

## Institutionalized Platform Built Over 24 Years

Operating since

1997

200+

professionals across

19 nationalities

8

offices in

**Asia** 

\$23B+

assets under management<sup>1</sup>

15-year

average Partner tenure

**150+** 

investments since inception<sup>2</sup>

\$199B

total enterprise value of investments since inception

## BPEA Private Equity Approach

Focus on mid- and large-cap control buyouts

- Target EV of \$500 million to \$2 billion
- Investment sizes ranging from \$150 million to \$500 million

Full Pan-Asian coverage, including cross-border investments

- China
- India
- Southeast Asia
- Japan
- Korea
- Australia
- Cross Border

Deep sector-based approach

- Tech Services
- Healthcare
- Education
- Business & Info Services
- Consumer
- Financial Services
- Industrials & Specialty Manufacturing

Active ownership approach to drive value creation

- Asset repositioning
- Digitalization & tech enablement
- Unlocking value through simplification of complexity
- Creating scale through M&A

Baring Private Equity Asia

# Asia is at the Center of Global Consumption and Economic Growth

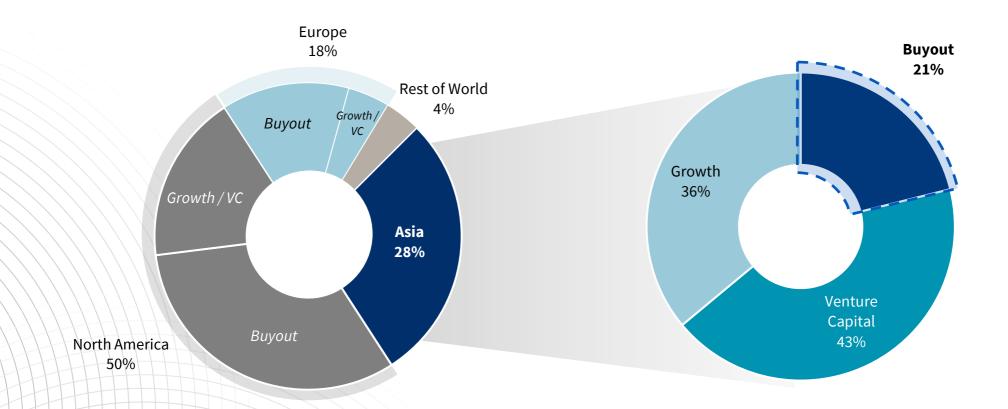
- Over half of the world's population currently
- More than half of global GDP today and expected to contribute ~60% of global growth by 2030
- 90% of the 2.4 billion new members of the middle class entering the global economy
- 12x the millennials of the US
- 76% of the world's STEM graduates



# Asian Private Equity is Under-Represented Globally, Buyout Funds are Under-Represented in Asia

### **2020 Global Private Equity AUM**

### 2020 Asia Private Equity AUM



# BPEA's Core Focus on Buyouts With Select Corporate Partnering and **Opportunistic Transactions**

### **Buyouts**

#### **Consolidation / Roll Ups**

- Strategy of add-on acquisitions
- Consolidate market position and increase geographical reach









#### **Carve Outs**

- Non-core divisions of larger parent companies
- Create high-quality, standalone businesses





#### **Take Privates**

- Undervalued public companies
- Implement a long-term value creation plan







#### **Generational Change**

- Facilitate succession for founder-led businesses
- 6 out of 12 buyouts in Fund VII are generational change situations









## **Corporate Partnering**

- Partnering opportunities with blue chip corporations
- Leveraging BPEA's regional expertise to drive growth
- Control or minority positions with downside protection THE CROWN >



Baring Private Equity Asia



### **Opportunistic**

- High-growth companies in core sectors
- Special Situations driven by public market dislocations

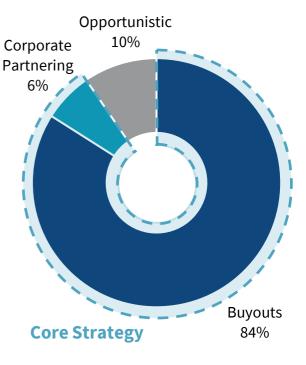








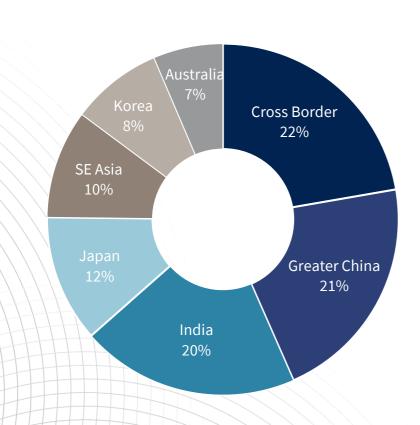
#### Funds VI & VII Deal Types<sup>1</sup>

