Partners Group Private Equity Limited ("PGPE Ltd")

# H1 2024 Results

22 August 2024





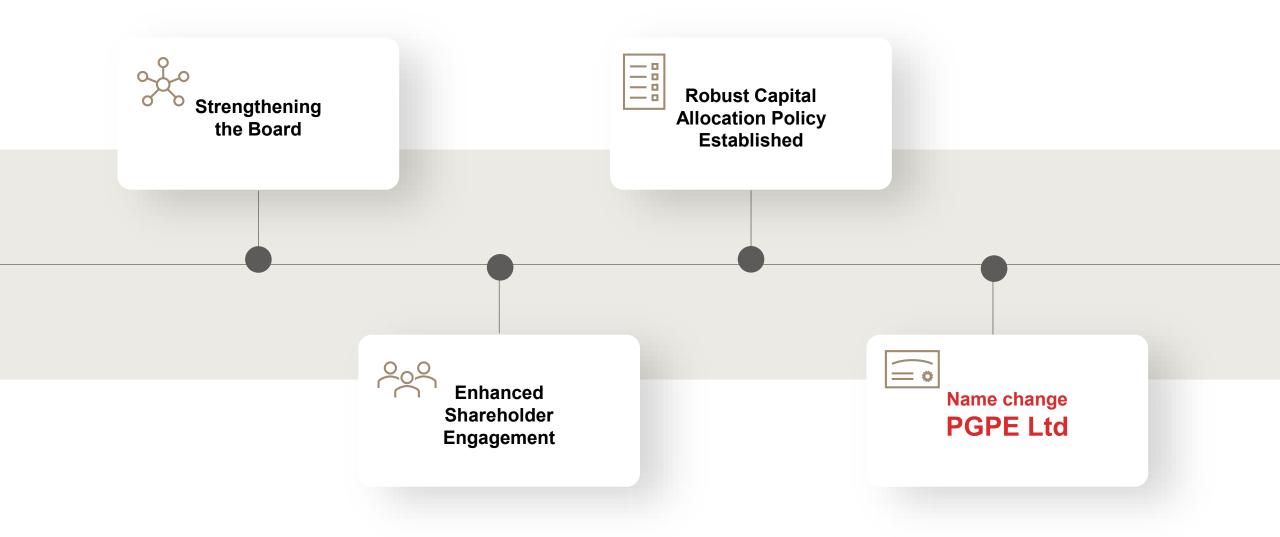
Built Differently to **Build Differently** 

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# Milestones and successes: reflecting on our eventful first half of the year





Highlights

# H1 2024 highlights



NAV development: 4.1% NAV total return, EUR 14.38 per share



**Value creation:** largest three contributors were SRS Distribution, PCI Pharma Services and DiversiTech



**Dividend:** yield<sup>1</sup> is 6.3%. First interim dividend of EUR 0.355 per share paid on 17th June



Share price total return 13.9%, EUR 11.45 per share



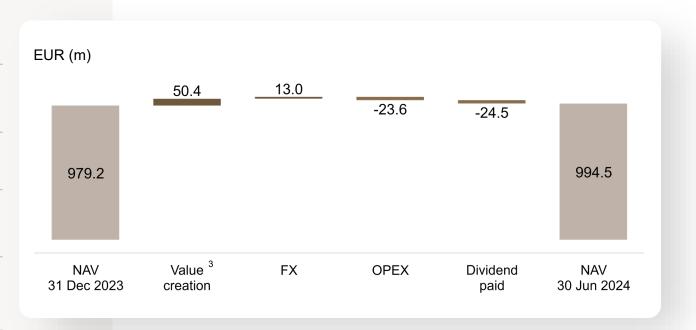
**Investments:** EUR 19.5m and a further commitment<sup>2</sup> to Partners Group Direct Equity V



**Distributions:** EUR 103.7m, driven by exits proceeds from SRS Distributions and Civica



**Liquidity:** EUR 24.6m in cash and cash equivalents and zero drawn on the EUR 140.0m revolving credit facility

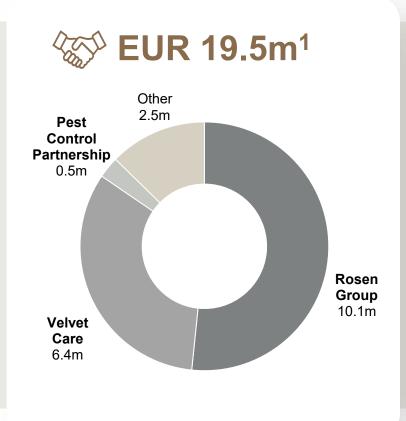


#### Past performance is not indicative of future results. For illustrative purposes only

- 1. Dividend yield considers the last twelve months dividends divided by closing share price as of 30 June 2024. There is no assurance that similar results will be achieved
- 2. During the first quarter, PGPE Ltd committed additional EUR 20.0 million, resulting in a total commitment to the Fund of EUR 50.0 million
- Value creation includes interest and dividend income received by PGPE Ltd Source: Partners Group as of 30 June 2024



## **Investment activity during H1 2024**



#### New investments added to the portfolio:



- Global market and technology leader in mission-critical inspection services for energy infrastructure assets
- Resilient business model with proprietary state-of-the art tools and fully vertical integrated in-house manufacturing



- Velvet Care is the largest manufacturer of hygiene paper products in Central and Eastern Europe ("CEE")
- Offers both Private Label and Branded products which allows it to target premium and value consumer segments



- Greenfield entry into the European pest control market
- Build a leading international Pest Control platform, commencing in the UK & Continental Europe across multiple industry sectors & service lines, growing revenue organically and through strategic acquisitions

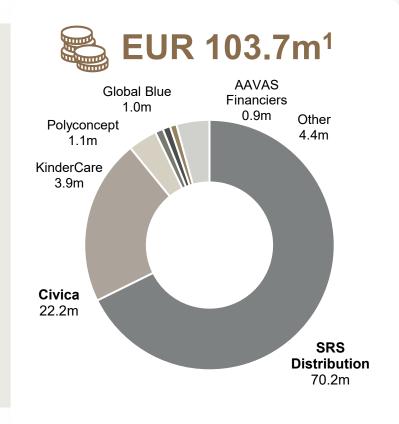


Past performance is not indicative of future results. There is no assurance that similar investments will be made, or similar results will be achieved. For illustrative purposes only. All balances and cash flows are translated at historical currency rates. All figures presented in the charts above are calculated looking through PGPE Ltd's investments in other Partners Group programs.

