



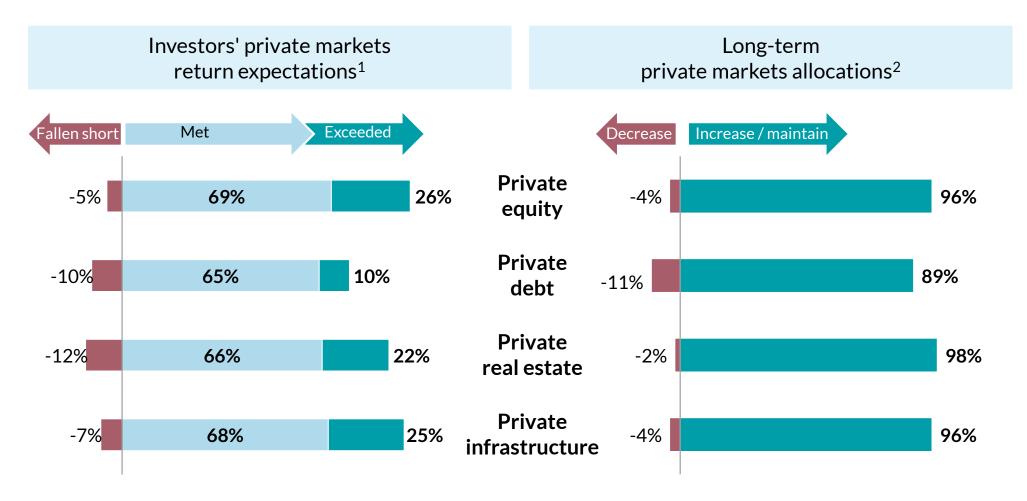
SEMI-ANNUAL RESULTS 2018

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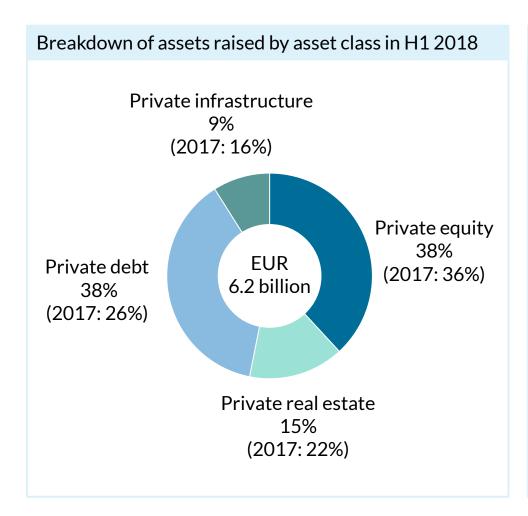


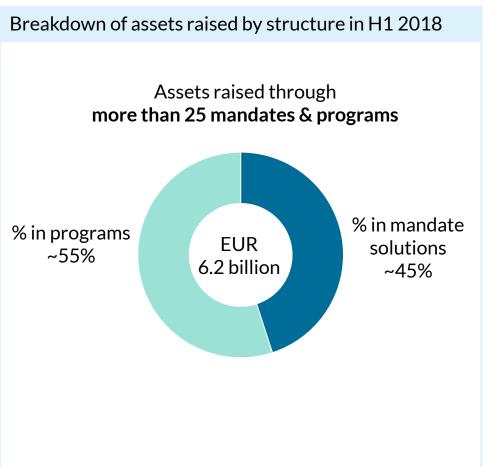
Key private markets client trends





Client demand is driven by both program offerings and customized mandate solutions

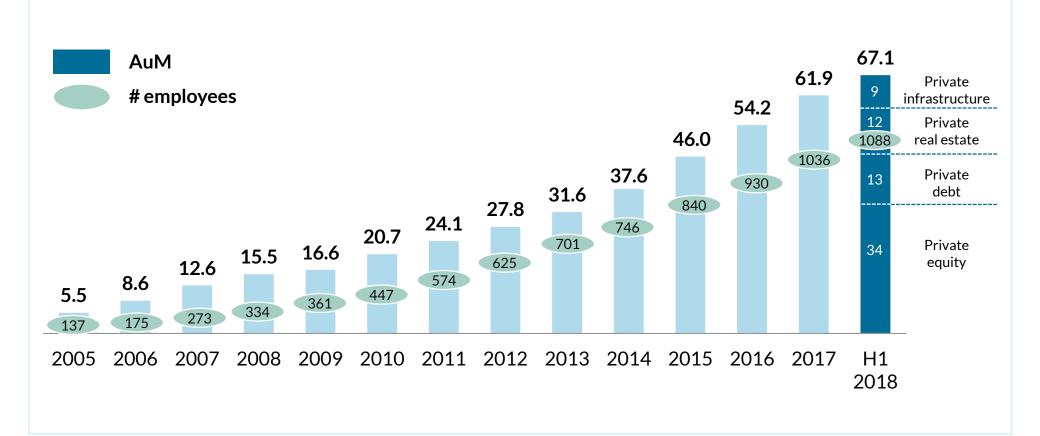






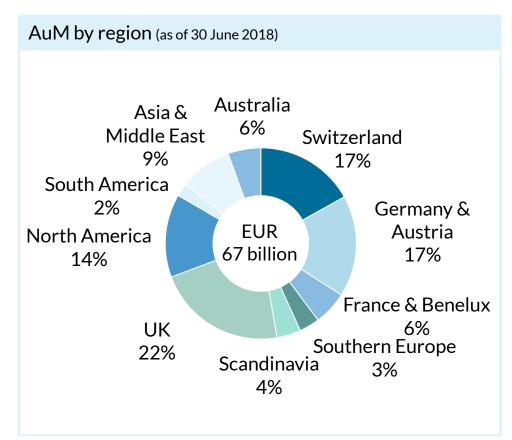
Sustained growth in AuM over the last decade

