# Tikehau Capital SCA

## **Key Rating Drivers**

**Contained Leverage, Sound Funding Profile:** Tikehau Capital SCA's ratings are underpinned by the firm's good capitalisation and sound and relatively long-dated funding profile. Fitch Ratings views leverage as a relative rating strength and, at end-1H21, the company's gross debt/tangible equity ratio stood at around 0.6x (0.3x net of cash and cash equivalents), which is adequate for its business model. Cash flow leverage has improved with rising assets under management (AuM) but remains weaker than that of higher-rated peers.

Tikehau Capital's funding profile is unsecured with the earliest upcoming maturities in 2023, mitigating near-term refinancing risk. Liquidity is robust, with the company sustaining a significant cash buffer on balance sheet (accumulated through a capital-raising in 2019 and bond issuance) to flexibly fund future growth in its asset management (AM) business.

**Growing Alternative Asset Management Franchise:** Tikehau Capital has established a welldiversified and strongly growing alternative AM franchise although its record in third-party asset management is more limited than that of many peers. Aside from select acquisitions (most recently Star America in the US in 2020 and Sofidy in 2018), growth remains organic across its four main strategic areas (real assets, private debt, private equity, capital markets).

**Structure Changes Improve Governance:** In July 2021 Tikehau Capital implemented significant changes to its governance structure, including the elimination of an annual payment of 2% of consolidated shareholders' equity to its general partner. The transaction brought its group structure and in particular its senior partner renumeration model more in line with market practices, reduced organisational complexity and markedly improved its operating cost base.

**Concentrated Balance Sheet Exposures:** Tikehau Capital's direct balance sheet investments are large and concentrated, leading to considerable earnings volatility as evidenced in 2020. Positively, since 2019 the company has made good progress in reducing direct investments on its balance sheet, approaching its own target for direct investments (25%-35% of portfolio investments), with the corresponding balance to be held in its own funds (64% at end-1H21).

**Volatile Earnings:** In 2020 the company reported a sizeable EUR265 million pre-tax loss. This was almost entirely because of a EUR287 million realised hedging loss incurred in relation to its macro hedging strategy, implemented at the beginning of the Covid-19 pandemic to cover most of its existing direct listed investments. Net profitability recovered strongly in 1H21.

**Strong Fundraising:** In 2020 and 1H21 fundraising was strong despite challenges encountered as a result of the pandemic, with Tikehau continuing to effectively leverage existing investor relationships across various regions, a good deal-sourcing pipeline and sound investment policies. The closed-end nature of most of Tikehau Capital's funds continues to support the visibility of future recurring revenues and limits redemption risk.

## **Rating Sensitivities**

**Larger Scale; Improved Structural Profitability:** The firm materially enhancing the scale of its asset management activities (resulting in a larger proportion of recurring annuity-based revenue and reduced earnings volatility), while maintaining leverage at current (or improved) levels, could support positive rating action.

**Higher Leverage; Operational Loss:** Tikehau Capital's gross debt/tangible equity ratio approaching 0.8x would be credit negative – in particular if caused by a reduction in tangible equity and if accompanied by a deterioration in Tikehau Capital's strong net leverage ratio. A material operational loss or a sustained weakening in Tikehau Capital's franchise as a result of the departure of key investment or senior staff could also be rating negative.

#### Ratings

Foreign Currency	
Long-Term IDR	
Short-Term IDR	

BBB-F3

AA

Sovereign Risk Long-Term Foreign-Currency IDR

#### Outlooks

Long-Term Foreign-Currency Stable IDR Sovereign Long-Term Foreign-Currency IDR

#### **Applicable Criteria**

Non-Bank Financial Institutions Rating Criteria (February 2020)

#### **Related Research**

Fitch Affirms Tikehau Capital on Changes to Corporate Structure (May 2021) Fitch Assigns Tikehau's Sustainable Notes Final 'BBB-' Rating (March 2021) Fitch Ratings 2021 Outlook: Global Investment Managers (November 2020)

#### **Financial Data**

Tikehau Capital SCA		
(EURm)	30 Jun 21	31 Dec 20
AUM (EURbn)	30.9	28.5
FAUM (EURbn)	24.4	23.2
Management/other recurring fees	122.2	198.6

recurring rees		
Pre-tax profit	196.2	-264.8
Investment portfolio	2,878	2,410
Tangible equity (TE)	2,353	2,266
Gross debt/TE (x)	0.6	0.4

Source: Fitch Ratings

#### Analysts

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## **Debt Rating Classes**

Rating level	Rating
Senior unsecured	BBB-
Source: Fitch Ratings	

The rating of Tikehau Capital's senior unsecured debt is equalised with its Long-Term Issuer Default Rating (IDR), reflecting Fitch's expectation of average recovery prospects given Tikehau Capital's largely unsecured funding profile.

