### **EURAZEO**

### **Investor Presentation**

March 2022

### A LEADING PLAYER IN THE ALTERNATIVE SPACE

### €31bn Assets Under Management (AUM)

as of December 31, 2021

### Unique model

**€22bn** from **Limited Partners Strong balance sheet: c.€9bn NAV** 

### 3 asset classes

Private Equity, Private Debt, Real Assets >20 years strong track record in private capital markets

# **Diversified investment strategies**

Complementary strategies covering a broad **spectrum of private markets** 

### 11 countries

Local-to-local network across 3 continents

### Best-in-class on ESG

Recognized by **all major rating agencies** 

### Mid-market focus

Investing in a **fast-growing** market across **Europe** and **North America** 

# **Listed on Paris Stock Exchange**

Access to **superior PE return** with a **liquid stock** 

Rising dividend



### DIVERSIFIED MULTI-SPECIALIST IN PRIVATE MARKETS

### VENTURE & ACCELERATION

30%1

- \_ Digital & Smart City
- Growth
- Brands
- Healthcare & Biotech

#### **Private Equity**

**BUYOUT** 

31%1

- \_ Mid-large buyout\_ Small-mid buyout
- Dedicated Funds and Mandates & Secondary Fund

PRIVATE PRIVATE DEBT

13%1

Direct LendingAsset-based Finance

21%1

REAL ASSETS

5%1

- \_ Real Estate
  - Infrastructure

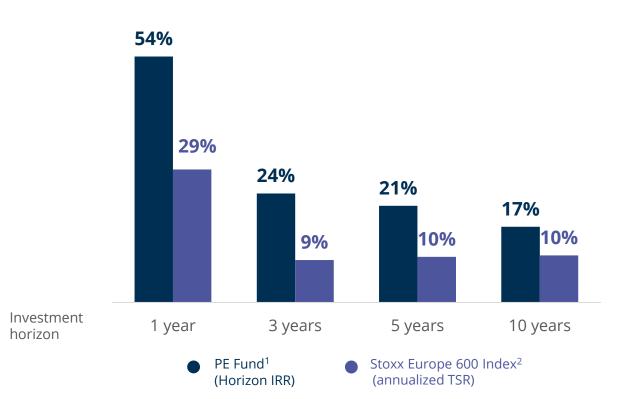
1 % of AUM, excluding cash and the Asset Management activity



### STRUCTURAL POSITIVE GROWTH TRENDS

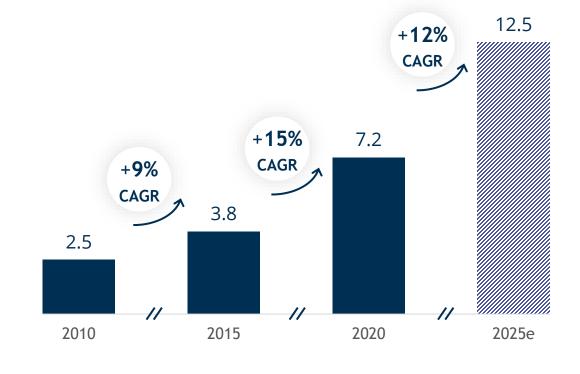
### **Superior returns of PE** vs listed market in Europe

(as of end June 2021)



### **Expected 12% Private Markets AUM CAGR through 2025e**<sup>3</sup>

(\$ trillions)





# THE LINK BETWEEN COMPANIES LOOKING FOR PRIVATE CAPITAL AND INVESTORS SEEKING YIELD





### **OUR ESG LEADERSHIP**

#### **CLIMATE**

reach carbon net neutrality by 2040 SBTi trajectory validated



**INCLUSION** 

promote a more inclusive economy

### Listed on Top 5 ESG families

Since 2017



Since 2017



Since 2017



*Since 2016* 



Since 2014



### Strengthening our commitments in 2021

- **SBTi** trajectory approved
- 83% of our funds classified as Article 8 or Article 9 according to SFDR1
- "Low risk" rating by Sustainanalytics (Top 3% under "Asset management and Custody Services")
- **ESG criteria** included in **compensation** of Partners Committee
- Eurazeo's endowment fund

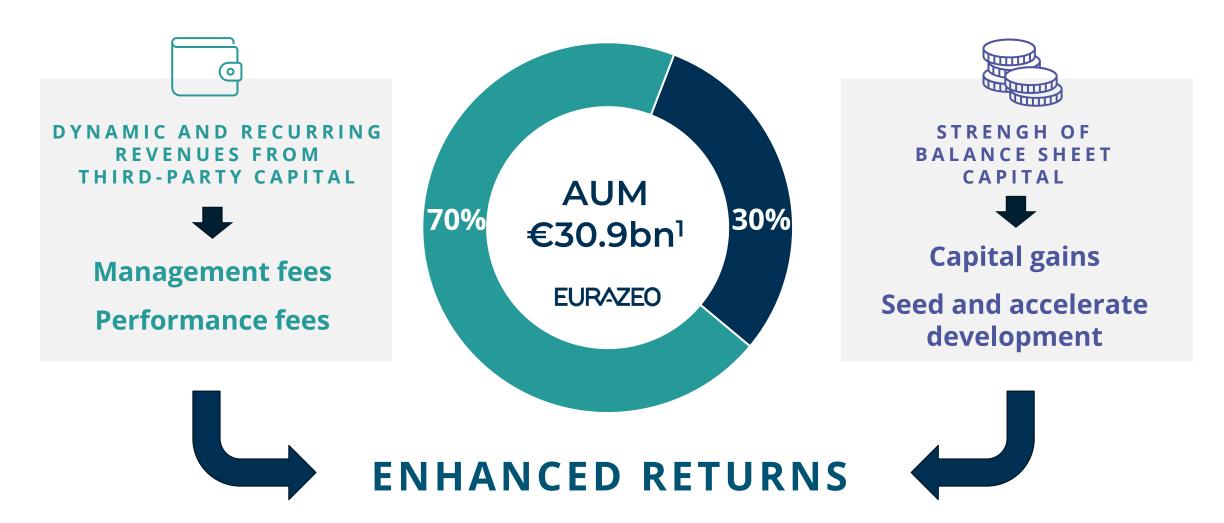


# Agenda

- 1 OUR BUSINESS MODEL
- 2 OUR GROWING ASSET MANAGEMENT ACTIVITY
- CREATING VALUE IN OUR INVESTMENTS
- STRONG GROUP
  PERFORMANCE IN 2021
- 5 OUTLOOK

