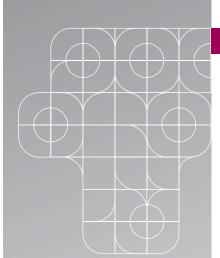


INCLUDING THE ANNUAL FINANCIAL REPORT





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# AMF

This document is an English-language translation of the French "Document de référence" filed with the Autorité des Marchés Financiers (AMF) on 11 April 2018, in compliance with Article 212-13 of the AMF's General Regulation. Only the original French version can be used to support a financial transaction, provided it is accompanied by a prospectus (note d'opération) duly certified by the Autorité des Marchés Financiers. The document was produced by the issuer, and the signatories to it are responsible for its contents. It is available free of charge, upon request, at the Company's head office.

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# Registration

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Including the annual financial report

# Altamir at a glance

ACCESSING APAX PARTNERS INVESTMENTS THROUGH THE STOCK MARKET

- *Altamir* is a listed private equity company(1) (Euronext Paris-B, ticker: LTA)
- *Founded* in 1995 to give all investors access via the stock market to private equity, one of the best-performing asset classes over the long term
- *Investing* via and with the funds managed by Apax Partners SAS (France) and Apax Partners LLP (London), two leading private equity firms in their respective markets
- An investment strategy based on financing growth and on specialisation by sector
- **▶** Four sectors of specialisation: TMT, Consumer, Healthcare, Services

- A portfolio of growth companies, diversified by sector, size (SMEs and large companies) and geography (Europe, North America, emerging markets)
- Experienced and committed CEO: one of private equity's pioneers and Altamir's largest shareholder, with 29% of the share capital
- Ambitious growth objectives: for NAV per share and assets under management (nearly €800 million as of end-2017)
- Regular dividends: yield of 4-5% p.a.
- Advantageous tax treatment for long-term investors: "SCR" status (société de capital-risque).



achieved its core acquisition and divestment targets. **Portfolio companies** recorded a remarkable 27% increase in average EBITDA while **NAV** on a total return basis increased only 2.6%, due to adverse valuation multiple and exchange rate movements. The portfolio's strategic realignment toward international diversification and sectors subject to benefit from digital innovation continued, strengthening the foundations for long-term outperformance.

# **CONVERSATION** WITH THE CHAIRMAN AND CEO OF THE MANAGEMENT COMPANY

# **MAURICE TCHENIO**

# How would you characterise 2017 in terms of activity?

It was a good year for investments with 11 companies added to our portfolio from the U.S., the U.K., Asia, Israel and France. Those deals accounted for about €95 million of capital, while €23 million was allocated to build-up acquisitions. The total of €118 million was the second highest sum invested over 12 months by Altamir and was a particularly good result given elevated levels of competition for investments in 2017.

We realised €99 million of asset sales over 2017. That was in line with our objective in a year in which no major disposals were planned. Our biggest divestment was the sale of half our stake in our listed engineering and R&D business Altran.

# What of the performance of the portfolio companies?

Our companies had a very strong 2017, posting average EBITDA growth of 27% on a weighted net asset value "It was a good year for investments with 11 companies added to our portfolio from the U.S., the U.K., Asia, Israel and France."

basis. The spring board for that result was established in 2016 when five major portfolio companies (Marlink, INSEEC U., Snacks Développement, THOM Europe and InfoVista) made transformational acquisitions. Pleasingly, each of the companies has now completed their integration processes and established platforms from which organic growth and value creation can accelerate over the coming year.

In terms of major activity in 2017, Altran agreed a \$2 billion acquisition of U.S.-based Aricent in November and closed the deal at the end of March 2018.

There were also build-up acquisitions, notably at Marlink, Unilabs and Sandaya, which we expect will contribute to value growth over the coming year. Finally, several portfolio companies secured beneficial refinancing, which will serve to significantly reduce financial costs in 2018.

Globally, we are very pleased with our diversified portfolio of 49 high-quality

# **Despite significant EBITDA** growth NAV creation was lower in 2017 compared to recent years. Why was that?

Net Asset Value (NAV) growth on a total return basis was 2.6% over 2017, compared to 19.2% in 2016 and 19.1% in 2015. That 2.6% figure is the lowest in eight years, which may be surprising given the 27% EBITDA growth, but the incongruity is explained by two key factors.

The first is the strategic diversification of our portfolio. In 2011, when we decided to shift to a more global focus the international portfolio represented under 18% of invested cost. By the end of 2017, that had risen to 46%, providing us with valuable diversity that serves to reduce downside risk from economic cycles. But it also introduced foreign

> exchange risk that weighed against us in 2017. As an example, our single largest investment is our stake in Marlink, whose accounts are denominated in U.S. dollars. Over 2017, the U.S. dollar weakened significantly, falling 12.5% against the euro, costing us about €0.48 in NAV per share.





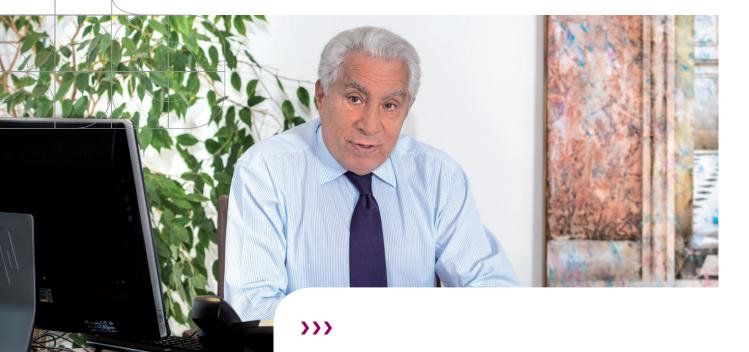


Growth companies, which are leaders in their sector



**Weighted EBITDA** growth on a net asset value weighted basis





"In a highly competitive market, two of the key drivers of value creation are build-up operations and digital transformation."

The second factor contributing to weak NAV-growth was a decline in comparable multiples. Over 2016 and 2015 NAV significantly benefited from multiple expansion. By comparison, multiples shrunk over 2017, leading to a negative impact on our NAV of €0.55 per share.

If you make both those factors neutral, then Altamir would have generated NAV growth of 7.4%. That doesn't hide that the NAV result for 2017 is disappointing, but I prefer to have those explanations to the inverse, which would be weaker EBITDA growth papered over by multiples expansion and forex contributions.

#### What of shareholder return?

Total shareholder return over 2017, including capital gains and dividend payments of €0.65 per share, was an excellent 24%. Much of that was due to our success reducing the Company's equity discount to NAV, which fell from about 40% to 30%. That improvement was primarily due to active promotion of the Company, which resulted in the addition of a major U.K. broker, Jefferies, to our existing roster of HBSC and Oddo. That was a major breakthrough as the U.K. is an important potential

investor base. We still trade at a higher discount than most peers but, on the positive side, that gives us room to make additional gains.

# In what way did the wider market conditions drive the outcomes over 2017?

It was a good 12-months for the economy. Growth was balanced across the world, while the stock market had an exceptional year and debt remained cheap and available.

Economic sentiment in France turned bullish with the arrival of President Macron, who clearly understands that France must change to compete in the global market. His workplace and taxation reforms, some of which have been enacted while others are still underway, have made France an attractive investment destination – and more so given fallout from Brexit and continued uncertainty about the U.S. administration.

For private equity, 2017 was an alltime record year for fund raising with \$453 billion taken in across the globe, capping five years of exceptional capital inflows. European funds amassed \$108 billion, down on a record \$121 billion in 2016, but still a very robust result.





The combination of stellar capital raising, readily available debt and new private equity entrants - such as pension funds, family offices and sovereign funds - combined to push valuation multiples for deals higher over 2017 and tested some investors' discipline.

In this environment it is incumbent on private equity houses to have a clear strategy for value creation. We see two key drivers toward that goal.

The first is the build-up model, which involves buying a solid base then securing multiple add-ons to create a larger and more international business that merits higher valuation multiples.

The second, is the more complex and less practiced digital transformation route, through which companies can realise significant cost savings, revenue increases and create barriers to entry for potential disruptors. Both Apax LLP and Apax France have dedicated digital teams that are expert in identifying digital opportunities in acquisition targets and implementing digital strategies. These are early days for this strategy but I am convinced that in five years we will be talking about its success.

# Turning towards the future, what are your targets for the coming year and beyond?

Over 2018, we expect to secure six to eight acquisitions for a minimum total of €100 million. In terms of divestments we are targeting at least €150 million. Our organic EBITDA growth target is 7%, a kwey performance indicator which should allow us to make a multiple of two times equity at exit over a typical five-year horizon.

And, as always, our wider objectives are to continue to outperform our benchmarks in terms of NAV growth and shareholder returns. On both measures we remain significantly ahead of the average of our peers over the mediumand long term, which is testament to the strength of Apax's investment teams, investment processes and our ability to consistently deliver superior returns over all economic cycles.

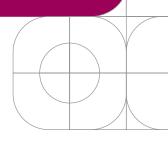


46%

The share of the international portfolio at the end of 2017 on a cost basis, compared to 18% at the end of 2011



The share of the TMT and digital portfolio at the end of 2017 on a fair market value basis



# PRESENTATION OF THE COMPANY AND ITS ACTIVITIES

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#### SELECTED FINANCIAL INFORMATION 1.1

#### 1.1.1 **2017 KEY FIGURES**



+2.6%

# Nav growth

dividend included

€787m

# **Net asset** value

at 31 December 2017

24%

**TOTAL SHAREHOLDER RETURN** 

€556m

MARKET **CAPITALISATION** 

at 31 December 2017

€118m

**INVESTMENTS** & COMMITMENTS

**DIVESTMENTS** 



# **New investments**

in Europe, the USA and Asia



+27%

# **Ebitda growth**

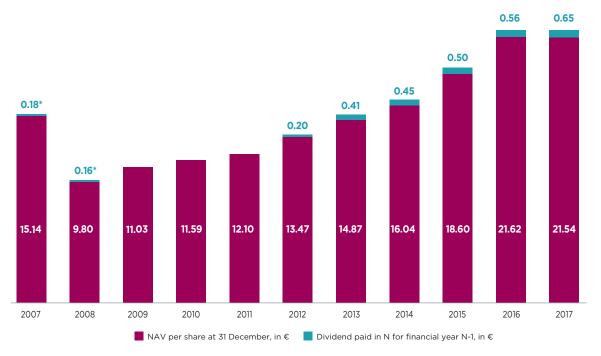
weighted by each company's contribution to NAV

# 1.1.2 PERFORMANCE

# **HISTORICAL NAV GROWTH**

# 2.6% NAV growth in 2017, dividend included

Net Asset Value per share as of 31 December of each year, in € (share attributable to the limited partners holding ordinary shares)

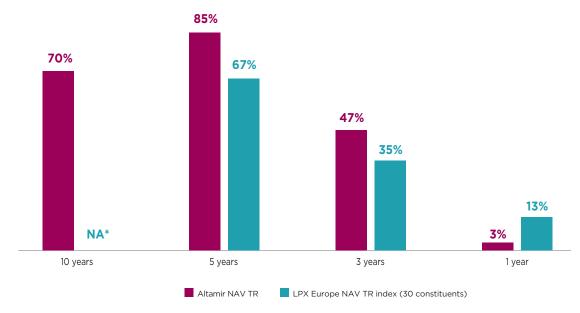


<sup>\*</sup> Dividend for FY N-1, divided by number of shares in N

# **COMPARATIVE PERFORMANCE**

# Altamir outperforms its benchmark index over 3 and 5 years

NAV Total Return over 1, 3, 5 and 10 years as of 31 December 2017



Sources: Altamir and LPX data as of 28 February 2018

<sup>\*</sup> LPX Europe data available from 30/09/2009

# 1.1.3 PORTFOLIO

# THE 13 LARGEST **INVESTMENTS**

# **REPRESENT 80% OF THE PORTFOLIO** AT FAIR VALUE

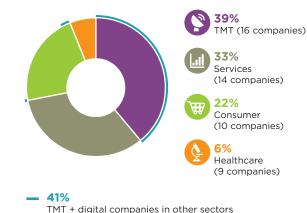
As of 31 December 2017	Residual cost in €m	Fair value in €m	% of portfolio at fair value
Marlink	59.0	121.9	13.6%
INSEEC U.	42.9	91.3	10.2%
Albioma*	59.0	78.9	8.8%
Snacks Développement	37.9	70.1	7.8%
THOM Europe	36.6	61.6	6.9%
Melita	33.9	48.4	5.4%
CIPRES Assurances	47.1	47.1	5.3%
Altran*	18.7	45.8	5.1%
InfoVista	38.9	42.3	4.7%
SK FireSafety Group	31.5	37.0	4.1%
Alain Afflelou	20.6	26.8	3.0%
Amplitude Surgical*	14.0	22.3	2.5%
Sandaya	17.6	18.7	2.1%
Total 13 largest investments	457.6	712.3	79.6%
Other TMT (12 companies)	<i>73.</i> 6	88.8	9.9%
Other Services (10 companies)	30.7	43.0	4.8%
Other Healthcare (8 companies)	26.9	29.8	3.3%
Other Consumer (6 companies)	37.9	20.7	2.3%
Total 49 investments	626.7	894.6	100%

<sup>\*</sup> Listed companies

# A WELL-DIVERSIFIED **PORTFOLIO**

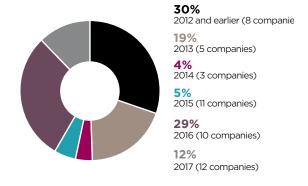
#### BY SECTOR

% of portfolio at fair value as of 31/12/2017



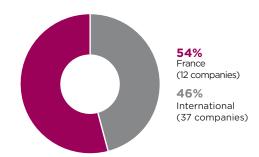
# **BY VINTAGE**

% of portfolio at fair value as of 31/12/2017



# **BY GEOGRAPHY**

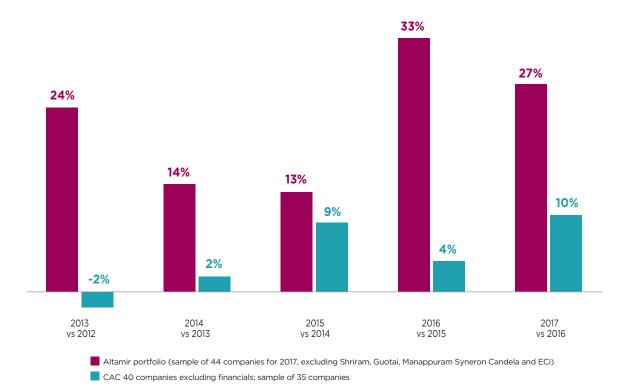
% of portfolio at cost as of 31/12/2017



# **PORTFOLIO PERFORMANCE**

# 27% average EBITDA growth in 2017

Year-on-year EBITDA growth at constant exchange rates, weighted by NAV for Altamir and by market cap for CAC 40 (in %)



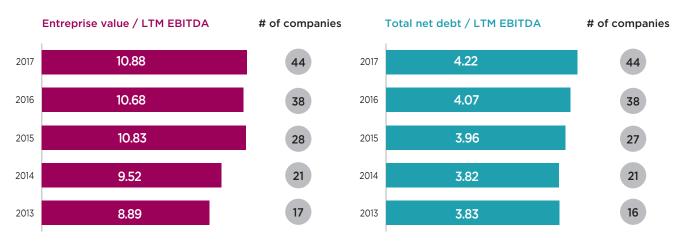
Sources: company reports or analyst consensus as of 3 March 2018

# **VALUATION MULTIPLES AT END OF PERIOD**

Average multiples weighted by each company's contribution to  $\ensuremath{\mathsf{NAV}}$ 

# **DEBT MULTIPLES AT END OF PERIOD**

Average multiples weighted by each company's contribution to NAV  $\,$ 



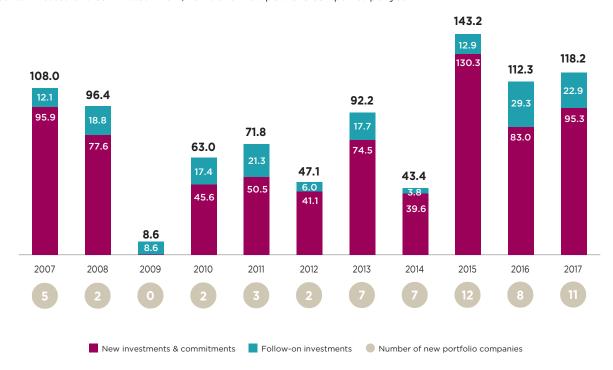
Sample of 44 companies as of 31/12/2017, excluding Shriram, Guotai, Manappuram, Huarong and Zensar

# 1.1.4 ACTIVITY

# **INVESTMENTS AND COMMITMENTS**

#### €118.2m invested and committed in 2017

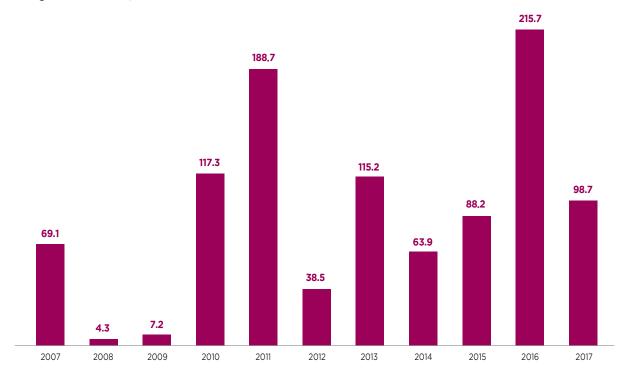
Amounts invested and committed in €m; number of new portfolio companies per year



# **DIVESTMENTS**

# €98.7m of divestment proceeds and revenue in 2017

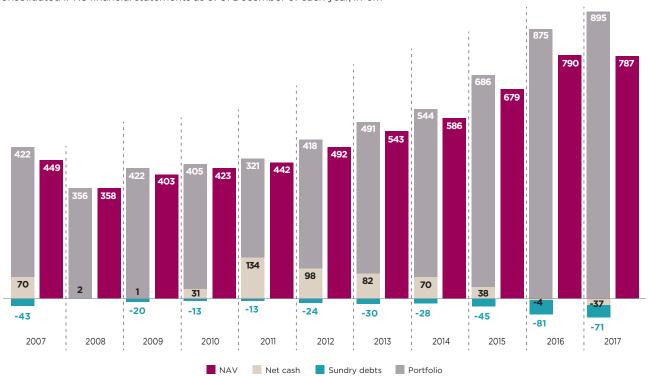
Closed & signed transactions, in  $\in$ m



# 1.1.5 FINANCIAL STRUCTURE

# **KEY BALANCE SHEET AGGREGATES**

Consolidated IFRS financial statements as of 31 December of each year, in €m

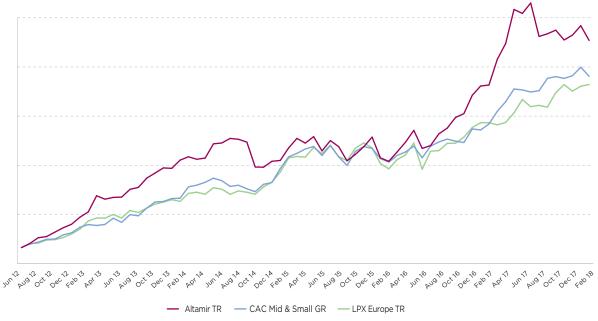


# 1.1.6 SHARE PRICE

# **SHARE PRICE PERFORMANCE**

# Altamir outperforms its major benchmark indices

As of 28 February 2018 (base: 30/06/2012), in €

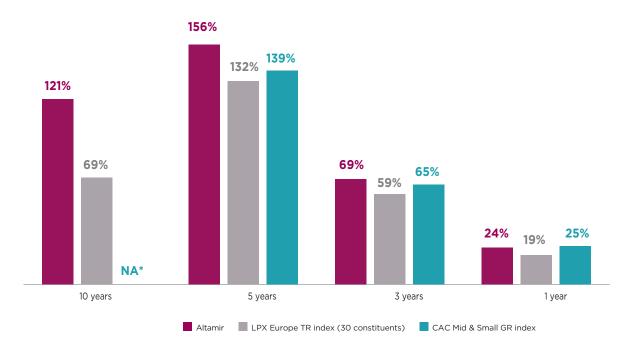


Sources: Altamir, LPX (Total Return & Gross Return data)

# **TOTAL SHAREHOLDER RETURN**

# Altamir outperforms its benchmark indices

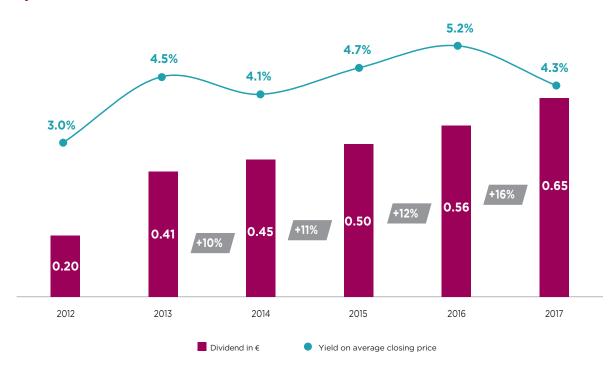
Total shareholder return over 1, 3, 5 and 10 years as of 31 December 2017



Sources: Altamir and LPX data as of 28 February 2018 (Total Return & Gross Return data) \* CAC Mid & Small GR index not available before 2011

# **DIVIDEND POLICY**

# 2-3% of year-end NAV since 2013



#### 1.1.7 SHAREHOLDER INFORMATION

# **ALTAMIR SHARES**

# **Altamir shares are listed on Euronext Paris:**

Compartment B

ISIN code: FR0000053837

Ticker: LTA.PA

Altamir's share price is available at: www.altamir.fr

# ALTAMIR IS INCLUDED IN THE FOLLOWING INDICES:

CAC All-Tradable

CAC Mid & Small

**CAC Small** 

STOXX Europe Private Equity 20

LPX 50, LPX Composite, LPX Europe, LPX Direct

# STOCK MARKET DATA

	2015	2016	2017
Opening price as of 1 January	€10.32	€11.18	€12.77
Closing price as of 31 December	€11.18	€12.77	€15.24
Highest price	€11.82 (17/04/2015)	€12.78 (30/12/2016)	€17.50 (17/07/2017)
Lowest price	€9.60 (29/09/2015)	€8.86 (11/02/2016)	€12.33 (06/01/2017)
Average closing price	€10.74	€10.77	€15.10
Average daily volume in number of shares traded*	27,949	32,665	18,926
Average daily volume (in €)	300,420	351,323	286,474
Number of shares as of 31 December	36,512,301	36,512,301	36,512,301
Stock market capitalisation as of 31 December, in $\in m$	408.2	466.3	556.4

Taking into account OTC transactions and transactions on alternative platforms, the average daily volume in number of shares traded totalled 39,495 in 2015, 47,088 in 2016 and 28,503 in 2017.

# **SHAREHOLDERS**

As of 17 January 2017, the shareholder structure was as follows:



29% Amboise SAS International institutionals 23% Retail investors 19% French institutionals



**65**% France **22**% Europe (ex. France, UK) UK **5**%

North America Rest of the world

#### **DIVIDEND POLICY**

Since 2013, the dividend paid to ordinary shareholders has been based on NAV as of 31 December of each financial year, to which a rate between 2% and 3% is applied.

The Management Company has noted the Board's proposal to set this year's rate for calculating the dividend payable to holders of ordinary shares at 3% of NAV as of 31 December 2017. The calculation of dividends for the 2015, 2016 and 2017 financial years is shown below for illustrative purposes. As a result of the stability in NAV, dividend per share for 2017 remains unchanged.

	2015 dividend calculation	2016 dividend calculation	2017 dividend calculation
Base	NAV as of 31/12/2015	NAV as of 31/12/2016	NAV as of 31/12/2017
Amount	€679.3m	€789.5m	€786.7m
Rate	3%	3%	3%
Amount of dividend paid on ordinary shares	€ 20,446,889	€ 23,732,996	€ 23,732,996
Dividend per ordinary share	€0.56 <sup>(1)</sup>	€0.65 <sup>(2)</sup>	€0.65 (3)

<sup>(1) 3%,</sup> rounded up to €0.56 by the Supervisory Board.

# FINANCIAL COMMUNICATION POLICY

Altamir maintains regular contact with the financial community.

Every quarter, the Company publishes a press release on the change in its NAV. A more comprehensive report is provided at the end of each six-month and full-year accounting period, and at the same time a meeting is held for analysts and investors, organised in collaboration with the SFAF (French society of financial analysts). For investors outside of France, a web conference is broadcast in English.

Regular meetings are held with financial analysts and investors in the form of road shows, individual meetings and conference calls. These various events enable the financial community to discuss the Company's management strategy, results and outlook with the Management Company.

Any material investment or divestment is announced in a press release.

Any significant capital transaction is announced in a letter to shareholders.

All of the information published by Altamir is available in French and English on the Company's website www.altamir.fr.

#### Contact

investors@altamir.fr

Tel: +33 (0)1 53 65 01 00

<sup>(2) 3%,</sup> rounded up to €0.65 by the Supervisory Board.

<sup>(3) 3%,</sup> rounded up to €0.65 by the Supervisory Board.

# 1.2 PRESENTATION OF THE COMPANY

# 1.2.1. GENERAL PRESENTATION

# **PROFILE**

Altamir is a listed private equity company (Euronext Paris, Compartment B) with assets under management of close to €800m. The Company was founded in 1995 to enable all investors to gain access *via* the stock market to private equity, one of the best-performing asset classes over the long term.

Altamir invests exclusively in or alongside the funds managed by Apax Partners SAS and Apax Partners LLP, two leading private equity firms with 40 years of investing experience. As a majority or lead shareholder, the Apax funds carry out LBO and growth capital transactions and support corporate executives as they implement ambitious value-creation objectives.

In this way, Altamir offers investors access to a portfolio of companies with high-growth potential, diversified by geography and by size across the four sectors in which Apax specialises: TMT (Technologies-Media-Telecom), Consumer, Healthcare and Services.

The Company opted at inception for the status of "SCR" (société de capital risque) and has maintained this status ever since. As such, Altamir is exempt from corporation tax and the Company's investors may benefit from tax exemptions, subject to specific holding-period and dividend-reinvestment conditions.

Altamir is not an alternative investment fund (AIF) subject to the exemption for holding companies mentioned in par. 7 of V of Article L. 532-9 of the French Monetary and Financial Code. This does not presume, however, that the European or other competent authorities might not in future take a contrary position.

#### **OBJECTIVES**

To create value for shareholders over the long term, Altamir pursues the following objectives:

- increase Net Asset Value per share (NAV) by outperforming the benchmark indices (LPX Europe, CAC Mid & Small);
- maintain a simple, attractive, and sustainable dividend policy;
- reach a critical size of €1bn in assets under management in order to:
  - be a key partner of Apax Partners SAS and Apax Partners LLP,
  - increase the liquidity of Altamir shares, thus attracting a larger number of investors and reducing the discount.

#### **INVESTMENT POLICY**

Altamir invests exclusively with Apax Partners.

#### **Since 2011**

- in the funds managed by Apax Partners SAS (formerly Apax Partners MidMarket SAS)<sup>(1)</sup>:
  - €277m in Apax France VIII,
  - between €226m and €306m committed to Apax France IX;
- in the funds managed by Apax Partners LLP:
  - €60m in Apax VIII LP,
  - €138m in Apax IX LP;
- occasionally through direct co-investment alongside the funds managed by Apax Partners SAS and Apax Partners LLP.

#### Before 2011

 directly alongside the funds managed by Apax Partners SA (now Amboise Partners SA)<sup>(2)</sup>.

# **INVESTMENT STRATEGY**

Altamir's strategy is clear, differentiated and proven. It is inextricably linked to that of Apax Partners, which consists in:

- investing in growth companies, diversified in terms of size and geography:
  - medium-sized European companies (enterprise values between €100m and €500m),
  - larger companies (enterprise values of €500m to €3bn) in Europe, North America and emerging markets (China, India and Brazil):
- investing only in Apax's four sectors of specialisation: TMT, Consumer, Healthcare, Services;
- carrying out LBO/growth capital investments;
- establishing positions as majority or lead shareholder;
- creating value, aiming for a multiple of two to three times the amount invested;
- investing responsibly, measuring the ESG (Environment, Social, Governance) performance of each investment.

# **CORPORATE GOVERNANCE**

Altamir is a French partnership limited by shares (*société en commandite par actions*, or SCA), which includes two categories of partners: limited partners (shareholders) and a general partner that is also the Management Company (see Section 2.1.1).

<sup>(1)</sup> Apax Partners MidMarket SAS was renamed Apax Partners SAS on 1 October 2017.

<sup>(2)</sup> Apax Partners SA was renamed Amboise Partners SA on 1 January 2018

The Company is run by the Management Company, with the Supervisory Board, which represents shareholders, exercising oversight.

#### THE GENERAL PARTNER

The general partner is Altamir Gérance, a *société anonyme* (SA), whose Chairman & CEO is Maurice Tchenio.

Altamir Gérance determines Altamir's strategy, manages its growth and takes and implements the principal operating decisions.

The Board of Directors of Altamir Gérance is composed of five members who contribute their experience as private equity professionals and corporate chief executives (see their biographies in section 2.1.2):

- Maurice Tchenio, Chairman (co-founder of Apax Partners);
- Peter Gale (Head of Private Equity and Chief Investment Officer at Hermes GPE LLP);
- James Mara (previously Sr. Managing Director at General Electric Asset Management);
- Eddie Misrahi (Chairman and CEO of Apax Partners SAS);
- Romain Tchenio (Chairman & CEO of Toupargel Groupe SA).

#### SUPERVISORY BOARD

The Supervisory Board provides ongoing oversight of the Company's management and decides on the allocation of net income to be proposed to shareholders at their Annual Meeeting. The Management Company consults the Supervisory Board on the application of valuation rules to portfolio companies and on any potential conflicts of interest.

Altamir's Supervisory Board was composed of six members as of 31 December 2017. These six members are independent and contribute their experience as corporate executives and experts in Altamir's sectors of specialisation (see their biographies in Section 2.1.4). They are appointed for two-year, renewable terms.

