5 July 2023

APAX GLOBAL ALPHA

2023 Capital Markets Day: accessing hidden gems

The key takeaway from AGA's 27 June *Capital Markets Day* (CMD) was that 84% of value creation comes from operational improvements that APAX makes in the investee companies. On average, under APAX's ownership, revenue growth accelerates by 700bps, EBITDA growth 1,500bps and the EBITDA margin 700bps. Additionally, the day highlighted that i) AGA gives access to companies unavailable elsewhere, ii) its companies are growing and performing well, iii) it is an All Weather Investment, with 84% of value creation under the manager's control, iv) it has a robust balance sheet, and v) the 5%-of-NAV dividend has more value when the shares are at a big discount. Given the long-term NAV outperformance, the discount appears anomalous.

- **Other messages:** The presentation reviewed what sets AGA apart from its peers (portfolio construction and balance sheet), the debt investment benefits, how the portfolio is valued and why this is conservative, the fee structure, and what AGA is doing (and how it thinks) about addressing the discount.

- **Financing:** The presentation reviewed the PE financing market, and how it applies to APAX/AGA. With 82% of portfolio debt maturities beyond 2027, ca.75% of debt at fixed rates (and 90% of swaps maturing post mid-2024) and average net debt at 4.7x EBITDA, APAX appears well-positioned to weather market disruption.

- **Valuation:** Listed holdings and debt mean that ca.40% of Apax's portfolio is marked to market. Adjusting for the debt portfolio at par, AGA's discount to NAV (21%) rises to 31%, in line with its peers' range (29% excluding 3i) on its PE portfolio alone. The NAV appears resilient, making the discount absolutely and relatively anomalous.

- **Risks:** Sentiment to costs, the cycle, valuation and over-commitment are sector issues. Residual risk on the 2020-21 IPO positions appears to be modest. The debt portfolio generates income towards dividends, and has liquidity/capital benefits, but complicates the story.

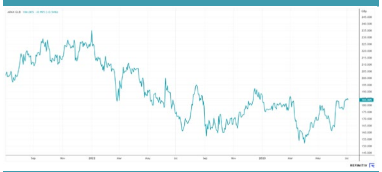
- **Investment summary:** Apax has delivered market-beating returns by selecting businesses that it can transform post-acquisition. Buying these companies at a discount to peers (ca.20%), accelerating their revenue growth and improving their margins, and then selling the reinvigorated business at a premium to those same peers (ca.10% premium), is the playbook that has been repeated again and again. Investments are focused in sectors with structural growth and resilience. Capital flexibility is enhanced by the debt portfolio. The discount is the "icing on the cake".

Financial summary and valuation

Year-end Dec (€000)	2020	2021	2022	2023E	2024E
Investment income	18,106	26,853	24,476	36,021	38,383
Net gains on fin. assets /liabs. at FVTPL	153,518	336,123	(125,803)	198,592	185,691
Total expenses	(5,262)	(14,879)	(6,531)	(11,392)	(10,276)
Pre-tax profit	162,092	345,127	(109,806)	220,621	211,198
PE invest. (€m)	788	1,014	877	1,084	1,216
Derived invest. (€m)	319	336	364	344	348
Cash (€m)	125	108	68	23	22
NAV (€m)	1,201	1,490	1,299	1,452	1,611
Adj. NAV per share (£)*	2.19	2.54	2.34	2.61	2.86
S/P prem./disc. (-) to NAV**	-12%	-11%	-19%	-30%	-36%
Dividend p/sh (p)	10.2	12.3	11.8	13.9	15.5
Dividend yield	5.6%	6.7%	6.5%	7.6%	8.5%

**2023-24E NAV converted at £1: €1.13; ** 2020-22 actual, 2023-24E discount of current share price to forecast NAV. Source: Hardman & Co Research*

Closed-ended investments



Source: Refinitiv

Market data

EPIC/TKR	**APAX**
Price (p)	**182.8**
12m high (p)	203.0
12m low (p)	151.7
Shares (m)	491
Mkt cap (£m)	898
Discount to Mar £ NAV (%)	-21%
Free float	92%
Country/Ccy	UK/GBP
Currency of reporting	Euro
Market (main)	STMM

Description

Apax Global Alpha (AGA) has a global portfolio across four core sectors: Tech& Digital, Services, Healthcare and Internet/Consumer. 71% of the invested portfolio is private equity (PE), and 29% is primarily in debt; the latter is held for capital management. It targets an annualised net total NAV return across economic cycles of 12%-15%, and a dividend yield of 5% of NAV. It has a Premium listing, and is a FTSE 250 constituent.

