

# Pantheon International Plc

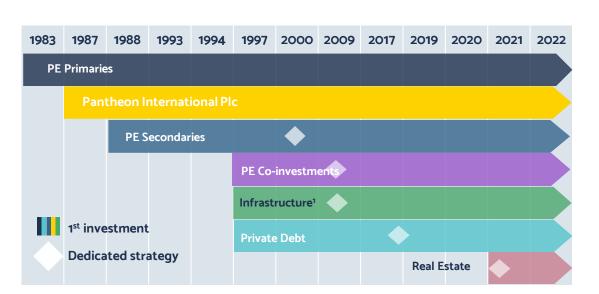
Outstanding Long-Term Track Record
August 2022

# Agenda

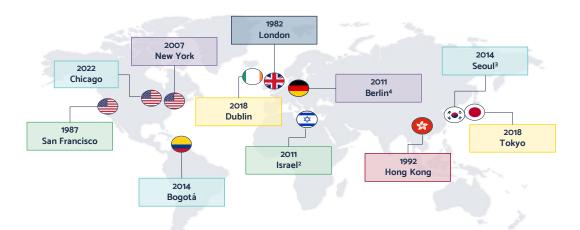
- Introduction
- 2. Full Year Results
- 3. Actively managed portfolio
- Investment and exit activity
- 5. Financial position
- ESG
- 7. Conclusion

Appendix

# Pantheon - investing in private markets for 40 years



#### **Pantheon Offices**

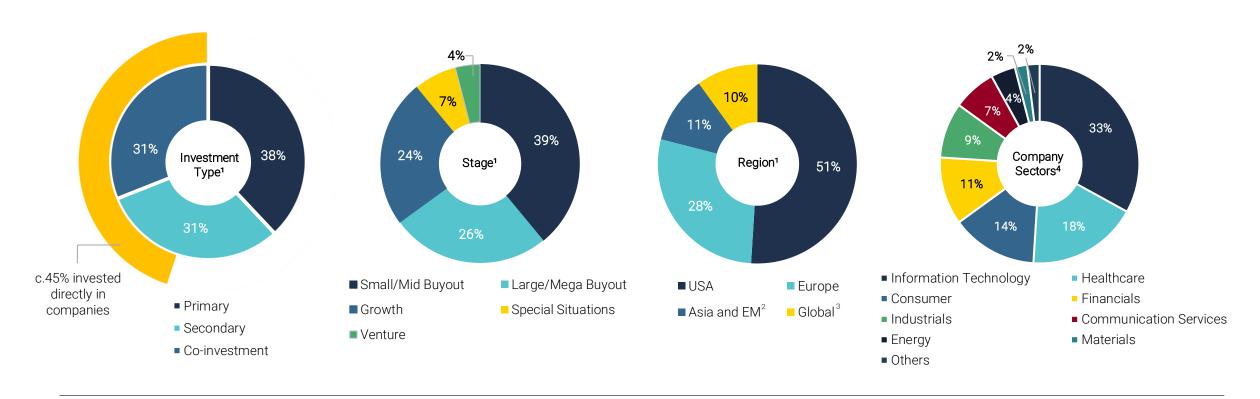




<sup>&</sup>lt;sup>1</sup> Includes real assets. <sup>2</sup> A location from which executives of the Pantheon Group perform client service activities but does not imply an office. <sup>3</sup> A location from which executives of the Pantheon Group perform client service activities. <sup>4</sup> Pantheon has had a presence in Berlin since 2011 and opened an office in 2021. <sup>5</sup> As at 30 June 2022. Please note this includes 31 professionals who support the deal teams through investment PANTHEON | 3 structuring, portfolio strategy, research and treasury. <sup>6</sup> As at 31 March 2022.

# PIP - FTSE 250 investment trust managed by Pantheon

35 years of providing access to carefully selected investments in exciting private companies globally



# Our focus: to deliver sustainably high returns through an actively-managed portfolio

<sup>1</sup>As at 31 May 2022. The fund investment type, stage and region charts are based upon underlying fund valuations and account for 100% of PIP's overall portfolio value. The charts exclude the portion of the reference portfolio attributable to the Asset Linked Note. The Asset Linked Note ("ALN") refers to the unlisted 10-year note issued on 31 October 2017 whose cost and repayments are linked to a reference portfolio consisting of the Company's older vintage funds. <sup>2</sup>EM: Emerging Markets. <sup>3</sup>Global category contains funds with no target allocation to any particular region equal to or exceeding 60%. <sup>4</sup>The company sector chart is based upon underlying PANTHEON | 4 company valuations as at 31 March 2022, adjusted for calls and distribution to 31 May 2022, and accounts for 100% of PIP's overall portfolio value.

# Celebrating 35 years of outperformance

# Financial results for the full year ended 31 May 2022

NAV £2.4bn

**Average NAV** growth since inception<sup>1</sup> +12.4%

NAV per share growth +31.0%

**Market** cap £1.6bn **Share price** movement +8.6%

5YR **TSR** +64.8%

AIC ongoing charges

1.15%

Annualised performance as at 31 May 2022	1 yr	3 yrs	5 yrs	10 yrs	Since inception <sup>1</sup>
NAV per share	31.0%	17.7%	15.6%	14.8%	12.4%
Ordinary share price	8.6%	9.9%	10.5%	14.7%	11.3%
FTSE All-Share, TR	8.3%	5.8%	4.1%	8.1%	7.6%
MSCI World, TR (£)	7.8%	13.2%	10.8%	13.9%	8.4%
Share price relative performan					
vs FTSE All Share, TR	+0.3%	+4.1%	+6.4%	+6.6%	+3.7%
vs MSCI World, TR (£)	+0.8%	-3.3%	-0.3%	+0.8%	+2.9%

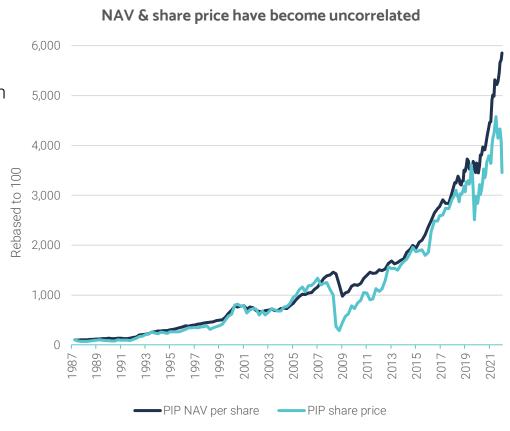




# PIP delivers attractive long-term returns to shareholders net of fees

### We believe that the discount on PIP's shares is unwarranted

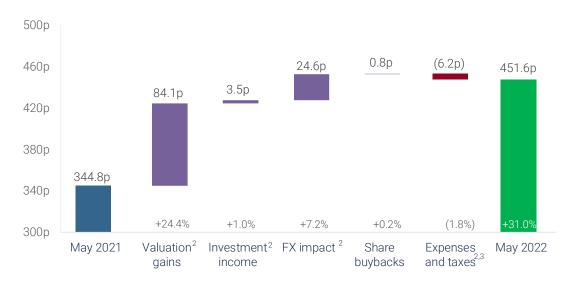
- Confidence in underlying private equity manager valuations:
  - Managers use fair market valuation methodology, following international guidelines.
  - Companies typically conservatively valued, shown by consistent uplifts upon exit, with 42% uplift for PIP's buyout exits in the past 12 months.
- Private equity managers have a long-term horizon and control their businesses:
  - No pressure to sell and not reliant on IPOs for exits.
  - Ability to actively manage companies for growth.
- ▶ PIP's portfolio is tilted towards the strongly performing IT and healthcare sectors:
  - ▶ PIP's IT businesses provide mission-critical software and IT infrastructure.
  - ▶ PIP's healthcare businesses provide essential healthcare products and services.



