

Pantheon International Plc

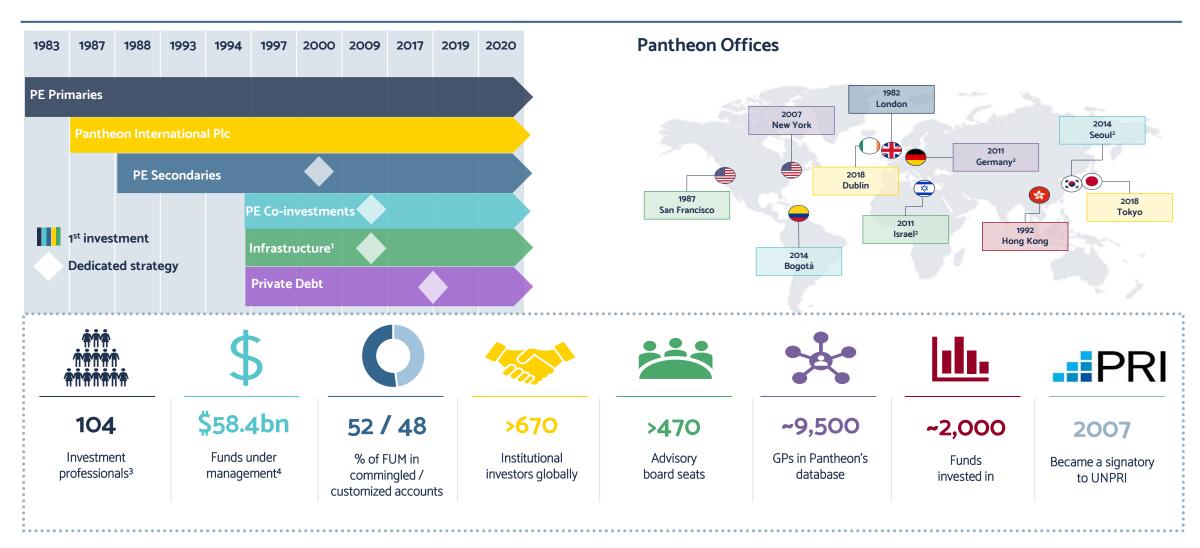
Resilience, Responsibility, Long-term Performance February 2021

Agenda

- Introduction
- 2. PIP performance
- 3. Private equity market update
- 4. Key themes and recent investments
- Conclusion

Appendix

Investing in private markets for over 35 years



¹ Includes real assets.

² Represents countries from which executives of the Pantheon Group perform client service activities but does not imply an office.

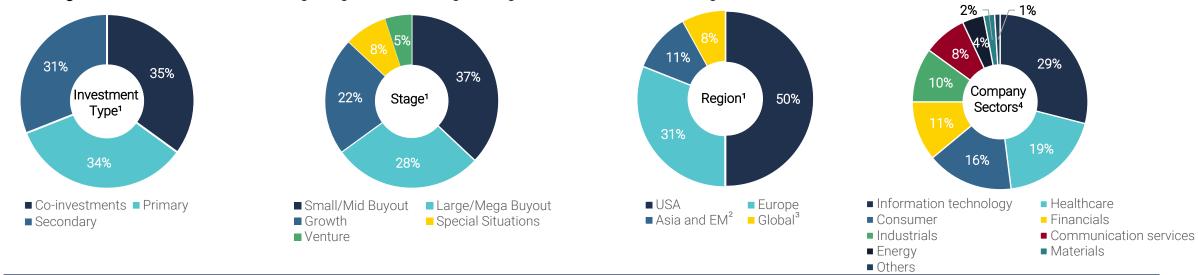
³ As at 31 December 2020. Please note this includes 24 professionals who support the deal teams through investment structuring, portfolio strategy, research and treasury.

PIP - FTSE 250 investment trust managed by Pantheon

Our mission: To provide investors with the "go-to" FTSE vehicle for simple and liquid access to carefully selected investments in exciting private companies globally.

Our time-tested culture leads to **strong outcomes**:

- ▶ Resilience: A carefully diversified portfolio designed to perform well in a range of conditions.
- Responsibility: A thoughtful ESG approach informs every decision we make.
- Long-Term Performance: Thinking long term, making the right choices and delivering results over more than three decades.



Our focus: To generate sustainably high returns through a well-managed, diversified portfolio

¹As at 30 November 2020. 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. ²EM: Emerging Markets. ³Global category contains funds with no target allocation to any particular region equal to or exceeding 60%. ⁴The company sector chart is based upon underlying PANTHEON | 4 company valuations as at 30 September 2020 adjusted for calls and distribution to 30 November 2020, and accounts for 100% of PIP's overall portfolio value.

