

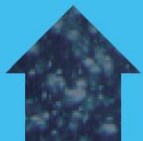


# **Standard Life Private Equity Trust plc**

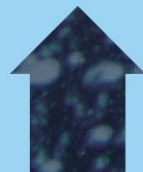
**Interim Results Presentation**  
**31 March 2017**

# Conviction investor in private equity

**NAV**  
total return  
**+7.4%**



**Share Price**  
total return  
**+16.3%**



## Objective to achieve long-term returns from private equity

Access to a select portfolio of leading private equity managers

Investing in private equity funds, majority with a European focus

Positive Net Asset Value (NAV) and share price growth

Long-term outperformance against listed markets

Flat rate fee of 0.95% on NAV

Enhanced dividend policy, yield 3.9%

Exits generating significant cash flow from the mature portfolio

# Key highlights

Net Asset Value

**£567.2**  
million

**368.9p**  
per ordinary  
share

Market cap

**£472.0**  
million

**307.0p**  
share price

**£470.2**  
million

invested in  
**49** private  
equity  
funds

Cash realisations

**£73.5** million

15 exits / 2.1x cost on realised investments

Cash invested

**£46.1** million

In 21 new private companies

Cash balance

**£97.7** million

Committed

**£52.3**  
million

to two private equity funds

Invested

**£20.2**  
million

through 3 secondary  
transactions

Outstanding commitments of

**£312.2** million to  
49 private equity funds

Discount to  
net asset value **16.8%**

Reduced from 22.8% at 30 September 2016

# Private equity market dynamics

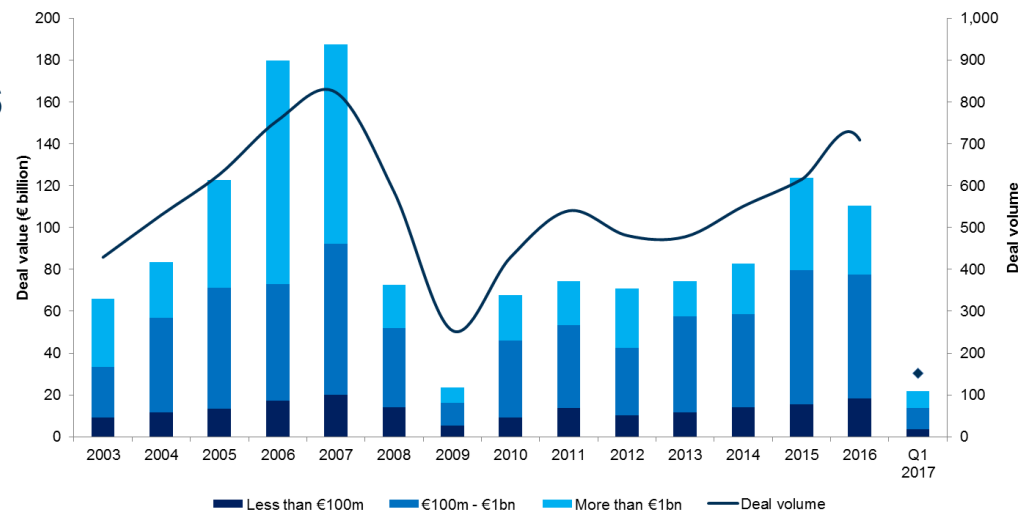
## Robust levels of activity

- Overall value of deals fell marginally in 2016 despite increase in number
- Volatility in larger >€1bn deals
- Core mid-market buyout segment stable

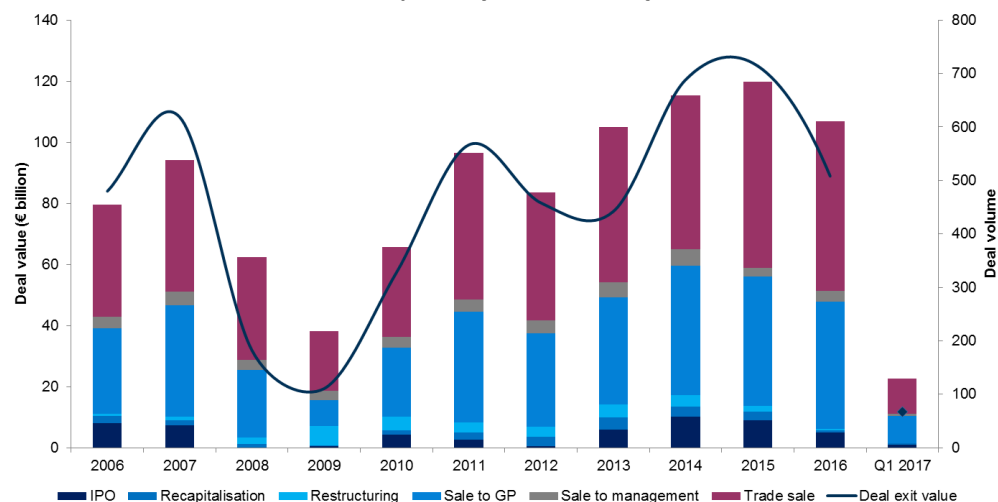
## Strong levels of exit activity

- Industry has enjoyed significant levels of exit activity over past 4 years
- Sales to trade remain most important exit route
- Significant exits from our top 30

European private equity M&A activity



European buyouts exit activity



# Private equity market dynamics

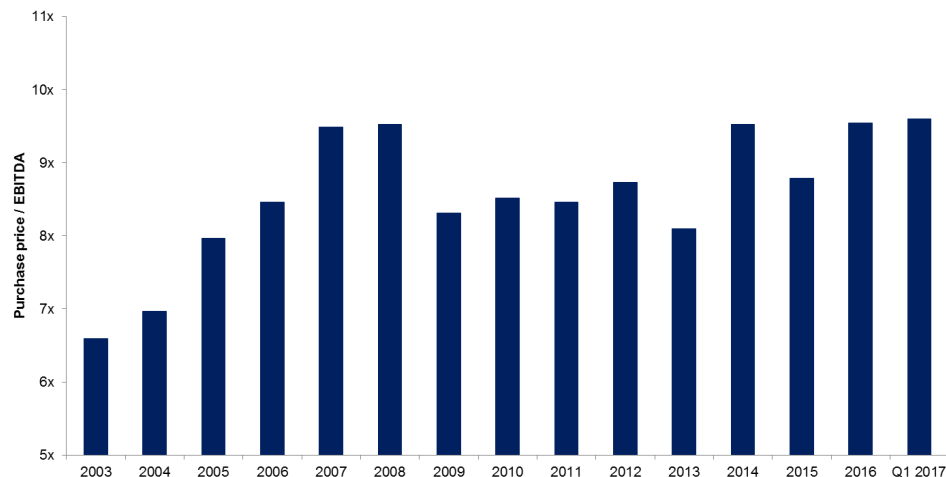
## Pricing remains full

- Average deals at ~9.5x
- Distortion from larger deals
- Driven by increasing “Dry powder”
- Competitive for high quality assets

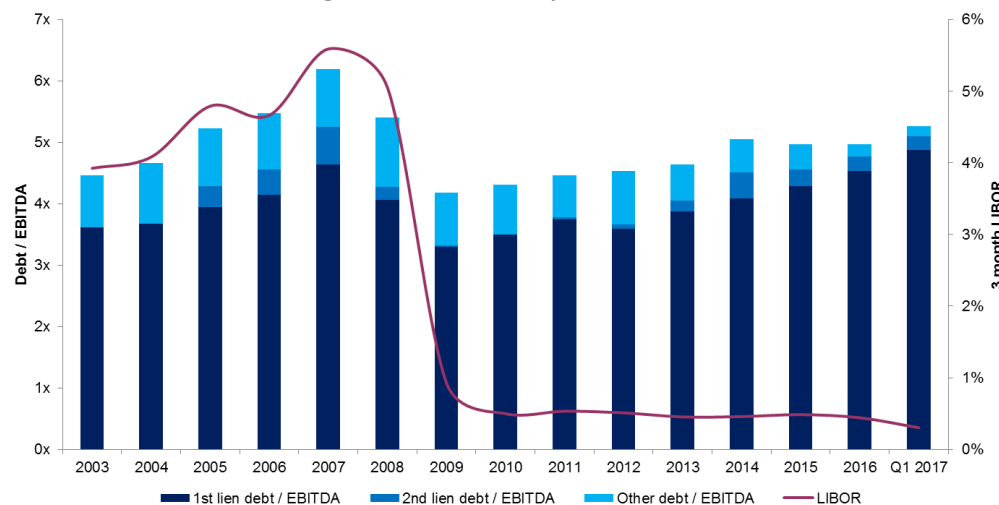
## Stable leverage levels in 2016

- Remains below 2007 levels
- Managers not taking full debt available
- Structuring remains conservative
- Overall cost of debt attractive

Average entry purchase price multiples



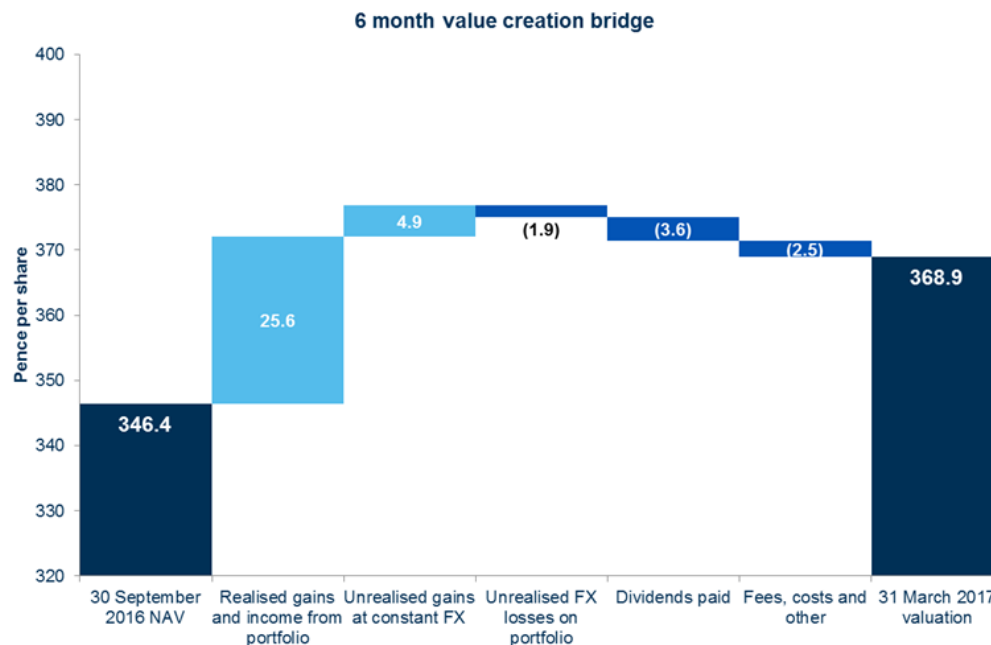
Average debt / EBITDA multiples and LIBOR rate



# NAV per share movements

## Strong results for the 6 months

- 7.4% NAV total return
- 6.4% NAV increase to 368.9p
  - Realised gains of 25.6p
  - Unrealised gains of 3.0p
- 14.9% increase in share price to 307.0p
  - 16.8% discount
- Dividend:
  - Proposed 12.0p for 2017



