



Introduction to the
Australia and NZ private equity market

*Presentation by Managing Directors **Matt Robinson** and **Rohan Wolfers***

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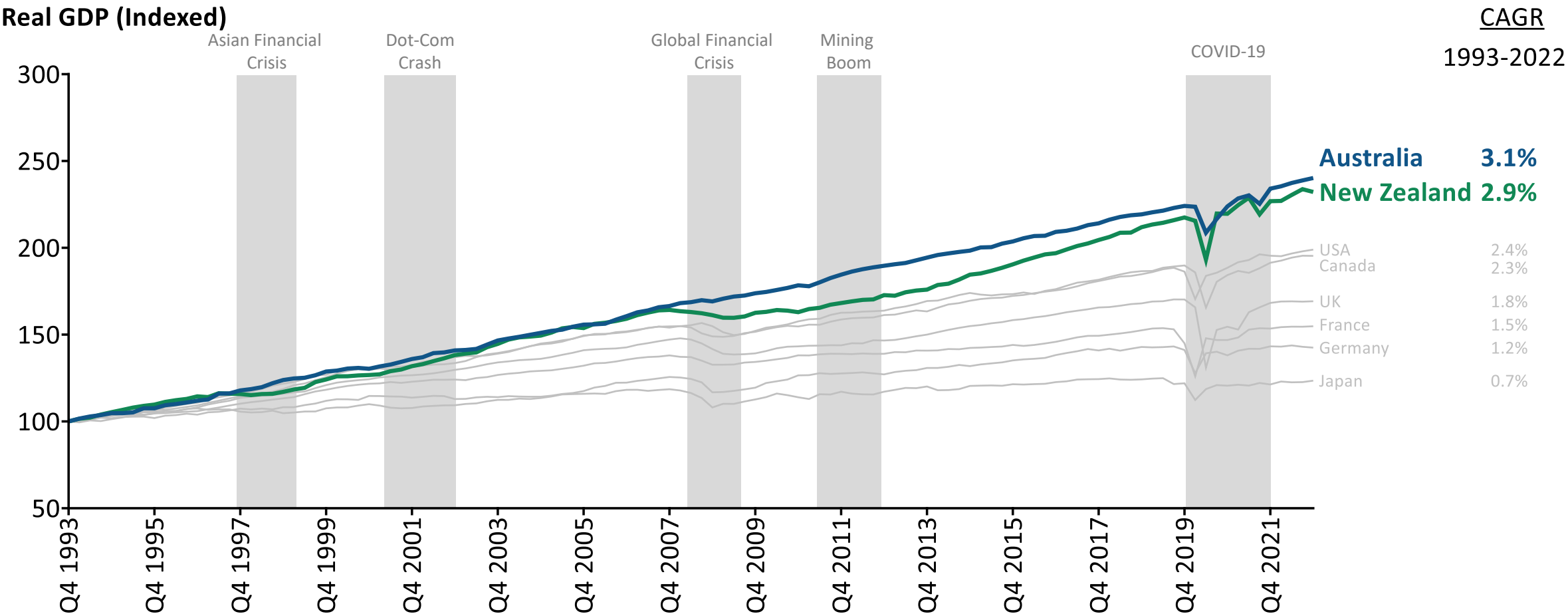
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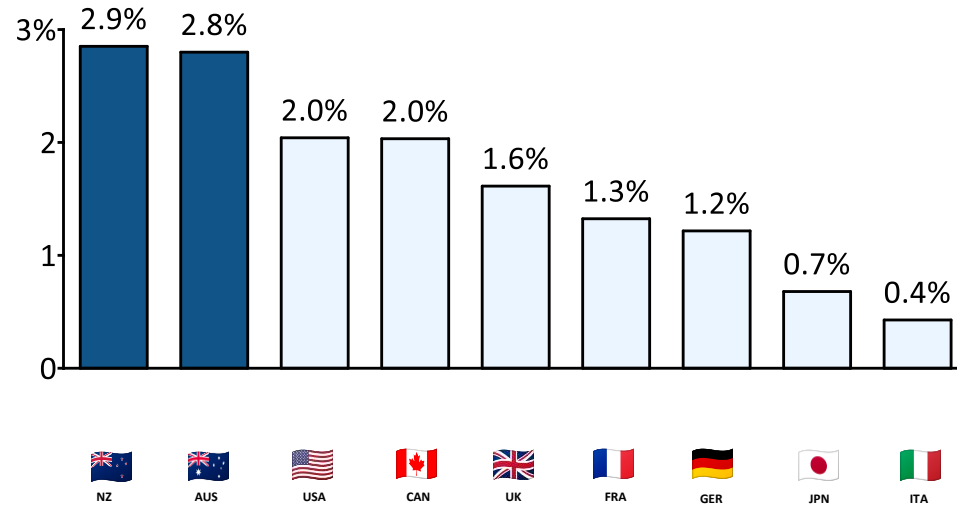
- **Australia enjoys strong economic fundamentals**
 - Longest period of continuous economic growth in developed markets
 - Domestic service-orientated economy with consistent population growth
- **Active and consistent private equity market**
 - Consistent deal volumes
 - Low PE penetration of M&A
- **Clear and stable private equity market structure**
 - Limited domestic players, and each with a specific investment strategy
 - Global PE firms have small, satellite offices competing in large-cap deals
- **PEP has had consistent strategy and team for 25 years**