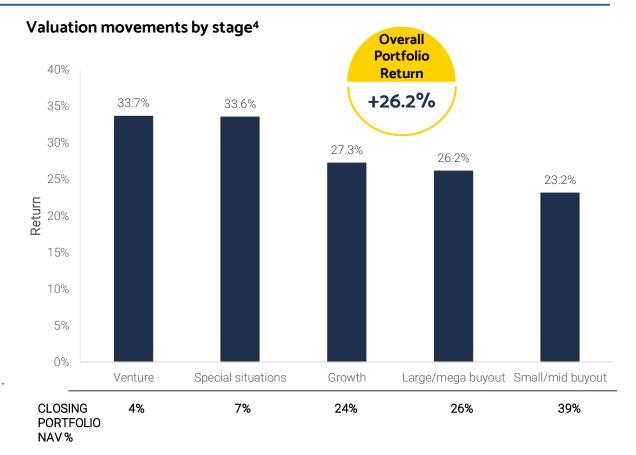
### Proven strength, resilience and fundamental value in PIP's portfolio

# Impressive portfolio performance during the period

#### NAV per share analysis for the year to 31 May 20221



- Strong valuation gains across PIP's underlying portfolio during the period.
- ▶ Performance underpinned by robust growth in portfolio companies spanning several sectors including information technology, healthcare, financial services and industrials.



# PIP's portfolio has attractive growth characteristics

As at 31 May 2022. Past performance is not indicative of future results. Future performance is not guaranteed and a loss of principal may occur. ¹The 10 for 1 sub-division of PIP's Ordinary shares took effect from 1 November 2021 ²Figures are stated net of movements associated with the ALN share of the reference portfolio. ³Taxes relate to withholding taxes on investment distributions. ⁴ Portfolio returns include income, exclude gains and losses from foreign exchange movements, and look through underlying vehicle structures. Portfolio returns and portfolio NAV exclude returns generated by the portion of the reference portfolio attributable to the ALN and PANTHEON are calculated by dividing valuation gains by opening portfolio values.

# PIP's portfolio is actively managed and increasing in concentration

#### **Directs vs Funds**

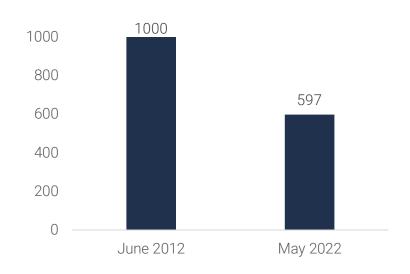


Marked shift towards direct company investments,

which are comprised of co-investments and single-asset

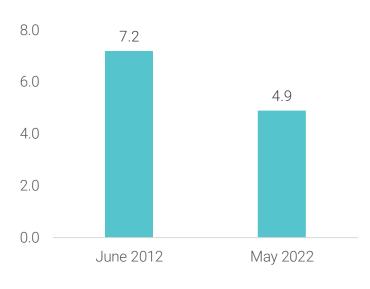
secondaries.

# Number of Portfolio Companies Comprising 80% of PIP's Total Exposure



# The number of companies comprising 80% of PIP's total exposure has declined by c.40% since 2012.

# Weighted average life of portfolio (years)



Maturity profile resulting in a naturally cash-generative portfolio.

Increase in direct exposure through co-investments and single asset secondaries

# PIP's portfolio shows significant embedded value and strong cash generation

#### Value-weighted average uplift on exit realisations<sup>1</sup>



#### Cost Multiples on Exit Realisations<sup>1</sup>



#### Average distribution rate



- ▶ 31% average uplift on exit realisations since 2012
- ▶ 24% average distribution rate since 2012

#### PIP's portfolio provides exposure to high-growth and resilient businesses

# Resilient revenue and earnings growth in PIP's buyout portfolio





- ▶ 15% p.a. average buyout portfolio company revenue growth over past 10 years
- ▶ 16% p.a. average buyout portfolio company EBITDA growth over past 10 years

Active management by private equity managers drives growth at the portfolio company level

# Performance and investment activity so far in this financial year

Annualised performance as at 30 June 2022	1 yr	3 yrs	5 yrs	10yrs	Since inception <sup>1</sup>
NAV per share	31.4%	18.9%	16.2%	14.5%	12.4%
Ordinary share price	-9.3%	4.7%	6.2%	12.9%	10.7%
FTSE All-Share, TR	1.6%	2.4%	3.3%	6.9%	7.3%
MSCI World, TR (£)	-2.1%	9.2%	9.7%	13.0%	8.2%
Share price relative per	formance:				
vs FTSE All Share, TR	-10.9%	+2.3%	+2.9%	+6.0%	+3.4%
vs MSCI World, TR (£)	-7.2%	-4.5%	-3.5%	-0.1%	+2.5%

#### NAV per share progression analysis



PIP committed £76.2m to five investments during the month and continues to see strong deal flow

# Finding attractive opportunities for PIP

#### **Companies**

#### **Partners**

#### **Buy-and-build** opportunities

- ▶ Deals with high probability of near-term M&A
- ▶ Deep pipeline of targets
- ► Can blend down entry multiple early in the investment





#### Supporting follow-on requirements

- Existing portfolio companies that need capital for growth or M&A
- ► Valuation generally not optimised through a full sale process
- ► Investing in a value-catalysing event





#### Attractive pricing in complex deals

- ► Attractive pricing in deals with greater operational complexity
- ▶ Private equity partner is key given dependence on their ability to execute
- ► Upside potential on exit multiple





#### Off-market transactions

- ▶ Proprietary deals with less competition
- ▶ Unique transaction dynamics and distinct deal angles





#### **Structured** deals

- ► Enhanced downside protection through liquidation preference / preferred return
- ► Significant alignment of interests





Pantheon opinion. Examples above are provided for illustration purposes only and are not necessarily representative of every investment completed by PIP.

