

ABC Partners Fund Y

Q1 20XX

**Company
Logo**

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Executive Summary

Objective

- Special Situations investing in Western European middle-market companies
- Investing across the capital structure from Credit to Equity with a core focus on downside protection and equity upside
- All-weather investment strategy, targeting XX% gross IRR / >X.0x gross MoIC

Experienced Institutional Team

- The team has an average of XX years' experience including investing in bespoke capital solutions at ABC Partners and prior to that XYZ and MNO
- Proven record of leading operational enhancement initiatives alongside company owners and management

Differentiated Investment Strategy

- Targeting middle-market Special Situations in need of sophisticated capital solutions and innovative structuring
- Flexible investing across the capital structure in primary and secondary opportunities
- Targeting companies with capital requirements not addressed by traditional sources of capital
- Applying best in class large-cap rigour, with creative structuring and execution capabilities in the middle-market
- No sponsor backed transactions / competitive auctions

Compelling Market Opportunity

- Significant market segment of c.XXX,0XX European "middle-market" companies
- Growing funding need and increasing demand for capital solutions
- Funding gap further fuelled by banks' restricted lending capacity and focus on "plain vanilla lending"
- Competing capital providers often focus on specific instruments / geographies leaving them unable to address a large segment of the market

Track Record

- Since inception (20XX), ABC Partners has successfully led c.€XXX million across XX investments
- Achieved a combined XX. X% gross IRR / X.xx MoIC to date across the XX investments
- Prior to founding ABC Partners, the Co-Portfolio Managers have led and managed investments in excess of EUR XXXm

ABC Partners Fund Y

- Target Size €XXXm
- €XXXm closed / Four investments in Fund Y utilising ca. XX% of raised capital, with a further two deals in final stages
- Actionable pipeline of opportunities

Investment Remit

Geography

- ABCD

Sector Focus

- Strong bias towards asset-heavy sectors and businesses with strong free cash flow generation

Company Target Size

- EV of €XXm - €XXXm with the flexibility to invest in larger targets
- Minimum EBITDA potential of €XXm

Transaction Size

- €XXm - €XXm commitment is “sweet spot”

Security / Instruments

- Invest across the capital structure:
 - Debt (primary and secondary)
 - Hybrid Solutions
 - Equity

Investment Horizon

- 4 - 6 years

Relative Size in Structure

- Aim to be the most influential investor / partner in a portfolio company or a particular part of the capital structure

Target Returns

- XX% gross IRR and >X.Xx MoIC

Investment Philosophy

Value Investing

- Focus on **intrinsic value** and / or **strong asset coverage** opportunities:
 - Discipline to accumulate when others sell or shy away
 - Long-term investment horizon
 - Downside risk protection
- Focus on **valuing the business / assets** rather than the instrument:
 - What can go wrong (downside risk scenarios)
 - Patience to wait for right opportunity
 - Patience to see an investment through

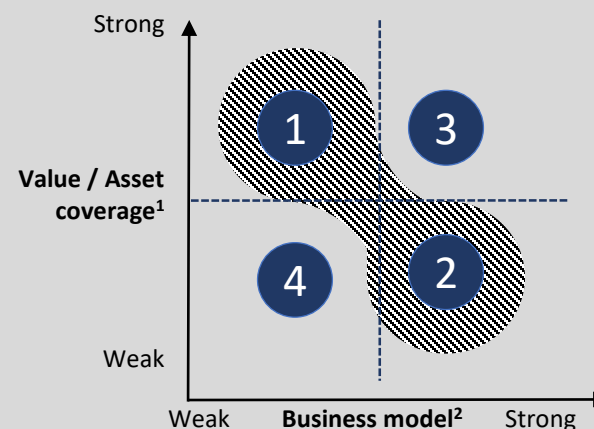
Value Creation Investing

- Seek **strong businesses** with attractive macro / micro characteristics with a **path to equity value creation** through active strategic and operational involvement
- Formulate and execute a clear value creation plan for each business
- Mobilise operational capabilities on a case-by-case basis

ABC Partners Investment Matrix Example

Successful track record of combining Value Investing and Value Creation

The numbered circles represent the quadrants in order of where ABC Partners is most likely to transact:



- | | |
|----------------------|---------------------|
| ▪ Cyclical | ▪ Non-cyclical |
| ▪ Strong competition | ▪ Barriers to entry |
| ▪ Secular decline | ▪ Unique position |
| | ▪ Underlying growth |

ABC Partners combine Value Investing and Value Creation Investing to generate superior risk-adjusted returns

¹ Incl. hard assets, IP, 'strategic values' etc.

² Existing or potential for improvements

Investment Strategy Framework

1

Investment Philosophy:

- Combining Credit and Equity
 - Long-term Value Investing
 - Value Creation Investing (driving strategic and / or operational improvement)

2

Investment Strategy:

- Unique Special Situations investment strategy in middle-market Europe
- All-weather investment strategy, targeting XX% gross IRR / >X.0x gross MoIC
- Flexible investing across the capital structure
- Long-term, solutions-oriented, with operating and restructuring capability

3

Investment Process:

- Applying large-cap creativity, structuring and execution capabilities in the middle-market
- Rigorous primary diligence and analysis

Applying large-cap Special Situations experience and expertise in the European middle-market

Team

 Company
Logo

Profile picture

Partner, Co-Portfolio Manager

John Smith

- Co-founder
- Responsible for the firm's investment opportunities
- Prior experience: XXX
- MSc, Finance, XYZ University

Profile picture

Partner, Co-Portfolio Manager

John Smith

- Co-founder
- Responsible for the firm's investment opportunities
- Prior experience: XXX
- MSc, Finance, XYZ School of Business

Profile picture

Managing Partner

John Smith

- Responsible for firm's operations, business development and IR
- Prior experience: XXX
- MA, International Political Economy, University of XYZ

Profile picture

Investment Executive & Secondary Origination

John Smith

- Prior experience: XXX
- MCom (Hons), Finance, the University of XYZ

Profile picture

Investment Executive & Primary Origination

John Smith

- Prior experience: XXX
- BBA, Finance, XYZ University, Canada

Profile picture

Operations Director

John Smith

- Prior experience: XXX
- B.Business Administration (Finance) and B.Com (Accounting), XYZ University

Profile picture

Investment Executive

John Smith

- Prior experience: XXX
- BA, Economics, XYZ University, USA

Profile picture

Investment Executive

John Smith

- Prior experience: XXX
- BSc, Economics, XYZ School of Economics

Profile picture

CFO

John Smith

- Prior Experience: XXX
- BA European Studies, University of XYZ

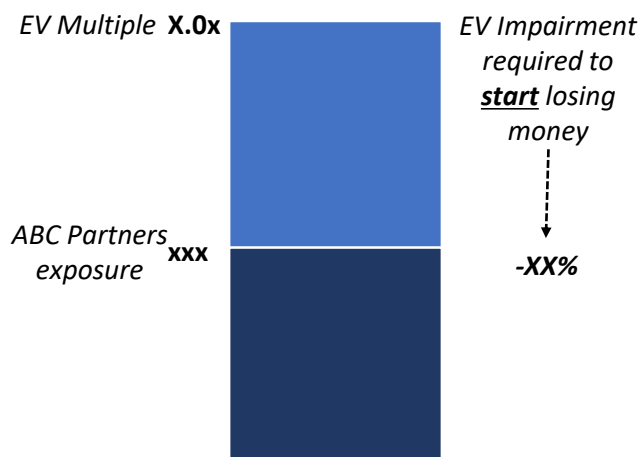
ABC Partners has a strong team with an average of XX years' experience and a long history of working together even at prior employers

* Investment Committee Member

ABC Partners vs Private Equity Returns

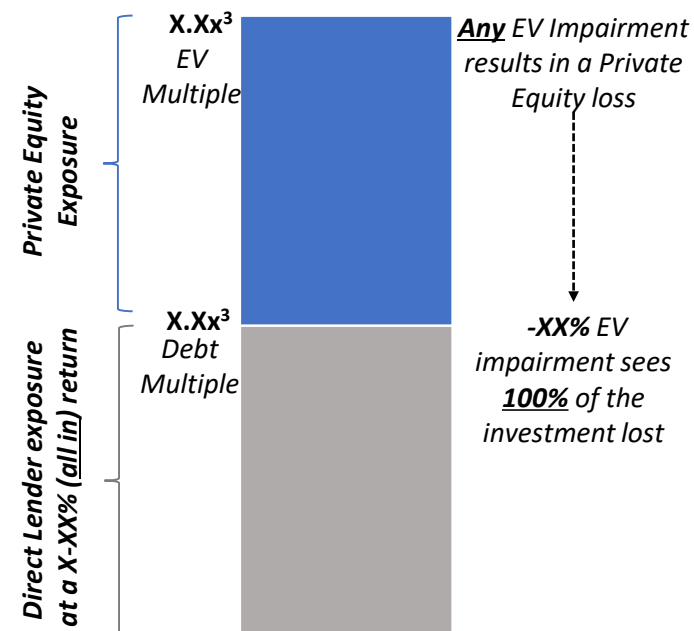
ABC Partners Investment

ABC Partners has shown **superior risk adjusted returns** even after assuming ABC Partners' average deal requires a XX% discount to adjust for the "quality of best in class" Private Equity companies (Xx vs XXx EV)