Economic Growth

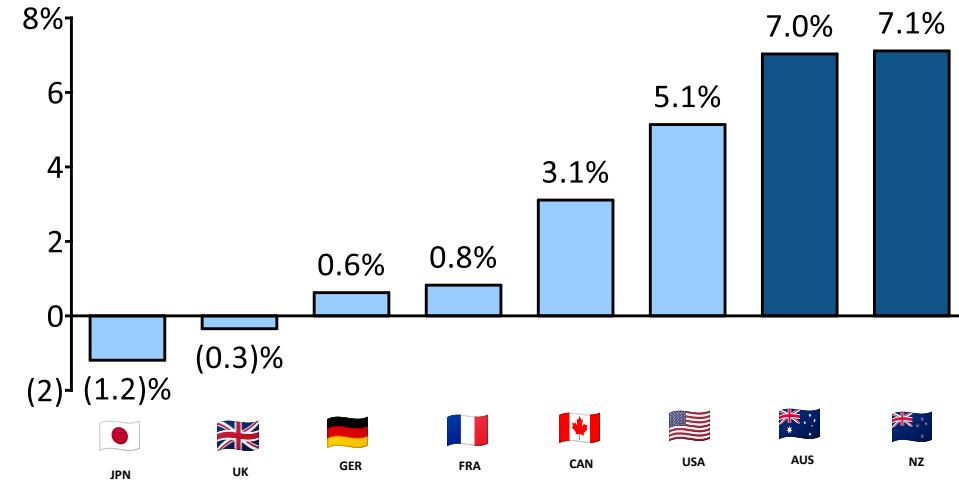


Source: Reserve Bank of Australia – H1 Gross Domestic Product & Income; NZ Reserve Bank; St Louis Fed; UK Office for National Statistics; Statistics Canada

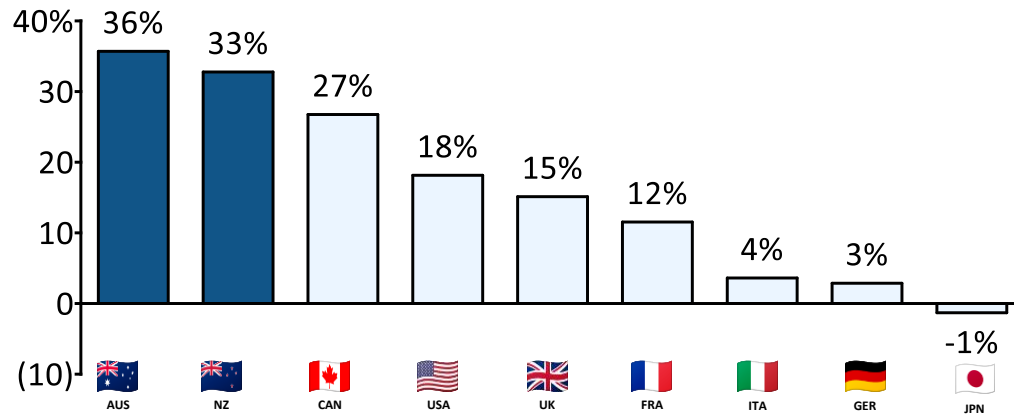
GDP Avg. Growth (2000-2022)