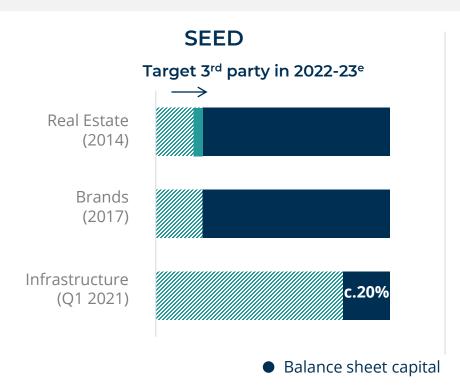
### 01. OUR BUSINESS MODEL

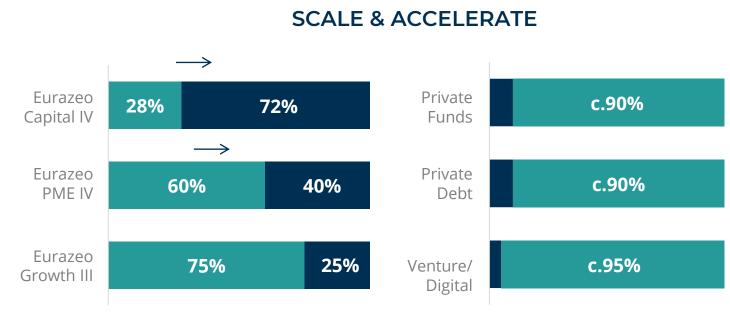
# OUR MODEL OFFERS <u>ENHANCED</u> RETURNS TO OUR SHAREHOLDERS





### OPTIMIZED BALANCE SHEET ALLOCATION MODEL





3rd party capital expected to be raised shortly

- \_ Seed **new strategies**
- Create track record to raise 3<sup>rd</sup> party capital
- Accelerate Group development

- Benefit from **value creation** for the balance sheet
- Leveraging track record and team to attract 3rd party capital

• 3<sup>rd</sup> party capital

 Recurring revenues from management fees and share of performance fees

- **Limited investment** for Eurazeo
- **Accelerate growth** of fee-oriented strategies
- **Create value** in the General Partner