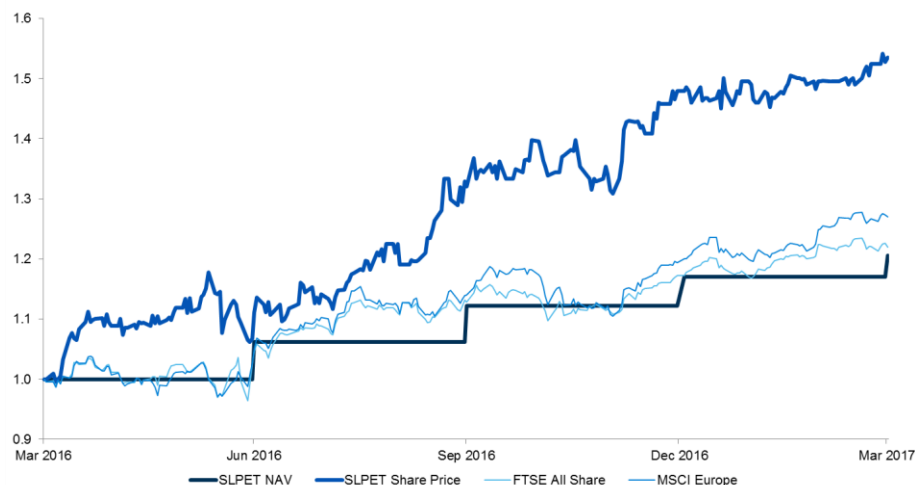


# Performance

## Impressive 1, 3 and 5 year performance and v peer group

Total return 31 March 2017	6 Months	1 Year	3 Years	5 Years	10 Years	Since Inception
NAV	+7.4%	+20.5%	+15.3%	+11.3%	+7.2%	+9.7%
Share price	+16.3%	+53.5%	+17.2%	+18.5%	+3.9%	+8.8%
FTSE All Share Index	+8.1%	+22.0%	+7.7%	+9.7%	+5.7%	+5.7%
MSCI Europe Index (£)	+11.4%	+27.0%	+9.0%	+11.6%	+6.0%	+6.0%

NAV and share price performance compared to benchmarks\*



SLPET share price performance versus peer group\*



# Investments and commitments

## Primary commitments

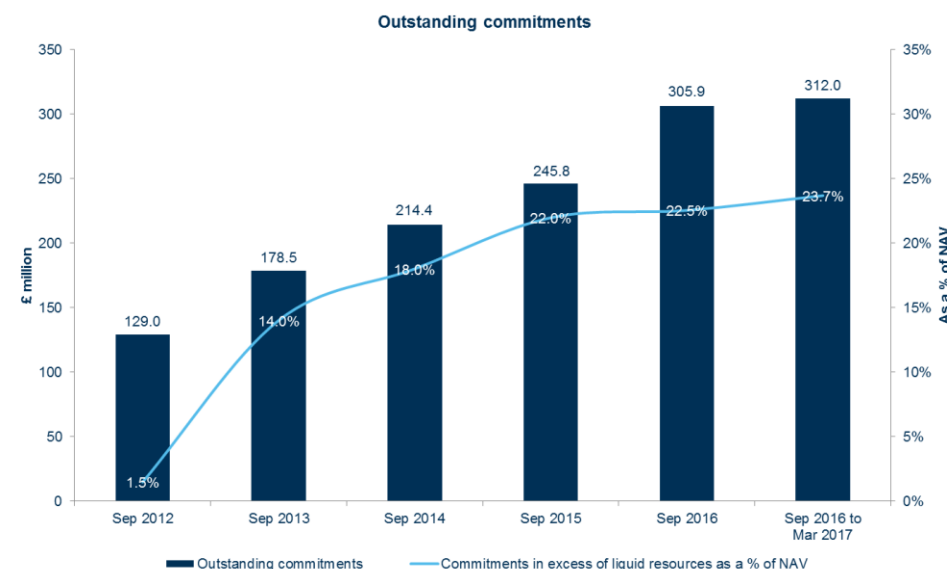
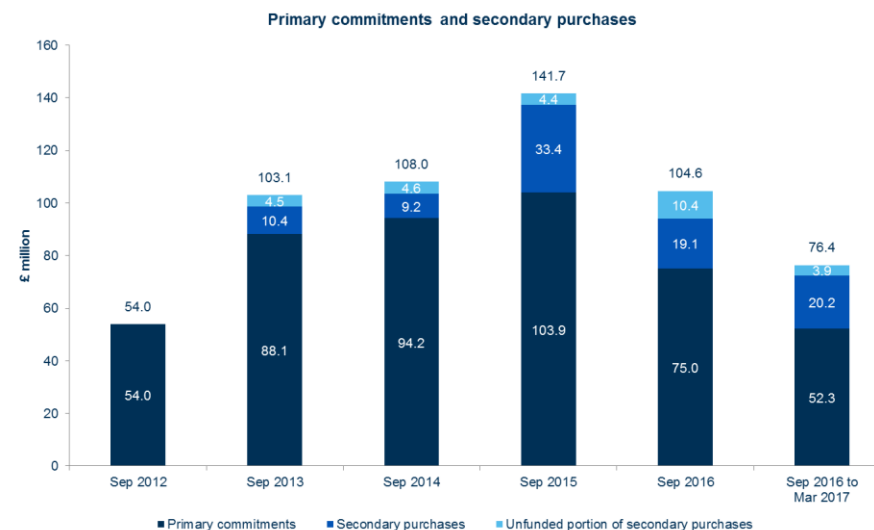
- £52.3m committed to 2 funds
- IK VIII, €34.0m
- HgCapital 8, £22.0m

## Secondary transactions

- £20.2m invested in 3 transactions
- Nordic Capital VII
- Towerbrook Investors III / IV

## Outstanding commitments

- £312.0m (30 September 2016; £305.9m)
- £55m unlikely to be ever called
- O/S commitments less liquid resources
  - 23.7% of NAV (LT target 30-75%)





# Portfolio cash flows and liquidity

## Investment pace

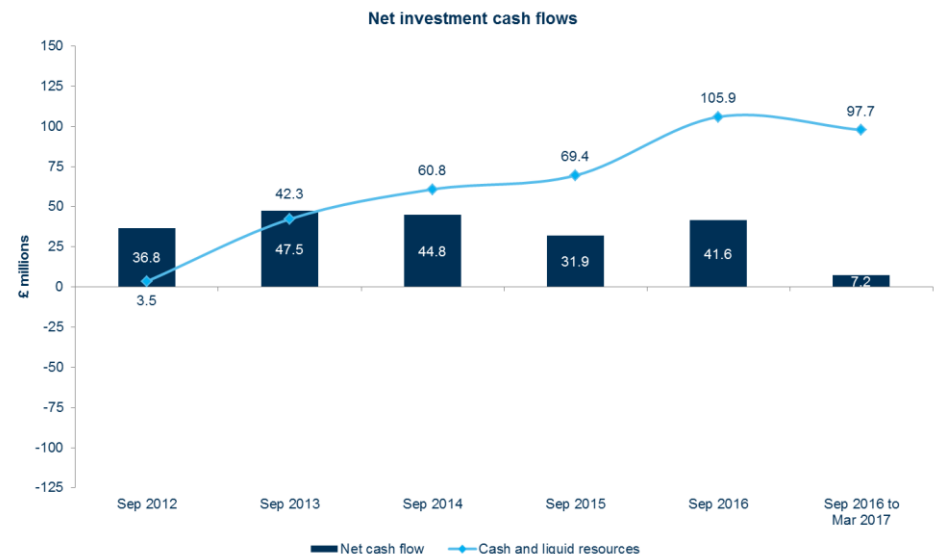
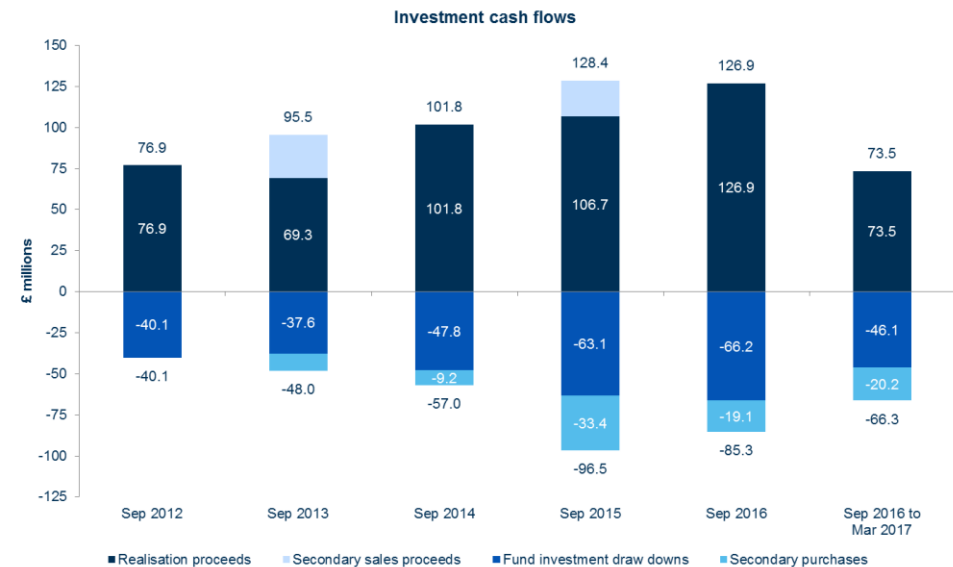
- £46.1m invested in new underlying companies
- 21 significant new private companies
- £20.2m invested in 3 secondary transactions

## Distributions

- £73.5m distributed from 15 material exits
- Portfolio cash flow positive in past 6 months

## Liquidity

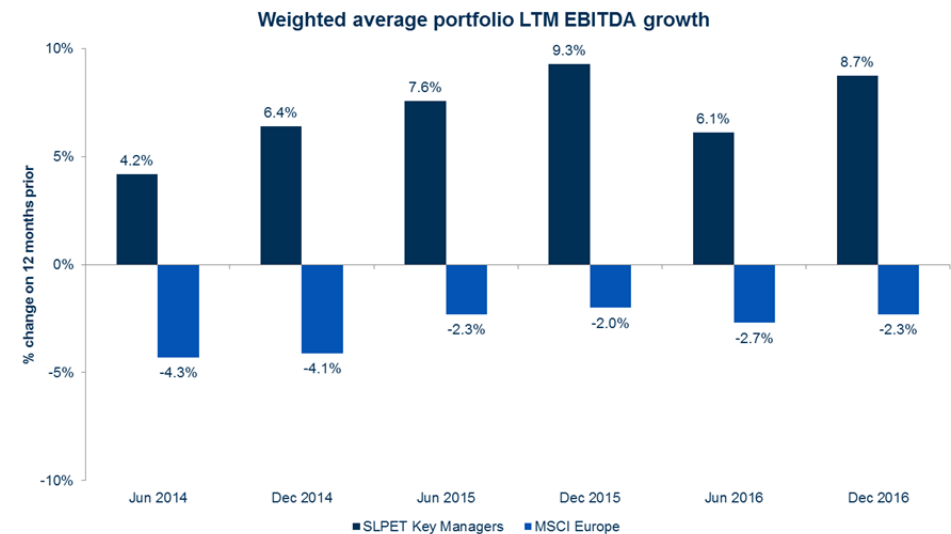
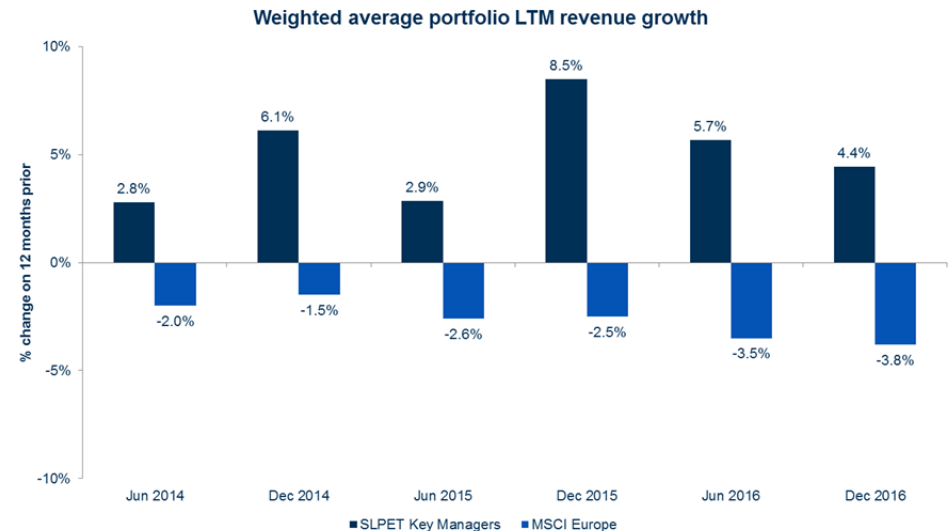
- £97.7m cash balance
- £80.0m revolving credit facility
- Available for tactical opportunities