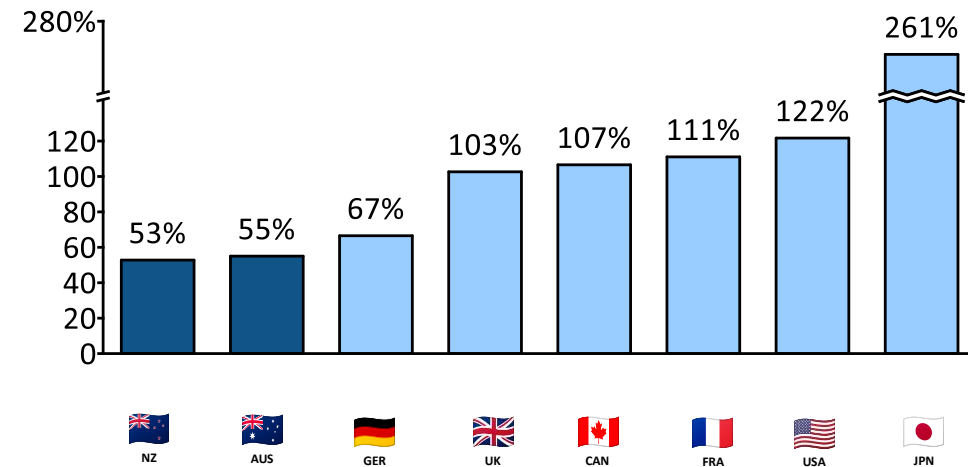
GDP Change 2019-2022



Population Growth (2000-2021)

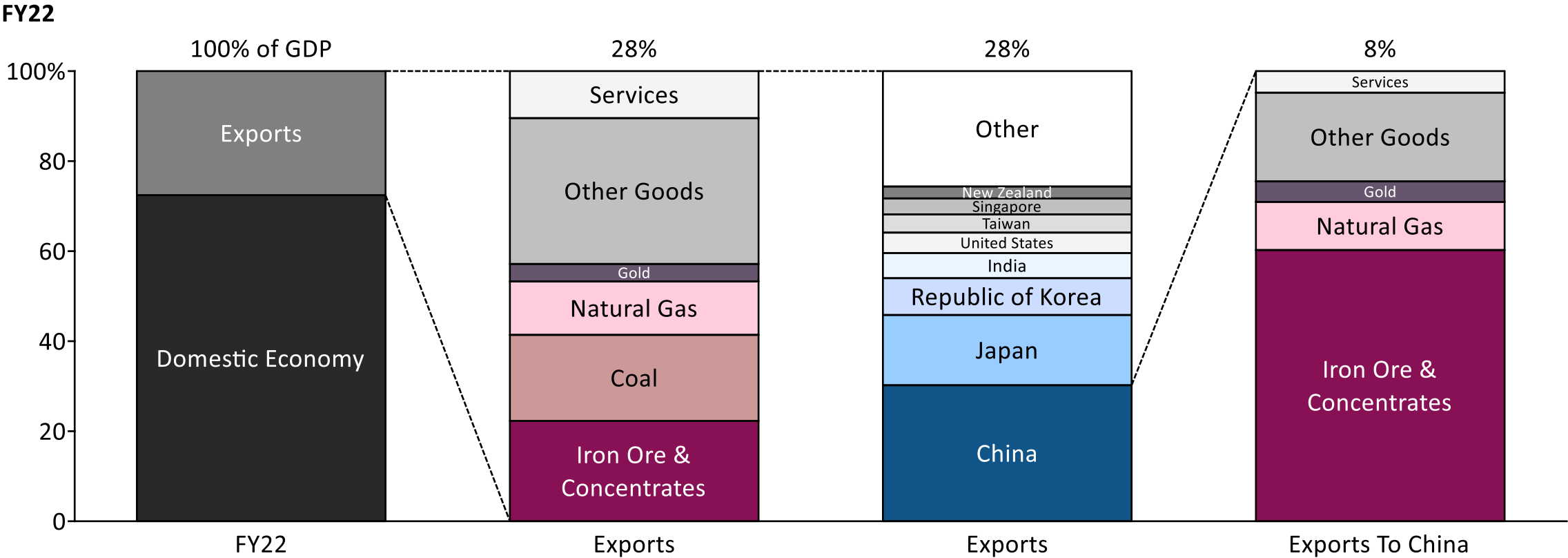


Gross Government Debt as % GDP (2022F)