ABC Partners Targeted Returns: ¹	XX%
Realised Returns:	XX%
Current Mark: ²	XX%

Typical Private Equity Investment



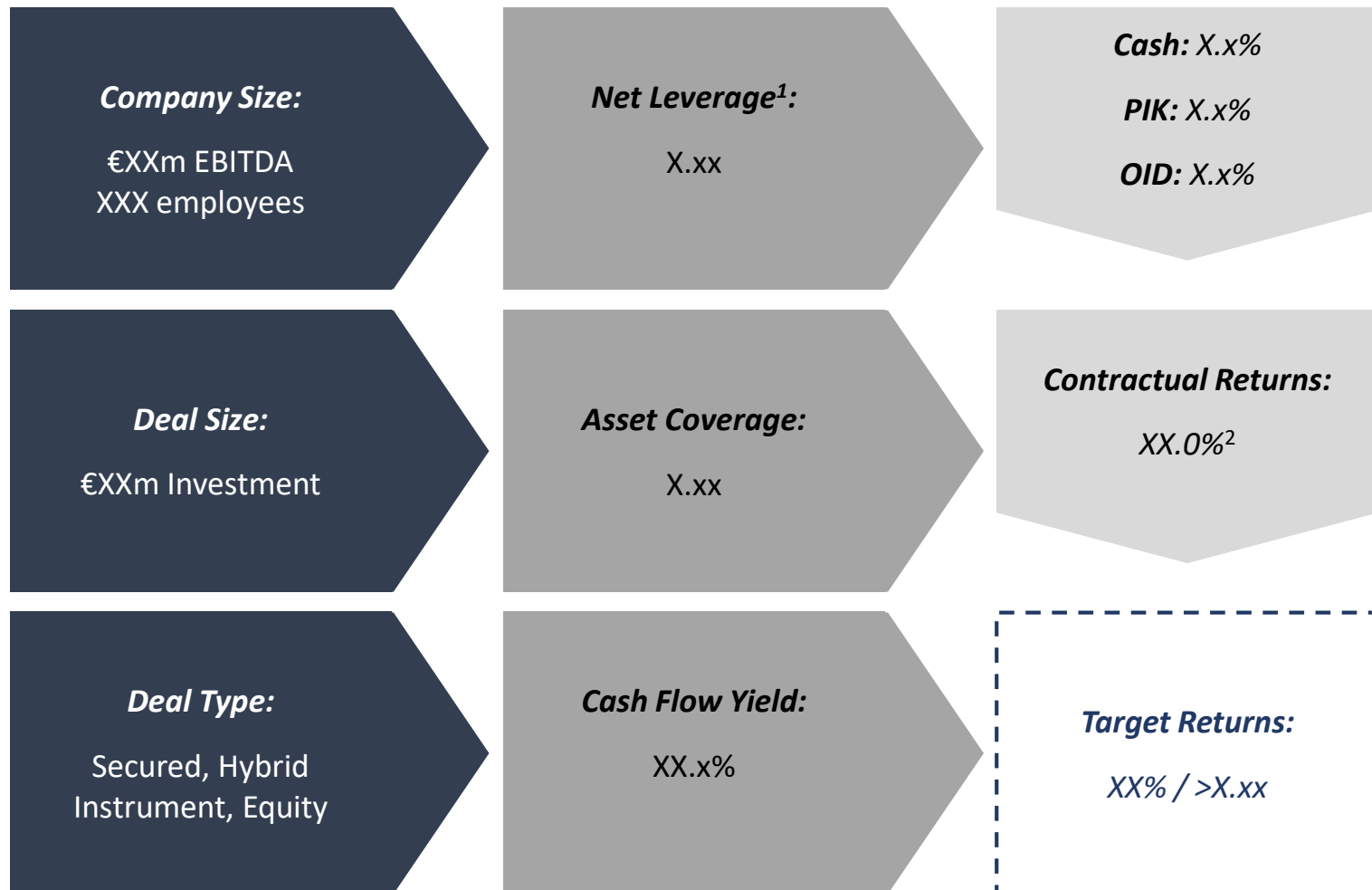
Private Equity Targeted Returns:	XX-XX%
Top Quartile Return: ³	XX%
Average Private Equity Return: ³	XX%

Conclusion:

1. ABC Partners' **returns are in line** with "top quartile Private Equity returns"
2. ABC Partners has significantly **more downside protection** than Private Equity
3. Points 1 and 2 occur at a time when the **outlook for Private Equity return drivers looks challenged** (as an asset class)
 - I. Improved Efficiency:** XX-XX% of LBOs are secondary transactions thus reducing the ability for further improvements
 - II. Multiple Expansion:** Current LBO purchase multiples have surpassed 20XX multiples, allowing less room for further increases
 - III. Top-Line Growth:** Outlook for Western Europe GDP muted given the "uncertain macro environment"

¹ Current ABC Partners Portfolio; ² XX XXX 20XX; ³ Bain & Company "Private Equity Report 20XX"

Average Deal To Date – Total Invested Capital



ABC Partners' average deal (to date) targets XX% IRR and >X.xx MoIC with low leverage and strong asset coverage

¹ Net leverage through ABC exposure.

² OID and compounding of quarterly interest payments.

Fund Y Investments

 Company
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1 Investments (as of 31st December 20XX)¹

Investments (€m)		Instrument and Seniority	Date of Investment	Invested Capital	Total Realized Proceeds	Unrealized Value	Total Value	MoIC	Gross IRR to Date ³	Value Coverage	Base Case MoIC ²
Unrealised	Company Name	Senior Secured Loan	Jan-XX	€ XX.x	€ XX.x	€ XX.x	€ XX.x	X.Xx	XX.x%	X.xx	X.xx
	Company Name	Hybrid	Jul-XX	€ XX.x	€ XX.x	€ XX.x	€ XX.x	X.Xx	XX.x%	X.Xx	X.xx
	Company Name	Majority Equity	Jul-XX	€ XX.x	€ XX.x	€ XX.x	€ XX.x	X.Xx	n.m.	X.Xx	X.xx
	Company Name	Secured Loan / Debt-Equity-Swap	Jul-XX	€ XX.x	€ XX.x	€ XX.x	€ XX.x	X.Xx	n.m.	X.xx	X.xx
Total Investments				€ XX.x	€ X.x	€ XX.x	€ XX.x	XX.x	XX.x%		

2 Final Stage Fund II Investments

Investments (€m)		Instrument and Seniority	Date of Investment	Invested Capital	Total Realized Proceeds	Unrealized Value	Total Value	MoIC	Gross IRR to Date ²	Value Coverage	Base Case MoIC ¹
Advanced Pipeline	Infrastructure Deal	Majority Equity	Q1-20XX	€ XX.x	n.a.	n.a.	n.a.	n.a.	n.a.	X.xx	>X.xx
	Transportation Deal	Hybrid	Q1-20XX	€ xx.x	n.a.	n.a.	n.a.	n.a.	n.a.	>X.xx	>X.xx
Total Committed Investments				€ XX.x	n.a.	n.a.	n.a.	n.a.	n.a.		

ABC Partners Fund II has deployed €XX.xm to date, with a further two investments at final stages

¹ Preliminary performance as at XX December 20XX

² Base case returns as underwritten at IC

³ RETN returns supported by liquidation preference. Cerruti currently held at cost following investment in July 20XX

Portfolio A Investments

Preliminary Investment Performance (as of XX December 20XX)¹

Investment	Instrument and Seniority	Date of Investment	Invested Capital	Total Realized Proceeds	Unrealized Value	Total Value	MoIC	Gross IRR to Date
Company name	Primary Convertible 1st Lien	XX-XXX-XX	€ xx	€ xx	€ xx	€ XX	X.xx	XX.x%
Company name	Secured Loan / Debt-Equity-Swap	XX-XXX-XX	€ xx	€ xx	€ xx	€ xx	X.xx	XX.x%
Company name	Equity structured as 2nd Lien Credit	XX-XXX-XX	€ xx	€ xx	€ xx	€ xx	X.xx	XX.x%
Company name	Primary Hold Co Loan 1st Lien	XX-XXX-XX	€ xx	€ xx	€ xx	€ xx	X.xx	XX.x%
Company name	Restructured Senior Secured Loan	XX-XXX-XX	€ xx	€ xx	€ xx	€ xx	X.xx	XX.x%
Company name	Secondary Senior Secured Loan	XX-XXX-XX	€ xx	€ xx	€ xx	€ xx	X.xx	XX.x%
Company name	Senior Secured Loan	XX-XXX-XX	€ xx	€ xx	€ xx	€ xx	X.xx	XX.x%
Company name	Second Lien Secured Loan	XX-XXX-XX	€ xx	€ xx	€ xx	€ xx	X.xx	XX.x%
Company name	Hybrid	XX-XXX-XX	€ xx	€ xx	€ xx	€ xx	X.xx	XX.x%
Company name	Majority Equity	XX-XXX-XX	€ xx	€ xx	€ xx	€ xx	X.xx	XX.x%
Total			€ XXX.x	€ XX.x	€ XXX.x	€ XXX.0	X.xx	XX.x%

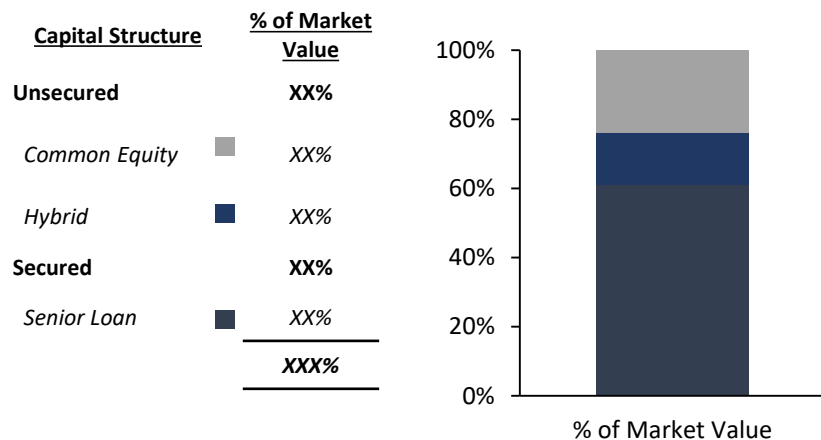
€XXXm deployed to date in Portfolio I, generating gross returns of X.Xx and XX.x%

¹ Preliminary performance as at XXst December 20XX

² Company faced liquidity issues during Q2 20XX, which ABC has addressed through a capital injection in exchange for majority equity ownership in the business

