone: +81 3 3667 8009 Fax: +81 3 3669 9833).

Material notes to investors based in Korea This document has been prepared exclusively for the purpose of providing information, and it is not to be considered as an offer for the sale of any security. The securities may not be offered, sold, redeemed or transferred in Korea, as any public offering or distribution of securities in Korea is not legal without prior registration with the Korean Financial Services Commission. Please note that Partners Group Singapore Pte. Ltd., Korea Branch is not a licensed entity in Korea.



## Disclaimer

Material notes to investors based in Singapore Partners Group (Singapore) Pte. Ltd.holds a Capital Markets Services Licence (Fund Management) of the Monetary Authority of Singapore (MAS), Licence No. CMS1000493-1. The collective investment scheme(s) mentioned in this document is/are not authorised or recognised by the Monetary Authority of Singapore (MAS) and units in the scheme(s) are not allowed to be offered to the retail public. The content of this document is directed solely at persons who are "institutional investors" as defined in section 4A of the Securities and Futures Act, Chapter 289 of Singapore (the "SFA"), or "relevant persons" as defined in section 305(5) of the SFA.

Material notes to investors in Sweden This marketing material has not and will not be registered with or approved by Finansinspektionen (the Swedish Financial Supervisory Authority). Accordingly, this marketing material may not be made available, nor may the interests offered hereunder be marketed and offered for sale in Sweden, other than under circumstances which are deemed not constitute an offer to the public in Sweden under the Swedish Financial Instruments Trading Act (1991:980) or the Swedish Investment Funds Act (2004:46).

Material notes to investors based in Switzerland The collective investment schemes mentioned have not been licensed by the Swiss Financial Market Supervisory Authority (the "FINMA") for distribution to non-qualified investors pursuant to Article 120 para. 1 to 3 of the Swiss Federal Act on Collective Investment Schemes of 23 June 2006, as amended ("CISA"). The paying agent in Switzerland for the collective investment scheme is Credit Suisse (Switzerland) Ltd. (Mailing address: Credit Suisse (Switzerland) Ltd., Paradeplatz 8, CH-8001 Zurich) and the representative is Partners Group AG (Mailing address: Partners Group AG, Zugerstrasse 57, 6341 Baar, Switzerland). The Prospectus, Articles of Association and further information documentation, such as the annual and half-yearly reports as well as the information on the historical performance (if any) may be obtained free of charge at the registered office of Partners Group AG. Material notes to investors based in the United Kingdom The products outlined in this communication are controlled investments for the purposes of the financial promotion restriction under section 21 of the Financial Services and Markets Act 2000 ("FSMA") and are unregulated collective investment schemes for the purposes of section 238 of FSMA. This communication is exempt from the general restriction under sections 21 and 238 of FSMA on the communication of invitations or inducements to engage in investment activity on the grounds that it is made only to or directed only at persons to whom it may lawfully be distributed.

Material notes to investors based in the United States of America Any interests referenced herein may not be sold, transferred or resold (i) except as permitted under the constituent documents of that fund and (ii) in accordance with applicable securities laws, including the US Securities Act of 1933, as amended, and the US Investment Company Act of 1940, as amended. This presentation may relate to investments managed by any of the following: (i) Partners Group AG, which is not registered with the SEC as an investment adviser pursuant to the US Investment Advisers Act of 1940, as amended (the "Advisers Act"); (ii) Partners Group (USA), Inc., which is registered as an investment adviser pursuant to the Advisers Act or (iii) another Partners Group advisory affiliate. Please contact us for more information regarding how specific assets may be managed within the Partners Group enterprise. The information provided herein by Partners Group and its affiliates (the "Provider") is not intended to be, and should not be regarded as, "investment advice" or a "recommendation" within the meaning of 29 C.F.R. § 2510.3-21. All of the information provided herein is intended to be responsive to requests made by the requesting party (the "Client") in order to facilitate the Client's independent decision making process regarding whether to engage the Provider. The information provided herein is solely in response to the informational requests made by the Client herein and is not intended to constitute advice with respect to whether the Provider should be engaged to provide the services requested. The information provided herein is intended to be used solely by the Client in considering the services described herein and may not be used for any other reason, personal or otherwise. The Provider did not participate, offer input, and was not involved in any way in the preparation of the requests herein, and the Provider has not expressed any opinion on whether the requests are appropriate or sufficient for the Client to make its determ

D. v. 04.07.2018

