

Conference Call Q2 2020 Announcement

16 JULY 2020





Executing on our strategy





Q2 2020 in short

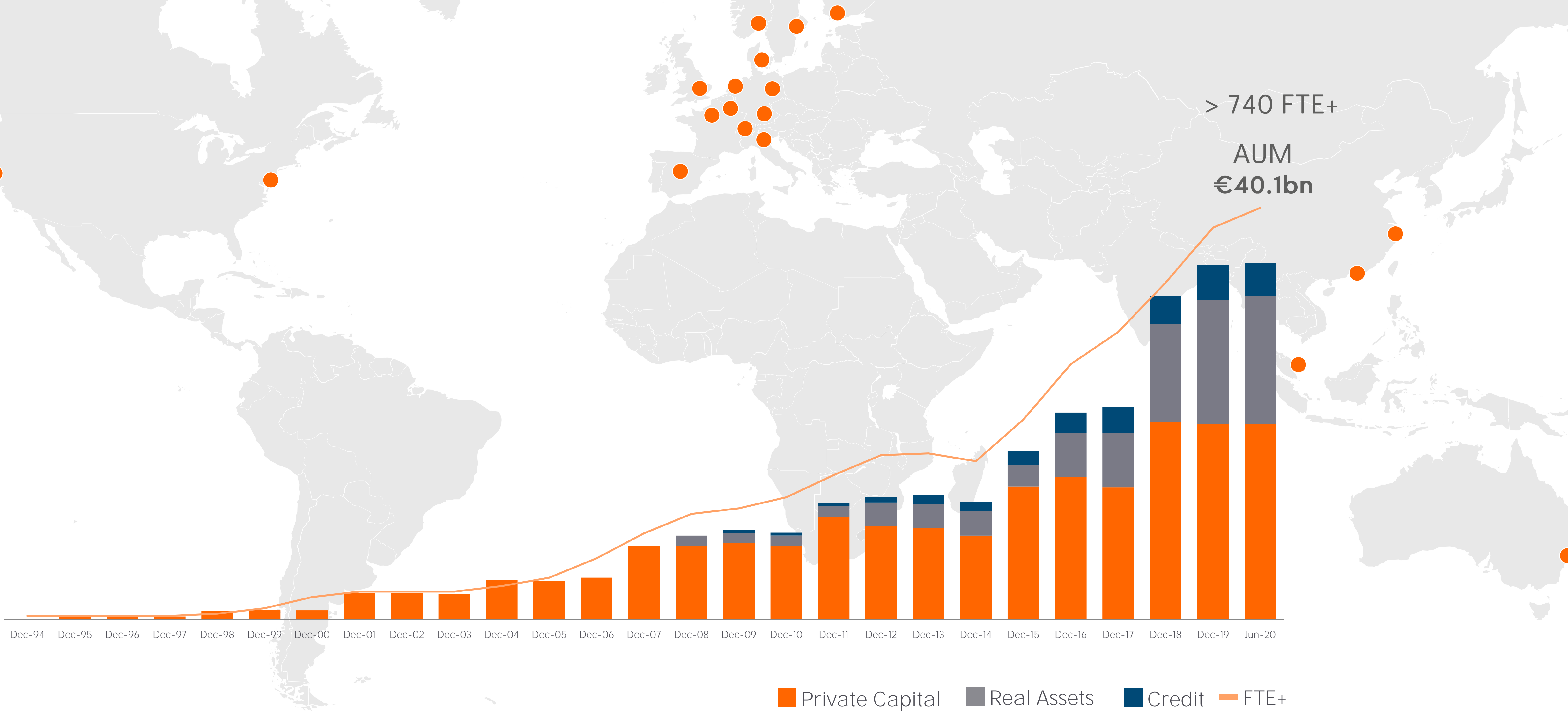
<p>Investments and exits</p>	<ul style="list-style-type: none"> Investments made during the quarter include Schülke in Germany (EQT VIII) and Freepik in Spain (EQT Mid Market Europe). On July 8, 2020, EQT VIII portfolio company SUSE acquired Rancher labs Investment level in key funds as of July 16, 2020 were 80 - 85% in EQT VIII, 80 - 85% in EQT Infrastructure IV and 5 - 10% in EQT IX <i>Events after the period end: With the acquisition of IFS, EQT IX was activated and consequently started charging management fees</i> 	<p>€1.3bn Capital invested (Q2 2020)</p>	<p>€0.3bn Exits (Q2 2020)</p>
<p>Value creation</p>	<ul style="list-style-type: none"> Resilient valuations during Q2 with partial increase in several key funds Expectations for long-term value creation remain but will take longer 	<p>On plan EQT VI-VIII</p>	<p>On plan EQT Infra II & IV Above plan EQT Infra III</p>
<p>Fundraisings, AUM and FTE+</p>	<ul style="list-style-type: none"> EQT IX – the fundraising runs according to plan (target fund size of EUR 14.75bn and hard cap of EUR 15bn), anticipated to be materially concluded during the third quarter EQT Infrastructure V – launched and target size announced at EUR 12.5bn EQT Real Estate II – fundraising was materially concluded as of Q2 	<p>€40.1bn AUM</p>	<p>742 FTE+</p>
<p>Other</p>	<ul style="list-style-type: none"> An agreement to sell the business segment Credit to Bridgepoint has been signed, as announced on June 18, 2020¹. The transaction is expected to close in the fourth quarter of 2020 EQT’s integrated approach to sustainability emphasized through launch of ESG-linked fund level bridge facility for EQT IX of EUR 2.3bn – first of this size in the global fund financing markets Successful execution of both the Annual General Meeting and the Annual Investor Meeting through a fully digital solution, leading the way in digitalisation and sustainability 	<p>Paris Office opened in June</p>	