Fund II – Portfolio Characteristics

1 Seniority of Claims

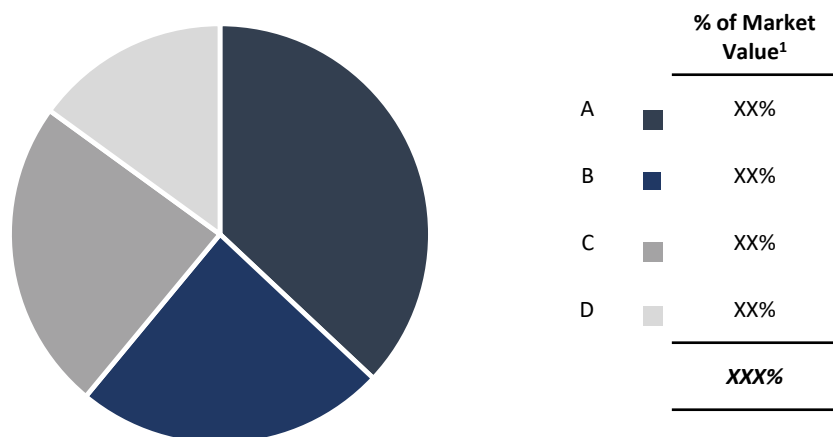


2 Immediate Investment Outlook

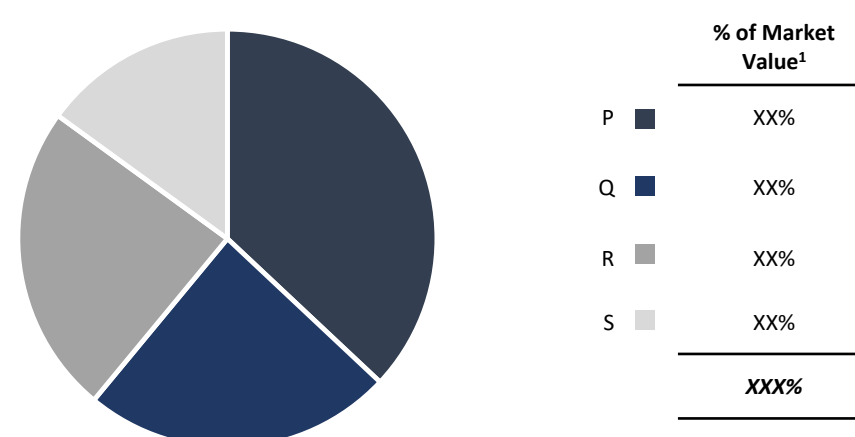
Investments in exclusivity or binding offer submitted

Project	Underwriting IRR	Size (€m)
Transportation	XX-XX%	€XX.x + €XX.x Coinvest
Infrastructure	>XX%	€ XX.x
Total		€ XX.x

3 Geographical Exposure



4 Industry Exposure



A portfolio of Special Situations investments in the PQR Middle Market

1 Company Overview

Company:	Company Name	Deal size:	\$XX.xm
Geography:	PQR	Instrument:	Senior Secured Loan with Profit Sharing
Sector:	Ship recycling	Leverage:	X.xx Net Debt / EBITDA
Sourcing:	Broker	Targeted Return:	>XX% IRR and >X.xx MoIC

- Company Name is a business with HQ in LM involved in the ship recycling industry – acting as an intermediary between ship-owners and ship recycling yards when vessels are sold for scrap
- Among the top X-XX largest cash buyers of recycling vessels in LMN – has been involved in XX vessel transactions since 20XX
- Revenue and EBITDA of \$XXX.xm and \$XX.xm, respectively as of YE Dec-20xx

3 Investment Thesis

Why ABC Partners liked the business:

- Activities that are largely counter-cyclical to the shipping industry given high scrapping levels occur during periods of weakness and overcapacity in the shipping market
- Long-term demand for ship recycling supported by the aging profile of the fleet and the challenged supply/demand outlook
- Regulatory tightening in the ship recycling market (through new IMO laws) means that the industry has seen material improvements in safe & sound recycling, and requirements under our facility can help contribute to this improvement
- Strong market position and a profitable track record of matching buyers and sellers of vessels at attractive price levels during a challenged shipping market

Why the financial / structural profile of the deal is attractive:

- Strong downside protection given only short term exposure (sales price is locked-in within one week of commitment to purchase a vessel) to highly liquid scrap vessels diversified across multiple vessels at once (X-XX vessels)
- Solid asset coverage given ABC's facility will fund a maximum of XX% LTV of the purchase price (further improved compared to the sale price to yards)

2 Situation / Financing Problem

- ABC approached to provide financing to support the purchase of vessels – and to effectively fund the timing difference between the purchase & sale of vessels – while benefitting from security over the payments for vessels and a mortgage over the vessels
- Multi-year distress in the overall shipping market meant that traditional sources of capital (banks) shied away from lending to the shipping sector heavily impacting the company's access to financing – despite the fact that their activities are largely counter-cyclical to the shipping market and have been profitable during the last years when broader shipping segment has suffered
- The company's key lender (XYZ bank) chose to exit the shipping industry and closed all facilities to the company - creating the funding need. While Company name had managed to replace part of this funding gap with two new facilities (from two large reputable investment funds), they were looking to further diversify their sources of funding and reduce reliance on any one funding partner
- Note that all funding is segregated into different SPVs and used for different vessel purchases. Therefore ABC's facility is senior secured in a separate vehicle to other funds

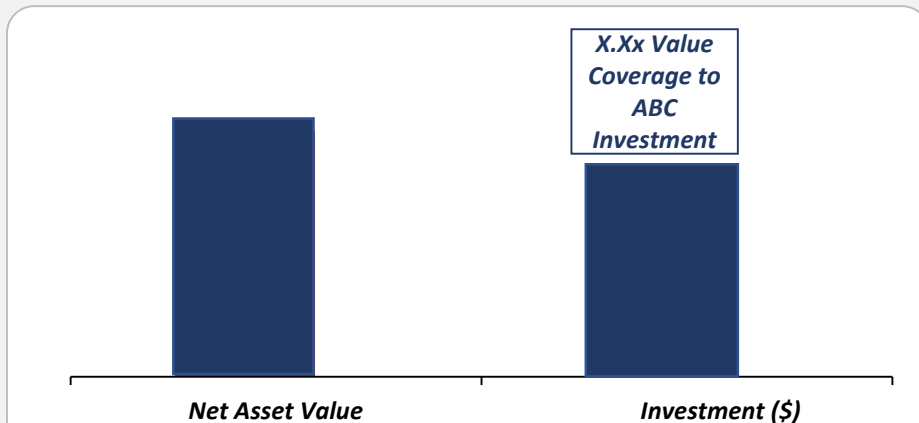
4 Returns

- Base case target returns of >XX% IRR and >X.xx MoIC** assuming profit generation on the vessels purchased in line with recent historical performance

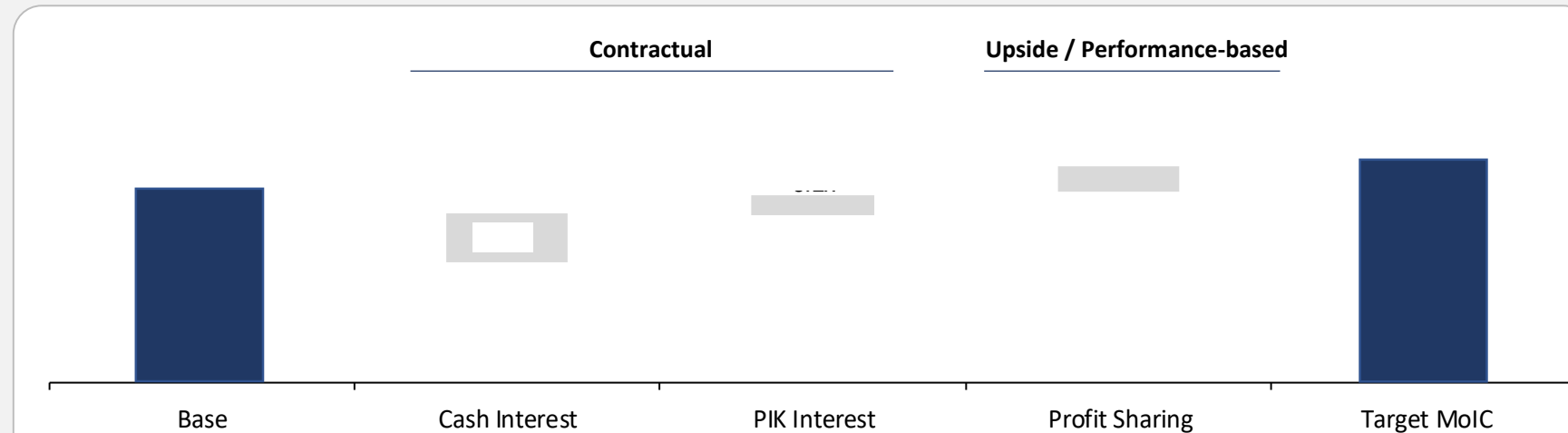


Liquidation Scenario - Value Coverage*

Based on Agreed Sale Price

**Downside Coverage Features**

- **Solid asset coverage through diversified, liquid asset base**
- Multiple layers of coverage including mortgage in assets, equity buffer of XX% (growing over time) plus parent company and personal guarantees
- Long history of profitability across cycles

Value Bridge

*Note: Downside protection / value coverage driven by max funding LTV of XX% of the Purchase Price of the vessels. Therefore XX% Equity Buffer.

1 Company Overview

Company:	Region	Deal size:	€X.Xm of €XX.Xm ¹
Geography:	UK / Europe	Instrument:	Hybrid
Sector:	Telecom	Valuation:	Downside/Par: X.xx Upside/Equity: X.xx Net Debt / EBITDA
Sourcing:	M&A Boutique	Targeted Return:	>XX% IRR and >X.xx MoIC

- UK-headquartered wholesale telecom service provider
- The company has a differentiated asset footprint with a network that covers XX countries primarily in Eastern Europe, and a large diversified, blue-chip customer base (corporates and carriers) – largest customer RST
- 20XX Revenue and EBITDA of €XX.xm and €XX.xm, respectively

3 Investment Thesis

Why ABC Partners liked the business:

- Non-cyclical growth in connectivity and data usage:** key driver of demand for wholesale telecom infrastructure, data usage, is experiencing growth of >XX% per annum on a global basis
- Strategic value of company's highly differentiated fiber asset base (XX,XXXkm of owned and leased fiber assets)** – creates position as key provider connecting Western and Eastern Europe
- Marquee, diversified and growing customer base with low churn** (stability further supported by recurring-revenue business model)
- Multiple dimensions of value creation opportunities**

Why the financial / structural profile of the deal is attractive:

- Low break-even point / in-value...** driven by convertible-like structure which results in high value coverage ranging from X.Xx in a liquidation to >Xx in a strategic value scenario (supported by actual offers for the company), coupled with...
- uncapped upside:** path to >X.Xx invested capital in a X-year horizon
- Solid recent financial performance and high growth driven by success-based investment at a strong yield**

¹ Fund Y invested €X.Xm in Jul-XX in addition to the €XX.Xm invested by Fund X in Jun-XX