Economic Mix

Australia



Source: Department of Foreign Affairs & Trade

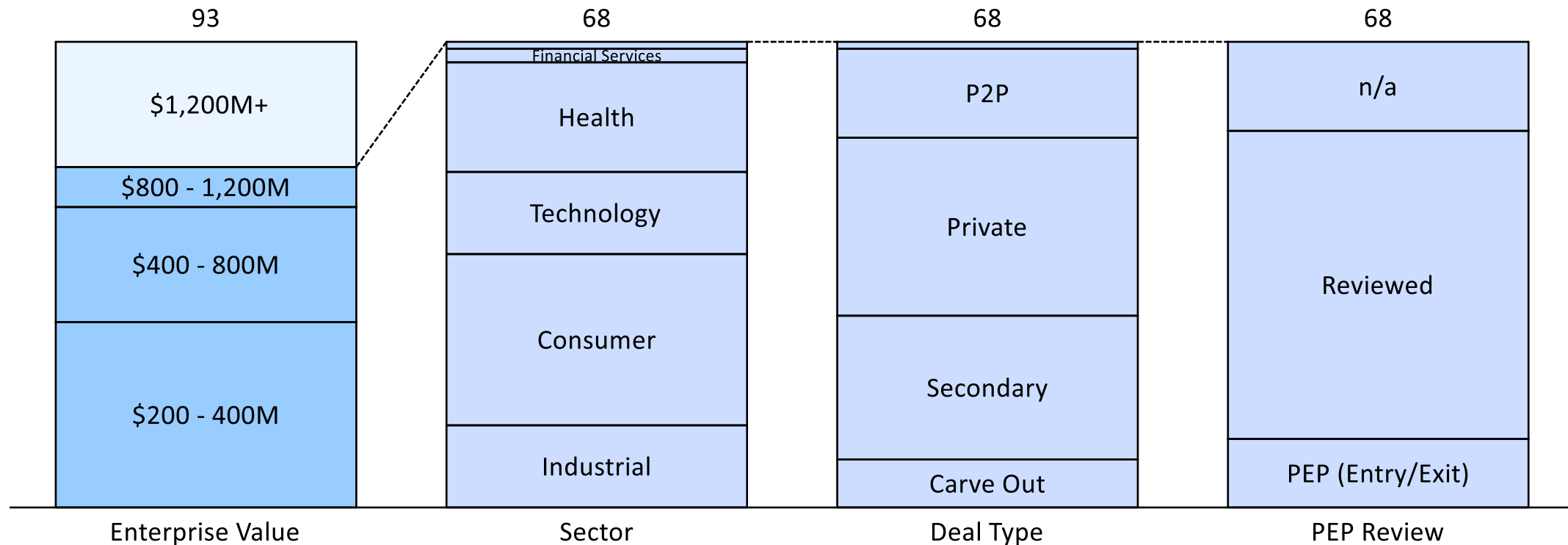
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These notes have been prepared to support a discussion. They are incomplete without the accompanying verbal commentary. Sept-2023

Active Buyout Market

Australia / New Zealand

PE Acquisitions 2018 - 2023 YTD
(#, EV \$200M+)



Source: PEP Deal Database. Excludes outlying very large deals and core-infrastructure