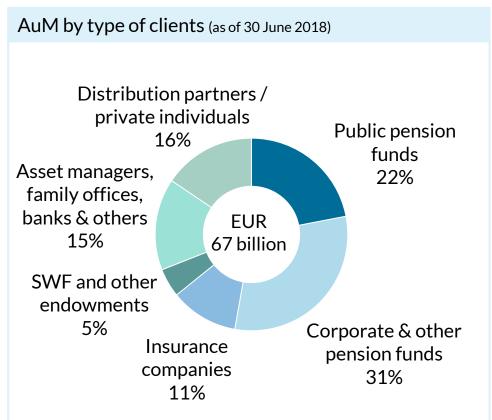
Total assets under management (in EUR billion)





AuM diversified across regions and types of clients

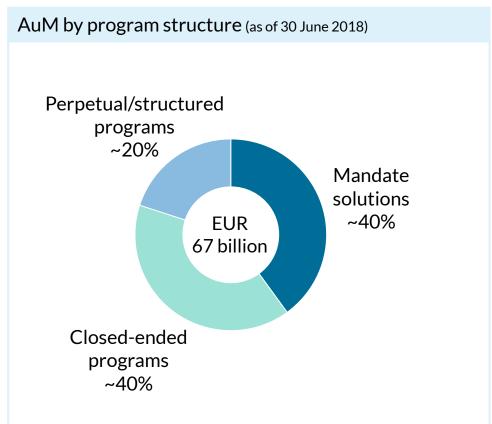






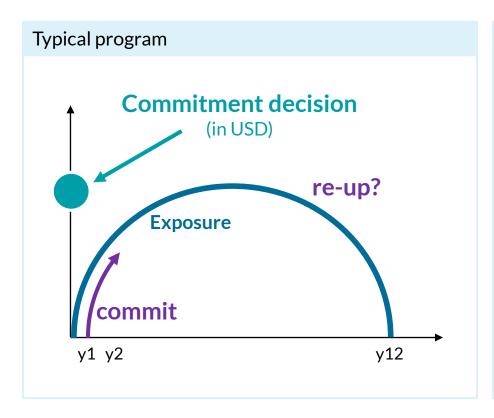
AuM well-diversified across client base and program structure

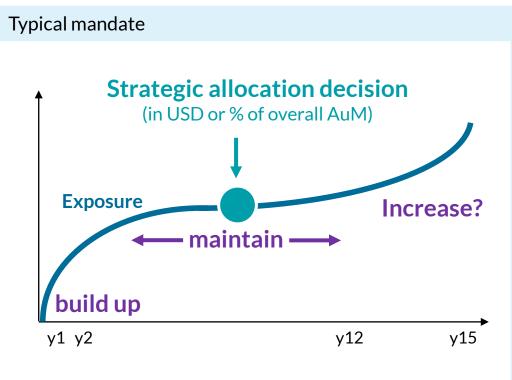






Typical investment program vs. mandate structures



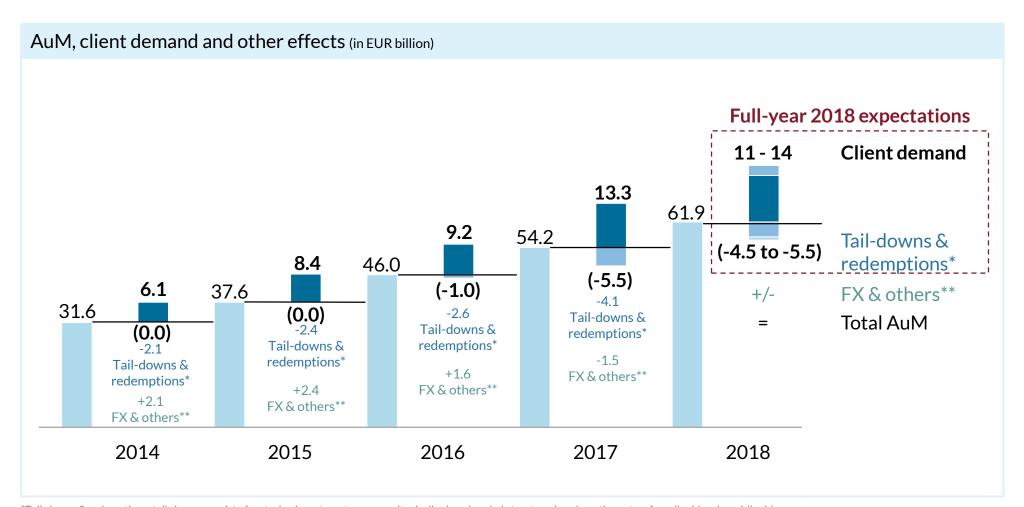


Clients diversify across private markets investment managers

Investment manager diversifies for clients across private markets asset classes



Expected client demand 2018: full-year guidance reconfirmed



^{*}Tail-downs & redemptions: tail-downs consist of maturing investment programs (typically closed-ended structures); redemptions stem from liquid and semi-liquid programs (~ 20% of AuM).

