

Full year 2016 results presentation

23 March 2017

- **Highlights 2016**
- **Overview**
- **Operating review**
- **Financial review**
- **Governance**
- **Outlook**
- **Appendices**

OPERATING HIGHLIGHTS

- 57% growth in AUM to **€10bn**
- Capital increases for an aggregate value of €616m (of which €416m in 2016)
- Reorganisation of Tikehau Capital and success of the public tender offer on Salvepar leading to the **listing of Tikehau Capital**

FINANCIAL HIGHLIGHTS

- **€76.3m** of total revenues
- **€72.4m** of profit after tax
- **€129.8m** of cash & cash equivalents (€495.1m on a pro forma basis ⁽¹⁾)
- **€ 1,132.4m** of consolidated equity (€1,530.5m ⁽¹⁾) on a pro forma basis ⁽¹⁾)

⁽¹⁾Including 2017 capital increases

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INDEPENDENCE SHAPES VALUE

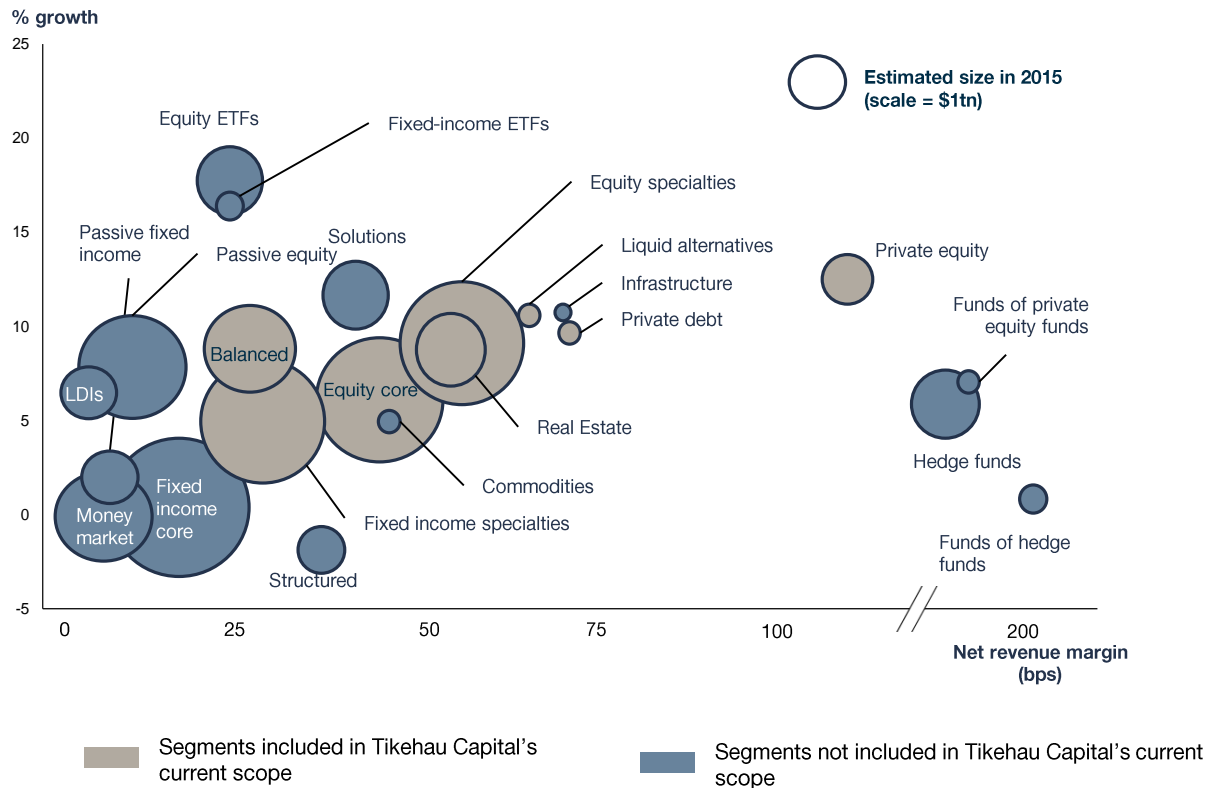
- **€10bn** ⁽¹⁾ of AuM
- **€1.5bn** ⁽¹⁾⁽²⁾ of shareholders' equity
- **c.170** ⁽¹⁾ employees and partners (c. 15 nationalities)
- **5 offices**
 - Paris
 - London
 - Singapore
 - Brussels
 - Milan
- **Established track record** in Private and Public markets
- **Extensive international network**

