# PRIVATE EQUITY FUNDS COVID-19 IMPACT UPDATE

**Private Equity** 

April 2020



BNP PARIBAS WEALTH MANAGEMENT The bank for a changing world

# CONTENT

1.	BC Partners	р.З
2.	BlackRock	p.11
3.	Carlyle	p.13
4.	CDH	p.23
5.	Coller	p.28
6.	EQT	p.33
7.	GoldPoint	p.37
8.	ldinvest	p.44
9.	Keensight	p.48
10.	KKR	p.51
11.	PAI	p.58



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**BC** Partners

### Master Funds

BC European Capital X - vintage 2017

### Feeder Funds

Cross Atlantic X





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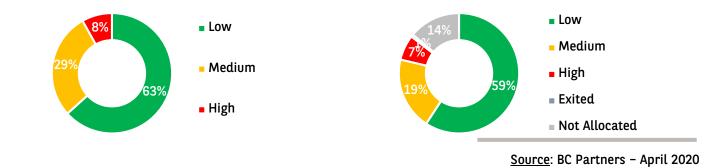


#### **Key points**

BC X ke	ey figures as of 31/12/19
Vintage	2017
Strategy	European & North American buyouts
Fund size	€7,005m
<b>Capital invested</b> % of fund size	€6,030m <i>86%</i>
Number of deals	19
DPI	0.02x
Gross MOIC	1.27x

- At this stage, BC expects that only 2 out of the 18 investments of BC X (Pronovias and Cyxtera) will require equity follow-on support, estimated around €55-95m in total (i.e. 0.8%-1.4% of BC X's size)
- At this stage, Covid-19's impact on BC X portfolio is the following:
  - > 11 out of the 18 investments (63% of 31/12/19 unrealized value) are demonstrating trading resilience (March/April sales decline < -10% vs budget)
  - > 5 out of 18 investments (29% of 31/12/19 unrealized value) suffer from a medium trading impact (March/April sales decline between -10% and -30% vs budget)
  - > and only 2 out of 18 investments (8% of 31/12/19 unrealized value) suffer from a high trading impact (March/April sales decline > -30% vs budget)
- Overall, the portfolio shows resilience: the larger investments operate in sectors which are proving less volatile in the current crisis (waste management, cable, IT services, security, essential software, etc.).

Covid-19's impact as a % of unrealized value





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Covid-19's impact as a % of fund size

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### Portfolio as of 31/12/19

Investment Summary (€m as of 31/12/2019)		Investment Date	Exit	Country	Business	Investment Cost A	Realized Proceeeds B	Unrealized Value C	Realized & Unrealized B+C	Gross MOIC as of 31/12/2019 (B+C)/A
Realized Buyouts										
	Project Brian	Dec-18	Jul-19	US	Investment in PetSmart debt (a BC IX portfolio company)	44.0	84.3	-	84.3	1.9x
Total Realized Buyouts	;					44.0	84.3	0.0	84.3	<b>1.9</b> x
Unrealized Buyouts										
Cyxtera	Cyxtera	May-17	-	US	Retail colocation player (data centres and security assets)	322.5	-	422.8	422.8	1.3x
DENTAL PRO	DentalPro	Jun-17	-	Italy	Dental service provider	220.2	0.7	321.8	322.5	1.5x
SHAWBROOK	Shawbrook	Jul-17	-	UK	Specialist lending and savings bank	434.9	-	416.6	416.6	1.0x
plusserver	Plusserver	Aug-17	-	Germany	Hosting and cloud solutions	195.6	-	76.5	76.5	0.4x
PRONOVIAS	Pronovias	Oct-17	-	Spain	Bridal wear	256.0	-	316.2	316.2	1.2x
<b>iQ</b> era	lQera (fka MCS)	Oct-17	-	France	Credit management services debt purchasing	189.2	-	202.4	202.4	1.1x
CeramTec	CeramTec	Mar-18	-	Germany	Manufacturer of high performance ceramics	400.8	0.3	700.2	700.5	1.7x
ZD ZEST DENTAL SOLUTIONS	Zest Dental	Mar-18	-	US	Attachment systems for implant- supported dentures	190.8	-	296.2	296.2	1.6x
GÊL	GFL	May-18	-	Canada	Waste management company	589.0	-	717.2	717.2	1.2x
F	Forno d'Asolo	Aug-18	-	Italy	Manufacturers and distributors of frozen bakery products	178.1	-	229.7	229.7	1.3x
GLOBAL	Navex Global	Sep-18	-	US	Ethics and compliance SAAS provider	341.9	-	544.2	544.2	1.6x
vetPartners	VetPartners	Nov-18	-	UK	Veterinary clinics	281.6	-	452.7	452.7	1.6x
	United Group	Feb-19	-	SE Europe	Cable, telephony and pay-tv operator	413.1	-	413.1	413.1	1.0x
Acuris	Acuris	Jul-19	-	UK	Financial information provider	144.1	-	148.1	148.1	1.0x
advanced	Advanced	Oct-19	-	UK	Mission-critical software	401.8	-	423.0	423.0	1.1x
GARDAWORLD	GardaWorld	Oct-19	-	Canada	Integrated security services	380.0	-	381.3	381.3	1.0x
Synthon	Synthon	Nov-19	-	Nether- lands	Development and manufacturing of complex generics	300.0	-	300.0	300.0	1.0x
PRESIDIO	Presidio	Dec-19	-	US	IT solutions provider	756.2	-	749.4	749.4	1.0x
Total Unrealized Buyo	uts					5,986.4	1.1	7,554.4	7555.5	<b>1.3</b> x
Total Portfolio						6,030.5	85.9	7,554.4	7640.3	1.3x

Source: BC Partners - April 2020



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# BC X

#### Actions taken by BC

#### I. Operational Responses

- All management teams mandated in late February to prepare & execute contingency plans addressing:
  - **Staff** to maintain staff health and continuity of operations
  - Customers to proactively engage/communicate
  - Suppliers to assess and mitigate potential supply disruptions
  - Financials/Cash to proactively launch cost/cash preservation measures
- Portfolio Operations team has been gathering plans and sharing selected examples across the portfolio in daily emails
- BC's existing CFO and CIO forums have also been leveraged to enable peer to peer interactions and efficient access to local experts
  - CFOs to help BC companies stay on top of fast evolving government support measures
  - **CIOs** to aid BC companies deal with operational issues related to large scale remote working
- BC review in this presentation operational measures taken across the portfolio

#### II. Liquidity & Liability Management

 BCP Executive Committee established a senior executive "SWAT team" to centralise the view of potential equity needs across the portfolio, and advise/assist teams on liability management

Source: BC Partners - April 2020



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#### Portfolio impact summary 1/2

BC portfolio is showing signs of significant resilience: 25 of BC's 30 companies (representing 86% and 92% of BC IX and X equity respectively) are demonstrating robust trading performance and facing this unprecedented crisis with resilient balance sheets. BC believes only five of BC's companies may require equity injections

#### A. Potential equity needs and liability management:

- To weather the covid-induced crisis, BC believes equity may be required in only four<sup>1</sup> of BC's investments in BC IX. These account for 14% of the Fund's committed equity
- BC would expect total equity follow-ons for the Fund IX to be in €150-200m range
- BC believe equity may be required in only two <sup>1</sup> of BC's investments in BC X. These account for 8% of the Fund's committed equity
- BC would expect total equity follow-ons for the Fund X to be in €55-95m range

#### **B. Covid-19 Impact on Trading:**

- Seven of the thirteen companies remaining in BC IX (accounting for 76% of the Fund's committed equity) are demonstrating strong trading resilience, with recent sales trends<sup>2</sup> no worse than 10% declines vs budgets
- Eleven of the eighteen companies in BC X (accounting for 73% of the Fund's committed equity) are demonstrating trading resilience, with recent sales trends<sup>2</sup> no worse than 10% declines vs budgets
- This reflects the quality of BC individual investments, the fact that BC larger investments are more downside protected, and that they operate in sectors which are proving less volatile in the current crisis
- 1. Cyxtera is counted in both BC IX and X
- 2. Latest estimates for March/April 2020 vs Budget

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Source: BC Partners - April 2020



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# BC X

#### Portfolio impact summary 2/2

# Through the rest of this presentation, BC discusses the impact on its investments in the following terms

#### A. Impact on Trading:

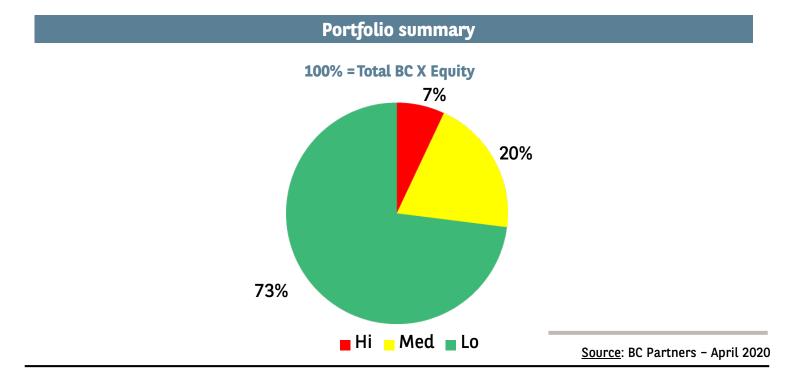
BC assesses trading impact by tracking development of March/April sales estimates vs budgets.

- High: Revenue collapse as consequence of lock down indicatively >30% decline
- Medium: Trading deterioration indicatively in the 10-30% range
- Low: Trading to date has been resilient, or not declined by more than 10%

#### **B. Impact on Operations:**

BC summaries severity of impacts along the following four dimensions:

- Staff Degree to which staff are required to work remotely
- Channel Extent of channel closures (stores, clinics, restaurants, or customer deferrals)
- Production Extent of reduction of production capacity
- Supply Severity of supply interruptions for input materials of goods for resale





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8

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#### **Details of BC X investments**

		COVID 19 IMPACT												
			TRADING			OPERA	TIONAL							
	BCP Equity (€ m)	LO	MED	н	STAFF	CHANNEL	PRODUCTION	SUPPLY						
BC X														
Acuris	144													
Advanced	349													
CeramTec	401													
Cyxtera	313													
DentalPro	220			•										
Forno dAsolo	248													
GardaWorld	380						-							
GFL	679													
iQera	189													
Navex	342													
PlusServer	196													
Presidio	427													
Pronovias	256			•										
Shawbrook	435													
Synthon	300													
United Group	413													
VetPartners	323													
Zest	191					0								

#### **Operational Impact Assessments**

#### STAFF

- Large part of workforce at home, but business continuity ensured
- Major operational disruption to some/all core business activities

#### **CHANNEL**

Minority of outlets/countries are closed

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Majority (and sometimes all) outlets/countries are closed

#### PRODUCTION

- Temporary and moderate utilisation reduction
- Temporary but substantial utilisation reduction

#### SUPPLY

- Temporary but manageable inaccessibility of some suppliers
- Supply chain disruptions which directly result in sales losses

9

Source: BC Partners - April 2020



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#### Conclusion

- → BC reacted early to signals of the crisis
- → BC supports its portfolio companies actively
- → As this stage, BC's portfolio is showing signs of resilience as a direct result of BC's investment strategy
- Currently, potential equity injections may only be required in a narrow set of companies (2 of 18 in BC X)
- → Across BC board, the crisis is being met with focus and execution pace

Source: BC Partners - April 2020

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# BlackRock.