# Exciting new co-investments during the year

TRIMECH  S  Limited syndication, Advisory E	Sentinel Capital Partners Board Member	£8.8m	Small/Mid Buyout	Information Technology	Provider of 3D design, engineering and manufacturing solutions	<ul> <li>One of the few businesses operating at scale in an attractive and growing market</li> <li>Diverse customer base with high recurring revenues</li> <li>Opportunity to diversify revenue through M&amp;A</li> </ul>	Pantheon has a long-term relationship with Sentinel; it is a primary investor in three of Sentinel's funds and has two advisory board seats with the GP
			£8.8m Small/Mid Buyout Information Technology Provider of 3D design, engineering and manufacturing solutions Solutions Scale in an attractive and growing market results and growing ma				
Kroll Bond Rating Agency	Manager	Commitment	Stage	Sector	Description	Investment Rationale	Pantheon Angle
	Parthenon Capital Partners	£4.4m	Small/Mid Buyout	Financial Services	A global full-service credit rating agency	<ul> <li>Large addressable market and significant barriers to entry</li> <li>Highly attractive financial profile</li> <li>Numerous opportunities for growth in the business, including the penetration of new markets, international expansion and M&amp;A</li> </ul>	Pantheon has a long- standing relationship with Parthenon; it has invested in several of their funds and participated in co- investments alongside the manager

Seqens	Manager	Commitment	Stage	Sector	Description	Investment Rationale	Pantheon Angle
SEQENS	SK Capital Partners	£4.8m	Small/Mid Buyout	Healthcare	A global chemicals and active pharmaceutical ingredients manufacturer	<ul> <li>Positioned to benefit from secular tailwinds</li> <li>Historically been an undermanaged asset, and SK has identified significant value creation opportunities</li> </ul>	Pantheon has been investing in the GP since 2018 through three primary funds
Limited syndication							

# Single asset secondaries have become an important part of the portfolio

Prosci	Manager	Commitment	Stage	Sector	Description	Investment rationale	Pantheon Angle
Prose PEOPLE. CHANGE. RESULTS:	Leeds Equity Partners	£5.5m	Small/Mid Buyout	Industrials (Professional services)	Change management firm focused on helping individuals and organisations build change management capabilities	<ul> <li>Market leader in the growing change management industry</li> <li>Impressive historical financial profile with strong customer retention</li> <li>Multiple organic growth levers (e.g. digital solutions) and robust M&amp;A pipeline</li> </ul>	► Leeds Equity Partners selected Pantheon as one of the two leads for the continuation transaction
Validant	Manager	Commitment	Stage	Sector	Description	Investment Rationale	Pantheon Angle
VALIDANT  Limited syndical	GHO Capital	£9.8m	Small/Mid Buyout	Healthcare	Market leading specialty consultant to the Biopharma, Diagnostic and Medtech industries	<ul> <li>High quality asset with differentiated business model and strong brand recognition</li> <li>Attractive and fragmented industry with growth driven by increased outsourcing</li> <li>Attractive M&amp;A opportunity in terms of targets and potential synergies</li> </ul>	<ul> <li>Pantheon is a primary investor and an AB member in GHO Capital's latest fund</li> </ul>
Vizrt	Manager	Commitment	Stage	Sector	Description	Investment Rationale	Pantheon Angle
VIZCT Co-lead	Nordic Capital	£14.1m	Small/Mid Buyout	Information Technology	A global provider of software- based live-production and graphic solutions to producers of live content	<ul> <li>Favourable industry trends – increased penetration and maturation of production segments</li> <li>Customer driven demand with broadcasters seeking production efficiencies</li> <li>Attractive growth profile in nascent markets such as eSports</li> </ul>	▶ Pantheon has a close relationship with Nordic Capital, having invested in several of their funds since 1997

# Robust exits spanning different sectors during the year

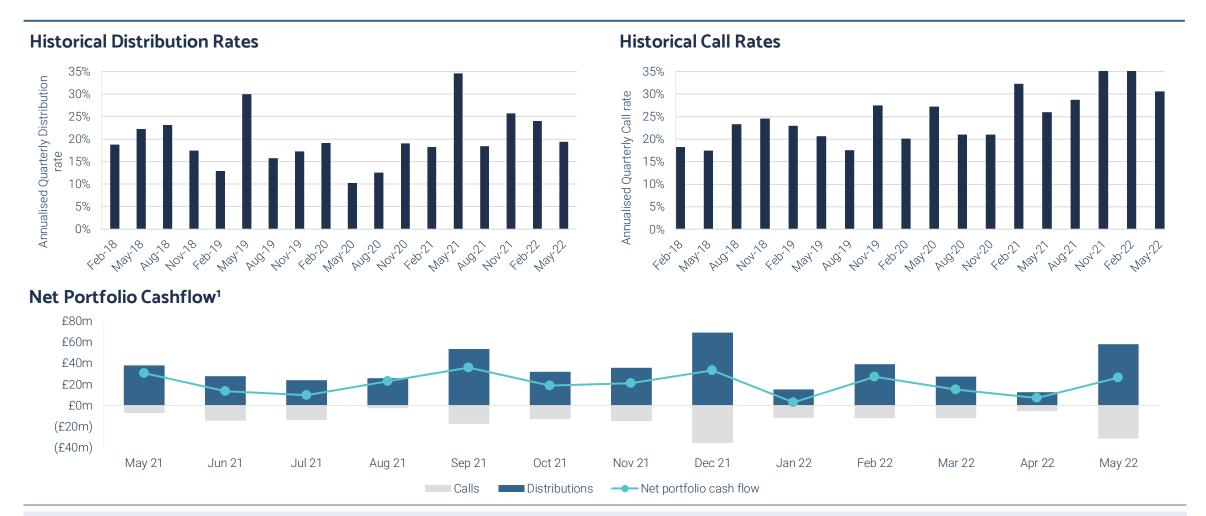






Private Equity Manager	EW Healthcare	Oaktree Capital Management	ECI Partners	
Investment Type	Co-investment	Secondary	Primary	
Business	Pharmaceutical company focused on oncology and rare diseases	Largest terminal operator and stevedore (loading and unloading of ships) in North America	A technology-enabled travel platform for self-catering holidays.	
Sector	Healthcare EVER SINGLE	Industrials	Consumer	
Region	Europe COMPANY EXIT	USA	Europe	
Stage	Small/Mid buyout	Special Situations	Small/Mid Buyout	
Investment thesis at entry	<ul> <li>Established business infrastructure including sales, marketing network and product portfolio</li> <li>Pipeline of potential acquisition and licensing opportunities</li> <li>EW had previously worked with EUSA Pharma's founder who had prior successes in the sector</li> </ul>	<ul> <li>Dominant market position with high barriers to entry</li> <li>Diversified portfolio of port terminals based across all major ports in the USA</li> <li>Attractive valuation entry point: lower than long-term sector average and single terminal transaction multiples at the time</li> </ul>	<ul> <li>Strong track record of organic growth</li> <li>Deep immediate pipeline of M&amp;A opportunities already identified at entry</li> <li>Large addressable market with sustainable tailwinds</li> <li>ECI has a 20+ year track record in the travel sector and had a 15-year relationship with the management team</li> </ul>	
Post-investment value creation	<ul> <li>Acquisitions expanded product portfolio</li> <li>Additional equity financing supported approval and launch of new products</li> <li>Approval of Qarziba and Sylvant products in China</li> <li>Pivoted the business to focus on commercial activies and increased profitability</li> </ul>	<ul> <li>Transformed from a low-margin stevedoring provider to a higher margin container terminal operator with long-term contracts</li> <li>Cost savings through reductions in back office and support services</li> <li>Exit of low margin sites</li> <li>Optimisation of terminal layouts and expansion of terminal capacities.</li> </ul>	<ul> <li>Seven bolt-on acquisitions between February 2019 and December 2021</li> <li>Supported the business with organic property growth, resulting in a significant uptick in sign-ups</li> <li>Helped develop the technology team and a data team that implemented several data improvement projects</li> </ul>	
Exit	<ul> <li>Sold to Recordati in December 2021</li> <li>Proceeds of £49.5m to PIP, c.5.0x invested cost</li> </ul>	<ul> <li>Sold to Canada Pension Plan Investment Board in November 2021</li> <li>Proceeds of £9.3m to PIP</li> </ul>	<ul> <li>Sold to Intermediate Capital Group in December 2021</li> <li>Proceeds of £2.7m to PIP</li> </ul>	

