14 JULY 2016

AuM announcement

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Important note

The following are management’s estimates for H1 2016 as of 30 June and as such are subject to change.

Figures provided have been rounded for presentation purposes and in certain instances rounding anomalies may arise.
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Sustained growth in AuM, in line with growth of employees

Total assets under management (in EUR billion)

Note: assets under management exclude discontinued public alternative investment activities and divested affiliated companies.
13% annualized net AuM growth in H1 2016

Total assets under management (in EUR billion)

<table>
<thead>
<tr>
<th>2015</th>
<th>New money/commitments</th>
<th>Tail-downs &amp; redemptions</th>
<th>Other factors*</th>
<th>H1 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR 46.0</td>
<td>+4.6</td>
<td>-1.4</td>
<td>-0.1</td>
<td>EUR 49.1</td>
</tr>
<tr>
<td></td>
<td>Tail-downs: -1.0</td>
<td>Redemptions: -0.3</td>
<td>Other +0.4</td>
<td>= USD 54.5</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>FX -0.5</td>
<td>= CHF 53.1</td>
</tr>
</tbody>
</table>

*Other factors consist of currency effects, performance, investment program changes and other effects.
## Client demand across asset classes

### Assets under management development H1 2016 (in EUR million)

<table>
<thead>
<tr>
<th>EUR</th>
<th>AuM 2015</th>
<th>H1 2016 New money/commitments</th>
<th>H1 2016 Other factors**</th>
<th>AuM H1 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private equity</td>
<td>27'418</td>
<td>2'914</td>
<td>-1'078</td>
<td>29'254</td>
</tr>
<tr>
<td>Private real estate</td>
<td>8'021</td>
<td>178</td>
<td>-111</td>
<td>8'088</td>
</tr>
<tr>
<td>Private debt</td>
<td>5'707</td>
<td>691</td>
<td>-225</td>
<td>6'172</td>
</tr>
<tr>
<td>Private infrastructure</td>
<td>4'850</td>
<td>779</td>
<td>-66</td>
<td>5'563</td>
</tr>
<tr>
<td><strong>Total private markets</strong>*</td>
<td><strong>45'997</strong></td>
<td><strong>4'561</strong></td>
<td><strong>-1'481</strong></td>
<td><strong>49'077</strong></td>
</tr>
</tbody>
</table>

*Including respective listed investments and absolute return investments.
**Other factors consist of tail-downs, redemptions, currency effects, performance, investment program changes and other effects.
Demand driven by both program offerings and customized mandate solutions

Breakdown of assets raised by asset class

- Private infrastructure: 17% (2015: 18%)
- Private debt: 15% (2015: 20%)
- Private real estate: 4% (2015: 9%)

Assets raised by strategy

- **Private equity**
  - Global direct
  - Global secondary
  - Global integrated

- **Private real estate**
  - Global integrated

- **Private debt**
  - Global senior loan
  - Multi-asset credit

- **Private infrastructure**
  - Global direct
  - Global integrated

Source: Partners Group client demand H1 2016.
Currency exposure expected to diversify further as the business grows

- Broadened client base globally
- Further diversified away from EUR-denominated investment programs
- Larger global mandates in local currencies
- Limited exposure to GBP-denominated commitments

Note: all figures are based on estimates and currency denomination of underlying programs.
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Partners Group H1 2016 investment platform overview

Investment platform update

- More than **600 private markets professionals** globally
- Over **850 total employees**
- **USD 4.9 billion** invested in private markets opportunities on behalf of our clients
  - Approx. **1'956 direct opportunities screened**
    - **USD 1.6 billion** invested in 17 assets
    - **USD 1.2 billion** invested in 18 credits
  - **USD 65 billion** screened on the secondary market and **USD 1.2 billion** invested
  - **USD 1.1 billion** invested with select best-in-class managers in the private markets industry

35 direct investments across the globe

<table>
<thead>
<tr>
<th>Region</th>
<th>Direct Investments</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>17</td>
</tr>
<tr>
<td>Europe</td>
<td>12</td>
</tr>
<tr>
<td>Asia-Pacific/ RoW</td>
<td>6</td>
</tr>
</tbody>
</table>

Note: preliminary and estimated figures; figures exclude investments executed for short-term loans, cash management purposes and syndication partner investments. Official opening of Manila office planned for September 2016.
Continued significant deal flow in H1 2016