Company information

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NEDs	Chris Ambler, Mike Bane, Stephanie Coxon, Susie Farnon,
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Key shareholders

Berlinetta Limited	5.9%
Witan IT	5.7%

Diary

6 Sep	Interim results

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Apax Global Alpha disclaimer

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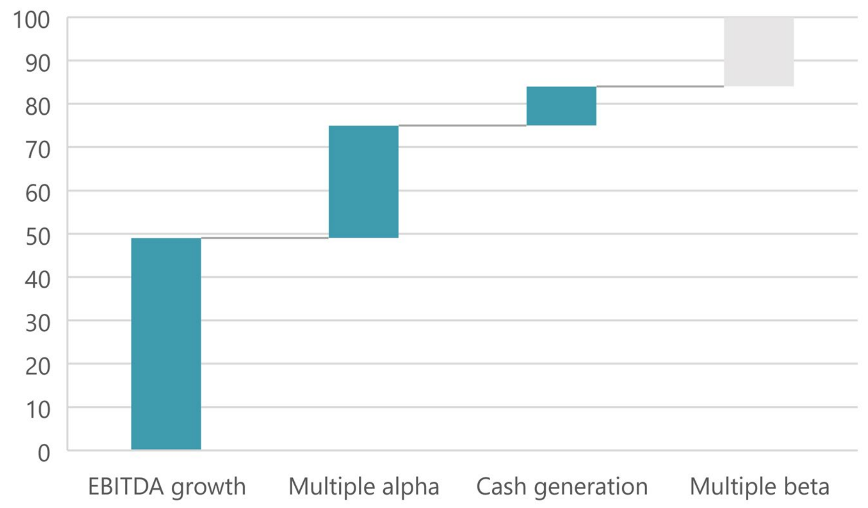
Please read our full disclaimer, which is contained at the end of this report.

Theme 1: track record of value creation

84% of value creation on realised deals since January 2015 has come directly from operating improvements under APAX management

The key theme of our initiation, *Making pearls out of oysters*, published on 13 January 2023, was that AGA outperforms public markets because of the value added by APAX to investee companies. They get expertise, finance and market information that would be unavailable to them as standalone entities under their previous owners. The CMD expanded on this theme, detailing its views on the value created on full exits since 2015 (see chart below). Critically, 84% is directly under the control of/attributable to APAX ownership, including increasing the level of EBITDA, getting a higher company-specific multiple rating and cash generation. 16% was outside management control (the rise in market beta).

Value creation for realised deals, January 2015 to March 2023



Source: AGA Report and Accounts, Hardman & Co Research

On average, revenue growth accelerates by 7%, EBITDA growth 15% and the EBITDA margin 7% under APAX ownership

The CMD presentation (slide 31) highlighted the operational improvements in underlying companies through the ownership of APAX Funds, with revenue growth accelerating 700bps, EBITDA growth 1,500bps and the EBITDA margin improving by 700bps. The incremental expertise, networks, digitalisation playbooks, purchasing power, etc, that we discussed in our initiation drive businesses to realise their full potential.

ca.30% relative multiple expansion by transforming businesses with potential to turn into rapidly growing and more profitable ones

The multiple expansion (alpha) in the chart above reflects how other investors value the improvements made during APAX's ownership. APAX, by buying businesses with unrealised/unrecognised potential, can make acquisitions relatively cheaply (in Apax Funds VIII to X, the average relative entry multiple is 22%-24% below that of peers). The superior growth and profitability mean that, on exit, the investee companies are much more attractive propositions, and can be sold at a premium rating to peers (Fund VIII 9%, Fund IX 8%). Independent of market rating moves, APAX has seen a ca.30% improvement in the relative multiples by identifying the right companies and realising their potential.

Theme 2: investor perception survey

In autumn 2022, AGA commissioned an investor perception study, and APAX used the CMD to address key issues emerging from that. The company responses were detailed in slides 9-15 of the CMD presentation. The five key issues were:

What sets AGA apart

- AGA commented that i) the portfolio gave "Access to Hidden Gems", a portfolio of companies that could not be bought elsewhere, with an advisor of scale and 50 years of experience, ii) it has an All Weather strategy, which is well-suited to generate alpha, with 84% of value creation driven by operational improvements, and iii) it has a robust balance sheet, strengthened by the debt portfolio, which helps generate income to support the 5% dividend yield. In our view, it is identifying businesses with potential for improvement, and, critically, it has the proven track record of delivering improvements, which makes the portfolio unique.