PIP has a strong track record of long-term outperformance

Financial Results for the half year ended 30 November 2020

Average AIC ongoing NAV per **Market** 5YR Net portfolio Undrawn Share price **Portfolio NAV** growth NAV charges **TSR** cashflow coverage ratio share growth cap movement return since inception¹ 1.24% 130% £1.7bn 79% 12.4% £57m +11.7% +8.9% +16.6% £1.3bn

Annualised performance as at 30 November 2020	1 yr	3 yrs	5 yrs	10 yrs	Since inception ¹
NAV per share	12.1%	11.8%	14.1%	12.8%	11.7%
Ordinary share price	-0.2%	7.5%	12.4%	14.7%	11.1%
FTSE All-Share, TR	-10.3%	-0.6%	4.1%	5.9%	7.2%
MSCI World, TR (£)	12.7%	10.8%	14.3%	12.6%	8.2%
Share price relative performance:					
vs FTSE All Share, TR	+10.1%	+8.1%	+8.3%	+8.8%	+3.9%
vs MSCI World, TR (£)	-12.9%	-3.3%	-1.9%	+2.1%	+2.9%



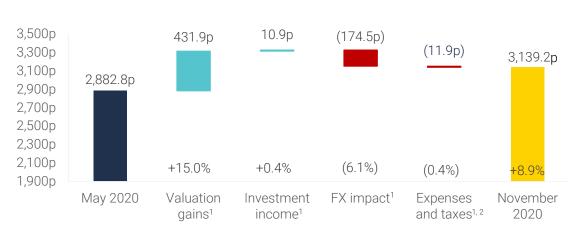




PIP delivers attractive long-term returns to shareholders

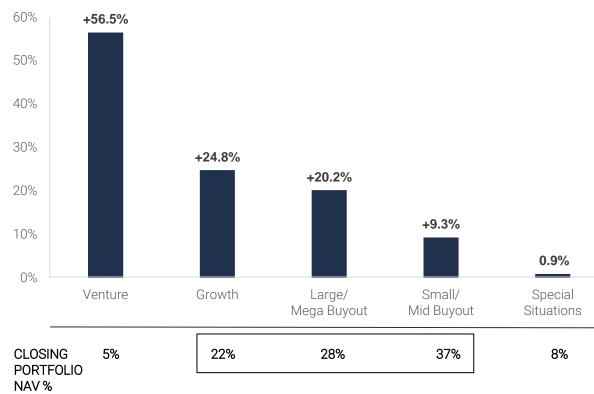
PIP's underlying portfolio performed strongly during the period

NAV per share progression analysis



- Strong valuation gains during the period which included successful IPOs in the USA and Europe.
- Impressive venture performance and robust returns from growth and buyouts.
- ▶ De-emphasised energy exposure (just 4% of the portfolio) continued to weigh on special situations.

Valuation movements by stage³



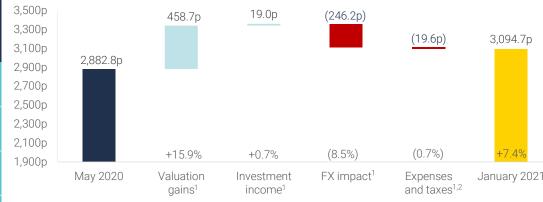
PIP's resilient portfolio delivered notable gains in six months to 30 November 2020

"Stated net of movements associated with the Asset Linked Note ("ALN") share of the reference portfolio. The 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. 2 Taxes relate to withholding taxes on investment distributions. 3 Portfolio returns include income, exclude gains and losses from foreign exchange movements, and look through feeders and funds-of-funds to the underlying funds. Portfolio returns and portfolio NAV exclude returns generated by the portion of the reference portfolio attributable to the ALN. Past performance is not PANTHEON | 6 indicative of future results. Future returns are not guaranteed and a loss of principal may occur.

Performance and investment activity so far in the second half of this financial year

Annualised performance as at 31 January 2021	1 yr	3 yrs	5 yrs	10 yrs	Since inception ³
NAV per share	11.8%	12.9%	12.5%	12.2%	11.6%
Ordinary share price	-3.1%	8.1%	13.7%	14.3%	11.1%
FTSE All-Share, TR	-7.5%	-0.5%	5.6%	5.5%	7.3%
MSCI World, TR (£)	13.5%	11.2%	15.4%	12.2%	8.3%
Share price relative per	rformance:				
vs FTSE All Share, TR	+4.4%	+8.6%	+8.1%	+8.8%	+3.8%
vs MSCI World, TR (£)	-16.6%	-3.1%	-1.7%	+2.1%	+2.8%