### BLACKROCK PRIVATE EQUITY PARTNERS

### Fund (direct access)

BlackRock Private Opportunities ELTIF Vintage 2019





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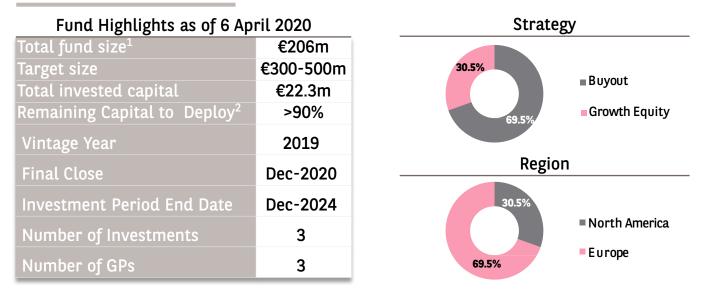
11

#### BlackRock.

# **BLACKROCK PE ELTIF**

Call organized with BlackRock - Russ Steenberg and Lynn Barnaski on 27.03.2020

#### BlackRock PE ELTIF: update on strategy and portfolio



#### **COVID-19 Impact on the portfolio companies**

Pastas Gallo Positive	<ul> <li>Leader in the Spanish dried pasta market</li> <li>Good performance in Jan-Feb with +8% revenues / +48% EBITDA vs. prior year</li> <li>Since the virus affected Spain, volumes have continued to peak (+75% during the first ten days of March) as the products are considered essential goods for consumers and are currently in high demand</li> <li>Production centers, in agreement with workers, continue to operate at full capacity but under stronger H&amp;S measures to protect employees and consumers</li> </ul>
<b>Trusly</b> Positive/ Neutral	<ul> <li>Tech platform enabling instant and seamless processing of online payments</li> <li>Started year very strong with +40% revenue and +70% profitability yoy in January</li> <li>Online activities likely to stay the same or increase as people stay home; increase in refund activity from airlines and shift from offline to online betting</li> <li>Decline in volume expected from sports betting as events are cancelled</li> <li>No material impact expected – potential positive impact in the following months</li> </ul>
Rivian Neutral	<ul> <li>Leading electric vehicle manufacturer in the US</li> <li>A portion of suppliers (&lt;10%) are in China. Rivian is proactively tracking its supply base and upstream; there might be some delays, without serious impact</li> <li>As the virus spreads, supply chain and SOP could be affected</li> <li>No financing concerns given there is no debt in the company</li> <li>No material impact expected over the next 3 months; modest impact possible afterwards depending on supply chain disruption</li> </ul>

Source: BlackRock - April 2020

<sup>1</sup> Total commitments as of April 6<sup>th</sup> 2020, final close to take place in December 2020 with additional closings being held over the next months <sup>2</sup> Based on target fund size



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### The Carlyle Group

Carlyle

### Master Funds

Carlyle CPE Buyout Feeder - vintage 2018 Carlyle Partners VII & Carlyle Europe Partners V

### Feeder Funds

**Cross Continents I** 





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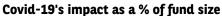
13

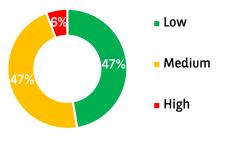
#### **Key points**

CP VII	key figures as of 31/03/20
Vintage	2018
Strategy	Global Buyouts
Fund size	\$18.5bn
<b>Capital invested</b> % of fund size	\$7,849m <i>42%</i>
Number of deals	11
DPI	0.01x
Gross MOIC	0.97x

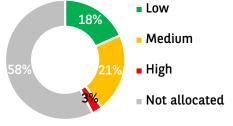
- At this stage, Carlyle anticipates that 8 of the 11 companies of the portfolio may need follow-on support in 2020, for a total capital call estimated at c.24% (including fund fees & costs):
  - > 4 investments should be supported in Q2 2020 (capital calls estimated at c.15% including fund fees & costs)
  - > 2 in Q3 2020 (c. 2% of capital call)
  - > 3 in Q4 2020 (c. 7% of capital call, including fees & costs)
- At this stage, Covid-19's impact on CP VII portfolio is the following:
  - > 5 out of the 11 investments suffer from a low impact (47% of 31/03/20 unrealized value)
  - 4 out of the 11 investments suffer from a medium impact (47% of 31/03/20 unrealized value)
  - > 2 out of the 11 investments suffer from a high impact (6% of 31/03/20 unrealized value)

Covid-19's impact as a % of unrealized value





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Source: The Carlyle Group - April 2020

14



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# **CP VII**

#### Summary Investment Schedule

Carlyle Partners VII Summary Investment Schedu As of March 31, 2020

				As of Dec 31, 2019							
Portfolio Company or Investment	Acquisition Date	Industry / Sector	Equity	Invested	Cash Received		Remaining FMV <sup>1</sup>		Total Value	Multiple <sup>3</sup>	Multiple <sup>3</sup>
Publicly Traded Investments											
One Medical	Aug-18	Healthcare	\$	350.0	\$ -	\$	484.4	\$	484.4	1.38 x	1.35 x
Total Publicly Traded Investments			\$	350.0	\$ -	\$	484.4	\$	484.4	1.38 x	
Unrealized / Partially Realized Investments											
Millicent Pharma Limited	May-18	Healthcare	\$	34.2	\$ -	\$	34.2	\$	34.2	1.00 x	1.00 x
Nouryon	Oct-18	Chemicals	\$	1,747.4	\$ 	\$	1,630.1	\$	1,630.1	0.93 x	0.95 x
Sedgwick Inc.	Dec-18	Business Services	\$	1,701.1	\$ -	\$	1,786.2	\$	1,786.2	1.05 x	1.10 x
Madero Indústria e Comércio S.A.	Mar-19	Consumer	\$	177.5	\$	\$	120.1	\$	120.1	0.68 x	1.07 x
CommScope Holding Company, Inc.	Apr-19	Technology	\$	964.1	\$ 39.2	\$	959.5	\$	998.7	1.04 x	1.12 x
StandardAero Holding Corp.	Apr-19	Aerospace	\$	1,592.8	\$ -	\$	1,353.9	\$	1,353.9	0.85 x	1.00 x
Forgital	Sep-19	Aerospace	\$	210.4	\$ -	\$	204.5	\$	204.5	0.97 x	1.09 x
HireVue, Inc.	Oct-19	Technology and Business Services	\$	377.7	\$ -	\$	366.4	\$	366.4	0.97 x	0.97 x
CEPSA <sup>4</sup>	Oct-19	Energy	\$	348.4	\$ -	\$	314.0	\$	314.0	0.90 x	1.02 x
Hilb Group	Dec-19	Financial Services	\$	345.7	\$ -	\$	327.1	\$	327.1	0.95 x	0.95 x
Total Unrealized / Partially Realized Investments			\$	7,499.4	\$ 39.2	\$	7,095.9	\$	7,135.1	0.95 x	
Total Investments			\$	7,849.4	\$ 39.2	\$	7,580.3	\$	7,619.5	0.97 x	1.04 x
Fund Level Credit Facility			\$	(3,418.6)	\$ -	\$	(3,418.6)	\$	(3,418.6)		
Total Fund			\$	4,430.8	\$ 39.2	\$	4,161.7	\$	4,200.9		

Note: For purposes of this Summary Investment Schedule, all information is presented on a gross basis and does not reflect management or advisory fees, carried interest, taxes, transaction costs and other expenses to be borne by an investor which will reduce returns. Unrealized section may contain publicly traded investments that have been determined to trade in an inactive market. Additionally, totals may not foot due to rounding.

1) Amounts are preliminary and subject to change. Valuations are prepared in accordance with US GAAP. For final valuations, refer to the Fund's financial statements, which are available online to all Fund Investors. A copy of the Fund 's valuation policies are available upon request.

3) Total Value divided by Equity Invested.

Figures represent the Fund's gross investment. The Fund's contributed capital through March 31, 2020 is \$334.2 million. 4)

Source: The Carlyle Group - April 2020

15



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# CP VII

#### **Preliminary impact assessment**

							As o	of Ma	arch 31, 20	)20 \$	mm)		Possible
Investment	Acq. Date	Sector	Pub. / Private	[	Equity	(	Cash	Re	em. FMV	Т	ot. Value	MOIC <sup>1</sup>	Impact <sup>2</sup>
Nouryon	Oct-2018	Industrial	Private	\$	1,747	\$	-	\$	1,630	\$	1,630	0.93x	Low
Sub-Total Industrial				\$	1,747	\$	-	\$	1,630	\$	1,630	0.93x	
Sedgwick Inc.	Dec-2018	Healthcare / Financial Services	Private	\$	1,701	\$	-	\$	1,786	\$	1,786	1.05x	Low
Sub-Total Healthcare / Financial Services				\$	1,701	\$	-	\$	1,786	\$	1,786	1.05x	
StandardAero Holding Corp.	Apr-2019	Aerospace	Private	\$	1,593	\$	-	\$	1,354	\$	1,354	0.85x	Medium
Forgital	Sep-2019	Aerospace	Private		210		-		205		205	0.97x	Medium
Sub-Total Aerospace				\$	1,803	\$	-	\$	1,558	\$	1,558	0.86x	
CommScope Holding Company, Inc.	Apr-2019	Technology	Private	\$	964	\$	39	\$	959	\$	999	1.04x	Low
HireVue, Inc.	Oct-2019	Technology	Private		378		-		366		366	0.97x	Medium
Sub-Total Technology				\$	1,342	\$	39	\$	1,326	\$	1,365	1.02x	
One Medical	Aug-2018	Healthcare	Public	\$	350	\$	-	\$	484	\$	484	1.38x	Low
Millicent Pharma Limited	May-2018	Healthcare	Private		34		-		34		34	1.00x	Low
Sub-Total Healthcare				\$	384	\$	-	\$	519	\$	519	1.35x	
CEPSA	Oct-2019	Energy	Private	\$	348	\$	-	\$	314	\$	314	0.90x	Medium
Sub-Total Energy				\$	348	\$	-	\$	314	\$	314	0.90x	
Hilb Group	Dec-2019	Financial Services	Private	\$	346	\$	-	\$	327	\$	327	0.95x	Low
Sub-Total Financial Services				\$	346	\$	-	\$	327	\$	327	0.95x	
Madero Indústria e Comércio S.A.	Mar-2019	Consumer	Private	\$	178	\$	-	\$	120	\$	120	0.68x	High
Sub-Total Consumer				\$	178	\$	-	\$	120	\$	120	0.68x	
Total - Unrealized / Partially Realized Investme	ents			\$	7,849	\$	39	\$	7,580	\$	7,619	0.97x	
Total - Realized Investments				\$	-	\$	-	\$	-	\$	-	-	
Grand Total				\$	7,849	\$	39	\$	7,580	\$	7,619	0.97x	

Note: For purposes of this Summary Investment Schedule, all information is presented on a gross basis and does not reflect management or advisory fees, carried interest, taxes, transaction costs and other expenses to be borne by an investor which will reduce returns. Unrealized section may contain publicly traded investments that have been determined to trade in an inactive market. Additionally, totals may not foot due to rounding. Amounts are preliminary and subject to change.

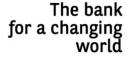
(1) Total Value divided by Equity Invested

(2) Represents current subjective assessment of possible impact as it relates to recent market events relative to the broader economy. No assurance is given that these trends will continue.

Source: The Carlyle Group - April 2020



COVID-19 IMPACT UPDATE | 16



The Carlyle Group

Industry Concentration (as % of Remaining Fair Value)

# CP VII

#### **Portfolio Analysis**

Rem. FMV Tot. Value MOIC<sup>1</sup> Industry Eauity Cash Energy 1,747 0.93x Industrial 1,630 1,630 4% Financial Services 1.803 1.558 1.558 0.86x Aerospace 16% ndustria Healthcare 1,235 1,412 1,412 1.14x Technology 1,342 39 1,326 1,365 1.02x 1,196 1,220 1.02x Financial Services<sup>2</sup> 1,220 Energy 348 314 314 0.90x 178 120 120 0.68x Consumer Total 7,849 39 7,580 7,619 0.97x Possible Impact<sup>3</sup> (as % of Remaining Fair Value) MOIC<sup>1</sup> Equity Cash Rem. FMV Tot. Value Low 5,142 39 5,221 5,261 1.02x Medium 2,529 2.239 2.239 0.89x 120 120 High 178 0.68x 7.580 7.619 0.97x Total 7.849 39 Low Vintage Concentration (as % of Remaining Fair Value) MOIC<sup>1</sup> Rem. FMV Tot. Value Investment Acquisition Year Eauity Cash 2018 3.833 3,935 3,935 1.03x 2019 48% 2019 39 0.92x 4.017 3.646 3.685 Total 7,849 39 7,580 7,619 0.97x 2018 52% Public / Private Concentration (as % of Remaining Fair Value) Public Equity Cash Rem. FMV Tot. Value MOIC<sup>1</sup> Public / Private Status 6% Private 7.499 39 7,096 7,135 0.95x Public 350 484 484 1.38x Total 7,849 39 7,580 7,619 0.97x

Note: For purposes of this Summary Investment Schedule, all information is presented on a gross basis and does not reflect management or advisory fees, carried interest, taxes, transaction costs and other expenses to be borne by an investor which will reduce returns. Unrealized section may contain publicly traded investments that have been determined to trade in an inactive market. Additionally, totals may not foot due to rounding. Amounts are preliminary and subject to change.

- (1) Total Value divided by Equity Invested
- (2) Sedgwick split 50% into Healthcare and 50% into Financial Services for the Industry Analysis
- (3) Represents current subjective assessment of possible impact as it relates to recent market events relative to the broader economy. No assurance is given that these trends will continue..