# Underlying portfolio growth

## Strong underlying performance

- 4.4% pa revenue growth
- 8.7% pa EBITDA growth
- Continued outperformance vs. listed markets
- Demonstrates the private equity active ownership model – key driver of asset class alpha generation



# Portfolio maturity/exit multiples

## Unrealised portfolio value

- As portfolio matures, unrealised value appreciates steadily towards exit
- ~20% uplift to exit from last relevant valuation

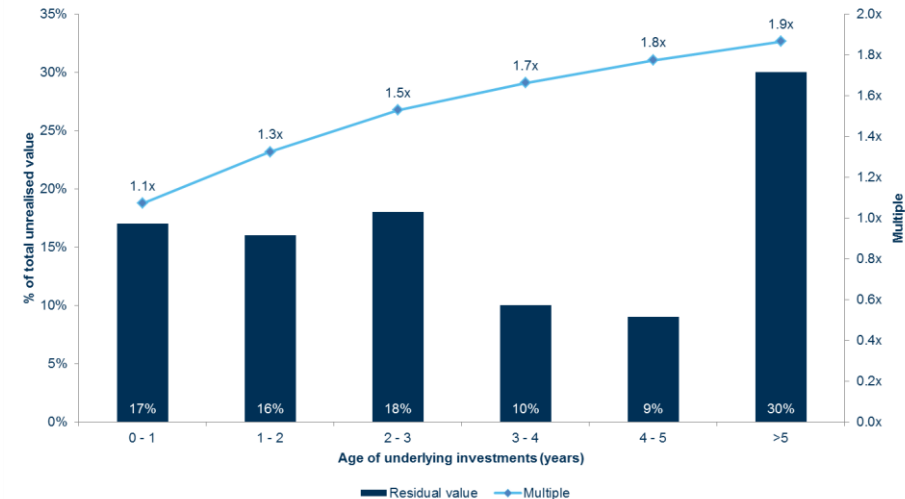
## Mature portfolio drives realised returns

- Average realised multiple of 1.8x-2.1x cost over past 6 years
- Exits delivered 2.1x cost to 31 March 2017

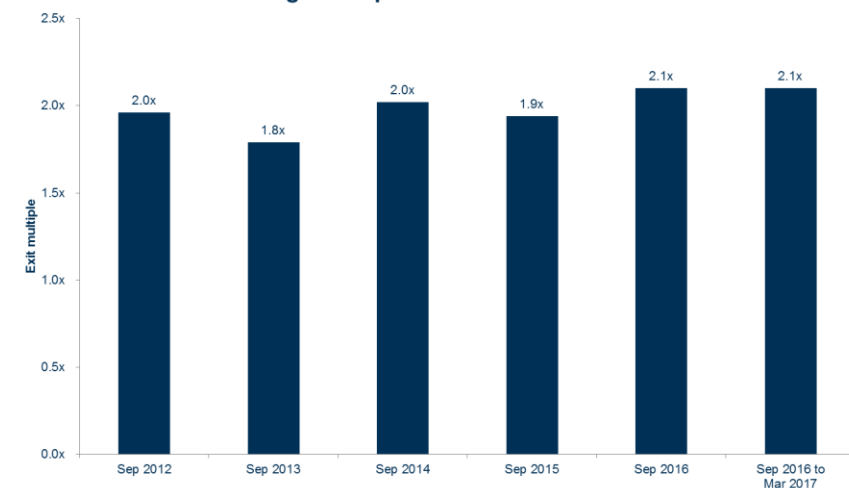
## Portfolio

- 91.2% of valuations as at 31 March 2017
- Portfolio denominated, by valuation, 87% in EUR, 9% in USD and 4% in GBP (value)

Average valuation multiple by vintage\*



Average multiple on exited investments



# Discount/secondary market trading

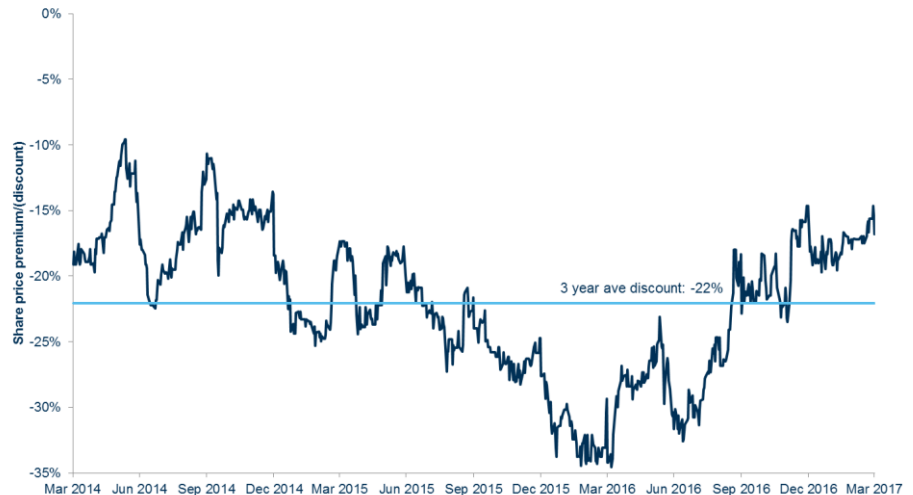
## SLPET discount

- SLPET share price discount has narrowed from ~35% to ~10% today
- Listed private equity sector as a whole has tightened
- SLPET has performed in line with or ahead of peers

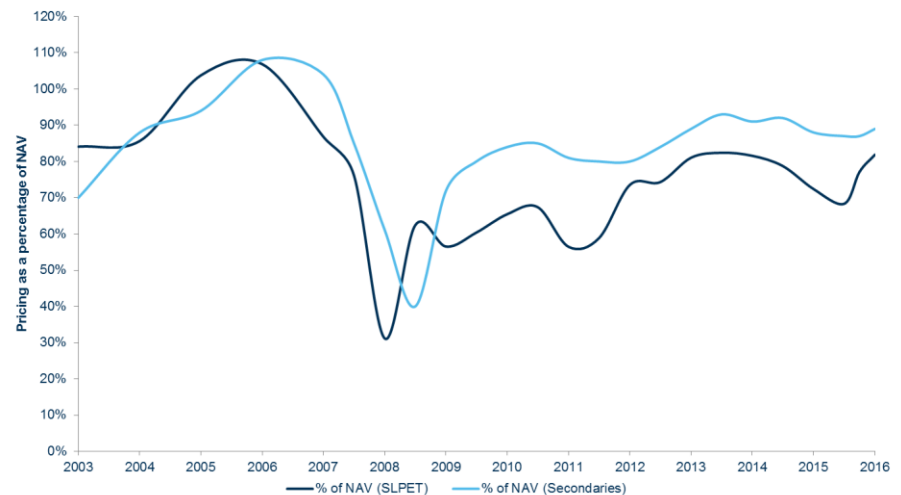
## Secondary market

- High quality private equity funds continue to trade at, or a premium to NAV
- SVG transaction demonstrated the value in the sector and the high quality of NAV's

SLPET share price premium/(discount) to NAV\*



Pricing as a percentage of NAV\*\*



Source: SL Capital

\* 3 year share price premium/(discount) to NAV

\*\* Comparison of SLPET share price premium/(discount) to NAV, to secondary market average pricing (buyouts)