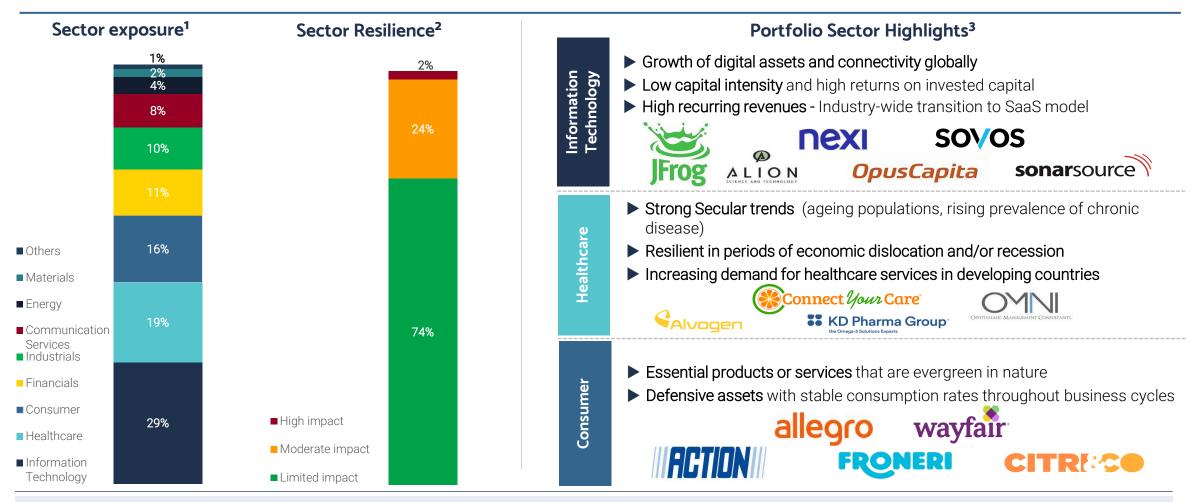




➤ Since 30 November 2020, PIP has made **10** new commitments amounting to **£28.7m**.

PIP's deal pipeline points to an active period for new commitments in the months ahead

PIP's focus on resilient and technology-focused businesses has underpinned strong performance

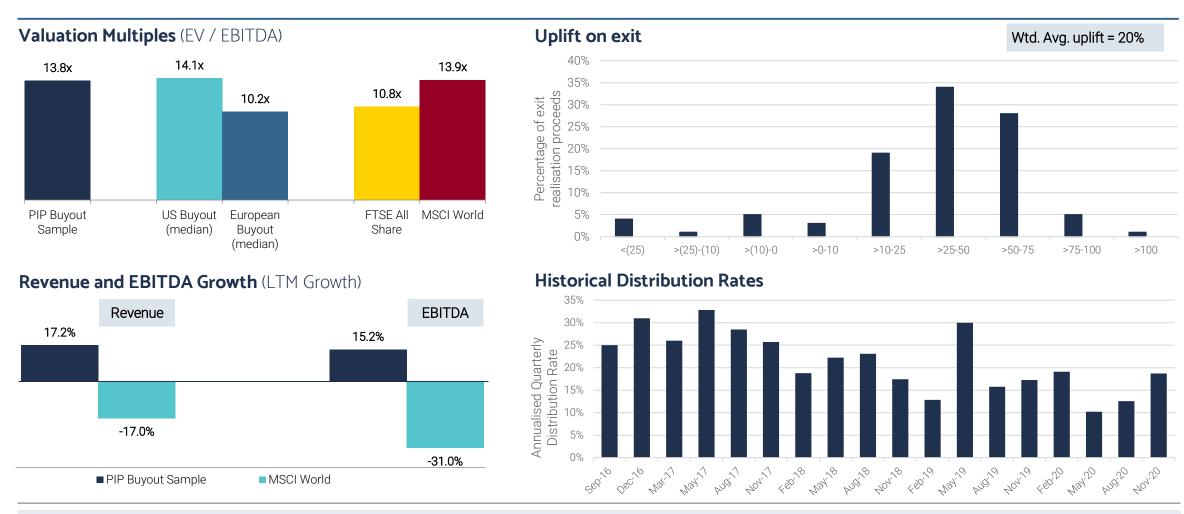


PIP offers access to many high growth sectors that are under-represented on public markets

Pantheon opinion. There is no guarantee that these trends will persist. ¹The company sector chart is based upon underlying company valuations adjusted for calls and distributions to 30 November 2020 and accounts for 100% of PIP's overall portfolio value. ²Based on an assessment of the impact of COVID-19 on sub-sectors within PIP's portfolio and is subject to change as market conditions evolve. ³These examples are shown for illustrative purposes only and are not necessarily representative of every investment completed by Pantheon. Please refer to slide 33 for full disclosures regarding case studies.