Source: The Carlyle Group - April 2020

17



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Private 94%

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#### Expected near-term capital calls & distributions

(in \$ millions)	Q2 2020	Q3 2020	Q4 2020	Total
Expected Capital Calls for Investments <sup>1</sup>				
Madero Indústria e Comércio S.A.	\$(39.0)	\$(112.9)	-	\$(151.9)
StandardAero Corp.	(1,350.0)	-	-	(1,350.0)
CommScope Holding Company, Inc.	(819.0)	-	-	(819.0)
Millicent Pharma	(3.6)	-	-	(3.6)
Forgital	-	(179.5)	-	(179.5)
HireVue, Inc.	-	-	(331.2)	(331.2)
CEPSA	-	-	(292.1)	(292.1)
Hilb Group	-	-	(301.8)	(301.8)
Expected Capital Calls for Management Fees	(122.5)	-	(122.5)	(245.0)
Expected Capital Calls for Partnership Expenses	(55.0)	-	(35.0)	(90.0)
Total Expected Capital Calls	\$(2,389.1)	\$(292.4)	\$(1,082.6)	\$(3,764.1)
% of Commitment (Called) / Distributed²	(15%)	(2%)	(7%)	(24%)

1. Includes only known / expected near-term capital calls. Does not consider follow-on investments or new investments that are presently unknown.

2. Percentage represents the portion of a Limited Partner's commitment that will be (called)/distributed. Amounts for Pre-Funding Limited Partners may differ in the event that capital calls were funded in advance.

Source: The Carlyle Group - April 2020



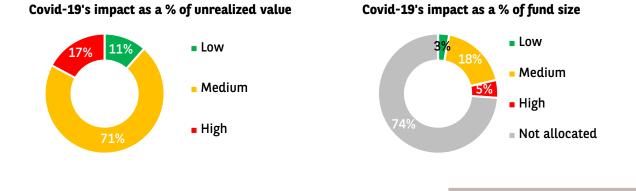
COVID-19 IMPACT UPDATE 18

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#### **Key points**

CEP V key figures as of 31/12/19											
Vintage	2018										
Strategy	Europe Buyouts										
Fund size	€6.450m										
<b>Capital invested</b> % of fund size	€1,687m 26%										
Number of deals	7										
DPI	0x										
Gross MOIC	0.98x										

- At this stage, Carlyle anticipates that 2 of the 5 companies of the portfolio may need follow-on support in 2020, for a total capital call estimated at c.9% (including fund fees & costs):
  - > 1 in Q3 2020 (c. 4% of capital call)
  - > 1 in Q4 2020 (c. 4% of capital call, including fees & costs)
- At this stage, Covid-19's impact on CEP V portfolio is the following:
  - > 1 out of the 7 investments suffer from a low impact (11% of 31/03/20 unrealized value)
  - 4 out of the 7 investments suffer from a medium impact (71% of 31/03/20 unrealized value)
  - > 2 out of the 7 investments suffers from a high impact (17% of 31/03/20 unrealized value)



Source: The Carlyle Group - April 2020

19



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#### Summary Investment Schedule

Carlyle Europe Partners V Summary Investment Schedule As of March 31, 2020

				As of Dec 31, 2019								
Portfolio Company or Investment	Acquisition Date	Industry / Sector		Equity Invested		Cash Received		Remaining FMV <sup>1</sup>		Total Value	Multiple <sup>3</sup>	Multiple <sup>3</sup>
Unrealized / Partially Realized Investments												
Nouryon	Oct-18	Chemicals	€	450.0	€	-	€	472.5	€	472.5	1.05 x	1.05 x
Design Holding	Nov-18	Consumer Products	€	290.3	€	-	€	275.8	€	275.8	0.95 x	1.00 x
Jeanologia	Dec-18	Industrial	€	150.8	€	8.0	€	128.2	€	136.2	0.90 x	0.99 x
Forgital	Sep-19	Aerospace	€	291.0	€	-	€	291.0	€	291.0	1.00 x	1.10 x
CEPSA	Oct-19	Energy	€	236.8	€	-	€	223.0	€	223.0	0.94 x	1.03 x
Dept.	Jan-20	Technology and Business Services	€	72.8	€	-	€	58.2	€	58.2	0.80 x	n/a
MAK-System	Feb-20	Information Technology Services	€	194.7	€	-	€	187.8	€	187.8	0.96 x	n/a
Total Unrealized / Partially Realized Investments			€	1,686.5	€	8.0	€	1,636.5	€	1,644.5	0.98 x	
Total Investments			€	1,686.5	€	8.0	€	1,636.5	€	1,644.5	0.98 x	1.04 x
Fund Level Credit Facility			€	(751.1)	€	-	€	(751.1)	€	(751.1)		
Total Fund			€	935.4	€	8.0	€	885.4	€	893.4		

Note: For purposes of this Summary Investment Schedule, all information is presented on a gross basis and does not reflect management or advisory fees, carried interest, taxes, transaction costs and other expenses to be borne by an investor which will reduce returns. Unrealized section may contain publicly traded investments that have been determined to trade in an inactive market. Additionally, totals may not foot due to rounding.

- Amounts are preliminary and subject to change. Valuations are prepared in accordance with US GAAP. For final valuations, refer to the Fund's financial 1) statements, which are available online to all Fund Investors. A copy of the Fund 's valuation policies are available upon request.
- 3) Total Value divided by Equity Invested.

#### Preliminary impact assessment

					Possible								
Investment	Acq. Date	Sector	Pub. / Private	E	quity		Cash	R	em. FMV	To	ot. Value	MOIC <sup>1</sup>	Impact <sup>2</sup>
Nouryon	Oct-2018	Industrial	Private	€	450	€	-	€	473	€	473	1.05x	Medium
Jeanologia	Dec-2018	Industrial	Private		151		8		128		136	0.90x	Medium
Sub-Total Industrial				€	601	€	8	€	601	€	609	1.01x	
Forgital	Sep-2019	Aerospace	Private	€	291	€	-	€	291	€	291	1.00x	Medium
Sub-Total Aerospace				€	291	€	-	€	291	€	291	1.00x	
Design Holding	Nov-2018	Consumer	Private	€	290	€	-	€	276	€	276	0.95x	Medium
Sub-Total Consumer				€	290	€	-	€	276	€	276	0.95x	
CEPSA	Oct-2019	Energy	Private	€	237	€	-	€	223	€	223	0.94x	High
Sub-Total Energy				€	237	€	-	€	223	€	223	0.94x	
Dept.	Jan-2020	Technology and Business Services	Private	€	73	€	-	€	58	€	58	0.80x	High
MAK-System	Feb-2020	Technology and Business Services	Private		195		-		188		188	0.96x	Low
Sub-Total Technology and Business	Services			€	268	€	-	€	246	€	246	0.92x	
Total - Unrealized / Partially Realized	Investments			€	1,686	€	8	€	1,637	€	1,645	0.98x	
Total - Realized Investments				€	-	€	-	€	-	€	-	-	
Grand Total				€	1,686	€	8	€	1,637	€	1,645	0.98x	

Note: Note: For purposes of this Summary Investment Schedule, all information is presented on a gross basis and does not reflect management or advisory fees, carried interest, taxes, transaction costs and other expenses to be borne by an investor which will reduce returns. Unrealized section may contain publicly traded investments that have been determined to trade in an inactive market. Additionally, totals may not foot due to rounding.

(1)Total Value divided by Equity Invested

Represents current subjective assessment of possible impact as it relates to recent market events relative to the broader economy. No assurance is given (2)that these trends will continue.

Source: The Carlyle Group - April 2020

20



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#### **Portfolio Analysis**

MOIC<sup>1</sup>

1.01x

1.00x

0.95x

0.92x

0.94x

0.98x

MOIC<sup>1</sup>

0.98x

Technology &

**Business Services** 

15%

Public

0%

**CEP V** 

Note: For purposes of this Summary Investment Schedule, all information is presented on a gross basis and does not reflect management or advisory fees
carried interest, taxes, transaction costs and other expenses to be borne by an investor which will reduce returns. Unrealized section may contain publicly tradec
investments that have been determined to trade in an inactive market. Additionally, totals may not foot due to rounding.
(1) Total Value divided by Equity Invested

(1) (2) Represents current subjective assessment of possible impact as it relates to recent market events relative to the broader economy. No assurance is given that these trends will continue.

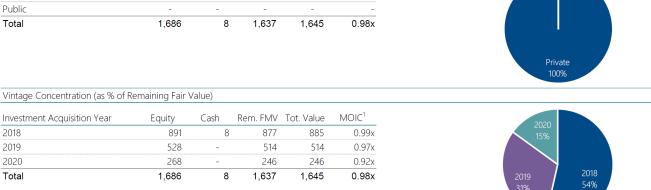
Source: The Carlyle Group - April 2020

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Investment Acquisition Year	Equity	Cash	Rem. FMV	Tot. Value	MOIC <sup>1</sup>
2018	891	8	877	885	0.99x
2019	528	-	514	514	0.97x
2020	268	-	246	246	0.92x
Total	1,686	8	1,637	1,645	0.98x

Cash

8

8

8

Cash

Equity

601

291

290

268

237

1,686

Equity

1,686

Rem. FMV Tot. Value

609

291

276

246

223

1,645

1,645

601

291

276

246

223

Rem. FMV Tot. Value

1,637

1,637

#### Possible Impact<sup>2</sup> (as % of Remaining Fair Value)

Total	1,686	8	1,637	1,645	0.98x
n/a - Realized	-	-	-	-	n/a
High	310	-	281	281	0.91x
Medium	1,182	8	1, <b>1</b> 68	1,176	0.99x
Low	195	-	188	188	0.96x
	Equity	Cash	Rem. FMV	Tot. Value	MOIC <sup>1</sup>

Aerospace 18%

37%



Industry Concentration (as % of Remaining Fair Value)

Public / Private Concentration (as % of Remaining Fair Value)

Industry

Industria

Aerospace

Consumer

Energy

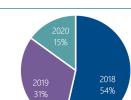
Total

Private

Total

Technology & Business Services

Public / Private Status



2%

#### Expected near-term capital calls & distributions

(in € millions)	Q2 2020	Q3 2020	Q4 2020	Total
Expected Capital Calls for Investments <sup>1</sup>				
Forgital	-	(258.5)	-	€(258.5)
CEPSA	-	-	(181.9)	(181.9)
Expected Capital Calls for Management Fees	(43.3)	-	(43.3)	(86.6)
Expected Capital Calls for Partnership Expenses	(42.9)	-	-	(42.9)
Total Expected Capital Calls	€(86.2)	€(258.5)	€(225.2)	€(569.9)
(in € millions)	Q2 2020	Q3 2020	Q4 2020	Total
Signed Distributions	-	-	-	-
Total Expected Realizations	-	-	-	-
Total Expected Net-Cash-Flows	€(86.2)	€(258.5)	€(225.2)	€(569.9)

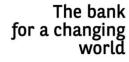
1) Includes only known / expected near-term capital calls. Does not consider follow-on investments or new investments that are presently unknown.

2) Percentage represents the portion of a Limited Partner's commitment that will be (called)/distributed. Amounts for Pre-Funding Limited Partners may differ in the event that capital calls were funded in advance.