The senior unsecured notes' rating is primarily sensitive to changes in Tikehau Capital's Long-Term IDR. Changes to Fitch's assessment of recovery prospects for senior unsecured debt in default (e.g. the introduction of debt obligations ranking ahead of the senior unsecured debt notes) could also result in the senior unsecured notes rating being notched below the IDR. aaa

aa+

aa

aaa+ a

a

bbb+

bbb

bbb-

bb+

bb

bb

b+

b

b-

ccc+

ccc

ccc сс

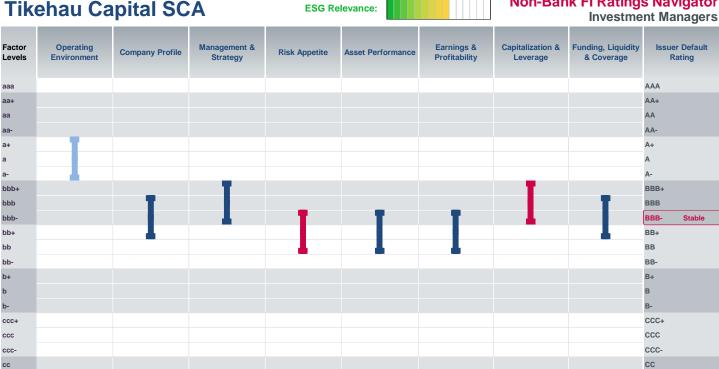
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# **Ratings Navigator Tikehau Capital SCA**



# **Non-Bank FI Ratings Navigator**



### **Bar Chart Legend**

û

Evolving

Vertical bars – VR range of Rating Factor Bar Colors - Influence on final VR Higher influence Moderate influence Lower influence

С

D or RD

	Lower minu	ence		
Bar	Arrows - Rat	ing Fac	tor Outlook	
Û	Positive	Û	Negative	

Stable

## **Navigator Peer Comparison**

			Busines	s Profile			Financia	l Profile		
Name	Sector	IDR/Outlook	Operating Environment	Company Profile	Management and Strategy	Risk Appetite	Asset Quality & Performance / CP Exposure	Earnings and Profitability	Capitalisation and Leverage	Funding, Liquidity and Coverage
Oaktree Capital Group, LLC	IM	A/Stable	aa-	a	a	a	a	a-	a- <b>=</b>	bbb
Investcorp Holdings B.S.C.	IM	BB/Stable	bbb	bb	bbb-	bb+	bb	bb+	bb+	bb
Ares Management Corporation	IM	A-/Stable	aa-	a-	a-	a-	a	a-	a-	a-
The Carlyle Group, Inc.	IM	BBB+/Stable	aa-	a	bbb+	a-	a-	a-	bbb	bbb
KKR & Co. Inc.	IM	A/Stable	aa-	a	a	a	a	a	a- <b>=</b>	a
Intermediate Capital Group PLC	Fin Lease Co	BBB/Stable	a	bbb	bbb+	bbb-	bbb-	bbb	bbb-	bbb-
Tikehau Capital SCA	IM	BBB-/Stable	a	bbb-	bbb	bb+	bb+∎	bb+∎	bbb	bbb-
EQT AB (publ)	IM	A-/Stable	aa-	bbb+	a-	a-	a-	bbb+ <b>▲</b>	a	a-
Man Group Plc	IM	BBB+/Stable	a+ <b>▼</b>	bbb	bbb+	bbb+	bbb+	a-	a	bbb+
		Influence / Impo	rtance: <mark>Lower</mark> Mode	erate Higher	Outlook: Nega	tive 🔻 Stable 🛛	Positive 🛦 Evolvin	g 🔶		

## **Key Developments**

#### **Changes to Corporate Structure**

Changes to Tikehau Capital's corporate and remuneration structure concluded in July 2021 brought its group structure and in particular its senior partner renumeration model more in line

with market practices, reduced organisational complexity and markedly improved Tikehau Capital's operating cost base. While the changes did not have an immediate rating impact, it improved the flexibility of Tikehau Capital's cost base.