- Jean-Hugues Loyez (Chairman)
- Jean Besson
- Sophie Etchandy-Stabile
- Marleen Groen
- Gérard Hascoët
- Philippe Santini

# STATUTORY AUDITORS

Corevise

EY (formerly Ernst & Young et Autres)



GÉRARD HASCOËT
JEAN-HUGUES LOYEZ
PHILIPPE SANTINI
MARLEEN GROEN
JEAN BESSON
SOPHIE ETCHANDY-STABILE

#### **APAX PARTNERS**

# Private equity pioneer

Apax Partners was founded in 1972 by Maurice Tchenio in France and Ronald Cohen in the UK; they subsequently partnered with Alan Patricof in the United States in 1976. The Group was composed of independent companies in each country, sharing the same strategy, corporate culture and methods, but owned by local partners managing domestic funds. It continued to grow using this model in the main European countries.

In the early 2000s, the various national entities, with the exception of France, regrouped into a single management company, Apax Partners LLP, so as to raise large international funds and reorient their investment strategy towards transactions in excess of €1bn (large caps). The French entity opted to conserve its mid-market positioning and remain independent.

# Two legal entities

Apax Partners SA is the management company for the French private equity funds, from the first fund created in 1983 (Apax CR) through to the Apax France VII fund raised in 2006. It has been Altamir's investment advisor since its creation in 1995.

As part of the succession plan that led Maurice Tchenio, founder of Apax Partners SA, to transfer the leadership of Apax Partners France to his partners at the end of 2010, a new management company was created: Apax Partners MidMarket SAS, licenced by the AMF (Autorité des marchés financiers) and chaired by Eddie Misrahi.

The two French management companies have changed names. Apax Partners MidMarket SAS became Apax Partners SAS on 1 October 2017, and Apax Partners SA became Amboise Partners SA on 1 January 2018.

Today, two distinct legal entities operate under the Apax Partners banner, with no cross-shareholding between them: Apax Partners SAS, the management company for French funds, and Apax Partners LLP, which manages international funds.

In the rest of this document, we will use the following terms:

"Apax Partners France" to indicate the activities of the French funds managed successively by Apax Partners SA and Apax Partners SAS;

"Apax Partners" or "Apax" to indicate the activities of the funds managed by Apax Partners France and Apax Partners LLP.

#### **APAX PARTNERS SAS**

Apax Partners SAS is a major private equity company in Frenchspeaking Europe. Based in Paris and headed by Eddie Misrahi, the company has a team of 30 investment professionals organised by sector.

Apax Partners SAS is the management company of the Apax France VIII fund raised in 2011 (€1.030bn), Apax France IX raised in 2016 (€1.030bn) and future funds. It is also Amboise Partners SA's investment advisor for the legacy portfolio. The funds managed and advised by Apax Partners SAS total more than €3bn. They finance the long-term growth of mid-sized companies (€100m to €500m in enterprise value) in Europe.

For more information, please visit: www.apax.fr.

#### **APAX PARTNERS LLP**

London-based Apax Partners LLP is one of the world's foremost private equity firms. Apax Partners LLP invests in Europe (outside France), North America and the principal emerging economies (Brazil, China, India). It has a team of around 120 investment professionals, organised by sector and located in eight offices (London, New York, Munich, Tel Aviv, Mumbai, Shanghai, Hong Kong and São Paulo).

The funds managed and advised by Apax Partners LLP total more than €42bn. They finance the long-term growth of large companies with a value between €500m and €3bn. The two most-recently raised funds are Apax VIII LP, raised in 2013 (\$7.5bn) and Apax IX LP, raised in 2016 (\$9bn).

For more information, please visit: www.apax.com.

# FINANCING GROWTH AND SPECIALISED BY SECTOR

Because of their common history, Apax Partners SAS and Apax Partners LLP share a strategy based on financing growth and specialising by sector while positioning themselves on markets that complement each other in terms of geography and company size.

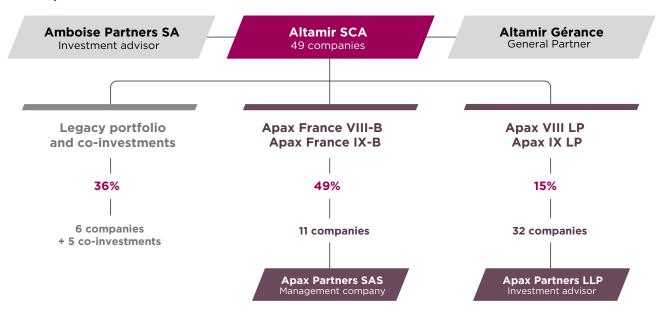
The funds managed by the two companies take majority or leading positions in growing companies in the same four sectors of specialisation: TMT, Consumer, Healthcare and Services.

In today's competitive environment, the sector expertise Apax has developed since 1990 constitutes a key differentiator in identifying the best investment opportunities, winning transactions and creating value.

# 1.2.2 ORGANISATION CHARTS

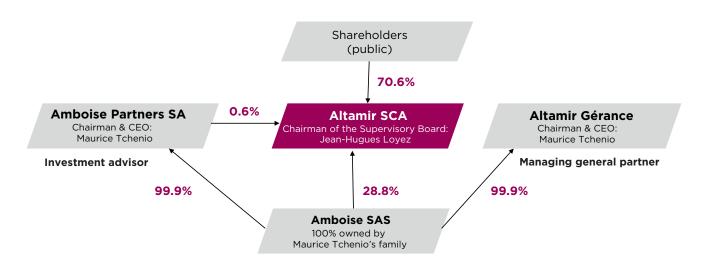
# **OPERATIONAL ORGANISATION CHART AS OF 31 DECEMBER 2017**

# % of portfolio at fair value



NB: Apax Partners SAS and Apax Partners LLP are independent entities with no cross-shareholdings or legal relationships between them or with Altamir Gérance, Amboise Partners SA, Amboise SAS and Maurice Tchenio

# **OWNERSHIP STRUCTURE AS OF 31 DECEMBER 2017**





Presentation of the Company

# 1.2.3 PORTFOLIO

At 31 December 2017



	Year of investment	Percentage interest in the underlying operating company	Residual cost in €K	Stage of development
TMT (Technology - Media - Telecom)				
Marlink (la) (2)	2016	27.20%	59,004	LBO
InfoVista (1a) (2)	2016	20.90%	38,876	LBO
Melita (la)	2016	28.70%	33,871	LBO
Nowo/Oni (1a)	2016	35.17%	22,361	LBO
Altran Technologies* (3)	2008	3.53%	18,703	Growth capital
Vocalcom (la)	2011	17.10%	13,594	Growth capital
ThoughtWorks (1b) (2)	2017	2.26%	10,677	LBO
Gfi Informatique* (3)	2007	2.54%	9,244	LBO
ECi Software Solutions (1b)	2017	1.41%	4,340	LBO
Attenti (1b)	2017	1.70%	3,236	LBO
Engineering Ingegneria Informatica (lb)	2016	0.49%	2,554	LBO
Exact Software (1b)	2015	0.96%	2,337	LBO
Duck Creek Technologies (1b)	2016	0.57%	2,335	LBO
EVRY* (lb)	2015	0.50%	1,173	LBO
Zensar* (lb)	2015	0.22%	1,126	LBO
GlobalLogic (1b)	2013	0.51%	624	LBO
			224,055	



HEALTHCARE				
Amplitude Surgical* (la)	2011	13.42%	14,041	LBO
Unilabs (1b)	2017	1.03%	9,646	LBO
Syneron Candela (1b)	2017	1.62%	5,345	LBO
One Call Care Management (1b)	2013	0.33%	3,619	LBO
NuPharm365 (lb) (formerly Invent Neurax)	2016	0.90%	2,874	LBO
Kepro (1b)	2017	1.42%	2,841	LBO
Vyaire Medical (1b)	2016	0.48%	2,077	LBO
Genex (1b)	2014	0.33%	321	LBO
Ideal Protein (lb)	2015	0.63%	151	LBO
			40.914	

<sup>(1)</sup> Investments via the Apax funds.
(1a) via the Apax France VIII and Apax France IX funds.
(1b) via the Apax VIII LP and Apax IX LP funds.
(2) Co-investments (alongside the Apax France VIII, Apax France IX and Apax IX LP funds).
(3) Direct investments (legacy portfolio).
\* Listed company.

Listed company.

Percentage



	Year of investment	interest in the underlying operating company	Residual cost in €K	Stage of development
SERVICES				
Albioma* (3)	2005	12.03%	59,034	LBO
CIPRÉS Assurances (la)	2017	16.19%	47,111	LBO
INSEEC U. (la)	2013	25.38%	42,865	LBO
SK FireSafety Group (1a)	2014	37.18%	31,464	LBO
Safetykleen Europe (1b)	2017	1.59%	4,908	LBO
Assured Partners (1b)	2015	0.60%	4,660	LBO
Guotai Junan Securities* (1b)	2017	0.04%	3,800	LBO
Azelis (lb)	2015	0.88%	3,356	LBO
Tosca Services (1b)	2017	1.54%	2,981	LBO
Shriram City Union Finance* (1b)	2015	0.22%	2,713	Growth capital
Boats Group (1b) (formerly Dominion Marine Media)	2016	1.56%	2,620	LBO
Quality Distribution (1b)	2015	0.72%	2,412	LBO
Manappuram Finance* (1b)	2017	0.11%	1,671	LBO
Huarong* (lb)	2014	n.s.	416	LBO
			210,011	



CONSUMER				
Snacks Développement (la) (2)	2013	25.26%	37,911	LBO
THOM Europe (3)	2010	10.42%	36,580	LBO
Alain Afflelou (3)	2012	5.70%	20,617	LBO
Groupe Royer (3)	2007	7.42%	20,230	LBO
Sandaya (1a)	2016	7.54%	17,555	LBO
MATCHESFASHION.COM (1b)	2017	0.91%	7,196	LBO
Fullbeauty (1b)	2015	0.68%	3,953	LBO
Wehkamp (1b)	2015	0.96%	3,273	LBO
Cole Haan (1b)	2013	1.03%	1,832	LBO
Idealista (1b)	2015	0.87%	1,456	LBO
			150,604	

625.584

<sup>(1)</sup> Investments via the Apax funds.
(1a) via the Apax France VIII and Apax France IX funds.
(1b) via the Apax VIII LP and Apax IX LP funds.

<sup>(1</sup>D) via the Apax viii LP and Apax IX LP funds.

(2) Co-investments (alongside the Apax France VIII, Apax France IX and Apax IX LP funds).

(3) Direct investments (legacy portfolio).

\* Listed company.
n.s.: non significant.



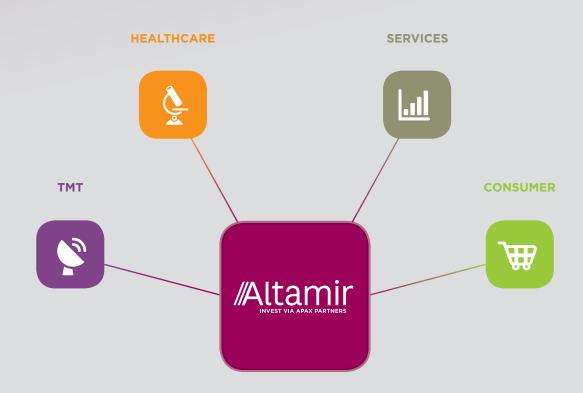
Presentation of the Company

# 1.2.4 PORTFOLIO COMPOSITION BY SECTOR

As of 31 December 2017, Altamir's portfolio was composed of 49 companies, including 40 unlisted (82% of the portfolio in value terms) and nine listed companies (Altran, Albioma, Amplitude, EVRY, Guotai, Huarong, Manappuram, Shriram and Zensar). Although listed, Gfi Informatique is valued on the basis of a transaction price and no longer on the basis of its market price.

During the 2017 financial year, the companies in the portfolio performed very well compared with 2016; their average EBITDA, weighted by each company's contribution to NAV, increased by 27%, driven by the combined effect of organic growth and significant acquisitions carried out in 2016.

The 13 largest investments, representing nearly 80% of the portfolio's total value as of 31 December 2017, are as follows, in decreasing order: Marlink, INSEEC U., Albioma, Snacks Développement, THOM Europe, Melita, CIPRÉS Assurances, Altran, InfoVista, SK FireSafety Group, Alain Afflelou, Amplitude Surgical and Sandaya. They are presented below with key financial data as of 31 December 2017.



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www.marlink.com

### 1) Business description

Marlink is one of the world's leading providers of satellite communication services. The company serves the world's maritime sectors, in addition to thousands of users in the mining, energy and humanitarian sectors who operate in challenging environments and are in need of highly reliable mobile and fixed connectivity services. Operating in 14 countries across Europe, Asia, the Middle East and the Americas, it has a distribution network of approximately 400 re-sellers worldwide.

#### 2) Why did we invest?

Marlink is a world leader in commercial satellite communication services. It encompasses the commercial division of Vizada, a former portfolio company of Apax/Altamir sold to Airbus Group in 2011. The company mainly operates in the maritime business sector, where it is a global leader, but it also offers terrestrial solutions. Revenue expansion is expected though increasing exposure to the fast-growing and attractive maritime Ka- and Ku-band VSAT market. Marlink is well positioned to capture market growth through (i) an exhaustive product portfolio, (ii) a global distribution network, and (iii) a large and diversified customer base.

# 3) How do we intend to create value?

Our investment thesis is based on several drivers of value creation: (i) accelerating VSAT delivery; (ii) developing value-added services beyond connectivity to increase ARPU (Average Revenue Per User) and customer retention; (iii) focusing on Land core verticals (onshore Oil & Gas, Mining, Media and Humanitarian); (iv) driving profitability through operational efficiencies and the outsourcing of installation and maintenance activities; and (v) consolidating a highly fragmented industry.

### 4) What has been achieved?

Six months after it was acquired, Marlink acquired the Italian company Telemar, creating the world's leading communications,

digital solutions and servicing group in the maritime sector. The new group serves more than one in three vessels operating globally.

During 2017, Marlink actively pursued its strategy to grow, both organically and through acquisitions. The company acquired Palantir, the Norwegian specialist in onboard IT solutions, and two service providers: RadioHolland (400 VSAT-installed vessels in the shipping segment) and LiveWire (45 VSAT-installed vessels in the yachting segment). The company signed an agreement to acquire OmniAccess, the leading provider of broadband connectivity services and solutions to the superyacht and high-end boutique cruise line customers. The transaction was finalised in March 2018, creating the worldwide leader in maritime VSAT services with annual sales of close to \$500m, about 1,000 employees and an installed base of more than 4,000 vessels.

# 5) How is it performing?

Marlink continued to accelerate the development of higher-margin VSAT services, achieving a 34% increase of its installed base of vessels in 2017, while the legacy, MSS-technology-based business continued to decline. Telemar was successfully integrated and positively contributed to Marlink's VSAT expansion through the acquisition of new subscribers and the migration of existing subscribers to Marlink's network.

On a pro forma basis including the acquisition of the Italian company Telemar, EBITDA grew by 13% during the year, while revenue declined slightly to \$423m.

The valuation of the investment in Marlink grew by  $\le$ 16.2m during the financial year 2017.

# 6) How will we crystallise value?

In the context of ongoing market consolidation, Marlink could be a good candidate for a strategic buyer seeking to reinforce its presence in the maritime sector. Marlink could also be of interest to a financial investor.

SECTOR	COUNTRY	DATE OF INVESTMENT	RESIDUAL COST IN €M	FAIR VALUE IN €M	% OF THE PORTFOLIO AT FAIR VALUE
2	France	2016	59.0	121.9	13.6

Presentation of the Company





www.inseec.com

#### 1) Business description

INSEEC U. is the leading for-profit post-secondary education provider in France. With the acquisition of the French activities of the US group Laureate in 2016, the INSEEC U. group now operates 16 schools in France (Paris, Bordeaux, Lyon and Chambery) and abroad (Monaco, London, Geneva, San Francisco and Shanghai), for nearly 23,500 students.

INSEEC U. offers a wide range of programmes ranging from preparation for entrance exams to doctoral degrees. Building on its French roots, the group's strategy is to develop world-class programmes and distinctive expertise in five domains of education: (i) management, (ii) engineering, (iii) communication, design and digital marketing, (iv) political science and international relations, and (v) luxury goods, real estate, sports, wine and spirits.

# 2) Why did we invest?

INSEEC U. is a leading for-profit post-secondary education provider in France with several key strengths vis-à-vis competitors: agility and innovation in programme development, sound governance, cost efficiency, marketing skills, attractive and multi-site campuses, programme diversity and no dependency on subsidies. Corporate governance is sound, and the group's experienced CEO has a successful track record.

Its Grande Ecole programme is ranked among the top 25 business schools and contributes to brand building and other programmes *via* a halo effect. INSEEC U. also has three other leading programmes (MSc, Sup de Pub and Ecole de Commerce Européenne), on top of recently acquired programmes, two business and one engineering (EBS, ESCE and Ecole Centrale d'Electronique).

Growing in volume and price, and ripe for consolidation, the forprofit higher education market is attractive and has strong market intrinsics: counter-cyclicality, barriers to entry, revenue visibility, no working capital needs, high profitability and high cash conversion.

# 3) How do we intend to create value?

INSEEC U. intends to pursue its growth objectives. It will grow the existing core business by fostering further academic excellence and increasing the attractiveness of its schools and will expand market share through new programme offerings. Programmes are being internationalised and expanded to other countries through new campuses and exchange programmes with foreign universities.

INSEEC U. also plans to crystallise significant potential for synergies with Laureate's French operations, and further optimise INSEEC U.'s existing cost structure.

#### 4) What has been achieved?

Since investment, the group has finished optimising its organisation and pursued its international expansion by acquiring CREA, a Geneva-based communications and design school, launching a luxury brand training programme in Asia and launching a new campus in San Francisco. In 2015, the Ministry of Higher Education granted a four-year renewal of INSEEC's accreditation as a "Grande Ecole", which contributes to the school's attractiveness.

In July 2016, the group finalised the acquisition of the French subsidiaries of US group Laureate, nearly doubling in size as a result, and expanding its offerings for engineering training and online training for executive managers.

#### 5) How is it performing?

Four years after our investment, INSEEC U. is performing significantly better than plan owing to a transforming acquisition (Laureate France), the continued development of innovative programmes and double-digit growth in new enrollments each year. Over the first half of its 2017/18 financial year (FYE 30 June), INSEEC U.'s revenue rose by 2% to €113.5m and its EBITDA was in line with the year-earlier period. During this period, the company continued to strengthen its leadership through several initiatives: (i) grouping the 16 schools under the new brand, INSEEC U. (for INSEEC Universitas); (ii) continuing the efforts to use the group's real estate more efficiently to create unique multidisciplinary campuses; (iii) launching a digital transformation project intended to create a unique student experience; and (iv) pooling resources and strengthening governance to create a platform for consolidation.

The group expects to generate double-digit growth in EBITDA for the 2017/18 financial year spurred by an 18% increase in new student enrolment in September/October 2017 compared with the previous year, and additional cost synergies generated by integrating new schools.

The valuation of the investment in INSEEC U. grew by  $\ensuremath{\mathfrak{e}}$ 17.8m during the 2017 financial year.

# 6) How will we crystallise value?

The group's asset-light structure translates into a highly cash generative business model. It has significant potential for further growth *via* new programme offerings and international expansion, which should be very attractive for both financial and trade buyers.

SECTOR	COUNTRY	DATE OF INVESTMENT	RESIDUAL COST IN €M	FAIR VALUE IN €M	% OF THE PORTFOLIO AT FAIR VALUE
	France	2013	42.9	91.3	10.2





www.albioma.com

#### 1) Business description

Albioma is a publicly listed company on Euronext Paris. Altamir held 12% of the company's shares, both directly and through Financière Hélios, until the end of 2017. In March 2018, Altamir sold a portion of its investment to institutional investors *via* a private placement and now holds 5.5% of the company's share capital through Financière Hélios.

Albioma is a leading independent energy producer with a strong focus on renewable energy. The company has world-class expertise in biomass and significant operations in solar energy. The total installed capacity of its plants is 753 MW. In 2014, leveraging its presence in France, its overseas territories and Mauritius, the company began operating in Brazil, the world's leading sugar cane producer.

#### 2) Why did we invest?

The company pioneered the biomass energy market in the mid-1990s with the introduction of mixed fuel-fired power plants (coal and bagasse, a residue of sugar cane) and has since demonstrated the clear cost advantage of this technology compared to other island-based energy sources.

Owing to its solid industrial base, the Company has developed a particularly attractive business model characterised by (i) 25- to 35-year contracts with incumbent national electricity producers, (ii) margins on a cost-plus basis, and (iii) a high ROE due to the energy efficiency of its plants and availability of project financing.

#### 3) How do we intend to create value?

Renewable energy (solar, cogeneration and biomass) has significant growth potential. Demand is growing in the company's historical territories and there is opportunity to expand to new territories.

# 4) What has been achieved?

Since investment, governance has been strengthened at the management level (CEO, CFO, legal director, HR Director and two finance controllers recruited) and on the Board of Directors (new independent directors). Jacques Petry, former CEO of SITA and Suez Environment, was appointed CEO in 2011. Frédéric Moyne,

with the company for 15 years, was appointed CEO in 2016, with Jacques Petry as Chairman of the Board of Directors.

Albioma started its international expansion by entering Brazil, the world's largest sugar cane and bagasse production market. In 2014, the company acquired the 60MW Rio Pardo bagasse cogeneration plant in the state of São Paulo, and in 2015, it acquired a 65% stake in the 48MW Codora Energia bagasse cogeneration plant in the state of Goiás. In 2016, it entered into a joint-venture agreement with Vale do Paraná, a mill in the state of São Paulo with the capacity to crush 2 million metric tonnes of sugar cane, with the aim of operating its cogeneration plant and building an extension, increasing the generating capacity from 16MW to 48MW, 30MW of which will be exported to the power grid from 2021. In 2017, Albioma announced the signature of a fourth investment in Brazil, with the acquisition of 60% of a bagasse cogeneration unit in the state of Goiás

In France, Albioma signed two contracts with EDF: Galion 2 in Martinique, the largest 100% biomass plant in the French overseas territory (40 MW, operational in 2018), and Saint-Pierre de la Réunion, the first French peak production plant operating essentially on bioethanol derived from the distillation of sugar cane molasses (40 MW, operational in 2018).

#### 5) How is it performing?

In 2017, Albioma's results exceeded its objectives due to the increase in fixed premiums related to contract indexation and recent riders to the contracts with EDF, as well as the very strong operating performance of the thermal biomass plants in France and Brazil. Sales were up 10% to €403.2m and EBITA rose 5% to €138.3m compared to 2016.

Owing to the increase in its share price, the valuation of the investment in Albioma gained  $\[ \in \]$ 18.2m during the 2017 financial year.

# 6) How will we crystallise value?

Because of the strong resilience of its business model and the quality of its management team, Albioma should attract the interest of financial buyers.

SECTOR	COUNTRY	DATE OF INVESTMENT	RESIDUAL COST IN €M	FAIR VALUE IN €M	% OF THE PORTFOLIO AT FAIR VALUE
	France	2005	59.0	78.9	8.8



Presentation of the Company



# SNACKS DÉVELOPPEMENT

#### 1) Business description

Snacks Développement is one of Europe's leading private-label savoury snacks manufacturers. The company has developed its expertise in extruded and stackable snacks and crackers over more than 20 years.

Following the 2016 acquisition of Kolak in the UK, Snacks Développement now produces more than 800 SKUs for the leading food retail chains in Europe, with a focus on France, the UK, Spain, Italy and Benelux. Its annual production is 60,000 metric tonnes.

# 2) Why did we invest?

Snacks Développement is the undisputed leading French producer of private label savoury snacks. The company produces superior quality products, has state-of-the-art production facilities and has had proven international successes. Snacks Développement is committed to continuously launching new products through a structured innovation process. The quality of its products stands out in most blind panels.

The company operates on a large, growing and profitable European savoury snacks market with (i) common product categories across countries (e.g. stacked crisps), (ii) growing penetration of private label products and (iii) barriers to entry.

# 3) How do we intend to create value?

The investment thesis consists in creating a leading European-wide private label player of savoury snacks. Snacks Développement aims to pursue its growth in France and the rest of Europe, through intensive product innovation and investment in manufacturing facilities. The company also seeks to grow through acquisitions in Europe.

#### 4) What has been achieved?

Since investment, Snacks Développement has focused on a number of value creation drivers. It has increased sales in France through the development of new product categories and the penetration of new distribution channels. International sales have also grown, thanks to the development of stacked crisps volumes sold to selected European retailers. In particular, Snacks Développement signed a contract with the largest Spanish retailer and, more recently, with a large local Italian company.

In October 2016, the company completed the acquisition of Kolak, one of the main producers of crisps and snacks in the UK with sales of about €140m, which expanded the company's crisps and popcorn product range. The new group employs 1,400 people at six production sites.

# 5) How is it performing?

The company successfully launched its first stacked crisps production line for the UK market. On a pro forma basis including the acquisition of Kolak, revenue for the 2017/18 financial year (FYE 31 January) should reach €267m, up 2.5% compared with the previous year. Profitability is expected to be down, because (i) raw materials prices have risen and (ii) ramping up the new production line and implementing a logistics outsourcing solution have generated exceptional costs.

For the 2018-19 financial year, the company projects an additional growth in sales of about 7%.

The valuation of the investment in Snacks Développement declined by €11.8m during the 2017 financial year.

### 6) How will we crystallise value?

The company's leadership across Western Europe and growth profile will be highly attractive to both trade and financial buyers.

SECTOR	COUNTRY	DATE OF INVESTMENT	RESIDUAL COST IN €M	FAIR VALUE IN €M	% OF THE PORTFOLIO AT FAIR VALUE
₩	<b>I</b>	2013	37.9	70.1	7.8



# **THOM Europe**

TRESOR | Hateline GOV | Marc, Cripm | Strolli Oro | PRANCO COSTAL! | ORO VIVO

www.thomeurope.com

#### 1) Business description

THOM Europe is a leading jewellery retailer in Europe. The Group was created in 2010 from the merger of two leading French jewellery retailers, Histoire d'Or and Marc Orian.

Since the 2016 acquisition of the brands Stroili Oro in Italy and Oro Vivo in Germany, the group now operates in France, Italy, Germany and Belgium through a network of 1,000 company-owned stores, primarily located in shopping centres. THOM Europe operates under the following brands: Histoire d'Or, Marc Orian, TrésOr, Stroili Oro, Franco Gioielli and Oro Vivo.

# 2) Why did we invest?

Having been a shareholder of Histoire d'Or for eight years, Apax had reviewed the opportunity to combine Histoire d'Or and Marc Orian several times in the past. The investment thesis is now based on the combined group.

THOM Europe is a leader in a stable, high-margin and fragmented market, in which scale provides a key competitive advantage. Its retail concepts, found in prime locations, stand out from the competition and are supported by best-in-class operations. Its outstanding, proven and highly-committed management team has a strong knowledge of both the Histoire d'Or and Marc Orian groups.

#### 3) How do we intend to create value?

In addition to the synergies generated from the merger, THOM Europe shows significant growth potential *via* new openings in both shopping centres and city centres, development of e-commerce and international expansion.

#### 4) What has been achieved?

Since investment and the Histoire d'Or/Marc Orian merger, several developments have created value for the group. A few dozen stores have been opened in France and Belgium with particular development in city centres since FY 2013. In 2014, the group acquired 31 Piery stores and made several other small acquisitions.

THOM Europe has also internationalised, acquiring two jewellery chains in Northern Italy, and opening several new stores in the country. Lastly, an e-commerce site and a digital marketing/CRM strategy were launched in FY 2013.

In July 2014, the group issued bonds for €345m to refinance its existing debt, finance the acquisition of the Piery stores and repay part of shareholders' convertible bonds, which allowed Altamir to recoup 40% of its initial cost.

In October 2016, THOM Europe acquired Stroili, the leading Italian jewellery retail chain (369 stores), and Oro Vivo's German subsidiary (38 stores) thereby creating Europe's largest jewellery retailer with more than 1,000 points of sale, over 5,000 employees and pro forma sales of more than €600m.

In July 2017, the group refinanced its bond debt with a €565m term loan, significantly reducing its annual interest expense.

# 5) How is it performing?

THOM Europe continued to perform well in 2016/17 (FYE September). Revenue rose by 2.1% to €644.3m and its EBITDA was up 4.3% over the previous year.

This performance was the result of an increase in same-store sales in France, whereas the Italian businesses were penalised by the new pricing policy (reduced discount). While the group was focused on integrating Stroili Oro and Oro Vivo, it continued to expand during the year with the opening of 78 new stores in Europe, a 46% increase in online sales in France (€12m) and the launch of an e-commerce site in Italy.

The valuation of the investment in THOM Europe fell by €11.5m during 2017 due to a decline in valuation multiples.

# 6) How will we crystallise value?

THOM Europe has a scale and high margin profile which makes it an attractive target to large private equity groups as well as trade buyers.

SECTOR	COUNTRY	DATE OF INVESTMENT	RESIDUAL COST IN €M	FAIR VALUE IN €M	% OF THE PORTFOLIO AT FAIR VALUE
#	France	2010	36.6	61.6	6.9



Presentation of the Company





www.melita.com

#### 1) Business description

Melita is a leading cable operator in Malta offering converged telecommunications services. It supplies 99% of homes in Malta with high-speed, digital cable access and has 110,000 unique subscribers, corresponding to approximately 70% of Maltese households. Melita offers pay-TV, broadband internet access, fixed and mobile telephony, and B2B services. In addition to its leading-edge cable network, it operates its own mobile network, a data centre built to Tier 3 specifications and a Wi-Fi hotspot network across the Maltese islands.

# 2) Why did we invest?

Melita is the leading converged fixed-mobile telecoms operator, the leader in the pay-TV and broadband markets and a challenger in the mobile market. It has a technological advantage over competitors, notably a faster internet speed. Melita is one of the first converged cable operators in Europe providing fixed-mobile services as well as triple-play (3P) and quadruple play (4P) bundles, for which consumer demand is very high.