Benefits of DI portfolio

- Management highlighted how the Derived Investments (DI) portfolio, which consists primarily of debt instruments, i) absorbs capital not invested in PE, ii) enhances the robustness of the balance sheet by providing support to unfunded commitments (37% covered by the DI portfolio alone), iii) is an additional source of returns (11.8% yield to maturity), outperforming its benchmarks, and iv) has a steady source of cash to support the dividend (and critically, in our view, sentiment to its sustainability). In considering whether a level of ca.30% of the portfolio was appropriate, AGA emphasised that the board reviews cashflows across a range of scenarios, that there have been heavy new commitments, and that the level of the DI portfolio was the result of these deliberations. We gave our views on the DI portfolio in detail on pages 12, 30 and 46 of our initiation.

How the portfolio is valued

- Of the March 2023 €2.63 NAV per share, the PE portfolio accounts for €2.19, with the vast majority (€1.61) based off comparable earnings or cashflow multiples. A further €0.22 is based off public market prices, and just €0.27 from revenue multiple approaches. Derived debt accounts for €0.70, with nearly half of that from direct broker quotes, and the rest from models using market inputs. We outlined, in pages 22-26 of our initiation, why we believe the NAV is conservative, most critically noting uplifts on exits (average 25% in 1Q'23, 17% Jan'22 to Mar'23), where buyers are paying above carrying value, usually after extensive due diligence.

The fee structure

- In the CMD, management emphasised how there was no layering of fees, with the PE investments having the fee at the fund level (with AGA's fees in line with similarly sized investors). Again, we gave our views on this fee structure in our initiation (pages 41-43).

Addressing the discount

- Unsurprisingly, this has been a focus for many investors, with wide discounts applying across the listed PE sector (see *Valuation* section below). Since listing, AGA has twice experienced periods of a widening discount, with it then closing over time. In terms of management action, there has been a focus on diversifying the register and improving communication to address misconceptions – *inter alia*, employing incremental IR advisers and Hardman & Co. Other options, such as buybacks, are reviewed regularly, with the board balancing potential investment returns with the enhancement from a buyback. To date, AGA believes that there is insufficient evidence to support one, and, if there were one, it would be likely to reduce share-trading liquidity (which, in turn, could see greater discount volatility in the future). With the dividend tied to NAV, as the discount widens, the yield to investors improves. We gave our views on the two potential stages for a re-rating on pages 50-51 of our initiation.

Theme 3: PE and APAX financing conditions

In a period of sharply rising interest rates, great uncertainty over where they may peak and for how long they will be elevated, a potential recession and bank failures, it is unsurprising that whether PE houses and their investee companies can access finance is a key concern. The key takeaway from the presentation was that, with low leverage, long-dated, largely fixed debt, APAX Funds' portfolio companies are well-positioned to weather market disruption. Furthermore, the continued uplifts on exits suggest that the trade/financial buyers of APAX assets have continued to access finance where there are attractive deals to be done.

Current portfolio resilience to challenging finance conditions

Slide 21 of the presentation highlighted some of the key APAX Fund portfolio metrics that support the view of its resilience to current financing conditions. These include:

- 82% of maturities are beyond 2027, meaning that there is no imminent maturity wall with companies facing the need to re-finance in challenging markets;
- at 4.7x average net debt to EBITDA, there is less portfolio company leverage than in the PE market as a whole; and
- the policy has been to fix ca.75% of debt funding, and ca.90% of interest rate swaps mature post mid-2024.

Increase in interest burden seen marketwide lower leverage, but not for APAX, which started at lower level

APAX's presentation highlighted how the normalised interest burden (as a percentage of EBITDA) for the average buyout has been increasing (US 10-year average 7.7%, current 10.4%, Europe 5.8% and 9.3%, respectively). It commented that high-quality deals that, in the past, may have seen leverage at 7x, were now at 5.5x to 6x. The fall has not been as great as the rise in interest costs, as investors are willing to see interest cover at 1.5x, rather than 2x or above. APAX Funds are in a different place from the overall market, with just 4.7x current leverage, and, on new deals, it is averaging 4.5x-5.5x, i.e. largely unchanged. The presentation also reviewed why management believes that the private credit markets will be resilient sources of finance.