As part of the transaction, Tikehau Capital General Partner (TCGP), fully owned by Tikehau Capital Advisors SAS (TCA), as the legal entity holding the perpetual right to a 2% payment of opening equity (equivalent to EUR63 million in 2020, excluding VAT) was absorbed by and the right to the economic revenue stream transferred to Tikehau Capital. Fifty-eight full-time employees (FTE; employed by TCA) were transferred to Tikehau Capital as part of a transfer of branch activity, with the company assuming the corresponding staff costs (estimated to be around EUR25 million a year).

The preferred dividend (12.5% of the statutory net result) ultimately accruing to TCA was reduced to 1% of the statutory net result and continues to accrue to TCA (via a newly created entity (Tikehau Capital Commandite). The transfer of these revenue streams to Tikehau Capital (independently valued at around EUR1.15 billion) was funded by Tikehau Capital issuing approximately 39 million additional shares.

As a result of the transaction, Tikehau Capital's operating expense base and cash flow profile should improve by close to EUR45 million (EUR61 million cost improvement due to the 2% management fee elimination partly offset by an increase in operating expenses from the FTE transfer). Pro forma after the cost reduction, Fitch calculates total operating expenses as a percentage of management fee revenues to decrease from 114% to around 94% at end-2020, reducing the company's reliance on more volatile investment management revenue.

In Fitch's view, the transaction has a moderately positive impact on Tikehau Capital's management and strategy score, primarily as a result of improved transparency and better alignment of interests between the company's stakeholders.

### **Hedging Losses Realised**

In March and April 2020, Tikehau Capital entered a number of derivative transactions to hedge against further fair value declines in its sizeable portfolio of listed equities (notably DWS and Eurazeo). However, the subsequent recovery in equity markets since 2Q20 has led to material unrealised derivative-related losses. At mid-2021, Tikehau Capital had unwound the derivative position with a material negative financial impact in both 2020 (EUR286.5 million) and 1H21 (EUR71.5 million). While the transaction led to a sizeable net loss for 2020, Tikehau Capital's equity base was sufficiently large to comfortably absorb the loss. The management has since mid-2020 materially reduced its exposure to both DWS and Eurazeo which should reduce any future earnings volatility from listed equities.

#### Hybrid Rating Approach

Within Fitch's Non-Bank Financial Institutions (NBFI) sub-sectors, Tikehau Capital shares characteristics with finance companies, investment companies and alternative investment managers. Given Tikehau Capital's continued exposure to balance sheet investments, Fitch considers balance sheet-based metrics to be more relevant than cash-flow based metrics in assessing Tikehau Capital's financial and overall risk profile.

## **Company Summary and Key Qualitative Assessment Factors**

#### Transitioning from Investment Company to Asset Manager

Tikehau Capital is a Paris-listed alternative asset manager principally offering closed-ended funds in private debt, real assets and private equity as well as funds in capital market strategies. AuM has increased materially to EUR30.9 billion at end-June 2021 from EUR3.0 billion in 2013, of which EUR1.5 billion (around 5%) related to its on-balance sheet direct investment activities. AuM within the asset management business remains reasonably well spread across a number of strategies, including real assets (35%; real estate and infrastructure), private debt (32%), capital market strategies (15%) and private equity (13%).

#### **Broad Range of Alternative Strategies**

Tikehau Capital's real asset franchise was materially enhanced by the acquisition of Francebased Sofidy in late 2018. Sofidy expanded Tikehau Capital's retail client base and gave the company a solid position in the sizeable French real estate investment vehicle market (SCPIs) in addition to its closed-end real estate funds and listed REITs (in both Singapore and France). While Sofidy is largely focused on core and "core+" strategies (targeted gross returns of between 3% and 10%), Tikehau Capital also invests in higher-risk "value-add" and opportunistic strategies with targeted gross returns of up to 20%.

In its private debt business, Tikehau Capital largely focuses on direct lending and to a lesser extent leveraged loans (currently fundraising for CLO VI). Funds, including its current vintage Tikehau Capital Direct Lending V fund (TDL V), primarily invest in small-to-medium-sized companies across a wide range of debt instruments (including mezzanine and preferred equity). While some portfolio companies have been negatively affected by the pandemic, typical portfolio company leverage is below-market average and the equity contribution high, mitigating credit risk.