⁽¹⁾ As at 31.12.2016

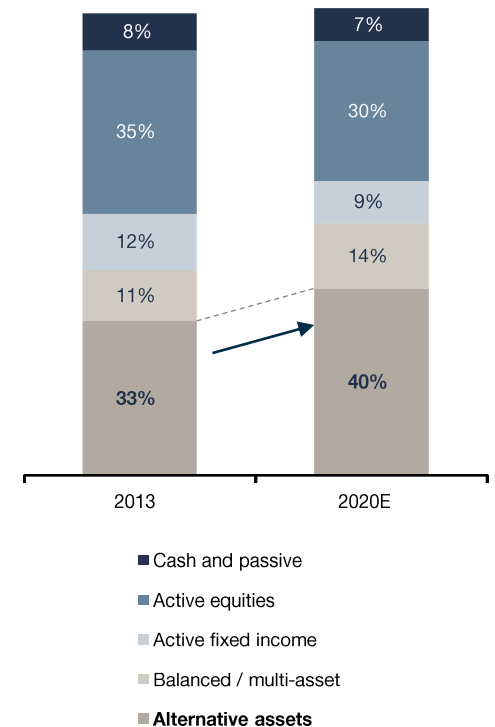
⁽²⁾ On a pro forma basis

TIKEHAU IS POSITIONED – AS AN ALTERNATIVE ASSET MANAGER – IN A FAST-GROWING & PROFITABLE MARKET

Expected evolution of AM segments between 2015 and 2020



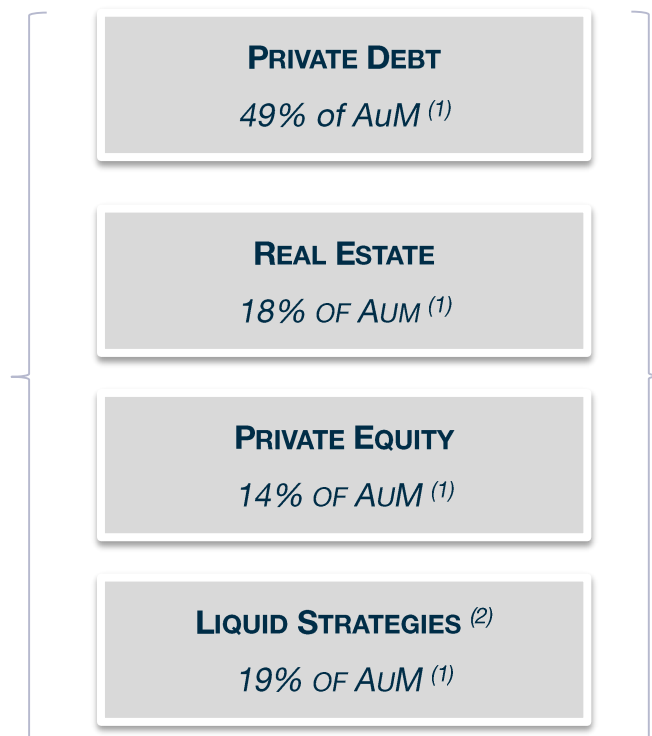
Alternative AM: 40% of global AM revenues in 2020 vs. 33% in 2013



OUR VISION :
BECOME THE EUROPEAN LEADER IN ALTERNATIVE ASSET MANAGEMENT

WITH €10BN OF AUM, TIKEHAU'S ACTIVITIES ARE ORGANISED AROUND 4 BUSINESS LINES

Our offer
Alternative and
flexible investment solutions



Our objective
Optimise risk / return
over the long term

⁽¹⁾ As at 31.12.2016

⁽²⁾ Bonds, diversified and equities

VALUE CREATION, DIVERSIFICATION & RECURRENCE

Use of Capital

Revenue generation

Solid revenue generating model with significant embedded growth

TIKEHAU CAPITAL BALANCE SHEET

Ability to deploy capital as a key differentiator

INVESTMENT IN TIKEHAU FUNDS

Enables full alignment and generation of third-party AUM

PLATFORM AND STRATEGIC INVESTMENTS

Product development and strategic acquisitions to sustain further penetration of third-party AUM

OPPORTUNISTIC INVESTMENTS

Balance sheet offering flexibility to pursue opportunistic investments

Funds' performance

- Portfolio revenues
- Change in fair value/ Capital gains

Industrial revenues

- Management fees
- Performance fees

Return on investments

- Portfolio revenues
- Change in fair value/ Capital gains

PRIVATE DEBT
REAL ESTATE
PRIVATE EQUITY
LIQUID
STRATEGIES

A UNIQUE MODEL OF DEVELOPMENT

1

FULLY ALIGNED INTERESTS

- Management controls indirectly 38.1%⁽¹⁾ of the capital
- Tikehau Capital is a 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 19 years in the finance industry



5

WORLDWIDE SOURCING

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

4

NETWORK OF BLUE CHIP INVESTORS AND PARTNERS

- Shareholders which are ALSO investors in our strategies

3

STRONG BALANCE SHEET

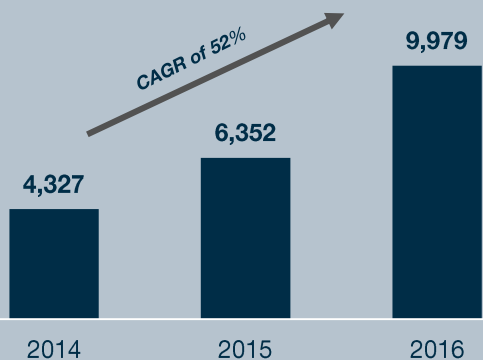
- Significant cash position allows to:
 - Invest across strategies
 - Develop co-investments
 - Provide flexibility and seize growth opportunities



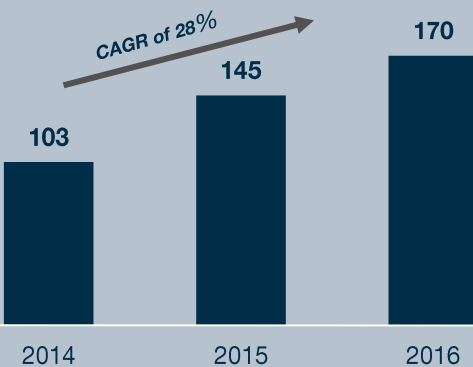
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SOLID TRACK-RECORD AND STRONG FOUNDATIONS TO ACCELERATE GROWTH

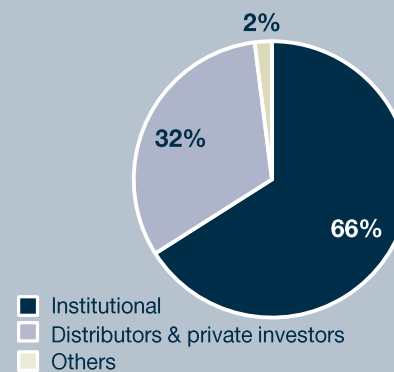
ASSETS UNDER MANAGEMENT (IN €M)



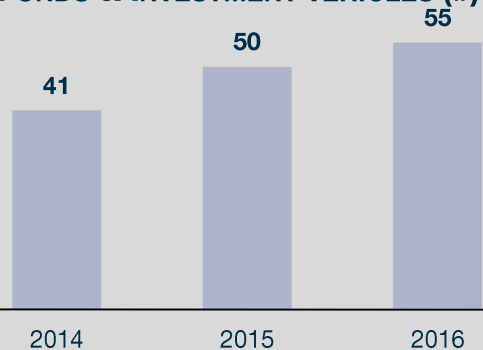
EMPLOYEES (#)



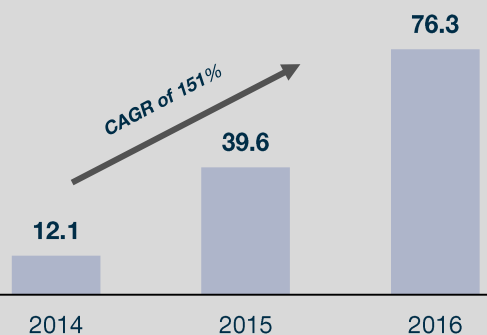
CUSTOMERS' BREAKDOWN



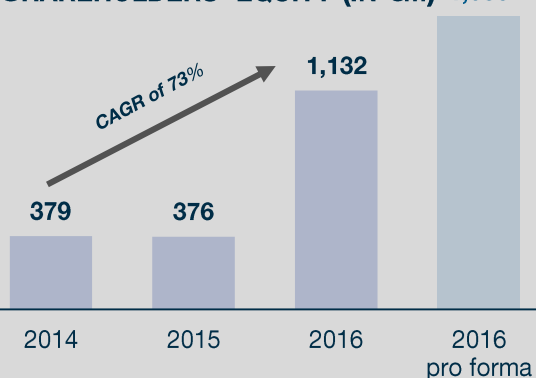
FUNDS & INVESTMENT VEHICLES (#)