Any modest shift in returns to debt providers does not change key driver of value creation being improving companies

In the Q&A session, a question asked was how much value had been/would be transferred from APAX, as an equity holder, to debt providers in the higher-rate environment. The key element of the response was to highlight how the value creation is driven by improving companies, not market conditions, and it was also noted that there were continued exits at ca.20% premiums to carrying value, which suggests that buyers could still find finance. In our view, being concentrated in the mid-market, with its multiple exit options, is helpful in this regard.

Comfort across a range of issues raised in Q&A session

In answering other questions, management emphasised i) that it was not seeing any problems in accessing financing for new deals, ii) that there was nothing unusual in its covenants, iii) the hedging policy (the level of hedging may be reduced where there is low leverage, given its real cash cost), iv) the optimisation of hedging tools (now more swaps, when, in the past, APAX had used more interest rate caps), and v) the duration of hedges (typically three to five years, with most put on in 2012-22).

Theme 4: why invest now?

The third section of the CMD presentation covered why APAX viewed that now was a good time to invest, with the key messages being i) AGA's portfolio is strong and well-positioned for volatility, ii) the long-term "mining Hidden Gems" strategy is an "All Weather" approach, which is well-suited to generate alpha, whatever the market conditions, and iii) PE outperformance historically is strongest, following periods of market volatility.

AGA's portfolio is strong and well-positioned for volatility

The key points supporting the assertion that the portfolio is strong and well-positioned are i) sector and geographical diversity, ii) many investee companies provide mission-critical services, which are needed through all stages of the cycle, iii) the four chosen sectors have structural growth, iv) capital structures are robust, and v) being mid-market provides multiple exit options, reducing sensitivity to market conditions. We examined the resilience of the NAV in our initiation (pages 27-29).

The long-term "mining Hidden Gems" strategy is an "All Weather" approach, which is well-suited to generate alpha

In this section, management highlighted that its approach is "visualising the potential" of buying good companies whose opportunities have not been optimised yet, and then transforming them. Being in high-quality sub-sectors with structural growth provides further downside protection. Executing on improving the investee companies is under APAX's control, and leveraging operational and digital expertise is independent of market conditions. The 2022 CMD had a whole section devoted to the detail of how the "Operational Excellence Practice" adds value, and it was summarised again this year (for example, $3bn of spend optimised, 28 specialist staff, proprietary data platforms). This section also highlighted how APAX views generative AI, with implications for new investment (an opportunity was recently declined because of the threat posed by AI), the risks and opportunities for existing investee companies, and how APAX may adopt AI for its own operations.

PE outperformance historically is strongest following periods of market volatility

AGA highlighted how the top-quartile and median vintage year IRR had shown the greatest outperformance against the S&P 500 total return, following the dot-com crash (2001-04) and the GFC (2007-10). We have, in previous notes, considered how the value added by a strong GP backer is of greatest value, at such times noting, in particular, the greater certainty in finance, the incremental strategic optionality for M&A and the transfer of best practice in rapidly changing market conditions. Treasury and capital management expertise are also more valuable.

Q&A

Q&A sessions focused on discount level, liquidity management and multiple ratings

In addition to the questions addressed above, the following key issues were raised (with the relevant company responses) across the Q&A sessions:

- Doesn't the discount across the PE sector suggest that investors think there are problems ahead? Readers should note the *why invest now?* section above for the company view on why this is not right. In our view, it is a consistent theme across listed PE that, while conditions are challenging, earnings growth is likely to slow, and there is currently subdued activity, none of these factors are either unexpected for a through-cycle investor or are creating alarm in terms of scale.

- Doesn't the current discount reflect the fact that value has been transferred to debt providers, impacting future realisable values? Management re-emphasised that, for APAX, value creation is not driven by leverage, but by operational improvements. The ca.20% exits on uplift show that, in challenging times, there are still buyers, the accounting is conservative and loans to value are very low.

- Given that PE is out of favour with UK investors, why not do a dual listing in the US? There are no current plans.

- How will commitments be met if realisations are low? There have been a number of new commitments over the past 18 months, with the board reviewing cashflow analyses over multiple scenarios, including the optionality from the DI portfolio. AGA's balance sheet is very strong.