3 Note: 1) The Transaction is subject to customary closing conditions, including regulatory, anti-trust and certain fund investor clearances





25+ years of track-record and experience over cycles



COVID-19 update: Impacted but well-positioned



Future-proofing - Maximizing a company's **relevance** for the long term



IEQT

- We remain active on the transaction side but overall investment and exit activity is lower
- Timing of carry recognition still delayed as it is dependent on exits and/or increases in unrealized values
- Fundraisings are going according to plan but will generally take longer in the current market environment

Portfolio Companies

- No change in estimated capital need¹ for portfolio companies in key funds
- Expectations for value creation remain but will likely take longer (*unchanged vs Q1*)
- Carefully optimistic of current portfolio performance due to downturn preparations and thematic investment strategy



We are executing on our strategy



EQT Growth

- The strategy is positioned in between Ventures and Private Equity
- Preparations for EQT Growth strategy is ongoing



Expand in APAC

- A growth area for Private Equity and Infrastructure
- Preparations for EQT APAC strategy is ongoing



Real Estate

- Preparations for growing Real Estate, including:
 - Managed to Prime
 - New geographies



M&A

- Selective M&A – focus on areas where we can scale further
- Over time, increased opportunities can arise



Credit

- Strategic review concluded
- An agreement to sell the Credit business segment to Bridgepoint¹