The Maltese market has robust fundamentals: a good macro outlook, a growing population and a buoyant economy with an increasing demand for B2B telecom and hosting services.

There is a clear path to revenue growth, driven by (i) competitive Mobile/4P offers, (ii) demand for higher internet connection speeds, and (iii) the development of B2B activities. Meanwhile, operational efficiency improvement is expected to lead to margin uplift.

The investment was made with a quality partner, Fortino, which is headed by former executives of Telenet. Fortino co-invested alongside Apax funds in Melita and in Nowo/Oni (Portugal) and helped to bring in operating advisors to work with the management team on various projects and capture synergies between Melita and Nowo/ONI.

### 3) How do we intend to create value?

The investment thesis is to: (i) continue to invest in cable infrastructure to maintain the company's broadband leadership,

by increasing the internet speeds delivered to customers, and to regain television market share, by improving the content and customer experience; (ii) develop Mobile market share through bundling with fixed services; (iii) unlock B2B market potential; and (iv) improve customer care and operational efficiency.

#### 4) What has been achieved?

A new Chairman & CEO with extensive experience in telecommunications and in the cable industry was recruited in April 2016. Previously, he served as Board member and CEO of Blizoo Media and Broadband (the largest operator in Bulgaria), as CEO of the German operator Kabel BW and as CEO of HanseNet. The new chief executive has implemented a number of measures, among which initiatives to improve brand perception and customer service.

In 2017, the company launched a new TV platform, offering every advanced feature, and new set-top boxes; it is also upgrading both its mobile network (from 3G to 4.5G) and its fixed infrastructure.

# 5) How is it performing?

Melita maintained its growth momentum in 2017 by launching new products (a TV platform and a "build your own bundle" quadruple play package) and increasing its subscriber base in all segments (broadband, pay-TV, mobile and fixed telephony), while reducing churn. Its recurring revenue rose by 5% and its EBITDA by 11%.

After abandoning its plan to merge with Vodafone Malta, the company confirmed its objective to develop an unrivalled set of convergent services, launching its latest generation mobile network and deploying its high-speed internet service across the country.

The valuation of the investment in Melita grew by  $\le$ 14.5m during the financial year 2017.

#### 6) How will we crystallise value?

With its subscription-based business model, strong growth, excellent operational performance, and high cash flow conversion, the company should be highly attractive to both financial and trade buyers.

SECTOR	COUNTRY	DATE OF INVESTMENT	RESIDUAL COST IN €M	FAIR VALUE IN €M	% OF THE PORTFOLIO AT FAIR VALUE
2	Malta	2016	33.9	48.4	5.4





www.cipres.fr

#### 1) Business description

Founded in 2000, CIPRÉS Assurances is a wholesale broker specialised in supplemental insurance protection. It designs, underwrites and manages life, disability and health insurance programmes for self-employed persons and the managers and employees of SMEs.

CIPRÉS offers a range of products and services to secure their income, safeguard their assets, preserve their health and protect them against accidents.

The company relies on a distribution network of more than 4,600 independent brokers spread throughout France. In 2017, the company collected premiums of €213m.

# 2) Why did we invest?

CIPRÉS has an attractive business model based on recurring revenue, predictability, high profitability and strong cash generation.

The underlying market of wholesale supplemental insurance represents a segment worth about €1bn in a total supplemental insurance market worth €11bn in France. It has been growing at roughly 7% per year and has high barriers to entry.

CIPRÉS is well positioned to benefit from this market growth, given its pure play positioning, leadership and excellent reputation among insurers and brokers.

#### 3) How do we intend to create value?

CIPRÉS plans to digitalise all its processes, continue to expand its broker network, increase its brokers' business volumes, and diversify its products internally and/or through acquisitions and joint ventures, to meet every insurance need of entrepreneurs.

With these steps, CIPRÉS will initiate a new growth phase and a product diversification strategy to make it the leading multiproduct player meeting all the insurance needs of entrepreneurs.

# 4) What has been achieved since the investment (July 2017)?

Six months after the investment, the company is on track with its business plan. For the 2017 financial year, it posted revenues of €74m, up 12.8%, and its EBITDA has increased significantly from 2016.

CIPRÉS launched a new insurance product in the first half of 2017, which is selling well. It is the first protection insurance policy in the French market with no medical selection, reinforcing CIPRÉS's leadership in innovation and providing a key factor of differentiation for brokers who recommend this type of product to their customers. This innovation has enabled CIPRÉS to maintain a lead over competitors by facilitating and speeding up the subscription process and by offering comprehensive cover for the best price.

The company has also begun a complete overhaul of its back-office software. This project is scheduled for completion by the end of 2019.

With these two initiatives, CIPRÉS should see double-digit revenue and EBITDA growth during the 2018 financial year, driven by robust activity and the cost reduction achieved by the renovation of its information systems.

As of 31 December 2017, the company was valued at its acquisition price, because it had been in the portfolio for less than one year.

#### 5) Exit

CIPRÉS's asset-light structure translates into a highly cash generative business model. It has significant potential for further growth *via* the expansion of its broker network and new product offerings, which should attract future interest from both financial and strategic buyers.

SECTOR	COUNTRY	DATE OF INVESTMENT	RESIDUAL COST IN €M	FAIR VALUE IN €M	% OF THE PORTFOLIO AT FAIR VALUE
	France	2017	47.1	47.1	5.3

Presentation of the Company



# altran

www.altran.com

#### 1) Business description

Altrafin Participations, a holding company controlled by the Apax funds, is the principal shareholder of Altran, with 8.4% of its capital and 16.7% of its voting rights. Altran is listed on Euronext Paris, Compartment A.

Altran is a world leader in innovation and high-tech engineering consulting. Altran works with its clients over the entire value chain, from design to production. The group has been providing its expertise for over 30 years to key players in the Aerospace, Automotive, Defence, Energy, Finance, Life Sciences, Railway, Telecoms and other sectors. Altran has nearly 34,000 employees in over 20 countries.

# 2) Why did we invest?

As the pioneer in its industry, Altran has developed the only international network with a comprehensive offering in innovation consulting. The company has a very strong brand in the industry and a diversified and well-balanced portfolio of blue-chip clients.

At the time of investment, Apax became the core shareholder that the Group needed.

#### 3) How do we intend to create value?

The investment thesis is based upon growing sales and EBITDA through organic growth, increasing Altran's share of the outsourced R&D market, rationalising its portfolio of activities and geographies, taking advantage of build-up opportunities and optimising costs.

# 4) What has been achieved?

Altran's portfolio of activities and geographies has been actively managed. The group has exited from loss-making countries, like Brazil, and reinforced its presence in key markets such as Germany, the UK and the US. It has also targeted investments in emerging

geographies (India and China) and exited from underperforming activities that were not in line with its strategy (Arthur D. Little).

The company has implemented an active build-up strategy focused on Altran's key markets, i.e., Germany, the UK, the US, India, China, and key strategic sectors such as Embedded Software and Intelligent Systems.

In 2011, Philippe Salles was appointed as CEO to implement and accelerate Altran's growth strategy. He was replaced in 2015 by Dominique Cerutti, who presented an ambitious strategic plan called "Altran 2020. Ignition" in November 2015.

At the end of November 2017, Altran announced its intention to acquire US company Aricent for €1.7bn and create the undisputed world leader in innovation and high-tech engineering consulting, with nearly 45,000 employees in some 30 countries and nearly €3bn in annual revenue. The transaction, which closed in March 2018, will be financed in part by a €750m capital increase. Apax Partners and Altamir have confirmed their intention to participate in the capital increase, pro-rata to their stake in the company.

#### 5) How is it performing?

In 2017, Altran continued to grow and posted consolidated revenue of €2,282.2m, up 10% (4.8% organic growth and 5.6% economic growth) compared to 2016. EBIT came in at €246.3m, up 13.6% compared to 2016, representing a 10.8% margin vs. 10.5% in 2016.

The valuation of our investment in Altran grew by €5.9m during the 2017 financial year.

#### 6) How will we crystallise value?

The successful transformation of the group, its financial performance and its new scale following its combination with Aricent should increase market investor interest, as well as that of trade or financial buyers.

SECTOR	COUNTRY	DATE OF INVESTMENT	RESIDUAL COST IN €M	FAIR VALUE IN €M	% OF THE PORTFOLIO AT FAIR VALUE
2	France	2008	18.7	45.8	5.1





www.infovista.com

# 1) Business description

InfoVista is one of the world's leading providers of network performance software solutions for communications service providers, mobile operators, IT-intensive enterprises and government organizations.

Headquartered in Paris, this international company delivers software and services to over 1,200 customers in more than 120 countries.

# 2) Why did we invest?

InfoVista is a leading worldwide software provider in network and application performance solutions with premium positioning and real value-added to clients (the top 10 world telecom operators are all clients of InfoVista).

The company addresses a growing market. Telecom operators are spending increasing amounts on network planning and optimisation and on service assurance, due to the continued rollout of new technologies. Meanwhile, given the complex networks and multitude of applications used by IT-intensive enterprises, there is a growing need for more efficient enterprise application performance management.

InfoVista's business model is resilient, with (i) a diverse and stable client portfolio of 1,200 customers, (ii) more than 50% of revenues generated by recurring maintenance, (iii) 70-80% penetration among Tier 1 telecom operators, and (iv) an asset-light business model with strong cash generation.

In addition, the company is very international, with direct presence in 13 countries and products distributed in more than 120 countries. It has a strong buy-and-build track record and numerous opportunities to acquire new technologies and/or enter adjacent markets by pursuing its build-up strategy.

### 3) How do we intend to create value?

Our investment thesis consists in driving growth in historical businesses, through larger contracts, notably with OEMs;

harnessing cross-selling synergies from the recent acquisition of Ipanema; executing an accretive build-up strategy by acquiring new technologies and/or entering into adjacent markets; and exiting with potential multiple expansion, thanks to a business profile appealing to another round of LBO and strong potential appetite from trade buyers.

#### 4) What has been achieved?

In September 2016, InfoVista acquired the U.S. company TEMS, worldwide software leader in mobile testing and measurement for mobile operators. As a result, the company significantly grew in size

In 2017, the company was successful in implementing a restructuring plan to (i) fully integrate TEMS's activities, (ii) generate significant cost synergies in the new organisation, and (iii) strengthen its management team and its sales and marketing teams, notably by appointing a new chief global sales officer in July.

# 5) How is it performing?

Over the first six months of 2017/18 (FYE 30 June), TEMS was successfully integrated and generated significant cost synergies, boosting the EBITDA margin by three percentage points. In addition, the product mix continued to evolve towards more recurrent maintenance and service activities, with an improvement in the contract renewal rate. Maintenance and services now represent more than 50% of total revenue.

The objective for 2018 is to increase margins, while setting up a brand-new sales organisation.

The valuation of the investment in InfoVista grew by €3.4m during the financial year 2017, despite a decline in valuation multiples.

#### 6) How will we crystallise value?

The combination of a resilient business model, strong growth, excellent operational performance, and high cash flow conversion should be highly attractive at exit for both financial and trade buyers.

SECTOR	COUNTRY	DATE OF INVESTMENT	RESIDUAL COST IN €M	FAIR VALUE IN €M	% OF THE PORTFOLIO AT FAIR VALUE
<u>\$</u>	France	2016	38.9	42.3	4.7





www.skfiresafetygroup.com

#### 1) Business description

SK FireSafety Group specialises in fire safety and aeronautical safety equipment maintenance. It manufactures and maintains extinguishers, hydrants and other fire safety products and designs fire detection and extinction systems for critical environments. Based in the Netherlands, the group is the result of the combination of several companies in the sector (ten acquisitions between 2010 and 2014) operating in the Benelux countries, in the United Kingdom and in Norway.

### 2) Why did we invest?

The fire safety market offers robust fundamentals and recurring revenues.

SK FireSafety has developed specific know-how in the sale and maintenance of critical safety equipment in both the fire safety and the aviation industries. It dominates the domestic market (the Netherlands), where it is positioned at the high end. The company successfully participated in consolidating this market and is well poised to pursue other acquisitions.

SK FireSafety has a profitable, cash-generative business model, a large customer base and strong international growth potential in its various market segments.

# 3) How do we intend to create value?

SK FireSafety Group aims to become a major player in fire safety in Europe. To accomplish this, it is seeking to strengthen its leadership in its historical markets and carry out targeted acquisitions elsewhere in Europe.

In addition to these acquisitions, international expansion in selected operations (e.g. Products and Aviation) and robust cash generation will drive value creation.

#### 4) What has been achieved?

Since investment, SK FireSafety has expanded its service offerings in the Aviation segment through the successful acquisition of Team Aero Services in the United States. It also launched a new business in the Aviation sector in Malaysia (a joint venture with a local player).

The company has significantly improved the operational efficiency of its First Intervention Solutions division in Norway, which was in a turnaround at the time of acquisition.

In the context of a difficult Oil & Gas market, SK FireSafety restructured its operations and implemented significant cost savings. The division has returned to profitability.

The group has successfully rolled out its automation services across all of the regional brands of its First Intervention Solutions division in the Benelux countries, which has improved profitability.

#### 5) How is it performing?

In 2017, SK FireSafety demonstrated its ability to generate growth across all business units (except Oil & Gas). The rationalisation of the company and its businesses has been successful, and SK FireSafety is now back on the path to growth.

Its revenue rose by 3% to €108.9m and its EBITDA was up 17% compared with 2016, thanks to the good performance of its recurring business activities and the implementation of a major cost cutting programme. The company also refinanced its debt, helping it to significantly reduce its debt-related costs. It is studying various acquisition opportunities that could materialise during 2018. The valuation of the investment in SK FireSafety Group grew by €6m during the financial year 2017, despite a decline in valuation multiples.

# 6) How will we crystallise value?

The company's competitive positioning in selected market subsegments should attract interest from strategic buyers at exit.

SECTOR	COUNTRY	DATE OF INVESTMENT	RESIDUAL COST IN €M	FAIR VALUE IN €M	% OF THE PORTFOLIO AT FAIR VALUE
	Pays-Bas	2014	31.5	37.0	4.1



## **ALAINAFFLELOU**

www.alainafflelou.com

#### 1) Business description

Alain Afflelou is a leading optical retail chain in France and Spain. Since its first store opening in 1972, the group has expanded significantly and operates as an optical and hearing-aid services franchisor.

As of 31 October 2017, the company had a network of 1,478 points of sale, including 955 in France, 387 in Spain and 136 in eleven other countries.

#### 2) Why did we invest?

Operating in the large and resilient optical market, Alain Afflelou has a strong franchise business model benefiting from a highly recognized brand and know-how in marketing, communication and exclusive products. It is an attractive service and intermediation-based business model with low capital intensity and limited fixed costs. The company has a complementary and experienced team.

#### 3) How do we intend to create value?

The objective is to build a leading optical and hearing-aid franchisor in Europe with a strong focus on Southern Europe. The group shows significant potential for further growth *via* new openings in core markets, international expansion, development of new products and business lines, as well as store refurbishments.

#### 4) What has been achieved?

In 2015, the group completed the acquisition of Optical Discount, a franchise discount chain of 89 stores in France.

In July 2016, the Group completed the acquisition of Optimil, a chain of 55 franchised optical stores in Spain with a discount positioning bringing the Group's number of stores outside France to over 490.

In September 2016, the Group acquired happyview.fr and malentille.com, bringing in an experienced team of digital experts in the optical sector to support the group's omnichannel strategy, based on the relaunch of the Afflelou.com website, whose main objective is to drive in-store traffic.

In October 2017, the Group announced the successful issuance of €425m of high yield further lowering (after the 2014 refinancing) the overall weighted cost of debt to provide greater flexibility to fuel growth.

In addition, the company continues to develop its hearing aid business, which already has more than 180 points of sale, mostly in the form of corners in eyewear stores.

#### 5) How is it performing?

For the financial year ending 31 July 2017, Group sales amounted to €372.8m (+7.9% vs. the previous year) and EBITDA increased by 4.4%. Performance was driven by solid like-for-like growth across geographies, clearly outperforming the market in particular in France, coupled with store openings, offset by the ramp-up of the hearing aid and digital activities.

Over the first three months of the current financial year (Aug 2017-Oct 2017), Group sales amounted to €90.7m (+7.5% vs. Q1 2016-17) and EBITDA increased by 11.9%. In a market environment which remains competitive, the Group continues to outperform its market thanks to the ramp-up of closed networks, Management's continued sales and promotional efforts, as well as product launches such as Smart Tonic or new exclusive collections, coupled with an increased communication effort and network development (e.g. launch of Champagne store concept).

The group continues to actively pursue its French and international expansion through store openings and acquisitions, as well as the development of its discount banners.

The valuation of the investment in Alain Afflelou declined by €0.2m during the 2017 financial year, due to a decline in valuation multiples.

#### 6) How will we crystallise value?

Alain Afflelou will be an attractive opportunity for a range of buyers due to its highly recognized brand, its leadership position in optical franchise retail and asset light structure translating into a highly cash-generative business model.

SECTOR	COUNTRY	DATE OF INVESTMENT	RESIDUAL COST IN €M	FAIR VALUE IN €M	% OF THE PORTFOLIO AT FAIR VALUE
#	France	2012	20.6	26.8	3.0







www.amplitude-surgical.com

#### 1) Business description

Founded in 1997 in Valence, France, Amplitude Surgical is a leading French player on the global surgical technology market for lower-limb orthopaedics. Amplitude Surgical develops and markets high-end products for orthopaedic surgery covering the main disorders affecting the hip, knee and extremities (foot and ankle). Amplitude Surgical develops, in close collaboration with surgeons, numerous high value-added innovations in order to best meet the needs of patients, surgeons and healthcare facilities. A leading player in France, Amplitude Surgical is developing abroad through its subsidiaries and a network of exclusive distributors and agents that distribute its products in more than 30 countries. Amplitude Surgical operates on the foot and ankle market through its Novastep subsidiaries in France and the United States. The company has nearly 370 employees and is listed on Euronext Paris, compartment B.

#### 2) Why did we invest?

The structure of the healthcare market, which has favourable and sustainable fundamentals, makes it an attractive sector. Competition remains relatively fragmented in France, making it possible to acquire new market shares in order to build a strong European alternative to the major US groups. Amplitude has a solid position: it holds around 10% of the hip implant market (no. 4 in France in 2015), with its market share continuing to rise, and around 15% of the knee prosthesis market (no. 2 in France). It focuses on quality of service and product development in close collaboration with leading French surgeons. It also has significant international growth potential, supported by the high-quality reputation of French orthopaedic prostheses.

Amplitude's differentiated, flexible and highly profitable business model relies on the outsourcing of targeted skills (manufacturing and distribution) and on the strict control of strategic skills (R&D and quality control). Olivier Jallabert, an entrepreneur with exceptional qualities, has surrounded himself with a top-tier management team with proven experience in large US companies.

#### 3) How do we intend to create value?

International expansion, the development of new products and differentiated state-of-the-art technology are expected to generate robust growth. The company may also consider accretive acquisitions to strengthen its position on its domestic and international markets.

#### 4) What has been achieved?

Since investment, Amplitude has accelerated its growth in Australia and Brazil and opened subsidiaries in Belgium, Switzerland and South Africa. The company also launched the sale of a new product line in the fast-growing foot and ankle segment in France and the United States.

Amplitude Surgical was listed on the Euronext Paris stock market in June 2015. Its market capitalisation was  $\leqslant$ 235m, based on the IPO price of  $\leqslant$ 5.00 per share. The transaction totalled  $\leqslant$ 106m and included a major capital increase ( $\leqslant$ 50m) to support the company's international development, particularly in the United States, and a partial disposal of shares held by existing shareholders.

More recently, Amplitude has obtained authorisation to market its hip and knee implants in the United States, the world's largest market

#### 5) How is it performing?

Amplitude Surgical once again experienced robust growth during the 2016/17 financial year (FYE 30 June), with sales of  $\leqslant$ 93.4m and EBITDA of  $\leqslant$ 15.5m, up 15.6% and 15%, respectively, compared with the previous year.

The company benefited from strong performances from its international subsidiaries, particularly in Europe and Australia, and from Novastep's sales performance. Novastep provides innovative solutions for foot and ankle surgery and now represents 7% of the company's revenues.

In the first six months of the 2017/18 financial year, the company's sales rose by 6.6% compared with the year-earlier period (up 8.1% at constant exchange rates).

Owing to the decrease in its share price, the valuation of our investment in Amplitude declined €1.7m during the 2017 financial year.

#### 6) How will we crystallise value?

The company's sound business model and strong growth profile should attract interest from market investors.

SECTOR	COUNTRY	DATE OF INVESTMENT	RESIDUAL COST IN €M	FAIR VALUE IN €M	% OF THE PORTFOLIO AT FAIR VALUE
Š	France	2011	14.0	22.3	2.5





www.sandaya.fr

#### 1) Business description

Founded in 2011, Sandaya is an integrated premium campsite operator, which has grown through the successive acquisition of independent campsites. The group operates 17 four- and five-star campsites in France and Spain, located primarily on the seashore, with high-quality accommodation (mobile homes, lodges, chalets, empty pitches for tents, caravans and camping cars) and a wide variety of leisure activities and services (water parks, kids activities, playgrounds, etc.).

Customers are French (60% of sales) as well as Dutch, Belgian, British and German.

Sandaya's business model is based on a full control of the value chain of campsite operations through: (i) ownership (or long-term lease) of land with high value seafront locations; (ii) ownership of accommodation, with a frequently renewed fleet consistent with the group's premium positioning; (iii) direct management of each site, consistently applying best practices across the group and systematically monitoring customer experience; and (iv) direct distribution through an e-commerce website, a call centre, a paper catalogue and an *ad hoc* sales force for company work councils (Comités d'Entreprises).

#### 2) Why did we invest?

Sandaya operates on a growing, resilient and highly fragmented end market, with premiumisation and consolidation trends.

The company has a differentiated and superior offering, with an "integrated branding" business model allowing for revenue optimisation through occupancy rate and pricing management, strict control of land, operation and distribution costs, and a uniform branding strategy.

The management team includes visionary entrepreneurs, who are former CEOs of large structured players in the leisure accommodation industry (Pierre et Vacances and Center Parcs) with a proven track-record of consolidation, having successfully negotiated, integrated and optimised 16 acquisitions from 2011 to 2017.

Sandaya has strong growth potential, both organically and through acquisitions.

#### 3) How do we intend to create value?

The investment strategy is based on the following drivers: (i) external growth: consolidation of a highly fragmented

premium campsites market to benefit from economies of scale; (ii) optimisation of commercial methods through digitalisation: yield management, increased occupancy rates, increased online sales, etc.; (iii) internationalisation: growing sales presence in selected European countries to optimise off-peak occupancy and pricing; and (iv) optimisation of financial structure: refinancing of land-owning subsidiary to free up the necessary cash resources to finance acquisitions.

#### 4) What has been achieved?

By June 2017, Sandaya had already acquired three campsites (adding 1,410 pitches), with a further five campsites signed for the 2018 season (1,830 pitches) and one campsite signed with a management contract giving the option to buy in 2021 (310 pitches).

The company is also working on optimising RevPar (Revenue per Available Room), at constant scope, with owned mobile homes replacing tour operators and empty pitches.

Sandaya has also strengthened its team by hiring Jean-Yves Challies as Managing Director in charge of sales, marketing and digital and of a build-up/M&A manager.

#### 5) How is it performing?

For the 2016/17 financial year (FYE 31 October), the company generated revenue of €37m, up 33% compared to prior year, owing to a 7% increase in business at constant scope (11 campsites) and the acquisition of three campsites at the start of the season. On a pro forma basis including the five sites acquired for the 2018 season, revenue increased 29% to €46.8m and EBITDAR (1) 34% compared with 2015/16.

Despite a decrease in valuation multiples, the valuation of the investment in Sandaya grew by €1.2m during the financial year 2017, reflecting the company's performance.

#### 6) How will we crystallise value?

Sandaya is expected to become a leading premium campsite operator in Europe and will therefore be attractive for both European generalist outdoor accommodation players and private equity funds.

SECTOR	COUNTRY	DATE OF INVESTMENT	RESIDUAL COST IN €M	FAIR VALUE IN €M	% OF THE PORTFOLIO AT FAIR VALUE
#	France	2016	17.6	18.7	2.1

#### **OTHER COMPANIES BY SECTOR**



73.6

% of the portfolio at fair value

## TMT - 12 other companies

Company	Country	Business description	Annual turnover (in millions of euros)
Connecting to Customers www.vocalcom.com	France	Vocalcom is a provider of software for multi-channel customer services, including telephone calls, text messages, e-mail, video calls, web contact, social networks, point-of-sale and mobile customer management. The company is among the world's leading providers of technological solutions for contact centres, with more than half a million agents in more than 3,500 centres using its solutions on a daily basis.	33
Www.gfi.world	France	Gfi Informatique is a major player in value-added IT services and software in France and Southern Europe. The Group has about 15,000 employees, over 40 branches in France and eight international agencies in Europe and Morocco.	1,132
ThoughtWorks* www.thoughtworks. com	United States	ThoughtWorks is a global software development and digital transformation consulting company. Incorporated in 1993, ThoughtWorks has grown from a small group in Chicago to over 4,500 employees spread across 42 offices in 15 countries. The company, a pioneer in agile software development, has been at the forefront of software design and delivery since its inception. ThoughtWorks is dedicated to improving the way software is developed and has guided IT leaders and teams through enterprisewide digital transformation, driving operational efficiencies and competitive advantage.	389*
www.oni.pt	Portugal	Nowo is Portugal's second-largest cable operator. The company provides television, broadband internet access and fixed telephony services. It reaches 25% of the Portuguese market, with 910,000 homes passed. Headquartered in Lisbon, the company employs some 200 people and has 20 stores. ONI is the fourth-largest B2B telecommunications provider in Portugal, focusing exclusively on B2B services. The company operates its own network (more than 9,000 km of fibre optic lines) covering 85% of Portugal. Headquartered in Lisbon, the company employs about 250 people.	117
BUSINESS SOFTWARE www.exact.com	Netherlands	Exact Software is the leading Dutch provider of business software for SMEs. Exact develops industry-specific on-premises and cloud-based solutions in a wide variety of industries. It has 1,550 employees in 15 countries.	183
GlobalLogic www.globallogic.com	United States	GlobalLogic is a leader in outsourced R&D services. The company operates design and engineering centres around the world, offers its services to international customers in the digital media, electronics, healthcare, infrastructure, finance, retail and telecom industries.	415*

<sup>\*</sup> Revenue converted into millions of euros based on exchange rates prevailing on 31 December 2017.



#### TMT

Company	Country	Business description	Annual turnover (in millions of euros)
ENGINEERING  www.eng.it	Italy	Engineering Ingegneria Informatica is a leading Italian IT services provider. The group employs ca. 7,800 people, essentially in Italy and Brazil. It provides system integration services, software applications and outsourcing services to more than 1,700 customers. Engineering operates primarily across four core sectors: Public Administration & Healthcare, Telco & Utilities, Industry & Services, and Financial Services.	985
*Software Solutions www.ecisolutions.com	United States	ECi Software Solutions provides industry-specific business management software and services, focusing on cloud-based technologies. For 30+ years, ECi has served small to medium-sized manufacturing, wholesale/retail distribution, building and construction, and field and IT services organizations. ECi is headquartered in Fort Worth, Texas, USA, with offices throughout the U.S., England, the Netherlands, Australia and New Zealand.	168*
<b>EVRY</b> www.evry.com	Norway	EVRY is one of the leading IT companies in the Nordic countries, with a strong local and regional presence in 50 cities and towns. Evry has some 10,000 employees and operates mainly on the Norwegian and Swedish markets.	1,262*
attenti www.attentigroup.com	Israel	Attenti is a global provider of electronic monitoring technologies, serving hundreds of national, federal, state, and local correctional and law enforcement agencies around the world. The business offers a differentiated full range of Global Positioning Systems, Radio Frequency, alcohol verification monitoring and tracking solutions, supported by an integrated software monitoring platform.	80*
duckcreek technologies www.duckcreek.com	United States	Duck Creek is a leading provider of modern software technology to the P&C insurance carrier market. Founded in 2000, the company is now the second largest P&C insurance software vendor in the United States and with the acquisition of Agencyport, has over 1,000 employees, six offices in the United States and a presence in the UK, Spain, India and Australia	152*
ZenSar TECHNOLOGIES Your Transformation Partner WWW.zensar.com	(india	Zensar Technologies Ltd is a listed Indian company that provides software and infrastructure services to leading global customers in the manufacturing, retail and high-tech industries. With over 8,000 employees, the company has a sales and operations presence in the US, the UK, continental Europe, the Middle East, South Africa, Singapore and Australia.	380*

<sup>\*</sup> Revenue converted into millions of euros based on exchange rates prevailing on 31 December 2017.



Presentation of the Company



% of the portfolio at fair value

## **HEALTHCARE - 8 other companies**

Company	Country	Business description	Annual turnover (in millions of euros)
<b>Unilabs</b> www.unilabs.fr	Switzerland	Unilabs is a leading pan-European diagnostics company, providing laboratory and radiology services to public and private healthcare providers (hospitals, GPs, occupational health units), county councils, insurance companies and outpatients, as well as to the pharmaceutical industry and clinical research organisations. Unilabs is active in 12 countries (Denmark, Finland, France, Italy, Norway, Portugal, Spain, Sweden, Switzerland, the UK, UAE and Peru) with strong market positions in Switzerland, France, Iberia and Scandinavia. The laboratory business generates over 80% of EBITDA, mainly from France, Switzerland and Scandinavia, and the medical imaging business generates the remainder.	805
SYNERON CANDELA www.syneron-candela.	United States	Syneron Candela is a leading global non-surgical aesthetic device company based in Israel and the United States. The company provides advanced solutions for a broad range of medical-aesthetic applications including body contouring, hair removal, wrinkle reduction, tattoo removal, women's intimate health, improving the skin's appearance through the treatment of superficial benign vascular and pigmented lesions, and the treatment of acne, leg veins and cellulite.	240*
www.vyaire.com	United States	Vyaire Medical is a carve-out of the Respiratory Solutions Business of US group Becton Dickinson. Vyaire Medical is the world leader in respiratory diagnostics, ventilation and post-anaesthesia monitoring.	668*
NuPharm www.nupharm.com	Germany	NuPharm365 is a leading generic pharmaceuticals company focused on treatments for central nervous system disorders. The company was formed in 2016 from the merger of Neuraxpharm Arzneimittel in Germany and Invent Farma in Spain.	193

<sup>\*</sup> Revenue converted into millions of euros based on exchange rates prevailing on 31 December 2017.