1. Amount invested by PGPE Ltd in the portfolio company either directly or through other Partners Group's programs.

Source: Partners Group, data as of 30 June 2024

# Distribution activity during H1 2024



#### Notable distributions in the portfolio:



- SRS Distribution is one of the largest and fastest growing distributor of roofing products, landscaping, and pool supply products serving the US
- Partners Group leveraged its thematic work and invested in 2018. The company quickly outperformed the base case through expansion into adjacent markets, M&A execution, and margin improvement



- Civica is a UK-based global provider of cloud software solutions for the public sector
- Since Partners Group's initial investment in 2017, Civica has grown into one
  of the largest software companies in the UK and a global leader in
  software for the public sector



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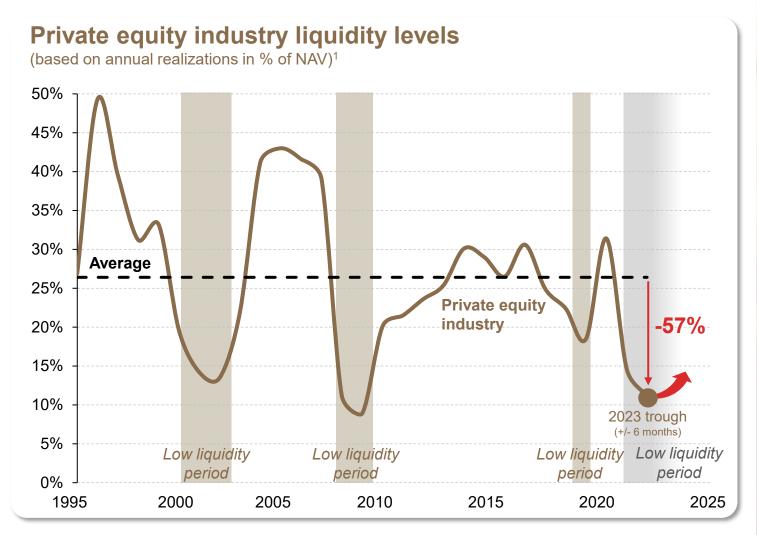
1. Other include legacy third-party fund and debt investments as well as distributions from other existing portfolio companies. Source: Partners Group, data as of 30 June 2024

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# Realizations within the industry remain low; moderate improvement is expected to occur during H2 2024



"86% [of managers] expect a rise in distribution levels in 2024, the majority (72%) expect this to be moderate"

May 2024

BAIN & COMPANY (\*)

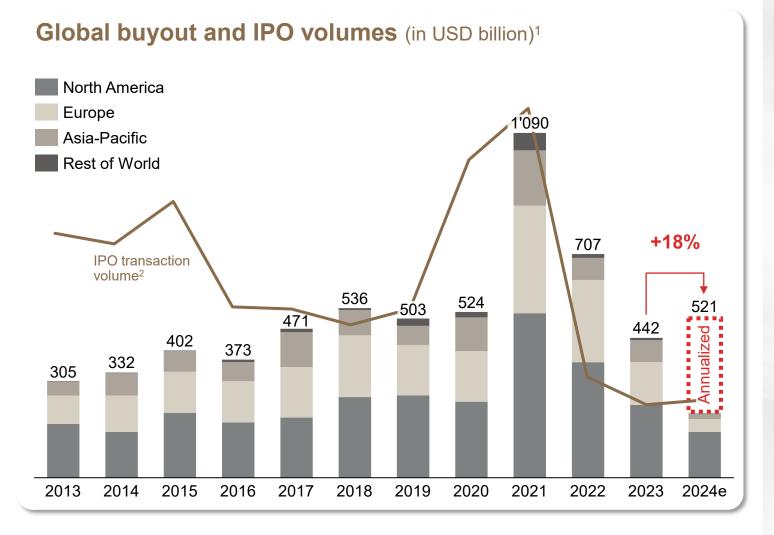
"[...] we remain in the early innings of the activity recovery, most notably in Private Equity"

Goldman Sachs



<sup>1</sup> Bloomberg, Raymond James Private Capital Advisory: Fundraising Market Analysis (2024). 2 Bain & Company – Private Equity Mid-year Report 2024 (2024). 3 Goldman Sachs Equity Research, "Assessing current risk/reward across Diversified Financials", as of 30 May 2024. Source: Partners Group (2024).

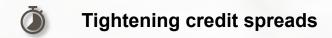
# The transaction environment has shown signs of gradual improvement during 2024

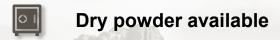


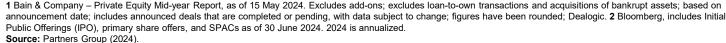
#### Improving fundamentals













# Private Equity investment opportunity is growing





# ... 87% of US companies with >\$100m in revenue are private ... Number of companies <sup>3</sup> 19'283 2'790 Public Private

...and 10-50 bn public companies divesting non-core assets.

For PE firms carveouts can be competitive differentiators, providing opportunities for firms to leverage their scale and their operational expertise October 2023

EY

The pandemic forced global businesses to look inward and focus on fundamental operations amid a challenging economic climate.