2 Situation / Financing Problem

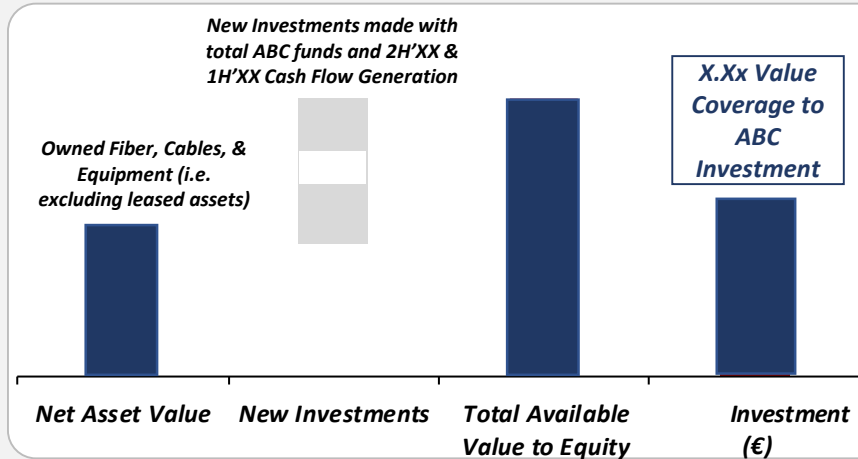
- The Company was looking for a partner with industry experience in order to help the company transition towards being the independent network of choice for connecting into Eastern Europe (from West). However, the company faced certain key challenges:
 - Ambitious valuation (X.Xx Adj EBITDA on total €XXm investment), considering geographical exposure (c. XX% of sales and c. XX% of assets in Russia)
 - No willingness to raise debt (and be burdened by hard covenants)
 - Further complicated by regulated and complicated business (wholesale telecom) and the majority owner being Russian
- ABC Partners was able to flexibly structure a credit-like equity solution, given no material debt on balance sheet, with added liquidation rights (preferred equity / mainly used in asset-light VC-deals) – effectively a **convertible debt instrument – with a X.xx MoIC base return** and right to convert into minority equity
- ABC Partners' position was strengthened by long-standing relationship with industry-specialist broker and deep knowledge and experience in the sector (given previous involvements in the wholesale telco industry in Germany & the Nordics)
- ABC invested €XX.xm initially in Jun-XX through Fund I and invested a further €X.Xm by Fund II in Jul-XX, following strong performance in the first year of investment

4 Returns

- Base case target returns of >XX% IRR and >X.Xx MoIC** (X year exit)
- Significant downside protection as EBITDA must decline by >XX% before our liquidation preference return of X.xx MoIC is impaired
- Uncapped upside if business performs in accordance to management plan

Company Name - Liquidation Scenario and Value Bridge

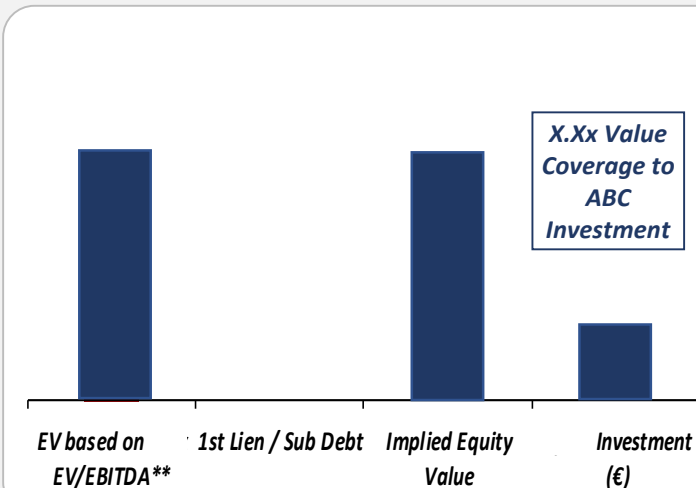
Liquidation Scenario - Value Coverage*



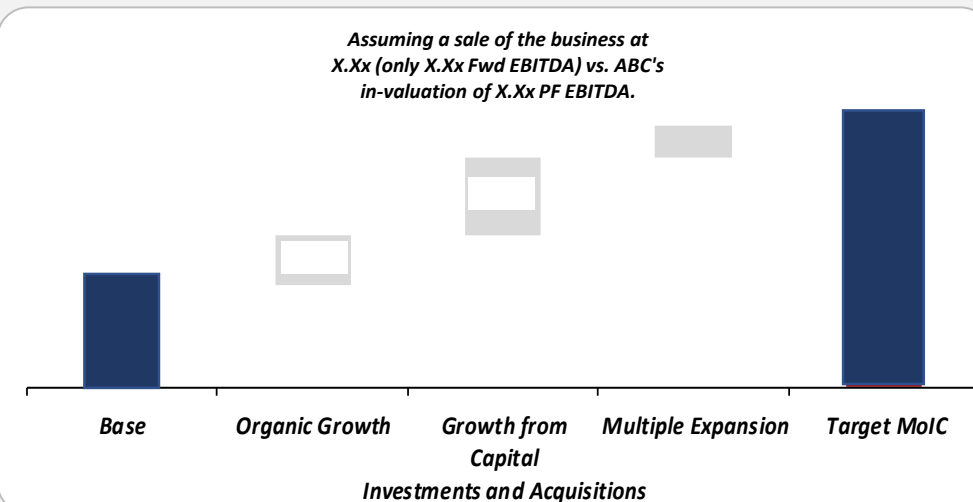
Downside Coverage Features

- Liquidation preference with low break-even point
 - **EBITDA must decline by more than XX% before the liquidation preference return of X.Xx MoIC is impaired**
- Credit-like equity solution with no material debt on balance sheet
- Strong governance package including exit mechanisms
- Differentiated and strategic asset base

Strategic Value / Going Concern



Value Bridge



*Note: Downside protection / value coverage assuming an EBITDA of EUR XXm

**Annualised YTD as of XXX 20XX

1 Company Overview

Company:	Company Name	Deal size:	€XXm
Headquartered:	Italy	Instrument:	Majority equity
Sector:	Textile Manufacturing	Valuation:	X.Xx EV/ EBITDA ¹
Sourcing:	Italian Investor	Targeted Return:	XX.X% IRR & X.X MoIC

- Cerruti group is a family-owned business located in Italy and involved in the manufacturing of high-end wool textiles and clothing sales through outlets
- The business was founded in 19XX and has been run by the third-generation family since the early 19XX's
- Revenue and EBITDA have declined over the past years reaching €XX.Xm and €XX.Xm, respectively, as of 20XX

3 Investment Thesis

Why ABC Partners liked the business:

- **Growing Italian Wool Textile market** with key peers growing by >X% CAGR since 20XX, and **leading market position of Italian producers** with XX% market share of the global market
- **Confirmed continued strong brand recognition and high-quality reputation of the company** as one of only three wool textile mills with true brand recognition from end-customers
- **Addressable key issues driving current weak performance** (lack of leadership, no available capital and poor cost management), to be addressed through ABC Partners capital injection and strong incoming management team

Why the financial / structural profile of the deal is attractive:

- **Low in-price** as only €Xm of ABC investment is an upfront payment to shareholders (for XX% ownership) with remaining €XXm to be invested into the business, and **strong value coverage** (X.Xx) due to hard asset base
- **Clear opportunity for profitability improvements** as the manufacturing segment is currently slightly loss-making whereas peers generate XX-XX% EBITDA margins
- **Uncapped upside and full control** through majority equity ownership

¹ Based on ABC underwriting case target EBITDA of €X.Xm.

2 Situation / Financing Problem

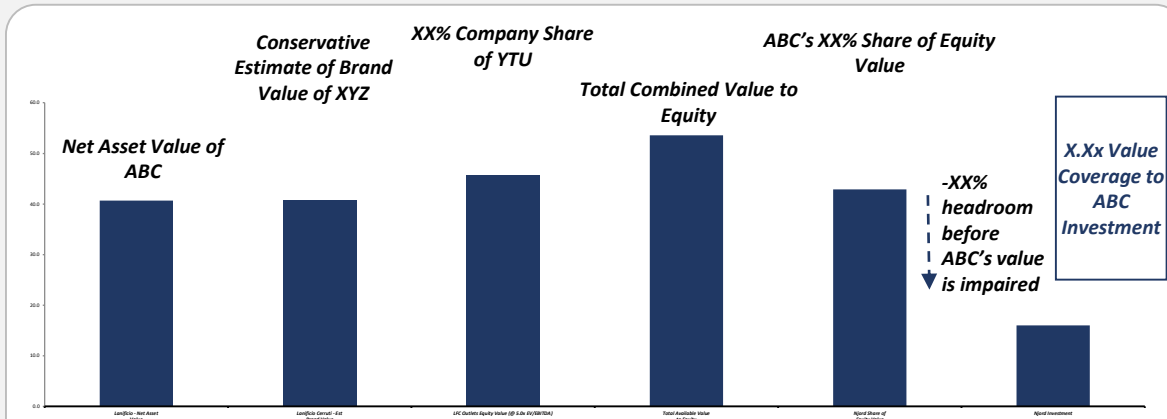
- The Company built its reputation and well-known brand in the 19XX-XX's through the strong leadership of Mr John. However, over the past XX-XX years the company failed to adapt to changing market dynamics
- As a result, the performance had been on a declining trend and the business was in need of new management and a capital injection in order to turnaround the performance
- ABC Partners was introduced to the transaction by a local investor, and entered discussions with Company after the group's prolonged negotiations with another potential investor had fallen through
- The shareholders key concern was timing and ensuring the sustainability of the business. ABC Partners was able to react quickly and complete an expedited due diligence process confirming the underlying strength in the business, allowing us to sign an agreement with the company within a seven-week time frame and purchase a majority stake in the company at an attractive in-price

4 Returns

- **Base case target returns of XX.X% IRR and X.Xx MoIC** (exit in Yr X at XXx EV/EBITDA) in a scenario where the manufacturing segment is successfully turned around to profitability levels in line with peers and recently lost sales are won back
- Underwriting returns of XX.X% IRR and X.Xx MoIC