Note: negative effects (2014-2017) consist of both tail-downs & redemptions as well as FX & others.



^{**}Others: consist of performance from select programs and other effects.

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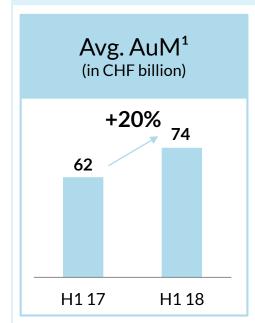
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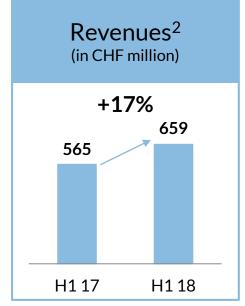


Strong results across the board

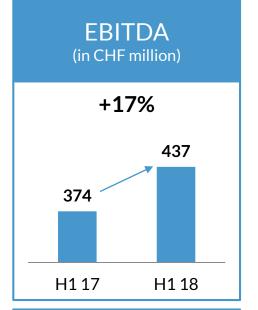
Financial highlights H1 2018



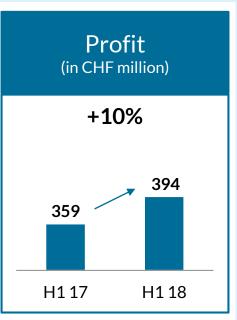
Driven by sustained fundraising for programs and mandates



Attributable to an increase in management and performance fees



Costs grew in line with revenues



Profit growth slightly muted by negative FX result and higher taxes





Revenues and EBITDA grew in parallel

Key financials (in CHF million)

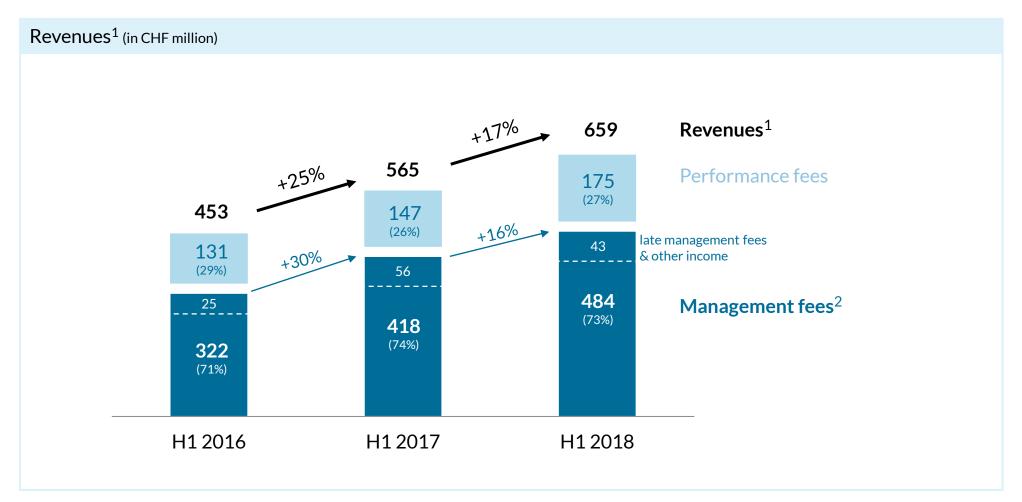
| | H1 2017 | | H1 2018 |
|---|--------------------------|----------------------|-------------------|
| Revenues, of which Management fees 2 Performance fees | 565 418 147 | +17% +16% +19% | 659 484 175 |
| EBITDA EBITDA margin | 374 66% | +17% | 437 66% |
| Financial result | 30 | | 17 |
| Income tax expenses | -38 | | -51 |
| | | | |
| Profit | 359 | +10% | 394 |
| Diluted EPS | 13.42 | | 14.66 |



¹ Revenues include management fees and performance fees.

² Management fees include recurring management fees and other revenues, net, other operating income and share of results of associates. Source: Partners Group.

Sustained development of management and performance fees

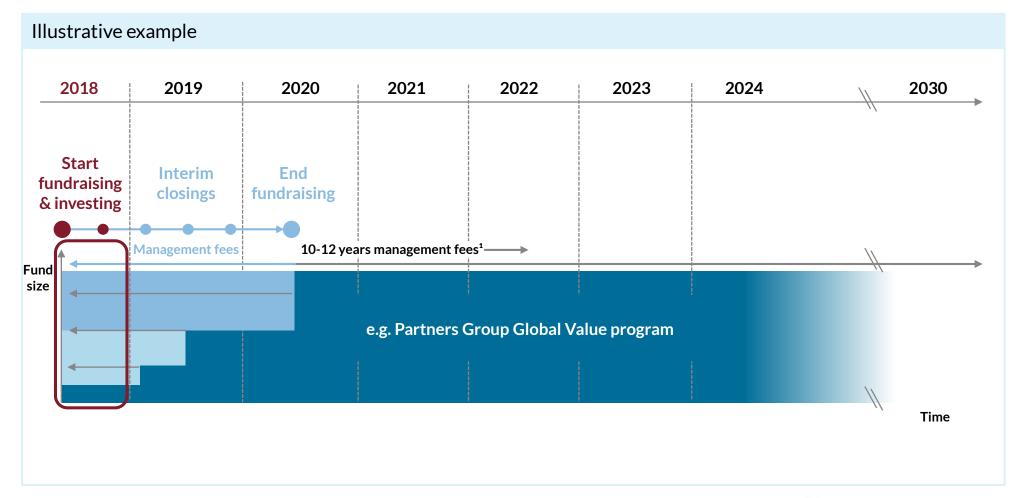


¹ Revenues include management fees and performance fees.



