

# TIKEHAU CAPITAL *AT A GLANCE*

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Paris – London – Brussels – Madrid – Milan – New York – Seoul – Singapore

Tikehau Capital is an asset management and alternative investment firm. We are strong believers in a contrarian and distinctive way of thinking and steer clear of herd-like behaviour. We express our convictions by investing alongside our clients, making trust and mutual interest a hallmark of our business.

For almost 15 years we have applied our virtuous model of profitable growth: robust and increasing shareholders' equity invested in successful, high-growth investment strategies. Combined with our entrepreneurial, dynamic spirit, this model represents a unique asset in helping us pursue our strategy.

Our IPO, which took place on March 7th 2017, represented a major milestone that will enable us to embark on a new phase of our development. As one of the European leaders in alternative management, we are seeking to continue to accelerate our growth and the recent acquisitions of Sofidy and ACE Management will allow us to exceed our target of €20bn in assets under management two years ahead of schedule.

Antoine Flamarion and Mathieu Chabran  
Co-founders of Tikehau Capital

Founded in  
**2004**

**€15.9bn<sup>(1)</sup>**  
of AuM

**€2.3bn<sup>(2)</sup>**  
of shareholders'  
equity

**8**  
countries

**c.260<sup>(1)</sup>**  
employees

## Tikehau Capital – Our expertise<sup>(1)</sup>

**PRIVATE  
DEBT**  
€7.5bn

We are a leading European pioneer in alternative financing.

Our private debt teams are able to structure, finance and participate in financing deals with of focus on SMEs.

**PRIVATE  
EQUITY**  
€2.2bn

We target private companies with high growth potential and help them deploy their ambition.

By providing patient capital and operational support to the companies we invest in, we make a transformative impact and create value.

**LIQUID  
STRATEGIES**  
€3.6bn

We operate a conviction-based strategy rather than merely try to 'beat the benchmark'.

The management of our bond and diversified funds are based on the work of our award-winning in-house research team and a fundamental macro and bottom-up approach.

**REAL  
ESTATE**  
€2.6bn

We invest primarily in European commercial real estate.

We focus on non-core products to achieve higher return through active asset management.

(1) As at 30.09.2018

(2) As at 30.06.2018

# A long-term financial partner

We work closely with SMEs and entrepreneurs that are seeking capital to provide funding and help enterprises grow. We're passionate about fostering success, and creating further investment opportunities for our clients.

Tikehau Capital provides financing solutions across the capital structure. We act as responsible investor and long term funding partner with an entrepreneurial mindset. We work with entrepreneurs, founding families and the management to set up adapted financing solutions that align interests and enable the business achieve its strategic goals.

As a funding partner of companies of all sizes, Tikehau Capital draws on its entrepreneurial spirit to forge a deep and immediate understanding of the companies' needs.

80%

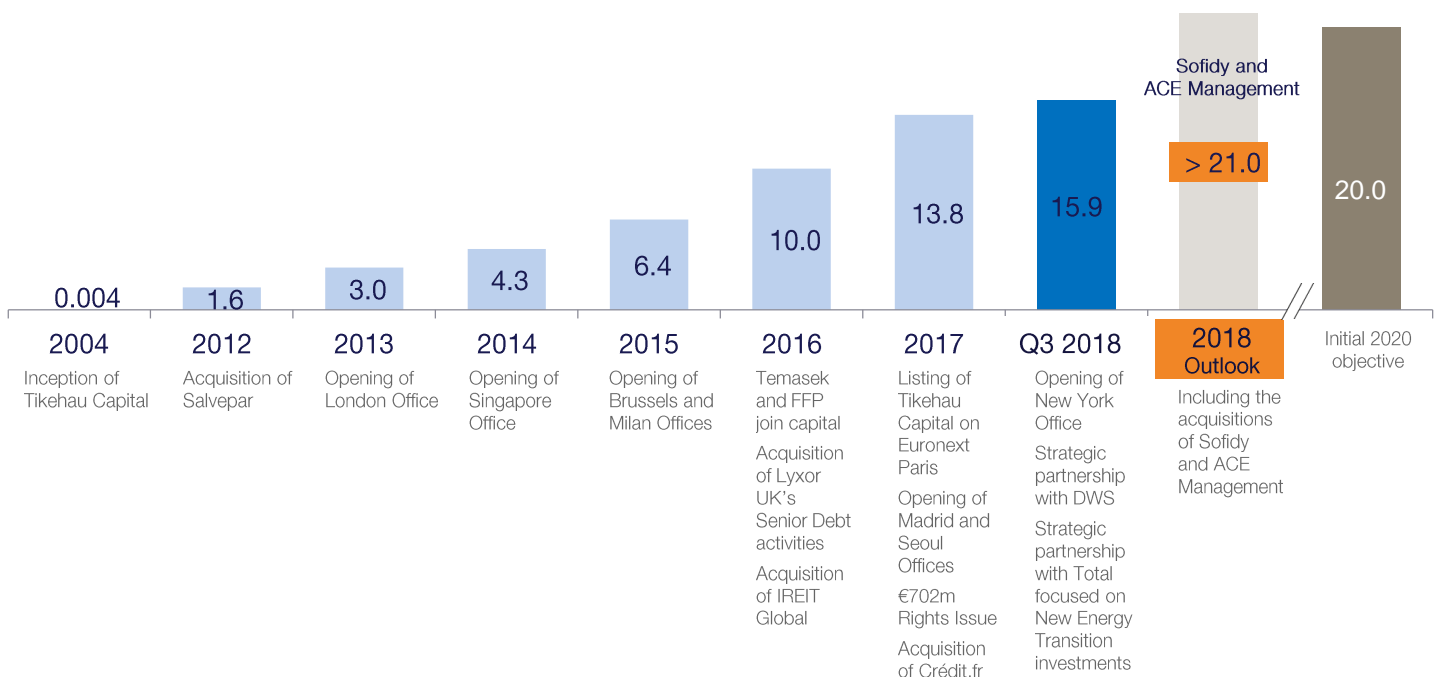
Of our assets under management contribute directly to financing the real economy