#### SANTÉ

Company	Country	Business description	Annual turnover (in millions of euros)
KEPRO INTELLIGENT VALUE  www.kepro.com	United States	Kepro is a leading provider of care coordination and quality assurance services primarily for US State and Federal healthcare payers as well as certain self-funded, Taft-Hartley union organisations. The company's services include (i) quality management services to evaluate if care was appropriately administrated, (ii) care and utilisation management services to coordinate and ensure proper care is provided, and (iii) assessments to determine if patients meet eligibility requirements.	136*
www.onecallcm.com	United States	One Call Care Management is the market-leading provider of medical solutions for US workers' compensation. The company aims to contain medical costs for employers by leveraging a network of providers in various fields such as laboratory testing, homecare, dental care, and physical therapy.	1,265*
I deal Protein www.idealprotein.com	Canada	Ideal Protein is a Canadian company specialised in the development of weight-loss and wellness solutions. The company has developed a comprehensive weight-loss protocol and has partnered with over 3,000 doctors' offices, medical clinics, multi-provider practices, chiropractors and pharmacies in the US and Canada who offer and administer the programme to dieters.	160*
genex. www.genexservices.com	United States	Genex is a leading US provider of integrated managed care services in the workers compensation sector, focused on controlling healthcare costs and reducing disability expenses during recovery. The company provides insurers, employers, and third-party administrators with a broad array of cost-containment solutions in the United States and Canada.	370*

<sup>\*</sup> Revenue converted into millions of euros based on exchange rates prevailing on 31 December 2017.

Presentation of the Company



% of the portfolio at fair value

## **SERVICES - 10 other companies**

Company	Country	Business description	Annual turnover (in millions of euros)
www.azelis.com	Belgium	Azelis is a leading distributor of specialty chemicals in Europe. It provides a diverse range of products and innovative services to more than 20,000 customers, in more than 35 countries worldwide. In 2015 Azelis completed the acquisition of Koda Distribution Group, the largest distributor of specialty chemicals in the US market, enabling it to significantly enhance its position globally.	1,703
AssuredPartners <sub>INC.</sub> www.assuredptr.com	United States	AssuredPartners is one of the largest independent insurance brokerage firms in the United States with offices in over 30 states, the District of Colombia and London. Through its network of agencies, AssuredPartners provides property & casualty insurance brokerage services to commercial and individual customers.	793*
safetykleen www.safetykleen.eu	United Kingdom	Safetykleen is a leading service provider of surface treatment and chemical application services, with operations in Europe, Turkey, Brazil, and China. The company provides industrial component, part and tool cleaning equipment, tailored chemicals, with regular scheduled services and spent chemical collections. It provides customerefficient outsourcing solutions to address a wide range of critical manufacturing and maintenance, repair and overhaul processes across Metalworking, Transportation and Manufacturing sectors.	264*
国泰君安证券 GUOTAI JUNAN SECURITIES WWW.gtja.com	China	Guotai Junan Securities is a leading securities company in China with an extensive network of businesses providing clients with specialised investment and financing services. It is listed in Shanghai and Hong Kong.	4,163*
tosca. www.toscaltd.com	United States	Based in Atlanta, GA, Tosca provides innovative supply chain solutions and reusable packaging across a diverse range of perishable markets including eggs, produce, protein, and cheese. Tosca collaborates with growers, suppliers and retailers to deliver the best flow of perishables throughout the entire supply chain. Tosca's reusable plastic containers - the most comprehensive portfolio in the industry - improve product protection, lower costs and are more sustainable than single-use packaging.	85*

<sup>\*</sup> Revenue converted into millions of euros based on exchange rates prevailing on 31 December 2017.



#### **SERVICES**

Company	Country	Business description	Annual turnover (in millions of euros)
Quality Distribution www.qualitydistribution. com	United States	Quality Distribution Inc. operates the largest bulk tank truck network in North America. The company provides transport and delivery services for each of the top 100 chemical producers in the world. It has over 125 offices across North America and more than 3,000 drivers and franchises working with the company.	787*
BOATS GROUP www.boatsgroup.com	United States	Boats Group (formerly Dominion Marine Media) operates the leading digital classifieds marketplaces for recreational marine vehicles in North America and Europe and provides marketing software solutions to its broker and dealer customers. The company's core websites include BoatTrader.com, YachtWorld.com and Boats. com, which attract over 62 million unique visitors annually to more than 300,000 unique boat and yacht listings. Boats Group's digital solutions serve over 5,000 dealers and brokers in more than 143 countries.	39*
SHRIRAM City MONEY WHEN YOU NEED IT MOST  http://shriramcity.in	(india	Shriram City Union Finance is a listed Indian company specialising in retail financial services: loans to small- and medium-sized enterprises, finance for two-wheelers and loans against gold. The company focuses on customer segments under-served by other mainstream lenders, and is able to effectively address these customers with a 25,000-strong field force and a unique, de-centralised operating model.	388*
MANAPPURAM FINANCE LIMITED www.manappuram.com	[Inda	Manappuram Finance is the second-largest lender against gold in India, with a loan book of \$2.1bn. It is listed in Mumbai.	307*
⑤ 中国华融资产管理股份有限公司 CHINA HUAKONG ASSET MANAGEMENT CO., LTD.  WWW.Chamc.com.cn	China	China Huarong Asset Management Co., Ltd ("Huarong") is the largest asset management company in China by AUM with a full set of financial services licences and a specialisation in non-performing loans processing and lending to SMEs. The company is headquartered in Beijing, with 30 branches across China and a nationwide branch network. It went public in Hong Kong in October 2015.	14,864*

<sup>\*</sup> Revenue converted into millions of euros based on exchange rates prevailing on 31 December 2017.



% of the portfolio at fair value

## **CONSUMER - 6 other companies**

Company	Country	Business description	Annual turnover (in millions of euros)
MATCHES FASHION.COM MODERN LUXUMY BROPPING WWW.matchesfashion.com	United Kingdom	MATCHESFASHION.COM is a leading global luxury-shopping destination for men and women, offering a modern edit of over 450 established and new generation designers. MATCHESFASHION. COM generates over 90% of its sales online (of which more than 80% is outside the UK), delivers to over 176 countries and offers 24/7 advice through MyStylist, its dedicated fashion-concierge team, plus its London stores and at its private-shopping townhouse. Headquartered in The Shard, MATCHESFASHION.COM employs over 500 people.	230*
idealista.com www.idealista.com	Spain	Idealista is the largest online real estate marketplace in Spain with over 10 million monthly users. Delivering over 300m page views a month, idealista.com is an essential lead generation tool for real estate agents and private real estate sellers/landlords.	51
wehkamp www.wehkamp.nl	Netherlands	RFS Holland Holding BV owns Wehkamp, the leading Dutch online retailer in fashion, electronics and home & garden. It caters for the typical middle-class family and has established itself as a household brand in the Netherlands.	620
Cole∯Haan www.colehaan.com	United States	Cole Haan was founded in 1928 and is one of the leading American designers and retailers of premium men's and women's shoes, apparel and accessories. The company sells through leading department stores, its own stores in the United States, Canada, China and Japan, and through its e-commerce site.	498*
GROUPE ROYER www.grouperoyer.com	France	With around 30 million pairs sold each year, Royer is Europe's second-largest seller of shoes (licences and brands owned by the group). It distributes some 30 brands (New Balance, Kickers and Hello Kitty, among others), primarily through independent retailers, specialist retail chains, mass-market retail chains and e-commerce sites.	278
FULLBEAUTY BRANDS*  www.fullbeauty.com	United States	Fullbeauty Brands is the direct-to-consumer market leader in the US plus-size apparel market. Its brands and products are marketed through Fullbeauty's integrated print and digital channels, including its online marketplace, www.fullbeauty.com. Fullbeauty has been serving the US plus-size customer for over 100 years and today has a base of more than 13 million customers.	762*

<sup>\*</sup> Revenue converted into millions of euros based on exchange rates prevailing on 31 December 2017.

## 1.3 BUSINESS DESCRIPTION

#### 1.3.1 THE PRIVATE EQUITY BUSINESS

#### WHAT IS PRIVATE EQUITY?

Private equity consists of investing in unlisted private companies with the intent of developing them and improving their business performance.

In the private equity model, a team of professional fund managers takes a stake in private companies, usually with a specific investment thesis and a detailed value creation plan. In general, private equity investors are able to ensure that the interests of all stakeholders in a deal are aligned, thus ensuring that the companies they invest in are managed in the best interests of the Company's management team, the private equity fund investors and the private equity fund managers.

The private equity ownership model can be applied to a wide range of Company types, sizes, sectors and geographies. Private equity ownership plays a key role at many stages in a company's history: a change in the scale of a business, a required change in ownership, a change in strategic direction, or a change in the structure and operations of a business. The common factor is that all investee companies have unrealised potential. Private equity investment aims to unlock this potential through specific value creation plans.

Private equity performance is generally measured and evaluated in terms of multiples of the amounts invested, and the internal rate of return (IRR).

#### ADVANTAGES OF PRIVATE EQUITY

Given the structure of private equity ownership, this model presents a number of advantages that facilitate value creation and the realisation of capital gains over time:

- large universe of target companies offering many opportunities;
- time and resources to study and assess investment opportunities, and to analyse and value the target companies best-positioned to grow and capitalise on the secular trends within those industries, as well as to analyse potential risks and how best to mitigate them;
- committed, long-term ownership, that is not concerned with short-term performance targets, but focused on achieving broad and long-term value creation in line with an investment thesis and with precise value creation objectives;
- the ability to modify business plans or change management teams as required in order to achieve objectives;

- clear accountability between Company executives and shareholders, combined with a precise road map and incentive measures directly linked to value creation; and
- the ability to access debt markets and to partially fund acquisitions through debt.

#### **DISADVANTAGES OF PRIVATE EQUITY**

- the due diligence process in private equity can translate into high costs. Exploiting the vast and unregulated set of opportunities that private companies represent requires resources, infrastructure and expertise;
- the average private equity investment cycle leads a significant part of performance to be skewed towards the last years of the life of a fund. Accordingly, fund performance must be assessed over the long term;
- restricted access: investing in private companies is restricted to a small Group of investors. The traditional way of investing in private equity is through a Limited Partnership or an FCPI (fonds professionnel de capital investissement, or private equity fund. These vehicles are reserved for institutional investors, i.e. financial institutions and other large, sophisticated investors, able to commit substantial capital and to forego a return on their investment for a relatively long period of time. Limited partnerships and private equity funds require investors to commit a minimum amount, usually €10m or more, which is "locked up" for several years. They are commonly structured as ten-year vehicles, during which time the investor has no access to the funds invested.

## LISTED PRIVATE EQUITY FUNDS: PROVIDING SIMPLER ACCESS TO THE ASSET CLASS

Listed private equity (LPE) companies, such as Altamir, are public companies that invest in a portfolio of predominantly private enterprises. Shares of LPE companies are bought and sold on stock exchanges in the same way and alongside other public industrial and financial companies.

Listed private equity provides the same underlying returns on investment as traditional private equity, but in a way that stock market investors can access without minimum investment requirements or lock-up periods. Other benefits of LPE investing include exposure to multiple vintages, and capital being put to work immediately (rather than relying on "capital calls" when investments are identified, as is the case in traditional private equity). The shares of listed private equity companies are often priced at a discount to the underlying NAV (an advantage or a disadvantage depending on the perspective taken).

## 1.3.2. PRIVATE EQUITY MANAGEMENT COSTS

#### PRIVATE EQUITY FUND MANAGEMENT COSTS

These costs can be grouped into four categories:

- annual management fees paid to the fund management companies;
- transaction fees and/or fees for monitoring portfolio companies;
- administrative and operating costs not covered by the management fee; and
- the performance fee paid to managers, referred to as carried interest.

## Annual management fees paid to the fund management companies

- a) Management fees are calculated on the committed capital of the fund investment period (five to six years). For the remaining four to five years, the fees are calculated either at a declining rate on the same base or at the same or lower rate on the amount of invested capital (at cost).
  - During the investment period, the rates applied vary depending on the size of the fund. The rate for funds with over €3bn is 1.5%, and 2% for smaller funds down to the €1.5-2bn range.
- b) These management fees cover all the functions necessary for proper management of the fund, except for operating expenses, which are charged to the fund in addition to management fees.

## Transaction fees and/or fees for monitoring portfolio companies

The management companies invoice these fees directly to the portfolio companies and as such they do not appear in the accounts as costs borne by the funds.

Transaction fees are invoiced when a company is acquired and/or sold by the fund and generally amount to 1% or 2% of the overall transaction amount. Monitoring fees are invoiced at a flat rate on an annual basis.

Base and rate practices vary significantly from one Management Company to another. The prevailing market trend is that the fees paid directly by the portfolio companies are deducted from the annual management fees paid by the fund.

## Administrative and operating costs not covered by the management fee

There are three types:

- fund establishment costs, which may total several million euros;
- fund administrative costs (custodian, Statutory Auditors, "Board of Advisors" and Annual General Meeting costs, as well as legal, insurance, administration, accounting costs, etc.); and
- abort fees: these are fees incurred to perform due diligence on investment opportunities (all types of audit, accounting, strategy, human, environmental, tax, legal, etc.) for projects that are ultimately abandoned, regardless of the reason. For opportunities that lead to an investment, the fees incurred are included in the cost of investment and as such do not appear as fees charged directly to the fund, although it is ultimately the fund that pays them.

#### **Carried interest**

Carried interest is the profit sharing that the managers of a private equity fund receive in relation to the fund's performance. It represents the portion of the fund's capital gain attributable to its managers, typically 20%, provided a minimum annual IRR (or hurdle rate), most often 8%, is reached; it is net of management fees. If the minimum IRR is not reached, no carried interest is due. If the minimum IRR is reached, carried interest is due on the entire capital gain, net of management fees.

Today there are two major practices:

- the American practice, which consists in calculating carried interest on an "investment-by-investment" basis, meaning that loss-making investments are segregated from profit-generating investments: and
- the European practice, which calculates carried interest on the fund as a whole, with loss-making investments being deducted from profit-generating investments.

#### Specific case of private equity funds of funds

These funds bear two layers of costs:

- direct costs, i.e. the four categories of costs, as explained above, with management fees and carried interest charged at significantly lower rates than that of funds that invest directly;
- indirect costs, i.e. expenses paid by the funds in which the fund of funds has invested.

From an accounting perspective, only direct costs borne by the fund of funds are recognised. The indirect costs are accounted for in the net performance of the underlying funds.

## MANAGEMENT COSTS OF LISTED PRIVATE EQUITY COMPANIES

## Listed private equity companies are not a homogeneous group

Listed private equity companies have an unlimited lifespan, unlike funds, which generally have a ten-year lifespan and are designed to self-liquidate.

Naturally, these companies adapt their investment strategy and operations over time. As investments are made in unlisted companies with a long-term horizon, the time needed to transition from one configuration (resulting from the initial strategy) to another (reflecting the new strategy) is very long.

In addition, the origins of listed private equity companies are diverse. They may be traditional holding companies or financial companies that have chosen to adopt the private equity model, or companies created by asset management companies specialising in managing private equity funds, etc.

Private equity funds can be classed into clearly identified categories according to the fund's strategies, and the characteristics of the funds within each category are closely comparable. The same is not true, however, for listed companies. There are far fewer of them than there are funds, and they are generally more hybrids:

- in their operations (self-managed companies, i.e. the managers are employees of the listed entity, or companies managed like funds by a Management Company);
- in their investment processes: direct investment in companies, investment via their own funds in which other investors also participate, investment via funds managed by third parties. Note that these three processes can exist together;
- in the way in which the management teams are remunerated (method for calculating management fees and carried interest). The base used for calculating management fees is very heterogeneous committed capital, gross amounts invested, statutory net book value, etc. and rates vary depending on the nature of the investments. The same applies to the calculation of carried interest:
- in the way in which transactions are recognised for accounting purposes.

#### Management fee categories

Firstly, there are the same four cost categories as for private equity funds. In the administrative and operating costs category, the costs are generally higher owing to the Company's listing. There are also two additional cost categories:

Interest expense: unlike private equity funds, which leave the responsibility of managing cash to their investors, listed companies must manage their cash and the associated risks. At the very least, listed companies must set up credit lines to manage the timing differences between generating proceeds from divestments and making investments; Taxes: the majority of funds are tax transparent. This is not the case, however, for listed companies, although the majority of them choose a favourable tax status (British trusts, French SCRs, companies based in Luxembourg or the Channel Islands).

Self-managed companies that employ management teams and bear all their own costs relating to investing, creating value and exiting investments by definition do not pay management fees. In the same vein, the carried interest allocated to managers can take a wide variety of forms, such as bonuses, bonus shares and stock options, etc.

#### Accounting policies and cost transparency

Companies investing part of their assets *via* funds can choose between two principal accounting methods:

- a) a fully transparent presentation of the financial statements, under which investments made via third parties are recognised as though they had been made directly. Under this format, the Company presents gross investment performance on the one hand and all costs<sup>(1)</sup> on the other, whether these costs are borne directly by the listed entity or by the underlying funds;
- b) a net presentation of the performance of investments made via funds, i.e. after deducting the management fees and carried interest paid by the funds. Companies adopting this accounting method therefore recognise only the following information in their financial statements:
  - management fees charged to the listed Company,
  - administrative and operating costs not covered by the management fee, and
  - carried interest, if any, paid by the listed Company;
     Accordingly, the expenses and carried interest paid by the underlying funds are not directly visible in the listed Company's financial statements.
- c) notwithstanding the above, companies investing part of their assets in funds they manage directly, as opposed to funds managed by third-parties:
  - recognise all expenses related to these funds in their statements if they invest via dedicated funds that they consolidate, or
  - recognise part of these costs, such as management fees, which might be found only in the notes to the financial statements.

#### Management cost comparison

Shareholders wishing to compare total management costs among the various listed companies face a daunting task as there is currently no transparency with regard to overall costs: Altamir is, as explained hereafter, an exception.

Even a comparison of direct costs can only be made if investors have a thorough understanding of the business model (investments made directly or *via* funds), the respective weightings of these two investment types, if both are used, the legal form of the entities and the accounting methods used.



#### PRESENTATION OF THE COMPANY AND ITS ACTIVITIES

Business description

Assuming that investors have been able to calculate the overall or direct costs of the companies they wish to compare, one question still remains:

## WHICH DENOMINATOR SHOULD BE USED TO COMPARE THE EXPENSES OF ONE ENTITY WITH THOSE OF ANOTHER?

#### a) Denominator for the overall cost approach

The ratio:  $\frac{\text{Total costs}}{\text{Net Asset Value (NAV)}}$  is not appropriate

if the management fees paid by underlying funds are included in total costs, since the management fees are calculated based on the capital committed to the funds. There is a long lead time, generally three to four years, before this capital is put to work and a period of at least two years before an investment begins to appreciate in value. Consequently, costs increase, whereas for two or three years the NAV does not due to these investments (the J-curve effect).

For this reason, we recommend the ratio used to compare the expenses of private equity funds that invest directly:

The ratio: Total costs
Subscribed and invested capital

To use this ratio for a listed private equity Company, two adjustments are necessary:

- a) interest and taxes (specific to private equity companies, see above) must be deducted from overall costs. This adjustment is not necessary when comparing listed private equity companies with each other;
- b) to calculate the denominator, the total of direct investments at cost must be added to the capital committed to the funds. Committed capital may change during the year. In such cases, an average of starting and ending balances should be used.

#### b) Denominator for the direct cost approach

The following ratio is best suited:

Total direct costs

Average NAV

where the average NAV is the average of the opening NAV and closing NAV.

#### 1.3.3 ALTAMIR'S INVESTMENT POLICY

#### FROM FOUNDING UNTIL 2011

Co-investment with the funds managed by Apax Partners SA (now Amboise Partners SA), up to the Apax France VII fund.

From December 1995, when it was listed on the stock exchange under the name Altamir & Cie, the Company co-invested *pari passu* with the funds managed by Apax Partners SA, based on their respective amounts of assets under management. On 31 March 2006, a new Company, Amboise Investissement, was created and listed on the stock exchange. Also advised by Apax Partners SA, Amboise Investissement co-invested pari passu with the Apax France funds and Altamir, based on the amount of assets under management. Altamir and Amboise Investissement merged on 4 June 2007, and the new Company took on the name of Altamir Amboise. Altamir Amboise continued to co-invest according to the same terms and based on assets under management in every transaction in which the private equity funds managed by Apax Partners SA invested. In April 2007, the Company and Apax Partners SA signed an agreement setting out the rules of coinvestment ("co-investment agreement").

Since its creation, the Company has been able to make use of an adjustment facility to adjust its co-investment rate at the beginning of each calendar half-year for the six months to come based on its cash flow forecast.

In the event of a follow-on investment, the percentages invested by the Company and the fund were the same as those of the initial investment (and not that in effect as of the date of the follow-on investment, if different).

The co-investment percentages evolved as follows:

	_		Investment pe	rcentage		
Fund	Date	FPCI (private equity fund)	Altamir & Cie	Amboise Invest	Altamir Amboise	Total
Apax France VII	01/07/2006	50%	25%	25%	-	100%
	01/07/2007 <sup>(1)</sup>	57%	-	-	43%	100%

<sup>(1)</sup> Merger of Altamir and Amboise Investissement.

As of 31 December 2017, the Apax France VII fund was fully invested and can therefore make no new investments. However, it may be required to make follow-on investments in existing portfolio companies. The Company therefore also has a residual commitment to co-invest its share, estimated to be in the region of €2m.

In November 2017, Altamir announced its intention to support Altran's acquisition of Aricent, which could represent an additional investment of €13m alongside the Apax France VII fund and increase Altamir's residual commitment to invest alongside this fund to a total of €15m.

#### **SINCE 2011**

#### Investment *via* the funds managed by Apax Partners SAS, the first being the Apax France VIII fund, raised in 2011

At the end of 2010, as part of the Company's long-standing succession planning, Maurice Tchenio, the founder of Apax Partners SA, transferred responsibility for the future development of Apax Partners France to his partners, under the supervision of Eddie Misrahi. Accordingly, a new Management Company was created: Apax Partners MidMarket SAS (now Apax Partners SAS), approved by the AMF (l'Autorité des Marchés Financiers).

Thus, for the first time since Altamir was launched, decision-making power for Altamir Gérance and the Management Company of the Apax France VIII private equity fund were no longer vested with the same person.

Consequently, it was decided that Altamir would now invest through the Apax France VIII fund rather than in each company individually alongside the fund, as was previously the case.

In practice, in the previous configuration, Altamir's decision to invest alongside the Apax funds consisted in determining the co-investment percentage at the launch of each new fund, and in refining this percentage at the start of each half-year period based on Altamir's available cash. In the new configuration, the decisions to be made are virtually identical: on the launch of the France VIII fund, Altamir determined the minimum and maximum amounts that it wanted to invest in the fund. As in the past, Altamir has the option of refining this percentage at the start of each half-year period. In the new configuration as in the previous one, the Management Company of Altamir has no influence over investment and divestment decisions.

Altamir invests in a dedicated fund called "Apax France VIII-B", in which Altamir is the only investor. All other investors are grouped in the fund called "Apax France VIII-A". The fund operates in such a way as to enable Altamir to recognise capital gains on divestments in its income statement as soon as they are realised, thereby ensuring maximum accounting transparency without penalising the Company's ability to pay dividends.

Shareholders approved the changes to the Articles of Association resulting from these new procedures at their 29 April 2009 General Meeting. Since 2011, Altamir has invested directly in the FPCI Apax France VIII-B. All measures have been taken to ensure that there is no change regarding recognition of income nor double invoicing of management fees.

Similarly, to avoid double payment of carried interest on the performance of the Apax France VIII-B fund, the fraction of Altamir's income deriving from this fund is excluded from the calculation of payments to the general partner and Class B shareholders.

Additional amendments to the Articles of Association were approved by shareholders at their 29 March 2012 Combined General Meeting. The purpose of these new amendments is to extend the modus operandi to future funds or entities managed by Apax Partners MidMarket (now Apax Partners SAS) as well as those advised by Apax Partners LLP.

Altamir's total subscription in Apax France VIII-B was €277m. In 2016, Altamir committed between €226m and €306m to Apax France IX, the new fund raised by Apax Partners MidMarket (now Apax Partners SAS). This amount can be adjusted every six months based on the Company's foreseeable cash position.

## Investment *via* funds managed by Apax Partners LLP, the first being Apax VIII LP, raised in 2012

In 2012, Altamir expanded its international investment strategy to include investments in the funds advised by Apax LLP, which allowed the Company to:

- i. remain faithful to its investment strategy: Apax Partners LLP and Apax Partners France share the same investment strategy. They invest in growth companies as the majority or lead shareholder, with ambitious value-creation objectives, and they specialise in the same sectors;
- ii. diversify geographically and in terms of transaction size:

  Apax Partners LLP invests in Europe (outside France), North

  America and the principal emerging economies (Brazil, China,

  India), relying on its well-staffed team of 100 experienced

  professionals distributed across its eight offices worldwide.

  Apax Partners LLP carries out its LBO and growth capital

  transactions on larger companies: €500m-€3bn in enterprise

  value, vs. €100m-€500m for Apax Partners France;
- iii. capitalise on the performance of two management companies (Apax Partners LLP and Apax Partners SAS) that are leaders in their respective markets.

In 2012, Altamir made a commitment to invest €60m in the Apax VIII LP fund, which is advised by Apax Partners LLP. In 2016, the Company made a commitment to invest €138m in the Apax IX LP fund.

The half-yearly adjustment mechanism does not apply to Altamir's investment in this fund.

## Occasionally, in co-investment alongside these funds

When an investment identified by Apax Partners for its funds requires a capital investment exceeding an amount that the funds wish to commit out of their own capital, the funds' investors are in most cases invited to co-invest in the new portfolio companies, should they wish to. In the interest of optimising its treasury management, Altamir has informed the two management companies, Apax Partners SAS and Apax Partners LLP, of its interest in participating in co-investment transactions. The first co-investment of this kind was made in December 2013 when Altamir co-invested alongside Apax France VIII in Snacks Développement. Two additional co-investments were made in 2016, in Marlink and InfoVista, and two more in 2017, in CIPRÉS Assurances and ThoughtWorks.

#### 1.3.4 ALTAMIR'S CASH MANAGEMENT AND PERFORMANCE OPTIMISATION STRATEGY

#### **CASH MANAGEMENT STRATEGY**

One of the key challenges for a listed private equity Company is managing its cash. Unlike private equity funds, where the responsibility for cash management is left to the subscribers (each new investment is financed by a call for funds from the unitholders and divestment proceeds are distributed immediately), listed companies finance new investments through their available cash, which is generated by divestments.

A listed private equity Company needs to avoid two pitfalls in its cash management: firstly, having too much cash, which could hamper its performance; and secondly, not being able to meet subscription commitments for the funds in which it has invested, which could result in the Company incurring heavy penalties or being required to seek external funds at unfavourable terms.

Borrowing is one potential solution to this problem. Altamir believes that this strategy introduces a significant risk factor. In addition, its SCR (société de capital risque) tax status limits its potential to take on debt to 10% of its statutory net book value (€60m at year-end 2017). Rather, Altamir's financial strategy is to set up credit lines for the maximum amount allowed under tax regulations, but to only draw on these credit lines to meet potential timing differences arising between the receipt of divestment proceeds and investment payments.

## ALTAMIR'S PERFORMANCE OPTIMISATION STRATEGY

The Management Company considers that two conditions need to be met to optimise Altamir's long-term performance:

- the ratio of the amount invested at cost/statutory net book value should be as close as possible to 100%;
- investment quality should conform to the Company's risk/ return investment strategy.

To achieve these objectives, every three to four years, when new Apax funds are launched, the Board of Directors of the Management Company and the Supervisory Board prepare a forecast of expected divestments for the next three to four years in order to determine the total amount that can be invested, taking into account requirements related to management costs and dividend policy.

In 2015/16, the Boards approved the Management Company's recommendation to invest around €500m over the period 2016-19, allocated as follows:

- €306m to the Apax France IX-B fund;
- €138m to the Apax IX LP fund;
- €62m to co-investments.

This €500m investment does not imply that the credit lines will be used.

The divestment forecasts are clearly uncertain, while the subscription commitments in the funds are irrevocable and give rise to significant penalties if the commitments are not met. However, the Management Company can use three mechanisms to deal with these uncertainties:

- if divestment volumes are insufficient:
  - it can use available credit lines,
  - it can decide not to use the sum available for co-investments,
  - it can reduce the commitment made to the Apax France IX-B fund from €306m to €226m;
- if there is an excess of divestment volumes:
  - it can increase the volume of co-investments;

Introducing co-investments into Altamir's investment strategy gives the Company additional upward and downward flexibility to achieve its objective of being invested at 100% of its statutory net book value.

In addition, the co-investments alongside the Apax funds do not bear the management fees and carried interest for these funds. Instead, they form part of the management fees and carried interest due to Altamir Gérance and to Class B shareholders.

#### 1.3.5 ALTAMIR'S MANAGEMENT COSTS

#### CHARACTERISTICS OF ALTAMIR

Altamir is managed by its Management Company, Altamir Gérance, which is also the general partner. Altamir receives investment advice from Amboise Partners SA (ex-Apax Partners SA). Altamir and Altamir Gérance have no employees.

- Altamir's management costs comprise:
  - annual management fees,
  - administrative and operating costs not covered by the management fee,
  - carried interest (performance-based profit sharing);

Since their creation, Altamir, Apax Partners SA, Apax Partners SAS and Apax Partners LLP have pursued a policy of deducting the transaction and monitoring fees charged directly to the portfolio companies from the management fees charged to the funds.