² Management fees include recurring management fees and other revenues, net, other operating income and share of results of associates. Source: Partners Group.

Management fees may vary between calendar years during fundraising





Continued solid performance fee development

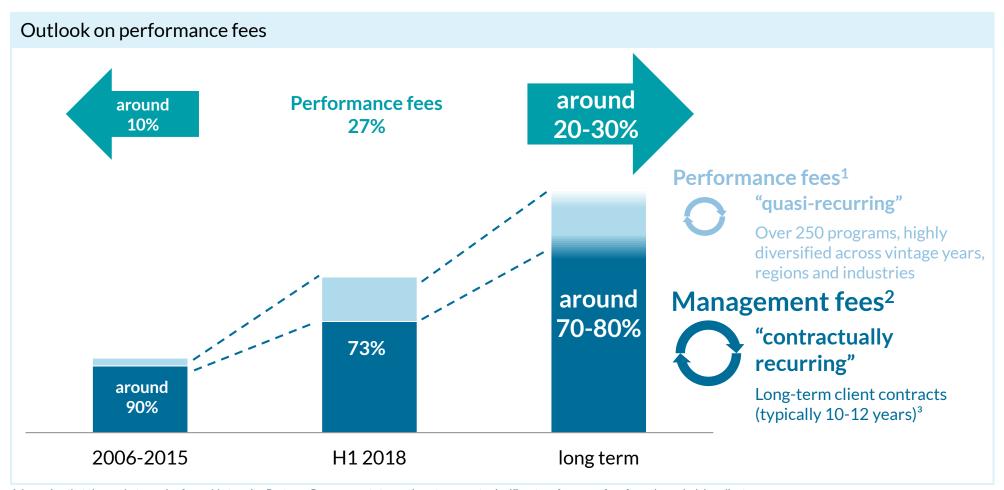








Management fees will continue to be the main source of revenues



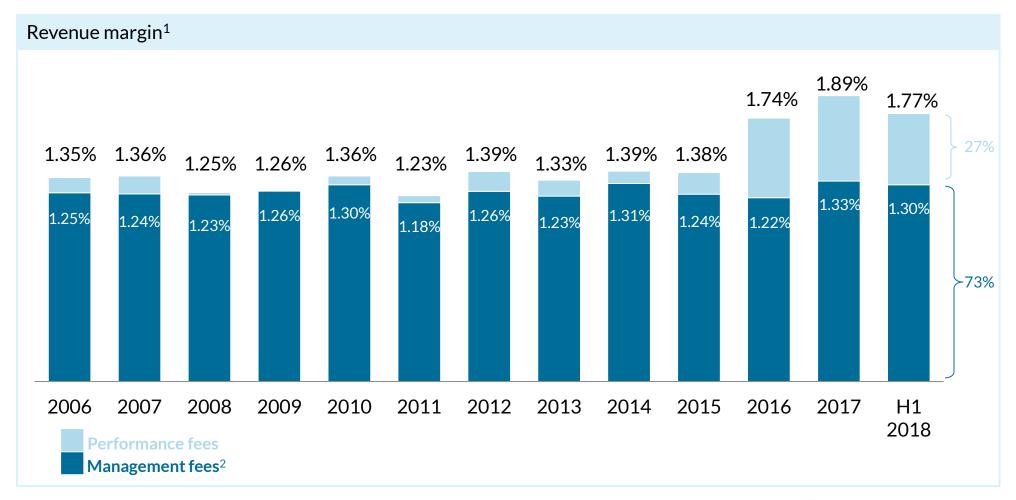
¹ Assuming that the market remains favorable to exits, Partners Group expects to continue to generate significant performance fees from the underlying client portfolios due to the visibility that it has on the life cycles of its programs.

Source: Partners Group.



² Management fees include recurring management fees and other revenues, net, other operating income and share of results of associates. 3 Typical duration is 10-12 years for equity offerings and 5-7 years for debt programs.

Stable revenue margin on management fees and total revenues





² Management fees include recurring management fees and other revenues, net, other operating income and share of results of associates. Source: Partners Group.