### A ROBUST FINANCIAL STRUCTURE AT OUR CORE



NET CASH position<sup>1</sup>

€550 m

REVOLVING credit facility

€1.5 bn

DRY powder

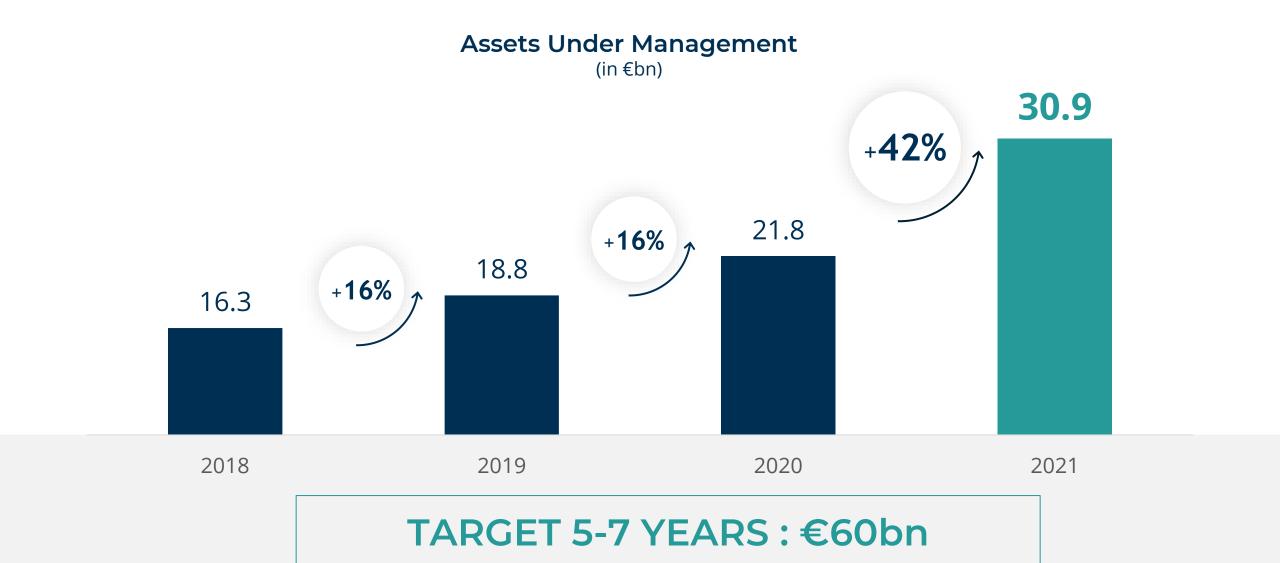
€4.7 bn

# OUR GROWING ASSET 02. MANAGEMENT ACTIVITY

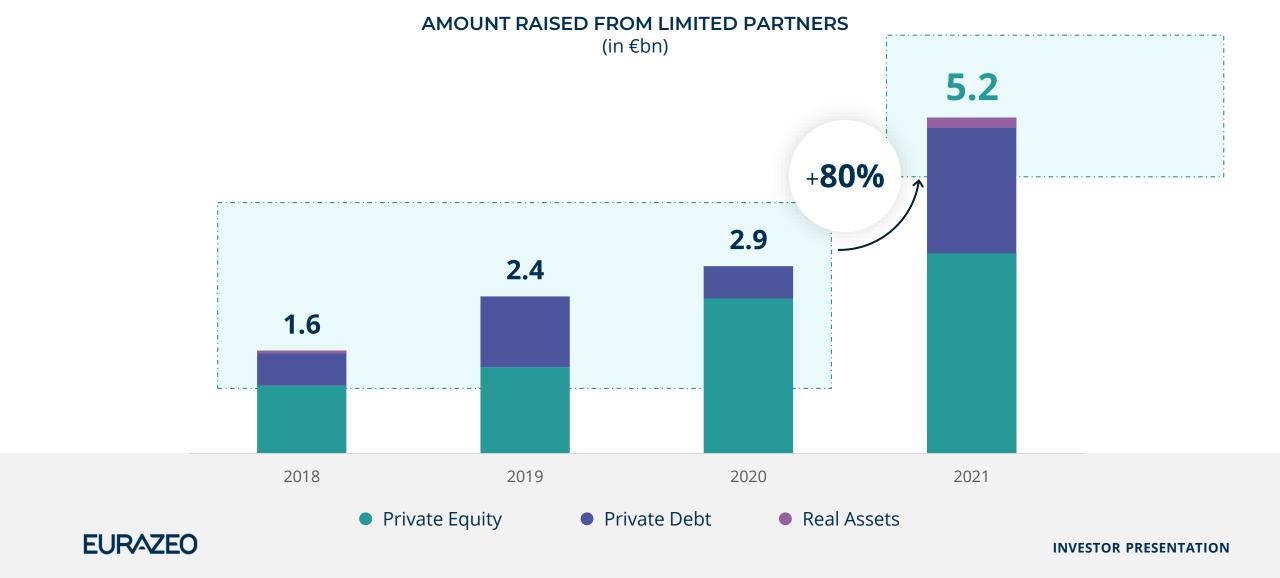
INVESTOR PRESENTATION

### FAST GROWING ASSETS UNDER MANAGEMENT

**EURAZEO** 

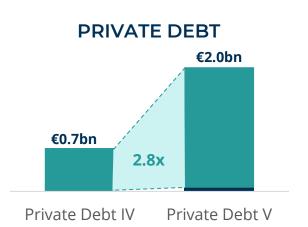


## STRONGER FUNDRAISING INFLOWS INCREASED COMMERCIAL STRENGTH AND ENRICHED PRODUCT LINES



### **SCALING-UP OUR FUNDS**



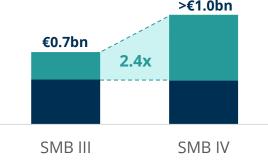


# 1.6x Secondaries III Secondaries IV SMALL-MID BUYOUT >€1.0bn

**SECONDARIES** 

€0.6bn

€1.0bn

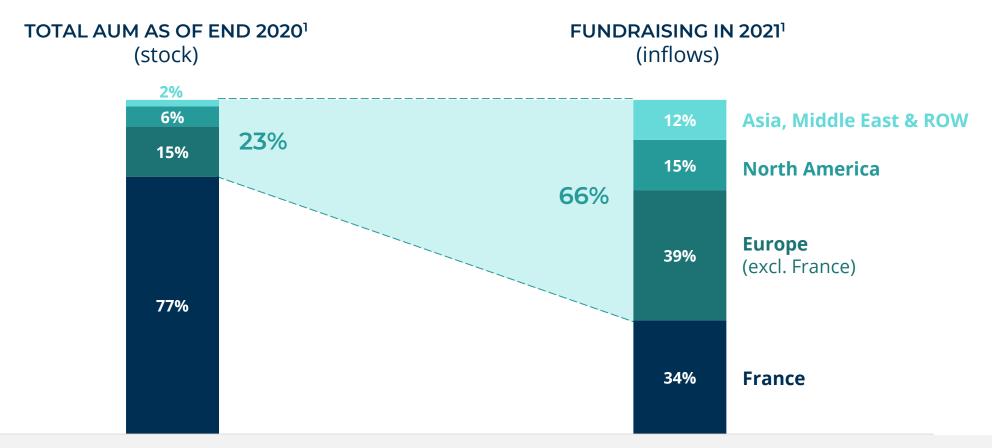


• Balance sheet commitments • 3<sup>rd</sup> party capital commitments

# How do we scale-up?

- Strong and consistent investment performance and track-record
- Building on recognized expertise
- Internationalizationof our teams in Asia,Europe and the United States
- Deal flow growth

### AN INCREASINGLY INTERNATIONAL INVESTOR BASE



Total AUM as of end 2020 (stock)

Fundraising in 2021 (inflows)



# EXTENDING OUR LEADERSHIP IN THE PROMISING WEALTH MANAGEMENT SEGMENT

# LEADERSHIP

\_ **20 years** in the market

\_ A dedicated team

Giving individual investors access to the same funds as institutional investors through tailored products





**TOTAL AUM** 

€2.5bn

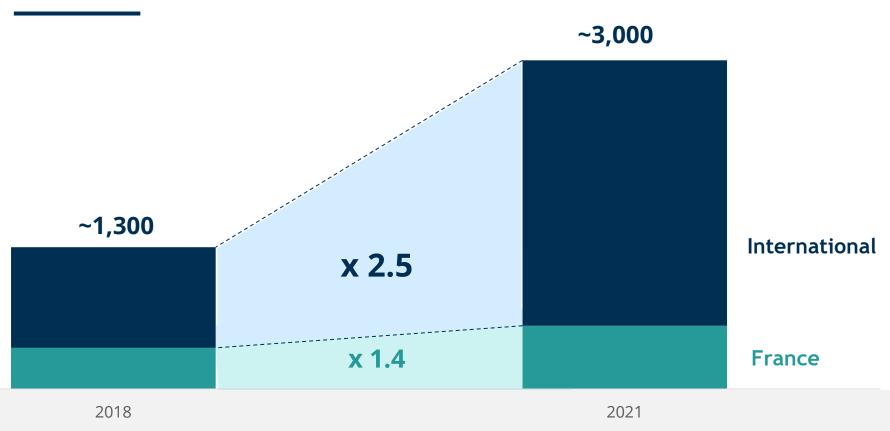
**EURAZEO** 

**INVESTOR PRESENTATION** 

# O3. OUR INVESTMENTS

# DETECTING: FOCUS ON MOST PROMISING OPPORTUNITIES THANKS TO LARGE DEALFLOW

#### Strong increase in number of Investment opportunities



Deal flow perimeter: Mid-large buyout, Small-mid buyout, Brands, Growth, Real Estate



### DEPLOYING CAPITAL IN ATTRACTIVE SECTORS

#### Private Equity¹: €4.6bn







#### Private Debt¹: €1.7bn



#### Real Assets¹: €0.2bn



### Strategic investment





Selected examples
 Investments in 2022

# DEVELOPING: ACTIVELY TRANSFORMING OUR PORTFOLIO COMPANIES

- Strategic review
- Develop build-ups and create an eco-system platforms
- \_ **Top line** increase and business development
- Operational leverage
- \_ ESG road map
- Eurazeo support in key functions: build-up, digital, international development, financing, HR...