PANTHEON | 8 Past performance is not indicative of future results. Future performance is not quaranteed, and a loss of principal may occur.

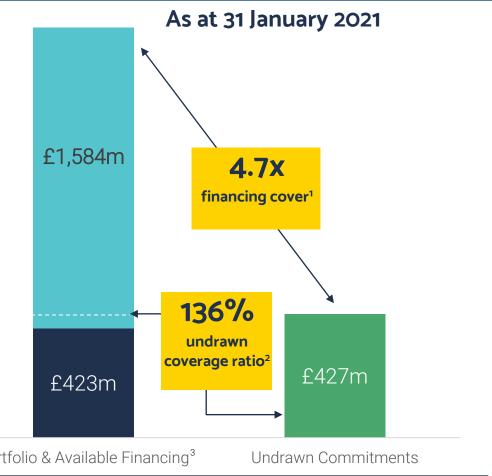
PIP's high growth portfolio is valued in line with public market comparables



Underlying companies exhibit stronger growth, and produce significant uplifts on exit

PIP's balance sheet is carefully managed with a conservative approach to cash management

- Healthy cash balances of £137m at 31 January 2021.
- £300m unused multi-currency facility amended to extend the term to May 2024. The amendment also facilitates an increase in commitments to £350m through additional facilities.
- Healthy coverage ratio gives assurance of PIP's ability to finance its undrawn commitments.



Portfolio & Available Financing³

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



Private equity market

The outlook for private equity is positive



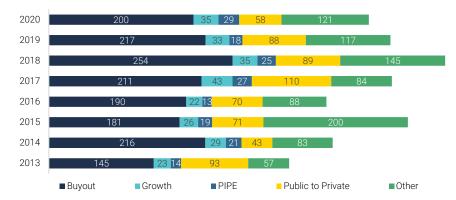


The global private equity market is expected to grow by 15.6% per year

Private equity market overview

Key market statistics

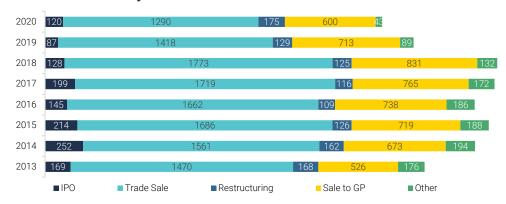
Global deal activity¹(\$ in bn)



Global PE fundraising¹



Global exit activity¹ (# of exits)



Entry EV / EBITDA²



¹Source: Preqin. Deal activity based on completed and announced deals globally from January 1, 2013 to December 31, 2020. 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, 2020. Excluding venture. Global fundraising based on all private equity funds to hold a PANTHEON 13 final close over \$100m between January 1, 2013 to December 31, 2020. ²Source: S&P M&A Stats, December 2020, multiple of EBITDA.

Sector disruptions

Business models adapted quickly to the onset of the COVID-19 pandemic



Information technology

Rapid digitalisation affecting all industry sectors; focus on process automation, collaboration tools, cybersecurity and big data analytics.



2

Healthcare

Long-term demographic shifts already driving investment; increased focus on health-tech, pharma innovation and specialty care.



3

Consumer

E-commerce, online marketplaces and services boomed; emphasis on recurring revenues, subscription models and new digital channels.



4

Financial services

Accelerated move away from cash to cards, digital payments and integrated fintech solutions.



Key themes of recent investments

High Organic Growth¹ Thesis Representative Deals ➤ Secular growth drivers ➤ Company leadership position/differentiated products CAPSTONE

► Mitigate valuation through

visible near-term growth

Deep GP Experience		
Thesis	Representative Deals	
Operational capabilityIndustry experience	ALION Verifone®	
Proven and differentiated ability to build value	excelsports M A N A G E M E N T	
	SOVOS	

Consolidation Platform		
Thesis Representative Deals		
▶ Buy down entry multiple▶ Cost/ revenue synergies▶ Build scale	Charles Taylor MRO VelvetCARE Cares about you	

Recession Resistant		
Thesis	Representative Deals	
➤ Stable demand/revenue drivers	Mankind >	
High level of recurring or contracted revenue	SECTIGO	
Ability to support leverage in a downturn	RENAISSANCE	

Pantheon opinion. ¹There is no guarantee revenue growth will continue. Examples above are provided for illustration purposes only. These examples of co-investments are not necessarily representative of every co-investment completed by PIP. Please refer to slide 33 for full disclosures regarding case studies.