# Strong quarterly distribution rates reflect the maturity of PIP's portfolio

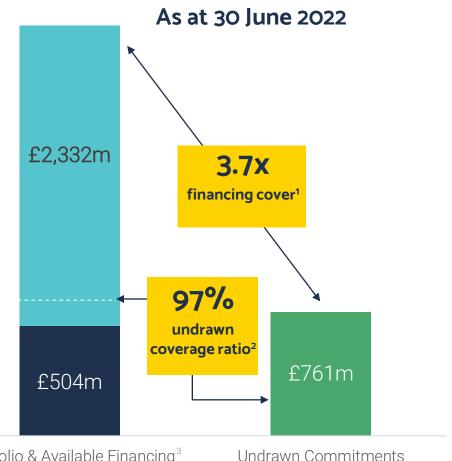


PIP's portfolio continues to produce strong, positive net cash flow

<sup>&</sup>lt;sup>1</sup> Excludes cash flows attributable to the ALN

# PIP's balance sheet is prudently managed

- Healthy cash balances of £194m at 30 June 2022.
- Robust coverage ratio gives assurance of PIP's ability to finance its undrawn commitments
- On 2 August 2022, agreed new five-year £500m multi-tranche, multi-currency revolving credit facility agreement to replace the £300m facility that was due to expire in May 2024.
- The new facility will expire in July 2027 and includes an option to extend.
- Undrawn coverage ratio increases from 100% as at 31 May 2022 to a pro forma level of 126%.



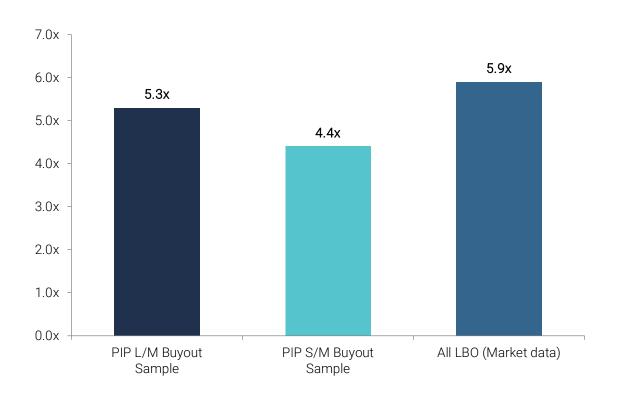
Portfolio & Available Financing<sup>3</sup>

### PIP is well positioned to capitalise on investment opportunities in an uncertain environment

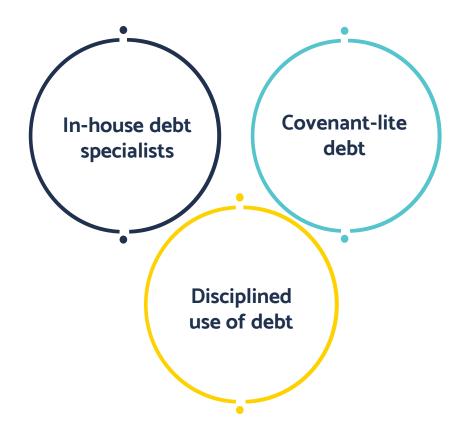
1As at 30 June 2022. Patio of available financing and 10% of private equity portfolio NAV to undrawn commitments. The portfolio and available financing figure excludes the current portion of the Asset Linked Note Note ("ALN") refers to the unlisted 10-year note issued on 31 October 2017 whose cost and repayments are linked to a reference portfolio consisting of the Company's older vintage funds. PIP's available financing consists of net available cash and the undrawn credit facility. The overall loan facility comprises undrawn facilities of \$269.8m and €101.6m and had a sterling equivalent value of £310m as at 30 June 2022

# PIP's underlying portfolio company debt is actively managed

#### Buyout Debt Multiples (Debt / EBITDA)



#### Mid-market debt trends



# We seek to invest in managers with a disciplined approach to leverage

# ESG is integrated across all of Pantheon's investment strategies



- ▶ Investment signatory #53 of 1,790 to sign the UNPRI
- ▶ First integrated ESG into our investment process in 2010 and continue to advance our approach
- ▶ Received A+ from UNPRI in 2020 Strategy & Governance, Private Equity, and Infrastructure
- ► Member of UNPRI Private Equity Advisory Committee

# Primaries Manager ESG risk assessment conducted by Pantheon Pantheon rating: Green / Amber / Red Secondaries Targeted company review at acquisition Company ESG risk assessment using RepRisk RepRisk monitoring of all portfolio companies Pantheon receives live alerts and news flow on issues affecting its portfolio companies Company review at acquisition RepRisk Rating (0-100), Country-Sector Risk (0-100) and Overall Risk AAA to D

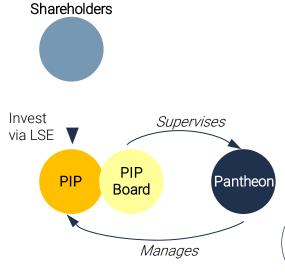


► Across Pantheon's platform, RepRisk screens 100,000+ sources daily across 23 languages, providing risk profiles for over 190,000 companies and over 50,000+ projects.²

<sup>&</sup>lt;sup>1</sup> Pantheon is a signatory of the UNPRI and has used these principles as a framework to develop its ESG policy across all its investment activities. As a signatory of the PRI, we are required to complete an annual assessment which seeks to facilitate learning and development, identify areas for further improvement and facilitate dialogue between asset owners and investment managers on responsible investment activities and capabilities. PANTHEON | 19

<sup>2</sup>Source: RepRisk, as at February, 2022.

# PIP is committed to the highest standards of corporate governance



- The Board has extensive experience in private equity, corporate finance, macroeconomics, government, accountancy, media and marketing.
- Mary Ann Sieghart has taken over the role of Senior Independent Director.
  - Susannah Nicklin retired from the Board upon conclusion of the 2021 AGM.
- Sir Laurie Magnus CBE will step down as Chair following 2022 AGM; John Singer proposed as next Chair.
- Strong alignment of interests: All Directors own PIP shares (2.6m in total as at 31 May 2022).