#### International development

Establish strategic partnership





Cross border M&A







Developing in new geographies

in China



in Brazil





### **CREATING VALUE: ESG IS KEY IN ALL PHASES OF** THE INVESTMENT PROCESS

Dealflow

2 Due diligence 3

### Investment period

Exit

(portfolio companies level)

- Exclusion list<sup>1</sup> Fossil energy generation Nuclear energy and associated services Chemical pesticides Fisheries Palm oil Animal testing Weapons Narcotics Tobacco Alcoholic beverages Gambling GMOs Pornography
- 1. Exhaustive list detailed in Eurazeo's Exclusion Policy, available on Eurazeo's website.

- ESG assessment on risks and opportunities at all investment committees
- Including assessments on climate risk exposure (physical and transition) and alignment with **EU taxonomy**

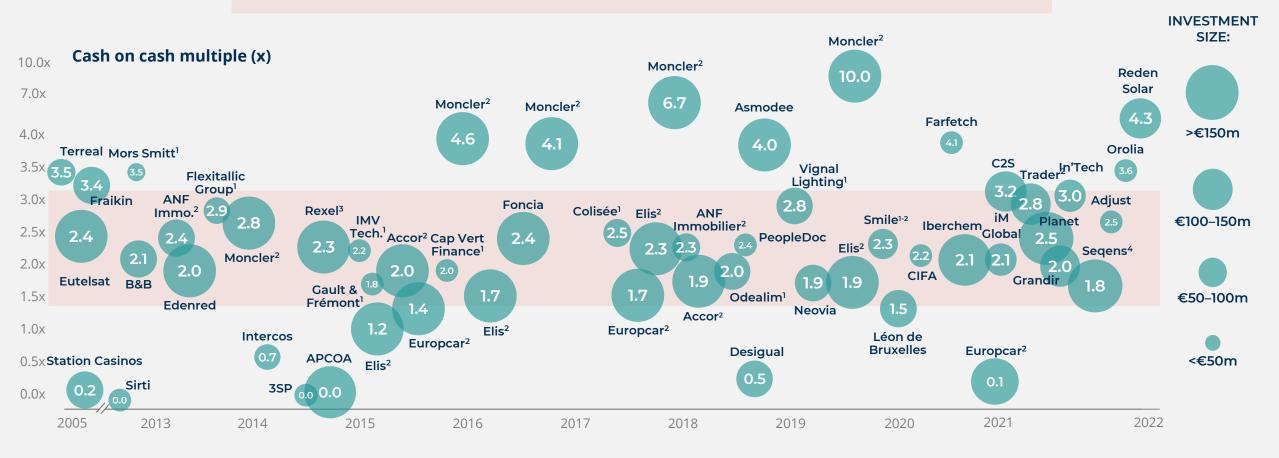
- Financing and legal ESG clauses
- Progress with implementation of "O+ Essentials"
- Measure by ESG audit
- Report ESG indicators on an annual basis

- Provide ESG data for buyers to assess investment opportunities



# OPTIMIZED EXITS: STRONG AND CONSISTENT TRACK RECORD

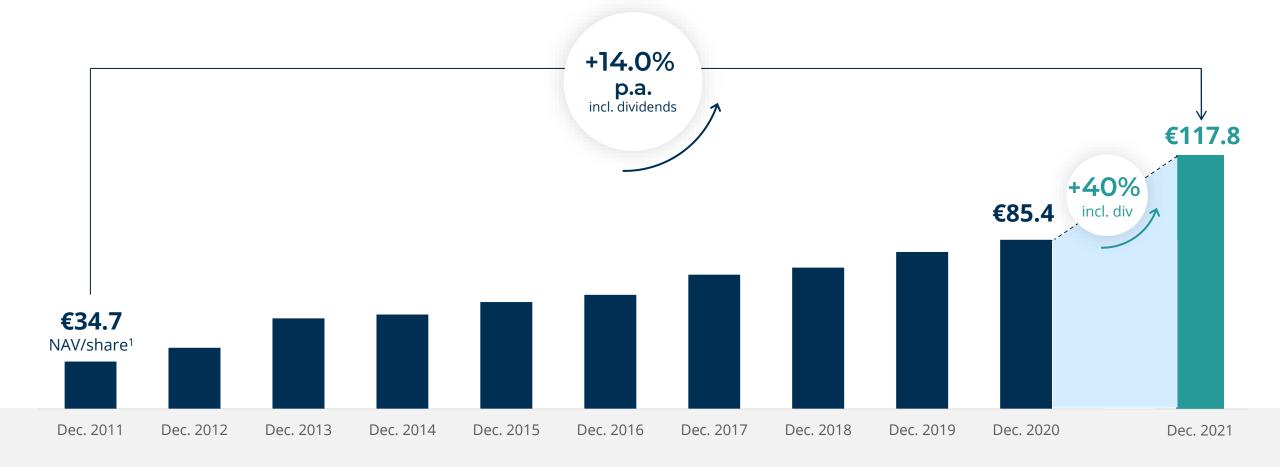
Stable average long term performance : c.2x CoC over the last 20 years
 Consistent returns : c.60% exits between 1.5x-3.0x CoC