PORTFOLIO & AM REVENUES (IN €M)



SHAREHOLDERS' EQUITY (IN €M)



STRONG EXPERTISE AMONG DIVERSIFIED CLASSES OF ASSETS

	PRIVATE DEBT	REAL ESTATE	PRIVATE EQUITY	LIQUID STRATEGIES
AUM ⁽¹⁾	€4.9BN	€1.8BN	€1.4BN	€1.9BN
INVESTMENT PROFESSIONALS ⁽¹⁾	25 PROFESSIONALS	8 PROFESSIONALS	10 PROFESSIONALS	22 PROFESSIONALS (INCL. 8 RESEARCH ANALYSTS)
INVESTMENT UNIVERSE	<p>Operating across the capital structure</p> <p>Senior loans, stretched senior, unitranche, mezzanine, preferred equity</p> <p>Targeted companies</p> <p>Revenues (€100m - €2bn) Value (€100m - €2bn) All sectors Europe</p>	<p>Shopping centers / Retail</p> <p>Offices</p> <p>Logistics</p>	<p>Minority player Focus on non-control situations</p> <p>Broad sector expertise and geographic reach</p> <p>Strong origination networks</p>	<p>Credit</p> <p>High yield, IG corp & subordinated financials Primarily pan-EU and Asian credit</p> <p>Equity</p> <p>Value Quality Special Situations</p>
KEY DIFFERENTIATING FACTORS	<ul style="list-style-type: none"> - Pioneer in Alternative Financing - Strong Partnership with PE funds & banks - Innovative & flexible structuring capabilities 	<ul style="list-style-type: none"> - Innovative & Flexible approach - Long standing track record - Tailor made financing capabilities 	<ul style="list-style-type: none"> - Common Entrepreneurial thinking with portfolio companies - Permanent capital: no liquidity constraint 	<ul style="list-style-type: none"> - Conviction based allocation and selection - Fundamental macro and bottom-up approach

⁽¹⁾ As at 31.12.2016

SOLID TRACK RECORD

PRIVATE DEBT



**LEAD ARRANGER: €75.5M
FRANCE – SEPT. 2016
BUILT UP PARTICIPATION OF**



ADD-ON FACILITIES BACKING
ASSURCOPRO'S ACQUISITION OF
J BOULARD & INTERASSURANCE

Founded in 1998, AssurCopro:

- Joint ownership insurance broker based in Paris, Cannes and Nice
- Historical player and pioneer of highly specialized property ownership services
- €86m of revenues in 2016

REAL ESTATE



**SALE & LEASE BACK
FRANCE – DEC. 2016
SET UP OF A DEDICATED FUND**

136 MIXED OFFICE/STORAGE
ASSETS (INCL. PARIS)
OF C.300,000SQM

Portfolio occupied at 92% by
EDF (33% of the rent) and its
subsidiaries ENEDIS (57%) and
RTE (9%)

Value enhancement strategy:

- Create partnership with EDF to renew/extend leases
- Lease up and redevelop vacant/to-be-vacated assets

PRIVATE EQUITY



**CO-INVESTMENT: €14.5M
US – MAR. 2014 & DISPOSED IN
MAY 2016**

CO-INVEST WITH



BUILT-UP PROJECT IN A FAST
GROWING MARKET
TOTAL ACQ. \$4.4BN IN 2013

- Founded in 1980
- Industry's most comprehensive provider of healthcare cost management solutions with 900,000 healthcare providers under contract & est. 68m consumers
- Sale to Hellman & Friedman
- Gain: €39.7m (3.8x)

EXAMPLES OF 2016 ACHIEVEMENTS

PRIVATE DEBT

- TDL III closed at €610m⁽¹⁾ of AUM
- TSL II, intermediate closing at €522m⁽¹⁾ of AUM
- Launch of Tikehau CLO II for €414m⁽¹⁾ of AUM
- Acquisition of Lyxor UK-based funds, representing €747m⁽¹⁾ of AUM
- Large managed accounts signed with institutional investors for €250m⁽¹⁾ of AUM
- Sofiproteol fund, representing €103m⁽¹⁾ of AUM

REAL ESTATE

- Parc Escoffier for €95m of AUM⁽¹⁾
- EDF portfolio for €269m of AUM⁽¹⁾
- Acquisition of the management company of IREIT Global (c. €450m of AUM⁽¹⁾)

PRIVATE EQUITY

- €112m of investments and reinforcement in existing participations
- Disposals of Multiplan (3.8x initial investment) and Riverside (2.2x initial investment)

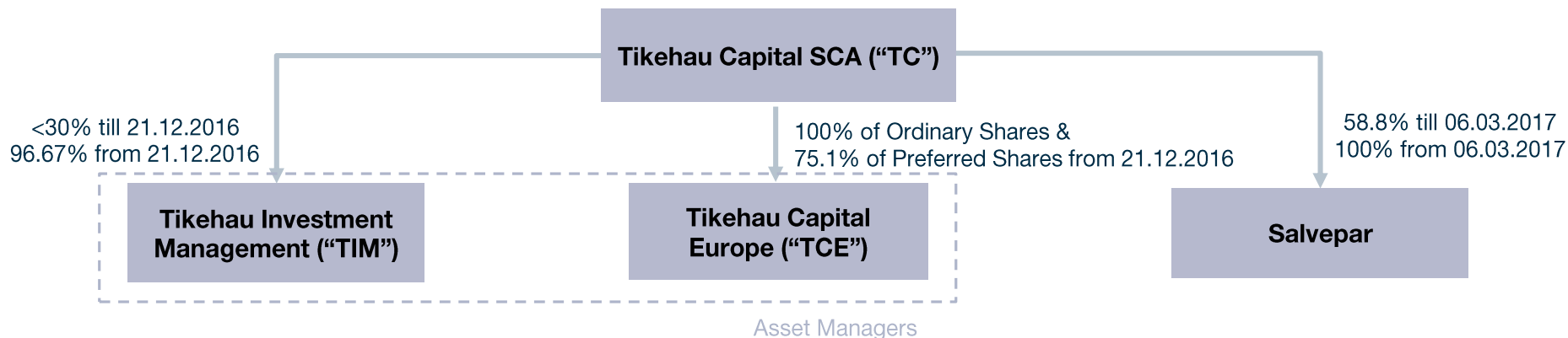
LIQUID STRATEGIES

- Diversification in equities & balanced strategies
- Solid performance across strategies