# Continued focus on long-term growth

## Primary Commitments



## Secondary Purchases



CHARTERHOUSE

Apax  
PARTNERS

## Secondary Sales



# Largest 10 underlying private companies

<b>1</b> <b>6.3%</b> of NAV	 <b>Sector:</b> Non-food discount retailer <b>Location:</b> Netherlands <b>Year of Investment:</b> 2013 <b>Private Equity Fund Manager:</b> 3i plc <b>Fund Investment:</b> 3i Eurofund V <b>Company Website:</b> www.action.nl	<p>Since its establishment in 1993, Benelux-based Action has grown into the leading non-food discount retailer in the region with more than 800 stores and over 32,000 employees. The business generates sales of over €2bn per annum.</p>	<b>6</b> <b>1.0%</b> of NAV	<b>Not disclosed</b> <b>Sector:</b> Health and retail business services <b>Location:</b> North America <b>Year of Investment:</b> 2012 <b>Private Equity Fund Manager:</b> Advent International <b>Fund Investment:</b> Advent Global Private Equity VI <b>Company Website:</b> Not disclosed	<b>Not disclosed</b>
<b>2</b> <b>2.0%</b> of NAV	 <b>Sector:</b> Industrial <b>Location:</b> Germany <b>Year of Investment:</b> 2007/2010 /2013 <b>Private Equity Fund Manager:</b> 3i plc <b>Fund Investment:</b> 3i Eurofund V <b>Company Website:</b> www.scandlines.de	<p>Scandlines is a European ferry operator established in 1998 by a merger of the largest national ferry companies in Denmark and Germany. It specialises in rapid, reliable and comfortable transportation of passengers and freight in Danish and German coastal waters.</p>	<b>7</b> <b>0.9%</b> of NAV	 <b>Sector:</b> Healthcare <b>Location:</b> Sweden <b>Year of Investment:</b> 2010 <b>Private Equity Fund Manager:</b> Nordic Capital <b>Fund Investment:</b> Nordic Capital Fund VII <b>Company Website:</b> www.handicare.com	<p>Handicare was founded in 1986 and supplies technical aids for the elderly and physically disabled. Its products include homeware products (such as stairlifts), patient handling and bathroom safety products, and personal transfer and automobile adaptation solutions.</p>
<b>3</b> <b>1.4%</b> of NAV	 <b>Sector:</b> Credit management service provider <b>Location:</b> Norway <b>Year of Investment:</b> 2014 <b>Private Equity Fund Manager:</b> Nordic Capital <b>Fund Investment:</b> Nordic Capital VIII <b>Company Website:</b> www.lindorff.com	<p>Founded in 1898 in Norway, Lindorff is today a full-service European credit management service provider. Over the past 10 years, the company has expanded its geographic presence, first to become a true Nordic market leader and then to take leading positions in Germany, Spain and the Netherlands. Operates in 12 countries in Europe, providing a range of products and service.</p>	<b>8</b> <b>0.9%</b> of NAV	<b>Norican Group</b> shaping industry <b>Sector:</b> Industrials <b>Location:</b> Denmark <b>Year of Investment:</b> 2014 <b>Private Equity Fund Manager:</b> Altor Partners <b>Fund Investment:</b> Altor Fund IV <b>Company Website:</b> www.noricangroup.com	<p>Norican is a leading global provider of a broad equipment and services portfolio to the metallic parts formation and preparation industries. The company has a diversified customer base spanning more than 15,000 active customers in almost 10 countries in 30 end-markets. The company develops innovative and cost-efficient solutions that fit customers individual needs from a global footprint.</p>
<b>4</b> <b>1.1%</b> of NAV	 <b>Sector:</b> Industrial good <b>Location:</b> Germany <b>Year of Investment:</b> 2007 <b>Private Equity Fund Manager:</b> IK Investment Partners <b>Fund Investment:</b> Industri Kapital 2007 <b>Company Website:</b> www.schenckprocess.com	<p>Schenck Process is one of the global market-leading providers of industrial weighing, feeding, screening and automation equipment and solutions. With operations in Europe, North and South America, China and Australia and serves a diversified customer base across a wide range of business segments</p>	<b>9</b> <b>0.9%</b> of NAV	 <b>Sector:</b> Business services <b>Location:</b> North America <b>Year of Investment:</b> 2012 <b>Private Equity Fund Manager:</b> TowerBrook Capital Partners <b>Fund Investment:</b> TowerBrook Investors III <b>Company Website:</b> www.vistage.com	<p>Vistage delivers subscription-based leadership development and business value to CEOs and key executives in the United States and around the world through a professionally-facilitated peer-advisory process, one-on-one coaching and mentoring, content from experts, and connectivity forums.</p>
<b>5</b> <b>1.1%</b> of NAV	 <b>Sector:</b> Industrial <b>Location:</b> Sweden <b>Year of Investment:</b> 2010 <b>Private Equity Fund Manager:</b> Nordic Capital <b>Fund Investment:</b> Nordic Capital Fund VII <b>Company Website:</b> www.munters.com	<p>A global leader in energy efficient air treatment and climate solutions. Using innovative technologies, Munters creates the perfect climate for customers in a wide range of industries, the largest being the food, pharmaceutical and data centre sectors.</p>	<b>10</b> <b>0.9%</b> of NAV	 <b>Sector:</b> Consumer goods <b>Location:</b> France <b>Year of Investment:</b> 2015 <b>Private Equity Fund Manager:</b> IK Investment Partners <b>Fund Investment:</b> IK VIII <b>Company Website:</b> www.cerelia.com	<p>Cérélia is a leading European manufacturer of ready-to-use dough mainly through private label and via two own brands. The group has a wide product range, selling its products both through private labels and its own brands. In total the company has four production plants and 650 employees.</p>



# Largest 10 private equity funds

1  
7.6%  
of NAV



**Fund Size:** €5.0bn  
**Strategy:** Mid-market buyouts  
**Enterprise Value of investments:** €50–€500 million  
**Geography:** Europe  
**Offices:** London, Madrid, Amsterdam, Frankfurt, Paris, New York, Mumbai, Singapore  
**Website:** www.3i.com

A leading international investor focused on investing in European mid-market businesses with international growth potential

3i Eurofund V	31/03/17	31/03/16
Value (£'000)	43,264	35,398
Cost (£'000)	17,309	20,131
Commitment (£'000)	60,000	60,000
Amount Funded	96.3%	95.9%

2  
5.9%  
of NAV



**Fund Size:** €1.4bn  
**Strategy:** Mid-market buyouts  
**Enterprise Value of investments:** €100–€500 million  
**Geography:** Northern Europe  
**Offices:** Stockholm, Hamburg, Paris, London  
**Website:** www.ikinest.com

Invests in growth strategies supporting business transformation. Unique Northern Continental European footprint

IK VII	31/03/17	31/03/16
Value (£'000)	33,213	25,720
Cost (£'000)	25,184	22,679
Commitment (£'000)	36,000	36,000
Amount Funded	93.8%	84.1%

3  
5.6%  
of NAV



**Fund Size:** €3.7bn  
**Strategy:** Complex Buyouts Global Healthcare  
**Enterprise Value of investments:** €150–€800 million  
**Geography:** Northern Europe  
**Offices:** Stockholm, Oslo, Helsinki, Copenhagen, London, Frankfurt  
**Website:** www.nordiccapital.com

Invests in and develops enduring companies that create long term value focused on medium to large buyouts. Also invests in global healthcare companies

Nordic Capital Fund VII	31/03/17	31/03/16
Value (£'000)	31,925	13,633
Cost (£'000)	29,300	11,280
Commitment (£'000)	35,000	15,000
Amount Funded	95.5%	90.2%

4  
5.4%  
of NAV



**Fund Size:** €6.7bn  
**Strategy:** Mid to Large Buyouts  
**Enterprise Value of investments:** €300million–€3 billion  
**Geography:** Europe, USA  
**Offices:** London, Paris, Hamburg, New York  
**Website:** www.bcpartners.com

Targets investments in market leading businesses with defensive growth qualities

BC European Capital IX	31/03/17	31/03/16
Value (£'000)	30,720	21,834
Cost (£'000)	20,632	17,866
Commitment (£'000)	35,000	35,000
Amount Funded	95.3%	80.7%

5  
4.8%  
of NAV



**Fund size:** €5.0bn  
**Strategy:** Transformational Buyouts  
**Enterprise Value of investments:** €500million–€3 billion  
**Geography:** Global  
**Offices:** London, Frankfurt, Madrid, Milan, Paris, Stockholm, New York, Menlo Park, Hong Kong, Seoul, Shanghai, Tokyo  
**Website:** www.permira.com

Focused on identifying investments in market leading businesses with strong growth potential. Sector approach transforming companies to become global leaders

Permira V	31/03/17	31/03/16
Value (£'000)	27,211	17,001
Cost (£'000)	20,092	14,855
Commitment (£'000)	30,000	30,000
Amount Funded	87.2%	66.3%

6  
4.0%  
of NAV

## EQUISTONE

**Fund Size:** €1.5bn  
**Strategy:** Mid-market buyouts  
**Enterprise Value of investments:** €50–€300 million  
**Geography:** UK, France, Germany  
**Offices:** London, Paris, Munich  
**Website:** www.equistonepe.com

Invests as a strategic partner alongside management teams. Seeks businesses with the potential to grow with their support and experience

Equistone Partners Europe Fund IV	31/03/17	31/03/16
Value (£'000)	22,098	22,931
Cost (£'000)	19,248	20,283
Commitment (£'000)	30,000	30,000
Amount Funded	94.7%	92.4%

7  
3.7%  
of NAV



**Fund Size:** €2.5bn  
**Strategy:** Mid-market buyouts  
**Enterprise Value of investments:** €100million–€1.0billion  
**Geography:** Northern Europe  
**Offices:** London, Frankfurt, Paris, Warsaw, Amsterdam  
**Website:** www.montagu.com

Seeks to create value through partnership with management teams of companies that provide critical products or services to their customers

Montagu IV	31/03/17	31/03/16
Value (£'000)	21,235	17,875
Cost (£'000)	15,525	16,231
Commitment (£'000)	30,000	30,000
Amount Funded	90.0%	89.9%

8  
3.6%  
of NAV



**Fund Size:** €3.6bn  
**Strategy:** Complex Buyouts Global Healthcare  
**Enterprise Value of investments:** €150–€800 million  
**Geography:** Northern Europe  
**Offices:** Stockholm, Oslo, Helsinki, Copenhagen, London, Frankfurt  
**Website:** www.nordiccapital.com

Invests in and develops enduring companies that create long term value focused on medium to large buyouts. Also invests in global healthcare companies

Nordic Capital Fund VIII	31/03/17	31/03/16
Value (£'000)	20,522	11,597
Cost (£'000)	13,922	11,484
Commitment (£'000)	30,000	30,000
Amount Funded	58.4%	48.7%

9  
3.1%  
of NAV



**Fund Size:** €8.5bn  
**Strategy:** Global Buyouts  
**Enterprise Value of investments:** \$200million–\$3.0billion  
**Geography:** USA, Europe  
**Offices:** London, Paris, Frankfurt, Milan, Madrid, Boston and New York  
**Website:** www.adventinternational.com

One of the largest global private equity investors with a highly developed sector focus. Partners with management to drive sustainable profit growth

Advent Global Private Equity VII	31/03/17	31/03/16
Value (£'000)	17,597	15,399
Cost (£'000)	10,898	11,027
Commitment (£'000)	20,000	20,000
Amount Funded	86.4%	76.0%

10  
2.9%  
of NAV

## EQUISTONE

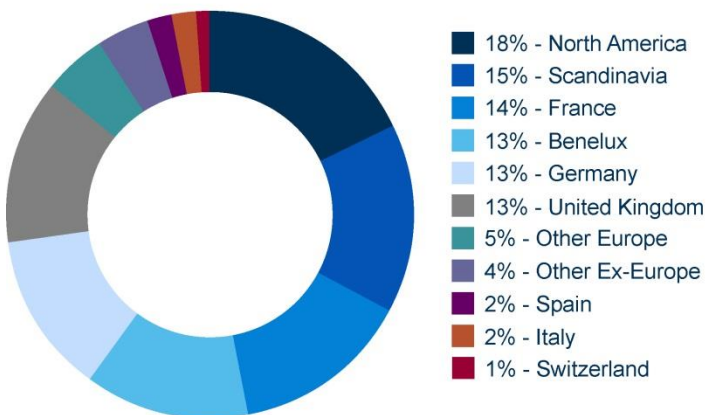
**Fund Size:** €1.8bn  
**Strategy:** Mid-market buyouts  
**Enterprise Value of investments:** €50–€300 million  
**Geography:** UK, France, Germany  
**Offices:** London, Paris, Munich  
**Website:** www.equistonepe.com

Invests as a strategic partner alongside management teams. Seeks businesses with the potential to grow with their support and experience

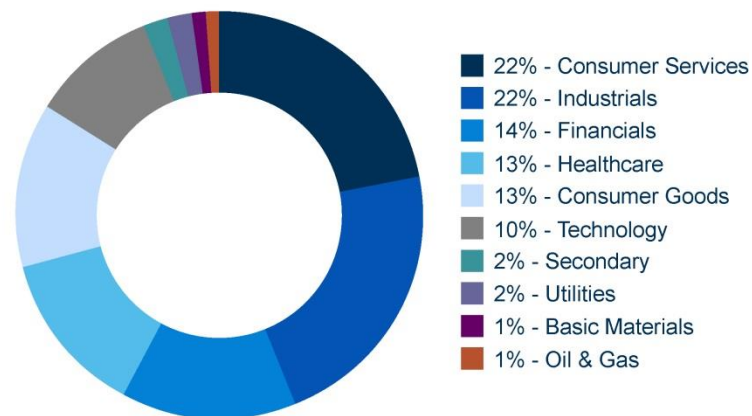
Equistone Partners Europe Fund V	31/03/17	31/03/16
Value (£'000)	16,425	7,175
Cost (£'000)	15,322	6,799
Commitment (£'000)	30,000	30,000
Amount Funded	63.9%	30.4%