Source: The Carlyle Group - April 2020



COVID-19 IMPACT UPDATE 22





### Master Funds

CDH V – vintage 2013 CDH VI – vintage 2020

### Feeder Funds

China Growth V China Growth VI





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23



# **CDH OVERVIEW**

Bilateral call with CDH held in February 2020 and Q4 2019 broader call with LPs The BNP Paribas WM PE team will have a further bilateral update call in the coming weeks

#### As a reminder, CDH V & CDH VI key features as of April 2020:

CDH V		CDH V	CDH VI			
Vintage	2013	Vintage	2020			
% Invested	Est. 93% <sup>1</sup>	% Invested	Est. 10%			
% DPI	<b>40%</b> <sup>1</sup>	% DPI	0%			

<sup>1</sup> As of 31 December 2019

#### Overview

- It will take time to know the actual impact on the performance of CDH's portfolio companies: we will have a better view once the companies publish their Q1 and Q2 2020 figures. The magnitude of the impact will naturally also depend on the length of the epidemic: if it is 3-6 or more months, the impact will vary
- At this stage, CDH has classified its portfolio companies into three distinct categories:
  - i. Significant impact companies already a bit fragile, which revenues would decrease due to the epidemic with little chance to recover the lost revenues
  - ii. Moderate impact companies where the epidemic-related revenue reduction should be recovered over time
  - iii. Limited impact

CDH's view is that they have **no companies in the "significant impact" category** in CDH V, which is a positive. However, 1 portfolio company (CGE) is headquartered in the Wuhan region, where the epidemic started. CGE is being healthcare related, the net impact (positive or negative) of the epidemic is hard to assess at this stage but could be fairly limited

Source: CDH - April 2020



COVID-19 IMPACT UPDATE 24 for a changing world



# CDH V

#### CDH V Total Value split (including realized investments):

Realized Portfolio	Limited impact	Direct but short term impact
27%	36%	37%
<ul> <li>Full exits:</li> <li>C Pharmaceuticals</li> <li>Ceva</li> <li>Eastern Dragon</li> <li>Weigao</li> <li>Nanfu</li> <li>Partial exits (incl. dividends):</li> <li>WH Group, CGE, Hengyang,</li> <li>SenseTime, Belle,</li> <li>Sunpower, Dali,</li> <li>Ednovation, JS, Sciclone</li> </ul>	<ul> <li>WH Group</li> <li>SenseTime</li> <li>Mabpharm</li> <li>Mabtech</li> <li>Lufax</li> <li>Aver</li> <li>Go Healthy</li> <li>Koubei</li> <li>SciClone</li> <li>ATA</li> <li>Sirtex</li> <li>Golden Gate</li> </ul>	<ul> <li>CGE Healthcare</li> <li>Hengyang</li> <li>Sunpower</li> <li>Belle</li> <li>Dali</li> <li>BenQ</li> <li>Shang Hui</li> <li>Ednovation</li> <li>SharkNinja</li> </ul>

#### Main takeaways:

- Overall resilient portfolio. 54% of the unrealized NAV is invested in resilient sectors: healthcare (33%), food products (12%) and TMT (9%)
- Although fully invested, the fund may further draw approximately 13% of LPs' commitment which is estimated to be sufficient to cover potential liquidity needs
- The epidemic is expected to delay by a few quarters the previously anticipated exits. Still, one portfolio company should exit in the coming 2 quarters, via a trade sale. The proceeds should account for +/- 3 % of the size of the fund. Expected MOIC above 2x
- Only one company is marked below cost (Hengyang) due to company specific issues
- 5 CDH V portfolio companies have significantly traded listed shares:
  - 3 out of 5 materially outperformed the HIS index: WH, CGE, JS stocks changed by -6%, +20% and +15% respectively over the Dec 2019-mid April 2020 period vs -16% for the HIS
  - One Dali performed in line with index (-19% over the same period)
  - One Sunpower underperformed it (-35% over the same period)

Source: CDH - April 2020



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# CDH V PORTFOLIO REVIEW

Company	Investment Cost	Realized FMV	Unreal	ized FMV	Gross MOIC	Gross IRR	Revenue (% change 2020Q1 vs. 2019Q1)	EBITDA (% change 2020Q1 vs. 2019Q1)	Remark
Fully Exits									
Nanfu	154	309	309	0	2.0x	33%			
Ceva	101	196	196	0	1.9x	15%			
Eastern Dragon	41	69	69	0	1.7x	22%			
Weigao	58	87	87	0	1.5x	10%		Fully	exited
C Pharmaceutical	25	25	25	0	1.0x	NM			
Subtotal	379	686	686	0	1.8x				
Direct but Short-Te	erm Impact								
Belle	255	681	177	504	2.7x	61%	Down by 20%-50%	Down by >50%	Q1 performance hit as majority of retail stores are closed. Cash flow remains strong. Short term impact nly.
CGE	77	203	9	194	2.7x	27%	Unable to provide du	e to public companies	Headquartered in Wuhan. Production disrupted. "30 people infected. Healthcare company and demand remains strong. Short term impact only.
BenQ	100	208	0	208	2.1x	13%	Down by 20%-50%	Down by >50%	Drop in patient numbers and non- urgent surgeries are postponed. Healthcare demand remains strong. Short term impact only.
Ednovation	59	106	5	101	1.8x	24%	Down by >50%	Down by >50%	Kindergartens are closed but school fees prepaid After school care services are hit. Short term imp only.
Dali	108	181	23	159	1.7x	12%	Unable to provide du	e to public companies	Production negatively impacted, but gradually resume in late Feb. Cash flow remains strong. Short term impact only.
Sunpower	53	72	4	69	1.4x	12%	Unable to provide du	e to public companies	Production disrupted but will gradually resume in Q3. Q1 is their low season. Short term
SharkNinja	259	344	62	282	1.3x	17%	Unable to provide du	e to public companies	impact only. China production negatively impacted. Demand remains strong. Production expect to resume in March. Short term impact only.
Entertain	23	23	0	23	1.0x	0%	Down by 20%-50%	Down by <=20%	Entertainment industry negatively hit. Productio disrupted and low offline demand. Gradually resume in Q2. Short term impact only.
Hengyang	100	65	19	47	0.6x 1.8x	0%	Down by >50%	Down by >50%	In debt restructuring process.
Subtotal Minimal/No Impac	1,034 ct	1,884	298	1,586	1.6X				
SciClone	63	199	29	169	3.2x	67%	Up	Up	Strong demand for its core product Zadaxin. Pos impact.
Sensetime	41	106	44	63	2.6x	58%	Down by <=20%	Down by <=20%	Project development slightly delayed in Q1, but overall minimal impact.
Lufax	40	92	0	92	2.3x	19%	Up	Up	Online wealth management. No/minimal impact
Aver	36	76	0	83	2.1x	19%	Flat	Flat	SEA equipment leasing. No/minimal impact.
Mahtach	143	200	40	250	2.04	249/			
Mabtech	142	290	40	250	2.0x	24%	Unable to provide du	e to public companies	New drug R&D company. No/minimal impact.
Go Healthy	85	141	0	141	1.6x	19%	Up	Up	New Zealand based health supplement. No/mini impact.
АТА	72	106	0	106	1.5x	26%	Flat	Flat	Online testing service provider. Majority of tests in Q3 and Q4. No/minimal impact.
WH Group	151	226	69	157	1.5x	8%	linable to provide du	e to public companies	Consumer staple. No/minimal impact.
·						270	onable to provide du	e to public companies	
Kobe	150	205	0	205	1.4x	11%	Down by <=20%	N/A	Offline business negatively hit. Delivery business remains flat. New businesses, such as fresh groo delivery, grew by 7 times. Overall minimal impac
Golden Gate	40	53	1	53	1.3x	34%	Down by <=20%	Down by <=20%	Vietnam restaurant chain. Demand slightly hit. Minimal and short term impact.
Sirtex	199	222	0	222	1.1x	8%	Up	Up	Demand remains strong. Production not in China No/minimal impact.
Subtotal	1,019	1,716	183	1,540	1.7x				
Total	2,432	4,285	1,167	3,126	1.8x				

Source: CDH - April 2020



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COVID-19 IMPACT UPDATE

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26



# CDH VI

#### CDH VI Total Investment Cost split:

Unallocated 90%	Limited Impact 10%
• n/a*	• Wow*

\* See comments below

CDH VI held its final close in December 2019, bringing total commitments to \$1.5bn. The fund is just starting its investment journey with one company acquired and another investment likely to be completed bringing invested amount to approx. 15%

- Unallocated portfolio
  - CDH announced that it would acquire a logistics services company. CDH VI intends to invest \$90m (6% of CDH VI) in this transaction to acquire 2.7% of the shares
- Limited impact
  - **Wow Tech Group** (Global, German headquartered leader of wellness and intimate health products, control investment): the transaction is expected to account for 10% of CDH V (estimate at this stage, subject to change). CDH plans to support Wow's expansion in China
- Potential medium term liquidity needs: none
- Potential short term liquidity needs: none
- Structurally challenged: none

Source: CDH - April 2020



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**COLLER CAPITAL** 

### Master Fund

Coller International Partners VI ("CIP VI") Vintage 2012

### Feeder Fund

**Global Secondary VI** 





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28

#### As a reminder, CIP VI key features as of March 2020:

CIP VI	
Vintage	2012
% Invested	105%
% DPI	125%

#### Liquidity

At 24 March 2020, CIP VI had net debt of \$38m, equivalent to 0.7% of capital commitments to CIP VI and 1.4% of the FMV of CIP VI's investment portfolio at 31 December 2019.

To further strengthen CIP VI's liquidity position, Coller has increased the size of the fund's financing facility to \$80m and extended its term. This should enable the fund to meet expected capital calls from underlying investments, despite an anticipated slowdown in distribution pace.

As a result, Coller does not currently expect to call further capital from CIP VI's limited partners.

#### Portfolio company operations - 50 largest companies

Coller has collated information received from underlying managers and, where relevant, its own assessments regarding the operational impact of Covid-19 on the largest 50 companies in the portfolio. Of course, this just represents a snapshot in time and the position will change as the situation develops. The below should therefore be read as a high-level indication of where Coller believes it is today, not as a definitive assessment of the full impact on the portfolio. Coller will continue to liaise closely with underlying GPs as they respond to events.

The table overleaf summarises the views underlying GPs have shared with Coller (and, where relevant, Coller's own assessment) regarding operational risks posed by Covid-19 and current market conditions to the largest 50 underlying portfolio company exposures in CIP VI - excluding credit and real estate investments. Given the fund's diversification, the 50 companies in question accounted for 50% of total FMV (on a look-through basis) at 31 December 2019.

Source: Coller Capital - March 2020



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COVID-19 IMPACT UPDATE 29 for a changing world

Coller Capital

# CIP VI

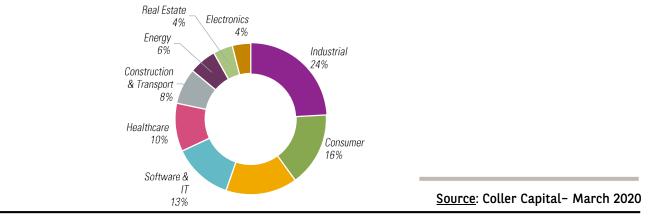
#### % Top 50 FMV at 31 December 2019 45%

Low operational risk	45%
Medium operational risk	14%
High operational risk	29%
Company now sold	11%

A description of each of the underlying portfolio companies where the underlying GP or Coller has identified high operational risk is given below:

- An aluminium can manufacturer operating in Nigeria
- A marketing business based in the US
- A fashion retailer operating in Europe and North America
- A Mobile telecommunications operator in Nigeria
- A peer-to-peer lending platform in the US
- An oil & gas extraction business in the Middle East
- An oil & gas extraction business in Turkmenistan
- ✓ A Restaurant chain operating in South Korea
- A global business-to-business sales intelligence platform based in the US
- An automotive manufacturer based in South Korea
- An energy extraction business based in Australia
- A luggage manufacturer operating in North America
- A specialty retailer based in the US
- An oil and gas infrastructure business in the US
- A biofuel producer based in Canada
- A packaging business headquartered in Italy

Coller will continue to liaise with the underlying managers of each of these assets to monitor the impact on portfolio company operations and mitigation measures undertaken. The industry diversification of CIP VI's underlying portfolio companies by FMV at 31 December 2019 is shown below:





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30

Coller Capital

#### Distribution pace

At 31 December 2019, CIP VI had returned 123% Net cash on cash<sup>1</sup> to its limited partners. It is a mature fund, very much in its realisation phase. CIP VI has passed through the 'catch up' phase in its distribution waterfall, meaning that all future distributions will be shared between limited partners and the general partner in accordance with the carried interest rate applicable to their interest.

That said, Coller generally expects the current situation to materially delay realisations from the investment portfolio as potential buyers of portfolio companies may not wish to transact in the face of significant uncertainty, while underlying managers may not wish to exit assets at potentially depressed valuations.

As a result, Coller expects delays in distributions to investors as well. To illustrate this effect, one might consider the impact of the 'global financial crisis' on CIP VI's predecessor fund, CIP V, which was operational during the crisis. While it is impossible to predict to what extent the effects of the Covid- 19 pandemic might follow a similar pattern, please note that CIP V made a distribution to investors in July 2008 and was unable to do so again until November 2009 as the recovery from the 'global financial crisis' began.

Coller's ability to recommence distributions to limited partners will likely be driven by the nature and timing of the recovery from the current downturn. If a resolution to the Covid-19 pandemic and an attendant macroeconomic recovery are swift, one might hope that a 'V-shaped' recovery would enable Coller to distribute to investors more quickly than they were able to in CLP V. However, there is no guarantee of this, and Coller remains cautious in its short and medium-term expectations.