⁽¹⁾ As at 31.12.2016

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2016 – YEAR OF REORGANISATION



2016 consolidated financial statements

- **AM revenues are recognised into consolidated revenues only** for the period from **21.12.2016 to 31.12.2016**
- **Salvepar** is out of the scope of consolidation, being an **investment entity**, and is valued as at **closing stock price** (difference being recognised in the change of fair value)
- Full integration of TIM is leading to the recognition of a **gain in fair value of €64.2m**, following the change of control

2016 pro forma

- **100% of AM revenues** are recognised into pro forma revenues (TIM & TCE)
- **Salvepar's revenues & total assets are included in pro forma metrics** (full integration of Salvepar's aggregates)
- Theoretical P/L impact of the pro forma reorganisation is recognised **on 01.01.2015**

STRONG INCREASE IN ASSETS UNDER MANAGEMENT: + €3.6BN

(€bn)



- **Net New Money of €2.2bn**

- **€0.5bn** on Direct lending and managed accounts and **€0.7bn** on leverage loans
- **€0.6bn** on Real Estate Strategies (EDF, TREIC)
- **€0.4bn** of capital increases completed by Tikehau Capital

- **External growth of €1.2bn**, i.e. IREIT for €0.5m of AUM as well as Lyxor for €0.7m of AUM

* : Fund raising, distribution (capital increase for Private Equity)

** : Acquired AUM

2016 – YEAR OF REORGANISATION

In €m	Private Debt	Real Estate	Private Equity	Liquid strategies	Total pro forma 31.12.2016	Total pro forma 31.12.2015	Var Y-o-Y	Consolidated 31.12.2016
AM revenues	20.2	7.7	0.1	11.6	39.6	28.6	39%	2.4
Portfolio revenues	13.6	9.5	66.3	0.0	89.3	98.3	-9%	73.9
Others	0.0	0.0	0.9	0.0	0.9	0.1	nr	0.0
Total 31.12.2016	33.8	17.3	67.3	11.6	129.9	127.0	2%	76.3

2016 OPERATING INCOME OF €57.4M & 2016 NET RESULT OF € 72.4M

in €m	CONSOLIDATED P&L			Comments
	2016	2015	Var	
Change in fair value	42.3	19.8	22.5	PE revaluation (including Salvepar)
Other portfolio income	31.6	19.8	11.8	Dividends, coupons, etc.
Revenues from the portfolio	73.9	39.6	34.3	
Revenues from the management companies	2.4	0.0	2.4	TIM & TCE revenues from 21.12.2016 to 31.12.2016
Total revenues from AM & portfolio	76.3	39.6	36.7	cf. slide 19
Result from the derivatives portfolio	-62.2	-21.0	-41.2	Hedging through indices positions
Operating Expenses	-24.1	-12.6	-11.4	of which management fees (2% NAV)
Operational result of equity interests	67.4	0.0	67.4	TIM & TCE including the impact of the reorganisation
Operating income ⁽¹⁾	57.4	5.9	51.5	
Financial income	-7.3	-2.5	-4.8	Increase of the average debt financing
Income before tax	50.1	3.4	46.7	
Corporate income tax	22.4	5.6	16.8	Tax losses recognised as deferred tax assets
Operational result of equity interests	0.0	0.6	-0.6	TIM & TCE including the impact of the reorganisation
Non-controlling interests	0.1	0.0	0.1	
Net income (Group share)	72.4	9.6	62.9	

⁽¹⁾ Operating income from asset management & investment activities, after inclusion of the net result from equity-method interests

2016 CONSOLIDATED EQUITY OF €1,132.4M (€1,530.5M ON PRO FORMA BASIS)

in €m	CONSOLIDATED FINANCIALS			PRO FORMA	Comments
	2016	2015	Var	2016	
Non current assets	1,101.6	569.2	532.5	1,185.0	
Portfolio investments	762.6	544.9	217.7	840.8	PE activity and seed in Tikehau funds Pro forma : integration of Salvepar
Intangible and tangible fixed assets	311.2	0.0	311.2	311.3	Goodwill TIM & TCE
Others	27.8	24.3	3.5	32.9	Differed tax assets
Current assets excl. Cash	55.0	36.9	18.2	133.1	
Portfolio investments	40.5	31.7	8.8	118.5	Pro forma : integration of Salvepar
Others	14.6	5.2	9.4	14.6	
Cash and cash equivalents	129.8	15.6	114.3	495.1	Pro forma : integration of Salvepar and capital increases on 1Q 2017
Consolidated equity	1,132.4	376.1	756.3	1,530.5	
Non current and current financial debt	119.2	238.3	-119.1	205.2	Deleverage Pro forma : integration of Salvepar
Other non current & current liabilities	35.0	7.2	27.7	77.4	

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SUPERVISORY BOARD MEMBERS



Christian de Labriffe – Chairman of the Supervisory Board

- Tikehau Capital
- Salvepar
- Rothschild
- Lazard

AUDIT & RISK COMMITTEE



Jean-Louis Charon* - Chairman

- CityStar Capital
- Nexstar Capital
- CGIS



Roger Caniard

- MACSF



Constance de Poncins*

- AGIPI
- Neulize Vie
- Axa France

NOMINATION & REMUNERATION COMMITTEE



Fanny Picard* - Chairman

- Alter Equity
- Wendel Investissement
- Danone
- Rothschild



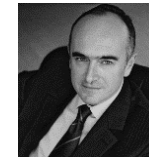
Jean Charest*

- McCarthy Tétrault
- Quebec Prime Minister
- Industry Minister
- Environment Minister



Léon Seynave*

- Mitiska
- White, Weld & Co
- Crédit Suisse First Boston



Jean-Pierre Denis

- Crédit Mutuel Arkéa
- Fédération du Crédit Mutuel de Bretagne
- Vivendi



Florence Lustman*

- Banque Postale
- Inspection Générale des Finances
- Autorité de Contrôle des Assurances