- Will private market ratings not follow the falls in public market ones? Management comments included i) the different assets being bought mean that there is an element of detachment between the multiples, ii) PE buys control for the investor, whereas public does not, and this has a real value that is not reflected in the ratings, iii) there is still a lot of PE dry powder to be deployed, iv) valuations have come down, and may come down somewhat further, but they are not likely to collapse, and management does not see a further 20%-30% fall as a probable outcome. Slide 29 of the presentation highlighted how the private market rating in APAX's portfolio declined from 18.4x at end-2021 to 16.1x in 1Q'23, while the overall portfolio rating fell from 23.2x to 17x. The latter was driven by publicly listed holding ratings falling significantly more than the privately listed ones – but they started at a much higher level. The fact that the private ratings were not written up as much as the public ones is also an important issue.

Portfolio

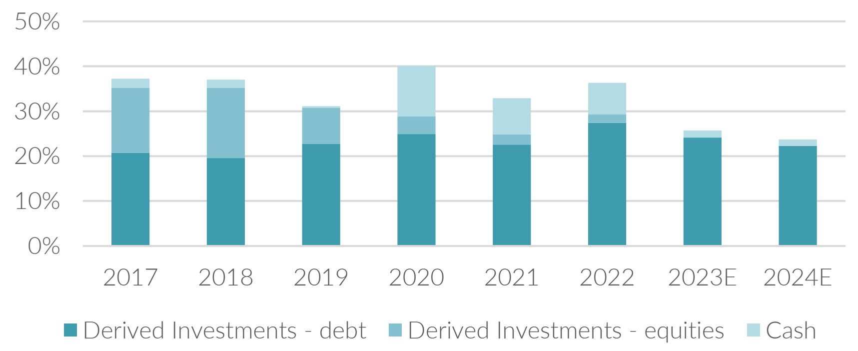
Portfolio analysis (as at March 2023)

	NAV (€m)	Commitment (m)	Fund size (bn)	Fund stage	% AGA total	Comment
Apax funds						
AMI	26.7	$30	$0.5	Maturity	2%	2015 fund 88% invested and committed.
AEVI	2.2	€10.6	€4.3	Harvesting	0%	2005 fund. €14m of distributions since 2015.
AEVII	23.1	€86	€11.2	Harvesting	2%	2007 fund. €91m of distributions since 2015.
AVIII	93.3	€160 + $218	$7.5	Harvesting	7%	2012 fund. €565m of distributions since 2015.
AIX	313.7	€155 + $175	$9.5	Maturity	24%	2016 fund 93% invested and committed.
ADF	48.9	$50	$1.1	Maturity	4%	2017 digital fund 97% invested and committed.
ADF II	0.6	$90	$1.9	Investment	0%	2021 digital fund 18% invested and committed.
AX	387.7	€200 + $225	$11.7	Investment	30%	2020 fund 93% invested and committed.
AXI	(5.7)	€198 + $490	tbc	Investment	0%	2022 fund not closed at March 2023.
AMI II	(0.9)	$40	tbc	Investment	0%	2022 fund not closed at March 2023. 8% invested and committed.
AGI	(1.9)	$60	tbc	Investment	0%	2022 fund not closed at March 2023. 14% invested and committed.
Total PE	**887.7**				69%	**71% of invested portfolio.**
Derived debt	343.6				27%	Been broadly stable over recent years.
Derived equity	24.4				2%	Reduced in favour of more PE (end-2017 was 15%).
Total derived invest.	**368.0**				28%	**29% of invested portfolio.**
Cash/other	**35.7**				3%	
Total	**1291.4**				100%	

Source: AGA Report and Accounts, Hardman and Co Research

The proportion of the total portfolio in DI has been broadly stable since 2018.