Company Name - Liquidation Scenario and EBITDA Bridge to Target

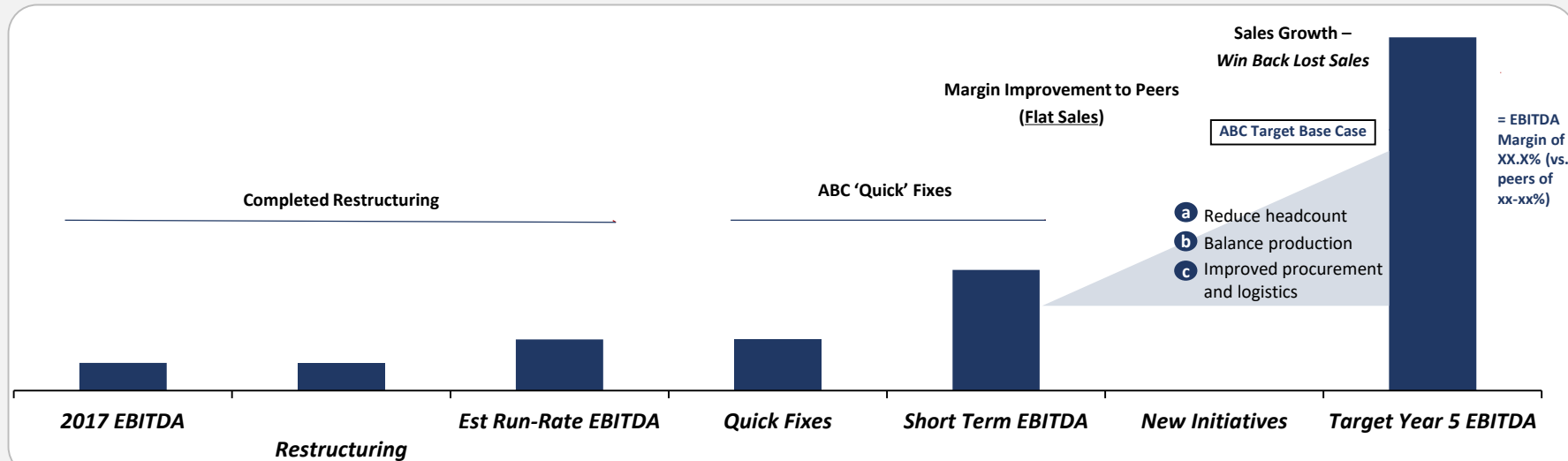
Liquidation Scenario - Value Coverage



Downside Coverage Features

- Significant asset coverage in a liquidation scenario driven by large fixed asset base
- Control through majority equity ownership
- Strategic importance of asset provides premium in market

Value Bridge



Company Name

Company
Logo

1 Company Overview

Company	Solid	Deal	Secured
Headquartered	Portugal	Instrument	Secured Loan / Debt-Equity-Swap
Industry	Industrial	Valuation	100% Cash
Sourcing	Portuguese M&A Boutique	Targeted Return	XX% IRR and X.Xx MoIC

- Power cable manufacturer based in Country A
- Founded in 19XX and is currently XXX% family owned by c.XX extended family members of Mr Q, the founder
- Revenue and Adj EBITDA of €XX.Xm and €XX.Xm respectively in 20XX
- Since QX-1X a ABC Partners portfolio company (Fund P) – see separate Case Study

3 Investment Thesis

Why ABC Partners liked the business:

- Long experience with the company which absent liquidity issues, has a stable and highly cash generative profile
- Strong position in niche power cable market (mainly in southern EU and UK)
- Operational strength through cost efficient production resulting in industry leading margins, given modern factory that is among the XX% largest in Europe
- Stable market with positive demand growth over the past XX yrs

Why the financial / structural profile of the deal is attractive:

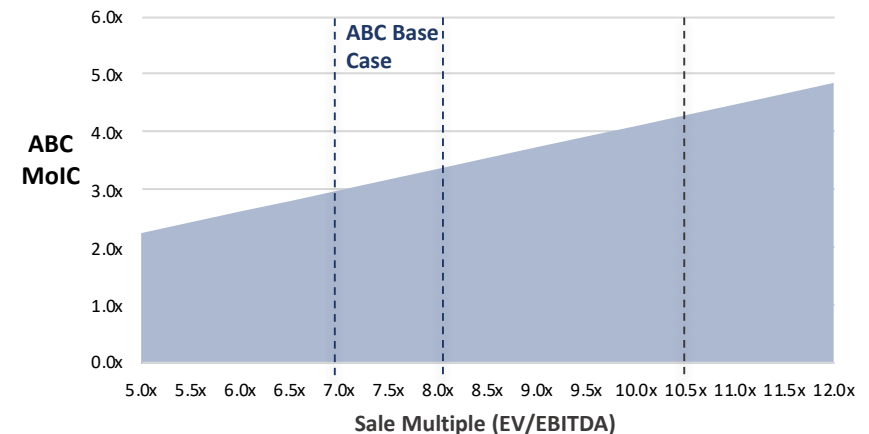
- Attractive business to own with very high cash conversion resulting in cash yield to equity > XX%, particularly given Fund Y's low in-valuation
- Additional upside potential created by opportunity to debottleneck production once balance sheet has been cleaned up (post debt-equity swap)
- Company likely worth significantly more than creation value once up and running at the historical run rate

2 Situation / Financing Problem

- Company ran into liquidity problems in Q1-XX as a result of supplier insurance being triggered, which resulted in a EUR X-Xm cash need. Banks were unwilling to support, the family was unable to support and the cash position was too small to fund the cash requirement. The problem escalated as the company could not fund purchases of raw materials resulting in the need to stop production
- ABC knew the business very well and had seen its solid performance under normal circumstances – we therefore quickly struck a deal with the owners to provide new capital and convert existing loans into majority equity
- ABC's funding partner in the Fund X investment agreed with the assessment but had limited appetite to increase exposure given the investment's small relative size vs. their overall portfolio and the complexity – this created the opportunity for Fund II to purchase the investor's position at a discount to intrinsic value
- The situation allowed Fund Y to invest at a low in-valuation into a business that we a) know, b) like and c) believe will continue on its path to create further equity value, which given the equity conversion (and the discounted price paid for our partner's position) creates materially higher upside than the original investment

4 Returns

- Base case target returns of XX.X% IRR and X.Xx MoIC assuming a ramp-up in performance and sale at a valuation below publicly-traded peers
- Underwriting case return of XX.X% and X.Xx MoIC



¹ Total Investment amount subject to variation based on the final new money cash injection required in the business.

² Valuation based on ABC Partners Fund Y's share of the XX.X% equity ownership and Jun-XX outstanding debt. Normalised EBITDA of €XX.Xm in line with YE 20XX Adjusted EBITDA.

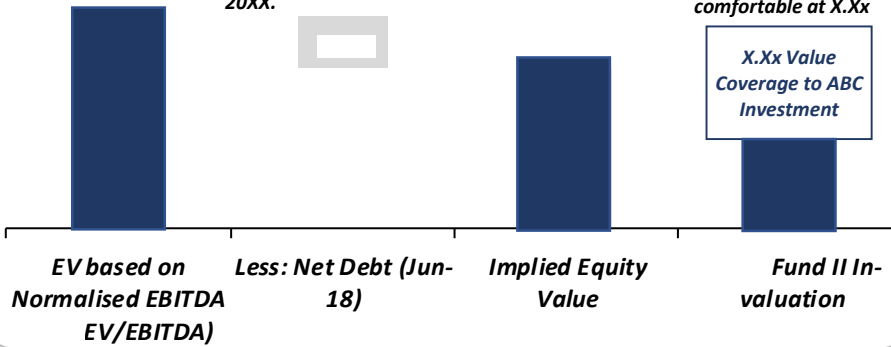
Company Name – Value Coverage and Value Bridge

Going Concern - Value Coverage*

Valuation of X.Xx EV/EBITDA - vs publicly traded peers) average
EV/EBITDA of X.Xx over 20XX-XX and XX.Xx during 20XX.

Assuming a lower valuation multiple of X.0x - Value Coverage remains comfortable at X.Xx

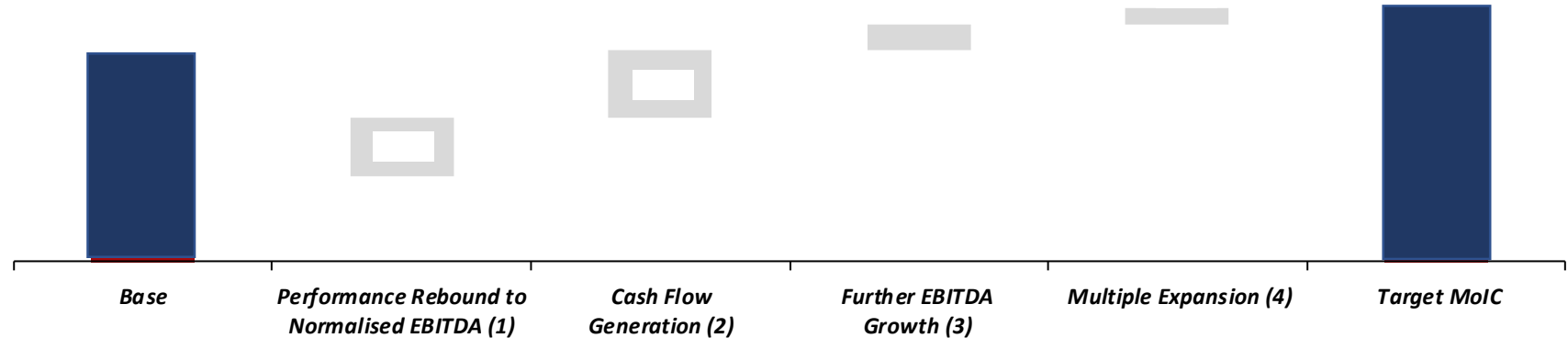
X.Xx Value Coverage to ABC Investment



Downside Coverage Features

- Low creation (valuation) multiple
- Strong market position in a stable market with solid underlying demand and growth potential (renewables)
- Solid fixed asset base
- High cash conversion (c.XX%) from EBITDA

Value Bridge



1. Assuming a gradual rebound in performance post new money injection, such that by 20XX performance is line with Normalised EBITDA (i.e. Recurring 20XX EBITDA pre liquidity crunch)
2. Cash Flow Generation over a 5 year period resulting in debt paydown and cash build
3. Additional EBITDA growth projected in a Base Case to EBITDA levels still below 20XX-XX performance, along with the corresponding higher cash flow generation
4. Assuming our targeted Sale Multiple of X.Xx EV/EBITDA (vs. X.Xx in the ABC Underwriting Case)

Company Name

Company
Logo

1 Company Overview

- LMN is a small regional airport located on the east coast of DEF, serving both passenger and cargo airline customers
- Since its establishment in the late 19XX's, Company has been majority-owned and run by the local regional government
- In 20XX, the company's Revenue totaled €X.Xm and Adj EBITDA was negative €X.Xm