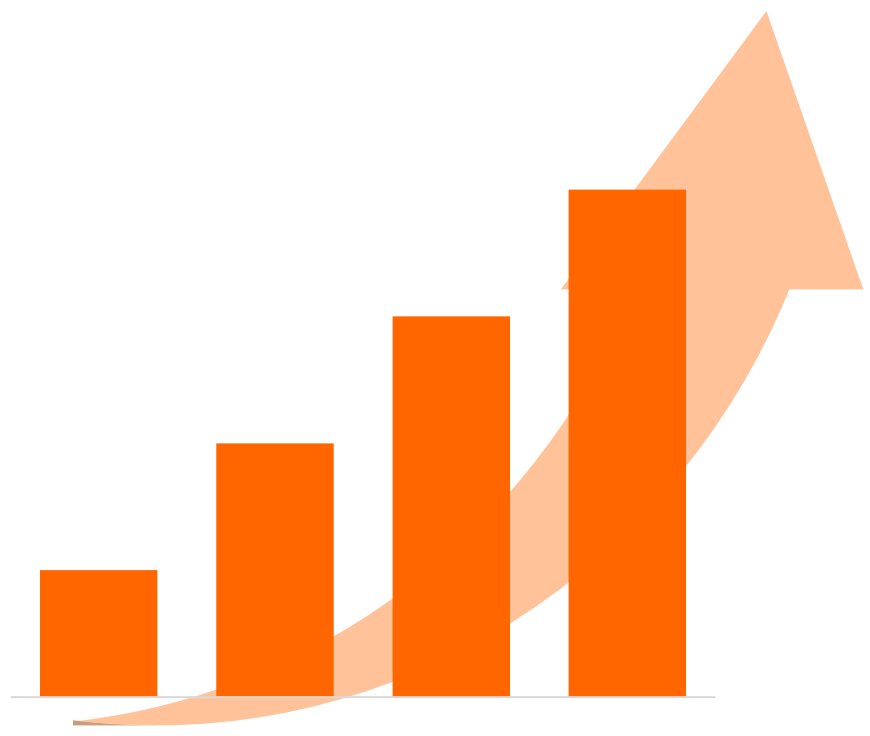
Key data per Q2 2020

Our business model is long-term, simple and scalable

Attractive client returns...



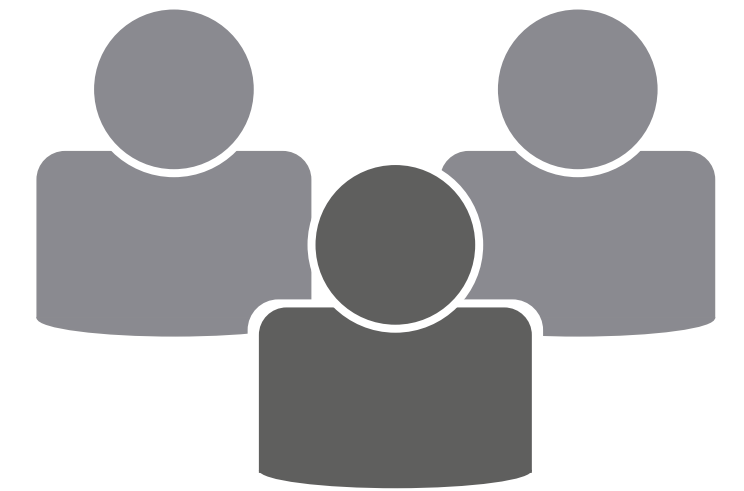
...drive growth in AUM...