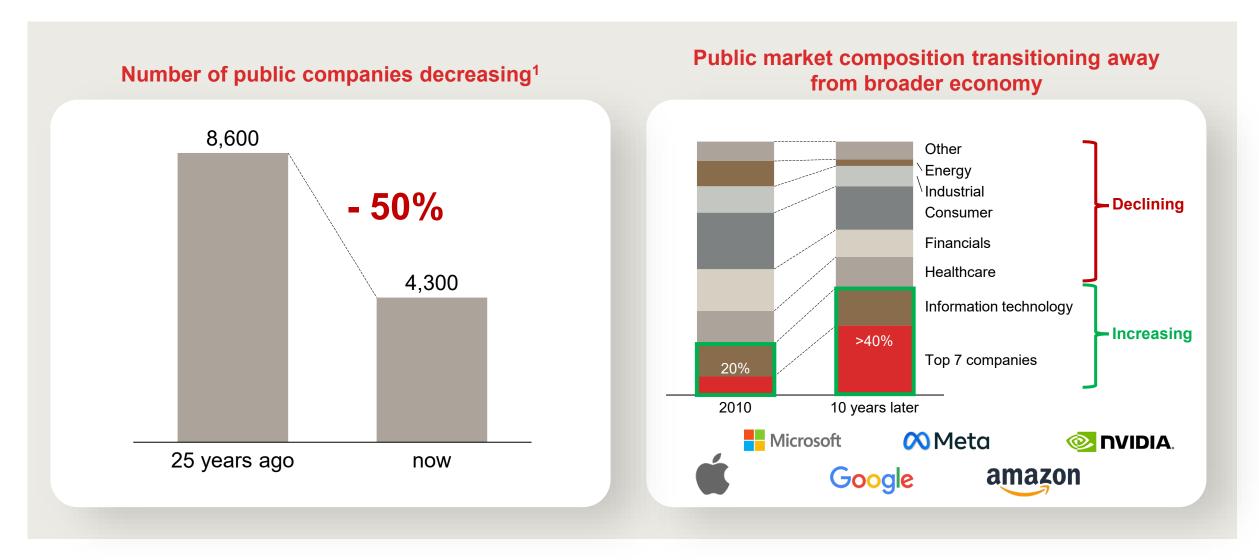
Corporate divestments enable a company to focus on their core strategic goals, while shedding assets that no longer serve their long-term vision.

August 2022

WHITE & CASE



# Broader economy increasingly built in private markets, not in public markets





## Successful PE managers are active, not passive





#### **Active**

#### **Transformational approach**

Entrepreneurial mindset

- Leading & owning businesses
   significant stake effectively seeking to transform businesses
- Active stewardship bringing operational leaders to the management
- Strategic ESG transformation allows to build more sustainable businesses

Direct lead investors are in the driver's seat for value creation



#### **Passive**

# Transactional approach Financial mindset

- Holding minority stake limits active transformation
- Passive board positions
   no direct governance entrepreneurship left to management
- ESG factors not actively addressed

Co- and Fund of Fund investors' lack of control limits their ability to actively create value



# 'Transformational investing' is Partners Group answer to the opportunities and challenges facing industries and sectors

Differentiated
Thematic Investing:

Deep Subsector Focus Uncovers High Conviction Target Companies

To find growth trends, companies resilient to macro cycles and with the strongest development potential through Entrepreneurship at Scale

2

**Entrepreneurial Governance at Scale:** 

We Run Businesses as Entrepreneurs

Value creation planning through platform building and asset transformation

=

Transformational Investing



## **Entrepreneurial Ownership and Governance**

#### Partners Group Entrepreneurial Ownership Playbook

Board Construction

3-4 active Operating

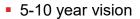


Onboarding

• 3-6 months onboarding process

Strategy Workshops

2-3 days workshops





Value Creation Plan

Clear KPIs

Board alignment responsibilities

Execution & Monitoring

Dedicated Project Management Office

Partners Group Secondments

■ PGALPHA proprietary software



Board Effectiveness Oversight

Dedicated ODEG team

Annual board assessment reviews



#### Transformation Levers

Digital transformation



>80 developers In-house development of new digital platform

New products & regions



**10% topline growth** from new launches and US market entry

Platform building



> 500 clinics added through add-on acquisitions and de novo openings

ESG

Pricing excellence

Operational efficiency improvements



We think and act like an entrepreneur to drive value creation through the Partners Group playbook



# Partners Group's investment strategy is built on transformational ownership; Case study DiversiTech

#### **Business Transformation**



- We run businesses as entrepreneurs to drive fundamental value creation
- Systematic operational value creation playbook to drive growth and profitability improvements in businesses

DIVERSITECH

Manufacturer for the US residential HVAC market

Executed Buford 3.0, a multi-initiatives plan to streamline the Distribution
 Centre in Buford and improve efficiency



- Re-configured flow of package through the warehouse
- Slotting the warehouse by velocity and weight



- Upgraded Warehouse Management Software System
- Deployed 'scan to pick' technology and hardware
- Adopted QR code for remote access of packing lists



- Implemented replenishment logic
- Implemented exception handling processes



## **DiversiTech – Investment Overview**

#### AT A GLANCE







- DiversiTech is a leading manufacturer of parts and supplies for the US residential **HVAC** market
- Provides a portfolio of **c. 30,000 SKUs** that surround the HVAC equipment unit and are essential for unit installation, replacement, maintenance, and operation
- Parts are universal and **supplementary** to OEM systems

Dec 2021 Entry

Jun 2024 Current

Revenue

USD 0.9bn + 30% increase compared to entry c. 320k orders fulfilled p.a.

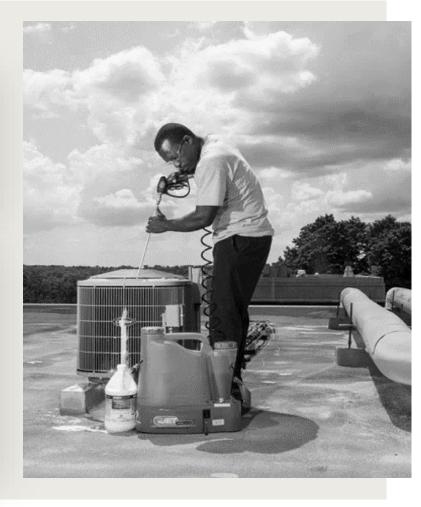
**C.** 1'250 employees

18

acquisitions completed since 2015

Top 5

Position in all 7 product categories



Past performance is not indicative of future results. For illustrative purposes only. There is no assurance that similar investments will be made or that similar results will be achieved. The example shown represents transaction made in 2021 in the operating currency and may be part of several closed- and open-ended products, managed by Partners Group. Rationale: DiversiTech Partners Group's latest manufacturing investment in the United States on the private equity directs platform. Source: Partners Group (2024).