Altamir's investment process is in a transition phase. From its creation in 1995 until 2011, Altamir co-invested alongside the funds managed by Apax Partners SA. Since 2011, Altamir has invested primarily via the funds managed by Apax Partners SAS and Apax Partners LLP, with the option to co-invest alongside these funds when the opportunity arises. These funds are third-party funds in that Altamir Gérance has no economic ties with these two management companies.

As of 31 December 2017, direct investments still represented 36% of the portfolio at fair value and investments *via* funds represented 64%.

The transition phase is expected to last another two or three years and when it ends, investments via funds should represent over 80% of the Net Asset Value.

- Owing to the policy change in 2011, Altamir has two layers of costs:
  - direct costs,
  - indirect costs, i.e. the costs of the Apax France VIII-B, Apax France IX-B, Apax VIII LP and Apax IX LP funds, through which Altamir invests;
- From an accounting perspective, Altamir has opted for full transparency as described in paragraphe 1.3.2, unlike almost all other listed companies, which have opted to present the performance of their indirect investments net of management fees and carried interest.

#### **MANAGEMENT COSTS**

Altamir's management costs have been defined in the Company's Articles of Association since the Company was founded.

#### ■ Direct costs for investments carried out before 2011

Management fees are 2% excl. VAT per year (1% per half-year). They are calculated based on statutory net book value, which differs from Net Asset Value in that it does not include unrealised capital gains.

This differs from the base generally used to calculate management fees in the private equity industry, which is capital subscribed.

■ In accordance with private equity industry common practice, the management team receives 20% of net gains (carried interest) as per the Articles of Association. This 20% is allocated as follows: 2% is allocated to the general partner, and 18% to the Class B shareholders, who are the members of the investment team.

Since Altamir's inception, carried interest has been calculated based on adjusted statutory net income. This result includes realised capital gains and unrealised capital losses (impairment of securities) but does not include unrealised capital gains, contrary to IFRS income, which is used to determine Net Asset Value (NAV).

Restated net statutory income does not include financial income from cash investments. It does, however, include total adjusted losses from previous years if the losses have not yet been offset (high water mark).

There is no hurdle rate condition. Shareholders have not been penalised by the lack of a hurdle rate as the gross IRR on all of the divestments of LBO and growth capital transactions from Altamir's inception to 31 December 2017 amounts to 18.9%, which greatly exceeds the standard minimum IRR of 8%.

■ The costs specific to Altamir's operations include, among other things, accounting, CFO and investor relations services, which are supplied by Amboise group companies or by Apax Partners SAS and reinvoiced to Altamir at cost.

#### ■ Direct costs for investments carried out after 2011

Following the change in strategy to invest through the Apax funds, the Management Company has been remunerated on the same basis as pre-2011, with a corrective mechanism to exclude investments made *via* funds from the basis of calculation.

The co-investments made alongside the Apax funds, from which the funds charge neither management fees nor carried interest, remain in the statutory net book value for the calculation of the management fees due to Altamir Gérance.

Class B shareholders and the general partner do not receive carried interest on investments made *via* the funds. They may receive carried interest on co-investments, if these generate annual IRR in excess of the hurdle rate of 8%.

#### Indirect costs

Indirect costs invoiced to the Apax funds in which Altamir invests are identical to those paid by all other investors in these funds and are therefore in line with the market conditions as of the date the funds were created.

The carried interest due to the managers of these funds, *i.e.* Apax Partners SAS and Apax Partners LLP, must first clear an IRR hurdle rate of 8%.

The management fees and carried interest for the Apax France VIII-B, Apax France IX-B, Apax VIII LP and Apax IX LP funds were paid or recognised in 2017 at the rates indicated below.

#### **MANAGEMENT FEES PAID IN 2017**

Fund	Management fees
Apax France VIII-B	1.53% incl. VAT on capital committed (post-investment period)
Apax France IX-B	2% incl. VAT on capital committed (investment period)
Apax VIII LP	1.12% incl. VAT on net capital invested (post-investment period)
Apax IX LP	1.375% incl. VAT on capital committed (investment period)

#### **CARRIED INTEREST RECOGNISED IN 2017**

Apax France VIII-B,	20% of the realised or unrealised capital gain provided the 8% minimum annual IRR (hurdle rate) is
Apax France IX-B, Apax VIII LP	exceeded, net of management fees, calculated from the first euro of capital gain.

As of 31 December 2017, the IRR of the Apax France VIII, Apax France IX and Apax VIII LP funds exceeded the hurdle rate. No carried interest was recognised with respect to Apax IX LP.

Altamir has opted for a conservative accounting policy under which it recognises a provision for carried interest, even if the hurdle rate is not achieved in a given year.

#### 1.3.6 ALTAMIR'S INVESTMENT STRATEGY

The Company's investment strategy is intimately connected with that of Apax Partners SA (now Amboise Partners SA). This is a consequence of the Company's co-investment in the funds Apax Partners manages, in accordance with the co-investment agreement, and of the Company's investment in the Apax France VIII-B, Apax France IX-B, Apax VIII LP and Apax IX LP funds.

#### **GROWTH COMPANIES**

The Apax Partners' strategy consists in backing companies with high growth potential, primarily through LBO and growth capital transactions.

The funds managed by Apax Partners invest in growth companies active in their sectors of specialisation, with the objective of making them leading companies in their respective sectors.

Investments are acquired with an average holding period of five

These companies are characterised by sound fundamentals. The principal investment criteria are as follows:

- excellent entrepreneurs, with ambitious growth and value creation objectives:
- competitive advantage (technology, concept, brand etc.) or  $unique\ business\ model\ (barriers\ to\ entry,\ resilient\ profile\ in\ the$ event of a cyclical downturn); and
- leader or the potential to become the leader in its sector at the domestic, European or worldwide level.

#### SECTOR SPECIALISATION

Since 1990, the Apax Partners strategy has been to invest in six sectors of specialisation: Technologies, Media, Telecom. Consumer, Healthcare, Business & Financial Services.

In 2014, by way of simplification, Apax Partners grouped together its Technology, Media and Telecom under the heading "TMT" and report henceforth on four, rather than six, sectors.

The investment teams are organised around the Apax Partners sectors of specialisation. Apax Partners SAS and Apax Partners LLP have dedicated teams for each sector. With 30 professionals in Paris, and around 120 professionals across the eight Apax LLP offices around the world, the Apax Partners investment teams are among the largest and most experienced private equity teams in France and worldwide.

Each investment is followed by the same team, from acquisition, through development and until divestment. Apax Partners employs experienced specialists in each sector.

Owing to this well-staffed team, Apax Partners can simultaneously (i) actively search for opportunities, (ii) conduct in-depth due diligence on various transactions, (iii) provide real assistance to companies in the portfolio and (iv) maintain an ongoing dialogue with investors.

The principal competitive advantages arising from this strategy of sectoral specialisation are as follows:

- the sector expertise allows the Company to target the best investment opportunities;
- proprietary deals;
- limited competition for acquisitions, generating better scope for return on investment;
- rigorous investment procedures: and
- value creation, strong commitment from Apax teams.

#### LBO/GROWTH CAPITAL OPERATIONS

Acquiring a company through an LBO-type operation is generally performed through one or more holding companies specifically created to carry out the acquisition. The acquisition is financed through a combination of long-term debt (generally with a seven-year minimum term) and equity. The majority of the debt is repayable at maturity, and a portion of the interest is also paid on the sale of the Company. The assets or shares of the underlying Company are the only security provided to creditors, the funds themselves provide no guarantee. Consequently, in the case of default, only the equity invested in the operation is at risk. The other assets held by the private equity funds are not at risk, as the debt is "non-recourse".

## POSITION OF MAJORITY OR LEAD SHAREHOLDER

Apax Partners always focuses on taking significant majority or minority ownership stakes. As a result, it is in a strong position for negotiating terms of entry, exercises better control over the strategy of the Company and significantly influences the nature and timing of the exit process. Apax Partners considers that this approach facilitates value creation.

#### **AMBITIOUS VALUE-CREATION OBJECTIVES**

The partners can leverage their in-depth industrial and business experience to offer practical support to the executives of the companies in the portfolio as they address challenges and exploit opportunities.

The sector investment teams use their in-depth knowledge of their respective sectors to develop advice on the main strategic and operational initiatives.

Within Apax Partners LLP, they benefit from the support of the Operational Excellence and Digital teams, whose management skills are complementary and who offer a vital contribution to Apax's value creation strategy, in particular in areas such as strengthening the management teams, improving operational efficiency, and optimising IT systems and digital transformation. Furthermore, the Company has a Capital Markets team, which creates innovative financing solutions for portfolio companies.

Within Apax Partners SAS, the sector investment teams rely on a debt director and a Chief Digital Officer, who is responsible for supporting portfolio companies in their digital transformation.

## 1.3.7 APAX PARTNERS' INVESTMENT PROCESS

Apax Partners SAS and Apax Partners LLP are entrepreneurial firms that use proven internal procedures. At least 90% of their capital is held, directly or indirectly, by their partners. They are managed *via* Permanent Committees responsible for defining and tracking strategy, implementing the investment and divestment process and managing operations. They also have integrated IT systems refined over the years and based on high-quality software solutions.

Apax Partners SAS and Apax Partners LLP have Committees that are distinct but similar in purpose.

#### COMMITTEES

- The Strategy Committee, composed of all the partners, meets once a year to define the strategic orientation. In particular, it studies the overall performance of the funds, the investment strategy and evaluates the skills of the investment teams.
- The Operations Committee includes the three or four principal shareholder-partners of Apax Partners. The Committee meets once a month and on an ad hoc basis to ensure the continued operational management of the Company.

The investment process is managed by three Committees:

- the Investment Committee, which makes all investment decisions. Before being presented to the Investment Committee, all investment opportunities are examined by the Approval Committee, a sub-Group of the Investment Committee;
- the Divestment Committee, which makes all exit decisions;
- the Monitoring Committee. In addition, there are two annual reviews of the portfolio.

The Monitoring Committee tracks the performance of all companies in the portfolio, according to a pre-determined schedule. One or more outside specialists might be invited to sit on this Committee.

#### **INVESTMENT PROCESS**

#### Origination

Investment opportunities can be identified:

- principally by Apax Partners' sector teams, owing to their skills, their experience, and their contacts in the field, with the help of specific marketing programmes and tools;
- but also through the network of intermediaries set up and cultivated by Apax Partners.

#### **Evaluating potential transactions**

Once investment opportunities are identified, preparatory work begins, as determined by the head of the investment team. This first phase is intended to rapidly determine whether the transaction would be in line with the strategy and investment criteria of the funds as well as the priority and resources that should be devoted to it.

At the conclusion of this phase, either the transaction is rejected or a document is prepared containing information making it possible to validate that the transaction corresponds in principle to the investment strategy and including a recommended investment size and approach (due diligence, negotiations, structured transaction, etc.).

This document is presented and discussed at the weekly partners' meeting and results in a decision to pursue the transaction or not. If necessary, it also gives rise to an expansion in the investment team and a change in the composition of the Approval Committee that will track the investment process.

The Approval Committee, in collaboration with the investment teams, ensures that due diligence is properly carried out and that favourable terms have been negotiated for each transaction before an investment decision is taken.

As a rule, the investment teams use of a number of external advisory firms to undertake studies and due diligence procedures:

- on the markets and the competitive positioning of the Company;
- validating business plan assumptions;
- validating the accounting and financial position of the Company (net value, debt level, earnings quality and recurrence);
- on legal, social and environmental risks, and insurance coverage;
- on the skills of the target Company's staff.

Valuation studies are undertaken with the support of specialist banks, and joint research on suitable financing, notably for LBOs, is carried out with the partner banks. Finally, the services of prominent lawyers are essential to draft the numerous legal documents required (e.g. share purchase agreement, shareholders' agreement, and contracts with the management team on the remuneration and incentive packages).

A summary report on the benefits, or otherwise, of the acquisition is presented by the investment team to the Investment Committee, which then decides whether or not to proceed with the acquisition.

A rigorous system for delegating authority is put in place for each stage of the process.

#### MONITORING INVESTMENTS

For each new investment, a value creation plan is defined and shared with the Company's management team who will be responsible for implementing the plan.

The investment team monitors the companies in the portfolio on both operational and financial levels. The team meets regularly with the management of each company in the portfolio during Board meetings or operational review meetings.

To monitor the potential, growth and valuation trends of portfolio companies, Apax Partners LLP's three cross-functional teams (Operational Excellence, Digital and Capital Markets) can be called upon to bolster and optimise value creation for a given company. These three teams, which are comprised of experts from various technical fields, are ready to help and guide the management teams of the portfolio companies to create value through specific projects.

A monthly report on the main financial and operational indicators for all of the portfolio companies is reviewed by the partners.

The investment team in charge of each company in the portfolio prepares a report that serves as a basis for the Monitoring Committee meetings. The Committee meets throughout the investment period. It reviews the post-acquisition plan and assesses the progress made since the investment date.

In addition, all of the partners perform a complete portfolio review twice a year. The objective of this review is to update the information on each investment as well as the expected multiples and IRRs for each company in the portfolio. These updated projections are then included in a Performance report that serves as a guide for managing the overall performance of Apax Partners.

Apax Partners has also implemented a set of administrative and internal control procedures used to track, verify, manage and document all financial and administrative transactions related to the investments and to management of the funds.

The assets in the funds are valued according to the principles described in the notes to the consolidated financial statements.

## 1.3.8 ALTAMIR'S DECISION-MAKING PROCESS

The Board of Directors of Altamir Gérance defines Altamir's investment strategy and its three- to five-year asset allocation policy. Decisions to invest in or exit from funds are also made by the Board of Directors. Co-investment decisions are delegated to the Chairman of the Board of Directors. The Board ensures that asset allocation rules are adhered to and is responsible for monitoring the performance of the investments made.

For decisions to invest or co-invest in a fund, or exit an investment, Altamir has recourse to the services of Amboise Partners SA (see the investment advisory agreement and the co-investment agreement, below).

After the proposals have been studied by its team, Amboise Partners SA's Investment Committee, composed of Maurice Tchenio and Patrick de Giovanni, formulates recommendations for Altamir Gérance.

#### **INVESTMENT ADVISORY AGREEMENT**

Altamir Gérance, the Company's Management Company, signed an agreement with Apax Partners SA (now Amboise Partners SA) on 2 January 1996 under which Apax Partners SA furnished to Altamir Gérance the investment advisory services inherent in managing a private equity portfolio.

This contract was terminated on 30 November 2006, at which time a new, similar investment services agreement was executed between Altamir and Apax Partners SA directly.

Under this subsequent agreement, authorised by the Company's Supervisory Board at its 12 October 2006 meeting, Apax Partners SA (now Amboise Partners SA) provides the following services directly to Altamir, rather than to its Management Company as previously:

- advice on investment and divestment activities:
  - investment and divestment of assets held alongside the Apax funds.
  - allocation of assets in order to make subscription commitments in Apax funds and to size these commitments as a function of forecast cash flows,
  - co-investments alongside the Apax funds to optimise portfolio performance;
- advice on value creation within the portfolio:
  - investment management,
  - participation of members of the management team in the governing bodies of portfolio companies,
  - acquisition assistance ("build-up" transactions),
  - monitoring the portfolio and providing information used in reporting;

- advice on valuations:
  - calculating the value of directly held investments,
  - reviewing the valuations applied by the funds in which Altamir has invested;
- advice on cash management and negotiation of credit lines.

Payment under the agreement is equal to 95% of the remuneration due to the Management Company under the Articles of Association. Owing to the amendment to the Rules of Procedure adopted by shareholders at their 30 November 2006 meeting, all amounts paid by Altamir to Apax Partners SA (now Amboise Partners SA) under this contract are subtracted from the remuneration allocated to the Management Company.

An amendment to the 30 November 2006 investment advisory agreement between Apax Partners SA and Altamir was approved by the Supervisory Board on 5 March 2013. The purpose of this amendment, which took effect as of 1 January 2013, is to put the investment advisory agreement on the same footing as the new wording of Article 17 of the Articles of Association, which shareholders approved at their Special General Meeting of 29 March 2012. Under Article 17, the nominal value of shares held by Altamir not only in the Apax France VIII-B fund but also in all other Apax entities is now excluded from the basis used to calculate the remumeration of Apax Partners SA (now Amboise Partners SA).

This investment advisory agreement was entered into for an indefinite period. Nevertheless, either party can terminate it, in accordance with the law, if the other party fails to meet one of its obligations and has not cured the breach within 30 days from formal notification.

In 2017, the investment advisory agreement covered the following transactions:

- i) investments and commitments:
  - co-investment in CIPRÉS Assurances,
  - co-investment in ThoughtWorks,
  - follow-on co-investment in Marlink,
  - study of other co-investments that were not undertaken;
- ii) divestments:
  - partial sale of Altran,
  - partial sale of Gfi Informatique;
- iii) value creation:
  - $\,\blacksquare\,$  participation in the Board meetings of portfolio companies,
  - Altran's transformational acquisition of Aricent,
  - the refinancing of the debt of THOM Europe and Alain Afflelou, which reduced the cost thereof significantly,
  - monthly monitoring of the historical portfolio companies,
  - quarterly monitoring of the portfolio companies held via the Apax France VIII, Apax France IX, Apax VIII LP and Apax IX LP funds;

#### iv) valuations:

- quarterly reviews of portfolio valuations;
- v) managing cash and credit lines:
  - Optimising investments,
  - increasing the envelope of overdraft facilities available from a banking pool to €60m.

#### **CO-INVESTMENT AGREEMENT**

As previously indicated, on 23 April 2007, the Company signed a co-investment agreement with Apax Partners SA (now Amboise Partners SA). The principal features of this agreement are detailed below.

Any change to the agreement must be authorised by a twothirds majority of the present or represented members of the Supervisory Board, and based on a report from the Management Company.

## CO-INVESTMENT AGREEMENT BETWEEN ALTAMIR AND APAX PARTNERS SA

When Altamir merged with Amboise Investissement, the Manager of Altamir took advantage of the opportunity to formalise the rules under which Altamir had been co-investing alongside the funds managed by Apax Partners SA since 1996, but without changing them fundamentally, and to codify them in a co-investment agreement with Apax Partners SA.

This agreement, authorised by Altamir's Supervisory Board on 23 April 2007, includes the essential terms of the co-investment agreement that Amboise Investissement had signed with Apax Partners SA prior to its IPO in March 2006.

Given that the Apax VII fund is 100% invested, this agreement now applies only to follow-on investments in the existing portfolio and to divestments.

It is organised around the following general principles:

- Apax Partners SA agrees to invite Altamir to participate pari passu, at the aforementioned percentage, in any investment carried out by Apax France VII;
- ii) Altamir performs every divestment, whether partial or total, that Apax Partners SA proposes. Such divestments are realised in proportion to the respective holdings of the Apax Partners SA funds and Altamir;
- iii) Similarly, in the event of a reinvestment, the percentages invested by Altamir and the fund managed by Apax Partners SA are the same as those of the initial investment (and not those in effect as of the date of the reinvestment, if different);
- iv) Altamir shares expenses of any kind incurred during the investment or the divestment (e.g. due diligence, legal fees etc.) according to the same percentages, including when these expenses pertain to projects that did not come to fruition. The same applies to the cost of liability insurance for the Directors and corporate officers of portfolio companies proposed by Apax Partners and to amounts claimed from them as personal liability, except in the event of serious or wilful misconduct;
- v) Apax Partners SA may invite Altamir to acquire securities from a fund it manages only if it will be a nominee for less than six months or if accompanied by the necessary precautions to ensure the independent nature of the transaction, such as an outside investor concurrently taking at least 25% of the new round of financing, an auction procedure or an independent expert valuing the transaction.

This agreement went into effect on 4 June 2007, the date the merger of Altamir and Amboise Investissement became effective.

Apax Partners SA and Altamir have also agreed, with the approval of the latter's Supervisory Board, that when the structure of an initial investment becomes definitive only after a certain period, the co-investment percentage will be the one existing at the time the initial investment was set. The acquisition of a block of shares of a listed company (such as Prosodie) leading to a mandatory takeover bid, a delisting or a syndication is an example of this.

No co-investment agreement is planned between Altamir and Apax Partners SAS inasmuch as Altamir has subscribed directly to the funds managed by Apax Partners SAS. The same applies to the relationship with Apax Partners LLP.

#### 1.3.9 THE ALTAMIR TEAM

The Company has no employees. Altamir is managed by Altamir Gérance. The Board of Directors of Altamir Gérance, composed of five members and chaired by Maurice Tchenio, defines Altamir's investment and asset allocation strategies. Altamir Gérance has no employees and relies on the investment advisory agreement between Altamir and Amboise Partners SA.

Amboise Partners SA (formerly Apax Partners SA) is the Management Company for the French private equity funds, from the first fund created in 1983 (Apax CR) through to the Apax France VII fund raised in 2006. Based in Paris, Amboise Partners SA has a team of four decision makers, including two partners: Maurice Tchenio (Chairman) and Patrick de Giovanni.

Patrick de Giovanni (72) joined Apax Partners in 1983 as a partner, when the first fund was created. A graduate of Ecole Polytechnique, he began his career at Cofror, a French consultancy specialised in IT systems, before serving for four years at the Neiman group (automotive equipment) as an internal controller. After three years in the industry surveys department of Société Générale, Mr de Giovanni formed a partnership with another entrepreneur to turn around Criss, an industrial valves and fittings manufacturer. At Apax Partners, he has carried out many investments in industrial and business services companies, through all types of transactions (venture capital, growth capital, LBO). He is a former president of the AFIC (Association Française des Investisseurs pour la Croissance), which became France Invest in 2018.

**Agathe Heinrich** (47) graduated from Toulouse Business School in 1993 and began her career as a credit analyst at Crédit Lyonnais in New York. She has held various positions in corporate banking in Paris, at Crédit Lyonnais from 1995 to 1998, then at Paribas from 1998 to 2000. Following the merger between BNP and Paribas, she joined BNP Paribas' press service, where she was in charge of managing the group's international media relations, with a particular focus on the corporate and investment banking, private equity and asset management. In 2004, she joined Paris-based private equity firm Apax Partners as Communications Director. She joined Altamir in September 2014 as Investor Relations and Communications Director.

Éric Sabia – (39) is a graduate of Montpellier business school and holds a BA in Management and Business Administration from the University of Reading in the United Kingdom. He began his career in 2003 at PricewaterhouseCoopers in Luxembourg and then in Paris, where he spent five years working as a Supervisor/Auditor in the Financial Services department. He has significant experience in private equity, having spent eight years at Fondinvest Capital, a fund-of-funds Management Company, where he held the position of deputy CFO from March 2008, and CFO from January 2013. He was appointed Chief Financial Officer of Altamir in August 2016.

Maurice Tchenio (74) is Chairman of Altamir Gérance, and Chairman and CEO of Amboise Partners SA. He is also Chairman of the AlphaOmega Foundation. He began his career as an assistant professor of finance at HEC, before taking a position as project leader at the Paris-based Institut de Développement Industriel (IDI), an investment bank specialising in equity investments. In 1972, he founded Apax Partners with Ronald Cohen and Alan Patricof. Today, Apax Partners is a global private equity leader. From 1972 to 2010, he was the Chairman and CEO of Apax Partners SA, the group's French arm. In 1995, he created Altamir, a listed private equity Company. In 2010, he created AlphaOmega, a venture philanthropy foundation recognised for its public interest. He is the co-founder of AFIC (Association Française des Investisseurs pour la Croissance), which became France Invest in 2018, and former Director of EVCA (European Private Equity and Venture Capital Association, now Invest Europe). Mr Tchenio has degrees from HEC and Harvard Business School, where he was a Baker Scholar and graduated with high distinction.

#### 1.3.10 APAX PARTNERS TEAMS

#### **APAX PARTNERS SAS**

Apax Partners SAS is the Management Company of the Apax France VIII fund raised in 2011 (€704m) and Apax France IX raised in 2016 (€1.030bn). It is also Amboise Partners SA's investment advisor. Based in Paris, it has an investment team of 30 professionals, of which nine are partners: Eddie Misrahi (Chairman), Monique Cohen, Damien de Bettignies, Monique Cohen, Guillaume Cousseran, Franck Hagège, Bertrand Pivin, Gilles Rigal and Thomas de Villeneuve. The partners have an average seniority at Apax of 16 years. They have in-depth knowledge of the sectors in which they invest and have previously held management positions in companies or consulting firms.

The investment team is organised by sector and has specialists in areas such as Business Development, Financing, Investor Relations, Digital and ESG.

**Damien de Bettignies** (43) joined Apax Partners in 2007 as a member of the TMT team. He began his career in 1999 at Ernst & Young Audit before joining Natixis Private Equity in Paris in 2000, where he worked on venture capital investments in technology companies. In 2004, he joined the McKinsey & Co. consultancy, where he took part in strategic operational projects in France, Germany and the Benelux countries. Mr de Bettignies is a graduate of Ecole Nationale Supérieure des Télécommunications and the Madrid Universidad Politécnica. He also holds an MBA from Columbia Business School.

**Bruno Candelier** (48) joined Apax Partners in 2001 and became a Partner in 2011; he is in charge of investments in the Consumer sector. He started his career in 1996 as a junior consultant then senior consultant at McKinsey & Co. in Paris, London and Johannesburg. Mr Candelier is a graduate of the Paris Ecole nationale des mines and holds an MBA from INSEAD.

Monique Cohen (62) has been a partner at Apax Partners since 2000. She is responsible for Business & Financial Services investments and also heads up the Business Development activity. She began her career at Paribas where, after several years, she became head of Equity Capital Markets and then Senior Banker. At BNP Paribas she was Global Head of Equity. Ms Cohen is a Director of the Safran and BNP Paribas groups and a member of the Supervisory Boards of JCDecaux and Hermès. She was also a member of the Board of the AMF (Autorité des Marchés Financiers) from 2011 to 2014. She is a graduate of the École Polytechnique.

**Guillaume Cousseran** (39) joined Apax Partners in 2006, where he is responsible for business development and investor relations. Before coming to Apax Partners, Mr Cousseran worked for five years as an analyst, then as an associate at Lehman Brothers' Paris-based investment banking team dedicated to French companies. While there he worked on many M&A, IPO and LBO deals. Mr Hagège is a graduate of HEC Business School.

**Franck Hagège** (43) joined Apax Partners in 2004 as a member of the Consumer team. He began his career in 1998 as a management consultant with AT Kearney where he worked on strategic and operational assignments for major Groups and investment funds for five years. He also worked for one year at NetsCapital where he was involved in M&A transactions in the telecom and media sectors. Mr Hagège is a graduate of HEC Business School.

Eddie Misrahi – (63) joined Apax Partners in 1991 as a Partner in charge of TMT investments. He has supported the growth of both young, innovative companies and more mature companies through growth financing and buyout transactions. Mr Misrahi became Deputy Chief Executive Officer of Apax Partners SA in 2007 (renamed Amboise Partners SA in 2017) and Chairman and Chief Executive Officer of Apax Partners SAS (formerly Apax Partners MidMarket) in 2008. He started his career at McKinsey & Co. in Paris then in Mexico City, before working at an American telecommunications group in the United States. He was president of the AFIC (Association Française des Investisseurs pour la Croissance, now France Invest) in 2007–08. Mr Misrahi is a graduate of Ecole Polytechnique and holds an MBA from Harvard Business School.

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**Bertrand Pivin** (57) joined Apax Partners in 1993 and was appointed partner in 1998. He specialises in the TMT sector. He began his career as an R&D engineer at Alcatel in France, and was subsequently a project manager at Alcatel Network Systems in the United States where he supervised development projects for North American Telecom operators. He is the partner in charge of responsible investment policy at Apax Partners SAS (formerly Apax Partners MidMarket SAS). Mr Pivin is a graduate of Ecole Polytechnique and Telecom Paris Tech, and holds an MBA from Harvard Business School.

Gilles Rigal (59) joined Apax Partners in 2001 as a partner and specialises in the TMT sector. He began his career as an entrepreneur, founding IGL, a software and IT services Company that he sold five years later to Thales. He then joined McDonnell Douglas Information Systems, where he became divisional Director, then Systar, an international software Company based in France, where he was in turn General Manager for France, Europe and for worldwide operations. In 1995, he joined BMC Software, the world's fifth-largest software Company as General Manager France and vice-president of marketing and reseller sales for Europe, the Middle East and Africa. He has an engineering degree from ENSEEIHT (Toulouse) and a graduate degree (DEA) in robotics from the University of Toulouse.

**Thomas de Villeneuve** (45) joined Apax Partners in 2001 and was appointed Partner in 2008. Mr de Villeneuve is specialised in TMT sector investments. He specialises in investments in the TMT sector, and started his career with the Boston Consulting group, where he primarily worked in the Media and Telecoms sector, both in Paris and in New York. Mr de Villeneuve holds a degree from HEC Business School.

#### **APAX PARTNERS LLP**

Apax Partners LLP is a London-based Management Company that is 90% held by its 19 equity partners and 10% held by three sovereign funds (GIC, CIC and Future Fund). The 19 equity partners have on average 22 years of professional experience and 15 years of seniority at Apax.

The investment team is composed of more than 120 professionals based in eight offices worldwide (London, New York, Munich, Tel Aviv, Mumbai, Shanghai, Hong Kong and São Paulo).

The staff are organised in four global sector teams - TMT, Consumer, Healthcare, Services - and work in close collaboration with executives from:

- the Operational Excellence team (14 people) who provide direct support to management teams to accelerate value creation;
- the Digital team (composed of executives who also have roles in sector teams and Operational Excellence team), who focus on pure digital investing and provide expertise to the four investment sectors;

the Capital Markets team (three people), who create innovative financing solutions for portfolio companies.

The strategy and operations of Apax Partners LLP are led by Co-CEOs Andrew Sillitoe (London) and Mitch Truwit (New York).