Tikehau Capital's private equity franchise, while fast-growing, is relatively small. In its core strategy, it typically invests between EUR20 million and EUR300 million alongside management teams or founders who remain majority shareholders. The division also manages the company's legacy listed equity investments and ACE Capital Partners, an asset manager acquired in 2018 which specialises in aerospace and cybersecurity.

Tikehau Capital's capital markets division encompasses a range of open-ended funds and managed accounts. Investments are largely in European and Asian corporate and financial institutions across a broad range of instruments (including high-yield and subordinated debt).

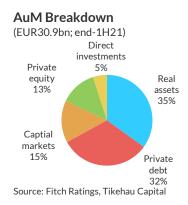
#### **Sizeable Balance Sheet Investments**

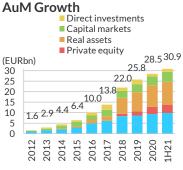
Compared to peers, Tikehau Capital's exposure to direct investments (i.e. investments outside its funds) is large, amounting to around EUR1.5 billion at end-1H21. Within direct investments, Tikehau Capital's stake in Eurazeo (EUR380 million) is the company's largest exposure with the remainder being relatively well diversified (two unlisted investments exceeded EUR50 million), also helped by the reduction in its stake in Germany-based DWS (to EUR36 million at end-2020 from EUR189 million at end-2019).

Eurazeo is a France-based alternative asset manager (AuM of EUR25.6 billion at end-1H21), largely as majority-investor in SMEs. Tikehau Capital's management aims to maintain the share of fund co-investments in relation to its total investment portfolio at between 65% to 75% (64% at end-1H21) which suggests that direct investments will remain material in the medium term, ultimately constraining rating upside.

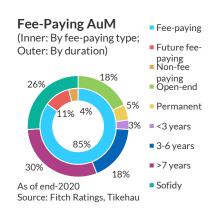
### **Receding Key Person Risk**

While Tikehau Capital's founders (Antoine Flamarion and Mathieu Chabran) remain major shareholders and senior partners, the company's listing in 2017 and an expansion of the company's senior management team since then has in our view reduced key person risk. Governance is also supported by Tikehau Capital's sizeable supervisory board (10 members, all non-executive and five of which considered independent) and a number of board committees (including a governance and sustainability committee with responsibility for remuneration, entirely composed of independent supervisory board members).



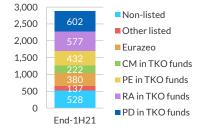


Source: Fitch Ratings, Tikehau Capital



## **Investment Portfolio**

(EUR2,878 million; end-1H21)



Source: Fitch Ratings, Tikehau Capital

## Key Financial Metrics – Latest Developments

#### **Continued Sound Fundraising**

While capital deployment was slowed down by the pandemic (deployment in 1H20 accounted for only 31% of 2020 full-year deployment compared to more than 40% for the first six months in 2017-2019), fundraising remained strong throughout (averaging around 17% annually of beginning period AuM). This was supported by live funds in all of Tikehau Capital's asset classes. Reflecting market opportunities caused by the pandemic, capital deployment recovered strongly in 1H21 (65% of 2020 full-year deployment), in particular in private debt funds and real asset funds.

At end-1H21, Tikehau Capital's dry powder in all its closed-end funds amounted to EUR6.4 billion. The management has increasingly diversified Tikehau Capital's client base away from its home market (including expansion in North America) but France (65% at end-1H21, down from 79% in 2016) continues to account for the bulk of clients. Diversification by client type is good with management aiming to increase its retail and private banking client base, also via joint-ventures.

In April 2021 Tikehau Capital announced that it had sponsored and invested EUR25 million in to a special purpose acquisition company (SPAC, Pegasus Europe) with a further EUR50 million forward purchase agreement.

#### **Continued Reliance on Investment Gains**

Tikehau Capital's recurring fee income has grown strongly since 2017 but the company remains reliant on gains related to its investment portfolio (in particular gains on sale but also dividend and interest income).

Positively, the changes to the company's corporate structure announced in May 2021 will improve Tikehau Capital's cost structure. We expect recurring fees from the company's asset management business to at least cover consolidated operating expenses (both asset management and investment company costs), supported by the recent corporate structure changes, increasing performance fees and scale effects in Tikehau Capital's asset management business line. Tikehau Capital's fee-earning EBITDA margin has improved (to around 35% in 2020 and 37% in 1H21) but remains weaker than the corresponding ratios of higher-rated peers.