Source: Coller Capital- March 2020

31

<sup>1</sup> Proceeds distributed to limited partners, as a percentage of capital called from limited partners. Cash on cash information has been prepared on the basis of blending returns for holders of Class A and Class B limited partner interests



COVID-19 IMPACT UPDATE

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**CIP VI** 

For background, valuations of underlying funds in CIP VI are typically reported on the basis of a three month 'lag', as Coller incorporates the latest available valuations from underlying managers, which are generally three months aider than the date of CIP VI's financial statements. Therefore, the fund's 01 2020 valuations will generally be based on underlying 04 2019 valuations, which by definition will not reflect the impact of the current crisis.

It is too early to quantify the impact on valuations of the Covid-19 pandemic and resulting macroeconomic downturn. However, since many portfolio companies are valued by underlying GPs based on EBITDA multiples using public market comparable companies, it is not unreasonable to expect the recent >25% decline in many public market indices to feed into valuations.

Separately, investments in collateralised loan obligations (CLOs) formed 15% of CIP VI's portfolio by FMV at 31 December 2019. On a mark-to-market basis, the value of these investments has decreased significantly, but Coller does not anticipate that underlying managers will sell these assets at current market prices (Coller's investment thesis for CLOs is typically based on holding to maturity).

Although a significant amount of CIP VI's Net multiple<sup>2</sup> is 'locked in' as the fund has distributed 123% Net cash on cash, the impact of valuation decreases could materially reduce the Net multiple from its 1.7x level reported at 31 December 2019.

From a longer-term perspective, Coller remains confident regarding the intrinsic value of CIP VI's portfolio and Coller would hope to see valuations recover once the global economy has returned to growth. As this will largely be driven by the response to the Covid-19 pandemic and the relative strength or weakness of the macroeconomic recovery, Coller is unable to give a concrete indication of timing or expected future valuation at present. They will update limited partners in this respect as and when there are relevant new developments.

Source: Coller Capital- March 2020

<sup>&</sup>lt;sup>1</sup> Sum of proceeds distributed to limited partners and remaining value allocated to limited partners in accordance with the accounting policies of CIP VI, as a multiple of capital called from limited partners. Net multiple information has been prepared on the basis of blending returns for holders of Class A and Class B limited partner interests. Net multiples for each class are available upon request



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COVID-19 IMPACT UPDATE 32 for a changing world

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EQT

### Master Funds

EQT VII – vintage 2015 EQT VII – vintage 2018

### Feeder Funds

Northern Europe VII Northern Europe VIII





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33

# **EQT OVERVIEW**

Bi-monthly update call organized with EQT - Marcus Brennecke on 03.04.2020

#### As a reminder, EQT VII & EQT VIII key features as of April 2020:

EQT V	EQT VII EQT VIII		II
Vintage	2015	Vintage	2018
% Invested	Est. 89%	% Invested	Est. 70%
% DPI	43% <sup>1</sup>	% DPI	0%
<sup>1</sup> As of 31 December 2019			

#### **Bird's Eye View of COVID-19 Impact: EQT VII and EQT VIII portfolios** The portfolio is holding up well in light of COVID-19

<b>26</b> companies in EQT VII and EQT VIII	-	Category 1 Temporary Impact		Category 2 Temporary but lasting Impact		Category 3 Structural Impact	
None in category 3	SAnticimex	KARO PHARMA SUSE.	HusCompagniet. ETON	Cast & Crew	)ş tiger	ALTUS	
		<b>DESOTEC</b>	Lima Corporate	CURAEOS INCENDENSIA Vieces, Ré-des Mentae			
Healthcare and TMT: of unrealized value	ottobock.	<b>G</b> facile.it WSAudiology		USS VFS.GLOBAL			
60% in EQT VII 73% in EQT VIII	On the execute?	wakudology		-			

Note: The global health situation arising from the COVID-19 pandemic remains fluid and the ramifications on markets, business activity and the global economy more generally are not yet capable of being fully identified or understood. The information provided is current as at today'sdate and is based on information which is currently available to EQT, but it may be subject to change as the situation develops.

- EQT currently works closely with Portfolio Companies to ensure they can go through the recession: focus on financial impact and liquidity needs
- Base case: U shape recession, lockdown until end of June 2020. Progressive recovery.
- ✓ 3 categories of PCs:

**EQT** 

- Category 1: temporary impact and recovery of lost sales
- Category 2: temporary impact and no catch up
- Category 3: structurally challenged

Source: EQT Partners - April 2020

34



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# EQT VII

#### EQT VII Total Value split (including realized investments):

Realized Portfolio	Limited impact	Med. term	Short term
26%	44%	12%	18%
<ul><li>Piab</li><li>Press Ganey</li><li>AutoStore</li><li>Top-Toy</li></ul>	<ul> <li>IFS*</li> <li>Apleona</li> <li>IVC*</li> <li>Certara*</li> <li>Desotec</li> <li>Ottobock*</li> <li>BlueStep Bank</li> </ul>	<ul><li>Sitecore*</li><li>WS A*</li></ul>	• Kuoni / VFS* • Kuoni /HotelB.* • Lima* • Cureos* • Eton

Overall resilient portfolio, of which less than a third could need liquidity from EQT VII – for a total of ~€350m or 5% of fund' size – with the aim to support structurally strong companies facing short term challenges

#### Limited impact

- IFS (software business): +34% EBITDA in Q1 2020. Clients might postpone their demand but IFS will be very well positioned to take market shares once crisis ends
- **IVC** (vetcare clinics): is further accelerating online consultation where IVC is well positioned. Clinics are opened but might locked down
- **Certara** (model-informed drug development): new CEO is performing well (all management team was replaced). No negative impact so far. Remote work for the workforce
- Ottobock (prosthesis): strong 2019 activity Medium impact on 2020 sales

#### Potential medium term liquidity needs

- Sitecore (e-commerce customer management solutions): Potential need of €10m. 80% of revenues are recurring. Impact on new booking in the short term and investments on hold for the moment.
- WS Audiology (hearing aid manufacturing): significant impact but will be phased over time. Performance as of Feb 2020 was in line with budget. WS Audiology has started to recover in Asia. Large impact in Europe and US. €95m equity injection may be needed (~€40m for EQT VII). On line sales have increased

#### Potential short term liquidity needs

- Kuoni / VFS (visa processing business): Record year in 2019 but directly impacted by travel restrictions. 60% volume decline in 2020 expected. RCF drawn down. 1 500 reduction of FTEs. Identification of CHF 69m cost savings. Potential €150m liquidity needs. However, VFS remains a market leader and a very strong company.
- Kuoni / Hotelbeds (hotel rooms wholesale): Potential €50m liquidity needs. EQT VII owns ~16% of the equity of Hotelbeds.
- Lima (orthopedic implant manufacturer): Italian headquartered company. Non urgent surgery has been postponed to free up space in hospitals. This leads to a material impact on Q2 performance but activity should phased out. Potential €50m liquidity needs.
- **Cureos** (dentist clinics): was already challenged before covid-19 breakthrough. Shut downs in most countries. Volume should normalize after epidemic. Need for 50m€ of liquidity. Investment is marked at 0.4x cost as of Dec 2019. Potential €50m liquidity needs.

Structurally challenged: none

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WEALTH MANAGEMENT

Source: EQT Partners - April 2020

Potential liquidity needs



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**EQT VIII** 

#### EQT VIII Total Investment Cost split:



Overall resilient portfolio, of which only one transaction (WS Audiology) could need liquidity from EQT VIII – for a total of ~€40m or 0.4% of fund' size – with the aim to support this structurally strong company facing short term challenges. No structurally challenged company in portfolio. No company facing short term liquidity needs. The fund is already 70% invested

#### <u>Limited impact</u>

- Azelis (specialty chemicals distributior): impacted by Asia business slowdown and by GDP contraction. Azelis has €150m of cash in hands which should even allow the group to pursue M&A activi
- **Cast & Crew** (leading provider of software and services to the entertainment industry): Cast and Crew was assuming 16% growth of sales in 2020 with EBITDA of \$160m. EBITDA has been reforecast down to \$116m. Major FTE number reduction. However, the company remains a structural leader in the industry
- **SUSE** (open source provider of IT infrastructure solutions): strong growth to March 2020. Large retention rate of clients. Strong position to pass the epidemic
- **Galderma** (ex-Nestlé Skin care): out of the three divisions (aesthetics, prescriptions, consumer health), only one (aesthetics) should be materially impacted due to postponement of non-priority surgeries.
- Schülke (hygiene and infection prevention solutions): In the short term, EQT will support Schülke, a newlyannounced investment, in its efforts to contribute to the fight against the COVID-19 pandemic by increasing the supply of urgently needed disinfectants

#### Potential medium term liquidity needs

WS Audiology (hearing aid manufacturing): significant impact but will be phased over time. Performance as of Feb 2020 was in line with budget. WS Audiology has started to recover in Asia. Large impact in Europe and US. €95m equity injection may be needed (~€40m for EQT VIII). On line sales have increased

#### Potential short term liquidity needs: none

Structurally challenged: none

Source: EQT Partners - April 2020

36



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# Master Funds

GoldPoint Mezzanine Fund III Vintage 2010

GoldPoint Mezzanine Fund IV Vintage 2016





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37



### **Mezzanine Fund**

## GoldPoint III key features:

### Key Indicators<sup>1</sup>

···· <b>·</b>				
Vintage	2010			
% Invested	<b>112%</b> <sup>2</sup>			
Available Capital	5%			

<sup>1</sup> As of 31 December 2019 <sup>2</sup> Including recycling

Key Performance Metrics <sup>1</sup>				
Realized / Total Value	78%			
DPI	1.0x			
Net MOIC	1.40x			
Net IRR	9.0%			

**Risk Ratings for Mezz III's Unrealized Value**<sup>4</sup>

# Key Takeaways

- Investors have already received 1.0x their paid-in commitment
- 77% of unrealized value is categorized as low or medium risk with 17% in the high risk category
- The fund has \$50m of available capital
- Portfolio companies manage their capital structure:
  - 33% of companies have drawn down on their revolvers
  - 25% average covenant cushion across the portfolio

Not Surveyed 6% **Resco Products** BTB 8% 6% Maverick Natural **APEX** Analytix Resources 8% 5% 4Wall Entertainment Neovia 4% 11% **First Investors Financial Services** ECI 20% 14% SCRGT 18% Low Risk (14%) Medium Risk (63%) High Risk (17%) Not Surveyed (6%)

Source: GoldPoint - April 2020



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# Portfolio Risk Exposure:

									1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -
	Overall Risk Rating	HQ	% of Unrealized Value <sup>1</sup>	Exposure to Global or Chinese Sourcing	Exposure to Travel, Transportation or Trade	Potential for Supply Disruptions	Potential for Demand Disruptions	Near Term Liquidity or Covenant Concerns	Covenant Cushion
Financial Services		U.S.	20%			$\checkmark$	$\checkmark$		
SalientCRGT		U.S.	18%					$\checkmark$	3%
REG Controls Int 1		U.S.	14%	$\checkmark$	$\checkmark$		$\checkmark$		15%
VEOVIA Living, breaching legistics		U.S.	11%						No Covenants
apexanalytix <sup>.</sup>		U.S.	8%						43%
RESCO		U.S.	8%				$\checkmark$	$\checkmark$	9%
TBG Stb	m14	Bolivia & Brazil	6%				$\checkmark$		No Covenants
MAVERICK		U.S.	5%				$\checkmark$	$\checkmark$	50%
Watt		U.S.	4%				$\checkmark$	$\checkmark$	32%
Total/Avg. <sup>2</sup>			94%	1	1	1	6	4	25%

1. Percentages represent fund exposure as of December 2019. Fund exposure = unrealized value / total fund unrealized value. Unrealized value excludes realizations that occurred after December 2019. 2. Figures represent totals except for covenant cushion which represents an average.