Sir Laurie Magnus CBE Chair Appointed to the Board: 22 November 2011



Mary Ann Sieghart Senior Independent Director Appointed to the Board: 30 October 2019



Dame Sue Owen DCB Appointed to the Board: 31 October 2019



**David Melvin Audit Committee Chair** Appointed to the Board: 23 February 2015



John Singer Appointed to the Board: 23 November 2016



John Burgess Appointed to the Board: 23 November 2016

Independent and experienced Board holds Pantheon to account

# PIP: Makes the private, public

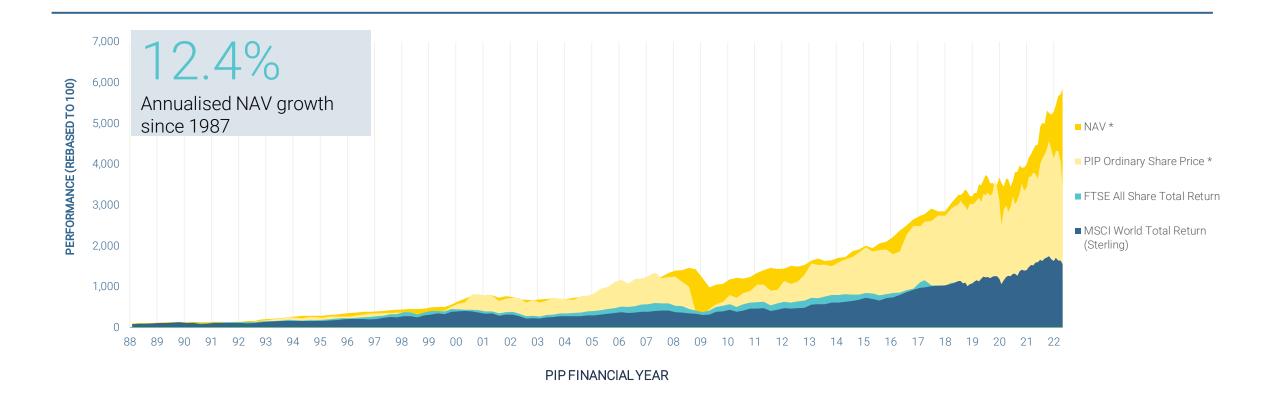
- Consistent outperformance over more than three decades.
- Active management and careful diversification of PIP's portfolio through direct investments in companies and in funds.
- ▶ PIP is backing managers who can respond nimbly to changing market conditions and investment opportunities; consequently, its portfolio is tilted towards more resilient sectors.
- > Strong, conservatively managed balance sheet and ability to meet undrawn commitments comfortably.
- ► Comprehensive and long-established approach to ESG¹ and to D&I².
- Truly independent Board which holds Pantheon, the Manager, to account.

# In its 35 year history, PIP has successfully navigated multiple cycles

<sup>&</sup>lt;sup>1</sup> ESG refers to Environmental, Social and Governance.

<sup>&</sup>lt;sup>2</sup> D&I refers to Diversity and Inclusion.

### Conclusion



Long-term outperformance Balanced & diversified portfolio

Actively managed Cost-effective and liquid

Responsible investment

# 

# Appendix

# Top 25 company investments

	Company <sup>1</sup>		Investment type	Public / private	Country	Sector	% of PIP's portfolio
1.	LifePoint Health	LIFEPOINT HEALTH'	Secondary; Co-investment	Private	USA	Healthcare	1.0%
2.	Asurion	asurion	Primary; Secondary; Co-investment	Private	USA	Financials	0.9%
3.	Visma	<b>◇</b> VISM∧	Primary; Co-investment	Private	Norway	Information Technology	0.8%
4.	Omni Eye Services	O M N I	Secondary	Private	USA	Healthcare	0.8%
5.	Recorded Future	• Recorded Future	Primary; Secondary; Co-investment	Private	USA	Information Technology	0.8%
6.	Ascent Resources	ASCENT	Secondary; Co-investment	Private	USA	Energy	0.7%
7.	Vistra	VISTRA 🚩	Secondary; Co-investment	Private	Hong Kong	Financials	0.7%
8.	Star Health	STAR MAN	Co-investment	Public	India	Financials	0.7%
9.	Chewy	chewy	Co-investment	Public	USA	Consumer	0.7%
10.	LogicMonitor	<b>*LogicMonitor</b>	Primary; Secondary; Co-investment	Private	USA	Information Technology	0.7%
11.	Software Company <sup>2</sup>		Co-investment	Private	USA	Information Technology	0.7%
12.	Perspecta	perspecta	Co-investment	Private	USA	Information technology	0.7%
13.	Genesys Telecommunications Laboratories	<b>GENESYS</b>	Primary; Secondary	Private	USA	Information technology	0.6%
14.	Action	ACTION	Secondary	Private	Netherlands	Consumer	0.6%

¹The largest 25 companies table is based upon underlying company valuations at 31 March 2022 adjusted for known call and distributions to 31 May 2022, and includes the portion of the reference portfolio attributable to the ALN. <sup>2</sup> The private equity manager does not permit the Company to disclose this information.

# Top 25 company investments (cont'd)

	Company <sup>1</sup>		Investment type	Public / private	Country	Sector	% of PIP's portfolio
15.	KD Pharma	** KD Pharma a KD Pharma Group Company	Secondary	Private	Germany	Healthcare	0.6%
16.	Revolut	Revolut	Primary; Secondary	Private	UK	Information technology	0.6%
17.	Flynn Restaurant Group	FLYNN RESTAURANT GROUP	Primary; Co-investment	Private	USA	Consumer	0.5%
18.	Froneri	FRONERI	Secondary	Private	UK	Consumer	0.5%
19.	Project Fusion		Secondary	Private	USA	Healthcare	0.5%
20.	ALM Media	ALM.	Secondary; Co-investment	Private	USA	Communication Services	0.5%
21.	CallRail	CallRail	Secondary; Co-investment	Private	USA	Information Technology	0.5%
22.	Atria Convergence Technologies	ACT	Co-Investment	Private	India	Communication services	0.5%
23.	SonarSource SA	<b>Sonar</b>	Primary; Secondary	Private	Switzerland	Information Technology	0.5%
24.	Olaplex	OLAPLEX.	Primary	Public	USA	Consumer	0.4%
25.	Creative Artists Agency	CAA	Secondary	Private	USA	Communication Services	0.4%
	TOTAL PORTFOLIO COVERAGE						15.9%

<sup>&</sup>lt;sup>1</sup>The largest 25 companies table is based upon underlying company valuations at 31 March 2022 adjusted for known call and distributions to 31 May 2022, and includes the portion of the reference portfolio attributable to the ALN.