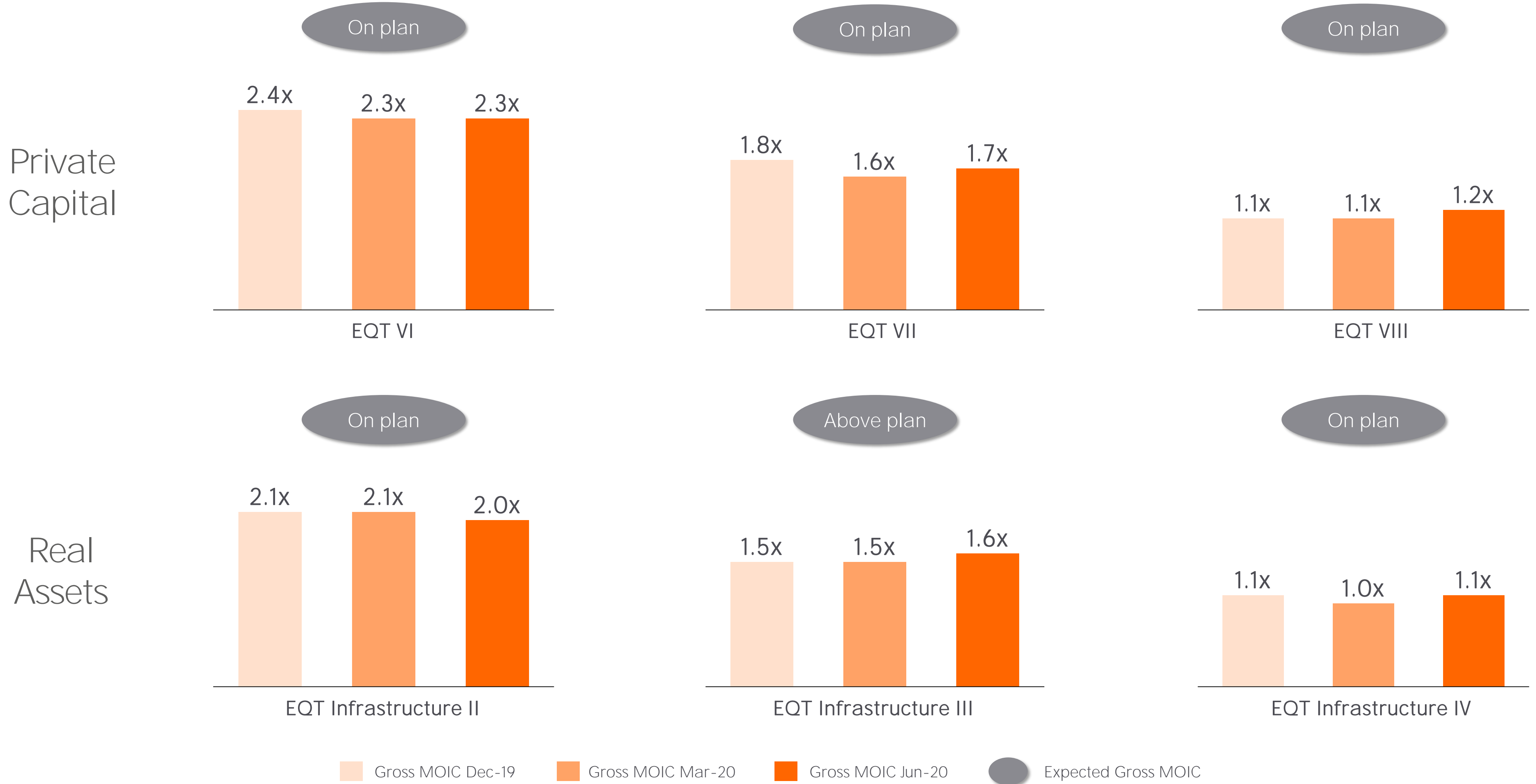
...with integrated revenue streams...



...and a predictable cost base



Resilient valuations