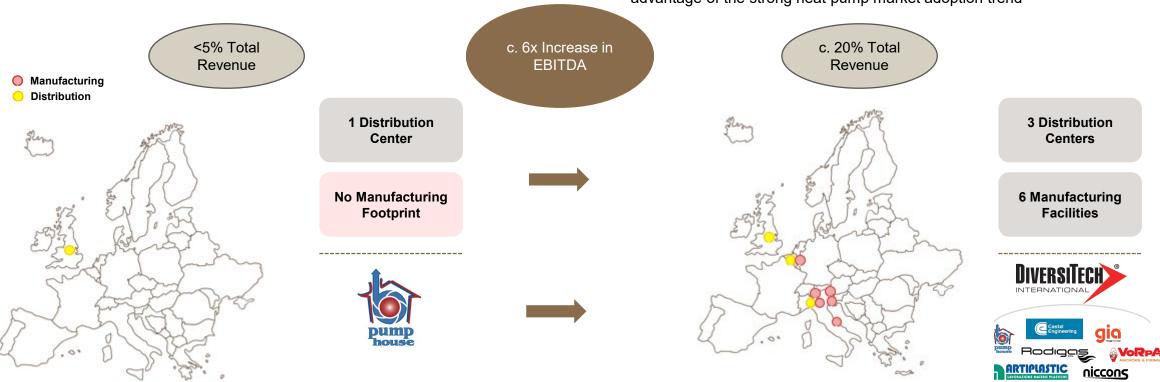
# **DiversiTech Europe Buildout – Entry vs. Today**

#### **DiversiTech Europe – Exposure at Entry (Dec-21)**

- At entry, DiversiTech generated c. 4% of total sales from Europe, with only one small subsidiary in the UK generating the majority of sales in-country
- Very little exposure to Western Europe broadly, with no defined strategy to building a Europe platform

#### **DiversiTech Europe – Current Footprint**

- Since entry, the Company has made two acquisitions of 6 subsidiary businesses, with in-country manufacturing, significantly expanding its presence in Western Europe
- Critical step in building a DiversiTech International platform, and to take advantage of the strong heat pump market adoption trend



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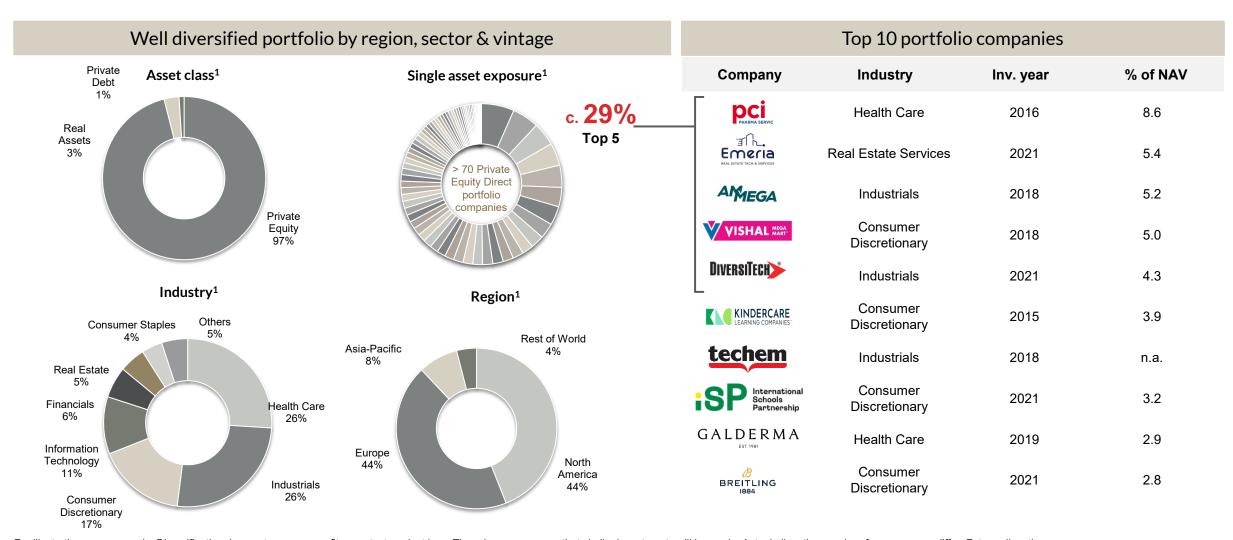
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# Access to a broadly diversified private equity portfolio



For illustrative purposes only. Diversification does not ensure a profit or protect against loss. There is no assurance that similar investments will be made. Actual allocations and performance may differ. Future allocations may differ due to various factors. The investments are the ten largest portfolio companies by percentage of net asset value in PGPE Ltd. Direct investments refer to those investments where PGPE Ltd holds an interest in a portfolio company, either directly (c. 73% NAV) or through a Partners Group program (c. 26% NAV)

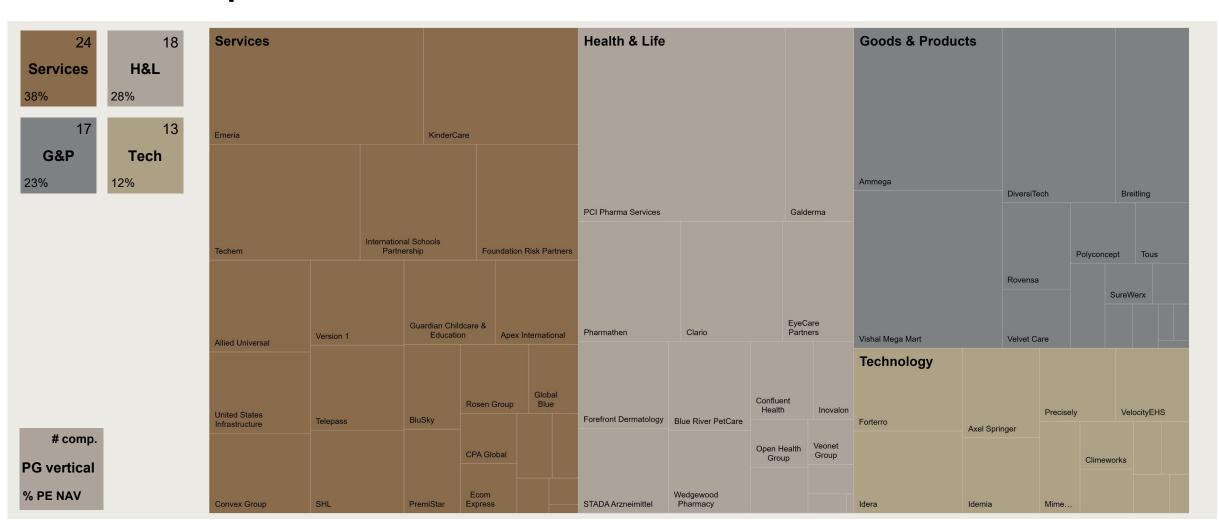
Source: Partners Group as of 30 June 2024