#### Sound Balance Sheet Leverage

Following a EUR500 million senior unsecured bond issuance in March 2021, Tikehau Capital's end-1H21 gross debt/tangible equity ratio stood at around 0.6x (0.4x at end-2020), before a July 2021 EUR200 million debt repayment as part of the corporate structure changes. While this is at the upper 'bb' range of Fitch's investment companies benchmark, our assessment of the company's leverage is also supported by materially lower net leverage, its increasing recurring earnings base and Fitch's expectation that Tikehau Capital's currently high gross debt/EBITDA ratio (our key ratio for investment managers with lower balance sheet utilsation) will improve in the medium term.

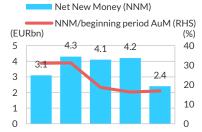
Tikehau Capital pursues a flexible dividend policy but, given the management's leverage appetite, we expect balance sheet leverage to remain comfortably below 0.5x in the medium term.

### Long-Dated Funding Profile; Solid Liquidity

Since 2017 Tikehau Capital has issued EUR1.3 billion in senior unsecured debt, EUR300 million in 2017, EUR500 million in 2019 and an inaugural EUR500 million eight-year sustainable bond (with a coupon of 1.625%) in March 2021. As a result, the company's funding profile is long-dated with a first maturity (EUR300 million) in 2023. A EUR200 million bank loan maturing in 2024 was repaid in July 2021.

Liquidity is supported by a EUR700 million undrawn revolving credit facility (with the maturity extended to 2026 in 1H21) and a material amount of unrestricted cash (EUR937 million at end-1H21). While contingent liabilities (largely relating to uncalled commitments by funds) are sizeable (around EUR1.2 billion at end-1H21), given the staggered nature of any capital calls we view Tikehau Capital's available liquidity as adequate.

Resilient Fundraising



2017 2018 2019 2020 1H21 Source: Fitch Ratings, Tikehau Capital, 1H21 NNM/beginning AuM annualised