More than 200

SMEs across France and in Europe have been financed

# A regular and progressive growth

Assets under Management in €bn and key milestones



# What sets us apart

## 1 Fully aligned interests

- Management controls indirectly 37.0% (1) of the capital
- Core investor in every strategy launched by the Group

## 2 Second to none team

- Emphasis on best in class research, investment process & risk management
- Highly skilled team with average experience of 21 years in the finance industry

## 3 Strong balance sheet

- Our significant cash position allows to:
  - invest across strategies
  - develop co-investments
  - provide flexibility and seize growth opportunities
  - diversify our investments portfolio

## 4 Network of blue chip investors and partners

- We have among our partners institutional and corporate investors (ex/ EIF, BPI, Total or DWS)
- Our shareholders are also investors in our strategies

## 5 Worldwide sourcing

- Best-in-class network of investment partners with international reach
- Strong team of top senior advisors
- Cross-sourcing between business lines

## 6 Proven track record in external growth

- Key acquisitions supporting company's growth:
  - 2016: acquisition of Lyxor UK's European Senior Debt Operation and acquisition of IREIT Global
  - 2017: acquisition of Credit.fr
  - 2018: acquisitions of ACE Management and Sofidy

(1) As at 29.06.2018

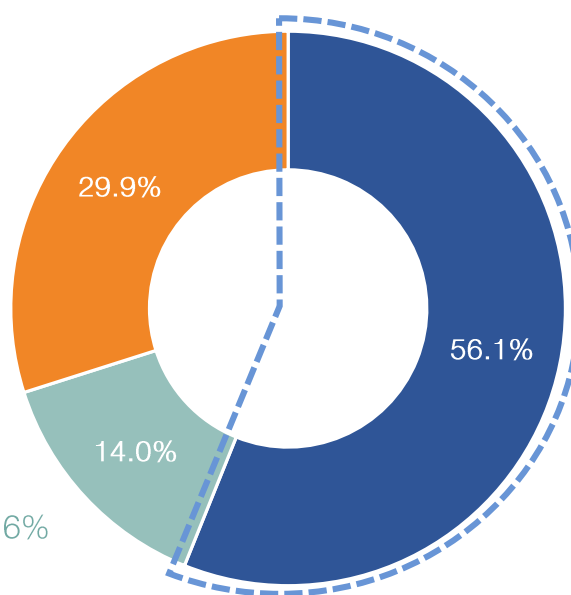
# Tikehau Capital's shareholder structure<sup>(1)</sup>

### Other shareholders

- MACIF: 3.3%
- FFP: 3.0%
- CARAC: 3.0%
- SURAVENIR: 2.7%
- Others: 17.9%

### Institutionals above 5%

- Fonds stratégique de participations<sup>(3)</sup>: 8.6%
- TEMASEK: 5.4%



### Shareholders' agreement

- Management<sup>(2)</sup>: 37.0%
- MACSF: 11.9%
- Credit Mutuel ARKEA: 5.0%
- Neuflize Vie: 2.2%

<sup>(1)</sup> As at 29.06.2018

<sup>(2)</sup> including Tikehau Capital Advisors, Fakarava Capital and employees

<sup>(3)</sup> FSP's shareholders are CNP Assurances, SOGECAP, Groupama, Natixis Assurances, Suravenir, BNP Paribas Cardif, and Crédit Agricole Assurances