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PIP has capitalised on Pantheon's differentiated deal flow

Co-investment, Consumer (2017)



- ▶ Poland's largest online marketplace, with over 20 million registered users, allowing businesses and individuals to sell their products to consumers.
- ▶ *Rationale:* Well-positioned to continue to benefit from the shift from offline to online shopping, which is underpenetrated relative to many other countries globally.
- ▶ Outcome: Listed on Warsaw Stock Exchange in October 2020, with market capitalisation of PLN44bn (EUR9.8bn). Largest European e-commerce IPO in history. PIP continues to be invested in the company.
- ▶ Proceeds received by PIP to date: £3.1m¹



Co-investment, Healthcare (2017)

- ▶ Leading European operator of nursing home facilities and home care services agencies for the elderly.
- ▶ Rationale: Consolidator in a fragmented market, acquiring small to medium sized nursing home operators in its core geographies.
- Dutcome: Having grown to more than 270 facilities in France, Belgium, Spain and Italy, was acquired by EQT Infrastructure and CDPQ Infrastructure in November 2020, generating a full exit for PIP.
- ▶ Proceeds received by PIP: £14.0m



Primary, Consumer (2018)



- Largest pure play e-commerce company addressing the \$300bn furniture and home goods market in the USA. The company also serves customers in Canada, the UK and Germany.
- ▶ Rationale: Significant opportunity as a result of the digital transformation of the sector; Wayfair has repositioned itself during 2020 to benefit from the rapid shift to online shopping and customers reprioritising their spending on home improvements instead of travel and entertainment.
- ▶ Outcome: In October 2020, PIP received a partial distribution in Wayfair. PIP continues to be invested in the company. DISTRIBUTIO
- ▶ Proceeds received by PIP to date: £1.6m

SOVOS *Hq

Co-investment, Information technology (2020)

- ► Global provider of end-to-end tax compliance enterprise software solutions for more than 4,500 large enterprise customers, of which c.50% are Fortune 500 companies.
- ► Rationale: Opportunity to expand into new product offerings and geographies through acquisitions. Organic growth driven by secular tailwinds associated with increasingly complex tax compliance requirements that vary from country to country.



The role of private equity through the crisis and in raising ESG standards

Pantheon: Investing responsibly today for a sustainable tomorrow

- A signatory to UNPRI for more than 13 years: Awarded A+ for private equity in 2020.
- ► ESG¹ valuation is an integral part of the entire investment process from start to exit.
- RepRisk fully integrated into Pantheon's due diligence and monitoring processes since 2017.
- Use position on over 470° fund advisory boards worldwide to promote high ESG standards and advocate D&I° initiatives.











Our portfolio companies: Supporting communities through the COVID-19 pandemic



Provided software to NHS radiologists free of charge.



Offered families free access to online portal to connect with loved ones in care.



Conducting clinical trials with an existing therapeutic treatment as a potential candidate to alleviate COVID-19 symptoms.



Donated 10,000 beds to medical facilities in NYC at onset of pandemic. Launched programme to facilitate nationwide bed donations in the USA.



>20,000 BlaBlaCar users volunteered to help elderly and other vulnerable individuals under lockdown with their grocery shopping.



Provided free tax assessment services to individuals who lost their jobs or were put on furlough.



With the Israeli government, played a key role in the rapid deployment of affordable COVID-19 test centres.



Created a COVID-19 interactive tool that captures key metrics to indicate when different areas can begin safely easing stay-at-home restrictions.



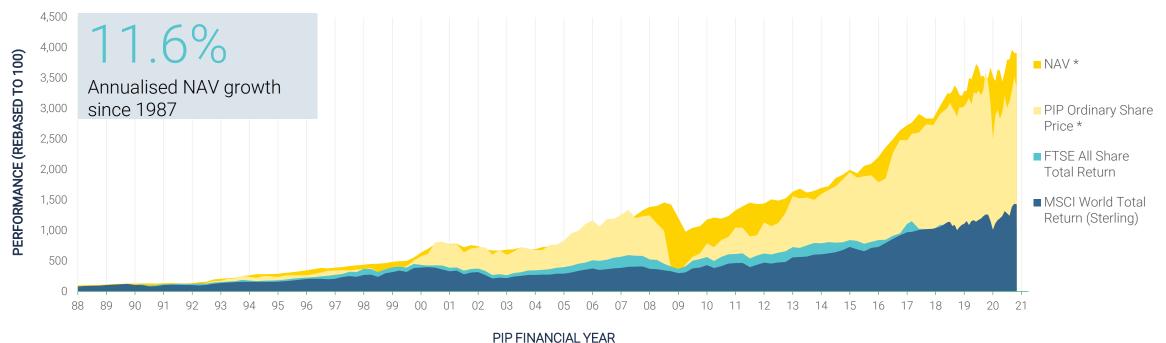
Launched new diversity and inclusion initiatives in September 2020, focusing on scholarship and mentorship programmes.