First screenings in H1 2016

<table>
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<th>Directs</th>
<th>Secondary</th>
<th>Primaries</th>
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<tr>
<td>Private equity</td>
<td>615</td>
<td>USD 41 billion</td>
<td>96</td>
</tr>
<tr>
<td>Private debt</td>
<td>251</td>
<td>n/a</td>
<td>2</td>
</tr>
<tr>
<td>Private real estate</td>
<td>660</td>
<td>USD 19 billion</td>
<td>121</td>
</tr>
<tr>
<td>Private infrastructure</td>
<td>430</td>
<td>USD 5 billion</td>
<td>58</td>
</tr>
<tr>
<td>Total screened</td>
<td>1'956</td>
<td>USD 65 billion</td>
<td>277</td>
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</tbody>
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Executed

- **USD 2.7 billion**
  - 35 transactions*
- **USD 1.2 billion**
  - 13 transactions
- **USD 1.1 billion**
  - 26 commitments

*Includes 18 credits amounting to USD 1.2 billion.

Note: preliminary and estimated figures; figures exclude investments executed for short-term loans, cash management purposes and syndication partner investments.
Private markets investment activities in H1 2016 across the globe and across all asset classes

Private markets investments during H1 2016 (based on volumes)

- **North America**: 47% (USD 4.9 billion)
- **Europe**: 28%
- **Asia-Pacific/RoW**: 25%
- **Primaries**: 22% (USD 4.9 billion)
- **Secondaries**: 23%
- **Directs**: 55%

Note: preliminary and estimated figures; figures exclude investments executed for short-term loans, cash management purposes and syndication partner investments.
Limited impact expected from “Brexit” on Partners Group's client base, investment portfolio and currency exposure

Private markets investments of UK pensions are expected to continue

Some UK real estate in development stage could be affected

Limited exposure to weakened GBP

Note: Clients: split as of 31 December 2015; Investments exposure to the UK: private equity = <3%, private debt = <2%, private real estate = <2%, private infrastructure = <1%; Corporate: AuM as of 30 June 2016.
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Partners Group’s current core macroeconomic views

### Challenging road for global growth

- US economy to expand at tepid pace, warranting gradually higher rates
- Eurozone growth improving but many unresolved issues
- Prolonged, gradual China growth slowdown due to structural shifts

### Risk of rising rates

- Continued low rates environment with gradual US Fed rate hikes
- Rising US yields may result in increased public market volatility
- ECB and BoJ in negative territory with easing bias if outlook worsens

... more downside risk than upside potential for capital markets...

### Focus on stability & value-add

- Stable assets are less sensitive to valuation swings and refinancing risk
- Value-add opportunities protect returns
- Enter compelling investment propositions at attractive prices

... sourcing and value-add capabilities key to success

Source: Partners Group (H2 2016)
Key investment strategies: private equity

- Search for companies with stable valuations throughout capital market downturns
- Overweight companies characterized by recurring revenue streams and visible cash flows
- Support valuations with value-creation initiatives

Trend towards outsourcing in healthcare: PCI Pharma Services

Trend-based tailwinds
- Continuing migration in the healthcare sector towards outsourced core services

Investment rationale
- Diverse customer base of more than 350 companies, including the world’s leading pharmaceutical manufacturers

Partners Group value creation
- Extend specialized product range, expand the company organically and through add-on acquisitions

Target return: >19% gross IRR

Industry: Healthcare
Asset: Leading global provider of outsourced pharmaceutical services
Headquarter: Philadelphia, US
Investment date: July 2016

Source: Partners Group
1 Figures calculated net of underlying fees, gross of Partners Group fees.
Key investment strategies: private debt

- Provide stable financing solutions for robust companies in a volatile market environment
- Offer flexible and bespoke capital solutions that allow for excess yields
- Focus on strong assets with ability to attract refinancing

Focus on attractive niches in specialized segments: ADB Safegate

- **Trend-based tailwinds**
  - Growing air travel demand requires new runways to increase capacity
  - Industry focus on improving safety standards

- **Investment rationale**
  - Market-leading mid-market company with significant recurring revenues from maintenance and refurbishing costs