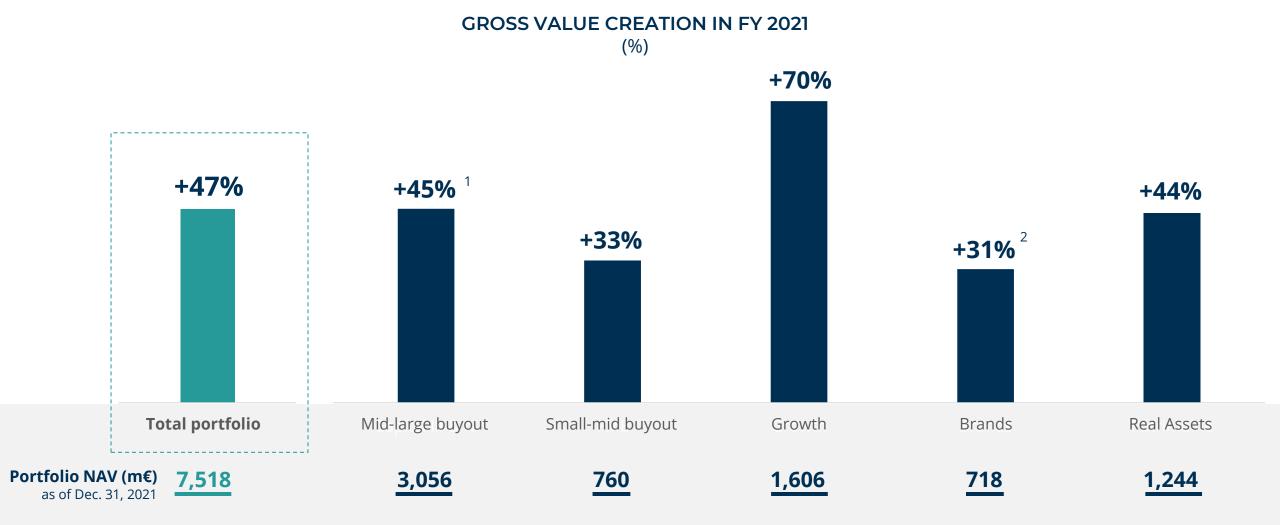
### STRONG GROUP 04. PERFORMANCE IN 2021

### NET ASSET VALUE PER SHARE = €117.8





### CONSISTENT VALUE CREATION ACROSS OUR PORTFOLIO 26

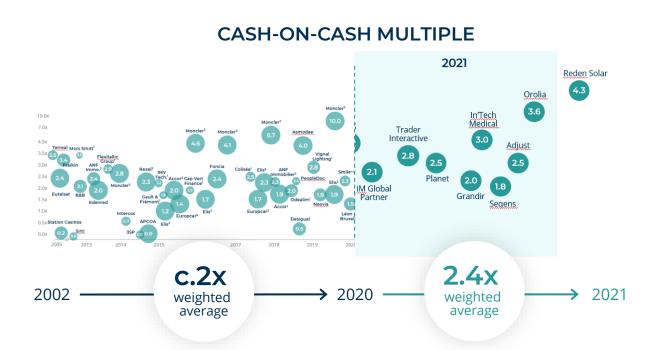




### PRUDENT PORTFOLIO VALUATION

TRACK-RECORD of value creation

**EFFECTIVE** value upside at exit



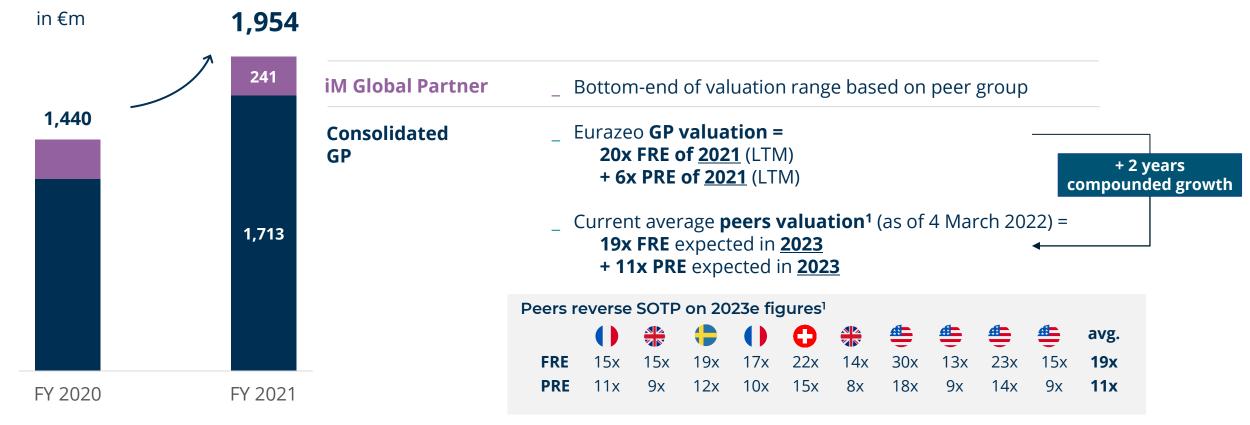
- >> A cautious valuation of the more volatile assets
- >> Diversified high-quality portfolio across attractive sectors
- >> Very limited exposure to Russia and Ukraine
- >>> Several exits already signed