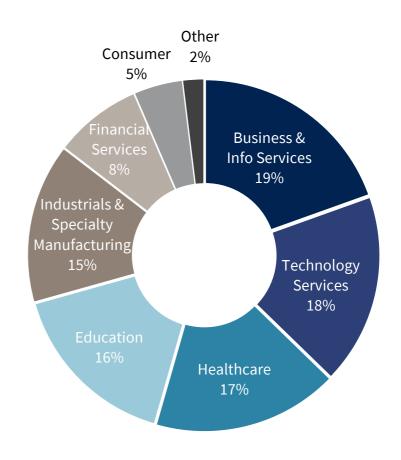


# Thematic Sector Strategy Covering the Entire Asia Region

## **By Geography**

## **By Sector**





# Sector-Focused Origination Strategy Tailored to Each Region

	Education	Technology Services	Healthcare	Business & Information Services	Financial Services	Industrials / Specialty Manufacturing	Consumer
China							
India							
SEA							
Japan							
Korea							
Cross Border							

# BPEA's Integrated Pan-Asia Approach Leads to Unique Deal Flow

#### **Cross Border**

Global companies with a significant and growing Asia footprint









## Regional

Companies that are diversified and growing throughout Asia







#### Local

Companies focused primarily on their domestic markets





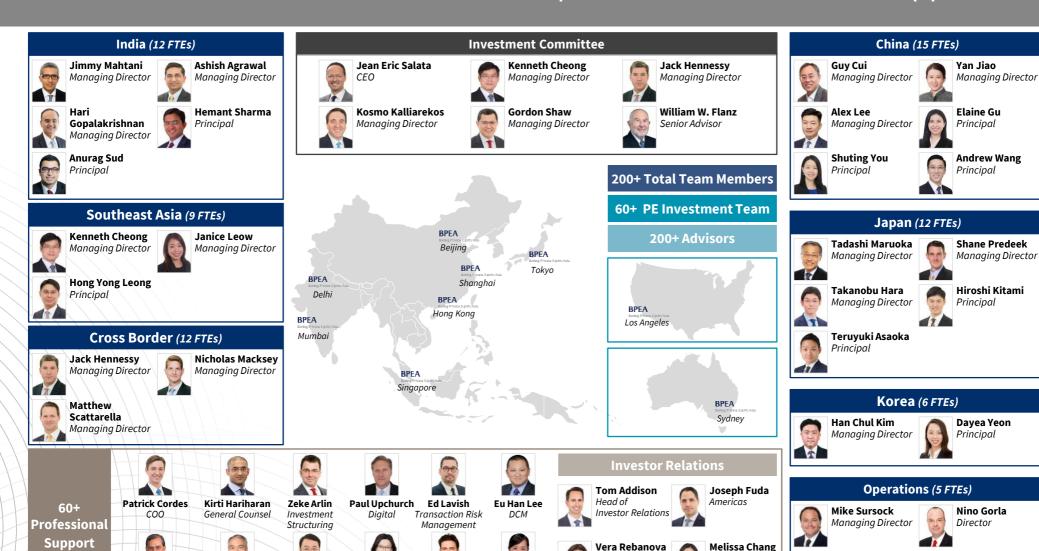








## Local Presence in Each Market With Deep Bench of Professional Support



**EMEA** 

Asia



Giridhar Raghavan Hannes Valtonen Lance Lan

**Adeline Wong** 

Compliance Exit Management Human Capital

**Rob Ryan** 

Priscilla Lam

Market Risk Portfolio Monitoring

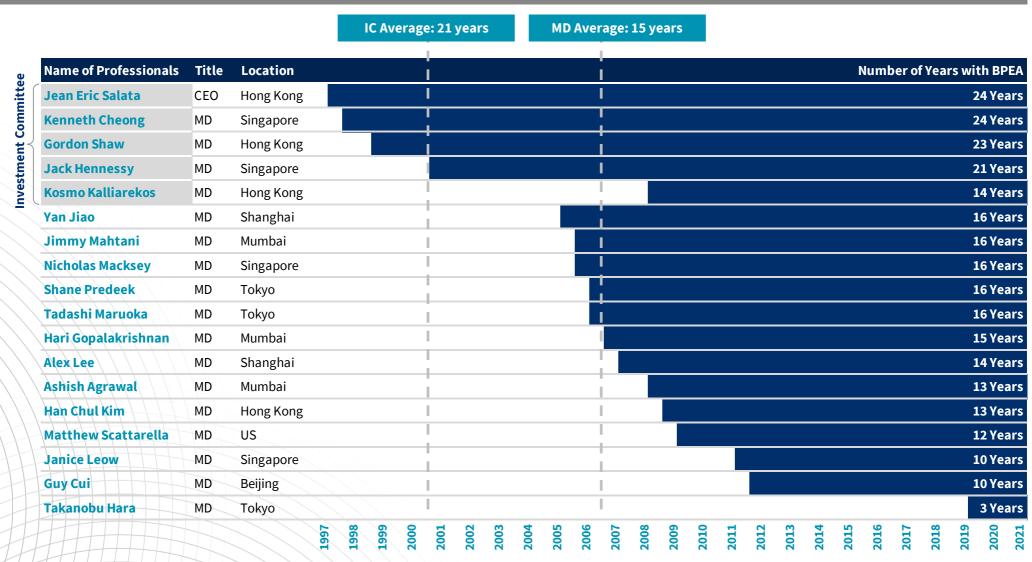
**Kelvin Hew** 

Director

Vijai Raghavan

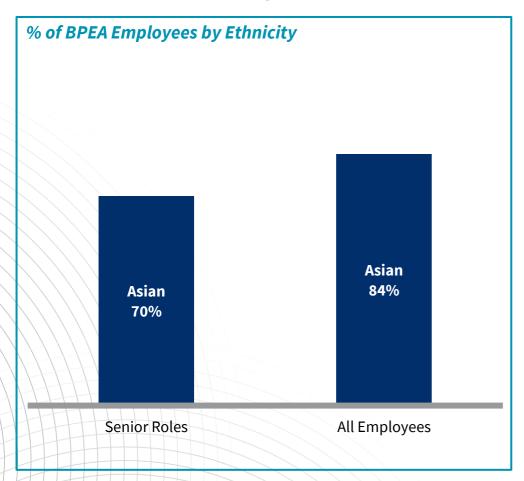