3

Source: GoldPoint - April 2020



COVID-19 IMPACT UPDATE 39

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### **Mezzanine Fund**

## GoldPoint IV key features:

### Key Indicators<sup>1</sup>

···· <b>·</b>					
Vintage	2015				
% Invested	100% <sup>2</sup>				
Available Capital	5%				

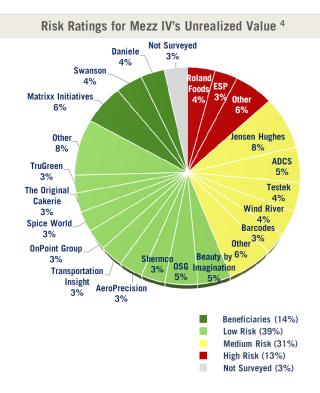
<sup>1</sup> As of 31 December 2019 <sup>2</sup> Including recycling

Key Performance Metrics <sup>1</sup>				
Realized / Total Value	16%			
DPI	5% <sup>3</sup>			
Net MOIC	1.19x			
Net IRR	8.4%			

<sup>3</sup> Net of recallable distributions

## Key Takeaways

- Amendment request: please refer to slide "Amendment Request"
- 84% of unrealized value is categorized as low or medium risk with 13% in the high risk category
- The fund has \$70m of available capital
- Portfolio companies manage their capital structure:
  - 17% of companies have drawn down on their revolvers
  - 28% average covenant cushion across the portfolio



Source: GoldPoint - April 2020



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# **GOLDPOINT MEZZANINE IV**

	Overall Risk Rating	HQ	% of Unrealized Value <sup>1</sup>	Exposure to Global or Chinese Sourcing	Exposure to Travel, Transportation or Trade	Potential for Supply Disruptions	Potential for Demand Disruptions	Near Term Liquidity or Covenant Concerns	Covenant Cushion <sup>2</sup>
JENSEN HUGHES		U.S.	8%				$\checkmark$		30%
MATRIX		U.S.	6%			$\checkmark$			31%
Advanced Dermatology & Cosmetic Surgery		U.S.	5%				$\checkmark$	$\checkmark$	20%
B		U.S.	5%	$\checkmark$	$\checkmark$	$\checkmark$			30%
OSG		U.S.	5%					$\checkmark$	3%
estek		U.S.	4%		$\checkmark$		$\checkmark$		N/A
Roland.		U.S.	4%				$\checkmark$		23%
Swanson Health Products		U.S.	4%	$\checkmark$				$\checkmark$	8%
		U.S.	4%				$\checkmark$	$\checkmark$	21%
DANIELE		U.S.	4%	$\checkmark$		$\checkmark$			40%
esp		U.S.	3%				$\checkmark$	$\checkmark$	14%
<b>Shermoo industries</b>		U.S.	3%				$\checkmark$		58%
<b>Aero</b> Precision		U.S.	3%	$\checkmark$	$\checkmark$				33%
C TransportationInsight Enduite Instante Derivative		U.S.	3%				$\checkmark$		41%
Barcode:	s 🔵	U.S.	3%	$\checkmark$			$\checkmark$		30%
		U.S.	3%						25%
		U.S.	3%	$\checkmark$					50%
roup		Canada	3%				$\checkmark$		33%
TRUGREEN		U.S.	3%						N/A
<b>SUPPLY</b> NI		U.S.	2%						27%

Source: GoldPoint - April 2020

41

1. Percentages represent fund exposure as of December 2019. Fund exposure = unrealized value / total fund unrealized value. Unrealized value excludes realizations that occurred after December 2019. 2. TruGreen springing covenant not activated.



COVID-19 IMPACT UPDATE

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2/3



# **GOLDPOINT MEZZANINE IV**

	Overall Risk Rating	HQ	% of Unrealized Value <sup>1</sup>	Exposure to Global or Chinese Sourcing	Exposure to Travel, Transportation or Trade	Potential for Supply Disruptions	Potential for Demand Disruptions	Near Term Liquidity or Covenant Concerns	Covenant Cushion
NuStar		U.S.	2%				~		22%
RESERVENCES		U.S.	2%						30%
Caldwell & Gregory		U.S.	2%				$\checkmark$		22%
den + anais <sup>,</sup>		U.S.	2%	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	In Violation
HEARTLAN		U.S.	2%						37%
HERMETIC SOLUTIONS GROU		U.S.	2%	$\checkmark$			$\checkmark$		40%
process arro	n 🔴 -	U.S.	2%				$\checkmark$	$\checkmark$	7%
PAG		U.S.	2%		$\checkmark$	$\checkmark$	$\checkmark$		44%
Lucid Health		U.S.	1%				$\checkmark$		18%
		U.S.	0.3%	$\checkmark$			$\checkmark$		12%
Total/Avg. <sup>2</sup>			97%	9	5	5	18	7	28%

1. Percentages represent fund exposure as of December 2019. Fund exposure = unrealized value / total fund unrealized value. Unrealized value excludes realizations that occurred after December 2019. 2. Figures represent totals except for covenant cushion which represents an average.

Source: GoldPoint - April 2020



COVID-19 IMPACT UPDATE 42

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### Context

- Unprecedented COVID-19 environment
- GP Mezz IV has currently \$70m of available capital
- GP Mezz IV anticipates to receive an additional \$35m of recallable interest income distributions during the life of the Fund, bringing available capital to \$105m or 8% of Fund's size
- No immediate need for additional capital in any of the Fund's portfolio companies

## Objective of the amendment

Proactively protect the value of portfolio companies' business by having adequate capital reserves

## Amendment

 Permits an extension of the period of time by which the Fund may recall distributions of capital contributions on a retroactive basis in respect of investments <u>from the 18-month</u> anniversary of the drawdown date of such investments <u>to the 24-month</u> anniversary of the drawdown date of such investments

## Consequence of the amendment

- The recallable distributions would further increase the Fund's available capital by an additional \$50 million to an aggregate of \$155 million, or 12% of Fund's size
- GoldPoint believes that this should provide the Fund with sufficient liquidity to bridge this period of disruption and allow to provide capital on an as needed basis to protect the Fund's portfolio

### Response

- Investors are invited to respond by Friday May 8<sup>th</sup>
- For consenting investors, an executed copy of the consent is to be sent to Lorne Smith of GoldPoint Partners by PDF via email to <u>lsmith@goldpointpartners.com</u>

Source: GoldPoint - April 2020



COVID-19 IMPACT UPDATE 43 for a changing



**Idinvest Partners** 

# Master Funds

IPD I – vintage 2007 / 2010 IPD III – vintage 2014





COVID-19 IMPACT UPDATE 44

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# **IDINVEST OVERVIEW**

## Bilateral call with Idinvest on April 8th and general update call on March 27th

# As a reminder, IPD I & IPD III key features as of December 2019:

IPD I		IPD III	
Vintage	2007 / 2010	Vintage	2014
% Invested	100%	% Invested	116% <sup>2</sup>
% DPI	<b>131%</b> <sup>1</sup>	% DPI	64% / 63% <sup>3</sup>

<sup>1</sup> A' Shares <sup>2</sup> including recycling <sup>3</sup> French Master Fund / Luxembourg Feeder Fund respectively

### Idinvest general remarks:

idinves<sup>.</sup>

(2) eurazeo

- Idinvest has initiated a Business Continuity Plan, which includes
  - maintaining secured operational framework
  - maintaining all its activities across all its geographies
  - $\checkmark$  measures to ensure all its staff can work remotely
  - set up of call / videoconference meetings
- Idinvest closely monitors portfolio companies and is engaged with them
  - Continued contact with all portfolio companies (top management and equity sponsors)
     Segmentation of portfolio companies based on their initial feedback of the impact of COVID-19 on their operations: limited, moderate or large
  - ✓ Sharing of information with respect to available public and private support
  - Update of "impact segmentation" through weekly or bi-weekly communication with portfolio companies
- Current situation for portfolio companies:
  - Strict measures have been taken immediately by all portfolio companies in order to maximize cash conservation: (i) Leveraging on recent public and private measures in respect of payment deadlines granted for URSSAF and taxes, partial unemployment state-paid (ii) CAPEX deferred or limited, (iii) sound management of supplier relationships (securing the relationship with key suppliers, stoppage of payments from certain suppliers, increase payment terms with some others) and (iv) Interest payment deferral on a case by case basis with a priority given to the closest deadlines
  - No cash risk at short term: 8-12 weeks visibility for 100% of IPD III portfolio companies ("crash test")
- Although portfolio companies do not require short term liquidity, Idinvest is exploring solutions to increase the amount of available capital on IPD III with the goal to be able to protect existing investments

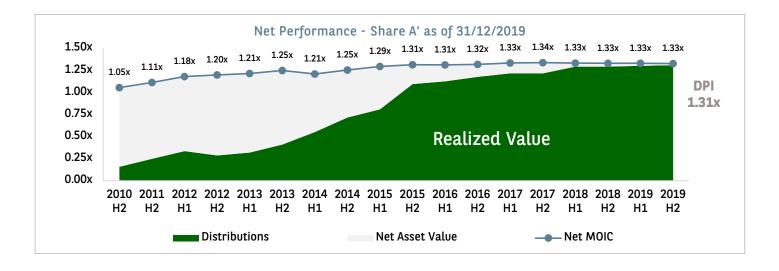
Source: Idinvest Partners - April 2020



COVID-19 IMPACT UPDATE 45 for a changing world



### IPD I: Net Performance as of 31/12/2019



IPD I is substantially fully realised.

BNP Paribas WM investors who committed to the fund in 2010, have already received 1.3x their paid-in commitments and the fund has generated a net IRR of approximately 9.5% for them

Source: Idinvest Partners - April 2020



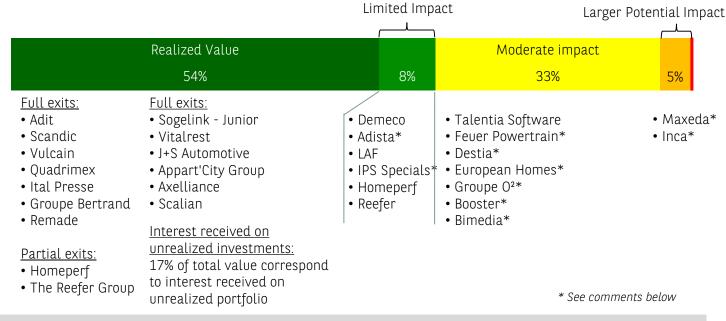
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# IPD III

# IPD III Total Value split (including realized investments):



Idinvest is committed to provide portfolio companies with additional capital by deferring, on a case by case basis (Groupe O<sup>2</sup>, Destia and Inca at this stage), interest payment. One exit remains expected in the coming two quarters.

### <u>Limited impact</u>

**6 investments are in this category:** IT businesses such as Adista (internet access provider) continue to perform well. IPS Specials (UK based drug producer) is expected to recover from lower performance observed in the previous years.

### Moderate impact

- **Booster** (German manufacturer of turbochargers for the auto industry) IPD III is invested in the unitranche. Leverage is below 3x. Strong performance at this stage but the auto sector is concerning
- **European Homes** (French property developer): No need for liquidity in the next three months but fragile business model (before covid-19 crisis)- MOIC down to 0.8x as of December 2019
- Feuer (tier 1 auto supplier for tooling crankshafts) strong performance at this stage
- **Bimedia** (leading French provider of point of sale services): Bimedia is about to be acquired by a strategic buyer which remains committed to buy the company. We will have more visibility by June end (anti-trust approval)

### Larger potential impact

- Maxeda DIY retailer in The Netherlands and Belgium. IPD III is invested in the PIK instrument (preferred like above the senior financing). Operations: no confinement in The Netherlands for the moment but that could change. No need for liquidity The RCF is fully drawn. The senior debt was downgraded to CCC very recently. Moderate leverage <4x at the senior debt level. The concern is about the strategic value of the retail chain for IPD III to exit</p>
- Inca French builder of houses in the Bordeaux region. No need for liquidity in the next three months. Light and flexible cost structure. Strong management team. However, house buildings have been stopped for the time being. Inca asked to defer April / July / October interest payment by 6 months each

### Structurally challenged: none

**BNP PARIBAS** 

WEALTH MANAGEMENT

Source: Idinvest Partners - April 2020

47



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**COVID-19 IMPACT UPDATE** 



# Master Fund

Keensight V Vintage 2019

Feeder Fund

Euro Tech V





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**KEENSIGHT V** 

Call organized with Keensight - Jean-Michel Beghin and Philippe Crochet on 16.04.2020

## As a reminder, Keensight V key features as of April 2020:

Keensight V					
Vintage	2019				
% Invested	c. 34%				
% DPI	-				

### COVID-19 Impact on the portfolio companies

Keensight V has been in close relationship with all portfolio companies in order to analyse potential impact of COVID-19 and bring as much support as possible. Keensight has then put in place all possible measures enabling companies to have as much cash available as possible.

As a result, Keensight has classified **portfolio companies in 3 risk categories**, **depending on cash available** – category 1 meaning that the company has enough cash to resist a full business shut-down.