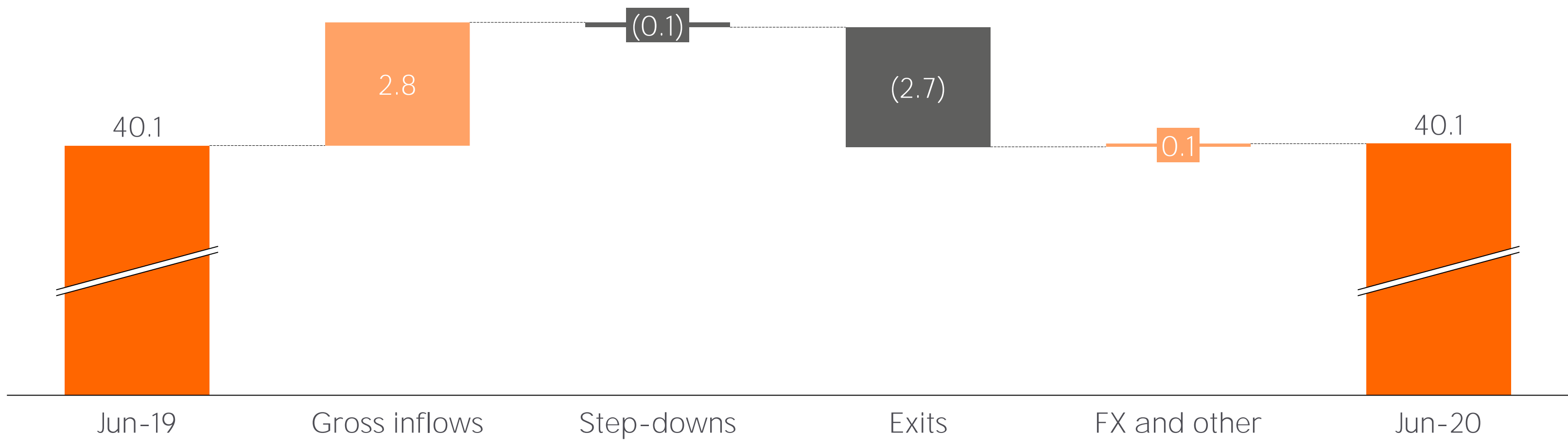
Gross MOIC Dec-19
 Gross MOIC Mar-20
 Gross MOIC Jun-20
 Expected Gross MOIC