Source: Fitch Ratings, Tikehau Capital; 1H21 annualised

Capital Deployment



Source: Fitch Ratings, Tikehau

### **Contained Leverage**



Source: Fitch Ratings, Tikehau

**Fitch**Ratings

**Non-Bank FI Ratings Navigator** 

## **Environmental, Social and Governance Considerations**

**Tikehau Capital SCA** 

<b>Fitch</b> Ratings		Tikehau Capital SCA			NOI-	Dan			nt Managers
Credit-Relevant ESG Deriva	ation							Ov	erall ESG Scale
Tikehau Capital SCA has 6 ESG poten	<b>J</b>	rivers e to fair lending practices; pricing transparency; repossession/foreclosure/collectic	n practices: consumer data protection: legal/	frequilation fines stemming from any of	key driver	0	issues	5	
the above but this has	very low im				driver	0	issues	4	
	lly relevant	to the rating and is not currently a driver.			potential driver	6	issues	3	
					not a rating	2	issues	2	
					driver	6	issues	1	
Environmental (E)			- /						
General Issues	E Score	Sector-Specific Issues	Reference	E Scale	to Read This P				
GHG Emissions & Air Quality	1	Regulatory risks, emissions fines or compliance costs related to owned equipment, which could impact asset demand, profitability, etc.	Operating Environment	5 ESG		rom 1			level color gradation. vant.
Energy Management	1	Investments in or ownership of assets with below-average energy/fuel efficiency which could impact future valuation of these assets	Risk Appetite						ernance (G) tables
Water & Wastewater Management	1	n.a.	n.a.	3 acros	s all markets v	with Se	ctor-Specific I	lssues u	I Issues are relevant inique to a particular sector-specific issue.
Waste & Hazardous Materials Management; Ecological Impacts	1	n.a.	n.a.	2 These to the	e scores signify issuing entity's	the cre overall	edit-relevance I credit rating.	of the s The Refe	sector-specific issues ierence box highlights ssues are captured in
Exposure to Environmental Impacts	2	Impact of extreme weather events on assets and/or operations and corresponding risk appetite & management; catastrophe risk; credit concentrations	Company Profile; Asset Performance	1 Fitch'	s credit analysis	ŝ.		-	
Social (S) General Issues	S Score	Sector-Specific Issues	Reference	score	. This score sig s to the entity's	nifies th credit	ne credit releva rating. The thr	ance of c ree colur	ows the overall ESG combined E, S and G mns to the left of the
	3 Score	Sector-Specific Issues	Reference	overa					sub-component ESG
Human Rights, Community Relations, Access & Affordability	1	n.a.	n.a.	5 that a	are drivers or p	otential	drivers of the	e issuing	the main ESG issues entity's credit rating nd provides a brief
Customer Welfare - Fair Messaging, Privacy & Data Security	3	Fair lending practices; pricing transparency; repossession/foreclosure/collection practices; consumer data protection; legal/regulatory fines stemming from any of the above	Operating Environment; Risk Appetite; Asset Performance	4	nation for the so		es has been d	levelope	d from Fitch's sector
Labor Relations & Practices	2	Impact of labor negotiations, including board/employee compensation and composition	Company Profile; Management & Strategy; Earnings & Profitability; Capitalization & Leverage; Funding, Liquidity & Coverage	3 rating the c	s criteria. The C lassification sta	General ndards	Issues and Se published by	ector-Spe the Unite	ecific Issues draw on ed Nations Principles ainability Accounting
Employee Wellbeing	1	n.a.	n.a.	2 Stand	lards Board (SA	ASB).			v refer to Sector as
Exposure to Social Impacts	3	Shift in social or consumer preferences as a result of an institution's social positions, or social and/or political disapproval of core activities	Company Profile; Earnings & Profitability		yed in the Sect				
Governance (G) General Issues	G Score	Sector-Specific Issues	Reference	G Scale Hoy			ELEVANT E		ALE erall credit rating?
Ocher ar 135065	5 00016		Reference						ignificant impact on the
Management Strategy	3	Operational implementation of strategy Board independence and effectiveness; ownership concentration; protection of	Management & Strategy	5 5	rating or within Na	n an indivi avigator.	dual basis. Equiva	elent to "hig	gher" relative importance
Governance Structure	3	Board independence and effectiveness; ownership concentration; protection of creditor/stakeholder rights; legal /compliance risks; business continuity; key person risk; related party transactions	Management & Strategy	4 4	in combi importar	ination within	th other factors. Eq Navigator.	quivalent to	as an impact on the rating o "moderate" relative
Group Structure	3	Organizational structure; appropriateness relative to business model; opacity; intra-group dynamics; ownership	Company Profile	3 3	a way th	at results	to rating, either ve in no impact on the e within Navigator.	e entity ratir	act or actively managed in ing. Equivalent to "lower"
Financial Transparency	3	Quality and timing of financial reporting and auditing processes	Management & Strategy	2 2	Irrelevan	it to the er	ntity rating but relev	ant to the s	sector.

elevant to the entity rating and irrelevant to the sector.

1

Unless otherwise disclosed in this section, the highest level of ESG credit relevance is a score of '3'. This means ESG issues are credit neutral or have only a minimal credit impact on the entity, either due to their nature or the way in which they are being managed by the entity. For more information on Fitch's ESG Relevance Scores, visit www.fitchratings.com/esg.

### **Income Statement**

	30 Jun 21	31 Dec 20	31 Dec 19	31 Dec 18
	Interim (6 months)	Year end	Year end	Year end
	(EURm)	(EURm)	(EURm)	(EURm)
	Unaudited	Audited - unqualified	Audited - unqualified	- Audited unqualified
Asset management fees	122.2	204.8	174.8	75.2
Investment portfolio – change in fair value	180.0	-12.3	188.8	-109.6
Other income (incl. dividends)	72.2	95.7	88.8	71.1
Total revenue	374.4	288.2	452.4	36.7
Base compensation	-54.7	-92.2	-135.4	-102.9
Interest expense	-11.0	-35.7	-34.5	-23.9
Other operating expenses	66.1	-139.0	-64.1	-32.5
Total expenses	-131.8	-266.9	-234.0	-159.3
Non-recurring revenue (expense)	-71.9	-286.5	-	-
Income (loss) attributable to NCI	0.2	0.5	0.6	-
Pre-tax profit	172.6	-265.2	218.4	-122.6
Tax	-19.8	58.6	-39.7	15.2
Net income	152.6	-206.6	178.7	-107.4