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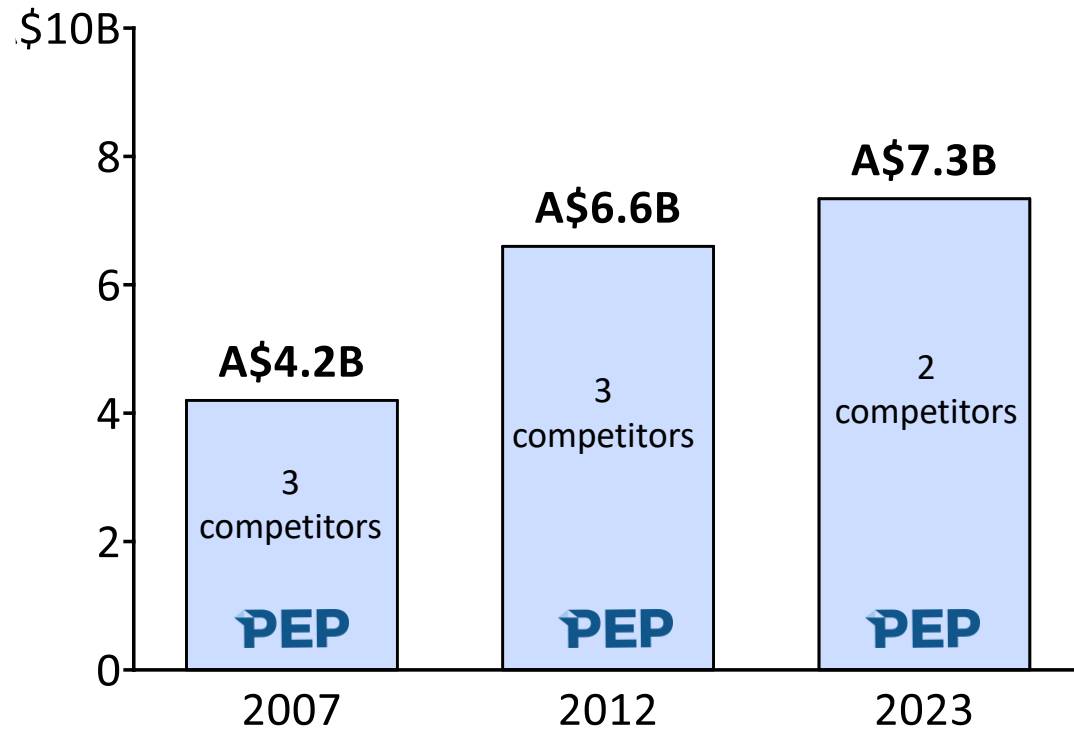
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Market Structure