9 Note: Data for current Gross MOIC reflects only closed investments and realizations. For Private Equity funds (part of segment Private Capital), target Gross MOIC amounts to 2.3x and "On Plan" refers to expected Gross MOIC between 2.0-2.5x. For Infrastructure funds (part of segment Real Assets), target Gross MOIC amounts to 2.0x and "On Plan" refers to expected Gross MOIC between 1.7-2.2x.



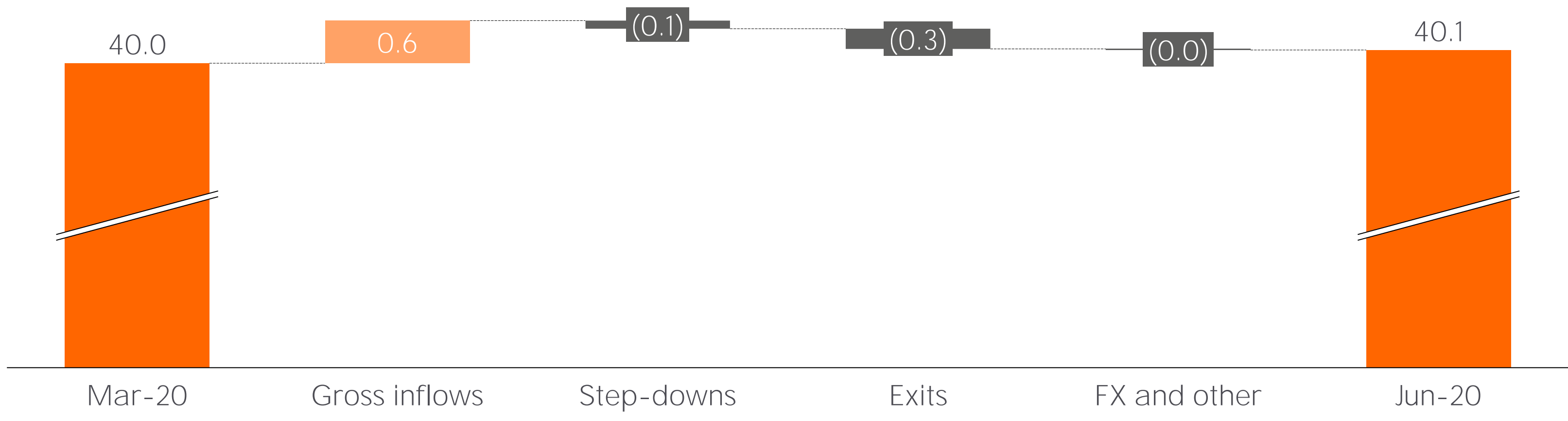
Fee generating AUM remained stable

AUM development
Jun 2019
- Jun 2020



+0.1%
LTM

AUM development
Q2 2020



+0.4%
Q2 2020



Carried interest recognition update

Timing of carried interest recognition¹ is driven by



“Rule of thumb” on initial recognition



~4-6 years after first investment

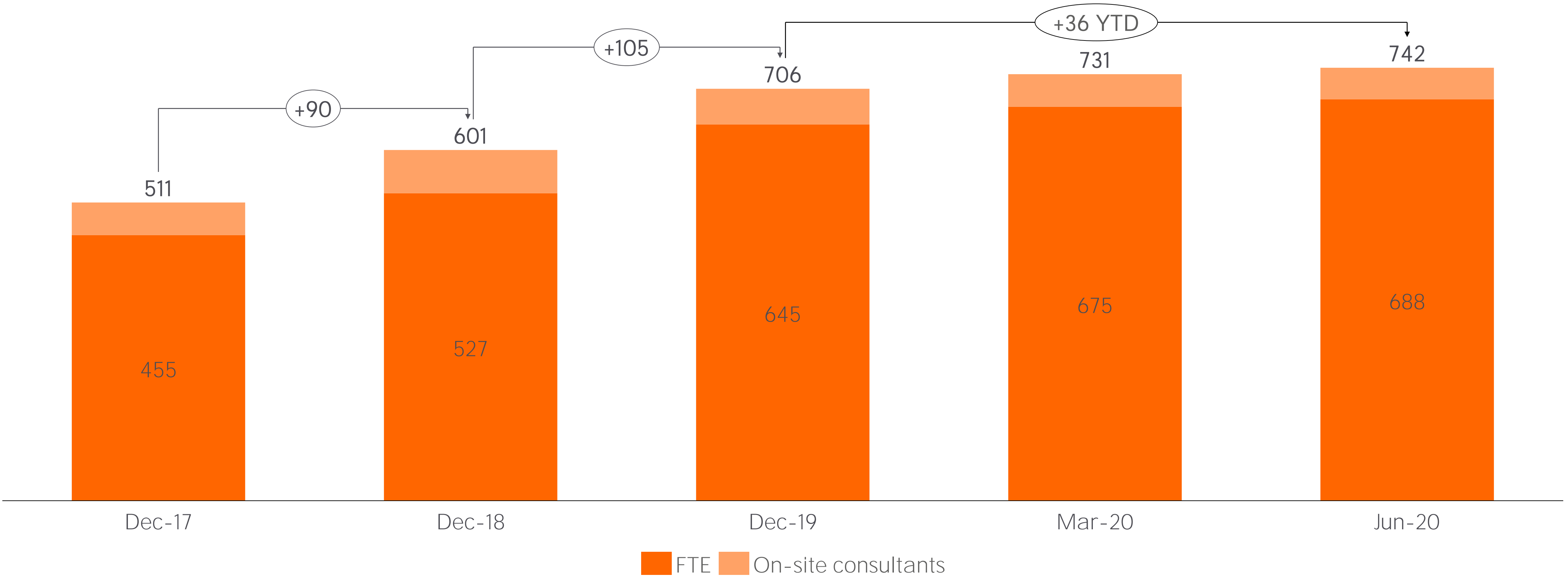
Status of carried interest recognition

- EQT VI and EQT Infrastructure II have recognized revenue from carried interest to date
- Status for EQT VII and EQT Infrastructure III as below:

Metrics	EQT VII	EQT Infrastructure III
Gross MOIC (Current)	1.7x	1.6x
Number of exits	3 ²	0
Years since first investment	~4.5	~3.5