Anne-Laure Navéos

- Crédit Mutuel Arkéa
- Symphonis



Natacha Valla*

- Banque Européenne d'Investissement
- Goldman Sachs
- Banque de France

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THE GROUP CONTINUES TO ACCELERATE THE DEVELOPMENT OF ALL ITS BUSINESS LINES



- Launch of the pre-marketing of the next Direct Lending fund's vintage (TDL IV)
- Opening of CLO III warehouse phase
- Final close of the Tikehau senior loan fund (TSL II)

- Strong pipeline of pan-European Real Estate opportunities
- Launch of a Real Estate fund

- Active management of the Private Equity portfolio
- Launch of a dedicated PE strategy (minority, special situations)

- Diversification across investment strategies (credit, equity & diversified, special situations)
- Strong marketing efforts towards international clients

- Diversify the international team & platforms supporting a growing base of global clients & partners

TARGET: €20BN OF AUM BY 2020

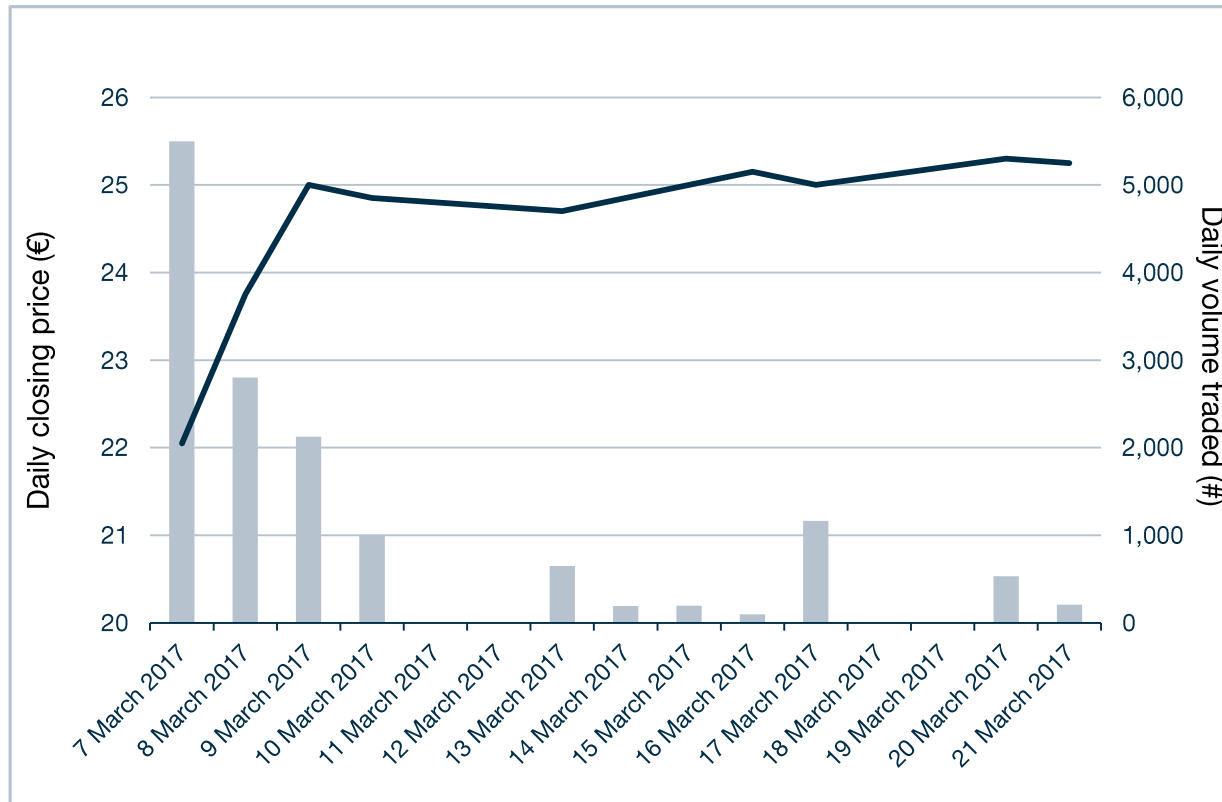
Roadmap to achieve this objective:

- Develop client base outside of Europe, while monitoring profitability
- Leverage existing investment origination capabilities and replicate successful model in other geographies
- Extend product offering in all Business Lines and in particular in Liquid Strategies
- Continue to roll out new products on a recurring basis to ensure revenue recurrence
- Seek long term value-adding partnerships with best-in-class performers
- Take all the benefits of the reorganization and in particular of the operational efficiencies that should arise
- Visibility and brand awareness
- Continue expansion strategy while controlling cost base
- Leverage existing strong platform to sustain forthcoming growth