Director

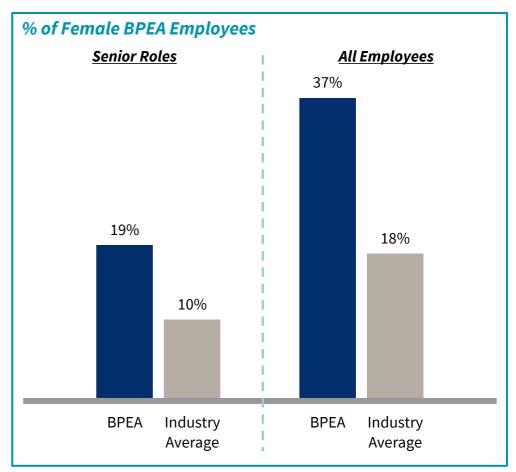
# One of the Most Stable, Longest-Serving Senior Leadership Teams in Asia Private Equity



# **Diversity Across Our Organization**

## We are continually working to build a more diverse and inclusive workforce





IPA INSTITUTIONAL LIMITED PARTNERS ASSOCIATION

BPEA became a signatory to ILPA's Diversity in Action initiative in August 2021

# Active Ownership Approach Overseen by Portfolio Management Committee, Leveraging Multiple Firmwide Resources











### 200+ Professionals and Advisors

# Formalized Exit & Liquidity Committee In Place to Manage Exits



BPEA
Baring Private Equity Asia

Note: The selected investments described herein are presented for informational purposes and only to illustrate the application of BPEA's investment process. Past performance is not necessarily indicative of future results, and the performance of the investments selected is not necessarily indicative of the performance of all BPEA investments. Please refer to the appendix and the private placement memorandum of BPEA Fund VIII for a more detailed description of BPEA's track record