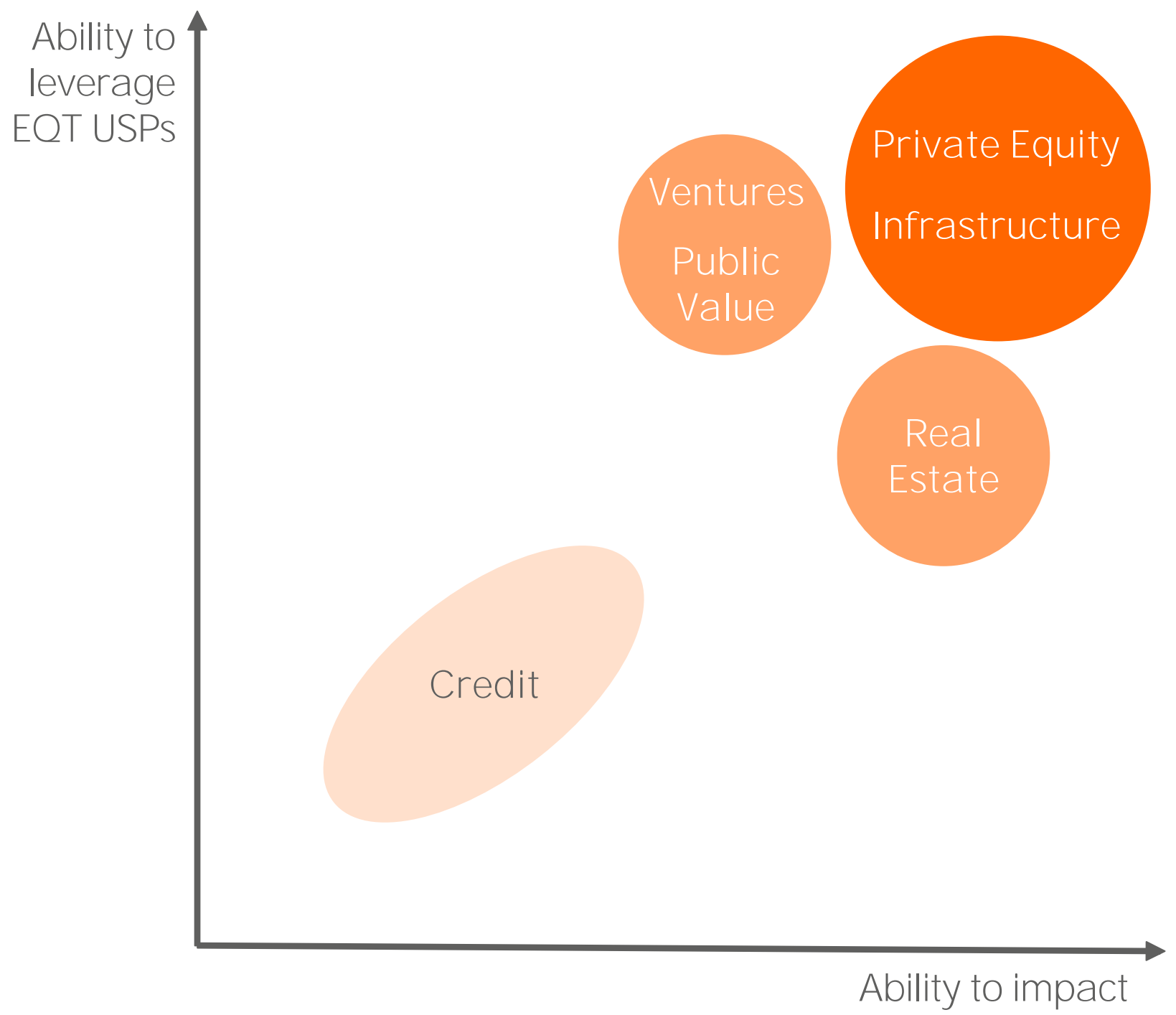


Number of employees¹



Credit business segment exit signed

Strategic options for Credit were reviewed...



...and concluded in June 2020

- EQT concludes strategic review of Credit business segment with sale to Bridgepoint
- The Credit business segment will be reported as discontinued operations in the half year report due August 20, 2020
- The transaction is expected to close in Q4 2020¹
- 43 FTEs transferring as a part of Credit and another 4 FTEs is expected to transfer from central functions
- **The proceeds are expected to be used to continue to deliver on EQT's defined growth strategy**