SUCCESSFUL IPO ENHANCES VISIBILITY AND ENABLES GROWTH ACCELERATION THROUGH A SIMPLER STRUCTURE

MARCH 7TH, 2017: TIKEHAU CAPITAL'S FIRST TRADING DAY ON EURONEXT

FACTS & FIGURES



TKO
LISTED
EURONEXT

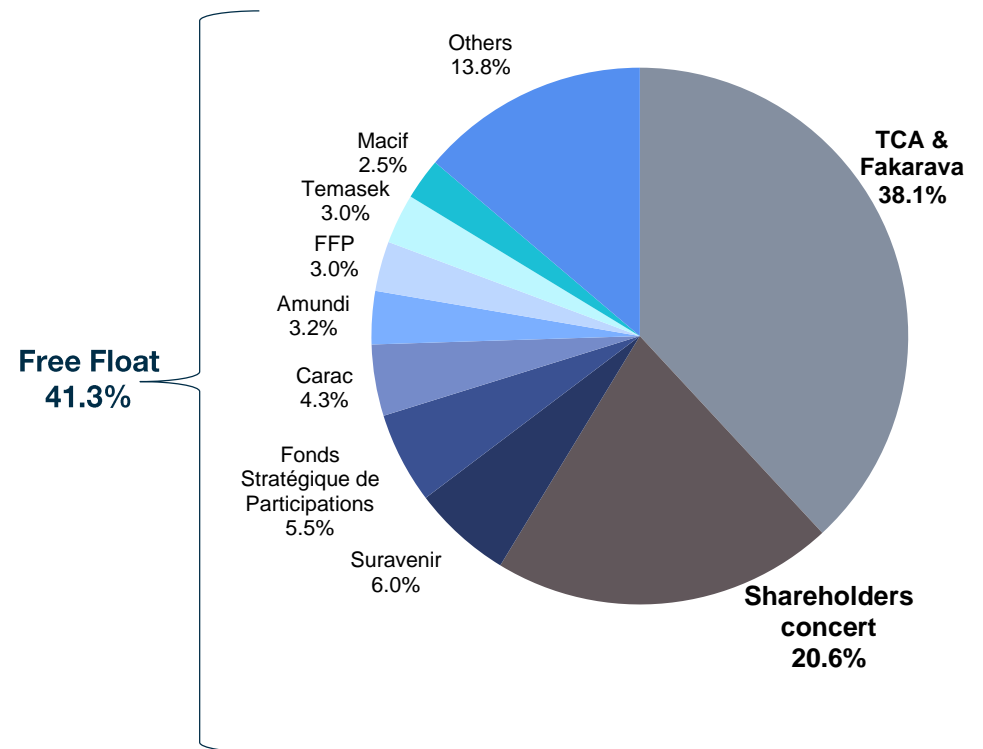
- **Ticker Bloomberg: TKO FP**
- **Public tender offer on Salvepar by Tikehau Capital**
- **Free float: 41.3%**
- **IPO Valuation: €1,489m**
- **IPO price: €21.00**
- **Closing price (21.03.2017): €25.25**
i.e. +20% since IPO

DIVERSIFIED INSTITUTIONAL SHAREHOLDERS' BASE

MAJOR INSTITUTIONAL SHAREHOLDERS

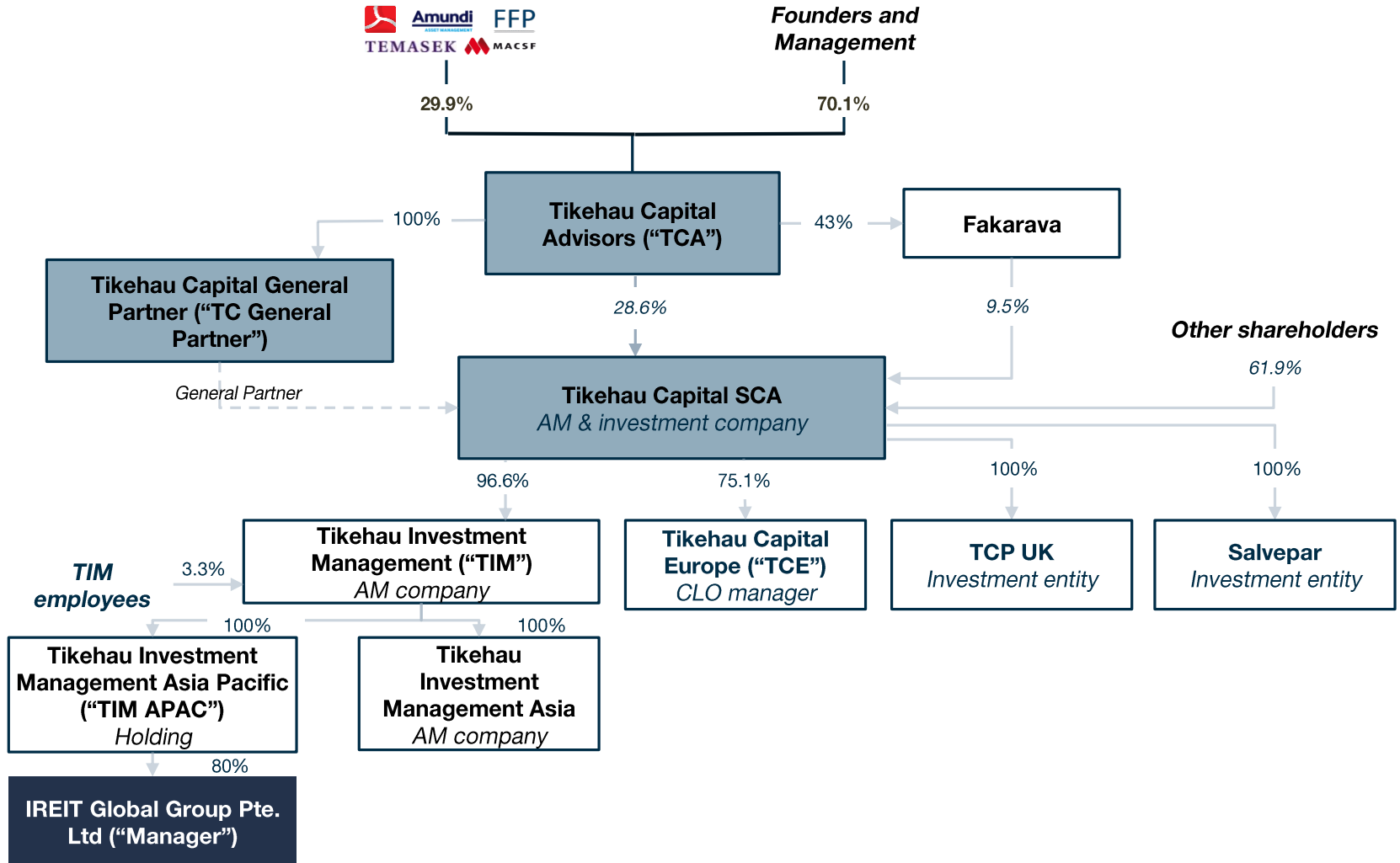
 SURAVENTIR	6.0%
Fonds Stratégique de Participations	5.5%
 carac	4.3%
 Amundi	3.2%
FFP	3.0%
TEMASEK	3.0%
 MACIF	2.5%
Shareholders concert	
 MACSF	14.4%
 Crédit Mutuel ARKEA	5.2%
 Neuflyze Vie ABN AMRO	1.0%

TIKEHAU CAPITAL'S SHAREHOLDER STRUCTURE (1)