## **ESG Program**

BPEA believes that that the implementation of an effective ESG policy can drive better investment returns while contributing to society through responsible and sustainable investing. ESG focus areas include climate change, social inequality, governance best practices and data protection

**Objectives** 

- Educate BPEA's employees on sustainable development, CSR and ESG
- Training on BPEA's ESG approach and practices
- Engage staff and embrace initiatives and ideas

- Communicate on BPEA's ESG initiatives (ESG policy, developments, reporting process etc.)
- Regular and transparent reporting on the Firm's responsible investment activities will be available to investors through the PRI

Integrate systematic ESG due diligence **analysis** in the investment process to identify risks and opportunities for each target company

- **Empower the investment team** to incorporate ESG factors from the beginning of the investment process
- Educate portfolio companies on CSR as a value creation opportunity
- · Sharing of best practices and awareness on ESG issues across portfolio companies
- **Annual ESG data collection** to follow portfolio CSR and ESG performance over the years (PE)





# Appendix

# BPEA Track Record By Fund

As of June 30, 2021 (USD million)	Investment Cost	Total Value	Gross MOIC	Gross IRR	Net IRR
Fund VII (2019 Vintage)					
Realized & Partially Realized	581	2,352	4.1x	105%	
Unrealized	3,589	5,567	1.6x	34%	
Total	4,169	7,920	1.9x	50%	52%
Fund VI (2015 Vintage)		<u> </u>			
Realized & Partially Realized	1,397	4,631	3.3x	34%	
Unrealized	2,634	4,757	1.8x	16%	
Total	4,032	9,387	2.3x	24%	20%
Fund V - Control Investments Only	•				
Realized & Partially Realized	1,128	2,863	2.5x	28%	
Unrealized	1,087	1,574	1.4x	4%	
Total	2,214	4,437	2.0x	18%	
Fund V (2011 Vintage)		<u> </u>			
Realized & Partially Realized	1,936	3,992	2.1x	18%	
Unrealized	1,218	1,679	1.4x	6%	
Total	3,154	5,671	1.8x	14%	8%
Fund IV - Control Investments Only		<u> </u>			
Realized & Partially Realized	726	2,271	3.1x	17%	
Unrealized	91	41	0.5x	N.M.	
Total	817	2,312	2.8x	15%	
Fund IV (2007 Vintage)					
Fully Realized	1,252	2,945	2.4x	15%	
Unrealized	91	41	0.5x	N.M.	
Total	1,343	2,986	2.2x	14%	9%
Fund III (2005 Vintage)					
Fully Realized	488	1,569	3.2x	81%	
Total	488	1,569	3.2x	81%	54%
LP Co-Investments					
Realized & Partially Realized	852	2,601	3.1x	33%	
Unrealized	3,468	4,741	1.4x	12%	
Total	4,320	7,342	1.7x	21%	

Note: Please refer to "Additional Investment Performance Notes" at the end of the presentation for further details

**BPEA** 

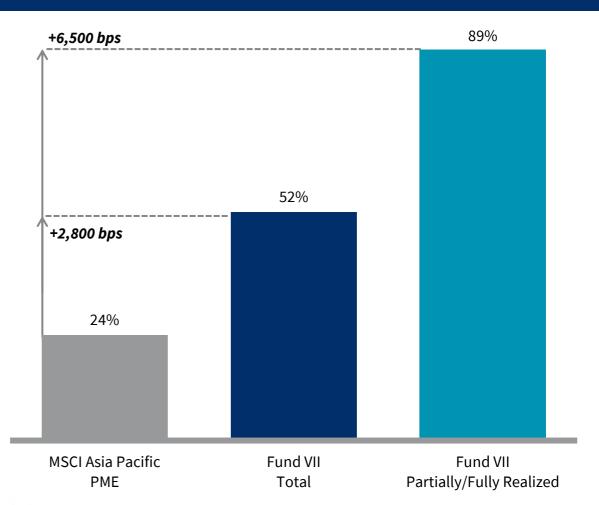
## Fund VII Investment Returns

## **Capital Summary**

#### As of June 30, 2021 (\$ Millions)

Vintage	2019
Total Commitments	\$6,538
Number of Investments	17
% Committed¹	71%
Gross MOIC	1.9x
Gross IRR	50%
Net MOIC	1.8x
Net IRR	52%