<sup>1</sup> Portfolio composition based on the value of investments on a look-through basis as of 30 June 2024. Numbers may not add up due to rounding. Other industries include Energy 2%, Communication Services 2% and Materials 1%.



# PGPE Ltd's Private Equity Direct portfolio: 70+ portfolio companies across Partners Group's four thematic verticals



For illustrative purposes only. There is no assurance that similar results will be achieved and investments will be made. Diversification does not ensure a profit or protect against loss.

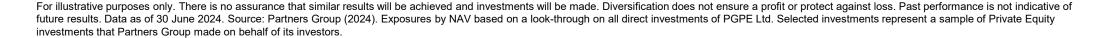
The chart provided above is an illustrative representation of all PE Direct investments of PGPE Ltd held directly or via Partners Group programs. The chart is for illustrative purposes only and is intended to visually represent the concept of portfolio diversification. The proportions and allocations depicted in the chart may not accurately reflect the precise composition of the specific portfolio; figures are subject to rounding. Data as of 30 June 2024. Source: Partners Group (2024).



= Exited / exit signed

## Vintage year diversification: strong engine supporting future performance

= Near-term exit candidate Attractive mix of mature assets & assets in value creation phase Selected by National Highways as Strategic Long-Term **Double-digit LTM revenue and** PHARMA SERVI NERSION 1 **Partner** in Digital Transformation Journey **EBITDA** growth across all segments operating > 1'500 early childhood Focus on partnership with management and new **Sure**Werx education centers in the US strategic hires to execute on value creation 2022-2024 15% pre-2017 23% Most pipeline capacity contracted under long term transportation agreements Strong year-on-year growth **♦** Pharmathen since initial investment **PGPE LTD** portfolio 2021 ~ 50% Completed 13 accretive add-on Eight acquisitions and sales and R&D Idera.Inc. 26% acquisitions since entry in 2018 revamp to boost growth engine invested pre-2020 2017-2018 20% Strong operational performance in **Double-digit LTM revenue and EBITDA** 2023, with double-digit revenue growth driven by student enrollment STADA 2019-2020 and EBITDA growth 16% More than tripled annual store **⊘** ∴ GALDERMA IPO at upper pricing range and



market capitalization above CHF 15bn



rollout versus entry

## Recent investment examples

#### AT A GLANCE



- Greenfield entry into the European pest control market
- Build a leading international Pest Control platform, across multiple industry sectors & service lines
- Acquire small profitable independently owned operators at accretive multiples and integrate them into our platform to drive operational efficiency through scale, density and competency





>10 Targets in exclusivity

H<sub>1</sub> 2024 Entry





**HEALTH & LIFE** 



#### LOCATION

Portugal & United Kingdom



c. EUR 7.5m PGPE Ltd commitment<sup>1</sup>

- Leading biologics contract research organization ("CRO") providing integrated services across antibody discovery, engineering and preclinical production to global biopharma
- Attractive financial profile with strong organic revenue growth, high margins, and cash conversion
- Opportunity to catalyze organic and inorganic growth via multiple levers

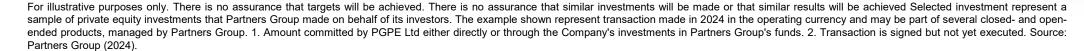


Projects completed



Q3 2024

Expected closing<sup>2</sup>





# Investment activity supported by a broad, diversified pipeline across regions and thematic verticals

#### Health & Life

The largest Direct Primary Care provider in the US, operating an employer-based healthcare network



**HQ** USA

Sector Health & Life

**EV (EURm)** >2,000

#### Services

A leading founder-led Microsoft IT services partner for cloud-based Business Applications



HQ Netherlands
Sector IT Services
EV (EURm) 500-1,000

#### Technology

A leading provider of software that supports regulatory reporting and supervision of financial institutions



HQ Frankfurt, Germany
Sector Financial Service Software
EV (EURm) 1,000-2,000

#### **Goods & Products**

A fully integrated provider of identification, management, and monitoring solutions for livestock



HQ Switzerland
Sector Industrial
EV (CHFm) 1,000-2,000

A pharmaceuticals CDMO with leading R&D capabilities and vertical integration in API and drug product



HQ Netherlands
Sector Health & Life
EV (EURm) 1,000-2,000

Accounting, tax and advisory services provider to SMEs in the UK



**HQ** UK

Sector Services BPO

**EV (GBPm)** <500

A global market leader in IoT solutions designated for use in off-highway construction equipment



HQ Denmark
Sector Industrial Tech
EV (EURm) 1,000-2,000

A leading online-only auction platform across Europe with strong vertical expertise in B2B product categories



**HQ** Netherlands

Sector Online Marketplace (B2B)

**EV (EURm)** 1,000-2,000

Source: Partners Group (2024). For illustrative purposes only. There is no assurance that similar investments will be made. Rationale: Pipeline investments represent potential investment opportunities that are in line with Partners Group's Direct Equity strategy. Transactions are in Partners Group's pipeline and may not close. Actual figures / events may differ and may vary significantly. Diversification does not ensure a profit or protect against loss. Diversification does not ensure a profit or protect against loss.