- **Partners Group value creation**
  - Tailored financing solution to support international buy-and-build strategy

- **Target return**: >12% gross IRR

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Source: Partners Group

1 Figures calculated net of underlying fees, gross of Partners Group fees.
Key investment strategies: private real estate

- Capitalize on robust property types that stand to benefit from changing use patterns
- Avoid overpriced core segment as well as tertiary locations that may face difficulties attracting refinancing
- Benefit from maturing pre-crisis programs and market turbulence through tailored secondaries

Developing modern logistics: IPS Logistics Brisbane

- **Trend-based tailwinds**
  - Continued demand for well-located distribution facilities through increasing online purchasing activities

- **Investment rationale**
  - Located in one of Australia's major ports with proximity to warehouses for unpacking and storage
  - In-line with strategy of targeting smaller-scale industrial assets in supply-constrained areas

- **Partners Group value creation**
  - Actively managing and developing the site for improved logistics use

- **Target return:** >18% gross IRR\(^1\)

**Property type:** Logistics facility

**Asset:** 5 buildings with >90'000sqm of leasable area; 30'000sqm for new accommodation

**Location:** Brisbane, Australia

**Investment date:** March 2016

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\(^1\) Figures calculated net of underlying fees, gross of Partners Group fees.
Key investment strategies: private infrastructure

- Focus on continued growth of renewable energy
- Build upon experience in communication infrastructure and benefit from strong demand growth
- Facilitate platform growth strategies with in-house expertise and global reach

Renewable platforms in attractive, stable markets: Silicon Ranch Corporation

Trend-based tailwinds
- Continued growth of renewable energy with strong government support (5-yr extension of ITC\(^1\) by US Congress)

Investment rationale
- Projects underpinned by 20-30 year PPAs with creditworthy government, utility and corporate off-takers
- 130 MWs in operation, over 200 MWs under construction and over 400 MWs to be built in 2017-2018

Partners Group value creation
- Develop project pipeline and ensure timely completion based on global platform investment experience

Target return: 15% gross IRR\(^2\)

Industry: Power Renewable
Asset: Developer, owner and operator of solar power production facilities
Location: US
Investment date: April 2016

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1 In December 2015, the US Congress extended the solar investment tax credit ("ITC") for a 5-yr period, providing regulatory clarity for the sector.
2 Figures calculated net of underlying fees, gross of Partners Group fees.
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Based on strong client demand and a continued solid pipeline of investment opportunities, the full-year 2016 guidance was narrowed to the upper end.

<table>
<thead>
<tr>
<th>Initial range 2016</th>
<th>Client demand H1 2016</th>
<th>Half-year adjustment</th>
<th>New range 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>7.0-9.0</td>
<td>4.6</td>
<td>+1.0</td>
<td>8.0-9.0</td>
</tr>
</tbody>
</table>

Total expected gross client demand 2016 (in EUR billion, estimates)
Expected gross client demand of EUR 8-9 billion for full-year 2016

<table>
<thead>
<tr>
<th>Year</th>
<th>AuM (in EUR billion)</th>
<th>Tail-downs &amp; redemptions*</th>
<th>FX &amp; others**</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>31.6</td>
<td>6.1</td>
<td>-2.1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>+2.1</td>
</tr>
<tr>
<td>2015</td>
<td>37.6</td>
<td>0.0</td>
<td>8.4</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>-2.4</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>+2.4</td>
</tr>
<tr>
<td>2016</td>
<td>46.0</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Tail-downs consist of maturing investment programs; redemptions stem from liquid and semi-liquid programs (~10% of AuM).
**Others consist of performance from select programs and other effects.
Note: total negative effects in a given year consist of both tail-downs & redemptions as well as FX & others.
Focus topics 2016 reconfirmed

Investment focus

- **Private equity**
  - Global mid-cap market
  - Non-standard secondaries
- **Private debt**
  - Global senior loans
  - Multi-asset credits
- **Private real estate**
  - Value-added & opportunistic
  - Tailored secondary solutions
- **Private infrastructure**
  - Global development projects
  - Platform investments

Client offering

- **Global direct programs**
  Invest directly in assets and create value over time
- **Global secondaries**
  Invest in portfolios of assets through industry insight
- **Global integrated**
  Portfolio management approach across private markets

Source: Partners Group.
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