#### **ASSET MANAGEMENT VALUATION**

RECURRING & PREDICTABLE management fees

STRONG GROWTH, among best-in-class

**INCREASING** diversification



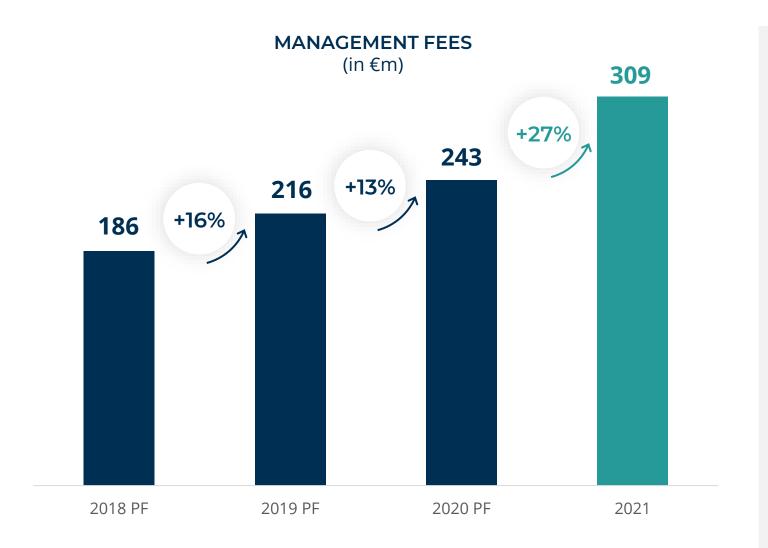


### RECORD HIGH NET RESULT (IFRS STANDARD)

In €m	FY 2019 PF	FY 2020 PF	FY 2021
A. Contribution of the Asset Management Activity	124.5	121.5	250.2
B. Contribution of the Investment Activity	100.7	196.7	1,858.4
C. Contribution of portfolio companies net of finance costs	172.0	-42.3	185,8
excluding Travel & Leisure	137.0	<i>58.6</i>	273,4
Amortization of contracts and other assets relating to goodwill allocation	-183.1	-173.0	-174.7
Income tax expense	-5.5	-11.9	-106.7
Non-recurring items	-89.4	-170,4	-121.8
Consolidated net income/(loss)	119.2	-79.4	1,891.2
Attributable to owners of the Company	102.9	35.8	1,576.4
Attributable to non-controlling interests	16.3	-115.2	314.8



### **ASSET MANAGEMENT: FAST REVENUE EXPANSION**



GROWTH in 3<sup>rd</sup> party fees (+38%)

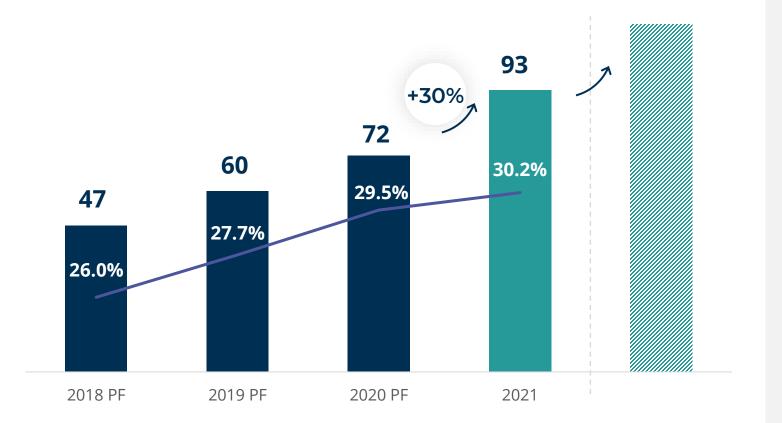
- >>> Fundraising inflows in 2020 and 2021: **€5.2bn** raised in 2021
- AUM growth: +42% at €31bn
- >>> Stable blended fee rate



### **ASSET MANAGEMENT: STRONG FRE GROWTH**

#### **FEE RELATED EARNINGS**

(FRE, before finance costs & others, €m)



FY 2021

#### development

- Margin expansion despite significant investment for development
- >> Medium-term uplift in FRE margin confirmed (35-40%)
- Potentially temporarily impacted by exceptional development costs



### CREATING SIGNIFICANT VALUE THROUGH EXITS

#### **GROSS CASH-ON-CASH MULTIPLE (CoC)**

upon announcement dates



Benefiting from favourable market conditions

- Total exits amount to €5.1bn ow €2.7bn on balance sheet



### STRONG GROWTH OF PORTFOLIO COMPANIES

#### Contribution of consolidated portfolio companies<sup>1</sup>

(Growth companies not included)





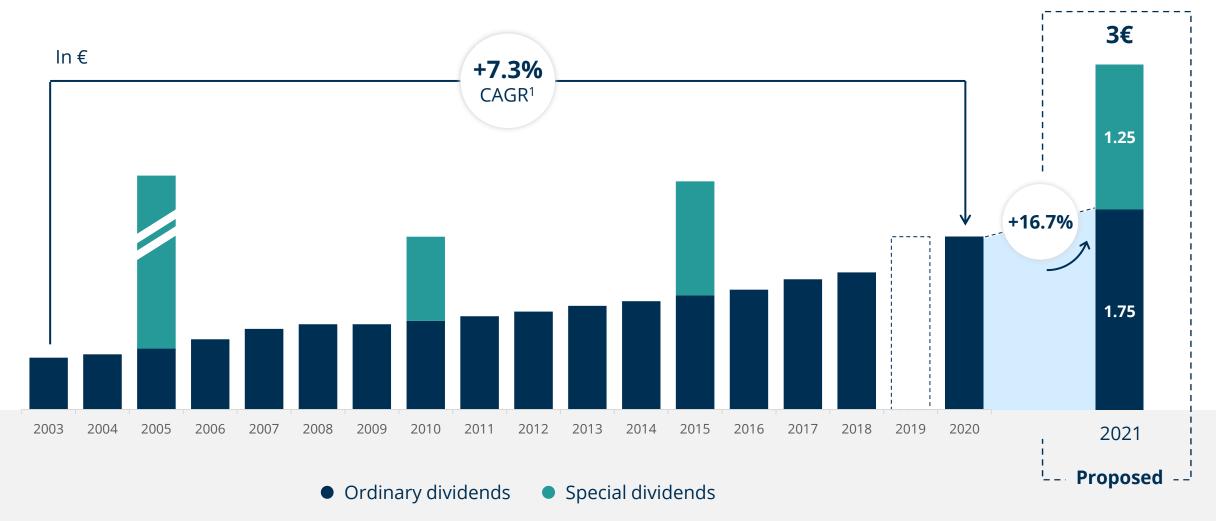
### **Growth companies**

(not consolidated)

AVERAGE
REVENUE
GROWTH
+52%
for FY 21



# INCREASED DIVIDEND SUPPORTED BY RECORD RESULTS AND GROWTH IN RECURRING REVENUES





### 05. OUTLOOK

### **CONCLUSION**



#### **Very solid foundations**

ESG, diversification, key sectors, internationalization, balance sheet

#### **Strong AUM growth trajectory**

and medium-term upside on FRE margin

**Conservative NAV on portfolio and Asset Management** 

Monitoring closely impact of international situation on portfolio and fundraising

**INVESTOR PRESENTATION** 

# **UPGRADING OUR GROWTH OUTLOOK**

	New outlook
AUM growth	Reaching €60bn by 2026-28e
FRE margin	<b>35-40%</b> medium term Continued investment in people in 2022
IMPACT funds	Increasing AUM under SFDR article 8 and 9
Exits	2022e: in line with historical average 2023e: strong asset rotation expected