Andrew Sillitoe (45) is co-CEO of Apax Partners and a Partner in the technologies and telecommunications team. Mr Silltoe is also a member of the Executive, Investment, Approval, Portfolio Review and Exit Committees. He has been based in London since joining the firm in 1998 and has focused on the technology & telecommunications sectors in that time. Mr Silltoe has been involved in a number of deals, including King, Orange, TIVIT, TDC, Intelsat and Inmarsat. Prior to joining Apax Partners, Mr Silltoe was a consultant at LEK where he advised clients on acquisitions in a number of sectors. Mr Silltoe holds an MA in Politics, Philosophy and Economics from Oxford and an MBA from INSEAD.

Mitch Truwit (49) is co-CEO of Apax Partners and a Partner in the Services team. He is also a member of the Investment Committee and a Trustee of the Apax Foundation. Prior to joining Apax Partners in 2006, Mr Truwit was the President and CEO of Orbitz Worldwide, a subsidiary of Travelport, between 2005 and 2006, and was the Executive Vice President and Chief Operating Officer of priceline.com between 2001 and 2005. Mr Truwit is a graduate of Vassar College where he received a BA in Political Science. Mr Truwit also holds an MBA from Harvard Business School. He serves as a Board member of AssuredPartners, Bankrate, Boats Group (ex-Dominion Marine Media) and Quality Distribution Inc. He previously served as a Board member of Advantage Sales & Marketing, Dealer.com, Garda World Security Corporation, Hub International and Trader Canada. Mr Truwit is the Chairman of Street Squash, a Harlem-based urban youth enrichment program and is an honorary member of the Special Olympics of CT, an organisation providing year-round sports training and athletic competition for children and adults with intellectual disabilities. Mr Truwit was previously a member of PEC, an organisation established to provide information about the private equity industry.

#### 1.3.11 RESPONSIBLE INVESTING

## SOCIAL, SOCIETAL AND ENVIRONMENTAL INFORMATION

Altamir SCA is a portfolio Company whose purpose is to acquire, manage and dispose of French or foreign securities. Given the nature of its business and the fact that it has no employees and no buildings, the human resources information required under Article 225 of the French Commercial Code is not applicable.

Altamir is managed by Altamir Gérance SA which defines the investment policy and carries out the day-to-day management

of the Company. Altamir's investment policy involves investing through or alongside funds managed by the two management companies, Apax Partners SAS and Apax Partners LLP. As such, Altamir relies on the Apax teams' expertise to identify new investment opportunities, manage the companies in the portfolio and create value.

Those companies have taken a number of measures that have contributed to making an investment in Altamir a responsible investment from a social, environmental and societal perspective.

The work of the independent verifier pertained exclusively to Altamir and not to Altamir Gérance, Apax Partners SAS or Apax Partners LLP.

#### Relationships with stakeholders

Altamir Gérance maintains, on behalf of the Company, an on-going dialogue with Company shareholders, the financial community (private and institutional investors, analysts and journalists) and the AMF. That dialogue is conducted by the Chairman of the Management Company, the Chief Financial Officer and the Head of Investor Relations and Communications.

Contact with investors and analysts occurs through one-on-one meetings or more formal gatherings such as the Annual General Meeting, the two information meetings organised with the SFAF in Paris, and two webcasts (in English) that take place at the time of the annual and half-yearly earnings releases. Altamir also participates in annual road shows and events organised by brokers and specialist companies to allow the Company to meet new French and foreign investors.

In the area of financial communication, Altamir follows the Regulations and recommendations of the AMF, which ensures that investors are protected and informed. In that regard, Altamir Gérance fully discloses all regulatory information about Altamir to investors and ensures that all investors receive the same information.

Any new information about Altamir's financial statements, portfolio or regulatory requirements is published in a press release, available in French and English, that is widely distributed electronically by a recognised professional distributor, and available on the Company's website. A more comprehensive communication is produced at the close of the annual and half-yearly reporting periods (Registration Document including the Annual Financial report, and half-yearly report).

Altamir is a member of CLIFF (an association of French investor relations professionals), which allows it to share best practices with other listed companies.

#### Committed and responsible investors

To manage its portfolio, Altamir relies on the services of Apax Partners France SAS and Apax Partners LLP, which are major players of sustainable financing for companies.

Apax Partners SAS employs 45 people, of whom 30 are investment professionals, and Apax Partners LLP employs 200 people, of whom 120 are investment professionals spread among eight

offices around the world. These professionals are recruited according to criteria of excellence (*i.e.*, prestigious universities, MBA and international experience). The two companies enjoy a strong reputation and are recognised as leaders who attract the best talent. Their employment policy is instrumental in developing the loyalty of the staff and motivating them, and includes: good working conditions, competitive remuneration policy compared to market practices and incentives (profit sharing and bonuses based on fund performance), individual and Group training programs, formalised evaluation process, career development, and internal promotion.

The direct environmental footprint of the two management companies remains limited; both have conducted carbon assessments, however, which helped to heighten awareness and implement some environment-sensitive operating procedures.

At the business level, both management companies have always made sure that best practices were implemented within the companies in which they are shareholders, especially with regard to governance (alignment of interests of shareholders and the management team, Bord composition, independence of Directors, Audit Committees, etc.). They have also excluded certain business sectors (such as weaponry and tobacco) from their investment universe.

For several years, they have each taken the additional step of formalising an ESG (environmental, social and governance) policy with the goals of making the companies' performance sustainable and thereby optimising the creation of value.

#### **ESG** policies

Apax Partners SAS and Apax Partners LLP signed the PRI (Principles of Responsible Investing) in 2011, committing themselves to integrate the responsibility criteria into their management and investment policies (www.unpri.org).

The two companies have the dedicated means to deploy and manage their ESG action plans: Apax Partners SAS has a partner responsible for defining the ESG policy and an ESG manager to put it in place; Apax Partners LLP has a Sustainability Committee, and the portfolio companies have installed data collection software.

Apax Partners SAS and Apax Partners LLP integrate ESG criteria at every stage of the investment cycle:

- **before an acquisition,** they conduct ESG due diligence to identify risks and opportunities to create value;
- throughout the investment period, they create a road map and implement ESG reporting in order to measure the progress achieved throughout the term of the investment;
- upon exit, they conduct due diligence so as to assign a value to the Company's ESG performance.

Since they are most often majority or lead shareholders across the funds they manage, the two companies have the ability to influence companies' strategies, and can help them implement and deploy their ESG policies. In this way, Apax Partners SAS influences about 15 companies with more than 55,000 employees, and Apax Partners LLP about 40 companies with more than 150,000 employees.

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#### PRESENTATION OF THE COMPANY AND ITS ACTIVITIES

**Business description** 

The two management companies communicate the information they collect and process to their investors through biannual reporting on the performance of the funds and the companies in the portfolios. A summary is communicated to a wider audience; it is available online at www.apax.fr and www.apax.com. Apax Partners SAS publishes a Responsibility section on its website, in which it presents its ESG policy, the actions and initiatives of its portfolio companies and a HR report on all companies in its portfolio (staff, payroll, HR policies). Apax Partners LLP publishes a dedicated Sustainability report which also describes its ESG policy and provides an overview of the data collected from the portfolio companies on the basis of environmental, social and governance criteria.

Both companies participate actively in industry discussions and contribute to the development of these practices within the private equity profession. For example, Apax Partners SAS is a member of the steering Committee of the ESG commission

of France Invest (formerly AFIC). In 2015, Apax Partners united with four other private equity firms to launch Initiative Carbone 2020 aimed at combating the effects of climate change. This was the private equity profession's first commitment to measure, manage and reduce the greenhouse gas emissions of its portfolio companies.

They figure among the most advanced private equity companies in this field and the most widely recognised by the financial community. Apax Partners SAS received the very first prize awarded by Pantheon in 2012 (GP Responsible Investing Award), and in 2015 and 2016 obtained an A+ (the highest grade) for its overall ESG approach in line with the PRI Assessment report. Apax Partners LLP, meanwhile, received the Responsible Investment Award in 2015 from the British Private Equity & Venture Capital Association (BVCA) for its structured approach and commitment to its portfolio companies.

# INDEPENDENT VERIFIER'S REPORT ON SOCIAL, ENVIRONMENTAL AND SOCIETAL INFORMATION PRESENTED IN THE MANAGEMENT REPORT

This is a free translation into English of the original report issued in the French language and it is provided solely for the convenience of English speaking users. This report should be read in conjunction with, and construed in accordance with, French law and professional standards applicable in France.

#### Year ended December 31, 2017

To the shareholders,

In our quality as an independent verifier accredited by the COFRAC  $^{(0)}$ , under the number n° 3-1050, and as a member of the network of one of the statutory auditors of the company Altamir, we present our report on the social, environmental and societal information established for the year ended on the 31/12/2017, presented in chapter 1.3.9 of the management report, hereafter referred to as the "CSR Information," pursuant to the provisions of the article L.225-102-1 of the French Commercial code (Code de commerce).

#### RESPONSIBILITY OF THE COMPANY

It is the responsibility of the Board of Directors to establish a management report including CSR Information referred to in the article R. 225-105 of the French Commercial code (Code de commerce), in accordance with the protocols used by the company (hereafter referred to as the "Criteria").

#### INDEPENDENCE AND QUALITY CONTROL

Our independence is defined by regulatory requirements, the Code of Ethics of our profession as well as the provisions in the article L. 822-11 of the French Commercial code (Code de commerce). In addition, we have implemented a quality control system, including documented policies and procedures to ensure compliance with ethical standards, professional standards and applicable laws and regulations.

#### RESPONSIBILITY OF THE INDEPENDENT VERIFIER

It is our role, based on our work:

■ to attest whether the required CSR Information is present in the management report or, in the case of its omission, that an appropriate explanation has been provided, in accordance with the third paragraph of R. 225-105 of the French Commercial code (Code de commerce) (Attestation of presence of CSR Information):

to express a limited assurance conclusion, that the CSR Information, overall, is fairly presented, in all material aspects, in according with the Criteria.

Our verification work mobilized the skills of four people between February 2018 and March 2018 for approximately one week.

We conducted the work described below in accordance with the professional standards applicable in France and the Order of 13 May 2013 determining the conditions under which an independent third-party verifier conducts its mission, and in relation to the opinion of fairness and the reasonable assurance report, in accordance with the international standard ISAE 3000 (2).

#### 1. ATTESTATION OF PRESENCE OF CSR INFORMATION

#### Nature and scope of the work

We obtained an understanding of the company's CSR issues, based on interviews with the management of relevant departments, a presentation of the company's strategy on sustainable development based on the social and environmental consequences linked to the activities of the company and its societal commitments, as well as, where appropriate, resulting actions or programmes.

We have compared the information presented in the management report with the list as provided for in the Article R. 225-105-1 of the French Commercial code (*Code de commerce*).

In the absence of certain information, we have verified that the explanations were provided in accordance with the provisions in Article R. 225-105-1, paragraph 3, of the French Commercial code (*Code de commerce*).

We verified that the information covers the consolidated perimeter with the limitations expressed in the management report in particular the fact that the company has no employees and that its activities as a fund manager has a limited direct impact on the environment.

Based on this work, and given the limitations mentioned above we confirm the presence in the management report of the required CSR information.

<sup>(1)</sup> Scope available at www.cofrac.fr

<sup>(2)</sup> ISAE 3000 - Assurance engagements other than audits or reviews of historical information

#### PRESENTATION OF THE COMPANY AND ITS ACTIVITIES

Independent verifier's report on social, environmental and societal information presented in the management report

#### 2. LIMITED ASSURANCE ON CSR INFORMATION

#### Nature and scope of the work

We undertook an interview with the person responsible for the preparation of the CSR Information in the investor relations and communication departments, in charge of the data collectionprocess and, if applicable, the people responsible for internal control processes and risk management, in order to:

- Assess the suitability of the Criteria for reporting, in relation to their relevance, completeness, reliability, neutrality, and understandability, taking into consideration, if relevant, industry standards:
- Verify the implementation of the process for the collection, compilation, processing and control for completeness and consistency of the CSR Information and identify the procedures for internal control and risk management related to the preparation of the CSR Information.

We determined the nature and extent of our tests and inspections based on the nature and importance of the CSR Information, in relation to the characteristics of the Company, its social and environmental issues, its strategy in relation to sustainable development and industry best practices.

For the CSR information which we considered the most material (1) at the level of the consolidated entity, we consulted documentary

sources and conducted interviews to corroborate the qualitative information (organisation, policies, actions, etc.), and also verified their coherence and consistency with the other information presented in the management report.

For the other CSR information, we assessed their consistency in relation to our knowledge of the company. Finally, we assessed the relevance of the explanations provided, if ppropriate, in the partial or total absence of certain information.

We consider that the sample methods and sizes of the samples that we considered by exercising our professional judgment allow us to express a limited assurance conclusion; an assurance of a higher level would have required more extensive verification work. Due to the necessary use of sampling techniques and other limitations inherent in the functioning of any information and internal control system, the risk of non-detection of a significant anomaly in the CSR Information cannot be entirely eliminated.

#### Conclusion

Based on our work, we have not identified any significant misstatement that causes us to believe that the CSR Information, taken together, has not been fairly presented, in compliance with the Criteria.

Paris-La Défense, 8 March 2018

Independent Verifier

**ERNST & YOUNG et Associés** 

Eric Duvaud

Partner France, Sustainable Development Partner

Bruno Perrin

Partner

### 1.4 COMMENTS ON THE FINANCIAL YEAR

#### 1.4.1 OVERVIEW AND PERFORMANCE

2017 provided a good economic backdrop for private equity: global growth, a stock market boom and abundant, inexpensive debt all buoyed performance.

In France, the business climate improved significantly with the arrival of President Macron, who is well aware of the reforms needed to maintain the country's competitiveness in the global market. His employment contract flexibility and tax reforms are helping to make France more attractive to investors. France is also benefiting from doubts about Brexit and the uncertainty surrounding the Trump administration.

For the private equity market, it was a record fundraising year, with \$453 billion collected worldwide. Funds raised in Europe reached \$108bn, a very high figure despite being lower than the landmark \$121bn hit in 2016 (source: Preqin).

The year saw large sums of capital raised, easy access to debt and new entrants to the market, such as pension funds, family offices and sovereign funds. These combined factors helped to lift valuation multiples and forced investors to show restraint.

In this context, Altamir saw healthy business activity in 2017. The company made 11 new investments in Europe, the United States and Asia. It invested a total of €118.2m and completed several divestments for €98.7m. The companies in the portfolio continued to post excellent operating performances, driven by the combined effect of organic growth and significant acquisitions carried out in 2016.

#### **PERFORMANCE**

Net Asset Value (NAV), calculated according to IFRS, stood at €21.54 per limited partners' ordinary share at 31 December 2017, a slight 0.4% decline from 31 December 2016 (€21.62). Including the dividend of €0.65 per share paid in May 2017, Net Asset Value per share increased by 2.6% from 31 December 2016, after rising more than 19% in 2015 and 2016.

The companies in the portfolio once again turned in excellent operating performances during the year; the average EBITDA of the portfolio, weighted by each company's contribution to NAV, increased by 27%. The NAV as of 31 December did not reflect this performance, owing to the negative impact of other portfolio valuation factors - namely, valuation multiples and exchange rates, with the dollar's depreciation affecting the valuation of companies whose accounts are denominated in dollars. These two factors had an impact of €0.55 and €0.48, respectively, on NAV per share.

Net Asset Value is the most relevant financial indicator for reviewing the Company's business activity. It is calculated by valuing the investments based on International Private Equity Valuation (IPEV) guidelines. This organisation includes a large number of professional associations, including Invest Europe (formerly EVCA). NAV per share is stated net of the amount attributable to the general partner and to the holders of Class B shares, as well as the carried interest provisions for the funds in which the Company invests.

■ Consolidated net income totalled €20.9m as of 31 December 2017 (vs €129m as of 31 December 2016). It was comprised principally of all changes in the fair value of portfolio companies plus valuation differences on divestments during the period, less management and operating expenses and provisions for carried interest.

#### 1.4.2 THE COMPANY'S ACTIVITIES

## CHANGE IN ASSETS DURING FINANCIAL YEAR 2017

The figures below include Apax France VIII-B, Apax France IX-B, Apax VIII LP and Apax IX LP, as well as the four co-investment funds – Phénix, APIA Vista, APIA Ciprés and Turing Equity Co, through which Altamir also invests.

#### Investments

The Company invested and committed €118.2m during 2017, vs. €112.3m in 2016.

- 1) €95.3m (€82.9m in 2016) in 11 new investments:
  - €47.1m in CIPRÉS Assurances, of which €37.2m through the Apax France IX-B fund and €9.9m through co-investment,
  - €48.2m in ten new companies through and alongside the Apax IX LP fund:
  - €11.2m, of which €6.9m via the fund and €4.3m as a coinvestment, in ThoughtWorks, Inc., a US-based global software development and digital transformation consulting company
  - €7.2m in Matchesfashion.com, a UK-based global leader in online luxury-fashion retailing offering a selection of over 450 designers,
  - €5.6m in Safetykleen Europe, a UK-based service provider of surface treatment and chemical application services, with operations in Europe, Brazil, China and Turkey,

#### PRESENTATION OF THE COMPANY AND ITS ACTIVITIES

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Comments on the financial year

- €5.3m in Syneron Candela, a leading global non-surgical aesthetic device company based in Israel and the United States.
- - €4.3m in ECi Software Solutions: a US provider of enterprise resource planning (ERP) software solutions to small- and medium-sized businesses (SMB) across the distribution, field services, manufacturing and building and construction industries,
- €3.8m in Guotai Junan Securities, one of the leading securities firms in China, listed in Shanghai and Hong Kong,
- €3.2m in Attenti, a global developer, manufacturer and provider of remote monitoring systems for government correctional and law enforcement agencies, based in Israel and the United States.
- €3m in Tosca Services, a US provider of supply chain solutions and reusable packaging for perishable products,
- €2.8m in Kepro, a US provider of care coordination and quality assurance services primarily for US state and federal healthcare payers,
- €1.7m in Manappuram Finance, a Mumbai-listed company and the second-largest lender against gold in India;
- 2) €22.3m in follow-on investments and commitments in portfolio companies:
  - €17.2m in Marlink, of which €4.3m through co-investment,
  - €2.4m in Vocalcom,
  - €1.8m in Nowo Oni, and
  - €0.9m of follow-on investments in other portfolio companies (€0.3m in Assured Partners, €0.3m in Azelis, €0.1m in Boats Group and €0.1m in InfoVista).

The Company also finalised the investment in Unilabs to which it had made commitments totalling €9m last year. The final amount invested was €9.6m, reflecting an upwards adjustment of €0.6m.

#### Divestments

The volume of sale proceeds and revenue realised or signed during the year amounted to  $\le$ 98.7m ( $\le$ 215.7m in 2016) and comprised sale proceeds of  $\le$ 97.1m ( $\le$ 214.2m in 2016) and revenues of  $\le$ 1.6m ( $\le$ 1.5m in 2016).

The €98.7m primarily included:

- €66.1m from the sale of 50% of Altamir's stake in Altran as part of an accelerated bookbuilding for institutional investors;
- €15.2m from a new sale of Gfi Informatique shares to Mannai Corporation:
- €4.6m from the refinancing and partial sale of GlobalLogic;
- €3.7m from the release of the last portion of an escrow account related to the 2011 sale of Vizada;
- €2.2m following the listing of EVRY on the Oslo Stock Exchange;
- €1.9m from the sale of a remaining stake in the Canadian Company GardaWorld, bringing total divestment proceeds to 2.3 times the amount invested in 2012;
- €1.3m from the sale of the remaining shares held in the listed Indian Company Chola, bringing total divestment proceeds to 2.7 times the amount invested in 2014;

- €0.9m received after refinancing the debt of the Indian Company Shriram City Union;
- €0.8m from the refinancing of Exact Software;
- €0.7m from the refinancing of Idealista;
- €0.6m from the refinancing of Safetykleen Europe;
- €0.2m from Royer's 2017 dividends;
- €0.1m from Albioma's 2017 dividends distributed;
- €0.3m from various portfolio companies.

Two US companies, rue21 and Answers Corporation, were divested for nil

In February 2017, the Company finalised the sale of its stake in Unilabs to the Apax IX LP fund, managed by Apax Partners LLP, for €41.1m, vs €41.2m announced at the end of 2016.

#### Net cash holdings

Altamir's cash on a statutory basis, net of credit lines used (€9m as of 31 December 2017), was €7.3m as of 31 December 2017, vs net cash of €67.3m as of 31 December 2016.

The Company has short-term credit lines totalling €60m. Its credit lines were renegotiated during the year to increase the total amount from €39m to €60m.

It should be noted that, as an SCR, or *société de capital risque* (special tax status for certain private equity and other investment companies), Altamir may not borrow in excess of 10% of its net book value, *i.e.* €60m as of 31 December 2017.

#### Commitments

The Apax France VII fund is fully invested. Altamir has an obligation to make follow-on investments in portfolio companies of amounts proportional to its initial commitment. The maximum residual commitment is estimated at €2m.

On 30 November 2017, Altran announced the signature of a definitive agreement to acquire Aricent for €1.7bn, creating the undisputed global leader in engineering and R&D services. Apax Partners and Altamir, through their Altrafin holding, confirmed their support for the transaction and their intention to participate pro-rata in the planned €750m rights issue intended to finance part of the transaction. Altamir expects to commit approximately €13m, bringing residual commitments to co-invest with the Apax France VII fund to €15m.

Altamir has committed to investing between €200m and €280m in the Apax France VIII fund. As of the end of December 2017, €16.9m of capital remained to be called, out of a total maximum commitment reduced to €276.7m.

Altamir has committed to investing €60m in the Apax VIII LP fund. The fund was fully called as of 31 December 2017.

Altamir has committed to investing between €226m and €306m in the Apax France IX fund. The amount called as of 31 December 2017 was €77.2m. The fund has already made four investments, of which only three have been called. The latest investment for €37.2m was financed by credit lines. The amount of capital

remaining to be called was €228.7m as of 31 December 2017. This amount can be adjusted every six months based on the Company's foreseeable cash position. In the first half of 2018, the Management Company has decided to exercise its right not to invest, if need be, at the upper limit of its commitment in all investments made by the Apax France IX fund during the first half of 2018, which would be called in the first half of 2019.

Altamir has committed to investing €138m in the Apax IX LP fund. The fund has made 12 investments; capital calls were issued for all. The amount of capital remaining to be called was €74.2m as of 31 December 2017. The Management Company is not able to adjust this commitment every six months.

Altamir has also committed to investing \$5.1m ( $\leq$ 4.5m) in the Turing Equity Co fund, a ThoughtWorks co-investment vehicle. As of 31 December 2017, the fund's share of the investment had been paid, leaving only a residual commitment of \$0.6m ( $\leq$ 0.5m).

Altamir's maximum remaining commitments therefore total €320.3m (excluding any follow-on investments alongside Apax France VII), of which €37.2m have already been invested.

#### **Portfolio**

The portfolio as of 31 December 2017 included 49 equity holdings, excluding escrow accounts, comprised primarily of growth companies, distributed among Altamir's four sectors of specialisation.

## 1.4.3 OTHER SIGNIFICANT EVENTS DURING THE YEAR

The Company paid a dividend of €0.65 per ordinary share to limited partners on 26 May 2017.

#### 1.4.4 POST-CLOSING EVENTS

On 1 January 2018, Apax Partners SA changed its corporate name to Amboise Partners SA.

The Apax IX LP fund returned €2.6m of uninvested called capital at the end of January 2018. At the same time, it distributed revenue from the refinancing of Safetykleen in 2017, of which €0.6m was received by the Company.

Marlink finalised its acquisition of OmniAccess.

Apax Partners LLP sold its stake in Genex in early February, representing divestment proceeds of €0.8m for Altamir.

The legal expert appointed on 16 March 2016 by the President of the Paris Commercial Court in connection with the dispute between Altamir and Moneta Asset Management filed his report on 9 February 2018. Information relating to this dispute is available on the Company's website www.altamir.fr (News section).

In March 2018, Altamir sold 54% of its stake in Albioma under an accelerated bookbuilding and received approximately  $\in$ 37.4m excluding transaction-related costs. Altamir now holds a residual stake of around 5.5% of the share capital, via Financière Hélios.

Apax Partners SAS has signed an agreement to acquire Business Integration Partners (Bip), a leading European consulting company headquartered in Italy.

In March 2018, Altran finalised the acquisition of Aricent and launched a  $\$ 750m rights issue. Altamir committed to participate for  $\$ 13m.

#### **1.4.5 TRENDS**

The private equity market has experienced strong growth in recent years. 2017 was a record year for private equity fundraising, with \$453bn collected worldwide. In Europe, fundraising reached \$108bn, a very high figure despite being lower than the landmark \$121bn hit in 2016 (source: Preqin).

European LBO funds were very active, both for investments, which totalled \$158.4bn vs. \$125.8bn in 2016, and for divestments through mergers/acquisitions, which were \$180.9bn vs. \$148bn in 2016 (source: MergerMarket).

## 1.4.6 PROFIT FORECASTS AND ESTIMATES

Because of the nature of its activities, and because its results are highly dependent on the performance of the companies in its portfolio as well as on the amount and pace of its investments, the Company does not expect to announce any earnings forecasts or estimates.

It has, however, communicated its objectives for the current year. Barring any major external developments, the Management Company expects a good level of activity in 2018. New investments could number six or seven, for around €100m, and divestments could be around €150m. The portfolio companies should continue to perform well, with average EBITDA growth of about 7%.

#### 1.4.7 FINANCIAL INFORMATION

The most relevant financial information is the Net Asset Value (NAV) per share, which is obtained from the consolidated (IFRS) balance sheet.

Net Asset Value (NAV), calculated according to IFRS, stood at €21.54 per limited partners' ordinary share at 31 December 2017, a slight 0.4% decline from 31 December 2016 (€21.62). Including the dividend of €0.65 per share paid in May 2017, Net Asset Value per share increased by 2.6% from 31 December 2016, after rising more than 19% in 2015 and 2016.

The main components of the consolidated (IFRS) and statutory financial statements are presented below.

#### **CONSOLIDATED (IFRS) FINANCIAL STATEMENTS**

(in thousands of euros)	2017	2016	2015
Changes in fair value of the portfolio	45,998	167,372	123,419
Valuation differences on divestments during the year	2,706	11,133	15,041
Other net portfolio income	1,533	1,453	18,522
INCOME FROM PORTFOLIO INVESTMENTS	50,237	179,959	156,982
Purchases and other external expenses	-25,142	-20,969	-18,411
Gross operating income	26,703	156,516	138,186
Net operating income	21,447	128,569	110,553
Net financial income attributable to ordinary shares	-558	451	1,220
NET INCOME ATTRIBUTABLE TO ORDINARY SHARES	20,889	129,020	111,773

Accordingly, at their 26 April 2018 General Meeting, shareholders will be asked to approve the consolidated financial statements for the year ended 31 December 2017, showing a profit of €20,888,547.

The change in fair value of €46m derived principally from the growth in the EBITDA of portfolio companies. The sharp increase resulted from both organic growth and the build-up acquisitions in the portfolio.

Net capital gains on divestments totalled €2.7m and reflected the valuation difference between the actual sale price of the investments and their fair value under IFRS as of 31 December of the preceding year (rather than the capital gain over cost).

Other net portfolio income amounted to €1.5m and mainly consisted of dividends paid by companies in the Apax VIII LP fund.

Purchases and other external expenses totalled €25.1m including VAT, up 20% compared to 2016, mainly reflecting an increase

in indirect fees resulting from the subscription to two new funds, Apax France IX-B and Apax IX LP. The period ended on 31 December 2016 only included nine months of fees for the Apax France IX-B fund and seven months for the Apax IX LP fund, vs 12 months of fees for each of the two funds during the period ended on 31 December 2017 (see Note 17 to the consolidated financial statements, in the Registration Document).

Gross operating income is calculated after operating expenses for the year.

Net operating income amounts to gross operating income less the share of earnings attributable to the general partner, the Class B shareholders and the holders of carried interest in Apax France VIII-B, Apax VIII LP, Apax France IX-B and Apax IX LP.

Net income attributable to limited shareholders includes income on marketable securities and other short-term investments and related interest and expenses.

#### **CONSOLIDATED (IFRS) BALANCE SHEET**

(in thousands of euros)	2017	2016	2015
Total non-current assets	895,164	875,162	697,392
Total current assets	27,864	79,846	47,095
TOTAL ASSETS	923,028	955,008	744,487
Total shareholders' equity	786,650	789,503	679,281
Carried interest provision attributable to general partner and Class B shareholders	29,695	44,011	39,143
Carried interest provision Apax France VIII-B, IX-B and Apax VIII LP	38,049	34,048	16,399
Other current liabilities	68,634	87,447	9,663
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	923,028	955,008	744,487

The change in non-current assets, composed of the total of equity investments held, directly or through the Apax France VIII, Apax VIII LP, Apax France IX and Apax IX LP funds, resulted principally from divestments, investments and value creation in portfolio companies.

The change in shareholders' equity for the year was as follows:

(in thousands of euros)

Shareholders' equity as of 31 December 2016	789,503
Consolidated (IFRS) earnings for the period	20,888
Transactions on treasury shares	-20
Distribution of dividends to holders of Class A shares	-23,721
SHAREHOLDERS' EQUITY AS OF 31 DECEMBER 2017	786,650

#### THE COMPANY'S STATUTORY EARNINGS

Due to the specific nature of its business, the Company does not post sales revenues.

Statutory net income is not representative of the quality of Altamir's portfolio, nor of its performance. This is because, in contrast to IFRS, the statutory statements reflect impairment recognised against securities held, but not unrealised capital gains.

Statutory net income for the financial year 2017 was €69.9m, compared with net income of €79.3m for 2016.

Accordingly, at their 26 April 2018 General Meeting, shareholders will be asked to approve the statutory earnings for the year ended 31 December 2017, showing a profit of €69,886,629.

This item broke down as follows:

(in thousands of euros)	2017	2016	2015
Income from revenue transactions	-11,203	-9,310	-8,899
Income from capital transactions	77,998	88,596	47,060
Extraordinary income	3,134	98	142
Extraordinary expenses	42	52	118
NET INCOME	69,887	79,331	38,186

To make the business of the portfolio companies more readily understandable, income (dividends and interest) and any allocations to interest receivable and losses on receivables are presented under "capital transactions".