3 Investment Thesis

Why ABC Partners liked the business:

- Passenger air traffic and air cargo traffic both on a long term growth path** of >X% annually over the past XX yr period, with growth expected to continue
- Strong characteristics of Company's catchment area** with a population of X.Xm, attracting X.Xm tourists per annum and high concentration of small to medium-sized businesses - which is **currently being underserved by the airport (the only airport in the region) due to history of mismanagement**
- Significant, identified, avenues of growth with a foreseeable growth path to doubling passenger traffic** and substantially increasing cargo volumes

Why the financial / structural profile of the deal is attractive:

- Solid asset base** capable of supporting passenger traffic of >X.Xx current traffic
- Uncapped upside through majority equity ownership with no debt ahead of us**
- Full ABC investment of €XXm to be invested into the airport** for upgrades and growth initiatives
- History of mismanagement (fraudulent previous managers) means that there are multiple 'low-hanging fruit' for turning around performance to profitability

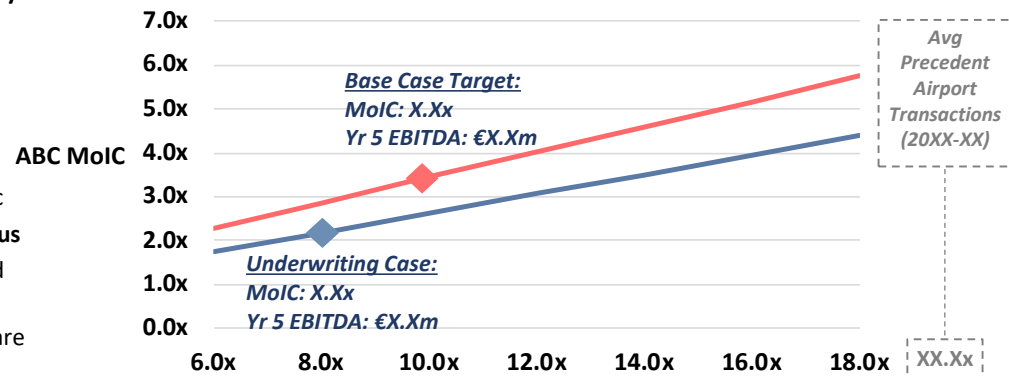
¹ Based on ABC underwriting case target EBITDA of €X.Xm.

2 Situation / Financing Problem

- In 20XX, it was discovered that the previous government-appointed management of company had embezzled funds and mismanaged the airport into generating losses and incurring liabilities of >€XXm
- The above led to the company filing for 'concordato preventivo', an Italian pre-bankruptcy proceeding, in early 20XX
- ABC was introduced to the company in Q2-20XX, when the airport was one month away from entering bankruptcy if it did not find a private investor willing to invest €XXm into the business. This private commitment would allow the local region to provide €XXm of state aid to settle all existing liabilities at agreed haircuts and exit
- ABC's ability to react quickly put us in the position to provide the commitment necessary and purchase majority equity at a low in-price
- Since the commitment - which was made through a public tender - ABC has been awarded as the winning bidder

4 Returns

- Base case target returns of XX.X% IRR and X.Xx MoIC** - assuming an exit in Yr X at XXx EV/EBITDA – a multiple that is c. XX% below precedent airport transaction multiples over 20XX-XX of XX.Xx
- Underwriting case returns of XX.X% IRR and X.Xx MoIC
- Substantially higher returns possible in higher exit multiple scenarios**



Pipeline

Stage	Solution	Industry	Region	Underwriting IRR	Thesis / Situation	Source	Co-invest opportunity	Size
Final Stage ⁽¹⁾	Hybrid	xx	LMN	XX-XX%	<ul style="list-style-type: none"> Finance strategic acquisition of assets and operational platform in aviation industry Solid asset base supporting volatile sector 	Sourcer	xx	xx
Late Stage	Hybrid	xx	OPQ	>XX%	<ul style="list-style-type: none"> Fund Capex and M&A Non-cyclical growth in connectivity and data usage coupled with strategic value on fiber asset base 	M&A Boutique	xx	xx
Intermediate Stage	Senior Debt / Hybrid	xx	RST	XX-XX%	<ul style="list-style-type: none"> Support owner/management with working capital in ramp-up phase in challenged industrial/consumer segment Reinvigorate market leading independent manufacturing business in food ingredients 	Corporate Finance Advisor	xx	xx
	Hybrid / Acquisition Fin	xx	UVW	XX-XX%	<ul style="list-style-type: none"> Support management in roll-up of pharma company by acquiring niche pharmaceutical portfolios 	Consultant	xx	xx
	Equity	xx	XYZ	>XX%	<ul style="list-style-type: none"> Fund management team in asset roll-up strategy Acquisition of portfolios of cash yielding media assets 	Sourcer	xx	xx
	Senior Debt / Hybrid	xx	LMN	XX% - XX%	<ul style="list-style-type: none"> Restructuring of portfolio of road concession assets 	Sourcer	xx	xx

1) Exclusive and/or binding offer provided

Pipeline

Stage	Solution	Industry	Region	Underwriting IRR	Thesis / Situation	Source	Co-invest opportunity	Size
Intermediate Stage	Secured Holdco Debt	Business Services	UK / Nordic	XX-XX%	<ul style="list-style-type: none"> Support owner/entrepreneur of conglomerate in business services to fund investment commitments out of cash constrained holdco Core asset is market leading business services company in software development outsourcing 	Investor	No	€XXm
	Hybrid / Acq. Finance	Industrial	UK	XX-XX%	<ul style="list-style-type: none"> Leading family-owned chemical logistics business in certain niches Provide finance for acquisitions (debt led) 	Consultant / Management	Yes	€XX-XXm
	Secondary Credit	Transportation	Nordic	XX-XX%	<ul style="list-style-type: none"> Market-leading family-owned local short sea-shipping operator- with focus on Eastern Baltic sea Dislocation in bond pricing due to weak market and illiquidity 	Broker Desks	No	€XX-XXm
		Defence	France	XX-XX%	<ul style="list-style-type: none"> Global defense manufacturer of high-tech equipment (non-arms) to defense and security forces Favorable global geopolitical trends and high barriers to entry Small issue size with currency mismatch making it unnatural fit for traditional credit funds and CLOs which coupled with illiquidity in the market creates favorable pricing 	Broker Desks	No	€XX-XXm
		Transportation	Nordic	XX-XX%	<ul style="list-style-type: none"> Market leading private equity owned feeder-shipping operator Loan trade off due to covenant breaches, underneath solid business 	Broker Desks	No	€XX-XXm
		Infrastructure	Iberia	XX-XX%	<ul style="list-style-type: none"> Renewables business Restructuring of capital structure affecting loan pricing 	Broker Desks	No	€XX-XXm

ABC Partners are currently engaged in dialogue with more than XXX sources of potential investment opportunities

Fund Terms

Item	Detail
Target Size	€XXXm / €XXXm closed to date
Minimum LP Commitment	€Xm
GP Commitment	€Xm
Investment Period	X years
Fund Life	X years (subject to certain conditions, the term can be extended by up to 2 additional 1 year periods)
Management Fees	X.X% per annum of the total commitments during the investment period Thereafter, X.X% per annum on the lower of (i) the aggregate acquisition cost of investments and (ii) the NAV of investments
Return Objectives	XX% gross IRR and ≥2x gross MoIC
Recycling	Expected during the investment period
Carried Interest	XX%
Distribution Waterfall	European / Whole Fund
Preferred Return	X%
Legal Counsel	XXX LLP

Conclusion

Proven track record

- ABC Partners has successfully led c.€XXX million across XX transactions
- Prior to founding ABC Partners, the Co-Portfolio Managers have led and managed investments in excess of EUR XXX million

Experienced Team

- The team has an average of XX years' experience including investing in bespoke capital solutions at XYZ XYZ, and other leading investment firms

Capitalise on the convergence of Debt and Equity

- Invest flexibly across the capital structure where the optimal risk-reward is found
- Create investments with strong upside potential and capped downside
- Active in secondary as well as primary credit markets

Unique strategy for the middle-market

- Long-term, solutions-oriented, flexible with operating and restructuring capabilities

Value investing and value creation

- Focus on intrinsic value of business with strong asset base and / or free cash flow generation
- Create additional value through strategic and operational hands-on initiatives

Significant deal activity

- The ABC team have completed X deals in Fund Y, amounting to >XX% of committed capital, with another two deals at final stages

Proprietary sourcing network

- Broad network of local and international counterparties
- No sponsor-backed transactions nor competitive auctions

Limited competition, large market opportunity

- European middle-market companies under-served with flexible capital - particularly companies in complex situations

All-weather investment approach

- Deploy capital across the economic cycles
- Focus on the sectors and markets – secondary and primary – that offer the best risk-reward at any point in time

Appendices

All investments since inception

Preliminary Investment Performance (as of XX December 20XX)¹

	Investments (€m)	Instrument and Seniority	Date of Investment	Invested Capital ⁴	Total Realized Proceeds	Unrealized Value	Total Value	MoIC	Gross IRR to Date	Value Coverage	Expected MoIC
Realised	Company Name	Primary Loan Senior Secured	Sep-20XX	€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	X.Xx	-
	Company Name	Secondary Bond Trade	Feb-20XX	€ X.X	€ X.X	€ X.X	€ X.X	X.Xx	XXXXX.X%	X.Xx	-
				€ XX.X	€ XX.X	€ XX.X	€ XX.X	X.Xx	XX.X%		
Part-Realised	Company Name	Primary Convertible 1st Lien	Feb-20XX	€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	XX.X%	X.Xx	>X.Xx
	Company Name	Secured Loan / Debt-Equity-Swap	Mar-20XX	€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	XX.X%	X.Xx	>X.Xx
	Company Name	Primary Hold Co Loan 1st Lien	Jan-20XX	€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	XX.X%	X.Xx	X.Xx
	Company Name	Restructured Senior Secured Loan	Mar-20XX	€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	XX.X%	X.Xx	X.Xx
	Company Name	Secondary Senior Secured Loan	Feb-20XX	€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	XX.X%	X.Xx	X.Xx
	Company Name	Senior Secured Loan	Mar-20XX	€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	XX.X%	X.Xx	X.Xx
	Company Name	Second Lien Secured Loan	Jun-20XX	€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	XX.X%	X.Xx	X.Xx
Unrealised	Septem Offshore	Equity structured as 2nd Lien Credit	Jul-20XX	€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	-XX.X%	X.Xx	X.Xx
	Company Name	Hybrid	Jun-20XX	€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	XX.X%	X.Xx	X.Xx
	Company Name	Majority Equity	Jul-20XX	€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	XX.X%	X.Xx	X.Xx
				€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	XX.X%		
Total Investments - Since Inception				€ XX.X	€ XX.X	€ XX.X	€ XX.X	€ XX.X	XX.X%	-	-