PIP: Making the private, public

- ▶ PIP invests directly into private equity managers' funds and directly into companies through co-investments, and can respond actively to changing market conditions and investment opportunities.
- Attractively diversified portfolio (geography, stage, sector, vintage, manager), with vast majority weighted towards more resilient sectors.
- Strong, conservatively managed balance sheet and ability to meet undrawn commitments comfortably.
- Comprehensive and long-established approach to ESG.
- Truly independent Board which holds Pantheon, the Manager, to account.

In its more than 30 year history PIP has been through multiple cycles

Conclusion



The Company's issued share capital consisted of 54,089,447 ordinary shares as at 31 January 2021

Long-term outperformance Balanced & diversified portfolio

Cost-effective and liquid

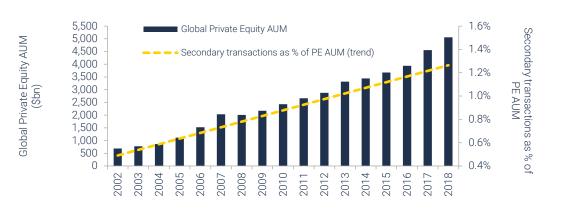
Responsible investment

^{*}As at 31 January 2021. Includes the effect of dividends, capital repayments and warrants. NAV figure based upon adjusted NAV per share where applicable. Past performance is not a guarantee of future results.

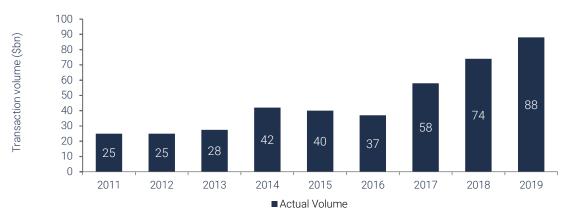
Appendix

The secondary market: a growing opportunity

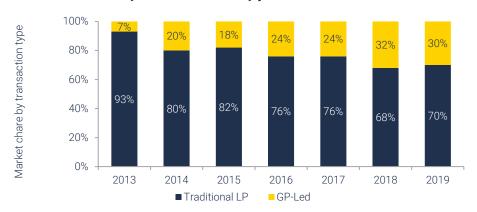
Secondary market turnover is rising¹



Secondaries transaction volume²



Market share by transaction type²





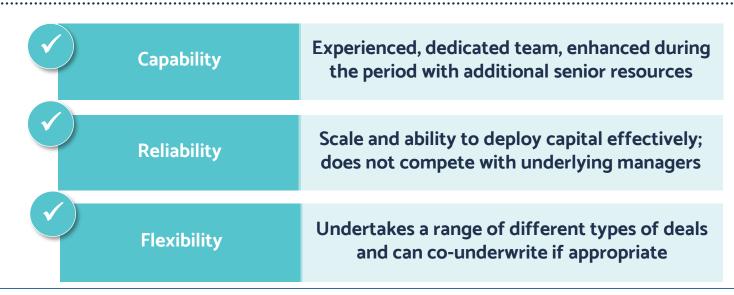
Sources: Pregin private capital market data to Q4 2018 as of February 2019. PE AUM defined as unrealised value plus uncalled capital held by private equity funds at the calendar year end; Greenhill Cogent – Secondary Market Trends and Outlook, January 2019. Secondary PE Market volume: - 2002: \$1.9bn, 2003: \$5.0bn, 2004: \$7.0bn, 2005: \$6.7bn, 2006: \$10.0bn, 2007: \$18.0bn, 2009: \$10.0bn, 2010: \$22.5bn, 2011: \$25.0bn, 2012: \$25.0bn, 2013: \$27.5bn, 2014: \$42.0bn, 2015: \$40.0bn, 2015: \$40.0bn, 2016: \$37.0bn, 2018: \$74bn. \$25.0bn, 2018: \$74bn. \$25.0bn. \$25.0bn. \$25.0bn. \$25.0bn. \$25.0bn. \$25.0

Our co-investment approach

- Partner with high quality GPs who demonstrate a differentiated and proven edge in their market
- Exposure to multiple paths for generating strong returns