Credit business segment's contribution to EQT financials

2019

Q2 2020

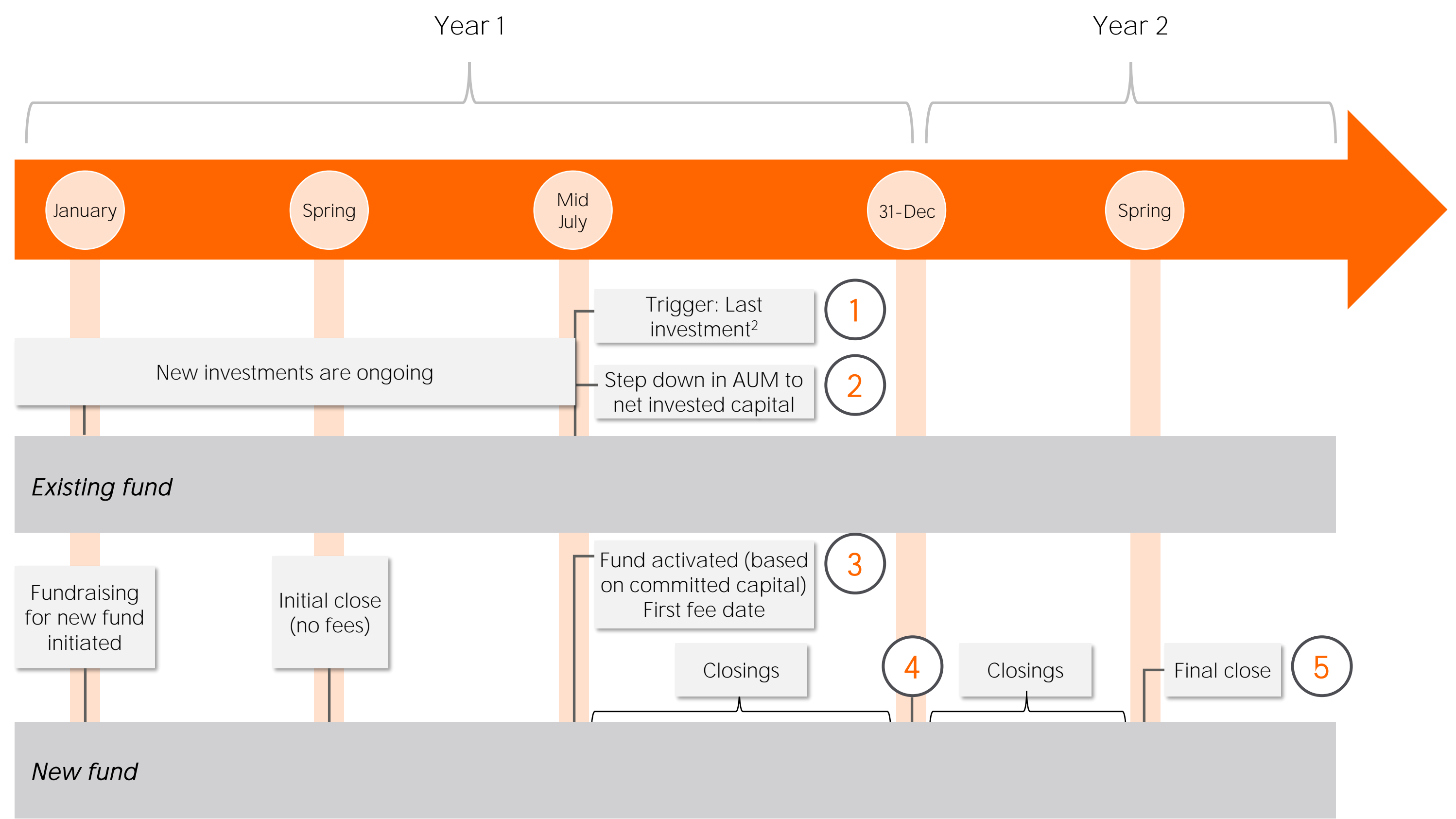
	2019					Q2 2020	
	AUM EURbn	Revenue EURbn	Adj. EBITDA ¹ EURm	Adj. EBITDA margin	FTE+ ² # of people	AUM EURbn	FTE+ ² # of people
EQT AB	39.9	606	275	45%	706	40.1	742
Credit (Reported)	3.9	36	12	34%	41	3.7	43
EQT AB (Excl. Credit)	36.0	570	263	46%	665	36.5	699
Credit % of EQT AB	10%	6%	4%	n.a.	6%	9%	6%



Educational: fundraising key milestones and management fees

Simplified and for illustrative purposes only

- 1 Last new investment made in existing fund¹
- 2 Investment period closed and fees based on net invested capital of closed unrealized investments ("remaining costs")
- 3 Successor fund activated (fees based on commitments to date)
- 4 Closed out commitments by year-end the driver of intra-year revenues (new commitments pay fees as if committed from first fee date resulting in "catch-up fees")
- 5 Final close of fund and final catch-up fees from new investors in the fund (from first fee date)



Financial targets and dividend policy

Growth Total revenue growth exceeding the private markets' long-term growth rate

Profitability Adjusted EBITDA margin of 55-65%

Dividend policy To generate a steadily increasing annual dividend in absolute euro-denominated terms



Targets should be considered over a fund cycle



Questions?



Thank you