ABC Partners has sourced and led XX transactions since inception amounting to c.€XXXm⁴ and expects weighted returns of XX% IRR / >X.Xx MoIC

¹ Preliminary performance as at XXst December 20XX

² Company faced liquidity issues during Q2 20XX, which ABC has addressed through a capital injection in exchange for majority equity ownership in the business

³ GHG and FGF are two of the three companies. Recent developments in Q4 20XX indicate an exit in the short term likely at expected returns

⁴ Calculated based on total amount of capital sourced, structured and negotiated by ABC Partners – including amounts contributed by co-investors

Operational Involvement

Portfolio Company	Equity (or Convertible)	Board Involvement	In-house Ops-Involvement	Value Creation
Company Logo		Company Logo		<ul style="list-style-type: none"> Key areas of strategic discussions - further investment projects (expand capacity) Weekly interactions and quarterly board meetings
Company Logo	Company Logo	Company Logo	Company Logo	<ul style="list-style-type: none"> Driving hiring of management team, key commercial growth projects and restructuring of business Interim CFO provided by ABC Weekly interactions and quarterly board meetings
Company Logo		Company Logo	Company Logo	<ul style="list-style-type: none"> Drive improvement in corporate structure, costs, cash flow monitoring and reporting Quarterly board meetings and weekly input to CFO
Company Logo	Company Logo	Company Logo		<ul style="list-style-type: none"> Drive commercial decisions during end-market turmoil Quarterly board meetings
Company Logo		Company Logo	Company Logo	<ul style="list-style-type: none"> Initiating group projects/PMI leveraging ABC Partners in-house capability (focus on cost, cash flow and reporting) Board involvement and Interaction with shareholder on a regular basis, weekly performance updates
Company Logo	Company Logo	Company Logo		<ul style="list-style-type: none"> Initiating group projects leveraging ABC Partners in-house capability (focus on cost, cash flow and reporting) Interaction with key shareholder on a regular basis, weekly performance updates

ABC Partners enhances risk-adjusted returns through a hands-on value creation approach

ABC Partners Distressed Turnaround Capabilities

- ABC Partners has extensive experience in turning around stressed and distressed companies, operationally, financially and strategically
- The overall 'ownership' investment approach applied by ABC Partners, coupled with significant experience in restructuring and distress equips the ABC Partners team with a strong skill-set to deal with issues and problems in order to protect downside and create equity value, both when the source of problems are external (market) or internal (company)
- ABC Partners professionals have been involved in the turnaround of **XX** companies located in **X** different countries, spanning **X** separate industries since 20XX (see next slide)
- Team members have accreditation through membership of the XX Institute for Turnaround¹

Selected Turnaround Cases – see separate case study of Company A in appendix

Company		Year	Situation	Outcome
Company Logo	Company Name	20XX-20XX	<ul style="list-style-type: none"> • Company active in Offshore Oil Services, hit by worst oil price crash in last decades • Complete shutdown of activities as a result of overall freeze in the market 	<ul style="list-style-type: none"> • Successfully turned around following extensive operational and organisational restructuring in 20XX, with significant revenue generation and high EBITDA margins in 20XX (see separate slides) • Shortlisted in two categories by the 1st 20XX awards (Turnaround Debt Provider and SME Turnaround Professional of the Year, 20XX)
Company Logo	Company Name	20XX-20XX	<ul style="list-style-type: none"> • Company affected by Parent company (Mr John) entering Chapter 11 due to overleverage, stemming from acquisition of XXX • Operational restructuring followed \$450m debt-for-equity swap 	<ul style="list-style-type: none"> • EBITDA increased more than five-fold in the two years following the financial restructuring • Awarded International Turnaround of the Year 20XX
Company Logo	Company Name	20XX	<ul style="list-style-type: none"> • Pan-European telecommunications company suffering liquidity issues and losses in the lead up to a court-enforced business separation • Hired by the Board as joint Chief Restructuring Officer 	<ul style="list-style-type: none"> • Liquidity stabilised and losses stemmed to secure the split, delivery \$XXm in new investment • Shortlisted finalist for International Turnaround of the Year,
Company Logo	Company Name	20XX	<ul style="list-style-type: none"> • Tankers business suffering from prolonged depressed charter rates, defaults on complex syndicated senior loans and maturing unsecured bond debt 	<ul style="list-style-type: none"> • Lender led restructuring of \$XXXm in senior and bond debt, plus new money need combined with asset realisations • Shortlisted for Financial Restructuring of the Year
Company Logo	Company Name	20XX	<ul style="list-style-type: none"> • Core retail kitchens business under intense competition with persistent losses and being subsidized by the rest of the group (joinery business) • Pressure from lenders to force a debt for equity conversion 	<ul style="list-style-type: none"> • Disposal of core business, refinancing of existing bank debt, and a subsequent +XXX% increase in share price • Awarded Listed-Company Turnaround 20XX

¹ Institute for Turnaround www.the-ift.com

Significant Turnaround Experience in Distressed Situations

Company	Firm	Start	End	Industry	Region	Turnaround Issues					
						Interim Mgmt. (CEO, CFO, CRO, Treasurer)	Liquidity Stabilisation & W/C Mgmt	Cost Reduction (incl. workforce restructuring)	Debt Restructuring /Change of Control	Litigation & Cross Border Insolvency	M&A, Asset Disposals
Company Name	ABC Partners	Mar-XX	Jun-XX	Energy Services	Company A			✓	✓	✓	✓
Company Name	ABC Partners	Oct-XX	Apr-XX	Consumer Goods	Company B				✓		
Company Name	ABC Partners	Mar-XX	Sep-XX	IT Services	Company B			✓			✓
Company Name	ABC Partners	Jun-XX	Feb-XX	Shipping	Company B				✓	✓	
Company Name	ABC Partners	Nov-XX	May-XX	Energy Services	Company B	✓	✓	✓	✓	✓	✓
Company Name	ABC Partners	Oct-XX	Oct-XX	Energy Production	Company C	✓			✓		✓
Company Name	ABC Partners	Sep-XX	Sep-XX	Construction	Company B	✓			✓	✓	✓
Company Name	ABC Partners	May-XX	Aug-XX	Energy Production	Company A						
Company Name	ABC Partners	May-XX	Jul-XX	Ind. Manufacturing	Company C	✓					✓
Company Name	ABC Partners	Feb-XX	Apr-XX	Financial Services	Company D		✓				✓
Company Name	ABC Partners	Aug-XX	Nov-XX	Real Estate	Company A		✓	✓			
Company Name	ABC Partners	Feb-XX	Jul-XX	Energy Production	Company Y		✓				✓
Company Name	ABC Partners	Aug-XX	Jan-XX	Construction	Company T		✓				✓
Company Name	ABC Partners	Nov-XX	Jul-XX	Energy Production	Company R		✓	✓	✓		

ABC Partners team members have extensive turnaround experience across sectors and geographies

Track Record – Pre ABC Partners

Investment Performance (up to March 20XX)

Company	Instrument and Seniority	Date of Investment	Invested Capital \$m	Sector	Geography	Fully Exited	MoIC	Gross IRR at Exit
1	Equity	Feb-XX	XXX	Telecom	Company A	Yes	X.Xx	XX.X%
2	Super Senior Revolving Credit Facility (undrawn)	Apr-XX	X	Heat Metering	Company B	Yes	X.Xx	XX.X%
3	Super Senior Revolving Credit Facility (partially drawn)	Apr-XX	XX	Specialty Chemicals	Company B	Yes	X.Xx	XX.X%
4	Senior Secured Bank Debt	Jan-XX	XX	Ferries / Quasi Infrastructure	Company B	Yes*	X.Xx	XX.X%
5	Bank Debt in HoldCo	Jul-XX	XX	Real Estate / Super Markets	Company B	Yes	X.Xx	XX.X%
6	Tranche in Asset Backed Securitisation	Mar-XX	XX	Tenanted Pubs	Company C	Yes*	X.Xx	XX.X%
7	Secured (2 nd Lien) Mezzanine	Apr-XX	XX	Oil Services	Company B	Yes*	X.Xx	XX.X%
8	Equity	Aug-XX	XX	Telecom	Company A	Yes	X.Xx	XX.X%
9	Senior Secured Bond	Oct-XX	XX	Chemicals	Company A	Yes*	X.Xx	XX.X%
10	Senior Secured Bond (LBO Structure)	Mar-XX	XX	Oil Services	Company B	Yes*	X.Xx	XX.X%
11	Tranche in Asset Backed Securitisation	Mar-XX	XX	Tenanted Pubs	Company B	Yes*	X.Xx	XX.X%

Investment Summary & Performance

- XX investments with total invested capital of US\$ X,XXXm
- Average entry EBITDA multiple of X.Xx
- The combined portfolio generated a weighted average IRR of XX.X% and MOIC of X.Xx (excluding recycling)
- Zero loss ratio

John and Tom led and managed investments in excess of \$X.Xbn collectively prior to founding ABC Partners

*Exited post resignation.

**For positions exited post resignation and where no accurate data is available, the expected IRR and MoIC at the time of resignation have been used. For each of these, it has been confirmed that none of the investments were loss making and outcomes were mostly in the expected ranges unless exited early where multiples would have been slightly lower.