# Active pipeline of deal flow across all types, stages and region

#### ► In the year to 31 May 2022, PIP made £496.3m of new commitments:

25 Primaries: £262.3m

▶ 30 Co-investments: £122.7m

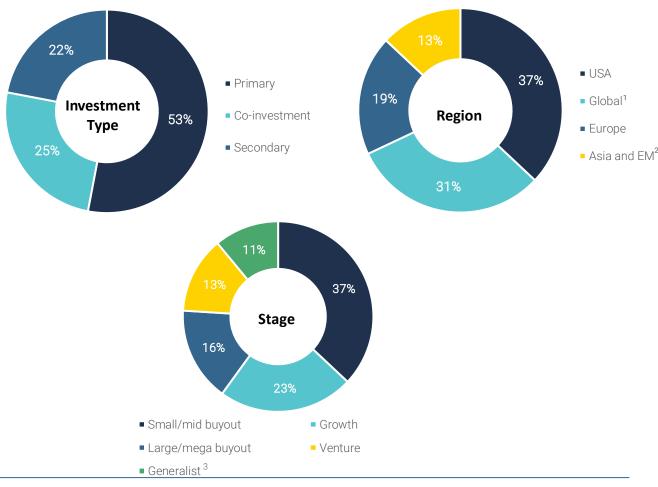
▶ 15 Secondaries: £111.3m

▶ In the month to 30 June 2022, PIP made 5 new commitments amounting to £76.2m:

► 4 Co-investments: £63.8m

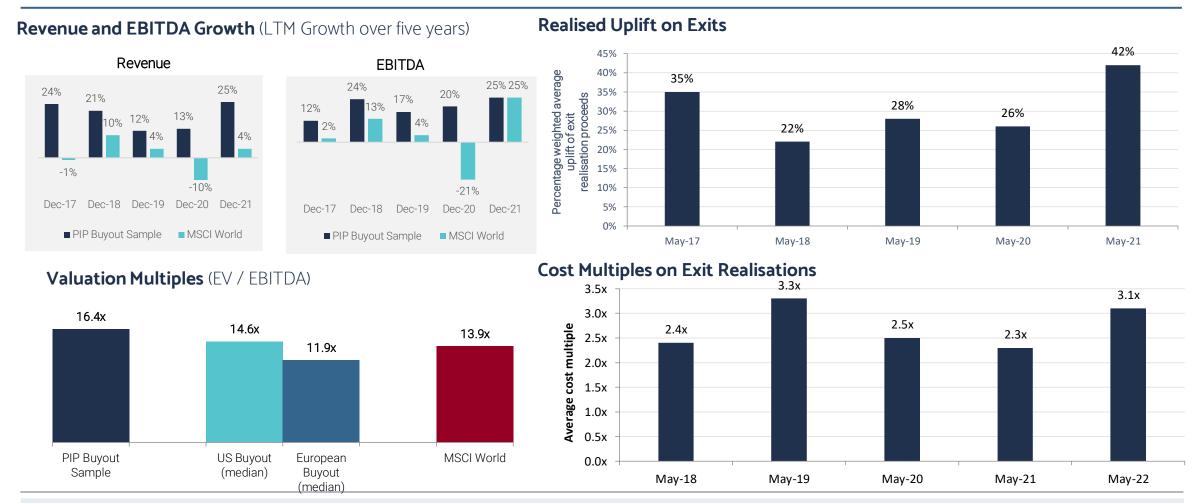
▶ 1 Primary: £12.4m

#### New commitments for the year to 31 May 2022



Global category contains funds with no target allocation to any particular region equal to or exceeding 60%. Emerging Markets. Generalist investment activity reflects the commitment to the Pantheon Secondary Opportunity Fund.

# PIP's portfolio produces consistently high growth and impressive exits



PIP's portfolio companies exhibit stronger growth, and produce significant uplifts on exit

Note: Company and index valuation multiples as at 31 December 2021. PE median buyout EV/EBITDA sourced from Pitchbook, as at 31 December 2021. Revenue and EBITDA growth cover the 12 months to 31 December 2021. The valuation multiple, revenue growth and EBITDA growth sample covers approximately 65%, 82% and 81% respectively of PIP's buyout portfolio. Uplift data represents 100% of exit realisations and 87% of PANTHEON | 27 distributions received during the period. Cost multiple data is based on a sample that represented c.68% by value of proceeds from exit realisations. Valuation and growth metrics for indices sourced from Bloomberg.

# Key themes of recent investments

# Thesis Representative Deals Stable demand and defensive positioning High level of recurring or contracted revenue Ability to support leverage in a downturn Representative Deals Representative Deals LIFEPOINT HEALTH

# Thesis Representative Deals ➤ Secular growth drivers ➤ Company leadership position/differentiated products ➤ Mitigate valuation through visible near-term growth

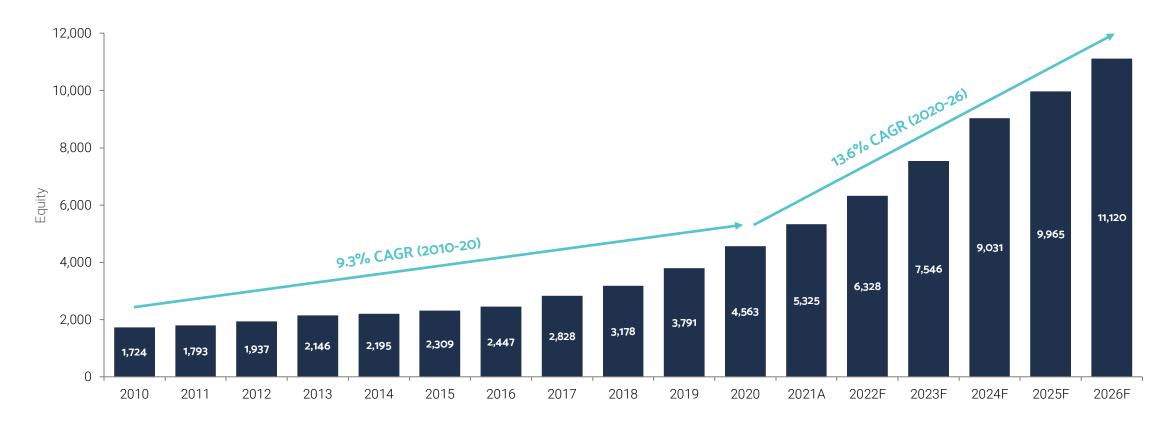
# Thesis Representative Deals Buy down entry multiple Cost/ revenue synergies Build scale and enhance exit options Wealth Enhancement Group

Deep GP Experience				
Thesis	Representative Deals			
<ul> <li>Operational capability</li> <li>Industry experience</li> <li>Proven and differentiated ability to build value</li> </ul>	ResultsCX riskalyze boomi A Dell Technologies Business			

# Private equity AUM is still growing steadily

Growth has accelerated as institutional investors pursue alpha

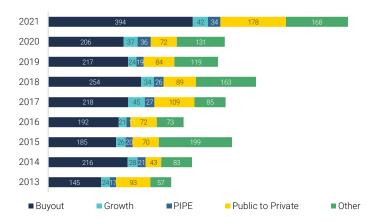
#### \$ billion



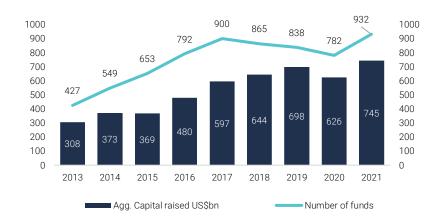
Source: Pregin 2022 Pregin Global Private Equity Report. 2021 figure is annualised based on data to March 2021. Totals may not sum due to rounding.