Keensight V total investment cost split:		ntial liquidity needs he medium term
Unallocated	Category 1	<mark>Catego</mark> ry 2
c. 66%	c. 27%	c.7%
n/a	<ul><li> 3P</li><li> Geodesial</li><li> Smile</li><li> Sogelink</li></ul>	Datawords

Source: Keensight - April 2020



COVID-19 IMPACT UPDATE 49

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**KEENSIGHT V** 

3P Biopharma- ceuticals Category 1	<ul> <li>Leading CDMO of biopharmaceuticals based in Spain</li> <li>Positive impact to date as the company continues to manufacture biopharmaceuticals, with sales currently slightly above budget</li> <li>Areas of risks are: i) potential supply chain issue – although not experienced so far; ii) spread of the epidemic in the factory – no cases registered to date; iii) pressure from trade unions as very few employees are working full time in Spain; iv) new border rules that could be established by various countries and that could delay deliveries to clients – although medicines are likely to be protected</li> <li>No negative impact expected</li> </ul>
Geodesial Category 1	<ul> <li>Leading French developer and distributor of infrastructure design software</li> <li>Very strong beginning of the year until confinement</li> <li>Upsides: i) 12 months of cash available, hence no financing concerns; ii) very large client base with top client representing less than 2% (c. 6% for top 5 clients); iii) recurring SaaS subscription revenue, being paid by all clients so far</li> <li>Downside: negative impact of confinement on new orders</li> <li>Impact will probably be negative although difficult to measure at this stage</li> </ul>
Smile Category 1	<ul> <li>European market leader in digital Open-Source services - c. 1/3 of recurring sales</li> <li>Upsides: i) projects continue to be delivered; ii) pipeline is still existing</li> <li>Downsides: i) difficulty in signing new orders; ii) risk of pipeline dry-up</li> <li>Impact will probably be negative although limited at this stage; Effect should be visible in a few months</li> </ul>
Sogelink Sogelink Category 1	<ul> <li>Leading provider of SaaS solutions for infrastructure sector professionals</li> <li>Strong beginning of the year until confinement, significantly ahead of budget</li> <li>Upsides: i) 12 months of cash available, hence no financing concerns; ii) a portion of sales is recurring and clients continue to pay; iii) new softwares developed in asbestos management and property assets</li> <li>Downside: material impact since confinement as building sites are closed</li> <li>Impact will probably be negative, especially on sales – limited EBITDA decrease</li> </ul>
DATAWORDS GR®UP Datawords Category 2	<ul> <li>Leading provider of multilingual localisation services</li> <li>As Datawords has a strong presence in Asia, the company had already faced the 1<sup>st</sup> COVID-19 wave and was able to adapt quickly to the European wave</li> <li>Upsides: i) client base mostly comprises blue chip companies which do not have payment issues; ii) they are still approached by clients for e-commerce solutions</li> <li>Downsides: i) difficulties in the video segment; ii) difficulties to sign new clients</li> <li>Impact will probably be negative – current focus on cash</li> </ul>

Source: Keensight - April 2020



BNP PARIBAS WEALTH MANAGEMENT

COVID-19 IMPACT UPDATE 50

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# Master Funds

KKR Global Impact - vintage 2019

# Feeder Funds

Global Impact I



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51

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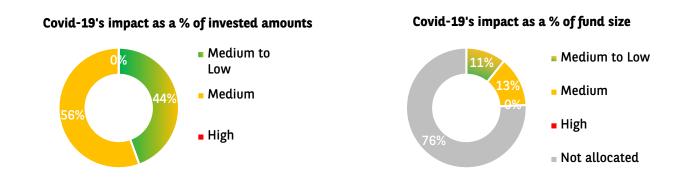
KKR

# KKR GLOBAL IMPACT

### **Key points**

KKR Global Impact key figures as of 31/12/19				
Vintage	2019			
Strategy	Global Impact Buyouts and Growth			
Fund size	\$1.3bn			
<b>Capital invested</b> % of fund size	\$217m (c.\$315m as of 31/03/20) 17% (c.24% as of 31/03/20)			
Number of deals	5 (6 as of 31/03/20)			
DPI	0x			
Gross MOIC	1.02x			

- At this stage, KKR does not expects its investments to require equity follow-on support, but this may change depending on how the current crisis develops.
- At this stage, KKR's portfolio remain relatively preserved:
  - 3 out of the 6 investments suffer from a medium to low impact (44% of invested amounts)
  - 3 out of the 6 investments suffer from a medium impact (56% of invested amounts)
  - > 0 out of the 6 investments encounter a high impact



Source: KKR - March 2020



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52

# KKR GLOBAL IMPACT

# Portfolio as of 31/12/19

Investment Sumn (\$m as of 31/12/1		Investmen t Date	Exit	Country	SDGs	Company	Investment Cost	Realized Proceeeds	Unrealized Value	d Realized & Unrealized	Gross MOIC
							A	В	С	B+C	(B+C)/A
Unrealized dea	ls										
Furghet Balking Performance	Barghest Building Performance	Jul-18	-	Singapore	7 стерение и 9 монистрание Стерение и 9 монистрание Общество и 10 монистрание О	Energy saving solutions for buildings	20.2	0.0	19.4	19.4	1.0x
Terret sectored	Ramky	Feb-19	-	India	11 SECTIONERE ETTES 12 RESPONSE REPRODUCTION REPRODUCTION	Waste management	25.0	0.0	29.8	29.8	1.2x
KnowBe4	KnowBe4	Jun-19	-	US	9 MOUSERY, INDUSTRY, MOUSERY, INDUSTRY, MOUSERY, INDUSTRY, INSTITUTORS	Training software for cybersecurity awareness	40.0	0.0	40.0	40.0	1.0x
	BruningGlass	Sep-19	-	US	4 силиту социаток В сселя ческими социальностояти	Labour market analytics	75.0	0.0	75.0	75.0	1.0x
EOSi	Nexus Nutrient Platform	Nov-19	-	US	6 OLEXA HATER Original Contraction	Water nutrient removal solutions	56.8	0.0	56.8	56.8	1.0x
Total Unrealize	d deals						217.0	0.0	221.0	221.0	<b>1.0</b> x
Total Portfolio							217.0	0.0	221.0	221.0	<b>1.0</b> x

Source: KKR - March 2020



COVID-19 IMPACT UPDATE 53

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# KKR **KKR GLOBAL IMPACT**

### Actions taken by KKR

KKR is working through the impacts of COVID-19 in real-time. KKR is preparing for a period of economic contraction with an uncertain duration that can be caused by supply chain disruption and demand reduction. Over time, KKR believes it is well positioned to act on potential emerging opportunities given its patient capital and long term view.

- KKR is planning for a variety of near-term challenges for its markets, portfolio companies, employees and stakeholders.
- Taken in context, KKR believes in its portfolio position. KKR Global Impact is 25% deployed with substantial dry power. The portfolio companies are generally unlevered, cash flow positive and delivering solutions that will be required throughout the cycle. KKR believes that business interruption is the most challenging risk its portfolio is facing today.
- Given the uncertainty associated with the current environment, KKR is focused on remaining disciplined and utilizing its strengths. With respect to new investment opportunities: KKR is going deeper in its priority sectors that may benefit from longterm, structural trends and less underlying macro-economic sensitivity; and KKR is investing in companies where it believes it can add value and seek to unlock stronger economic and impact outcomes.

Note: Subject to change. As of March 2020. The companies shown above represent all investments made by the KKR Global Impact Fund. The specific companies identified are not representative of all of the companies purchased, sold or recommended for KKR's private equity funds and it should not be assumed that an investment in the identified companies was or will be profitable. Downside protections are no guarantee against losses.

Source: KKR - March 2020

3/6



**ALTH MANAGEMENT** 

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54

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**COVID-19 IMPACT UPDATE** 

# KKR KKR GLOBAL IMPACT

### **KKR Global Imapct Fund Overview**

Investment	Outlook	Potential Impact
Graduation Alliance		<ul> <li>There are certain jurisdictions that require in-person counseling sessions to qualify for reimbursement and other jurisdictions that require in-person testing to substantiate efficacy attainment and qualify for reimbursement         <ul> <li>The impact on attendance could challenge Graduation Alliance's billing / recovery model in these markets</li> <li>KKR is working with its government sponsors to obtain waivers to the business to continue serving its customers in a fully virtual environment</li> </ul> </li> <li>With that said, most course content is delivered virtually for students, and the vast majority of tutoring and coaching is delivered remotely. Overall, KKR believes Graduation Alliance is well positioned to serve its customers in a virtual environment and longer-term, especially as tele-learning is more frequently used as a result of social distancing</li> </ul>
Nexom EOSi		<ul> <li>China is a priority growth market in 2020 (accounts for 7% of gross margin in 2020 versus 4% in prior year) <ul> <li>KKR has delayed business development efforts in China</li> </ul> </li> <li>KKR believes the impact is limited to growth volumes as Chinese Waste Water Treatment Facility ("WWTF") plants are still operating today and the product (waste water treatment) is a mission critical consumable</li> <li>Currently assessing potential implications for supply chain sourcing strategy focused on South Korea</li> <li>Longer-term, KKR expects any infrastructure stimulus spending to be incrementally supportive of the business</li> </ul>

55

Source: KKR - March 2020



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# KKR KKR GLOBAL IMPACT

Investment Outlook Potential Impact
<ul> <li>To date, there has been no impact, and KKR does not currently anticipate any long-term material impacts</li> <li>KKR is assessing contingency plans for remote operations if required</li> <li>KKR is in close contact with the CEO about contingency plans for the U.S. market</li> <li>Aside from business continuity related challenges, KKR would anticipate impacts to the business development related efforts in the event of prolonged disruption of travel and university related closures</li> </ul>
<ul> <li>To date, there has been limited impact on the overall business</li> <li>Possible disruption to the overseas business, which is a meaningf percentage of overall revenue. KKR is still assessing to determine the overall magnitude of any such disruption</li> <li>Potential for some slowdown in new bookings activity given disruptions at target customer base, but KKR expects any impact would be temporary</li> <li>KKR is assessing any necessary revisions to operating plans as additional data on sales becomes available in coming days</li> </ul>
<ul> <li>To date, there has been no impact on volumes</li> <li>KKR is actively monitoring the virus' impact in the Indian market</li> <li>The company's operations are largely concentrated in India and Singapore; where KKR does not see material impact         <ul> <li>Ramky has no exposure to China</li> <li>Ramky is experiencing supply chain impacts for long-lead timequipment used in expansion projects</li> <li>For example, shipment from China for the Hyderabad waste energy plant is delayed and KKR is expecting</li> <li>a potential 1-2 month impact on commissioning timeline</li> <li>KKR is actively working with suppliers to manage implications</li> </ul> </li> </ul>

Note: Subject to change. As of March 2020. The companies shown above represent all investments made by the KKR Global Impact Fund. The specific companies identified are not representative of all of the companies purchased, sold or recommended for KKR's private equity funds and it should not be assumed that an investment in the identified companies was or will be profitable. Downside protections are no guarantee against losses.

Source: KKR - March 2020

56



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# KKR GLOBAL IMPACT

### **KKR Global Imapct Fund Overview**

Investment	Outlook	Potential Impact
Barghest Building Performance		<ul> <li>To date, there has been no impact; the current book of business is under long-term, four plus year contracts</li> <li>KKR believes there will likely be impacts to business development and growth         <ul> <li>Business development activities are impacted because of travel bans and potential customers delaying meetings</li> <li>KKR is reducing business development efforts to concentrate on leads in markets such as Singapore,</li> <li>Vietnam and Philippines where travel is not currently affected</li> </ul> </li> </ul>

**Breakdown of Risk Assessment:** 

📕 High

Medium 🧲

Low

Note: Subject to change. As of March 2020. The companies shown above represent all investments made by the KKR Global Impact Fund. The specific companies identified are not representative of all of the companies purchased, sold or recommended for KKR's private equity funds and it should not be assumed that an investment in the identified companies was or will be profitable. Downside protections are no guarantee against losses.