# Portfolio construction

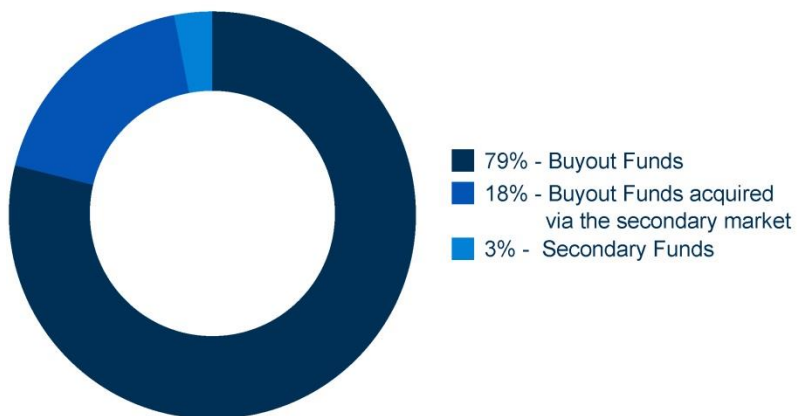
## Geographic Exposure



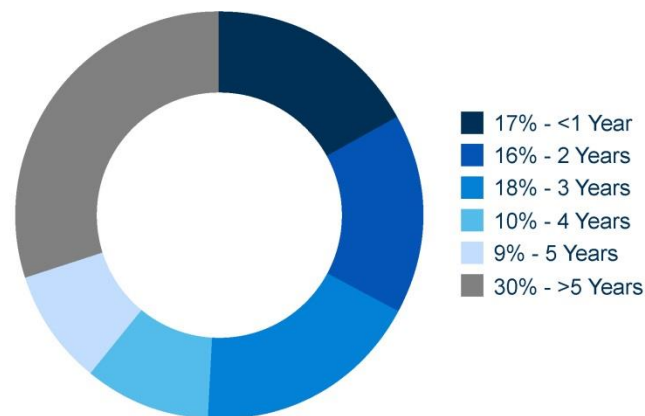
## Sector Exposure



## Type of Fund



## Maturity Exposure



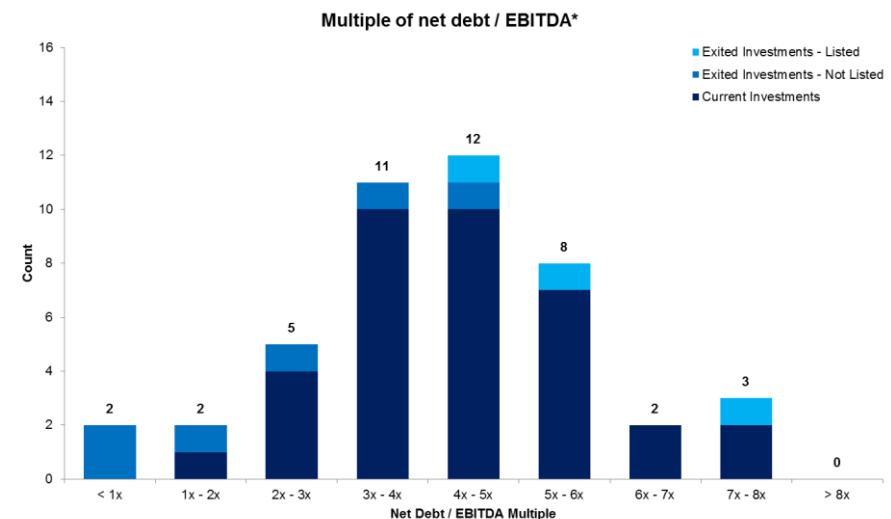
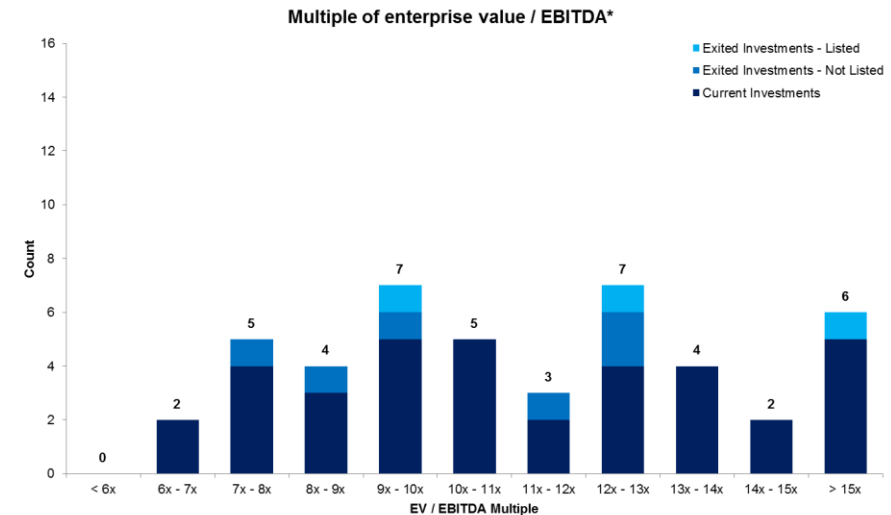
# Portfolio valuation multiples – top 50 investments

## Enterprise value/EBITDA

- Portfolio is in line with the European market for size and sector of deals
- High multiple deals are strong performers
  - Formula 1 / Action / Sebia

## Net debt/EBITDA

- In line with European buyout deals
- Outliers have high quality cashflow
  - Formula 1 / Springer / Informatica
- Loss ratio remains low
  - 5.0% by value over 5 years



# Manager

## SL Capital is part of the Standard Life group

- FTSE 100 Company (SL.L)
- Founded in 1825

## SL Capital has raised €10.8bn for private markets

- FCA, SEC regulated and AIFM authorised manager
- Long heritage of private equity investing (1973) in Europe
- Access to Standard Life Investments resources and research

## Team of 62 based in Edinburgh, London, Boston and Munich

- Senior team have worked together for an average of 9 years

## One of the most experienced pan-European specialists

- Private equity; infrastructure; strategic credit; private mid-market debt





# SL Capital SLPET team



**Roger Pim**

- Responsible for SLPET
- Investment Committee
- Portfolio Construction Committee
- 14 years at SL Capital



**Peter McKellar**

- Chair, Investment Committee
- Portfolio Construction Committee
- 17 years at SL Capital
- Private Equity background



**Graeme Gunn**

- Investment Committee
- Portfolio Construction Committee
- 17 years at SL Capital
- Direct investment background



**Patrick Knechtli**

- Investment Committee
- Portfolio Construction Committee
- Head of Secondaries
- 7 years at SL Capital



**Richard Chapman**

- Investment Director
- Primary funds and secondaries
- 9 years at SL Capital
- Corporate finance experience



**Simon Tyszko**

- Investment Manager
- Primary funds and secondaries
- Joined in 2014
- Background in restructuring



**Nicholas Flynn**

- Investment analyst
- Primary funds and secondaries
- Joined 2016
- Direct investment background



**Ian Harris**

- Chief Operating Officer
- Leads finance team
- 11 years at SL Capital
- Background in operational and management roles



**Louise Fiddes**

- Private Equity Accountant
- Accounting and administration
- 9 years at SL Capital



**Khim H'Ng**

- Senior Fund Controller
- Joined 2016
- PWC, J.P. Morgan and Citi

# Conclusion

## **Private equity in Europe continues to offer investors a value opportunity**

- Strong growth from private equity backed businesses driving performance
- Ability to create value from operational improvement remains key
- Positive exit environment

## **SLPET**

- Provides access to conviction portfolio of high quality private equity assets
- Flexibility to utilise primary commitments and secondary investments
- Track record of delivering consistent NAV growth
- Strong share price performance over 1, 3 and 5 years
- Further realisations from mature portfolio investments continues to drive NAV growth
- Strong balance sheet with prudent level of outstanding commitments
- Dividend of 12.0p (c.3.9% yield)
- Simplified fee structure, flat rate of 0.95%, TER 1.13%
- Discount continues to offer value



# Standard Life Private Equity Trust

Investor information	
Trading symbol	SLPE
Exchange	London Main
LSE Admission date	19 May 2001
Base Currency	GBP
Reuters	SLPE.L
ISIN	GB0030474687
SEDOL	3047468
Year end	30 September
Dividend (interim, July 2017. Proposed for 2017)	12.0p
Dividend (yield based on 31 March 2017 share price)	3.9%
Average daily liquidity	180k shares

Largest shareholders at 31 March 2017	
Standard Life	56.0%
Old Mutual Global Investors	5.4%
Quilter Cheviot Investment Management	3.3%
Oxfordshire CC PF	3.0%
Red Rocks Capital	2.0%
BMO Global Asset Management	2.0%
Smith & Williamson	1.9%
Scottish Enterprise PF	1.7%
Alliance Trust Savings	1.7%
Legal & General Investment Management	1.5%
Number of issued shares	153.7m
Number of shareholders	c.300

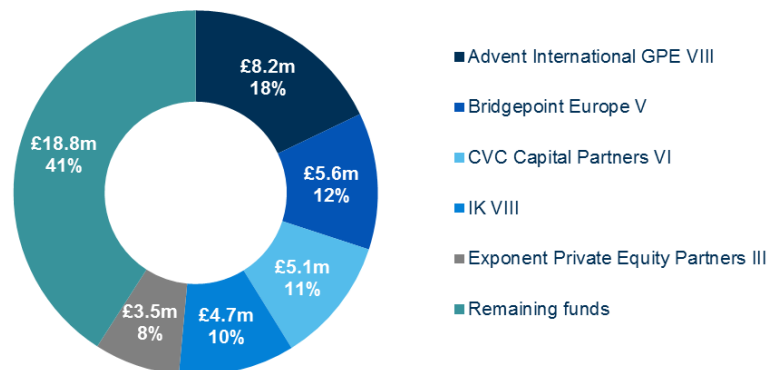
Annual Management Fee	0.95% on NAV (TER 1.13%)
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# Appendix

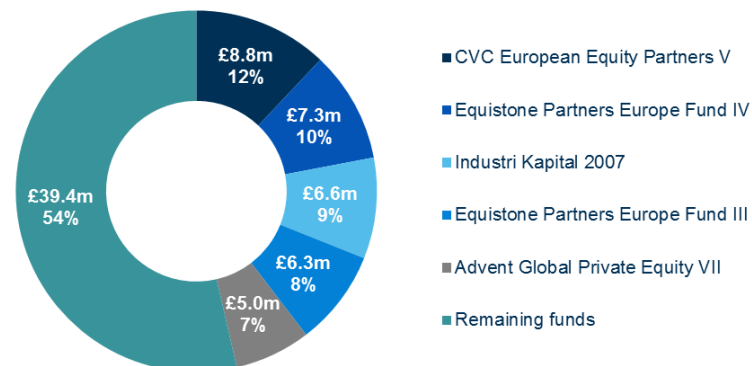
# Drawdowns £46.1m

# Distributions £73.5m

Material drawdowns



Material distributions



Fund	Company	Description
Advent International GPE VIII	n/d	Global marine and offshore vessel management provider
	n/d	North American supplier of high impact decorative labels for food and beverage
	n/d	Professional services for the biopharma industry
Bridgepoint Europe V	Deliveroo	Acquisition of the food delivery platform for the Azzuri Restaurant Group
	Calypso	Trading and capital markets software
CVC Capital Partners VI	Petco	Speciality retailer of pet foods and supplies incorporating e-commerce platform
IK VIII	Ellab	Manufacturer of thermal validation solutions for the food and pharma sector
Exponent Private Equity Partners III	Leisure Pass	City pass provider with operations in 19 cities in Europe and the US