A net amount of €7.3m was reversed in 2017 to offset accrued interest on convertible bonds or equivalent securities. This interest was already included in company valuations (under IFRS) and is

also generally included in the sale price of companies, whereas the companies themselves do not pay the interest directly.

Purchases and other external expenses totalled €10m including VAT, vs €9.2m in 2016. This increase reflected an increase in the Company's statutory net book value, which is used to calculate the amount of the management fees paid to Altamir Gérance. (See Note 3.1.3 to the consolidated financial statements).

Income from capital transactions broke down as follows:

(in thousands of euros)	2017	2016	2015
Net realised capital gains	79,235	76,494	7,446
Reversals of provisions on divestments and losses	0	0	0
SUBTOTAL - GAINS REALISED DURING THE YEAR	79,235	76,494	7,446
Provisions on equity investments	50,820	19,175	4,974
Reversals of provisions on equity investments	40,317	24,320	16,649
SUBTOTAL - UNREALISED GAINS	-10,504	5,145	11,675
Related revenue, interest and dividends	9,267	6,957	27,939
INCOME FROM CAPITAL TRANSACTIONS	77,998	88,596	47,060

#### STATUTORY BALANCE SHEET

The balance sheet total at 31 December 2017 was €646.2m vs €578.3m at 31 December 2016.

Balance sheet assets consisted of €457m in portfolio investments held as non-current assets, €136.7m in equity investments, €24.2m in related receivables, €1m in other non-current financial assets, €11.3m in other receivables, €15.0m in marketable securities and €1.3m in cash and cash equivalents.

Balance sheet liabilities consisted principally of €600.7m in shareholders' equity, a carried interest provision of €11.5m for Apax Partners SAS and Apax Partners LLP (the management companies managing the Apax France VIII-B, Apax France IX-B, Apax VIII LP and Apax IX LP funds), €189k in trade payables and sundry financial liabilities, €9.1m in financial liabilities corresponding to the credit lines used as of 31 December 2017, and €24.7m in debts to the Apax France IX-B fund.

Off-balance-sheet commitments amounted to €327m:

- a €16.9m residual commitment to the Apax France VIII-B fund;
- a €228.7m residual commitment to the Apax France IX-B fund;
- a €74.2m commitment to the Apax IX LP fund;
- €0.5m in direct investments and €6.2m in guarantees on securities sold.

#### 1.4.8 VALUATION POLICY AND METHOD

The portfolio companies, whether held directly or *via* an Apax fund, are valued by the funds' management companies, reviewed by the funds' Statutory Auditors, and finally approved by the funds' Board of Advisors.

Altamir's policy is to adopt the valuations made by the funds' management companies.

Before valuations are finalised, they are reviewed by Altamir Gérance's management, Altamir's Statutory Auditors, the Audit Committee of Altamir's Supervisory Board and the Supervisory Board in general.

#### **VALUATION METHOD**

The Apax fund management companies value their portfolios based on the principles of fair value, in accordance with International Private Equity Valuation (IPEV) recommendations.

The Apax fund managers have always pursued a conservative valuation policy, as can be seen in the uplift historically generated from divestments (selling price higher than the last valuation made before the divestiture).

Unlisted companies are valued every half-year, and listed companies are valued every quarter.

For unlisted investments held for <u>over</u> one year	For unlisted investments held for <u>under</u> one year	For listed companies
Valuations are generally based on a sample of peer-group multiples (listed companies and recent transactions).  Apax Partners France may apply a downward adjustment* of up to 30%. In principle, Apax Partners LLP does not make any adjustments, since it invests in larger companies.	Apax Partners France values companies at cost, except under specific circumstances. Apax Partners LLP usually values growth capital investments close to cost; buyout investments may be revalued from the first day that they are held.	Valued at the last listed price of the period, except in the event of restrictions in tradability or other exceptional circumstances.

This downward adjustment corresponds to a liquidity adjustment of 0-30% based on performance quality, the position of Apax Partners/Altamir in the capital (minority vs majority, exit rights, etc.), the level of mergers & acquisitions activity in the sector, management influence and weighting at exit, and the liquidity of comparable companies.

#### 1.4.9 THE COMPANY'S FINANCIAL RESOURCES

As of 31 December 2017 Altamir had authorised lines of credit totalling €60m, vs €39m at year-end 2016. This increase resulted from the renegotiation of credit lines in 2017, which led the Company to raise its borrowing capacity to the maximum

authorised amount of 10% of its statutory net book value, which was  $\in$ 60m as of 31 December 2017. As of 31 December 2017,  $\in$ 9m of the credit was drawn.

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#### 1.4.10 PAYMENT TERMS

overdue

The payment terms given to the Company's customers and suppliers are presented below, keeping in mind that the Company has no customers. At the date of the balance sheet, supplier payment terms were as follows:  $\frac{1}{2} \left( \frac{1}{2} \right) = \frac{1}{2} \left( \frac{1}{2} \right) \left( \frac{1}{$ 

	Article D.441-4 I1° of the French Commercial Code: Received invoices that are past due as of the balance sheet date					Article D.441- Code: Issued in		nat are p	oast due as		
	0 days (approx.)		31 to 60 days		91 days or more	Total (1 day or more)	O days 1 t (approx.) 30 day		61 to 90 days	91 days or more	Total (1 day or more)
(A) Breakdown	by days outs	tanding									
Number of invoices outstanding	7					13					
Total amount of invoices outstanding, incl. VAT	€-96,058.18	€12,419.36	€6,727.80	€0.00	€0.00	€-76,911.02					
Percentage of the total amount of purchases, incl. VAT, for the financial year	-0.96%	0.12%	0.07%	0.00%	0.00%	-0.77%					
Percentage of revenue, excl. VAT, for the financial year	ę										
(B) Invoices exc	luded from (	A) which re	elate to dis	puted or	unrecogi	nised trade p	ayables or receiva	bles			
Number of invoices excluded											
Total amount of invoices excluded											
(C) Payment ter	ms applied (	contractua	l or statuto	ry provis	sions - Ar	ticle L.441-6	or Article L.443-1	of the Fre	nch Con	nmercial Co	ode)
Payment terms used to calculate days	(	Contractual	payment to	erms indi	cated on	each invoice					

## 1.4.11 STATUTORY RESULTS AND OTHER COMPANY DATA OVER THE LAST FIVE YEARS (ARTICLE R. 225-102 OF THE FRENCH COMMERCIAL CODE)

Year ended	31/12/2013	31/12/2014	31/12/2015	31/12/2016	31/12/2017
SHARE CAPITAL AT YEAR-END					
Share capital	219,259,626	219,259,626	219,259,626	219,259,626	219,259,626
Number of ordinary shares	36,512,301	36,512,301	36,512,301	36,512,301	36,512,301
Number of non-voting Class B preferred shares	18,582	18,582	18,582	18,582	18,582
Maximum number of future Class B shares to be created:					
through bond conversion/redemption					
through exercise of Class B warrants	37,164	37,164	37,164	0	0
OPERATIONS AND INCOME					
Revenues (ex tax)					
Earnings before taxes, profit sharing, depreciation, amortisation & provisions	30,183,702	55,230,300	35,051,855	72,578,999	40,237,901
Income tax					
Employee profit sharing					
Earnings after taxes, profit sharing, depreciation, amortisation & provisions	64,959,142	56,014,864	38,185,670	79,331,454	69,886,629
Distributed income	23,422,269	28,250,553	25,668,465	37,474,817	
EARNINGS PER SHARE					
Earnings before taxes, profit sharing, depreciation, amortisation & provisions					
<ul><li>ordinary shares</li></ul>	n.s.	n.s.	n.s.	n.s.	n.s.
■ Class B preferred shares	n.s.	n.s.	n.s.	n.s.	n.s.
Earnings after taxes, profit sharing, depreciation, amortisation & provisions					
<ul><li>ordinary shares</li></ul>	1.78	1.53	1.05	2.17	1.91
■ Class B preferred shares					
Dividend distributed	0.45	0.5	0.56	0.65	
EMPLOYEES					
Average number of employees					
Payroll					
Sums paid as					
Employee benefits (social security and other social projects)					

n.s. (not significant): it is not meaningful to break down EPS into earnings on ordinary shares and earnings on Class B shares before taking taxes, depreciation, amortisation and provisions into account because the share of earnings attributable to Class B shares, pursuant to the Articles of Association, can only be established on the basis of net income, which is in turn adjusted.

#### 1.4.12 ACQUISITION OF EQUITY INTERESTS AND CONTROLLING INTERESTS

The Company made two direct co-investments in 2017, with a commitment to the APIA Ciprès FPCI, dedicated to co-investment in Ciprès and a commitment to the Turing Equity Co fund, dedicated to co-investment in ThoughtWorks.

	% of share capital*	% of voting rights*
CIPRES Assurances	4.77%	4.77%
ThoughtWorks	0.79%	0.79%

<sup>\*</sup> The percentages indicated in the table pertain to the co-investment only and do not include the share held indirectly through the Apax fund.

For all other transactions, the Company now invests directly in the Apax France VIII and Apax France IX funds through Apax France VIII-B and Apax France IX-B, dedicated private equity funds managed by Apax Partners SAS, and in the Apax VIII LP and Apax France IX LP funds, advised by Apax Partners LLP.

# 1.5 INTERNAL CONTROL PROCEDURES IMPLEMENTED BY THE COMPANY

#### **GENERAL FRAMEWORK**

Amboise Partners SA and Altamir use the internal control principles described in the COSO (Committee of Sponsoring Organizations of the Treadway Commission) report as a guideline.

COSO defines internal control as follows:

"Internal control is a process, effected by an entity's Board of Directors, management and other personnel, designed to provide reasonable assurance regarding the achievement of objectives in the following categories:

- effective and efficient operations;
- accuracy of financial reporting; and
- compliance with laws and regulations."

The report also details the components of internal control:

- "Control Environment:
- Risk Assessment;
- Control Activities: adopting standards and procedures that contribute to ensuring that management's priorities are implemented:
- Information and Communication: relevant information must be identified, captured and communicated in a form and timeframe that enables people to carry out their responsibilities;
- Monitoring: internal control systems must themselves be monitored - a process that assesses the quality of the system's performance over time."

An internal control system designed to address the objectives described above does not guarantee that the objectives set will be achieved, because any procedure has inherent limits.

Concerning effective and efficient operations, Amboise Partners SA and Altamir have a three-part objective: 1) identify and carry out the best investments possible in line with the Group's strategy, 2) oversee the performance of the companies in the portfolio and adhere to the plan approved with their managers, 3) protect its own assets or assets under management by controlling cash flows, financial instruments and securities in the portfolio.

Altamir invests either on a pari passu basis with the funds managed by Amboise Partners SA, or as an investor in the Apax France VIII-B and Apax France IX-B funds managed by Apax Partners SAS or in the Apax VIII LP and Apax IX LP funds advised by Apax Partners LLP. Occasionally, Altamir co-invests with these funds.

The procedures relating to Altamir are therefore inextricably linked to those of Apax Partners.

In the remainder of this document, unless otherwise specified, the term "Company" refers to both Apax Partners and to Altamir.

The Company keeps an internal control and procedures manual, which is reviewed and expanded on a regular basis. The latest complete revision was completed in 2017. The manual continues to be updated periodically.

#### **MEASURES TAKEN IN 2017**

The Company made progress in several areas:

- an external team continued to perform periodic internal controls:
- a complete update and revision of the manual of procedures was begun in late 2017 and finalised in early 2018;
- the business continuity plan was put into practice, with a live test performed during the year.

A) CONTINUED PERIODIC CONTROLS
OF INTERNAL CONTROL AND THE
CORRECT APPLICATION OF THE
REGULATIONS SPECIFIC TO SCRs
(QUOTAS)

Controls carried out during the year included the following:

- ensuring the staff at Apax Partners and Amboise Partners SA adhered to the Code of Ethics, especially regarding personal investments;
- monitoring legal registers;
- adhering to regulatory ratios applicable to SCRs;
- adhering to the regulations governing voting at Annual General Meetings;
- monitoring short-term investments of cash;
- ensuring compliance in how procedures for combating moneylaundering and terrorist financing are applied;
- monitoring the corporate officer responsibilities of Apax Partners' staff:
- verifying that the methods used to prevent and resolve potential conflicts of interest are in compliance.

No significant anomalies were detected. The procedures will, however, continue to be strengthened in all the areas identified.

#### PRESENTATION OF THE COMPANY AND ITS ACTIVITIES

Internal control procedures implemented by the Company

#### **COMBAT AGAINST MONEY LAUNDERING** B) AND TERRORIST FINANCING

- As every year, Apax Partners and Amboise Partners SA employees took part in a training course on combating money laundering and terrorist financing.
- Controls suited to the nature of the transactions were performed.

Article 242 quinquies, paragraph II of the French Tax Code and Article 171 AS bis of Appendix II introduced, starting with the 31 December 2006 closing, a detailed filing requirement enabling the tax authority to check that SCRs adhere to the 50% quota imposed on them. This statement is duly filed each year with the tax authorities based on data as of 31 December and complies with the detailed calculations already made by the Company.

### **GENERAL ORGANISATION OF THE** COMPANY'S INTERNAL CONTROL PROCEDURES REGARDING THE PREPARATION AND PROCESSING OF ACCOUNTING AND FINANCIAL INFORMATION

#### A) INTERNAL CONTROL PARTICIPANTS AND THEIR ACTIVITIES

The purpose of the Company is to invest, in principle, in securities of unlisted companies, either directly, or via investment vehicles such as French or European private equity funds.

Altamir continues to create value and divest alongside the Apax France VII fund, managed by Amboise Partners SA. Since 2011, Altamir has also invested via the Apax France VIII-B and Apax France IX-B funds, managed by Apax Partners SAS, and since 2012, via the Apax VIII LP and Apax IX LP funds advised by London-based Apax Partners LLP. Occasionally, the Company may co-invest with these funds. For these investments, it is assisted by investment and support teams.

With respect to accounting and financial information, the first objective of internal control is to verify cash flows and assets.

This is achieved by implementing the following processes:

- the accounting and fund administration processes are segregated;
- securities are registered in "pure" nominative form and periodically reconciled with the custodian and registrars of each company;

- payment instructions are centralised with the Chairman of the management companies in the case of the funds, and with the Chairman of the Management Company of Altamir;
- fund administration, together with the bank custodian, ensures that the legal documentation is complete before submitting the documents to the Chairman for signing;
- fund administration and the accounting department ensure the pari passu distribution of investments and divestments between the funds and Altamir (for investments historically made alongside funds managed by Amboise Partners SA) and between the Apax France VIII-A and Apax France VIII-B and Apax France IX-A and Apax France IX-B funds, Altamir's new investment vehicles, based on the rules defined at the start of every half-year period.

As previously reported, Altamir's Supervisory Board has created an Audit Committee, which can be assisted by the Company's Statutory Auditors.

The second objective is the accuracy of financial reporting. The objective is achieved by cross-checking accounting data with data from the securities management system. Increasingly sophisticated automation limits the risk of human error.

The third objective is compliance with laws and regulations in force. The Company does everything in its power to adhere not only to general regulations, but also to the regulations specific to SCRs (investment eligibility quotas) and to listed companies.

The two asset management companies have each appointed a Compliance and Internal Control Officer. The Code of Ethics is an integral part of the Rules of Procedure. The Compliance and Internal Control Officers have opted to outsource secondlevel controls relating to compliance and internal control of the management companies to PCI. This assistance falls under Articles 313-72 to 313-76 of the AMF General Regulation applying to management companies that delegate or outsource certain functions.

#### **EXTERNAL ACCREDITATIONS** B)

Amboise Partners SA and Apax Partners SAS are AMF-approved portfolio management companies. They are members of France Invest (ex-AFIC, the French private equity Association). France Invest has published a Code of Ethics and reference guides. Moreover, Amboise Partners SA, Apax Partners SAS and consequently Altamir comply with the International Private Equity and Venture Capital Valuation Guidelines developed by France Invest, Invest Europe, BVCA and others, and the COSO internal control framework.

Apax Partners LLP is regulated by the FCA and is a member of the British Venture Capital Association (BVCA), whose rules and codes are equivalent to France Invest's. It also belongs to the European private equity association Invest Europe (Regime for partnerships limited by shares).

## C) PREPARING FINANCIAL AND ACCOUNTING REPORTS FOR SHAREHOLDERS

### Systems and processes for preparing accounting and financial statements

Since 2014, two software tools have been used to manage financial and accounting data:

- Sage 100 Comptabilité, developed by Sage and used for general accounting and payroll;
- Capital Venture 3 (CV3), developed by Klee Group to manage FPCI and Altamir securities, and to prepare financial and analytical statements.

CV3 has been used with a CRM interface and outsourced hosting. All Altamir's data since its inception have been migrated into the new software, and customised reports have been developed.

The consolidated (IFRS) financial statements are generated using the statutory financial statements produced by Sage, but *via* Excel spreadsheets. A meticulous process is used to convert the statutory financial statements into consolidated financial statements and to carry out compliance analyses. The Company is still considering the purchase of software dedicated to the production of IFRS statements.

All the systems have a significant user base. The accounting system is used in France, and CV3 is used throughout the world. They are well documented.

The two transaction processing systems are used independently of each other. The accounting department uses Sage Comptabilité 100 whereas fund administration uses CV3. As a result, information must be reconciled and checked during reporting.

PCI, the firm in charge of second-level controls, regularly reviews compliance with procedures and updates them when necessary.

The Audit Committee also plays a part in ensuring that established procedures are followed. Once it has completed its investigations, the Audit Committee addresses its comments and recommendations to the Supervisory Board.

#### Valuation of the securities in the portfolio

For a portfolio management firm or SCR, reporting is based in particular on the valuation of the securities in its portfolio.

For investments on a pari passu basis with the funds managed by Amboise Partners SA:

A half-yearly valuation is prepared by the partner in charge of each equity holding. These proposals are reviewed and may be amended during the portfolio review meeting attended by all partners. Altamir's Audit Committee also reviews valuations and may guestion them.

The valuations derived from financial models (for securities acquired in LBOs) are checked by the finance department, which carries out tests of consistency with past valuations.

As indicated above, the process of preparing and checking valuations has been improved to include measures such as an analysis of the value created over time.

The Statutory Auditors and the finance department review the valuations with the sector teams.

■ For the Apax France VIII-B, Apax France IX-B, Apax VIII LP and Apax IX LP funds:

The finance department and Statutory Auditors rely on the reviews performed by the Statutory Auditors of those entities, as well as on interviews directly with the investment teams.

### Relationship between internal control procedures and risk factors

This report does not aim to describe the procedures in detail. The description of the organisation and internal control principles is intended to provide an outline of how the Company's internal control system functions.

In 2017, the Company pursued internal control initiatives, continued to combat money laundering and the financing of terrorism and implemented new reporting software. It also conducted a complete review of the FATCA status of the Company and all of its investment holdings.

In 2018, we will continue to implement corrective actions if we or our auditors identify weaknesses or omissions.



# 1.6 DESCRIPTION OF RISK FACTORS AND THEIR MANAGEMENT

#### 1.6.1 INTRODUCTION

Investors are asked to consider all the information provided in the Registration Document and presented in this Management report before acquiring or subscribing to the Company's marketable securities. As of the date the Registration Document was filed, these risks, were they to materialise, could have a significant unfavourable impact on the Company, its business activities, its financial position, its results or its growth. The Company considers that, at the time the Registration Document was filed, there were no significant risks other than those presented. Investors should be aware that the list of risks below is not exhaustive, and that there may have been other unidentified or unforeseen risks at the date this Registration Document was filed, which may have a significant adverse risk on the Company, its business activities, financial position, results and growth.

The unitholders in the private equity funds managed by Amboise Partners SA and Apax Partners SAS and the investors in the funds managed by Apax Partners LLP are professionals investing significant amounts with a long-term horizon. They have more detailed information about the investments acquired (as coinvestments alongside Altamir) than the other shareholders of the Company. This information is communicated to them in line with the rules of the funds and with common practice in the private

equity industry. Should this information be privileged, however, as defined by applicable regulations, these investors must not carry out transactions on the shares of Altamir.

## 1.6.2 DESCRIPTION OF RISKS AND UNCERTAINTIES AND THEIR MANAGEMENT

#### A) RISKS INHERENT IN PRIVATE EQUITY

Investment in a company whose objective is to acquire private equity interests is intrinsically high-risk, greater than that associated with investing in listed major industrial, property or financial companies.

There is no guarantee that the investments will achieve Altamir's objectives, or even return the capital invested in the Company, and the past performance of the funds managed by Apax Partners for this type of investment offers no guarantee of the future performance of the Company.

In particular, private equity investments present the following risks:

#### Nature of the risk

#### **Risk mitigation**

#### 1) Risks relating to capital calls (liquidity risks)

The Company has commitments to the funds in which it invests (Apax France VIII-B, Apax France IX-B, Apax VIII LP and Apax IX LP). These commitments are significant and could be called at any time with a notice period of around 10 days.

The resources for meeting these commitments are held in available cash, proceeds from divestments and possibly temporary lines of credit.

The Company's status as a French société de capital risque (SCR) prohibits it from borrowing in excess of 10% of statutory net assets.

The Company's commitments to the Apax France and Apax Partners LLP funds have been set within a range enabling it to respond to capital calls based on expected cash positions. The Company has carried out a specific review of its liquidity risk and believes it can meet its forthcoming obligations.

The funds in which Altamir invests have access to credit lines and so are not required to make capital calls for each investment. These credit lines are of varying duration, ranging from six to 12 months. This enables the Company to increase its visibility on future capital calls.

As of 31 December 2017, the Company had a net cash position of €7.3m and €60m in authorised lines of credit. In 2017, the Company renegotiated the composition and size of its banking pool to raise the amount of its credit lines from €47m to €60m.

In June 2015, Altamir ceased to be tied to Apax Partners SAS for managing its investment in Albioma and may now freely manage its shares in this listed company.

Furthermore, Altamir has the option to reduce the maximum level of its commitment to the Apax France IX-B fund by up to €80m (bringing the maximum commitment down from €306m to €226m). Maximum commitments are reviewed semi-annually. This mechanism gives Altamir the flexibility to significantly lower its commitments for each six-month period.

#### Nature of the risk Risk mitigation

#### 2) Risks related to the absence of investment liquidity

Altamir aims to invest principally in unlisted companies, with a medium- to long-term investment horizon. Although the investments Altamir makes can occasionally generate recurring revenue, in the vast majority of cases, capital invested and potential capital gains are only realised when the investment is partially or fully sold, which generally only takes place several years after its acquisition.

There is no guarantee that the companies in which Altamir has invested or will invest, either directly or via the Apax France VIII, Apax France IX, Apax VIII LP and Apax IX LP funds, will be listed on the stock exchange or sold. Under these circumstances, Altamir may have difficulty selling its investments in a reasonable timeframe and at satisfactory pricing terms. Such a situation may restrict or prevent Altamir from making new investments and hinder the implementation of the investment strategy.

Furthermore, in certain cases, Altamir may require prior authorisation of a sale from the competent authorities, or may be prohibited by contract, law or regulations, from selling an investment during a given period.

The portfolio's sectoral and geographical diversification minimises the risk of illiquidity in the portfolio.

The investment processes implemented by Apax's fund management companies (see Registration Document) include an analysis of exit scenarios for each potential investment.

Moreover, Altamir's portfolio is well diversified in terms of acquisition dates, which facilitates a harmonious rotation of the portfolio.

#### 3) Risks related to Altamir's investment capacity

Altamir's success essentially depends on the capacity of the Apax management companies (Amboise Partners SA, Apax Partners SAS and Apax Partners LLP) to identify, select, acquire and sell, in a competitive market, investments that are likely to generate significant capital gains.

There is an increasing number of private equity companies, and for larger transactions, the market tends to be global, thus becoming fiercely competitive. Some of these companies have a greater financial capacity than the funds managed by the Apax Partners management companies, giving them a competitive advantage for undertaking significant financial transactions. Others may have lower ROI requirements than those of the Apax Partners management companies, enabling them to offer a higher price to sellers for a given asset.

Altamir cannot guarantee that the Apax management companies will continue to be in a position to, or want to, study certain investment opportunities, nor can it guarantee that any acquisition proposals put together by the management companies will be accepted by the sellers.

Quality, team size and Apax's strong reputation represent significant competitive advantages.

Owing to the sectoral specialisation of Altamir and the Apax funds, it is often easier to identify opportunities at the outset (proprietary deals) and avoid highly competitive auction processes.

By investing *via* funds managed by Apax Partners SAS and Apax Partners LLP, Altamir has the ability to invest worldwide, which significantly increases potential opportunities.

Altamir may co-invest alongside Apax funds when the funds syndicate these opportunities to their investors.

#### 4) Risks related to investment in funds managed by Apax Partners SAS and Apax Partners LLP

The Apax Fund terms and conditions:

- limit the life of the funds;
- limit the period during which they can invest;
- might lead to an early liquidation of the fund in certain scenarios;

able to invest the full amounts subscribed in these funds.

- might lead to an early termination of the investment period of the fund;
- might lead to the Management Company being dismissed (in the event of serious misconduct).

In such a scenario, Altamir may no longer be in a position to invest. The Company cannot exclude the possibility that it might not be

It cannot be guaranteed that Altamir will be authorised to invest in the following funds.

The Apax France VIII and the Apax VIII LP funds were both fully invested as of 31 December 2017.

The Apax France IX and Apax IX LP funds are in the middle stage of their investment period and have already invested 37% and 41%, respectively, of the subscribed amounts.

The Management Company of Altamir is completely independent from the two management companies. As such, Altamir is free to invest with other partners.

The historical relationship and the significant amounts invested by Altamir make such a scenario unlikely.



1

Description of risk factors and their management

#### Nature of the risk Risk mitigation

#### 5) Risks related to new investments

Altamir runs the risks inherent in acquiring new investments, specifically:

- risks relating to assessing the strengths and weaknesses of the companies, their growth potential, the relevance of their business plan and the capacity of their managers to carry it out;
- risks relating to an inaccurate estimate of the current value of investments held in these companies and the growth potential of these investments;
- risks relating to the management of the Company prior to its acquisition that were not identified during the pre-acquisition due diligence, or risks not guaranteed by the sellers in the asset and liability guarantees negotiated by the Company as part of the acquisition;
- risks relating to terms and conditions governing the financing of the acquisition (e.g. increase in interest rates, activation of accelerated maturity clauses);
- risks relating to disputes that may arise with sellers or third parties over the acquisition itself or the consequences of the acquisition (e.g. suppliers, customers or banks terminating the contracts that link them to the acquired company due to the change of control);
- risks relating to the insolvency of one or more companies in which the Company invests (e.g. obligation to provide financial support to the Company in question, loss equal to the acquisition cost, receivorship or liquidation, personal liability claims) and the resulting risk of litigation.

The investment processes implemented by Altamir and the Apax fund management companies (see Registration Document) and the systematic use of the services of renowned auditing and consulting firms, advisory banks and law firms, minimises the risks inherent in investing.

Altamir and the Apax fund management companies have acquired deep expertise over many years, enabling them to develop and perfect the sophisticated processes mentioned above.

#### 6) Risks related to the economic environment

Fluctuations in the economy may i) affect Altamir's capacity to invest, either directly or *via* the Apax France VIII, Apax France IX, Apax VIII LP and Apax IX LP funds, in companies meeting the selection criteria and to sell investments at satisfactory terms or ii) erode the value of investments that it has or will acquire, as the companies in question may be particularly sensitive to changes in economic indicators, depending on the business sector in which they operate.

By specialising in the economy's most promising sectors and selecting the sectors' growth companies and leaders, Altamir minimises the risks related to the economic environment.

The risk is also minimised through the geographical diversification of the portfolio companies and the increasing internationalisation of their activities.

#### 7) Special risks related to leveraged transactions

A significant proportion of Altamir's portfolio is composed of LBO/LBI-type transactions which consist in acquiring an investment, generally through a special-purpose holding company, with a bank loan serviced by net cash flows (primarily dividends) generated by the investment.

Leverage may be high on some of these transactions.

These transactions are particularly exposed to phenomena such as a rise in interest rates or a deterioration of the target company or its sector, making it difficult, even impossible, to service the acquisition debt on its original terms. By their very nature, the risk they present is far higher than average.

The debt ratios (overall debt/LTM EBITDA) are very closely monitored by the investment teams and maintained at conservative levels.

A significant portion of the financing invested in the holding companies (LBO) are more often than not "bullet" loans, which considerably lightens debt servicing costs during the holding period, with debt being repaid when the investment is sold.

It is also important to note that each LBO transaction is independent of all other transactions. Any difficulties encountered with a specific transaction have no impact on the other investments.

Altamir does not have recourse to debt to finance its investments. As previously indicated, its status as a *société de capital risque* (SCR) prohibits Altamir from incurring debt greater than 10% of its statutory equity. Its credit lines are solely used to meet potential timing differences arising between cash inflows (divestment proceeds) and outflows (investment payments).

#### Nature of the risk **Risk mitigation**

#### 8) Risks related to the departure of executives in the portfolio companies

The companies in which Altamir invests may be dependent on the presence of one or more key people, whose departure or unavailability would have a significant adverse effect.

Because of this, Altamir may need to postpone the sale of the investment in question or to sell it on unfavourable terms.

Evaluating the senior management (motivation, commitments, performance, etc.) is a critical factor in the investment process. Private equity at its core depends on the interests of the managers and investors being perfectly aligned. As a general rule, it is thus in the managers' interest to collaborate with the investor until the investment is exited.

One of Apax Partners' essential contributions is to constantly strengthen the management teams of its portfolio companies.

#### 9) Risks related to valuation of investments

The unlisted investments that Altamir holds or will hold are periodically valued by the Company using the fair value method explained in the notes to the financial statements. These periodic valuations of Altamir's investment portfolio are carried out to determine Altamir's net asset value per share, which is published every quarter. Despite the care taken in performing these valuations, no guarantee can be given that each of Altamir's investments could be sold for an amount at least equal to the value determined by Altamir in this valuation.