# Private equity market overview

#### Global deal activity<sup>1</sup>(\$ in bn)



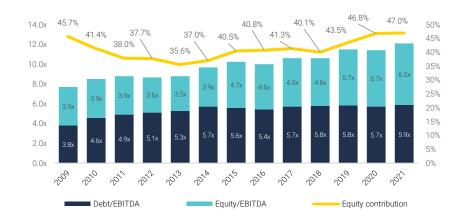
#### Global PE fundraising<sup>1</sup>



#### Global exit activity<sup>1</sup>(# of exits)

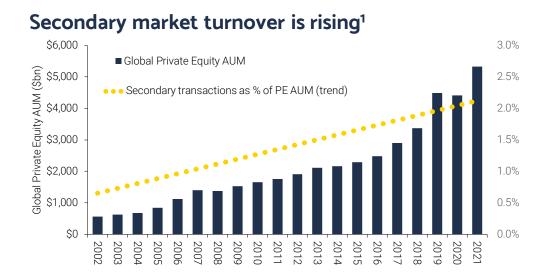


#### Entry EV / EBITDA<sup>2</sup>



<sup>&</sup>lt;sup>1</sup> Source: Preqin. Deal activity based on completed and announced deals globally from January 1, 2013 to December 31, 2021. Excludes venture. "Other" includes add-ons, distressed debt, merger, recapitalisation, restructuring, special situations and turnarounds. Exit activity includes private equity backed exits from January 1, 2013 to December 31, 2021. Excluding venture. Global fundraising based on all private equity funds to hold a PANTHEON | 30 (in the control of the control of

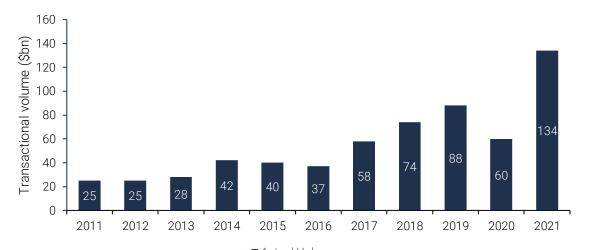
# The secondary market: a growing opportunity

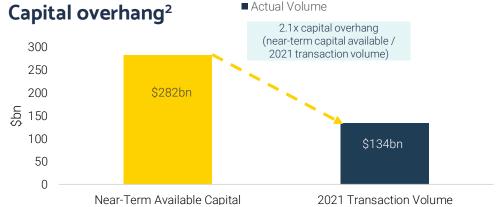


#### Recovery in secondary pricing levels<sup>2</sup>



#### Secondaries transaction volume<sup>2</sup>





# Rapid growth in manager-led secondary deal flow

#### Secondary transaction volume by type<sup>1</sup>



► The manager-led market has grown from 7% to 46% of the global secondary market since 2013.

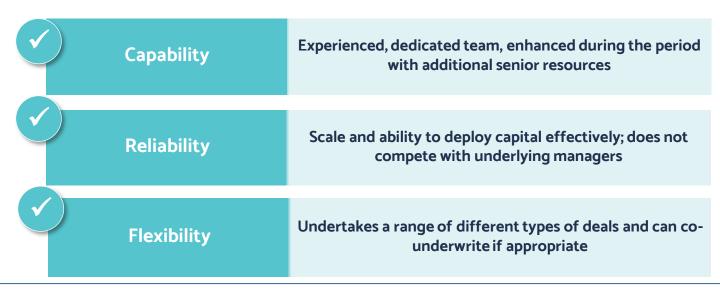
#### Manager-led secondaries market continues to broaden and evolve<sup>2</sup>

#### Opportunistic direct deals (pre-Market formation Market establishment Market expansion **Market Evolution** 2009) (2010-2013) (2015-2018) (2014)(2018+)▶ Bank spinouts ► Solutions typically involved ▶ GPs began proactively ► Wider deal spectrum: ➤ Surge in single company **Deal Attributes** secondaries as GPs aim to solving a "franchise issue" accessing the secondary ▶ Hedge fund liquidations Tender offers market to create liquidity solve for the liquidity horizon ► In 2010, Pantheon completed Corporate venture spinouts GP recaps options for LPs mis-match with continuation its first GP-led transaction vehicles, which facilitate Preferred equity in-line with current strategy longer hold periods ▶ Deal size and complexity grew - and GP quality continued to improve

# Our co-investment approach

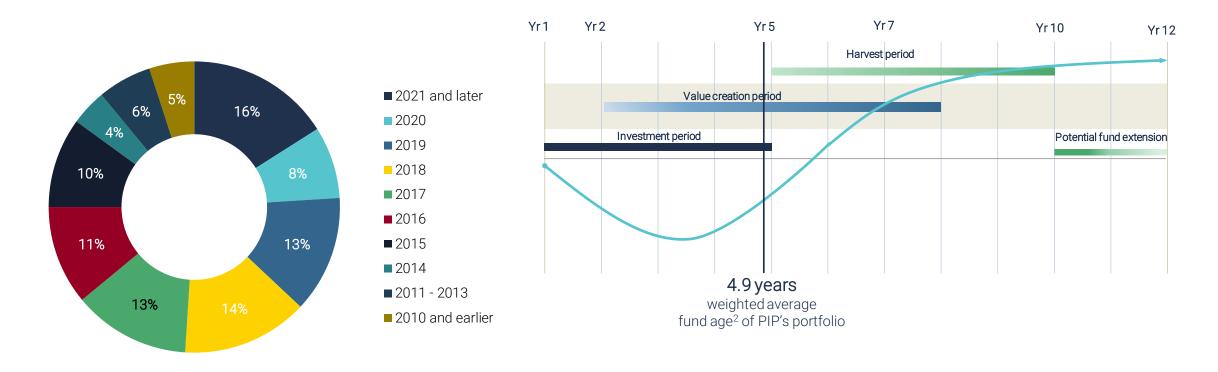
- Partner with high quality GPs with a proven expertise in their market and sectors.
- Thematic approach and disciplined portfolio construction
- Exposure to multiple paths for generating strong returns.
- Pantheon sources differentiated co-investment opportunities for PIP.
- Pantheon reviews over 200 deals p.a. with a c.16% approval rate.
- PIP benefits from a diversified direct portfolio of attractive companies.