# **APPENDICES**

# **ASSETS UNDER MANAGEMENT**

In €m	31/12/2020			31/12/2021			Change (%)
	NAV	3 <sup>rd</sup> party AUM	Total AUM	NAV	3 <sup>rd</sup> party AUM	Total AUM	vs. 31/12/2020
Private Equity, Eurazeo	4,536	8,465	13,001	6,192	12,677	18,869	45%
Mid-large buyout	2,523	1,226	3,749	3,056	1,818	4,874	30%
Small-mid buyout	570	470	1,040	760	1,110	1,870	80%
Growth	1,000	845	1,845	1,606	2,596	4,203	126%
Brands	425	-	425	718	-	718	69%
Healthcare	-	415	415	-	413	413	n.s.
Venture	18	2,472	2,490	47	3,086	3,133	26%
Private Funds	-	3,038	3,038	5	3,654	3,659	20%
Private Debt	21	4,308	4,329	83	5,886	5,968	38%
Real Assets, Eurazeo	1,020	51	1,071	1,244	221	1,464	37%
Rhône (30%)	-	1,839	1,839	-	2,097	2,097	14%
MCH Private Equity (25%)	-	220	220	-	280	280	27%
Kurma (100%)	-	132	132	-	383	383	190%
Total Portfolio	5,577	15,015	20,592	7,518	21,543	29,061	41%
Asset Management <sup>1</sup>	1,440	-	1,440	1,954	-	1,954	36%
Net cash and other items <sup>2</sup>	-271	-	-271	-143	-	-143	n.s.
Total	6,746	15,015	21,760	9,329	21,543	30,872	42%



<sup>1.</sup> Equity value for Eurazeo Group, Rhône, MCH, IMG and Eurazeo's GP fund management activities.

<sup>2.</sup> Including Eurazeo's commitment as LP outside the Group

# CONTRIBUTION OF THE ASSET MANAGEMENT ACTIVITY

In €m	FY 2020 PF	FY 2021	% 
Management fees	242.5	308.6	+27%
_ From 3 <sup>rd</sup> party limited partners	162.6	223.8	+38%
_ From calculated Eurazeo Investment Activity	80.0	84.7	+6%
Operating expenses <sup>1</sup>	171.0	215.4	+26%
Fee Related Earnings (FRE), before finance costs & others	71.5	93.2	+30%
Performance fees, realized (PRE)	50.3	161.9	+222%
_ From investment partners	2.5	29.6	x 12
_ From calculated Eurazeo Investment Activity	47.8	132.2	x 2.8
Finance costs and other income	-0.4	-4.8	
Contribution of the Asset Management Activity	121.5	250.2	+106%
ow minority share (mainly iM Global Partner)	3.3	8.7	



# INVESTMENT ACTIVITY: RECORD HIGH LEVEL OF CAPITAL GAINS AS A RESULT OF EXITS

In €m	FY 2019 PF	FY 2020 PF	FY 2021		
Net capital gains or loss & other revenue <sup>1</sup>	411	586	2,024	<b>&gt;&gt;</b>	<ul><li>Net of capital gains from exits</li><li>Change in fair value of Growth companies</li></ul>
Impairments	-195	-256	-18		
Others <sup>2</sup>	-115	-133	-148	>>	Incl. cost of managing the balance sheet (calculated management)
Contribution of the Investment Activity	101	197	1,858		

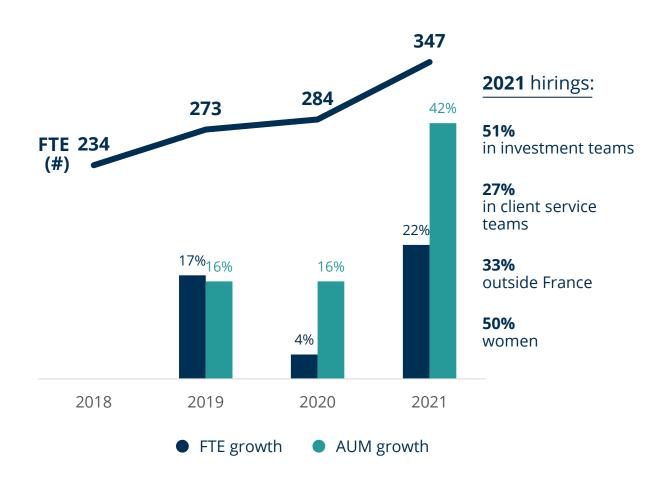


<sup>.</sup> incl. change in fair value of Growth portfolio companies passed through the P&L

<sup>2.</sup> incl. calculated fees paid to the Asset Management activity, investment-related costs and strategic steering costs

# PEOPLE ARE OUR KEY ASSET

# BUILDING OUR TEAMS FOR SUSTAINED VALUE CREATION



# expanding and strengthening our international expertise in 2021

#### **United Kingdom**

 Building multiple expertises (Buyout, Growth, Real Estate, Venture) and a fundraising team

#### **Continental Europe**

Expanding investment expertise in Europe: Buyout (Milan),
 Growth (Berlin)

#### **North America**

- Reinforcing our fundraising team to address this very deep LP market
- Senior investment professional in Large Buyout

#### **Asia**

- \_ Accessing key limited partners in Asia through local offices
- \_ Strengthening our Singapore and Seoul offices