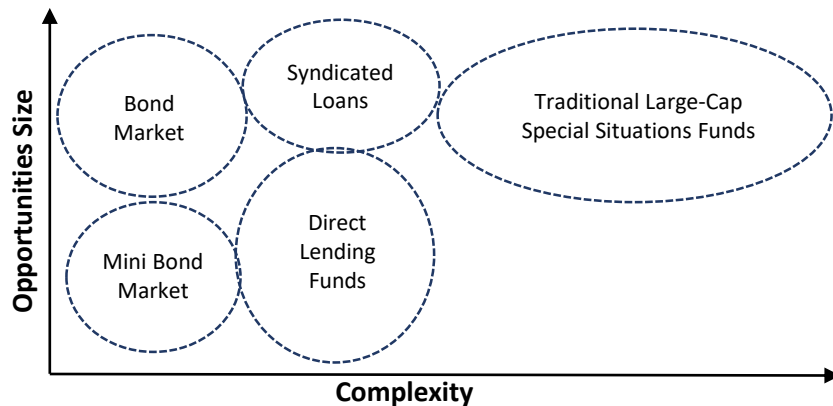
Market Opportunity

1

European Middle-Market Funding Gap

- 1/3rd of European middle-market companies are struggling to access financing solutions:¹
 - Huge Market Segment:** c. 140,000 middle-market companies.² c.1/3rd of private sector GDP in Europe³
 - Rising middle-market corporate funding need:** €XXX trillion needed over next X years⁴ in Europe
 - Banks' new focus on larger borrowers is leaving a growing funding gap²**
- Traditional financing is challenging for middle-market firms in crisis-hit regions, as stringent regulations constrain bank-lending activity⁵

...giving Rise to Alternative Capital Providers⁶

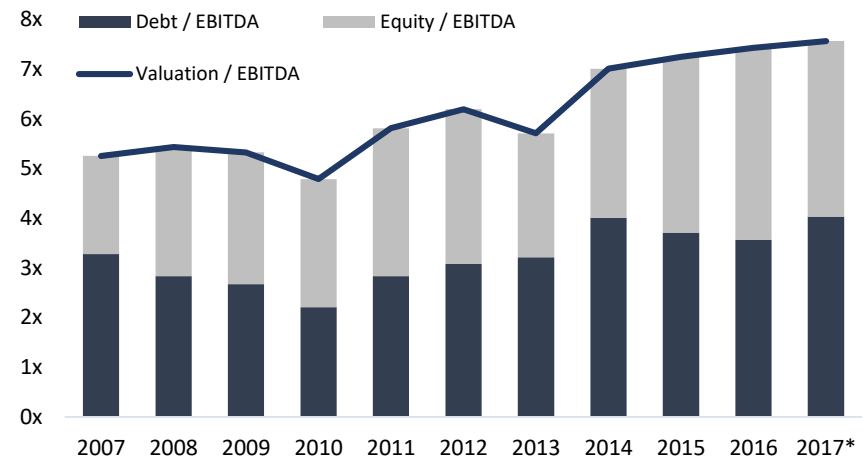


2

A "Cycle" Nearing Its Peak

- Private Equity purchase multiples and deal activity at record high**
- With **leverage levels** having increased steadily since the financial crisis
- Syndicated loan yields are at new lows**
- Credit documentation quality dropping rapidly**
 - Spike in **covenant-lite deals**
 - Weakening of creditor protection** in structures
- Heavy issuance of **high yield bonds and loans**

European LBO Leverage Levels¹¹



Growing middle-market for alternative financing solutions in a heated market

¹ XX European Mid-Market Barometer January 20XX and see appendix C

² BlackRock "European Middle Market Private Debt", January 20XX, ^{3, 4, 6} X&X Ratings Direct "Banking Disintermediation in Europe – A Slow Growing Trend", ⁵BCD, Alternative Lender Deal Tracker Q3 20XX

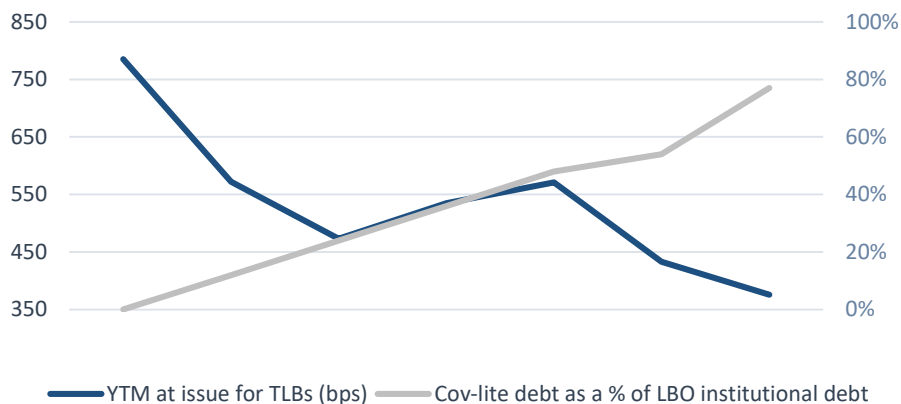
⁷ Chart data from Pitchbook's "20XX Annual Private Equity breakdown"

Market Opportunity

2

A "Cycle" Nearing Its Peak (cont.)¹

Yields Decline as Higher Risk Debt Issuance Rises



3

Liquidity Mismatch

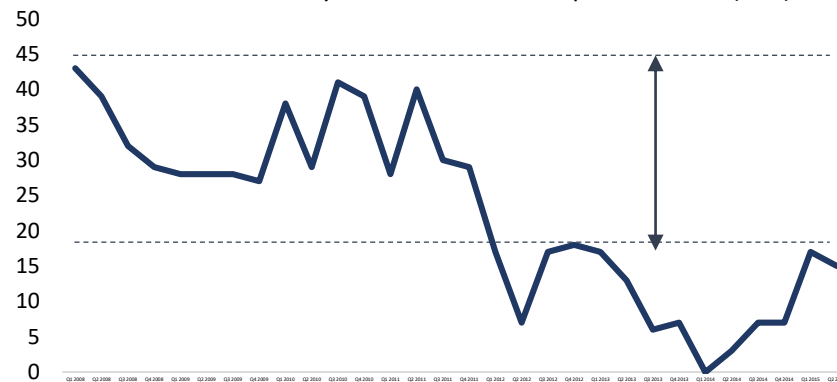
- Liquidity deterioration in the secondary market due to dealer desks' reduced ability to hold inventory and to absorb selling pressure
- The impairment of liquidity has coincided with a significant increase in credit (HY) mutual fund AUM
- A potential reduction in the appetite for "risk assets", as a consequence of CB tapering coupled with large mutual fund outflow can have disastrous consequences for liquid structures (Funds)
- ..and provide **significant opportunity for skilled distressed investors with long-term capital**

Rapid Growth in Outstanding HY Bonds and Loans²



Liquidity Constrained as Dealer Inventories Decrease³

Net Dealer Inventory of Non-Financial Corporate Bonds (€bn)



Uncertain macro environment with prospects for amplified credit market volatility

¹ Pitchbook's 20XX Annual European PE Breakdown

² Credit Suisse, *European Credit Strategy Team, 16 Jan 20XX*

³ ESRB, *Market Liquidity and Market-Making, October 20XX*

Portfolio I Case Studies

Company Name (Exited)

Company
Logo

1 Company Overview

Company:	Company A	Deal size:	€XXm
Headquartered:	PQR	Instrument:	Senior Secured Loan with equity participation
Sector:	Industrial / Chemicals	Underwriting Return:	XX% (XX% contractual)
Sourcing:	M&A boutique	Realised Return:	XX% IRR / X.X MoIC

- Second largest producer of specialty chemicals (resins) in Europe
- Operates a single plant in the PQR with a production capacity of XXXk t/pa
- Revenue and EBITDA of €XXXm and €XXm respectively in 20XXA with XX employees
- Largest private transaction out of Country in 20XX, was exited for a X.Xx MoIC and XX% IRR

3 Investment Thesis

Why ABC Partners liked the business:

- European **market leader in niche industry** with strong growth prospects
- Strong relative performance vs. alternative chemicals
- **High barriers to entry** (plant capex etc.) mean only two significant players
- Value creation / **Equity upside** through synergies new future products

Why the financial / structural profile of the deal was attractive:

- **Low total leverage** at X.Xx ND / EBITDA (c.X.Xx ND / EBITDA – Capex)
- Senior Secured Loan with full asset security creates **downside protection**
 1. High cash yield of >XX% (current and average across cycle)
 2. Well invested asset-base, c.Xx asset coverage / replacement value
- **High value potential** for equity participation

2 Situation / Financing Problem

- Country A's founder-owned conglomerate in exclusivity to acquire Nordic supplier. Sizeable deal with substantial synergies (target >2x acquirer)
- Financing routes approached by company's advisors:
 1. Country banks
 2. Nordic banks
 3. Minority equity position offered in conglomerate HoldCo
- Situation issues – complexity / edge:
 1. State of Southern EU bank market
 2. Unknown counterparty (in Nordics) – not “tier one”
 3. Equity structure / governance unattractive
 4. Financial performance of target - volatility and negative trend

4 Returns

- Conservative mid-teens targeted returns (XX% hold to maturity / X.Xx MoIC) with a strong downside protection => strong risk-reward
- **Achieved IRR of XX% MoIC of X.Xx**



Company Name (Exited)

Company
Logo

1 Company Overview

Company:	Company A	Deal size:	€Xm
Jurisdiction:	DEF	Instrument:	Senior Secured Bond
Sector:	Oil Services	Targeted Return:	c.XX% IRR / X.Xx MoIC
Sourcing:	Broker	Realised Return:	XX,XXX% IRR / X.Xx MoIC (less than X weeks)

- Largest Oil Service company in Mexico, operating a fleet of XX vessels
- Established to provide services to ACB (Mexico's state-owned oil company) which constitutes XX% of revenue
- Revenue and EBITDA of \$XXXm and \$XXXm respectively in 20XXA

3 Investment Thesis

*The \$XXXm bond benefits from **share pledges of a Singaporean SPV and first lien mortgage of the Company Name***

*At a purchase price of XX, the broker value range of \$XXX-XXXm implies an **asset coverage of X.Xx-X.Xx***

2 Situation / Financing Problem

- In February 20XX, OSA was banned from bidding on new contracts with ABB for XX months and served a fine of \$Xm by Country's anti-corruption agency
- The company was seized by the government following an investigation into fraudulent invoices
- Two outstanding bonds both went into default:
 1. \$XXXm XX% bond due in 20XX – secured by one of the world's largest XXX companies, which has an estimated broker value of \$XXX-XXXm
 2. \$XXXm XX.XX% bond due in 20XX – secured by seven vessels (five of which are > XX years old with unclear value)

4 Returns

- Trade executed on XX February at XX (lowest reported trade at XX)
- Bond began trading above par after bond creditors claimed the vessel
- Successfully exited the trade on 6 March at XXX (less than X weeks later)
- **Achieved IRR of XX,XXX% MoIC of X.Xx**