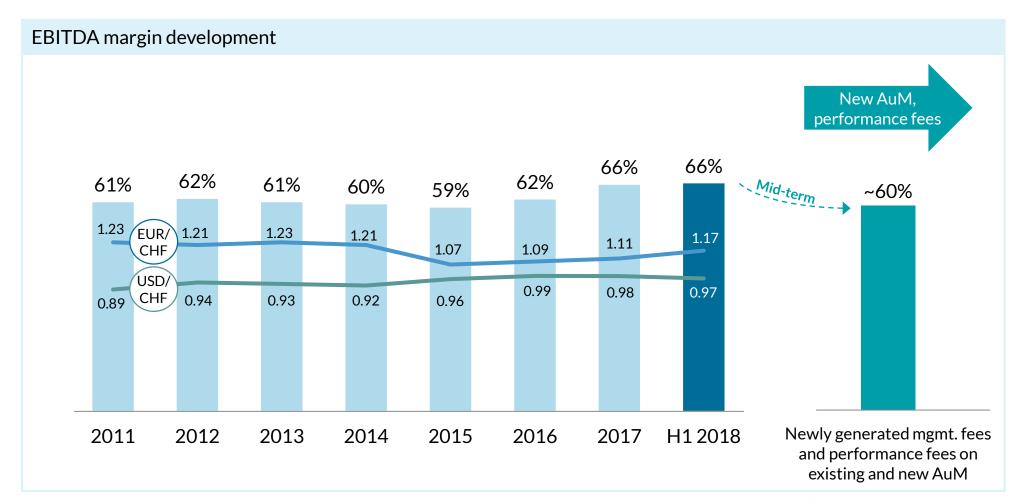
Costs grew in line with revenues

Revenues, costs and EBITDA development (in CHF million)

| | H1 2017 | | H1 2018 |
|---------------------------------------|-------------|------|-------------|
| Revenues ¹ | 565 | +17% | 659 |
| Total costs, of which | -191 | +16% | -222 |
| Personnel expenses Operating expenses | -163 -29 | | -189 -33 |
| EBITDA EBITDA margin | 374 66% | | 437 66% |



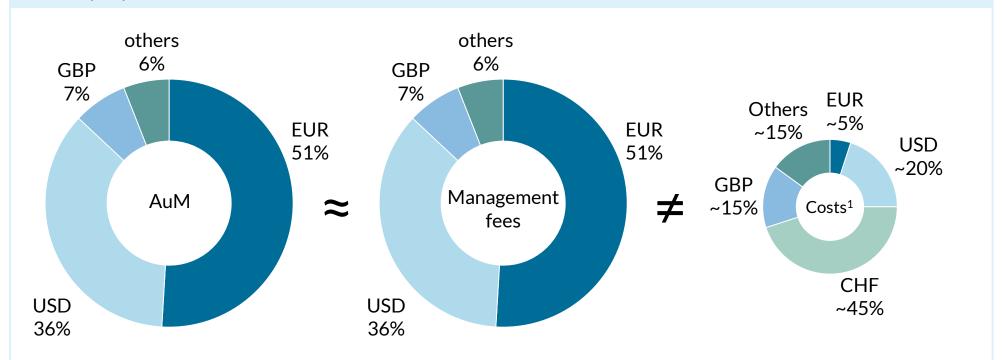
Target EBITDA margin of ~60% confirmed as the firm is committed to further investing in its global platform





Foreign exchange rates and their impact on the EBITDA margin

Currency exposure in H1 2018



EUR/USD foreign exchange fluctuations have a greater impact on CHF management fees than on CHF costs, while their impact on performance fees and their corresponding costs is equal

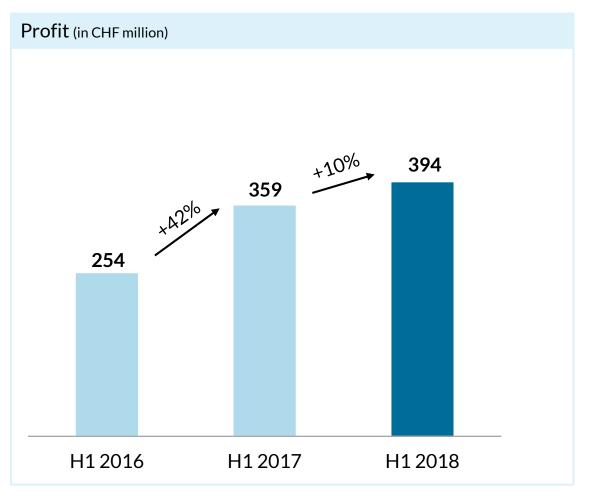
Note: all figures are based on estimates and the currency denomination of underlying programs; revenues include revenues from management services, net, other operating income and share of results of associates.

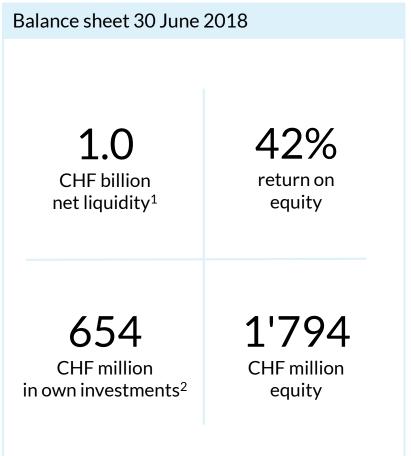
 ${\bf 1} \, {\sf Include} \, {\sf personnel} \, {\sf expenses} \, {\sf and} \, {\sf other} \, {\sf operating} \, {\sf expenses}.$

Source: Partners Group.



Solid profit contribution and balance sheet









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Partners Group's investment implications based on its current core macro views

Global GDP growth



- Global growth easing; probability of temporary downturn has risen
- Growth less synchronized across countries and regions
- Inflation risk rising, especially in the US

Rising chances of lower growth with more cyclical swings ...