Material distributions			
Fund	Company	TVPI*	Uplift on last valuation
CVC European Equity Partners V	Quironsalud	4.3x	2%
Equistone Partners Europe IV	Unither Pharma / Meilleurtaux	4.0x	29%
Industri Kapital 2007	Vemedia	2.4x	9%
Equistone Partners Europe Fund III	Hornschuch Konzern	3.4x	22%
Advent Global Private Equity VII	Undisclosed	4.1x	37%

\* TVPI - Total value / Paid in capital

# Top 30 underlying private companies

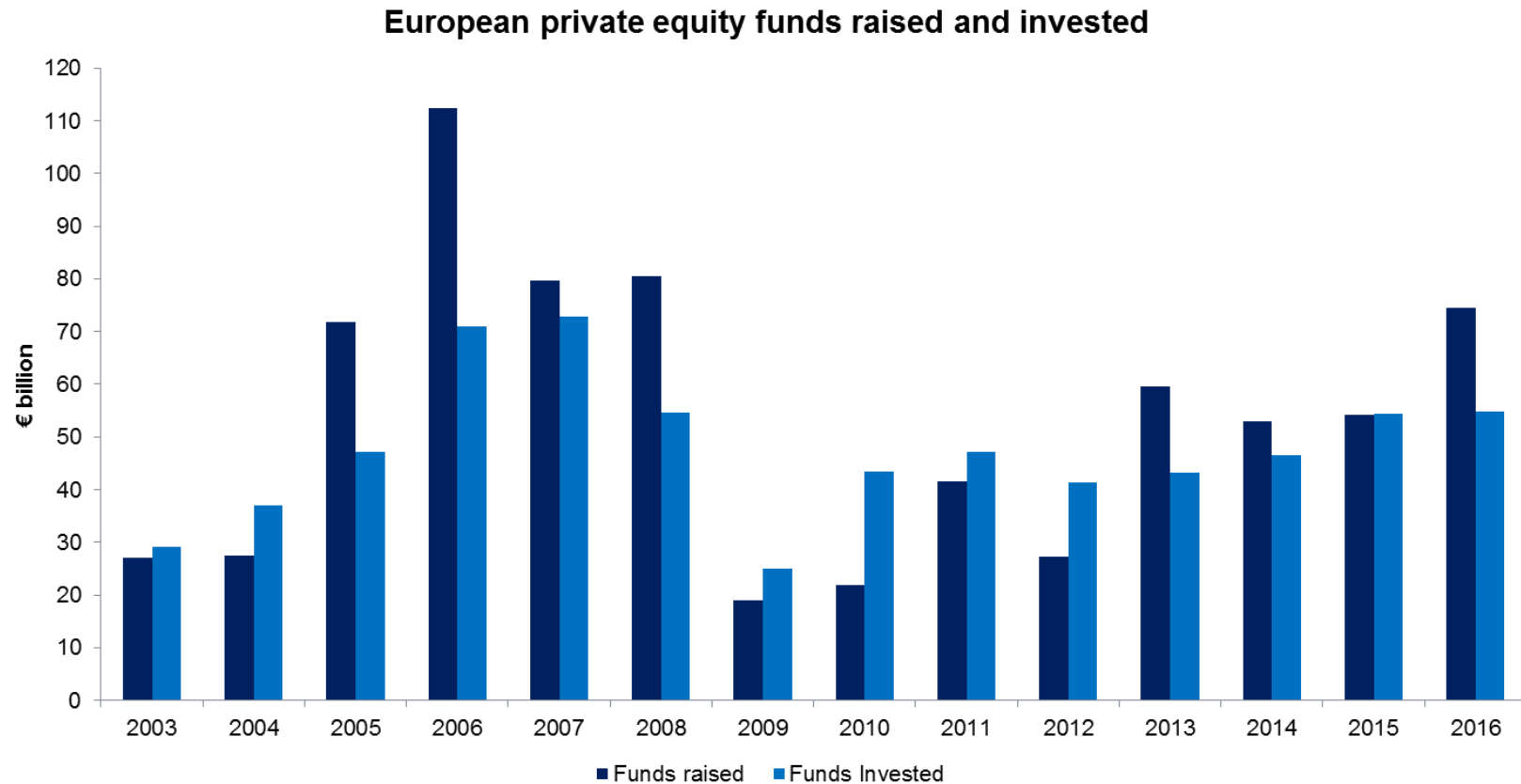
Entity	Fund	Value at 31 March 2017 (£ 000)	% of net assets*
Action	3i Eurofund V	35,958,831	6.3%
Scandlines	3i Eurofund V	11,383,781	2.0%
Lindorff	Nordic Capital Fund VIII	7,768,191	1.4%
Schenck Process	Industri Kapital 2007	6,383,375	1.1%
Munters	Nordic Capital Fund VII	6,236,754	1.1%
n/d	Advent Global Private Equity VI	5,814,203	1.0%
Handicare	Nordic Capital Fund VII	5,350,639	0.9%
Norican	Altor Fund IV	5,075,273	0.9%
Vistage	TowerBrook Investors III	5,006,678	0.9%
Cerelia	IK VII	4,989,475	0.9%
Parques Reunidos	Candover 2005 Fund	4,608,428	0.8%
AWAS/Pegasus	Terra Firma Capital Partners III	4,530,188	0.8%
n/d	BC European Capital IX	4,434,335	0.8%
Wilton	TowerBrook Investors III	4,160,582	0.7%
Exxelia	IK VII	3,842,783	0.7%
ConvaTec	Nordic Capital Fund VII	3,803,575	0.7%
EVAC	IK VII	3,769,977	0.7%
CPA Global	Fourth Cinven Fund	3,637,384	0.6%
Photobox	Exponent Private Equity Partners III	3,600,800	0.6%
n/d	Advent Global Private Equity VI & Advent Global Private Equity VII	3,560,472	0.6%
ERT	Nordic Capital Fund VIII	3,506,176	0.6%
Metallum Holdings SA	TowerBrook Investors III	3,496,581	0.6%
Binding Site	Nordic Capital Fund VII	3,482,800	0.6%
Nemera	Montagu IV	3,476,000	0.6%
Zenith Vehicle Contracts	Bridgepoint Europe V	3,384,975	0.6%
Skandiabanken ASA	Altor Fund IV	3,367,270	0.6%
n/d	BC European Capital IX	3,323,885	0.6%
Ista	CVC European Equity Partners V	3,246,831	0.6%
Element	Bridgepoint Europe V	3,242,777	0.6%
Tilney Bestinvest	Permira V	3,161,306	0.6%
<b>Total Top 30</b>		<b>167,604,325</b>	<b>29.6%</b>

\*Gross value - before any carry provision

# Top 30 private equity funds

Fund	Value at 31 March 2017 (£ 000)	% of net assets
3i Eurofund V	43,264	7.6%
IK VII	33,213	5.9%
Nordic Capital Fund VII	31,925	5.6%
BC European Capital IX	30,720	5.4%
Permira V	27,211	4.8%
Equistone Partners Europe Fund IV	22,098	4.0%
Montagu IV	21,235	3.7%
Nordic Capital Fund VIII	20,522	3.6%
Advent Global Private Equity VII	17,597	3.1%
Equistone Partners Europe Fund V	16,425	2.9%
Advent Global Private Equity VI	16,400	2.9%
CVC Capital Partners VI	15,695	2.8%
CVC European Equity Partners V	15,555	2.7%
TowerBrook Investors III	15,466	2.8%
Altor Fund IV	15,358	2.7%
Exponent Private Equity Partners III	14,797	2.6%
Terra Firma Capital Partners III	13,874	2.4%
PAI Europe VI	13,721	2.5%
Bridgepoint Europe V	12,434	2.2%
Advent International GPE VIII	8,871	1.6%
TowerBrook Investors IV	8,584	1.5%
Candover 2005 Fund	5,199	0.9%
Pomona Capital VI Fund	5,060	0.9%
TowerBrook Investors II	4,931	0.9%
Coller International Partners V	4,864	0.9%
IK VIII	4,688	0.8%
Industri Kapital 2007	4,148	0.8%
Fourth Cinven Fund	3,901	0.7%
Bridgepoint Europe IV	3,705	0.7%
Astorg VI	3,238	0.6%
<b>Total Top 30</b>	<b>454,699</b>	<b>80.5%</b>

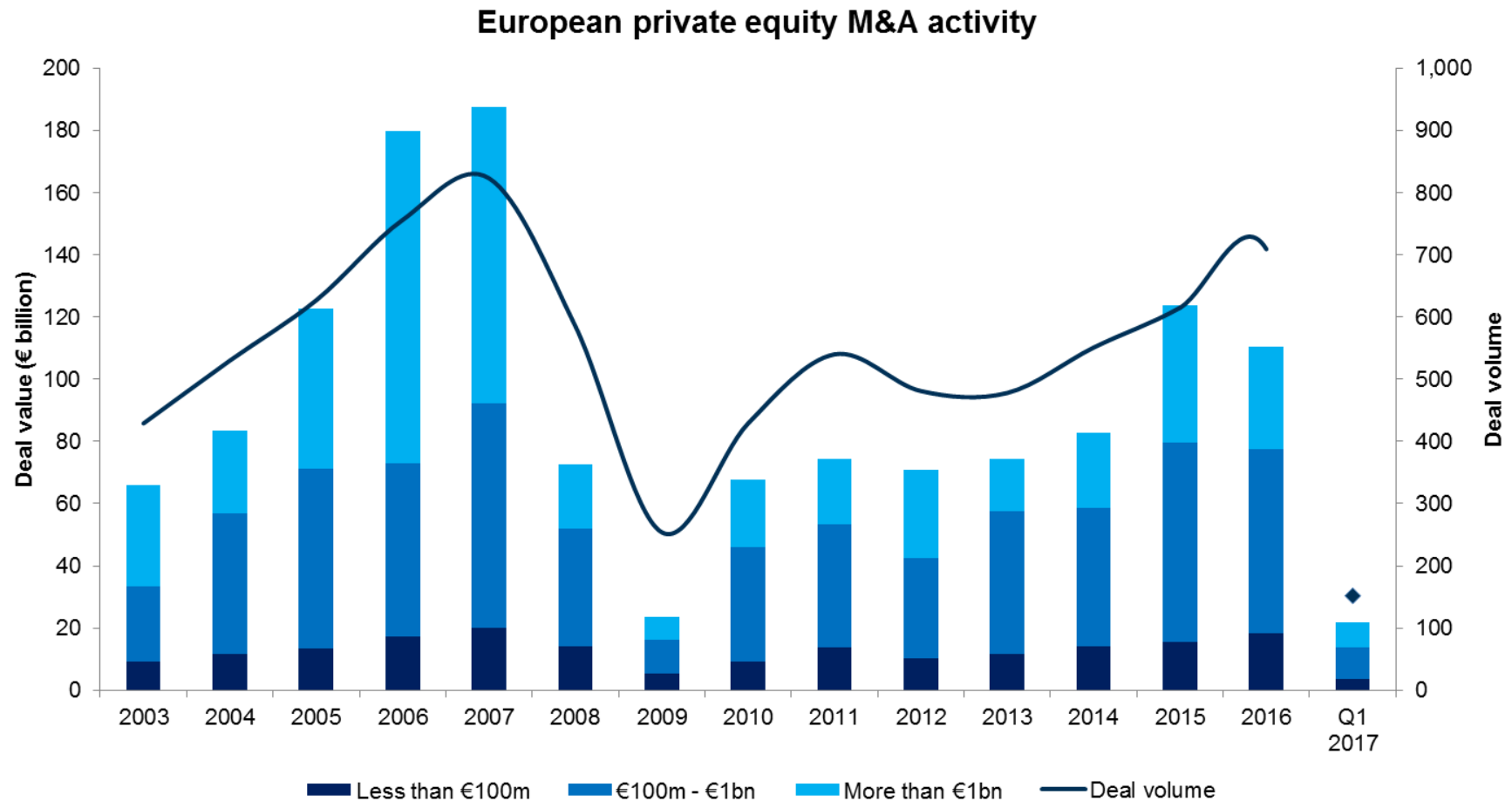
# European private equity fundraising and investment