# **Fitch**Ratings

## **Balance Sheet**

30 Jun 21	31 Dec 20	31 Dec 19	31 Dec 18
Interim (6 months)	Year end	Year end	Year end
(EURm)	(EURm)	(EURm)	(EURm)
869.0	671.1	1,175.4	436.3
68.3	76.2	131.8	26.9
2,878.5	2,515.1	2,344.6	2,083.3
109.0	89.7	124.6	101.4
39.0	41.9	46.2	15.0
417.9	422.5	371.1	436.8
115.8	115.7	117.7	16.3
87.1	82.6	25.9	28.4
47.4	3.7	3.9	2.3
4,632.0	4,018.5	4,341.2	3,146.7
33.2	46.6	34.7	16.7
49.2	45.0	39.4	25.1
0.0	0.5	12.9	5.4
1,506.0	998.5	997.2	795.9
71.9	54.7	60.4	6.1
66.9	69.5	51.0	22.4
1,727,2	1,214.8	1,195.6	871.6
2,103.7	1,634.3	1,640.1	1,241.7
794.7	1,162.7	1,498.8	1,032.6
6.4	6.7	6.7	.8
2,904.7	2,803.7	3,145.6	2,275.1
4,632.0	4,018.5	4,341.2	3,146.7
	Interim (6 months) (EURm) 869.0 68.3 2,878.5 109.0 39.0 417.9 115.8 87.1 47.4 4,632.0 33.2 49.2 0.0 33.2 49.2 0.0 1,506.0 1,506.0 1,506.0 1,506.0 1,727,2 2 2,103.7 794.7 6.4 2,904.7	Interim (6 months) Year end (EURm) (EURm)   869.0 671.1   68.3 76.2   2,878.5 2,515.1   109.0 89.7   39.0 41.9   417.9 422.5   115.8 115.7   87.1 82.6   47.4 3.7   4,632.0 4,018.5   33.2 46.6   49.2 45.0   0.0 0.5   1,506.0 998.5   71.9 54.7   66.9 69.5   1,727.2 1,214.8   2,103.7 1,634.3   794.7 1,162.7   6.4 6.7   2,904.7 2,803.7	Interim (6 months) Year end (EURm) Year end (EURm)   869.0 671.1 1,175.4   68.3 76.2 131.8   2,878.5 2,515.1 2,344.6   109.0 89.7 124.6   39.0 41.9 46.2   417.9 422.5 371.1   115.8 115.7 117.7   87.1 82.6 25.9   47.4 3.7 3.9   4,632.0 4,018.5 4,341.2   33.2 46.6 34.7   49.2 45.0 39.4   0.0 0.5 12.9   1,506.0 998.5 997.2   71.9 54.7 60.4   66.9 69.5 51.0   1,727.2 1,214.8 1,195.6   2,103.7 1,634.3 1,640.1   794.7 1,162.7 1,498.8   6.4 6.7 6.7   2,904.7 2,803.7 3,145.6

Source: Fitch Ratings, Fitch Solutions, Tikehau Capital SCA

## **Summary Analytics**

	30 Jun 20	31 Dec 20	31 Dec 19	31 Dec 18
(%)	Interim (6 months)	Year end	Year end	Year end
Earnings and profitability				
Adjusted (F)EBITDA margin (NOPAM* margin)	37.3	37.3	33.5	31.4
Management fees/total asset management revenue	99	97	95	97
Pre-tax income/average assets	9.1	-6.3	2.5	-3.4
Pre-tax income/average equity	13.8	-8.9	8.1	-5.1
Asset performance				
Net client flows as a % of beginning AUM balance	20	16	19	31
AUM growth rate	23	10	17	59
TTM management fees/average AUM (bps)	104	92	92	81
Capitalization and leverage				
Gross debt/tangible equtiy (x)	0.6	0.4	0.4	0.4
Net debt/tangible equity (x)	0.3	0.1	-0.1	-0.1
Gross debt/NOPAM (x)	16.5	13.1	17.0	7.6
Net debt/(F)/NOPAM (x)	7.0	3.3	-5.3	-4.1
Funding and liquidity				
Unsecured debt/total debt	100	100	100	100
NOPAM/interest expense	5.0	2.6	2.7	2.3
(Cash + liquid assets)/total assets (%)	19	19	30	15

Tikehau Capital SCA Rating Report | 12 October 2021

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