Diverging monetary policy



- Fed tightening via rising rates, faster than implied by markets
- ECB asset purchases coming to an end; gradual rate increase in 2019
- Monetary tightening may result in higher volatility/lower valuations

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

Investment implications



- Identify established companies in resilient sectors
- Focus on secular tailwinds with low risk of asset disruption
- Create value via long-term entrepreneurial governance

... focus on value creation and longterm entrepreneurial ownership



Partners Group H1 2018 investment platform overview

Investment platform update

Over 1'000 professionals

Investments

- USD 7.7 billion invested in private markets opportunities on behalf of our clients
 - USD 4.7 billion direct investments
 - USD 2.8 billion invested in equity
 - USD 1.8 billion invested in debt
 - USD 1.9 billion secondary investments
 - USD 1.2 billion invested with select best-in-class managers in the private markets industry

Distributions

• **USD 7.4 billion** in underlying portfolio distribution

USD 7.7 billion invested across the globe

North America

17 direct investments

Europe

19 direct investments

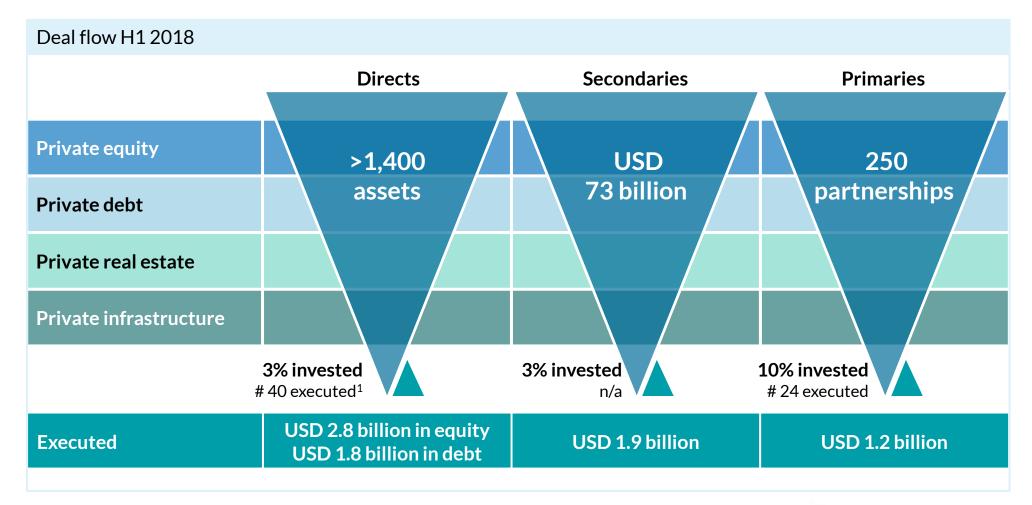
Asia-Pacific/ RoW

4 direct investments





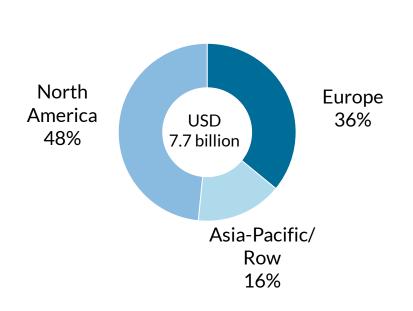
Continued significant deal flow

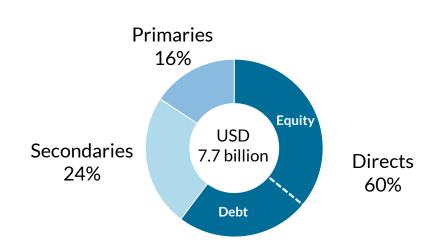




Private markets investment activities in H1 2018 across the globe and all asset classes

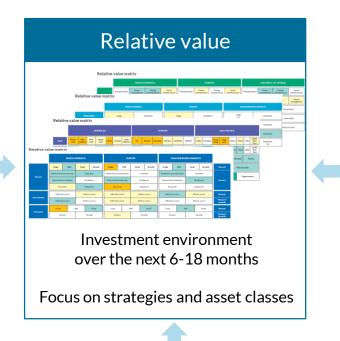
Private markets investments during H1 2018







Relative value differentiates our approach



Investment themes



Transformation and value creation themes in sectors

Tangible and actionable to guide sourcing

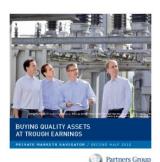
Partners Group Relative Value Committee
Chairman, CIO, Founders, Co-CEO, CRO, Economist, select members of senior management

Economist, >200 investment professionals & industry specialists and portfolio managers



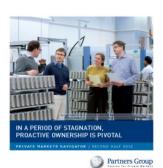
Relative value: core views and investment themes change over time

2010: buying quality assets at trough earnings



- Earnings bottoming out but top-line growth to remain below trend
- Focus on stable, "real" assets
- Mezzanine is the sweet spot in private debt

2012: in a period of stagnation, proactive ownership is pivotal



- Assetflation but low topline growth
- **Bifurcated markets** in real estate and infrastructure, crowded core space
- Attractive supply-demand imbalance in **debt** space as lenders retreating

2014/16: assetflation losing steam, search for transformative growth



- Amid elevated valuations, valuation upside limited
- Seek stable assets benefiting from transformative growth
- Increased focus on value creation

2018: leveraging global megatrends at the core of our investment focus



- Sustained low but steady growth
- Transformative trends drive shifting demand and impact the corporate space
- Focus on value creation to generate stable cash flows



Outlook 2018: a majority of our pipeline deals fall within our areas of focus

Sourcing activity:



High



Medium



Low

Outside of focus

Consumer

Personalization and customization

- Niche market leaders
- Customer-centric approach

Industrials

Automation

- Industrial robots
- Sensors, motion control and servo

Healthcare

Ambulatory multi-site

- Employer on-site
- Physical therapy

Fin. & bus. services

Financial digitization

- Cashless payment
- Modular governance, risk & compliance

TMT

Enterprise software

- B2B enterprise softwar
- PaaS/SaaS models
- Cyber security software

Health & sustainability

- Healthy diet & lifestyle
- Environmental sustainability

Modern logistics

- Machine vision
- Material handling systems

Outsourced device manufacturing

- Orthopedics
- Multi-line outsourcers

BPO

- Solutions for non-core functions
- Technology solutions

IT services & infrastructure/

- Related infrastructure
- IT network & data center services

Premiumization & emerging middle class

- Aspirational brands
- High growth categories

Adv. manufacturing

- 3D-printing
- Technical components
 - Predictive maintenance

Life science supplies and reagent

- Genomic based supplies
- Calibration standards

Education & training

- Private education
- EdTech & & modular learning management

IT outsourcing

- Digitalization
- Outsourced Product Dev.

Digitization

- Deep customer insights
- Channel/product disruption
- Customer engagement

New materials

- Ceramics, metallurgic, nano-tech
- Rel. prod. technology

Physician practice management

- Single specialty
- Multi-specialty

Commercial service

- Industrial/onsite services
- Residential services

Big data

- Big data intelligence
- Big data analytics
 - Database platform



Private equity & private infrastructure example: Techem

Focus

Seek firms with dominant market share

Platform leaders

in markets at advanced stage of consolidation

Market leaders

in largely consolidated segments

Franchise leaders

that serve a segment with network benefits

Commercial service: industrial/onsite services & residential services













Industry: Business services

Asset: Sub-metering and

energy contracting

company

Headquarters: Eschborn, Germany

Investment date: May 2018

Partner: CDPQ, OTPP

EV: USD 4.6 billion

Investment rationale

- #1 position in largest sub-metering market Germany (~30% market share)
- Non-cyclical, recession resilient market supported by favorable legislation for energy efficiency

- Drive business transformation through digitization and by broadening service offering
- Improve product mix and support market share expansion across segments and internationally



Private equity example: Vishal Mega Mart

Focus

Entrepreneurial ownership drives growth

Platform companies

where we buy add-on firms to grow the platform

Niche companies

with particularly strong products or services

Franchise companies

with strong defensive capabilities

Premiumization & emerging middle class: high growth categories



Industry: Consumer

Asset: Franchisor of VMM

branded value-

focused hypermarket • stores across India

Stores >230 stores

Headquarters: Gurgaon, India

Announcement: May 2018

Partner: Kedaara Capital

Investment rationale

- Strong macro tailwinds driven by secular growth in Indian middle-income consumption
- Market leader operating a successful and replicable store model with strong LFL growth

- Leverage our knowledge to facilitate faster store additions in a sustainable manner
- Maximize supply chain efficiency by adopting best practices in SKU and inventory optimization



Private real estate example: Project Cobalt

Focus

Unlocking hidden potential

Buy below replacement cost in rebounding markets

Buy, fix and sell older buildings in great locations

Develop corein markets with strong
long-term fundamentals

Portfolio refinancing



Property: Office

Asset: Recapitalization of a

portfolio of seven value-added office

assets

Geography Across 5 US cities

Investment: USD ~260 million

Closing: In progress

Investment rationale

- Discounted entry basis relative to replacement cost coupled with above-average historical rent and occupancy growth of assets
- Strategic locations of the assets in markets characterized by strong fundamentals

- Capital investments to improve portfolio assets and add amenities to underutilized spaces
- Implement leasing strategies to increase occupancy and tenant diversity



Private infrastructure example: Murra Warra Wind Farm

Focus

Investments into next-generation infrastructure platforms

Platform opportunities

offer the opportunity to build scale

Build core

where strong fundamentals support demand

Enhance value

through growth and efficiency improvements

Renewable energy: onshore wind



Sector: Renewables

Type: Onshore wind

Asset: Delivery of stage

one (61 Senvion 3.7MW turbines)

Expected capacity: 220MW (by 2019)

Country: Victoria, AU

Signing date: August 2018

Investment rationale

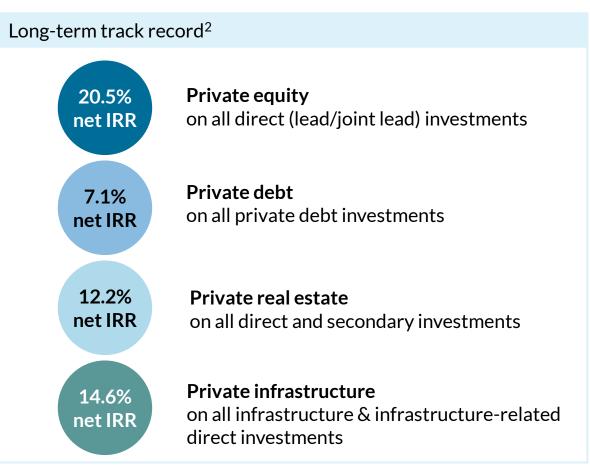
- Significantly de-risked asset which is already under construction
- Substantial portion of generation capacity already contracted through long-term PPAs