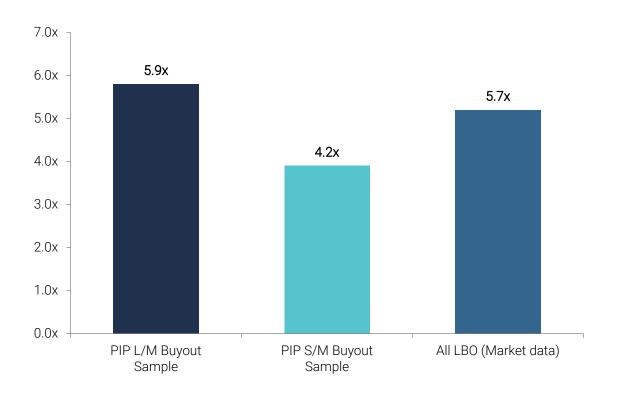


- Pantheon sources attractive co-investment deal flow for PIP
- PIP benefits from a diversified direct portfolio of attractive companies



PIP's underlying portfolio company debt is actively managed

Buyout Debt Multiples (Debt / EBITDA)



Mid-market debt trends



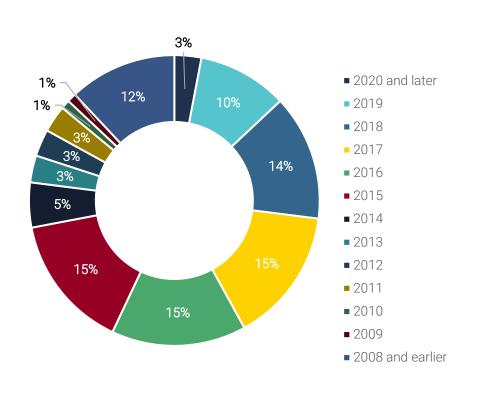
We seek to invest in managers with a disciplined approach to leverage

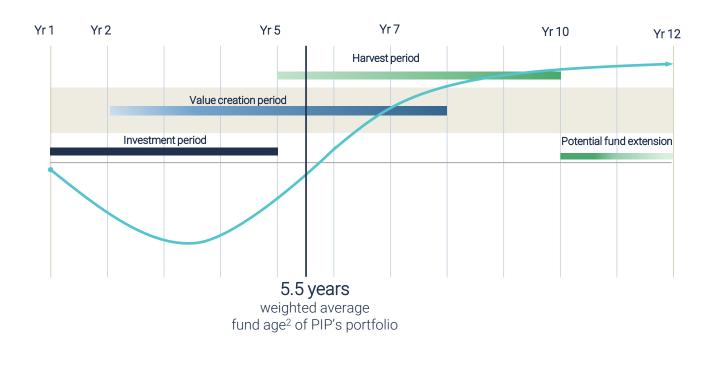
PIP investment approach has served us well through COVID-19

- Portfolio steered towards more resilient sectors such as IT, healthcare and consumer companies with durable demand.
- Investment tilted to 'overweight' mid-market and growth:
 - Lower entry multiples relative to large/mega buyouts;
 - Typically higher growth rates than larger businesses;
 - More levers to pull to help businesses to grow;
 - Extensive opportunity set and more routes to exit.
- Even tighter filter of new investment opportunities:
 - Pantheon deal teams' 'base-case' scenarios reflect more conservative hair-cutting of underlying managers' projections;
 - Stressed downside cases reflect assumptions that are either in line or worse than market conditions seen in the GFC.
- Prudent management of PIP's balance sheet with conservative approach to undrawn commitments.