# PIP manages maturity profile to provide liquidity and to generate cash

#### Fund Vintage<sup>1</sup>



# Actively managed maturity profile enables PIP to invest through the cycle

# PIP benefits from Pantheon's disciplined investment process

#### Source and screen

- ► Preliminary review of fund information
- ► Face to face meeting with manager
- ► Review and discussion by investment team
- Agree on process and staffing

#### Reasons to decline

- ► GP franchise or governance
- Investment strategy issues
- ▶ Team depth and quality
- Alignment of carried interest, fee structure and compensation & incentives

#### **Preliminary diligence**

- Review of fund due diligence information
- ► Follow-on meetings with manager and team
- ► Review and discussion by investment team
- ► Advance notice given and discussion with regional and global investment committees

#### **Detailed diligence**

- Assess and model company financials
- ▶ Reference calls
- ► Legal, compliance and ESG reviews
- ► Conduct portfolio company meetings
- ▶ Investment recommendation
- Regional and global investment committee approval

#### Commitment

- Complete initial subscription documentation process
- ► Secure approval of Pantheon Fund GP / Manager
- ► Finalise subscription documentation
- ▶ Transfer subscription documentation
- ▶ Correspondence with GP

#### Reasons to decline

- ► Portfolio performance issues
- ▶ Ouestionable GP value-add
- ► Fund legal structuring issues
- ▶ Team capabilities or commitment levels
- ▶ Unfavourable references
- ► ESG or compliance concerns

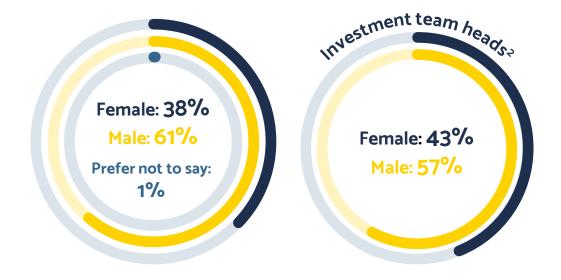
#### Reasons to decline

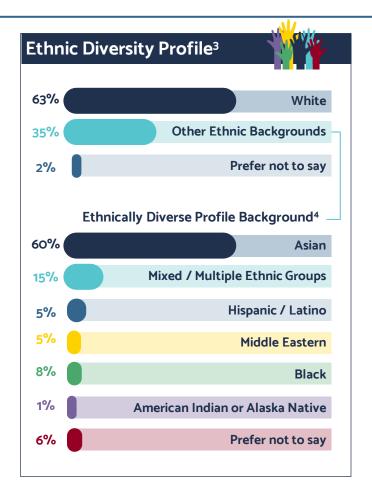
Legal issues or structuring issues



# Championing diversity: A workforce that reflects the people we serve

#### Gender Identity Profile<sup>1</sup>





Data as of January 2022.

<sup>&</sup>lt;sup>1</sup> Data is subject to rounding, 0% of survey respondents declined to answer.

<sup>&</sup>lt;sup>2</sup> 100% response rate.

<sup>&</sup>lt;sup>3</sup> Data is subject to rounding, 0.7% of survey respondents declined to answer

<sup>&</sup>lt;sup>4</sup> Data is subject to rounding, 1.9% of survey respondents declined to answer. Global Staff is defined as permanent staff, and partners surveyed on a voluntary basis. Voluntary surveys are conducted annually during December/January and in compliance with Data Privacy Requirements. The response rate for our voluntary survey in December 2021 – January 2022 was 75%, compared to a 73% response rate in the prior annual survey.

# **Key information**

Ordinary shares	
Trading symbol	PIN
Bloomberg	PIN:LN
Exchange	London Stock Exchange, MAINMARKET
SEDOL	BP37WF1
ISIN	GB00BP37WF17
Market Cap <sup>1</sup>	£1.3bn
Net Asset Value per share <sup>1</sup>	462.7p
Admission to trading	September 1987
Currency	GBP
Company information	
Investment manager	Pantheon Ventures (UK) LLP
Company Address	Beaufort House, 51 New North Road, Exeter, EX4 4EP
Registered	England & Wales
Company Secretary	Link Alternative Fund Administrators Limited
Broker	Investec Bank plc
Auditor	Ernst & Young LLP
Website	www.piplc.com
Contact	Vicki Bradley, Investor Relations Telephone: 020 3356 1725 / Email: vicki.bradley@pantheon.com

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**S&P 500 Index** is a widely recognized gauge of the U.S. equities market. This index is an unmanaged capitalization-weighted index consisting of 500 of the largest capitalization U.S. common stocks. The returns of the S&P 500 include the reinvestment of dividends.

MSCI Europe Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of the developed markets in Europe. The MSCI Europe Index consists of the following 15 developed market country indexes: Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, the Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, and the United Kingdom.

MSCI AC Asia Pacific Index captures large and mid-cap representation across 5 Developed Markets countries and 9 Emerging Markets countries in the Asia Pacific region. With 1,559 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country. Developed Markets countries in the index include Australia, Hong Kong, Japan, New Zealand, and Singapore. Emerging Markets countries include: China, India, Indonesia, Korea, Malaysia, Pakistan, the Philippines, Taiwan, and Thailand.

MSCI Emerging Markets Index is a free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. The MSCI Emerging Markets Index consists of the following 27 emerging market country indexes: Argentina, Brazil, Chile, China, Colombia, Czech Republic, Egypt, Greece, Hungary, India, Indonesia, Korea, Kuwait, Malaysia, Mexico, Pakistan, Peru, Philippines, Poland, Qatar, Russia, Saudi Arabia, South Africa, Taiwan, Thailand, Turkey and United Arab Emirates.

FTSE Europe Index is one of a range of indices designed to help investors benchmark their European investments. The index comprises Large and Mid-cap stocks providing coverage of the Developed markets in Europe. The index is derived from the FTSE Global Equity Index Series (GEIS), which covers 98% of the world's investable market capitalization.

MSCI USA Index is designed to measure the performance of the large and mid-cap segments of the US market. With 621 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in the US.

FTSE Asia-Pacific Index is part of a range of indices designed to help Asia Pacific investors to benchmark their investments. The index comprises Large (40%) and Mid (60%) Cap stocks providing coverage of 14 markets. The index is derived from the FTSE Global Equity Index Series (GEIS), which covers 98% of the world's investable market capitalization.

FTSE All World Index is a market-capitalization weighted index representing the performance of the large and mid-cap stocks from the FTSE Global Equity Index Series and covers 90-95% of the investable market capitalization. The index covers Developed and Emerging markets and is suitable as the basis for investment products, such as funds, derivatives, and exchange-traded funds.

The Thomson One Global All Private Equity Index is based on data compiled from 5,281 global private equity funds (buyout, growth equity, private equity energy, subordinated capital funds and venture capital), including fully liquidated partnerships, formed between 1988 and 2019. The Thomson One Global All Private Equity Index has limitations (some of which are typical to other widely used indices) and cannot be used to predict performance of the Fund. These limitations include survivorship bias (the returns of the index may not be representative of all private equity funds in the universe because of the tendency of lower performing funds to leave the index); heterogeneity (not all private equity are alike or comparable to one another, and the index may not accurately reflect the performance of a described style); and limited data (many funds do not report to indices, and the index may omit funds, the inclusion of which might significantly affect the performance shown).

 $\textbf{Preqin's} \ \text{database provides information on 7,468 active Private Equity funds from 2,030 different GPs with over \$7.75tn combined fund size.}$ 

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