- Ensure successful completion of construction phase on time and on budget
- Leverage PG knowledge and best practices from our existing portfolio of renewable energy assets



Over USD 100 billion invested since inception

Invested capital¹ Investments since inception on behalf of the firm's clients



1 Partners Group data as of July 2018. 2 Partners Group data as of 30.06.2018. The above composite, model track record includes all private equity direct (lead/joint lead) investments, all private debt investments except those classified as Broadly Syndicated Loans, all real estate direct and secondary investments and all infra & infra related direct investments made by Partners Group on behalf of its clientele excluding investments that were disposed of not for investment considerations but due to other factors such as liquidity. All cash flows and valuations are converted to USD using fixed FX rates as of the date of the track record. Gross performance is net of underlying fund fees but gross of fees to Partners Group. Model net returns assume Partners Group highest standard management and performance fees. Management fee: 1.50% for direct investments, 1.25% for secondary investments and 0.90% for primary investments. Performance fee: 20% for direct investments and 10% for secondary investments over 8% preferred return. DPI refers to distribution over capital paid-in. The performance presented reflects model performance an investor may have obtained had it invested in the manner shown and does not represent performance that any investor actually attained. Past performance is not indicative of future returns. For illustrative purposes only.



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CO-CEO OFFICE CHANGE 36

Co-CEO succession

David Layton to succeed Christoph Rubeli as of 1 January 2019



- Joined in 2005 and is based in the firm's Denver office
- Risen through the ranks on the investment side based on merit
 - Member of the ExCo & GExB
 - Head of the Private Equity business department
 - Member of the Global Investment Committee
- Key role in developing the firm's direct private equity practice
- Leader of some of the largest and most successful investments to-date
- Board Member of KinderCare Education, Pacific Bells
- Combination of leadership skills, investment expertise and entrepreneurial thinking
- Fantastic **culture carrier** for our growing global business



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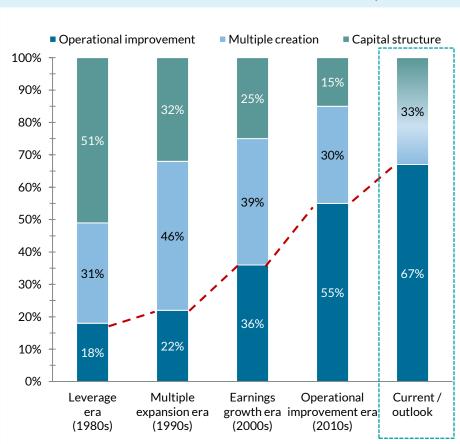
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Active value creation drives returns

Evolution of return drivers in the PE industry $^{\!1}$



Systematic methodology for driving value creation

- Industry value creation (IVC) team acts as an integral part of our investment underwriting
- Board and Management are aligned on targets, value creation plans and strategy presigning
- IVC and Operating Partners
 are active as board members, advisors to individual projects and coaches to management
- **Project management office** is installed to coordinate and implement strategic plan
- Our platform
 is leveraged through access to new businesses, best-practices, benchmarks, and service providers

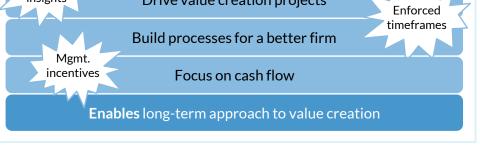


Entrepreneurial governance drives active value creation

Focus on earnings / accounting

Short-term incentives might **prohibit** long-term value creation







Long-term entrepreneurial ownership drives category leadership

<u>Platform companies/assets</u> in a highly fragmented market



Companies with a strong infrastructure that can further grow their platform via addons acquisitions

Niche companies with strong product/service offering



Companies in subsegments benefiting from particularly strong products/ services and growth Franchise companies/assets that benefit from stability



Typically single assets with not only value creation potential, but also strong defensive capabilities

Transform relative value assets into category leading businesses

<u>Platform leaders</u> in markets at advanced stage of consolidation



Significant players in their industry where tuck-in acquisitions provide accretive returns in the long run Market leaders in largely consolidated segments



Companies that have a dominant market share and share leadership with few others

<u>Franchise leaders</u> that serve a segment with network benefits

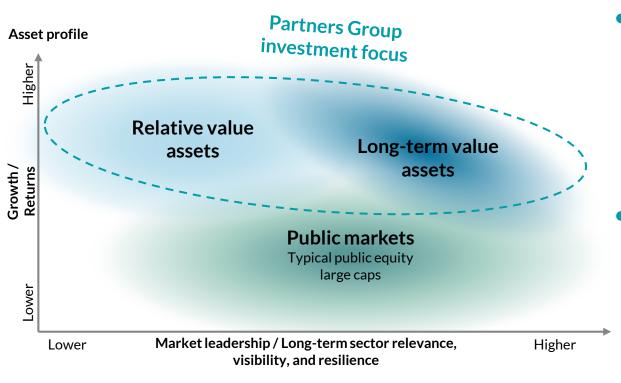


Companies which either contractually, or by nature of industry evolution, hold unique franchises



Category leadership drives long-term investment

Conceptual illustration of the asset universe



Relative value assets

- Often *transformative* investments
- Traditional private markets time horizon (holding periods 4-8 years)
- Majority of private markets investments

Long-term value assets

- Often *transitional* investments
- Represent longer-term investment opportunities (10+ years)
- Growing share of private markets investment



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