Australia / New Zealand

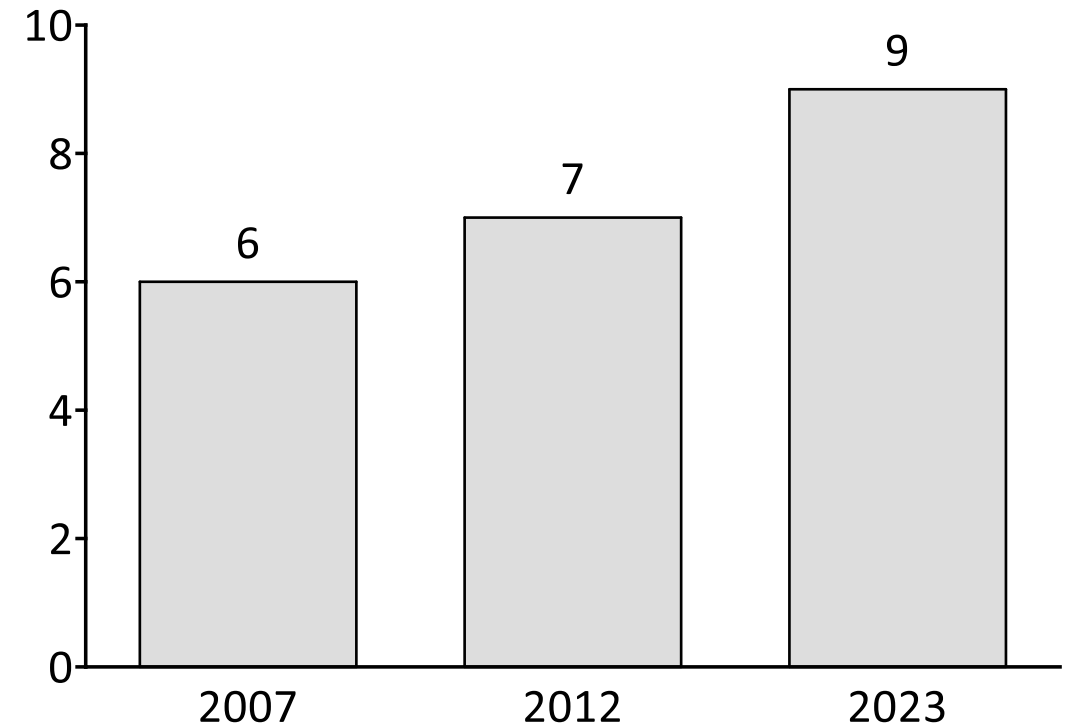
Domestic Mid-Market

Funds Available for Investment

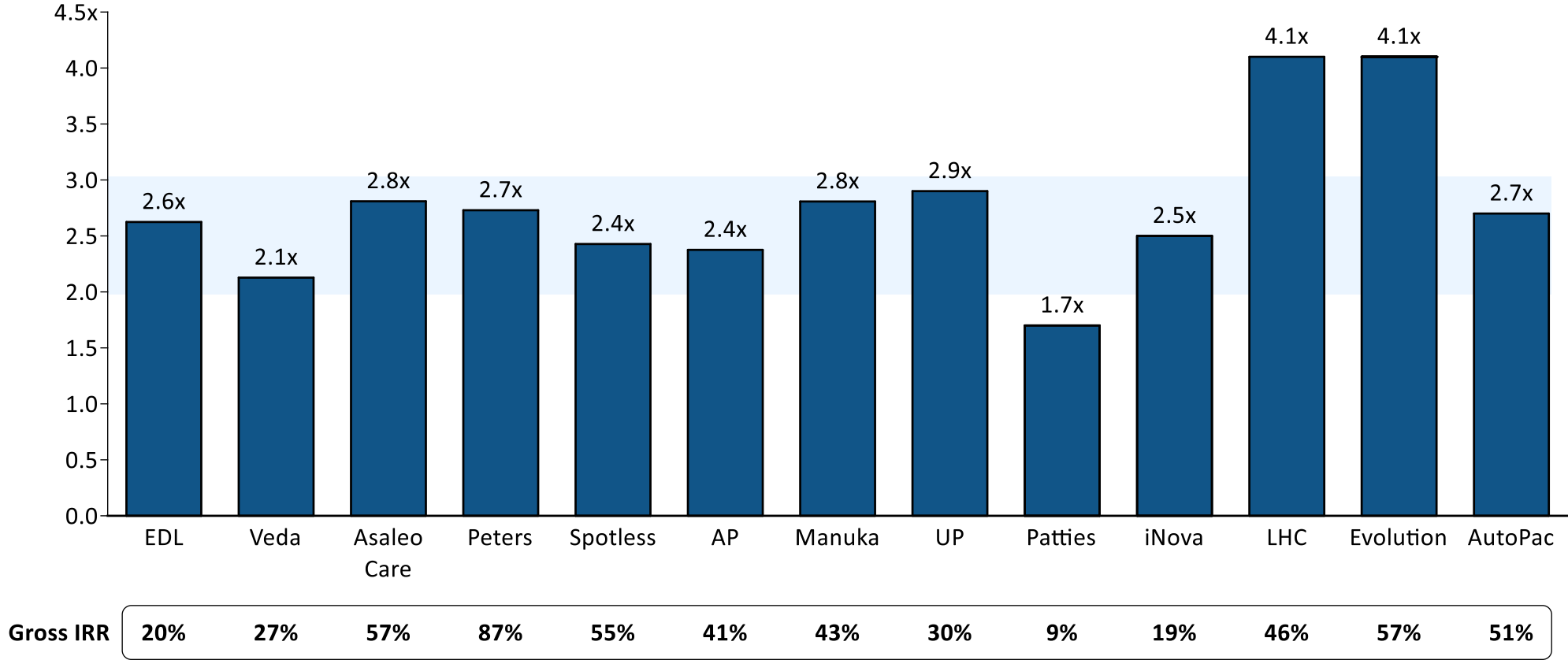


Pan-Asian / Global

of Global Private Equity Funds In Market



Gross MoM (Mar-2023)
(All Private Equity Acquisitions Jan-2010 to Jun-2020)



IRRs for partially realised investments and with realisations pending are shown as at Mar-2023. UP: 2.0x gross MoM realised (incl ACG schools division) and 0.9x MoM holding value for tertiary division (exit signed into a PEP single asset continuation fund; not yet closed)
UP: 2.0x gross MoM realised (incl ACG schools division) and 0.9x MoM holding value for tertiary division (exit signed into a PEP single asset continuation fund in May-2023 with closing anticipated in Jul-2023)