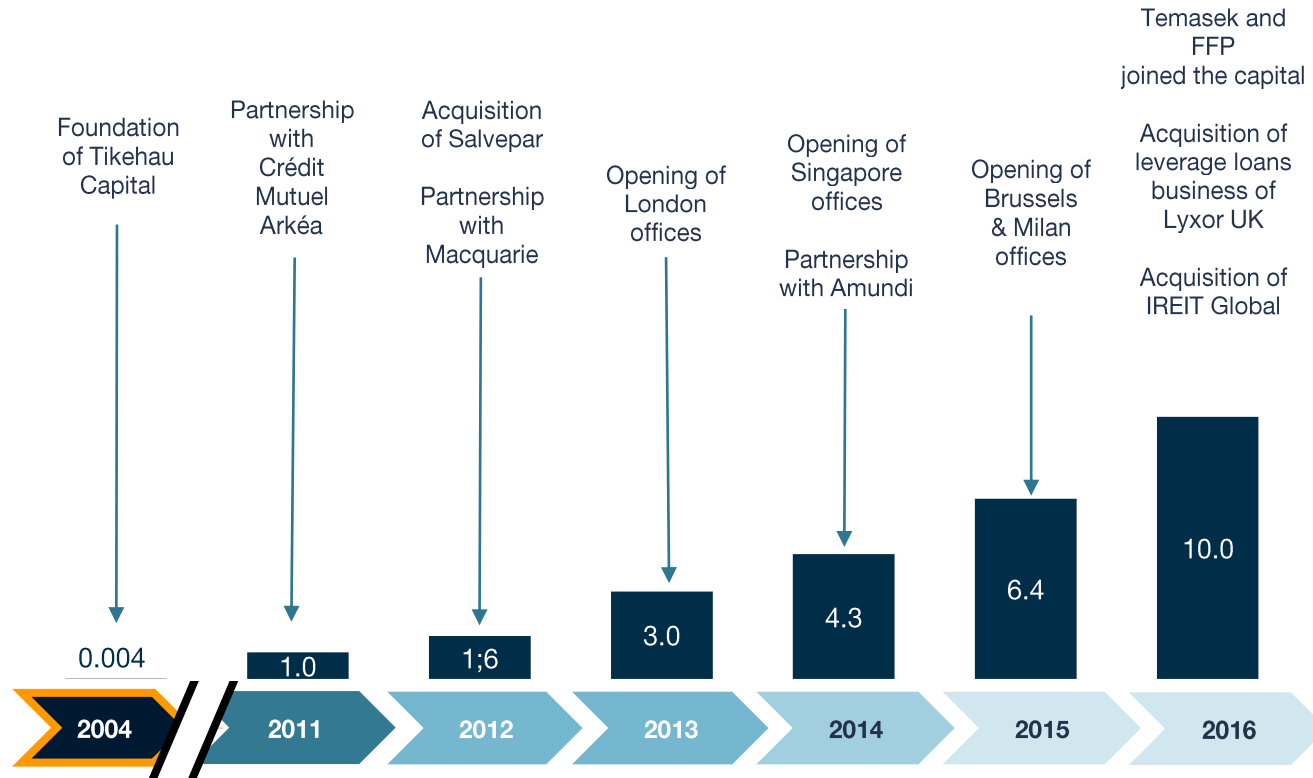


(1) As at 01.03.2017

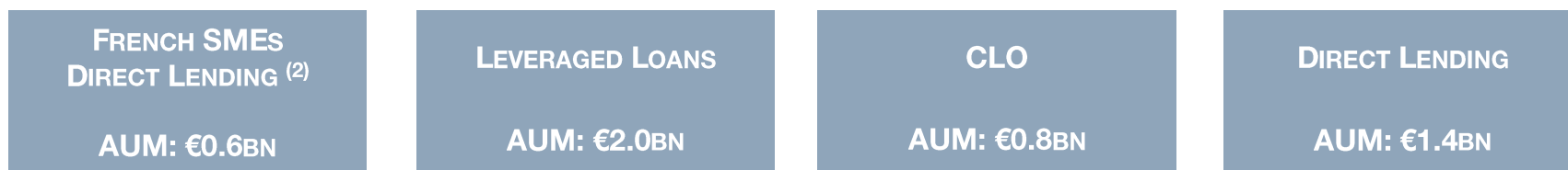
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- **Appendices**



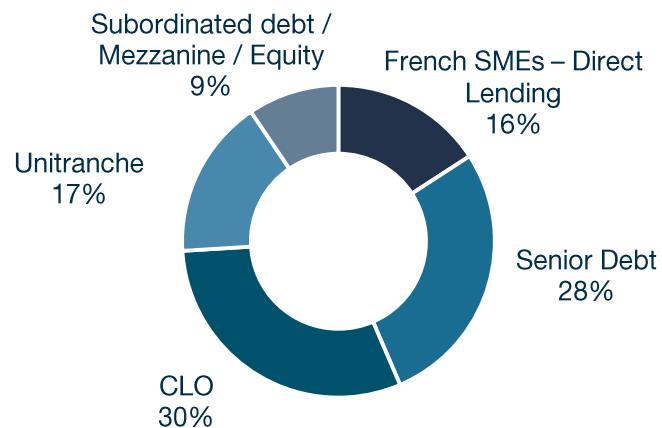
STRONG DEVELOPMENT SINCE INCEPTION (AUM IN €BN)



Our European Private debt platform ⁽¹⁾ ⁽³⁾



Our European Private debt platform



⁽¹⁾ As at 31.12.2016

⁽²⁾ Corporate direct lending French SMEs: excludes all LBO/sponsor driven transactions/Excluding CLO

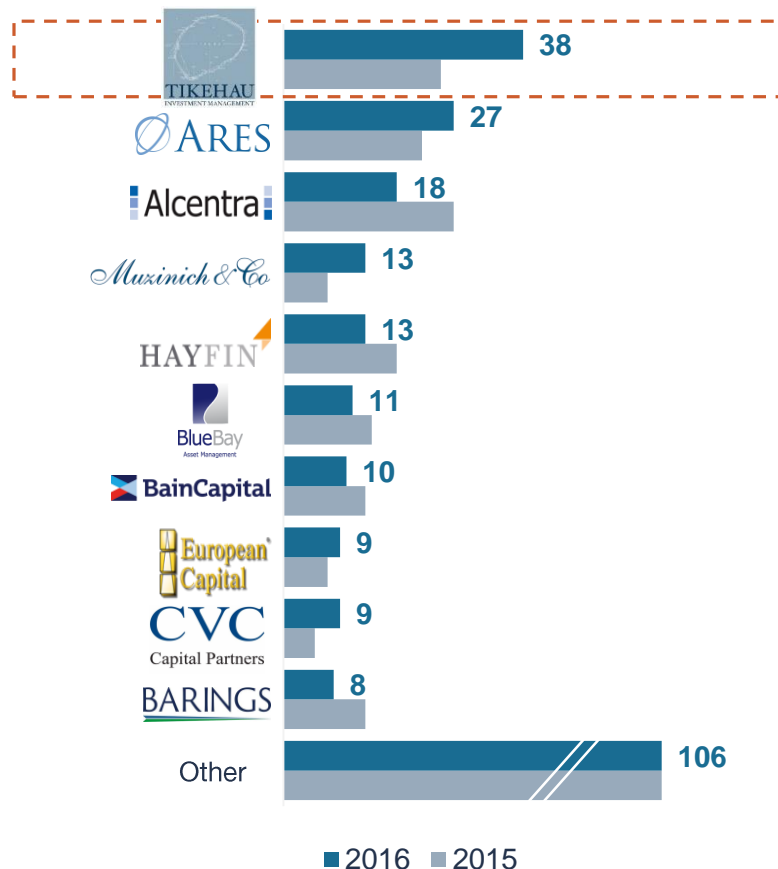
⁽³⁾ Funds to be offered to qualified investors only