- Recent activity in the fundraising market has matched investment pace until last year
- Funds have taken advantage of a positive fundraising environment to secure capital in 2016

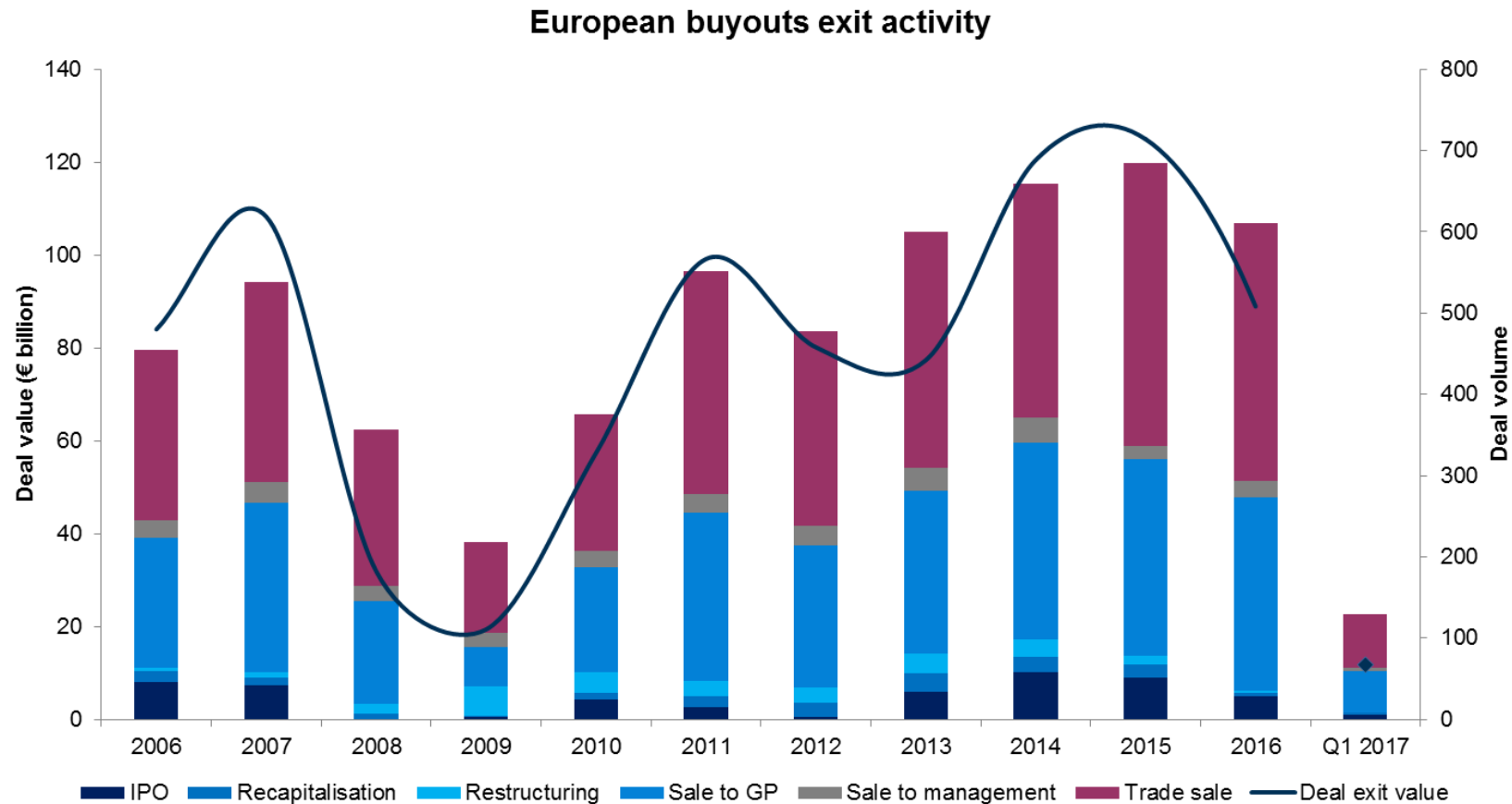


# European buyouts value and volume



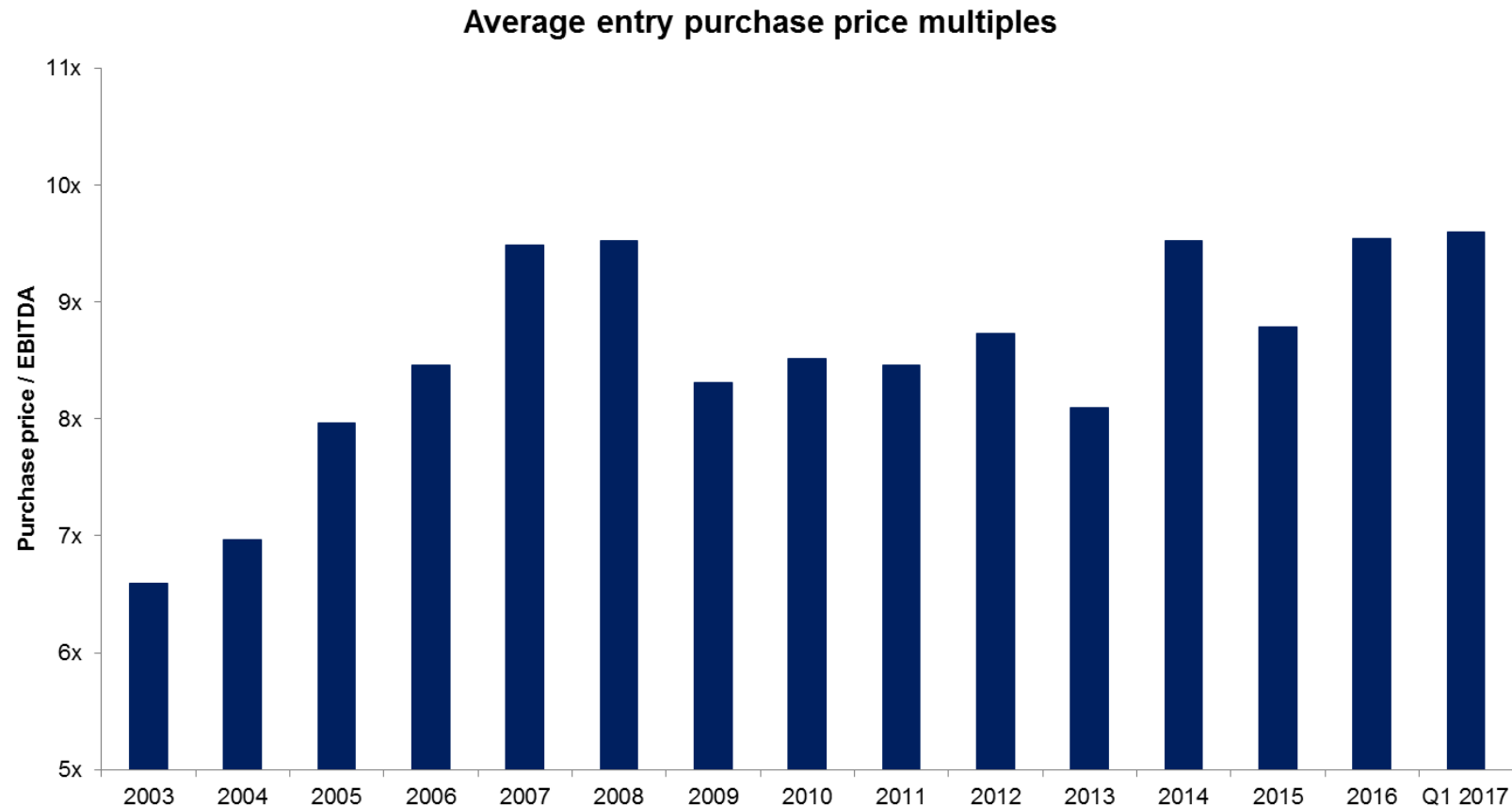
- Large/mega segment remains most volatile in terms of activity
- Transaction volume and value remains robust, particularly in the core mid-market