#### Fund VII Net IRR vs. MSCI Asia Pacific PME<sup>2</sup>



Note: As of June 30, 2021, unless otherwise noted. Past performance is not a reliable indicator of future results. Capital may be at risk as the value of investments can go down as well as up and is not guaranteed. Returns may also increase or decrease as a result of currency fluctuations

(1) Includes fees & expenses

**BPEA** 

Baring Private Equity Asia

<sup>(2)</sup> Cobalt PME+ vs. MSCI Asia Pacific Index – Individual portfolio company cash flows are mirrored to MSCI Asia Pacific Index. Index data sourced from Cobalt. Companies listed on public markets may have different characteristics to portfolio investments of the applicable BPEA fund; please refer to "Additional Investment Performance Notes" at the end of the presentation for further details. Private equity returns may not be directly comparable with public market indices due to factors including the asset class's illiquid nature and irregular timing of cash flows

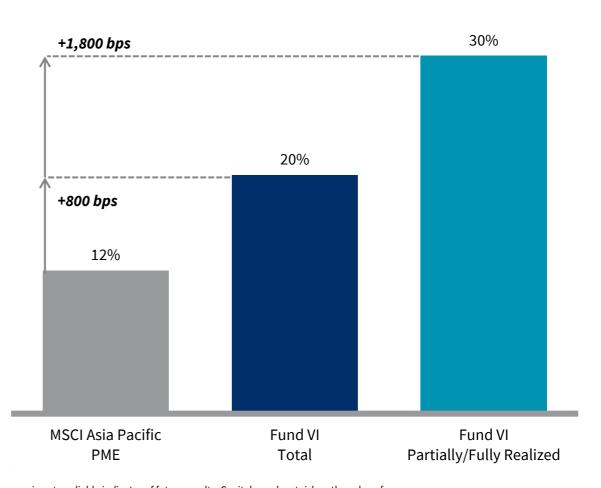
## Fund VI Investment Returns

#### **Capital Summary**

#### Fund VI Net IRR vs. MSCI Asia Pacific PME<sup>2</sup>

#### As of June 30, 2021 (\$ Millions)

Vintage	2015
Total Commitments	\$3,988
Number of Investments	14
Gross MOIC	2.3x
Gross IRR	24%
Net MOIC <sup>1</sup>	2.1x
Net IRR	20%



Note: As of June 30, 2021, unless otherwise noted. Past performance is not a reliable indicator of future results. Capital may be at risk as the value of investments can go down as well as up and is not guaranteed. Returns may also increase or decrease as a result of currency fluctuations

<sup>(1)</sup> Adjusted for recallable distributions

<sup>(2)</sup> Cobalt PME+ vs. MSCI Asia Pacific Index – Individual portfolio company cash flows are mirrored to MSCI Asia Pacific Index. Index data sourced from Cobalt. Companies listed on public markets may have different characteristics to portfolio investments of the applicable BPEA fund; please refer to "Additional Investment Performance Notes" at the end of the presentation for further details. Private equity returns may not be directly comparable with public market indices due to factors including the asset class's illiquid nature and irregular timing of cash flows

# Fund VIII – Key Terms

Term	Description
Fund Name:	The Baring Asia Private Equity Fund VIII, L.P.
Target Fund Size:	\$8.5 billion
GP Commitment:	At least 2.5% of aggregate capital commitments
Minimum LP Commitment:	\$10 million
Investment Period:	Five years, subject to a one-year extension with LP consent
Term:	Ten years, subject to up to two consecutive one-year extensions with LP consent
Management Fee:	1.75% of capital commitments during the Investment Period. Thereafter, 1.50% of invested capital
Preferred Return:	8%
Carried Interest:	20%
Carry Waterfall	Whole fund (European style)