# STRONG FUNDRAISING PIPELINE IN 2022

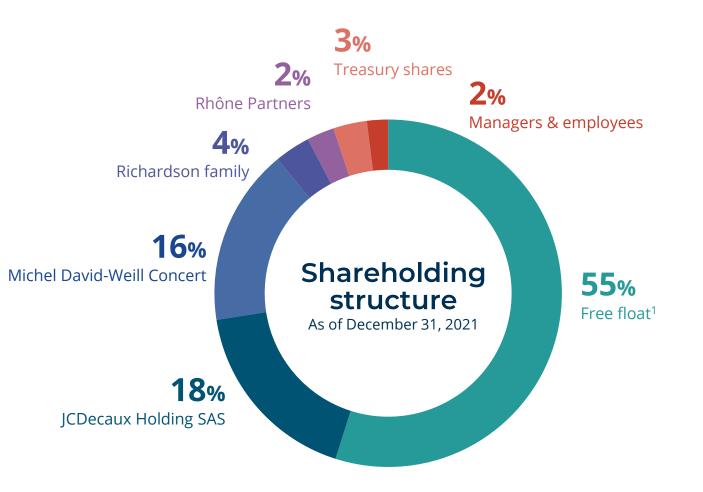




**EURAZEO** 

Ε

# A LONG-TERM SHAREHOLDER BASE & A STRONG CORPORATE GOVERNANCE



## CORPORATE

## governance

- Separation of the roles of Chairman and CEO
- Independence of the Supervisory Board:
   7 independent members out of 13<sup>2</sup>
- Audit Committee, Finance Committee,
   Compensation and Appointments
   Committee, ESG Committee, Digital
   Committee
- Existence of shareholder agreements
   between main shareholders and Eurazeo



- 1. Including individual shareholders (c.12%)
- 2. Existing honorary chairman, 2 representing employees and 2 non-voting members

# SUPERVISORY BOARD STRONG CORPORATE GOVERNANCE



Michel David-Weill<sup>3</sup>
Chairman of the Supervisory Board,
Chairman of the Finance Committee
Current term of office expires: 2022



Jean-Charles Decaux<sup>3</sup>
Vice-Chairman of the Supervisory Board
Joint CEO of JCDecaux Holding
Current term of office expires: 2024



Olivier Merveilleux du Vignaux<sup>2-3</sup> Vice-Chairman of the Supervisory Board Manager of MVM Search Belgium Current term of office expires: 2022



Roland du Luart<sup>2-4</sup>
Chairman of the Compensation
and Appointment Committee
Company Director
Current term of office expires: 2024



Anne Lalou\*3-4-5
Chairwoman of the CSR Committee
Director of La Web School Factory
Current term of office expires: 2022



Victoire de Margerie\*<sup>3</sup>
Principal shareholder and Chairwoman
of Rondol Industrie
Current term of office expires: 2024



Françoise Mercadal-Delasalles\*1-2-3 Deputy Managing Director of Crédit du Nord Current term of office expires: 2023



Amélie Oudéa-Castera\*
Chairwoman and Co-founder of the
Rénovons le Sport Français association
Current term of office expires: 2022



Stéphane Pallez\*1-4 Chairwoman and Chief Executive Officer of La Française des Jeux (FDJ) Current term of office expires: 2021



Georges Pauget\*1-2-5 Managing Partner of Almitage.Lda Current term of office expires: 2024



JCDecaux Holding represented b
Emmanuel Russel<sup>1-2-4</sup>
Deputy Managing Director of JCDecaux Holding SAS
Current term of office expires: 2022



Patrick Sayer
Previous CEO of Eurazeo
Companies Director Investor
Current term of office expires: 2022



Christophe Aubut<sup>2</sup>
Employee representative
Current term of office expires: 2023



Vivianne Akriche Employee representative Current term of office expires: 2023



Bruno Roger<sup>3</sup>
Chairman of Global Investment
Banking of Lazard Group



NON-VOTING MEMBER





NON-VOTING MEMBER

Robert Agostinelli<sup>3</sup>
Co-founder & Managing Director
of Rhône Group
Current term of office expires: 2022



\*Independent member

# PEOPLE ARE OUR CORE ASSET

## PARTNERS COMMITTEE: 20+ YEARS IN THE INDUSTRY

#### **EXECUTIVE BOARD**



Virginie Morgon Chief Executive Officer



Philippe Audouin Directeur Général Finances – Group CFO



Nicolas Huet General Secretary



Olivier Millet
Chairman of EMC1's
Executive Board



Christophe Bavière
Senior Managing Partner Head Investment Partners



Marc Frappier
Managing Partner –
Head Mid-large buyout



William Kadouch-Chassaing will replace M. Audouin end April 2022, as he retires

 $c.\overline{3}60$  staff



Benoist Grossman CEO of EIM<sup>2</sup> – Senior Managing Partner Venture & Growth



Matthieu Baret
Managing Partner –
Venture



Yann du Rusquec Managing Partner – Growth



Sophie Flak Managing Partner – ESG & Digital



**Jill Granoff**Managing Partner –
CEO. Brands



Frans Tieleman
Managing Partner Investment Partners Europe



5 YEARS
Average tenure

YEARS OLD

Average age



Renaud Haberkorn Managing Partner -

**EURAZEO** 



Caroline Hadrbolec

Managing Partner –

Chief Human Resources Officer



François Lacoste
Managing Partner –
Private Debt



Christophe Simon
Managing Partner –
Private Funds

1) Former Eurazeo PME. 2) Eurazeo Investment Manager, former Idinvest Partners.

# FINANCIAL AGENDA

May 19, 2022

July 27, 2022

November 08, 2022



1<sup>ST</sup> QUARTER 2022

**REVENUES** 

HALF YEAR 2022

RESULTS

3<sup>rd</sup> QUARTER 2022

REVENUES

# ABOUT US EURAZEO CONTACTS

#### **INVESTOR RELATIONS**



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Haojing PAN



hpan@eurazeo.com



+33 (0)1 44 15 89 36

#### **EURAZEO SHARES**

ISIN code: FR0000121121

**Bloomberg/Reuters:** RF FP, Eura.pa

Share capital

as of December 31, 2021: 79,224,529

Statutory threshold

declarations 1%

#### Indices:

SBF120

DJ EURO STOXX

DJ STOXX EUROPE 600

MSCI

**NEXT 150** 

CAC MID&SMALL

**CAC FINANCIALS** 

**EURAZEO** 

www.eurazeo.com

## ANALYST COVERAGE

Bank of America Philip Middleton

**Berenberg** Christoph Greulich

**CM-CIC** Alexandre Gérard

**Degroof Petercam** Joren Van Aken

**Exane BNP Paribas** Mourad Lahmidi

**Jefferies** Matthew Hose

JP Morgan Cazenove Christopher Brown

Kepler Cheuvreux David Cerdan

ODDO BHF

Société Générale

Geoffroy Michalet

Patrick Jousseaume

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# EURAZEO Investor Presentation

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