# Ongoing monetizations and upcoming exit processes expected to sustain healthy portfolio liquidity



· One of the largest and fastest growing distributor of roofing products, landscaping, and pool supply products in the US

>5x

SRS Distribution announced it entered definitive agreements to be acquired by Home Depot in March 2024

Gross investment multiple<sup>1</sup>

• Sale closed in June 2024, resulting in additional c. EUR 70m proceeds for PGPE Ltd

GALDERMA

2019

Established leader in the global dermatology market

 Galderma IPO'd on the Swiss stock exchange in March 2024; biggest European IPO since Porsche in 2022, the largest healthcare IPO globally since 2020 and the largest IPO in Switzerland since 1998

• Gradual sell-down of listed shares to possibly commence in September, following a 10% stake acquisition announced by L'Oréal

20bn

USD first-day trading valuation



2016

- A market leader in affordable housing finance in India, under PG's ownership, Aavas Financiers transformed from a singlestate operator into a scaled pan-regional business
- Since IPO in 2018, multiple stake sell-downs between 2020-2024 have resulted in > 3.0x DPI through June 2024
- Final stake sale to CVC Capital signed in Q3 2024, subject to customary approvals

>5x

Exp. Gross investment multiple<sup>1</sup> at exit

10+

Portfolio companies being prepared for exit and/or in advanced exit processes

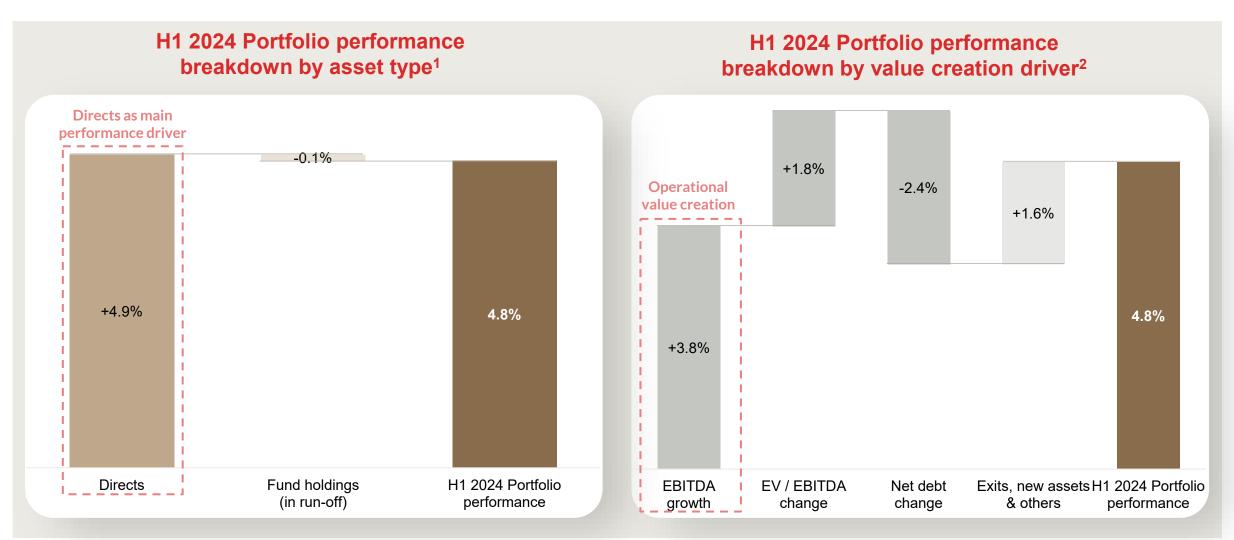


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## H1 2024 performance driven by operational value creation in PE Directs



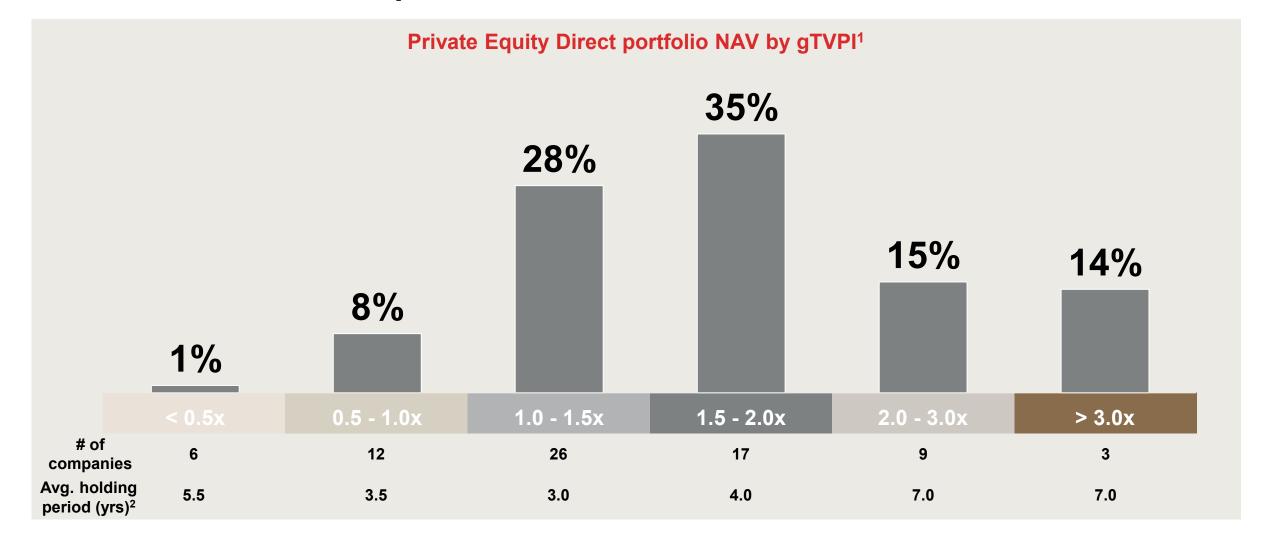
For illustrative purposes only. Past performance is not indicative of future results. Figures are subject to estimates and rounding. Performance is calculated on a FX-neutralized basis, with exchange rates per as-of date. There is no assurance that similar results will be achieved.

<sup>2.</sup> Performance contribution calculated for the entire PGPE Ltd portfolio, looking through all fund holdings, based on average NAV over the period (including drawn and distributed amounts). Contribution from assets added or exited during the period are included in the "Exit, new assets & others" category.