Proportion of portfolio in DI and cash (x)

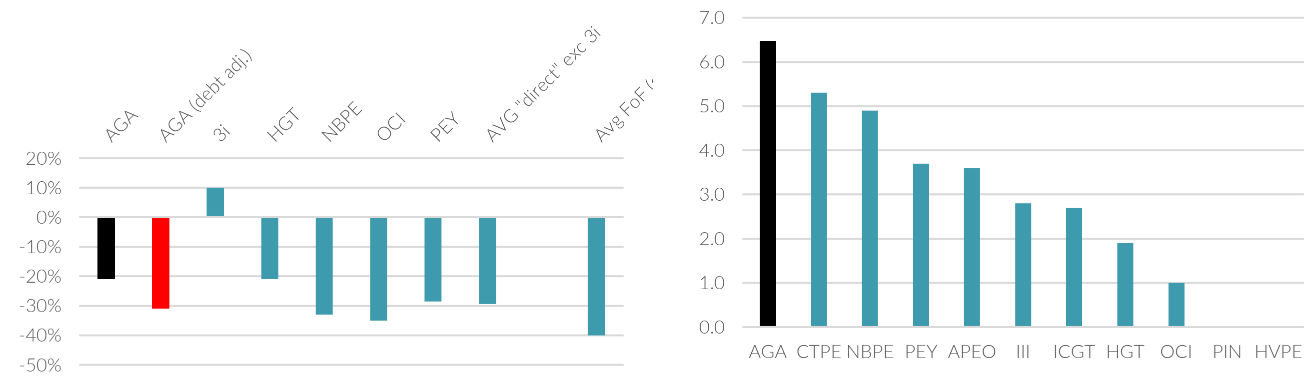


Source: AGA Report and Accounts, Hardman & Co Research

Valuation

Our *initiation* detailed a range of valuation approaches and sensitivities to them. As the chart below shows, AGA's reported discount to NAV (21%) is below the average of its direct investing listed PE trusts. If we adjust for the debt element of its portfolio (see the SoTP section below), the PE business is in line. Its dividend yield, supported by cash from the DI portfolio, is well-above the sector average.

Current share price discount to latest NAV (LHS, %) and dividend yield (RHS, %) for narrow and wider peers



Source: Company websites, factsheets and presentations, Hardman & Co Research, priced at 05/07/23

Sum-of-the-parts (SoTP) valuation

Applying debt discount to derived book implies AGA's PE discount is 31%

AGA could be broken down into a PE fund and its debt positions. The latter are marked to market, and so have less management input into the valuation. Given this, and their potential use for capital management purposes, rather than simple investment, we believe that an SoTP approach to AGA is an important valuation methodology. The table below shows that, if we strip these out at par, and they are marked to market, the residual PE discount rises to 31%.

SoTP valuation (£m)

	Market cap	£ NAV	Discount
Reported value	898	1,135	21%
Last reported MTM value of DI	368	368	
Adjusted value	530	767	31%

Source: AGA Report and Accounts, Hardman & Co Research

Financials

Profit and Loss							
Year-end Dec (€000)	**2018**	**2019**	**2020**	**2021**	**2022**	**2023E**	**2024E**
Investment income	19,442	20,852	18,106	26,853	24,476	36,021	38,383
Net gains on financial assets at FVTPL	56,739	208,767	153,518	337,190	(119,740)	198,592	185,691
Net losses on financial liabilities at FVTPL	-	(2,741)	-	(1,067)	(6,063)	-	-
Realised foreign currency (losses)/gains	(2,766)	(479)	1,224	(1,488)	1,276	-	-
Unrealised foreign currency gains/(losses)	116	762	(3,743)	787	(74)	-	-
Total income	73,531	227,161	169,105	362,275	(100,125)	234,613	224,074
Performance fee	2,123	(6,893)	(46)	(8,390)	(22)	(4,965)	(3,571)
Management fee	(4,610)	(5,013)	(2,853)	(3,782)	(3,712)	(3,406)	(2,943)
Administration and other operating expenses	(3,107)	(2,051)	(2,363)	(2,707)	(2,797)	(3,021)	(3,262)
Total income less operating expenses	67,937	213,204	163,843	347,396	(106,656)	223,221	213,798
Finance costs	(2,729)	(1,860)	(1,751)	(2,269)	(3,150)	(2,600)	(2,600)
Profit before tax	65,208	211,344	162,092	345,127	(109,806)	220,621	211,198
Tax	(261)	(412)	(109)	(223)	(231)	(231)	(231)
Profit after tax	64,947	210,932	161,983	344,904	(110,037)	220,390	210,967
Average no shares (m)	491	491	491	491	491	491	491
EPS (€c)	13.2	43.0	33.0	70.2	(22.4)	44.9	43.0
DPS (p)	8.45	9.54	10.15	12.33	11.82	13.89	15.52