Source: KKR - March 2020

57



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# PAI PARTNERS

# Master Funds

PAI Europe VI – vintage 2014 PAI Europe VII – vintage 2018

# Feeder Funds

Europe LBO VI / Antin Europe LBO VI Europe LBO VII / Antin Europe LBO VII





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58

### Call organized with PAI Partners - Y. Massonat on 31.03.2020

### As a reminder, PAI Europe VI & PAI Europe VII key features as of March 2020:

PAI EUROF	PE VI	PAI EUROPE VII			
Vintage	2014	Vintage	2018		
% Invested	88%	% Invested	42%		
% DPI	40%	% DPI	0%		

### GP update

PAI has put a number of measures in place to closely monitor each portfolio company on a weekly basis:

- Adequate safety measures have been taken at all portfolio companies to ensure the health and safety of employees;
- Every portfolio company has been discussed in the most recent Investment Committee to evaluate the current situation;
- PAI Investment Committee has agreed to meet more regularly (multiple times per week) to discuss certain portfolio companies, this will continue for the foreseeable future;
- PAI Capital Markets Team with the support of the investment teams have conducted a portfolio wide covenant and liquidity analysis, allowing PAI to assess liquidity requirements within the portfolio and if required to preemptively draw from the respective RCF's;
- Weekly calls with portfolio company management are mandatory for each investment team to enable PAI to proactively and in some cases reactively put in place operational and cash management measures to mitigate the impact whilst the pandemic continues.

PAI will continue to monitor the situation on a case by case basis, and update investors as required.

PAI has enforced a travel ban on all staff (unless exceptionally approved by the Management Committee), all offices have been closed and employees are working from home.

Source: PAI Partners - March 2020



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**COVID-19 IMPACT UPDATE** 

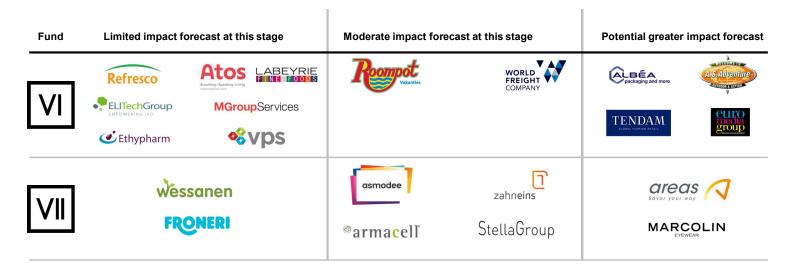


### Investment activity and exits

PAI expects deal flow to be delayed until at least H2 2020, and for portfolio company exits to be put on hold until the situation is clearer (e.g. Roompot), unless opportunistic circumstances arise.

**COVID-19 Impact on the portfolio companies** 

PAI has conducted a thorough analysis on each portfolio company from financial and business perspectives and subsequently classified them in 3 categories – Limited impact, moderate impact and potential greater impact:



At this stage, PAI forecasts that:

- ✓ 21% of PAI Europe VI's portfolio companies could be materially impacted and that 19% of the portfolio could be moderately impacted;
- ✓ 17% of PAI Europe VII's portfolio companies could be materially impacted and that 57% of the portfolio could be moderately impacted.

Source: PAI Partners - March 2020

60



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### **Expected mid-term capital call notices**

# PAI Europe VI and PAI Europe VII



Portfolio Company As of 31 December 2019 (€ million)	Initial investment cost	Interests and other costs incurred	Total investment cost	% of commitment	Expected capital call dates
AS Adventure (add-on)	15.0	0.4	15.4	0.5%	Jul-20
PAI Europe VI Total	15.0	0.4	15.4	0.5%	



Portfolio Company As of 31 December 2019 (€ million)	Initial investment cost	Interests and other costs incurred	Total investment cost	% of commitment	Expected capital call dates
Stella Group (CRH)	68.1	0.8	68.9	1.3%	Jun-20
Areas	300.0	3.1	303.1	5.9%	Jun-20
Asmodee (add-ons)	26.6	-	26.6	0.5%	Jul-20
Wessanen	306.3	1.8	308.1	6.0%	Sep-20
Management Fees	38.3	0.1	38.4	0.7%	Oct-20
Zahneins	206.9	0.3	207.2	4.0%	Dec-20
Froneri	204.8	0.2	205.0	4.0%	Dec-20
Marcolin	35.6	-	35.6	0.7%	Dec-20
PAI Europe VII Total	1,186.6	6.3	1,192.9	27.5%	

Source: PAI Partners - March 2020



COVID-19 IMPACT UPDATE 61

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# PAI EUROPE VI

PAI has delivered a detailed analysis report on each PAI VI portfolio company, showing leverage, covenants, RCF and liquidity situations – see below and next page.

At this stage, companies with potential material impact (21% of PAI VI's NAV) are:

- AS Adventure, facing tight covenant headroom and liquidity constraints
- Albéa, Tendam & EMG which could face short term liquidity stress

	Limited impact forecast a	at this stage				
		Refresco	<b>MGroup</b> Services	<b>%</b> vps	Atos	C Ethypharm
Recent developments	<ul> <li>400k tests ordered / sold to - date 1.e.€m sales in March to mid-April</li> <li>Large demand for ingenius machine, although supply • chain barriers to meet demand (working on increasing production)</li> <li>All other business units performing above • expectations, as clients stockpile, challenges across the supply chain expected • due to shut downs.</li> </ul>	All 68 plants remain operational, with a shift away from complex beverages towards simpler products to meet demand High demand from retailers in private label in particular, offset by sharp decline in other channel (margin impact of the mix shift • not known yet) Support from government and local authorities who are keen to keep plants operational Ample liquidity with strong cash balance and undrawn RCF (as well as factoring programme in final stages).	essential infrastructure services throughout the UK		Q1 still on track to deliver budget, thus far no impact from outbreak • Number of surgeries to decrease, which could impact sales, potentially • offset by increase in HMEs sales. Sufficient inventory to cover 100% one month shut down of production • Management continuing to monitor the situation.	Business has performed well to date. Production is for essentia medicines e.g. morphine (demand should remain) Production and distributio challenging given government enforced containments (c.20 employees affected) No cash constraints at the moment. Management monitoring the situation.
snr. Sec. Lev	4.3x	5.1x	4.6x	3.1x	4.4x	5.1x
Maintena nce level	6.7x	Cov-lite	Cov-lite	Min. cash / EBITDA requirement	Cov-lite	Cov-lite
КСТ Cov. Level	6.7x	8.6x	10.0x	n/a	8.0x	8.0x
% RCF drawn / test	100% / n/a	0% / 35%	100% / 35%	100% / n/a	75% / 35%	33% / 35%
Liquidity comment ary	Monitor maintenance covenant	No immediate pressure	No immediate pressure	No immediate pressure, monitor maturity	No immediate pressure	No immediate pressure

Note: RCF covenant level only tested if the revolving credit facility of the respective company is drawn above the indicated threshold on a pre-determined date that the covenant is tested

Source: PAI Partners - March 2020

62



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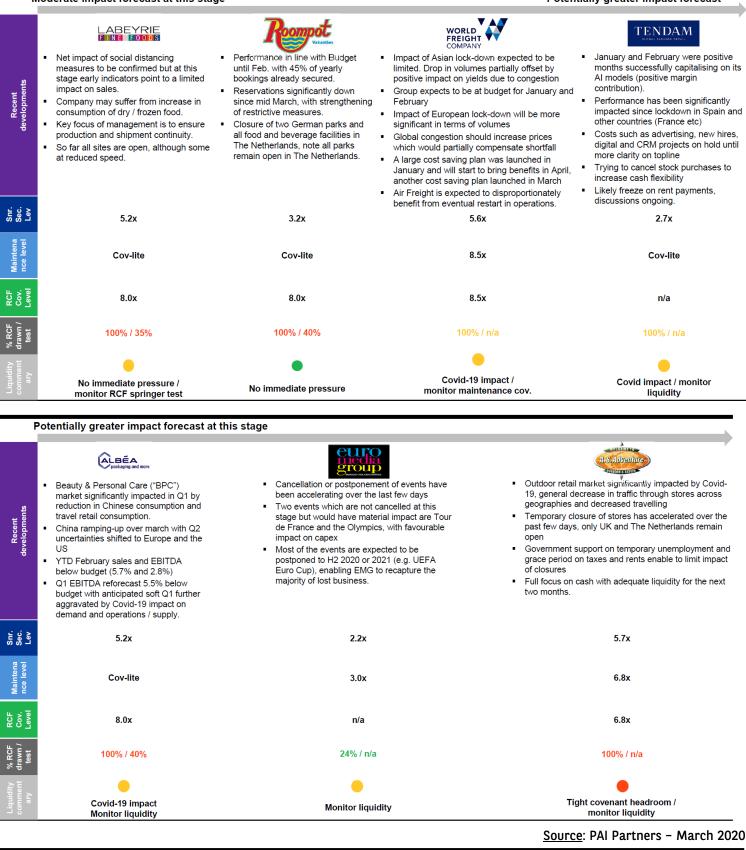
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# PAI EUROPE VI

### Moderate impact forecast at this stage

Potentially greater impact forecast

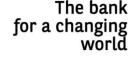


Note: RCF covenant level only tested if the revolving credit facility of the respective company is drawn above the indicated threshold on a pre-determined date that the covenant is tested



## BNP PARIBAS WEALTH MANAGEMENT

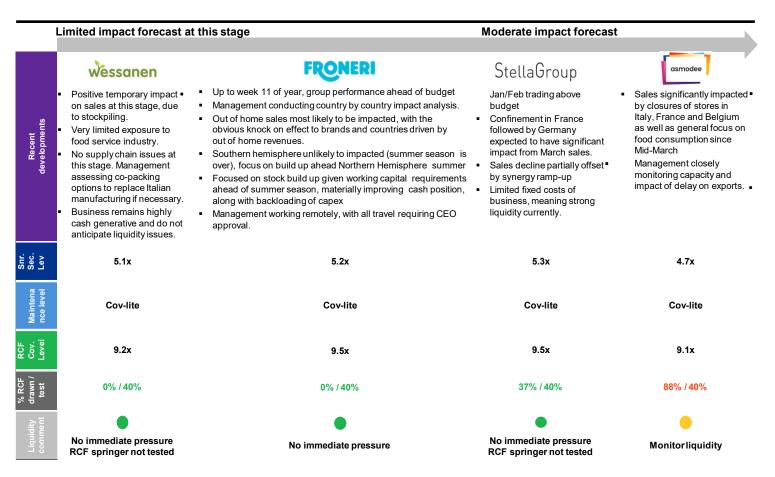
COVID-19 IMPACT UPDATE 63





At this stage, companies with potential material impact (17% of PAI VII's NAV) are:

- Areas, facing short term liquidity constraints
- Marcolin (2% of PAI VII's NAV), facing liquidity pressure and which received an equity injection from investors



Note: RCF covenant level only tested if the revolving credit facility of the respective company is drawn above the indicated threshold on a pre-determined date that the covenant is tested

Source: PAI Partners - March 2020

64



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# PAI EUROPE VII

### Moderate impact forecast Potential greater impact forecast ٦ @armacell areas MARCOLIN zahneins No impact on sales in Jan January a good month Solid start to the year, Covid-19 is placing significant pressure - beginning of March. in terms of profitability, February ahead of budget. on Marcolin's revenue and cash but with softer volumes Covid-19 impacted topline collection. An audit is ongoing to Biggest threat is temporary levelopments estimate the potential impacts. closure of practices for Q1 forecast as a result 1st week of March. Large Recent of Coronavirus equals Supply chain in China has ramped up to patient / doctors security. number of sites €8-10m below almost normal capacity, as Covid-19 temporarily shut down. Management downsizing budgeted sales and cost base (using Management actively impact has shifted from being a ~€4m belowbudget production issue to a global demand government programmes) monitoring cost structure EBITDA. (rents and temporary one. Management secured workforce reduction plan). CEO search ongoing, with a shortlist insurance against losses of candidates already identified. Liquidity is adequate with from closures due to Current CEO to remain in place until government shut down. Capex line drawn and RCF 14th April 2020. repaid Snr. Sec. Lev 5.6x 4.6x 4.0x1 5.7x Maintena nce leve 10.0x Cov-lite Cov-lite Cov-lite Cov 11.0x 10.7x 7.5x 9.7x 100% / n/a 36% / 40% 0% / 40% 100% / 40% **Monitor maintenance** No immediate pressure / Covid impact / monitor Liquidity pressure / RCF covenant **RCF** springer not tested liquidity springer tested

Note: RCF covenant level only tested if the revolving credit facility of the respective company is drawn above the indicated threshold on a pre-determined date that the covenant is tested

<sup>1</sup>Areas bank leverage pro forma VCP savings authorised in the Senior Facility Agreement. 5.1x leverage excluding savings

Source: PAI Partners - March 2020

65



COVID-19 IMPACT UPDATE

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COVID-19 IMPACT UPDATE 66

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