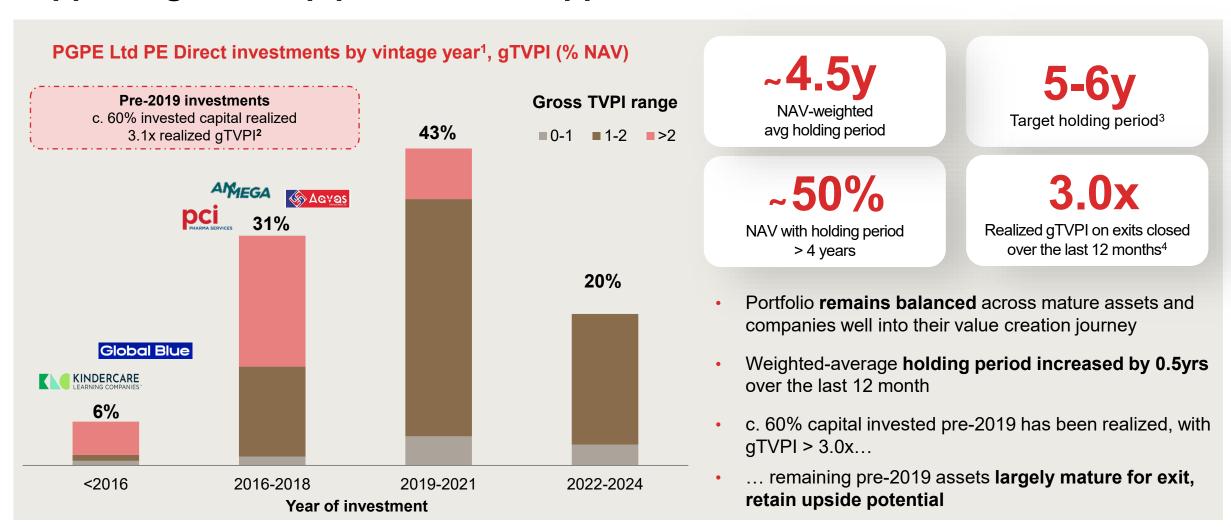
<sup>1.</sup> Performance contribution calculated for the entire PGPE Ltd portfolio on a look-though basis including exposures via Partners Group's programs as direct holdings, based on average NAV over the period.

# The Partners Group hands-on transformational approach continues to create value for the PGPE Ltd portfolio





# While holding periods have extended, mature assets are performing well, supporting a solid pipeline of exit opportunities



Data as of 30 June 2024 and is for illustrative purposes only. There is no assurance that similar results will be achieved and similar allocations will be made. Future allocations may differ due to various factors. There is no assurance that similar investments will be made. 1.Based on the NAV of Private Equity Direct investments on a look-through basis; vintage year determined as the year of PGPE Ltd' first investment in the company. 2. Fully realized Private Equity Direct investments held by PGPE Ltd either directly or through PG fund with an initial cost > EUR 2.5m; realized gTVPI calculated on an investment-weighted basis. 3. Based on Partners Group underwriting assumptions. 4. Weighted gTVPI on full portfolio company sales executed in the 12 months prior to 30.06.2024. All figures are in EUR, currency neutralized. Source: Partners Group (2024).



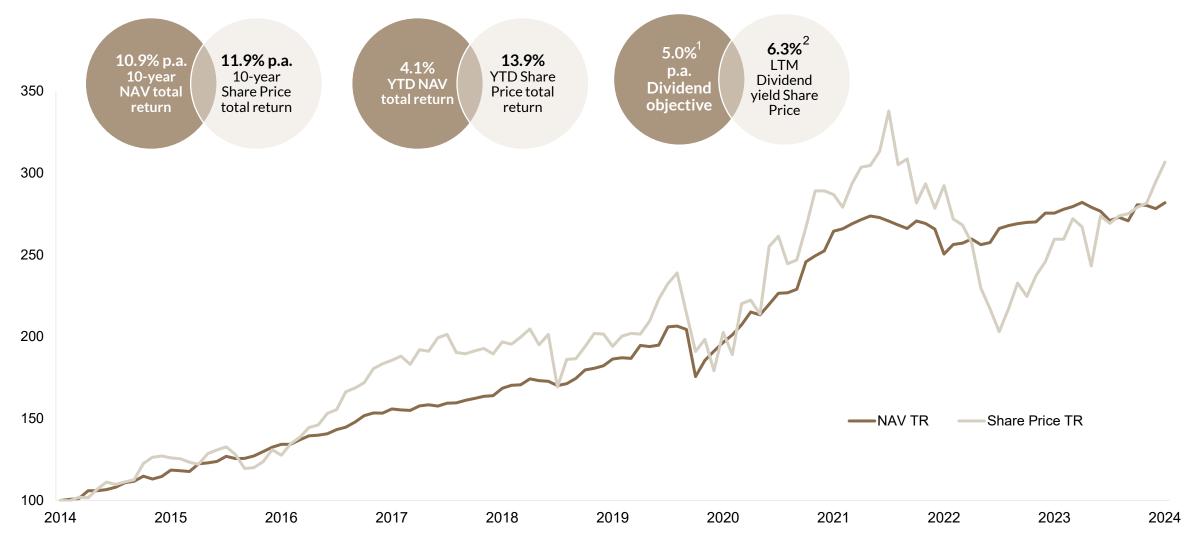
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# Consistent performance across cycles, double-digit annual returns



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Source: Partners Group, data as of 30 June 2024



<sup>1.</sup> The Company has a dividend objective to distribute 5% of the previous year-end NAV in semi annual payments. First interim dividend for 2024 was paid to shareholders on 17th June 2024.