PIP manages maturity profile to provide liquidity and to generate cash

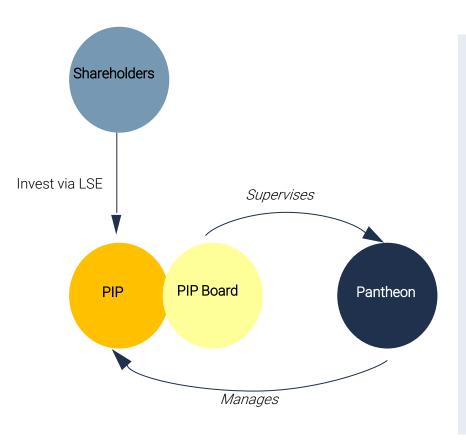
Fund Vintage¹





Actively managed maturity profile enables PIP to invest through the cycle

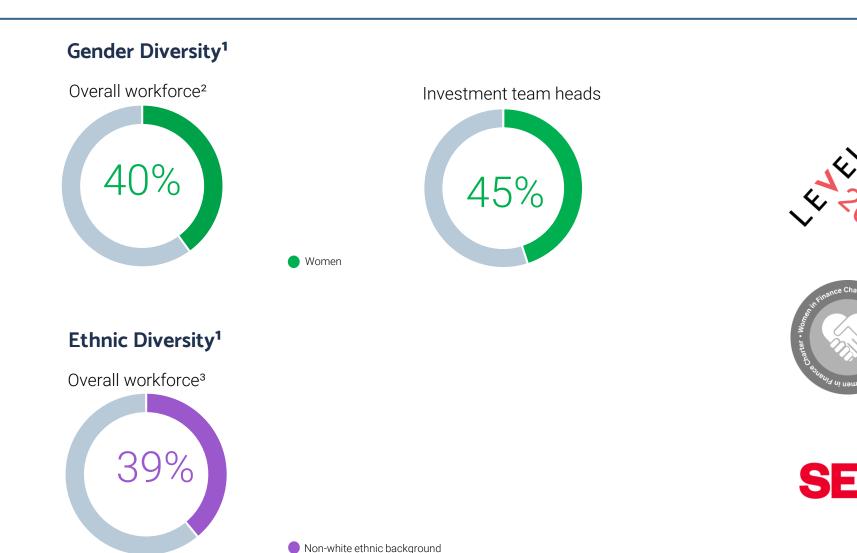
PIP is committed to the highest standards of corporate governance



- ► The Board has extensive experience in private equity, corporate finance, macroeconomics, government, law, accountancy, media and marketing:
 - Oversees the performance of Pantheon and monitors PIP's investment strategy;
 - Ensures no conflicts of interest: None of Pantheon's team are Board members;
 - Agrees annual targets with Pantheon for the volume and mix of new investments;
 - Safeguards shareholders' interests;
 - ▶ The Board continues to explore ways to reduce the share price discount to NAV.
- ▶ Ian Barby retired from the Board upon conclusion of the 2020 AGM.
- Following the 2020 AGM, three out of seven Directors are female.
- Strong alignment of interests: all Directors own PIP shares.

Independent and experienced Board ensures that strategy puts shareholders first

Championing diversity: A workforce that reflects the people we serve



¹The response rate for Pantheon's voluntary survey in December 2019 – January 2020 was 68%.





² c.1% prefer not to say.

³ c. 3% prefer not to say.

PIP has continued to invest through the COVID-19 pandemic

▶ In the half year to 30 November 2020, PIP made six new investments, amounting to £14.6m in new commitments:

▶ 4 Co-investments: £8.6m

▶ 1 Secondary: £4.7m

▶ 1 Primary: £1.3m

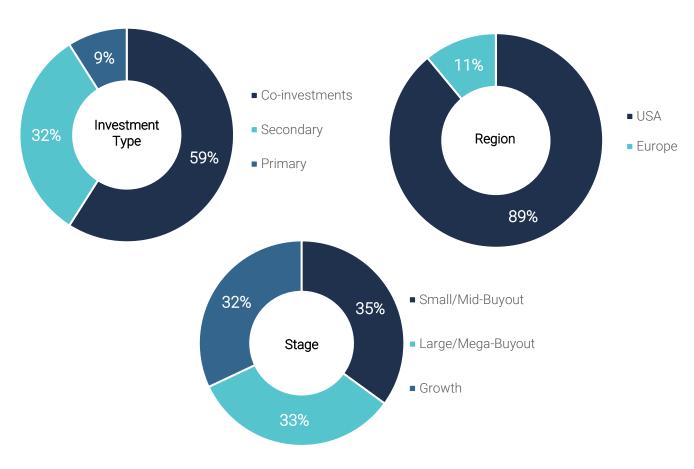
► Since 30 November 2020 PIP has made 10 new commitments amounting to £28.7m¹:

6 co-investments: £12.4m

3 secondaries: £14.8m

1 primary: £1.5m

New Commitments as at 30 November 2020



Key information

Ordinary shares	
Trading symbol	PIN
Bloomberg	PIN:LN
Exchange	London Stock Exchange, MAINMARKET
SEDOL	0414850
ISIN	GB0004148507
Market Cap ¹	£1.3bn
Net Asset Value per share ¹	3,094.7p
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	<u>www.piplc.com</u>
Contact	Vicki Bradley, Investor Relations Telephone: 020 3356 1725 / Email: vicki.bradley@pantheon.com

¹As at 31 January 2021.

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You should note that PIP invests in private equity funds and unquoted companies which are less readily marketable than quoted securities and may take a long time to realise. In addition, such investments may carry a higher degree of risk than investments in quoted securities. PIP may be adversely affected by these risks notwithstanding the level of diversification which PIP seeks to achieve in relation to its investment portfolio. In addition, most of PIP's investments are in funds whose principal investment focus is outside the UK. Movements in exchange rates between sterling and other currencies therefore affects the value of PIP's investments. Losses may be multiplied since PIP invests in a range of private equity strategies including buyouts that commonly use gearing. PIP's investment valuation method is reliant on financial information provided by underlying funds and companies into which it invests. Valuation methods used by those funds and commanies may be inconsistent. At any given time, PIP typically has outstanding, unpaid commitments to private equity funds w

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Disclosures - case studies

Disclosures 1

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