Source: AGA Report and Accounts, Hardman & Co Research

Balance sheet							
@ 31 Dec (€000)	**2018**	**2019**	**2020**	**2021**	**2022**	**2023E**	**2024E**
Non-current assets							
PE financial assets	**591,458**	**769,019**	**788,307**	**1,013,922**	**877,021**	**1,084,112**	**1,215,796**
DI – debt	178,272	252,543	275,739	304,609	340,639	344,279	344,279
DI – equities	142,318	89,656	43,677	30,946	23,540	0	0
Financial assets held at FV through P&L (FVTPL)	**912,048**	**1,111,218**	**1,107,723**	**1,349,477**	**1,241,200**	**1,428,391**	**1,563,715**
Current assets							
Cash and cash equivalents	17,306	3,277	124,569	108,482	67,966	23,030	22,467
Investment receivables	2,125	129	1,338	33,603	1,699	1,699	1,699
Other receivables	1,454	2,143	0	1,347	429	429	429
Total current assets	**20,885**	**5,549**	**125,907**	**143,432**	**70,094**	**25,158**	**24,595**
Total assets	**932,933**	**1,116,767**	**1,233,630**	**1,492,909**	**1,311,294**	**1,453,549**	**1,613,018**
Current liabilities							
Financial liabilities held at FVTPL	0	2,741	0	1,067	6,063	0	0
Investment payables	0	13,352	30,965	67	3,980	0	0
Accrued expenses	2,162	1,705	1,481	1,708	1,875	2,000	2,000
Total current liabilities	**2,162**	**17,798**	**32,446**	**2,842**	**11,918**	**2,000**	**2,000**
Net assets	**930,771**	**1,098,969**	**1,201,184**	**1,490,067**	**1,299,376**	**1,451,549**	**1,611,018**
Shareholders' capital	873,804	873,804	873,804	873,804	873,804	873,804	873,804
Retained earnings	56,967	218,272	327,380	607,873	425,572	577,745	712,506
Share-based pymt. perf. fee reserve	0	6,893	0	8,390	0	0	0
Total equity ownership	**930,771**	**1,098,969**	**1,201,184**	**1,490,067**	**1,299,376**	**1,451,549**	**1,586,310**
Period-end no shares (m)	491	491	491	491	491	491	491
Adj. NAV per share (€)	**1.90**	**2.22**	**2.45**	**3.02**	**2.65**	**2.96**	**3.23**
NAV growth (%)	2%	17%	10%	23%	-12%	12%	9%
Adj. NAV per share (£)	**1.70**	**1.88**	**2.19**	**2.54**	**2.34**	**2.61**	**2.86**
Exch. rate (£: €)	1.115	1.183	1.117	1.188	1.132	1.132	1.132
s/p (£)	1.35	1.73	1.93	2.27	1.88		

Source: AGA Report and Accounts, Hardman & Co Research

Cashflow

Year-end Dec (€000)	2018	2019	2020	2021	2022	2023E	2024E
Interest received	17,896	16,963	18,024	25,553	23,577	36,021	38,383
Interest paid	(43)	(200)	(259)	(1,750)	(521)	(500)	(500)
Dividends received	1,718	2,807	1,060	906	1,815	1,000	1,000
Operating expenses paid	(21,862)	(7,285)	(5,460)	(6,191)	(6,038)	(7,000)	(7,000)
Tax paid/received	(132)	(52)	17	3	0	0	0
Purchase of PE investments	(11,126)	0	0	0	0	0	0
Capital calls paid to PE investments	(30,812)	(165,904)	(55,651)	(199,941)	(194,380)	(250,000)	(300,000)
Capital distributions received from PE investments	133,362	182,324	207,270	275,140	227,821	250,000	350,000
Purchase of DI	(212,988)	(114,792)	(69,126)	(274,417)	(53,640)	(103,640)	(53,640)
Sale of DI	172,811	123,370	89,641	230,511	43,228	100,000	50,000
Net cash inflow/(outflow) from operating activities	**48,824**	**37,231**	**185,516**	**49,814**	**41,862**	**25,881**	**78,243**
Cashflows from financing activities							
Financing costs paid	(3,309)	(1,710)	(1,706)	(2,104)	(2,822)	(2,600)	(2,600)
Dividends paid	(47,314)	(50,312)	(51,805)	(64,584)	(71,070)	(68,217)	(76,206)
Purchase of own shares	0	0	(6,970)	0	(8,412)	0	0
Revolving credit facility drawn	94,248	88,824	6,106	0	17,393	0	0
Revolving credit facility repaid	(94,248)	(88,824)	(6,106)	0	-17,393	0	0
Net cash used in financing activities	**(50,623)**	**(52,022)**	**(60,481)**	**(66,688)**	**(82,304)**	**(70,817)**	**(78,806)**
Opening cash and cash equivalents	18,989	17,306	3,277	124,569	108,482	67,966	23,030
Net increase in cash and cash equivalents	(1,799)	(14,791)	125,035	(16,874)	(40,442)	(44,936)	(4563)
FX effects	116	762	(3,743)	787	-74	0	0
Closing cash and cash equivalents	**17,306**	**3,277**	**124,569**	**108,482**	**67,966**	**23,030**	**22,467**