WIDELY RECOGNIZED TEAM

- **“Private Debt lender” of the year (2016)**
- **“The best financial provider in Small-Mid Cap category” (2015)**
- **Unitranche Lender of the Year – Europe (2014)**
- **Entrepreneurial investment firm of the year (2013)**
- **Nominated as “Lender of the year – Europe” (2013)**



TOP RANK IN EUROPEAN MID-MARKET LENDING (2016)⁽¹⁾



⁽¹⁾ AlixPartners mid-market debt survey - 2016

in €m	PRO FORMA P&L		
	31.12.2016	31.12.2015	Var
Change in fair value	46.6	80.6	-42%
Other portfolio income	43.9	18.6	136%
Revenues from the portfolio	90.5	99.2	-9%
Revenues from the management companies	39.4	27.9	41%
Total revenues from AM & portfolio	129.9	127.0	2%
Result from the derivatives portfolio	-62.2	-21.0	196%
Operating Expenses	-66.2	-50.4	31%
Operational result of equity interests	0.3	0.0	nr
Operating income ⁽¹⁾	1.8	55.6	-97%
Financial income	-7.9	-2.9	171%
Income before tax	-6.2	52.7	-112%
Corporate income tax	10.6	-8.9	-219%
Operational result of equity interests	0.0	1.9	-100%
Non-controlling interests	0.9	-0.8	-205%
Net income (Group share)	3.6	150.2	-98%

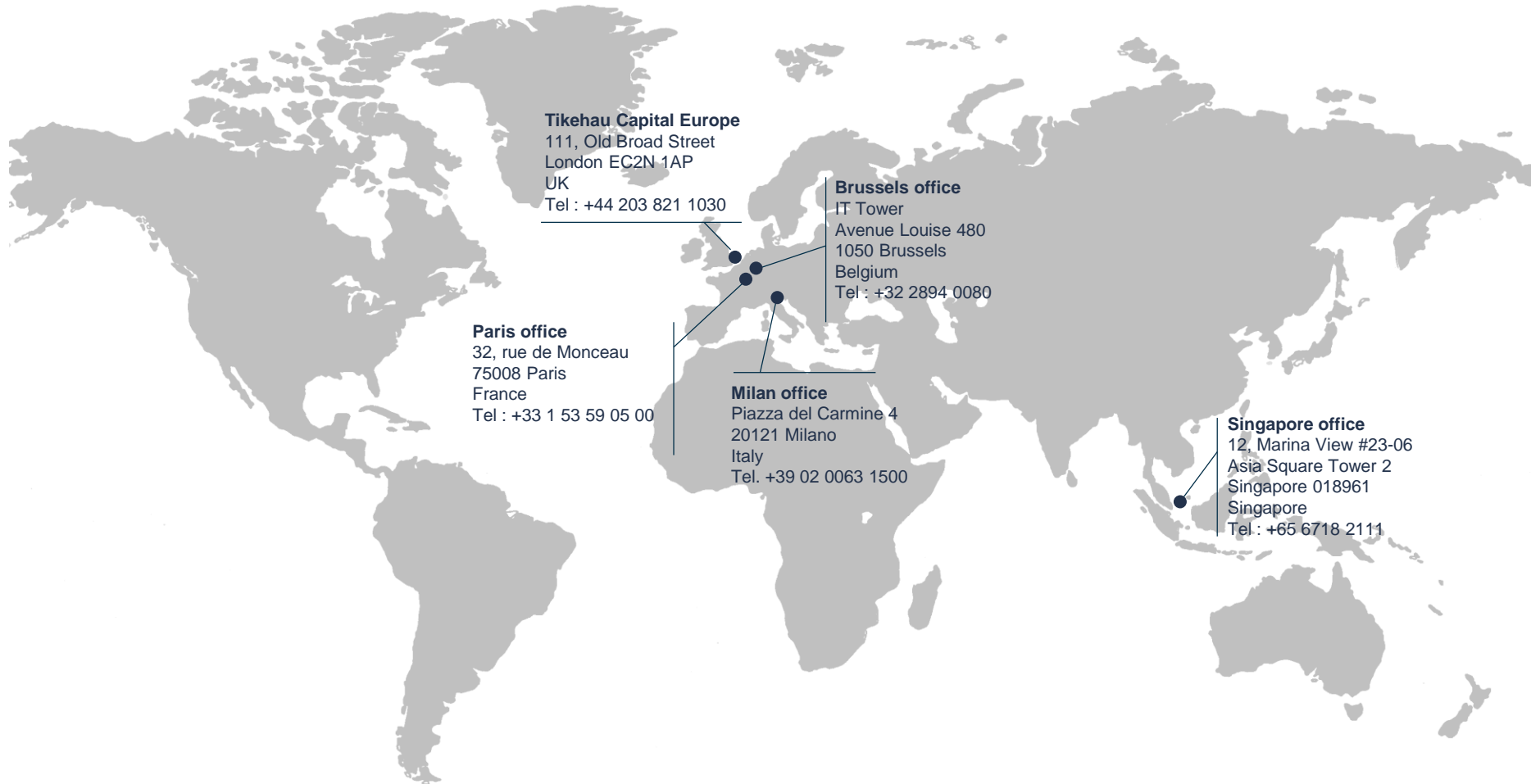
MAIN LISTED ALTERNATIVE ASSET MANAGERS (EUROPE & US)



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