## **Endnotes**

#### **Additional Investment Performance Notes**

- Prospective investors should bear in mind that past performance is not necessarily indicative of future results, and that there can be no assurance that BPEA Fund VIII will achieve comparable results to any of the prior performance information contained herein. The information in this Presentation pertains to investments held by certain BPEA funds, and in some cases to co-investments, and reflects the performance of certain individual investments as well as the performance of each BPEA fund on an aggregate basis for private equity investments. All values are in U.S. dollars, unless otherwise indicated. Note that due to rounding, subtotals and totals may not tie. Unless otherwise indicated, the figures set forth in this Presentation (i) are gross amounts that do not represent the actual returns to limited partners, which may be affected by deductions relating to taxes, carried interest, management fees and other expenses incurred in connection with an investment or at the fund level, and which may in aggregate be significant and (ii) include realized proceeds and may include the unrealized value of any unrealized investments, which shall be treated as having been received by the relevant fund on such applicable date, except in situations where it is expected that the relevant fund will receive a certain amount on a set contractual date, in which case, the relevant amount will be treated as being received on such date.
- Certain investments use share financing, whereby the fund concerned invests through a leveraged special purpose holding company whose borrowings are collateralized by the underlying securities of the investee company owned by such holding company. For these investments, the track record reflects cash flows to and from the fund concerned, rather than the special purpose holding company.
- References to "Investment Cost" represents actual investment disbursements, and includes all equity or equity linked capital provided by the respective funds, including convertible debt or equity linked debt instruments structured to produce an equity-like return on investment, as well as other disbursements related to bridge investments.
- References to "Total Value" refer to the sum of realized and partially realized proceeds and unrealized value. Unless otherwise stated, unrealized investments are valued based on BPEA's estimates of current fair market value, calculated as at the applicable date in accordance with the valuation guidelines issued by the Financial Accounting Standards Board ASC 820-10. Realized and partially realized proceeds include actual divestment proceeds, dividend and interest incomes received from the portfolio companies, refinancing proceeds, gains and losses generated by hedging contracts and other bridge investment related receipts. There can be no assurance that unrealized values derived from the foregoing methodologies are indicative of the ultimate realizable values. Actual returns on unrealized investments will depend on, among other factors, future operating results and the value of the assets and market conditions at the time of realization, all of which may differ from the assumptions and circumstances on which the valuations contained herein are based.
- References to "Gross MOIC" refer to the quotient of Total Value divided by Investment Cost.
- "Gross IRR" is the annualized internal rate of return for each investment or fund (as applicable) calculated using the "time line" methodology and using daily cash flows. To the extent an investment has any unrealized value, such amount is treated as a cash flow to the relevant fund occurring on the applicable date, except in situations where an expected future cash flow has a set contractual date and amount in which case that cash flow is recorded on the relevant future date. Total IRRs are calculated based on aggregate annualized daily cash flows for all investments. These returns do not reflect management fees, carried interest, taxes, and other expenses borne by investors in the relevant BPEA fund.
- Unrealized value is calculated by BPEA typically based on comparable company market valuations and other relevant factors which may include, where applicable: (i) applying certain discounts to reflect certain business, geographic or other differences or uncertainties; (ii) including the effects of hedging transactions; and/or (iii) applying certain FX rates. Further information about BPEA's valuation methodology is available upon request.

## Endnotes (cont'd.)

- References to any market or composite indices in this Presentation are not intended to imply that BPEA Fund VIII or any of its investments are expected to achieve similar or more desirable returns. An investment in BPEA Fund VIII is not comparable to an investment in any market index or in the securities or investments that comprise any such index due to considerations including (i) the fees and expenses payable in connection with an investment in the fund, (ii) the fund's illiquid nature and irregular timing of cash flows, (iii) the composition of the index compared to the fund's portfolio (the latter being unknown at this time but likely to differ significantly from the former), (iv) the fund's investment strategy, including with regard to size, sector and geographical focus and (v) the contractual obligations of limited partners (including the obligation to indemnify one or more persons and/or to return distributions) as further specified in the relevant fund agreement.
- The investment professionals and investment committee members involved in prior investments may differ from the investment professionals and investment committee members applicable to BPEA Fund VIII.
- Returns on investments made in currencies other than U.S. dollars may increase or decrease as a result of currency fluctuations.
- Certain investors in BPEA funds and co-investors may have been subject to fees and carried interest at different and potentially lower rates than the applicable fund, which will affect net returns. Aggregate performance figures include investors who do not pay carried interest and management fees, so the actual returns to investors who do pay carried interest and management fees would be lower than the net figures provided.
- The information relating to "LP Co-Investments" presented on this slide represents the performance data for portfolio investments made by BPEA-managed co-investment vehicles.
- "Control Investments" refer to those investments in which the applicable BPEA fund obtained a controlling interest.

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