# European buyouts exits



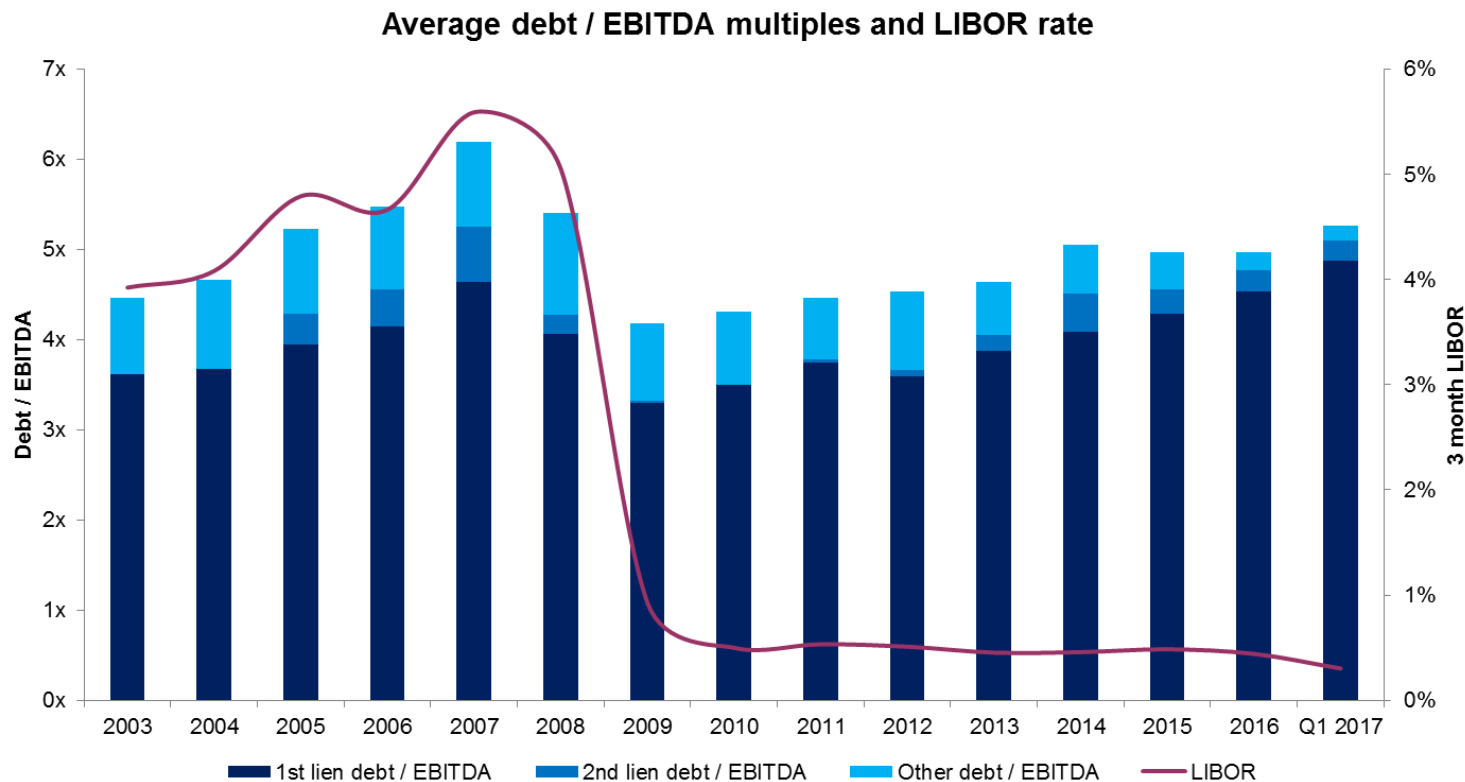
- Overall exit activity remains high, although past peak value and volume
- Balance between trade sales, sales to other private equity firms and to a lesser extent IPO's

# Average purchase price multiples



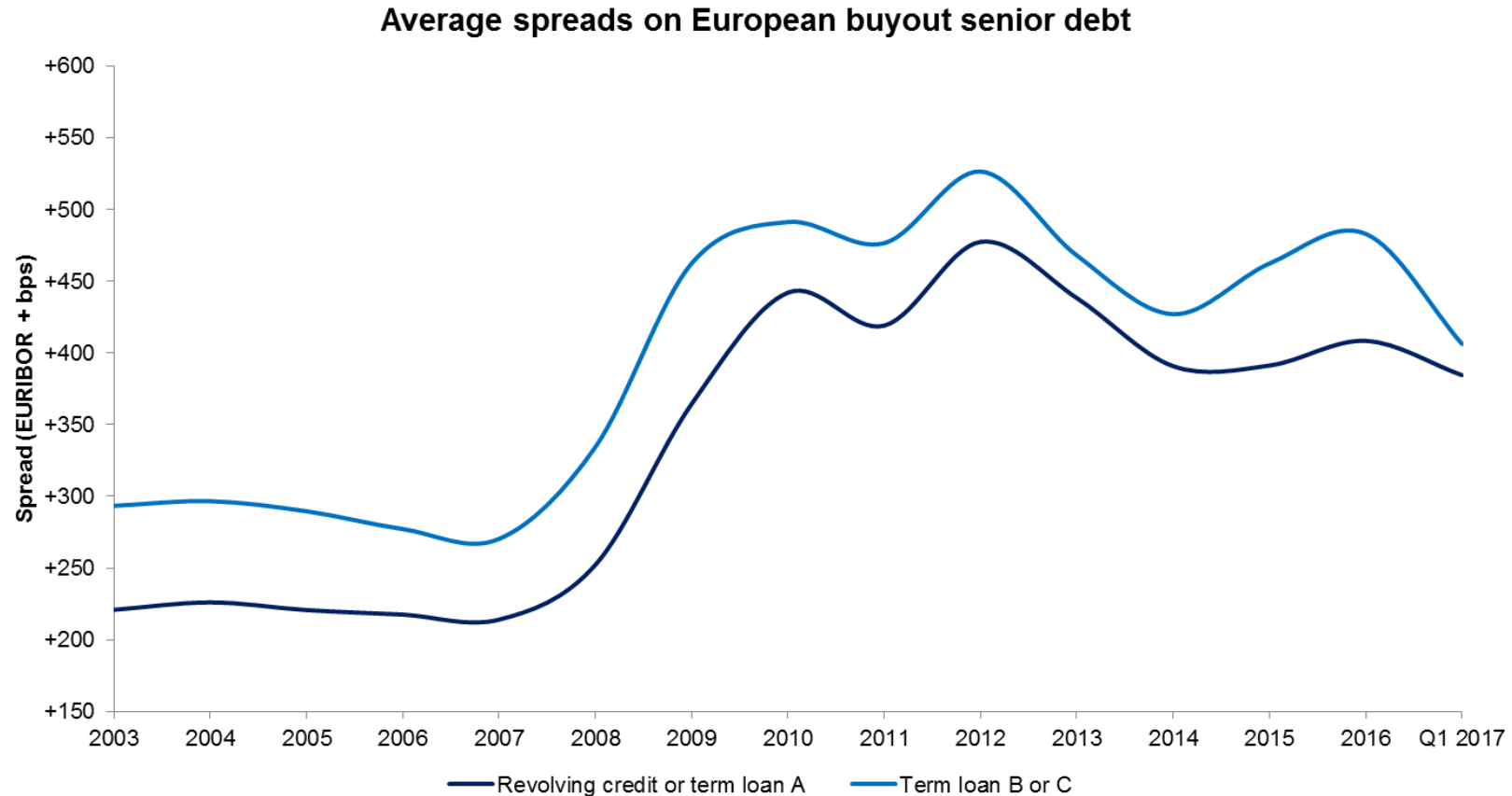
- Average multiples have coalesced around 9.5x EBITDA
- Distortion from larger deals that achieved high purchase pricing due to quality of earnings
- Equity and debt availability will result in prices remaining at similar levels during 2017

# Average debt/EBITDA multiples



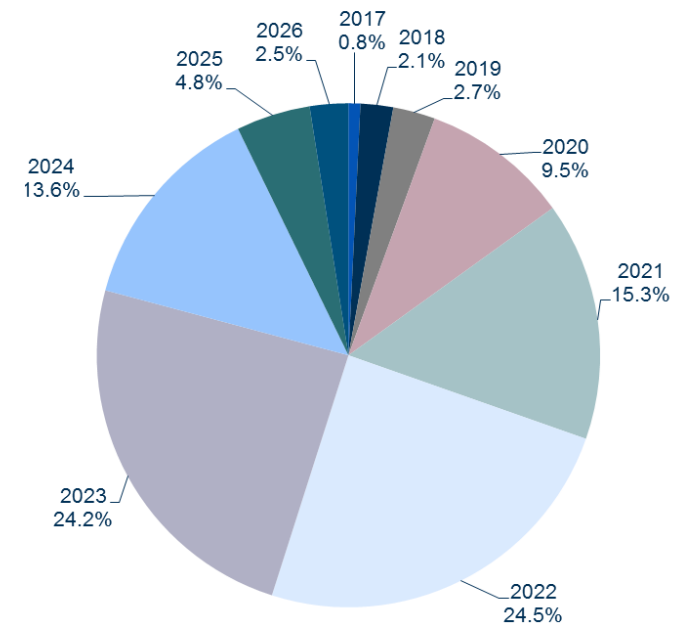
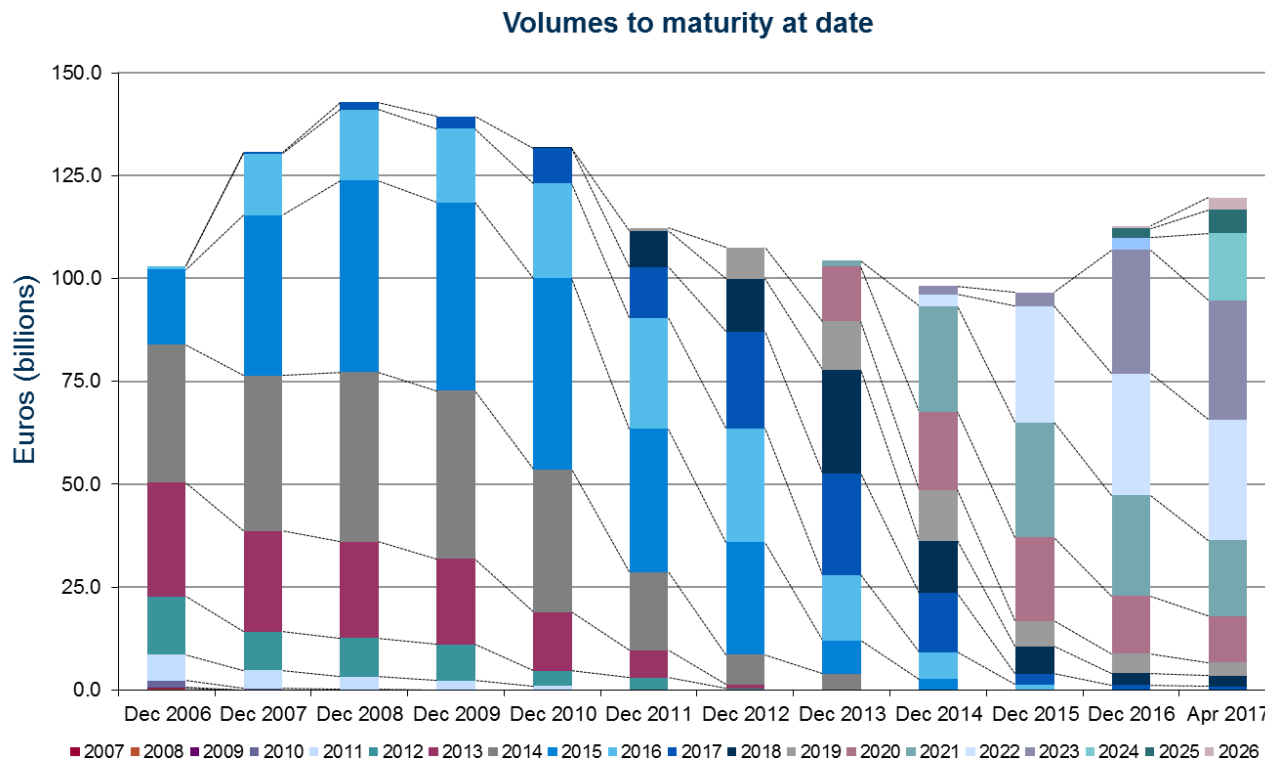
- Debt multiples at 5.0x EBITDA, a recent high but not back to 2007 levels
- Managers are not taking full debt packages available and equity percentages remain high

# Average spreads on European buyout senior debt



- Spreads driven by smaller banking market, greater regulation and a higher cost of capital
- 2016 saw an increase due to market volatility, spreads have fallen again in Q1 2017
- Overall, given low LIBOR / EURIBOR rate, overall cost of debt remains attractive

# European debt maturity schedule



- Value of outstanding loans increased to December 2016 and expanded further by April 2017
- Maturity is longer and refinancing risks are substantially lower



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