Source: AGA Report and Accounts, Hardman & Co Research

Return attribution by quarter

Quarter performance (%)	PE	Derived debt	Derived equity	Perf. fee	Other	FX	Total return
1Q'16	0.7%	0.4%	-0.2%	0.8%	-0.4%	-3.1%	-1.8%
2Q'16	0.3%	-0.9%	0.5%	-0.4%	0.0%	1.6%	1.2%
3Q'16	-0.1%	2.1%	1.2%	-0.1%	-0.6%	-0.5%	2.0%
4Q'16	2.0%	0.3%	-0.5%	-0.4%	0.1%	4.0%	5.5%
1Q'17	1.1%	0.7%	0.7%	-0.3%	-0.2%	-0.6%	1.4%
2Q'17	0.7%	-0.3%	3.3%	-0.5%	-0.6%	-4.8%	-2.1%
3Q'17	1.3%	0.5%	0.5%	-0.1%	-0.2%	-2.3%	-0.3%
4Q'17	2.7%	1.4%	1.2%	-0.4%	-0.2%	-1.1%	3.5%
1Q'18	0.4%	0.4%	0.2%	0.3%	-0.3%	-1.7%	-0.7%
2Q'18	5.8%	-0.2%	-0.6%	-0.3%	-0.5%	2.7%	6.9%
3Q'18	3.5%	0.1%	-1.7%	0.2%	-0.2%	-0.1%	1.8%
4Q'18	-0.2%	0.1%	-0.8%	-0.3%	0.0%	0.5%	-0.7%
1Q'19	6.4%	0.5%	-0.2%	0.0%	-0.2%	2.2%	8.7%
2Q'19	5.3%	0.5%	0.1%	-0.3%	-0.2%	-1.0%	4.4%
3Q'19	3.1%	0.6%	-0.6%	-0.2%	-0.3%	2.3%	4.9%
4Q'19	3.2%	0.6%	1.3%	-0.5%	0.0%	-1.2%	3.4%
1Q'20	-7.9%	-2.0%	-1.7%	0.0%	-0.2%	-0.1%	-11.9%
2Q'20	11.4%	2.0%	0.8%	0.0%	-0.2%	-0.6%	13.3%
3Q'20	10.7%	1.2%	0.0%	0.0%	-0.2%	-3.2%	8.5%
4Q'20	7.6%	0.7%	1.1%	0.0%	-0.1%	-2.4%	6.9%
1Q'21	6.0%	0.7%	0.6%	-0.2%	-0.2%	3.5%	10.4%
2Q'21	6.6%	0.5%	0.4%	-0.1%	-0.2%	-0.7%	6.5%
3Q'21	7.9%	0.5%	0.2%	-0.2%	-0.1%	1.6%	9.9%
4Q'21	-1.5%	0.3%	-0.1%	-0.2%	-0.2%	1.6%	-0.1%
1Q'22	-3.6%	0.2%	0.0%	0.0%	0.2%	2.1%	-1.7%
2Q'22	-3.9%	-1.0%	-0.3%	0.2%	-0.2%	3.3%	-1.9%
3Q'22	-1.0%	0.4%	-0.1%	-0.3%	-0.2%	4.4%	3.2%
4Q'22	-1.5%	0.0%	0.3%	0.3%	-0.2%	-6.2%	-7.3%
1Q'23	1.8%	1.2%	0.1%	-0.1%	0.2%	-0.9%	1.9%
Average	**2.6%**	**0.4%**	**0.6%**	**-0.5%**	**-0.2%**	**-0.1%**	**2.8%**

Source: AGA Report and Accounts, Hardman & Co Research

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