Dividend yield considers the closing share price as of 30 June 2024



# Why investors choose PGPE Ltd



#### **Established track record**

Managed by Partners Group, recognized top quartile private markets<sup>1</sup> firm with **USD 149 billion** in AuM<sup>2</sup>



#### **Highly diversified**

Asset diversification in 70+ companies

Broad vintage exposure and sector diversification



#### Quality portfolio with uplift potential

Exposure to resilient and growing assets with near-term upside potential through realizations



#### **Attractive opportunity**

Fully invested from day 1

Well-balanced portfolio across investments in value creation mode, and mature investments

25 years track record<sup>3</sup>

+10.9% p.a. 10-year NAV total return

+11.9% p.a.
10-year Share Price total return

6.3% LTM Dividend Yield<sup>4</sup>

20.4%
Discount to NAV<sup>5</sup>

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- . Assets under management figure as of 30 June 2024, inclusive of all Partners Group affiliates.
- 2. Based on Preqin report published 24 November 2023; ranking of the top buyout firms with fund vintages between 2008-2017, diversified sector focus and a geographical focus in NAM and/or Europe and/or Asia and having at least 3 funds with a fund size ≥ USD 500m.
- 3. Track record: PGPE Ltd is a Guernsey registered private equity holding company founded in May 1999. For additional information please see Structural overview in the Semi-Annual Report.
- Dividend yield considers the closing share price as of 30 June 2024
- 5. As of 30 June 2024



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# A leader in global private market investing with 25+ years of experience

\$149 Billion

Firm AUM

Founded in

1996

in Zug, Switzerland

>\$30bn

Market Capitalization (Swiss Market Index)

1st

global private markets firm included on the **Dow**Jones Sustainability Index<sup>1</sup>



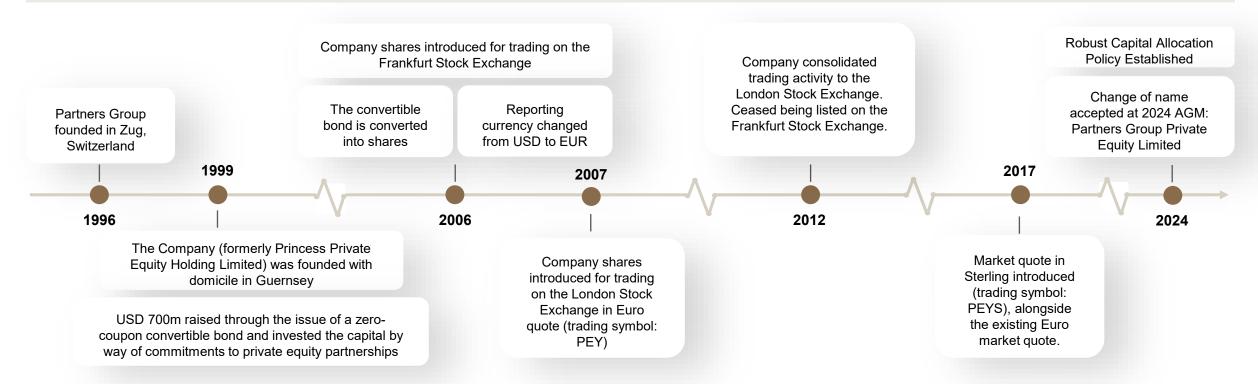
#### Focusing on transformational investing, bespoke client solutions, & stakeholder impact



# **History of PGPE Ltd**

#### **Partners Group Private Equity Limited**

- an investment holding company which invests in private equity direct investments
- managed in its investment activities by Partners Group, a global private markets investment management firm with USD 149 billion<sup>1</sup> in investment programs under management in private markets, of which USD 76 billion<sup>1</sup> is in private equity
- aims to provide shareholders with long-term capital growth and an attractive dividend yield
- traded on the Main Market of the London Stock Exchange (ticker: PEY for the Euro Quote; PEYS for the Sterling Quote)



For illustrative purposes only. PGPE Ltd Private Equity Holding Limited changed the name to Partners Group Private Equity Limited ("PGPE Ltd" or "Company") following the AGM in June 2024. All other Company details including the ISIN, SEDOL and TIDM remained unchanged.

1. Unaudited, inclusive of all Partners Group affiliates, as of 30 June 2024 Source: Partners Group 2024



## **Currency exposure**

#### **Currency hedging strategy**

- Following the EUR depreciation in 2022, the Board and Partners Group reevaluated the implications of the FX hedging policy and decided to terminate the FX hedges in PGPE Ltd's portfolio
- This is anticipated to reduce volatility of cash flows, thus mitigating impact of FX moves on portfolio liquidity, while leaving the NAV open to non-reference currency fluctuations

Currency hedging on the portfolio was discontinued on 31 March 2023

# GBP Other 1% CHF 5% USD 40% Economic currency exposure<sup>1</sup> GBP Other 1% EUR 47%

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1. Figures are subject to estimates and rounding. Figures may not add up due to rounding. The Company's economic currency exposure comprises the NAV of its investments, as well as other balance sheet items such as cash, receivables, payables, and foreign currency hedges, if applicable. Economic currency is defined as the currency in which the investment's business activity is primarily conducted or value is derived, which may differ from its operating currency. Net currency exposure as per reporting date. The net currency exposure is calculated looking through Partners Group programs.

PARTNERS GROUP

Source: Partners Group, data as of 30 June 2024

### Fact sheet

Investment strategy Dividend objective Board of Directors Contact

Focus on Partners Group private equity direct investments

The Company intends to distribute each year 5% of the previous year's year-end NAV, via semi-annual payments in June and December

Peter McKellar (Chair)

Merise Wheatlev (Chair of Audit and Risk Committee)

Fionnuala Carvill (Chair of Management Engagement Committee)

 Axel Holtrup (appointed 15 February 2024)

 Gerhard Roggemann (appointed 21 March 2024) Listing

London Stock Exchange (main market, premium segment)

**Trading** information (Euro Quote) Ticker: London: PEY

Bloomberg: London: PEY LN

Reuters: PEY.L

ISIN: London: GG00B28C2R28

WKN: London: A0LBRL

Ticker: London: PEYS

SEDOL: London: B28C2R2

Trading information (Sterling Quote)

Reuters: PEYS.L ISIN: London: GG00B28C2R28 SEDOL: London: BF012D4

Bloomberg: London: PEYS LN

Joint Corporate Brokers

Deutsche Numis

JP Morgan Cazenove

Structure

Guernsey company

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PARTNERS **GROUP** 

PGPE Ltd Private Equity Holding Limited changed the name to Partners Group Private Equity Limited following the AGM in June 2024. All other Company details including the ISIN, SEDOL and TIDM remained unchanged. Source: Partners Group (2024)

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