Only equity investments held directly by Altamir are valued by the Company. Valuation of the investments held via the funds managed or advised by Apax Partners SAS and Apax Partners LLP is the responsibility of those companies.

Altamir and the Apax funds apply the IPEV-recommended (International Private Equity Valuation) valuation rules, which harmonises the approach across all valuations.

The valuations are reviewed by the Apax funds' Statutory Auditors and by Altamir's Statutory Auditors.

Altamir may, via its Management Company and Supervisory Board, challenge the valuations that have been submitted to it, or modify them if it deems necessary (this has so far never occurred).

For over 10 years, Altamir has monitored and published an "Uplift" indicator, which measures the spread between the price at which it sold its investments and their values used to calculate NAV in the preceding period. This indicator has always been positive, demonstrating the Company's conservative valuation approach.

#### B) FINANCIAL RISKS

#### Risk mitigation Nature of the risk 1) Risks related to fluctuations in listed share prices Altamir may hold listed shares, either because its unlisted companies are floated on the stock exchange and Altamir It is not Altamir's primary objective to invest in the shares of listed companies. considers it appropriate to retain its shares for a certain period of time with a view to obtaining a better valuation in the longterm - an objective having no guarantee of results - or because Altamir does not rule out investing directly or indirectly in the capital of a company on the sole grounds that it is listed on the stock exchange, provided that the company falls within the scope of its investment strategy. Altamir may therefore be affected by a downturn in the market prices of such securities. Furthermore, Altamir may finance its investment in a listed company $\emph{via}$ a special-purpose acquisition company that incurs debt. In the majority of cases, this debt is guaranteed by listed shares in underlying companies. When the share price of these companies falls, and the average Conversely, when the share price of these companies rises, all share price over a given period drops below a certain threshold, or part of the balance in escrow with respect to some of these companies may be released. the holding companies become responsible for meeting collateral or margin calls. In the event of default, banks may demand repayment of all or part of the loan. The sensitivity calculations for margin calls in the event of a drop As Altamir now invests via funds, it is no longer subject to direct in the market price are presented in the notes to the financial margin calls on its new investments. A change in the market prices of the comparable companies does Listed companies as of 31 December 2017 made up 19.8% of the not represent a risk, because although these comparables provide portfolio (26% at 31 December 2016). A 10% drop in the market an element for calculating the fair value at a given date, the final value of the investments will be based on private transactions, unlisted by definition, in which the strategic position of the prices of these listed securities would have an impact of €15.2m on the valuation of the portfolio as of 31 December 2017. companies or their ability to generate cash flow takes precedence In addition, most unlisted securities are valued in part on the basis over the market comparables. of peer-group multiples, and in part on multiples of recent private transactions. 2) Interest rate risks Risks related to LBO transactions In the context of leveraged transactions, Altamir is indirectly A Debt Director joined the investment teams of Apax Partners subject to the risk of an increase in the cost of debt and the risk of SAS in 2015. Apax Partners LLP has a dedicated debt team split not obtaining financing or being unable to finance the planned new transactions at terms that ensure a satisfactory return. between London and New York. Risks related to short-term cash investments As of 31 December 2017, Altamir's statutory financial statements If the need for cash requires the Company to terminate its time deposits, the penalty would be a reduction in the interest earned. There is no risk of a loss of capital. The sale of marketable securities and revenue therefrom resulted in a profit of €0 in 2017. The sale of negotiable debt securities and time deposits generated a capital showed a net cash balance of €7.3m. The Company also subscribed in 2013 to a €15m tax-efficient capitalisation fund whose capital is guaranteed. Money-market mutual funds are valued at historical cost. Capital gain in 2017 of €253,251. gains on divestments are calculated based on the difference between the sale price and the weighted average purchase price. The Company recognises unrealised capital gains solely in its consolidated financial statements. The nature of the securities does not justify any impairment. Risks related to other financial assets and liabilities Financial assets tied to an interest rate include shareholder loans These financial assets are assumed to be redeemed or converted or securities such as corporate bonds classified and held as at maturity. As a result, they do not present any interest rate risk portfolio investments or receivables related to equity investments. Altamir has €60m in lines of credit at variable rates on standard The credit lines are only occasionally used. market terms. An interest rate rise would increase the cost of financina.

Nature of the risk Risk mitigation

#### 3) Currency risk

Existing shares in Altamir or shares to be created are denominated in euros. Accordingly, profitability for investors who bought Altamir shares using currencies other than the euro may be affected by fluctuations of that currency against the euro.

Altamir aims to invest, either directly or indirectly through the Apax France VIII and Apax France IX funds, mainly in France and in companies whose operating currency is the euro. However, some investments made by Altamir to date are denominated in foreign currencies, and consequently their value may vary according to exchange rates.

Shares of the Apax VIII LP and Apax IX LP funds are denominated in euros. The funds themselves have a global investment strategy. Exchange rate fluctuations might affect the valuation of some of their investments at the closing date or at the date they are sold.

Altamir made a foreign currency commitment in 2017 to the Turing Equity Co fund, which is the co-investment vehicle of ThoughtWorks, a company in the portfolio of the Apax IX LP fund. The commitment was for \$5.1m. Immediately upon subscription, 88% of that amount was called. As of 31 December 2017, the residual commitment was \$0.6m ( $\pounds 0.5m$ ).

The portfolio's exposure by currency is presented in the notes to the consolidated financial statements.

Altamir does not hedge against currency fluctuations

As of 31 December 2017, the only assets denominated in foreign currencies were the securities and receivables of 28 portfolio companies, which represented €212.7m or 23.5% of total assets.

Altamir does not use firm or conditional forward instruments to hedge or to gain exposure to market risks (equity markets, interest rates, exchange and credit risks).

This exposure is not significant in proportion to the size of the portfolio and the Company's net book value. A 10% rise or fall of the dollar would result in a €0.05m change in the residual commitment.

The foreign exchange impact is not material with respect to the expected gains on the securities in absolute value.

#### C) LEGAL AND TAX RISKS

Nature of the risk

#### Risk mitigation

#### 1) Risks related to the status of partnership limited by shares (SCA)

Altamir Gérance is the general partner of Altamir. Altamir Gérance, which is also Altamir's Management Company, is controlled by Maurice Tchenio, the founder and Chairman and CEO of Amboise Partners SA.

The Management Company of Altamir has the broadest powers to act under any circumstances in the name of the Company.

Moreover, legislation applicable to partnerships limited by shares and Altamir's Articles of Association states that the Management Company can be removed only by decision of the general partner (i.e. itself) or the commercial court for a legitimate cause at the request of any partner or the Company.

As a result, it would be virtually impossible for the shareholders of Altamir (even an overwhelming majority) to terminate the activities of Altamir Gérance against its will.

Altamir is linked to Amboise Partners SA by an investment advisory services contract.

Given Altamir's status as a partnership limited by shares, and given that Maurice Tchenio holds, directly and indirectly, almost all the capital of Altamir Gérance SA, the general partner and Manager of the Company, it would in practice be virtually impossible for the shareholders of the Company to terminate this contract and the co-investment agreement – as long as they remain valid – without the approval of Altamir Gérance.

The procedures described throughout the Registration Document, as well as the control exercised by the Audit Committee, representing the Supervisory Board, mean that the Management Company is not in a position to abuse control.

The Supervisory Board, aided by the Audit Committee, reviews Altamir's performance, and by extension the contribution of Amboise Partners SA, every quarter.

The Board of Directors of Altamir Gérance also reviews Altamir's performance.

Maurice Tchenio holds 29% of the Company's equity. His interests and those of the Company's shareholders are perfectly aligned.

#### PRESENTATION OF THE COMPANY AND ITS ACTIVITIES

Description of risk factors and their management

#### Nature of the risk Risk mitigation

#### 2) Risks related to the legal and tax treatment of SCRs

Altamir opted for the status of SCR (société de capital risque) with the sole purpose of managing a portfolio of marketable securities and unlisted shares. In this respect, it benefits from a favourable tax status. In return, it commits to abiding by certain terms, in particular the quotas of eligible securities defined in the amendment to Article 1-1 of law no. 85-695 of 11 July 1985.

Although the majority of investments carried out by funds managed by Apax Partners SAS and Altamir respond to the eligibility criteria set forth in these provisions, Altamir cannot guarantee that it will not be required to pass up an investment opportunity, or sell one or more investments earlier than planned, in order to continue to benefit from this tax treatment. Moreover, a significant portion of the investments made by Apax Partners LLP are not eligible for this quota since they are outside Europe.

Altamir takes this factor into account when defining its commitments to the funds managed by Apax Partners SAS and Apax Partners LLP.

An SCR can only borrow up to 10% of its statutory net assets, which prevents Altamir from having financing in reserve that it could call upon if necessary. Altamir may therefore not be in a position to participate in an investment if it does not have sufficient resources to finance it.

In opting for this tax regime, Altamir vigilantly adheres to the limits imposed on it. Nevertheless, failure to comply with certain conditions could lead to the loss of SCR status, and consequently, the retroactive loss of tax benefits which have been passed on to shareholders.

Furthermore, in the past, the legal and tax regime of SCRs and private equity funds has often been changed. Altamir therefore cannot guarantee that it will not be subject to restrictions in addition to those currently in place, that the tax regime applicable to its shareholders will not change, or that it will be able to continue to enjoy the benefits of the favourable tax regime.

Altamir can reduce the maximum level of commitments in the Apax France IX-B fund by  $\leqslant 80$ m. Maximum commitments are reviewed semi-annually. This mechanism gives Altamir the flexibility to significantly lower its commitments to funds for each six-month period.

Altamir has a representative on the Tax Committee of France Invest (ex-AFIC) and makes every effort to preserve the benefits of this tax regime.

#### 3) Other legal and tax risks

Legal, tax and regulatory changes may arise and may have an unfavourable effect on Altamir, the companies in its portfolio and its shareholders. As an example, the range of transactions to which private equity firms have access has in the past been affected by a lack of senior and subordinated credit facilities, given the regulatory pressure on banks to reduce their risk on this type of transaction.

Furthermore, Altamir may invest in other countries that may themselves change their tax legislation, potentially with retroactive application.

Thanks to its diversification *via* the Apax VIII LP the Apax IX LP funds, Altamir's scope is global, which minimises the impact of a legislative change in any particular region.

#### D) INDUSTRIAL AND ENVIRONMENTAL RISKS

N/A

#### E) INSURANCE

The activity of Altamir does not justify industrial-type insurance cover. Altamir has taken out third-party and D&O cover of €3m.

#### RISKS RELATED TO KEY PEOPLE

F)

Nature of the risk

### 1) Risks related to the management and control of Apax Partners

Maurice Tchenio is the founder of Apax Partners, and for more than 30 years he has played a major role in managing this company and the funds created by Apax Partners. He alone has the controlling interest in Amboise Partners SA and Altamir Gérance SA, the Management Company and general partner of the Company. His departure, extended absence or death could therefore have a significant unfavourable effect on the activity and organisation of Amboise Partners, and consequently on the activity of Altamir and its future outlook.

A succession plan is in place at the organisational level in the event that Maurice Tchenio should die or be incapacitated. The same is true with respect to its shareholdings.

Risk mitigation

Beginning with the Apax France VIII fund, management of the private equity funds has been the responsibility of Apax Partners SAS, headed by Eddie Misrahi. Equity capital is shared between seven partners of this company. The operations of the asset Management Company would obviously be disrupted in the event of an extended absence or the death of Mr Misrahi.

The other partners would be able to implement the business continuity plan without major disruption.

The same applies to Apax Partners LLP.

The structure and size of Apax Partners LLP do not give rise to specific risks as to the smooth operation of this company in the event of the departure or death of its senior executives, of which there are now two (Mr Sillitoe and Mr Truwit), having succeeded Martin Halusa.

#### 2) Risks related to other professionals working for apax partners

Altamir's success depends to a large extent on the skills and expertise of the partners and other professionals employed by the Apax management companies, and it cannot be guaranteed that these individuals will continue to be employed by these companies.

Altamir has limited the risks mentioned above by diversifying its partnerships with Apax Partners SAS and Apax Partners LLP.

The size of the team of professionals at the management companies, the reputation of these companies, and the teambased approach to investment decisions, portfolio management and divestments tend to limit the impact for Altamir of isolated departures of one or more of the Group's employees. However, as the teams are specialised in their operational sectors, the departure of any given professional, and in particular a partner, may have a negative effect on Altamir's capacity to invest in the sector in which the professional specialised.

Since the sectors are covered by several partners, with support from experienced teams in which future partners have been identified, the risk of disruption due to the potential departure has been minimised.

The Company regularly reviews risks (risk map). A Supervisory Board meeting in 2017 was devoted to a comprehensive review of the risk map. The Board made sure that all risks had been identified and that the Company had implemented the necessary measures to eliminate these risks.

The Company considers that there are no significant risks other than those presented.

## CORPORATE GOVERNANCE -REPORT OF THE SUPERVISORY BOARD

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This part of the report of the Supervisory Board on corporate governance has been prepared in accordance with Article L. 226-10-1 of the French Commercial Code.

The report was prepared by the Supervisory Board in collaboration with the Company's internal departments. It was approved by the Supervisory Board during its meeting of 6 March 2018.

Altamir applies the Afep-Medef Corporate Governance Code for listed companies, published in December 2008 and updated in November 2016. The Code can be found at: www.medef.com. The Company fully adheres to the Code's guidelines.

### 2.1 MANAGEMENT AND SUPERVISORY BODIES

### 2.1.1 SCA (SOCIÉTÉ EN COMMANDITE PAR ACTIONS OR FRENCH PARTNERSHIP LIMITED BY SHARES)

As a partnership limited by shares, the Company has two categories of partners with very different rights and responsibilities:

- a general partner with unlimited liability for the Company's debts and whose rights are not freely transferable. Only the general partner can appoint or dismiss the managers of the Company;
- limited partners (or shareholders), whose liability is limited to the amount of their contributions and whose rights are represented by freely transferable shares. These shareholders are further divided into two categories:
  - holders of ordinary shares, who have voting rights enabling them to elect a Supervisory Board, whose role is to monitor the management of the Company,
  - holders of Class B preferred shares, who do not have voting rights.

Collective decisions therefore require the approval of the limited partners who hold ordinary shares (and vote at General Meetings) and that of the general partner. However, the appointment and dismissal of Supervisory Board members are under the sole authority of the limited partners holding ordinary shares, while the appointment and dismissal of the Management Company are under the sole authority of the general partner. The appointment and dismissal of Statutory Auditors and non-voting Board members, the distribution of dividends for the year, and the approval of regulated agreements also fall under the sole authority of the limited partners holding ordinary shares.

Collective decisions modifying the rights of limited partners holding Class B shares are subject to the approval of those holders of Class B shares at a Special General Meeting.

The Management Company has the broadest powers to act on behalf of the Company in all circumstances. In its dealings with partners, the Management Company has the broadest powers to carry out all ongoing management activities. Specifically, the Management Company is responsible for identifying, evaluating and determining the Company's investments and divestments. In the performance of its mission, the Management Company

may call upon the experts or advisors of its choosing, such as Amboise Partners SA (the "Investment Advisor"), who will advise the Company on its investments and divestments but will not have the power to take decisions on behalf of the Company. The relationship between the Company and the Investment Advisor is governed by an investment advisory contract and a co-investment agreement, the terms of which are approved pursuant to Article L. 226-10 of the French Commercial Code.

## 2.1.2 THE GENERAL PARTNER AND MANAGEMENT COMPANY

The Company's general partner, who is also its Management Company, is Altamir Gérance, a French public limited company (société anonyme) with share capital of €1,000,000. The Company is registered under number 402 098 917 of the Paris commercial registry, whose registered office is located at 1, rue Paul Cézanne, 75008 Paris (France).

The Management Company's functions are not limited in time.

During the Company's existence, the general partner has sole responsibility for appointing the Management Company.

A Manager's functions are terminated upon death, disability, prohibition, receivership or liquidation, removal from office, resignation or upon reaching the age of 75. This age limit has been extended to 80 for Maurice Tchenio, in his capacity as head of Altamir Gérance, the Company's Management Company.

Any removal of a Manager from office is decided by the general partner.

If the Manager is also the general partner and loses the status of general partner, he or she also loses, automatically and without any further procedure, the status of Manager.

Altamir Gérance has a Board of Directors whose five members contribute their experience as private equity professionals and corporate chief executives: Maurice Tchenio (Chairman and CEO of Altamir Gérance, co-founder of Apax Partners), Peter Gale (Head of Private Equity and Chief Investment Officer at Hermes GPE LLP), James Mara (previously Sr. Managing Director at

General Electric Asset Management), Eddie Misrahi (Chairman and CEO of Apax Partners SAS) and Romain Tchenio (Chairman & CEO of Toupargel groupe SA).

Peter Gale (61) is head of private equity and Chief Investment Officer at Hermes GPE. He is responsible for private equity investment decisions and for all aspects of Hermes GPE's private equity investment process. He leads the co-investment programme and is responsible for decisions taken with regard to allocation and strategy for individual client portfolio construction. He has 34 years of investment experience, including 25 years in private equity. Mr Gale is a member of the Hermes GPE Management Committee and Chairman of the Private Equity Investment Committee. Previously he was Managing Director and CIO of the Hermes GPE predecessor organisation, Gartmore Private Equity. Previously Mr Gale was Investment Manager of the National Westminster Bank Pension Fund (later known as the RBS Group Pension Fund). He was responsible for all investments, and initiated both the private equity and co-investment programmes. He was a director of HgCapital Trust (formerly Mercury Grosvenor Trust plc) for 23 years. Peter holds a BA in Economics from the University of Exeter and an MSc in Economics from the University of Oxford.

James Mara (71) was a Managing Director at GE Asset Management in Stamford, CT (USA), for more than 20 years until 2014. During that time he built up a \$2bn international private equity business, raised and managed two international LBO funds and underwrote numerous investments in Europe, Russia, North and Southeast Asia, and Latin America. Previously Mr Mara was based in London, where he spent five years as deputy treasurer providing financing to GE's international mergers and acquisition team. Prior to joining the GE group, Mr Mara headed the international treasury function of RJR Nabisco in London for four years. Before that he held several tax management and advisory positions for US corporations. Mr Mara holds an LLM in tax law from Boston University, a JD from the University of Connecticut and a BS from Fairfield University.

**Eddie Misrahi** (63) joined Apax Partners in 1991 as a Partner in charge of TMT investments. He has supported the growth of both young, innovative companies and more mature companies through growth financing and buyout transactions. Mr Misrahi became Deputy Chief Executive Officer of Apax Partners SA in 2007 and Chairman and Chief Executive Officer of Apax Partners SAS in 2008. He started his career at McKinsey & Co. in Paris then in Mexico City, before working at an American telecommunications group in the United States. In 2007–08 he was president of the AFIC (Association Française des Investisseurs pour la Croissance, renamed France Invest in 2018). Mr Misrahi is a graduate of École Polytechnique and holds an MBA from Harvard Business School.

Maurice Tchenio (74) is Chairman of Altamir Gérance, and Chairman and CEO of Amboise Partners SA (formerly Apax Partners SA). He is also Chairman of the AlphaOmega Foundation. He began his career as an assistant professor of finance at HEC, before taking a position as project leader at the Institut de Développement Industriel (IDI, Paris), an investment bank specialising in equity investments. In 1972, he founded Apax Partners with Ronald Cohen and Alan Patricof. Today, Apax Partners is a global private equity leader. From 1972 to 2010, he was the Chairman and CEO of Apax Partners, the Group's French arm. In 1995, he created Altamir, a listed private equity company. In 2010, he created AlphaOmega, a venture philanthropy foundation recognised for

its public interest. He is a co-founder of the AFIC (Association Française des Investisseurs pour la Croissance, renamed France Invest in 2018) and former director of EVCA (European Private Equity and Venture Capital Association, renamed Invest Europe). Mr Tchenio has degrees from HEC and Harvard Business School, where he was a Baker Scholar and graduated with high distinction.

Romain Tchenio (42) is a graduate of ESCP Europe. He began his career as a financial analyst with PricewaterhouseCoopers Corporate Finance. He joined Toupargel in 2004 as an agency manager in Marseille. He was appointed Southwest Regional Manager in 2006 then Sales Director, a position he held from 2010 to 2013. He was named CEO of Toupargel Groupe in July 2013 and Chairman and CEO in early January 2017.

Altamir Gérance has no role of corporate officer, other than that of Management Company.

In accordance with Section 14.1 of Appendix 1 of EC regulation 809/2004, the positions and appointments held by Maurice Tchenio are listed in Section 2.1.5.

### LIMITATIONS ON THE POWERS OF THE MANAGEMENT COMPANY

In accordance with the provisions of Article 20.4 of the Articles of Association and of Article 1.1 of the Supervisory Board's Rules of Procedure, any amendment to the co-investment agreement between the Company and Amboise Partners SA (formerly Apax Partners SA) must be authorised by the Supervisory Board, after reviewing the management report, by a two-thirds majority vote of members present or represented.

In accordance with the provisions of Article 20.3 of the Articles of Association and of Article 1 of the Supervisory Board's Rules of Procedure, the Management Company must consult the Supervisory Board:

- on the application of valuation rules to portfolio companies; and
- on any potential conflicts of interest.

In addition, pursuant to Article 1.1 of the Supervisory Board's Rules of Procedure, the Manager must also consult the Supervisory Board prior to accepting any new appointment in another listed company.

There are no other formal limitations imposed on the Management Company. The Supervisory Board considers, however, that given the procedures in place, the Management Company is not in a position to abuse its powers.

#### **CONFLICTS OF INTEREST**

Investors should note that the Company invests *pari passu* with private equity funds managed by Amboise Partners SA (formerly Apax Partners SA). The Company also invests directly in private equity funds managed by Apax Partners SAS (formerly Apax Partners MidMarket SAS) and in the funds advised by Apax Partners LLP.

Amboise Partners SA is headed by Maurice Tchenio, who controls and manages Altamir Gérance SA, the Company's Management Company.

Apax Partners SAS is headed by Eddie Misrahi.

Apax Partners LLP is headed by Andrew Sillitoe and Mitch Truwit.

The potential conflicts of interest that may arise from this structure are covered by the co-investment rules for the funds managed by Amboise Partners SA and Altamir, described in Section 1.3.8 of the Registration Document, and by the co-investment agreement signed by Apax Partners and Altamir. Further information on conflicts of interest may be found in Section 2.1.6.

#### **SUCCESSION PLAN**

A management succession plan has been approved by the Supervisory Board, which last met in February 2017 as the Nomination and Remuneration Committee and has made no amendments since. The succession of Maurice Tchenio has been organised for two types of situations: 1) in the event Maurice Tchenio is prevented from fulfilling his duties, succession arrangements have been made with respect to the Company's management and ownership, so as to ensure business continuity and the Company's long-term survival; 2) in view of a planned transition, Maurice Tchenio is in discussion with a number of potential successors who have all demonstrated strong interest and who meet certain criteria (e.g. manager/senior partner of a private equity firm, preferably with Apax experience, and with a track record of successful fund raising and deep knowledge of Altamir).

#### 2.1.3 SUPERVISORY BOARD

#### **ROLE OF THE SUPERVISORY BOARD**

The Company's Articles of Association stipulate that the Supervisory Board shall provide ongoing supervision of the Company's management and shall decide on the allocation of net income to be proposed to shareholders. In addition, the Management Company shall consult the Supervisory Board on the evaluation rules applying to portfolio companies, and on any potential conflicts of interest. Any amendment to the coinvestment agreement between the Company and Amboise Partners SA (formerly Apax Partners SA) must be authorised by the Supervisory Board, after it has reviewed the management report, by a two-thirds majority vote of members present or represented (Article 20.4 of the Articles of Association).

## ROLE OF THE CHAIRMAN OF THE SUPERVISORY BOARD

The role of the Chairman of the Supervisory Board is mainly to preside over meetings and to maintain regular contact with the Management Company in order to keep abreast of any exceptional events that might require a special Supervisory Board meeting. He is also very involved in preparing the Annual General Meeting of Shareholders. More recently, the Chairman was very active in the selection of new members of the Supervisory Board.

### RULES FOR THE COMPOSITION OF THE SUPERVISORY BOARD

The composition and role of the Supervisory Board are described in Articles 18 to 20 of the Company's Articles of Association.

#### Summary:

- the Company has a Supervisory Board with 3-12 members. Its members are selected from among the shareholders who do not have the status of general partner, legal representative of the general partner or Management Company. The term of the members of the Supervisory Board is two years (Article 18). Nevertheless, shareholders voted at the General Meeting of 29 March 2012 to amend the Articles of Association to allow the appointment of one or more Supervisory Board members for a term of one year, for the sole purpose of implementing or maintaining staggered terms for Supervisory Board members;
- no individual over the age of 70 may be appointed to the Supervisory Board if that person's appointment would bring the proportion of members over the age of 70 above one-third (Article 18);
- in the event a seat becomes vacant due to death or resignation of one or more members of the Supervisory Board, the Board may appoint a temporary replacement within three (3) months of the date the vacancy occurred (Article 18);
- the Board appoints an individual from among its members to act as Chairman. In the event of the absence of the Chairman, the oldest member of the Board fulfils the Chairman's role (Article 19);
- the Supervisory Board meets at the request of the Chairman or the Management Company. Notices of meetings may be communicated using any means which establish proof of notice by commercial standards, at least five days prior to the meeting, unless the Board members unanimously agree to a shorter period. The Manager must be invited to meetings and may attend Supervisory Board meetings without having the right to vote:
- one or more non-voting members appointed by the shareholders may also attend Supervisory Board meetings in an advisory capacity (Article 19);
- the Supervisory Board may not take decisions unless at least half of its members are present or represented (Article 19).

### COMPOSITION OF THE SUPERVISORY BOARD AS OF 31 DECEMBER 2017

The Supervisory Board is composed of six members:

- Jean-Hugues Loyez, Chairman of the Supervisory Board;
- Jean Besson, Chairman of the Audit Committee;
- Sophie Etchandy-Stabile, Member of the Audit Committee;
- Marleen Groen, Member of the Audit Committee;
- Gérard Hascoët;
- Philippe Santini.

#### COMPOSITION OF THE BOARD AND AUDIT COMMITTEE AS OF 31 DECEMBER 2017.

Board member	Age, Gender and Nationality	Start of 1st term Seniority End of term	Independence status	Main functions outside the Company	Expertise and experience	Number of shares held	Audit Committee
Jean-Hugues Loyez	69 French man	4 June 2007 10 years General Meeting of 26 April 2018	Independent	Business Angel Chairman of A&A Partners	Expertise in Consumer sector	162,098	No
Jean Besson	74 French man	16 April 1996 21 years General Meeting of 26 April 2018	Not Independent	Manager of IPG Director of TQM	Chartered accountant Expertise in TMT sector	50,749	Chairman
Marleen Groen	61 Dutch woman	24 April 2014 3 years General Meeting to be held in 2019	Independent	Member of several Boards of Directors of charitable organisations	Expertise in private equity and financial services	1,000	Member
Sophie Etchandy-Stabile	47 French woman	24 April 2014 3 years General Meeting of 26 April 2018	Independent	-	Expertise in finance and in the Consumer sector	1,000	Member since 2 February 2017
Philippe Santini	74 French man	26 April 2006 11 years General Meeting to be held in 2019	Independent	Chairman of PHS Consultants SAS Director and Chairman of the Audit Committee of Galeries Lafayette	Expertise in the TMT sector	2,128	No
Gérard Hascoët	68 French man	28 April 2004 13 years General Meeting to be held in 2019	Not Independent	Venture Partner in Sofinnova Partners	Expertise in private equity and the Healthcare sector	33,494	Member until 2 February 2017

The number of shares held by the members of the Board has not changed since 31 December 2017.

No Board member is currently exercising an appointment in a listed company (outside the Group) except for Sophie Etchandy-Stabile, who is on the boards of two listed companies, Unibail and Spie. The Company does not have a dedicated Nomination and Remuneration Committee. However, Altamir's Supervisory Board has decided to meet as a Nomination and Remuneration Committee at least once a year to examine issues related to remuneration of the Management Company and the members of the Board, and to examine the composition of the Board and the Audit Committee (see section on the Nomination and Remuneration Committee).

The Board includes two women and four men, a female/male ratio that is consistent with legal provisions (Art. L. 226-4-1 of the French Commercial Code).

The members of the Supervisory Board are all French nationals except for Ms Groen, who is Dutch.

More than half of the Board members are independent, in accordance with the requirements in paragraph 8.5 of the Afep-Medef Code (see table below). Two members of the Board, Jean Besson and Gérard Hascoët, have been members of the Supervisory Board since 16 April 1996 and 28 April 2004, respectively. Therefore, they are not considered independent because they do not meet the Afep-Medef Code criterion that requires less than 12 years of seniority. However, the Supervisory Board notes that Mr Besson and Mr Hascoët have always acted

independently and continue to do so, and that their contribution to the Board is essential for Altamir. Moreover, Jean Besson has decided not to seek reappointment to the Supervisory Board when his term expires at the General Meeting on 26 April 2018.

No Board member had a business relationship with the Company in 2017

It is specifically noted that Jean-Hugues Loyez, Chairman of the Supervisory Board, is independent with regard to the Afep-Medef Code criteria. He had no business relationship with the Company during the past year. In addition, he received no variable remuneration in cash or securities, nor any remuneration tied to the Company's performance.

The composition of the Supervisory Board remained unchanged in 2017. However, Jean Besson informed the Board in December 2017 of his desire not to seek reappointment during the next General Meeting, on 26 April 2018. Consequently, at its meeting on 9 January 2018 the Nomination and Remuneration Committee launched a search process for Mr Besson's replacement. A candidate profile was drawn up for the replacement of Jean Besson. At that meeting, the Board approved a procedure for selecting candidates. At its meeting of 6 March 2018, the Board proposed that Jean Estin be appointed at the next General Meeting as a member of the Supervisory Board to replace Jean Besson, for a two-year term expiring at the end of the General Meeting called in 2020 to approve the financial statements for the previous year.

#### CORPORATE GOVERNANCE - REPORT OF THE SUPERVISORY BOARD

Management and supervisory bodies

Pursuant to the Afep-Medef Code, the following Board members are considered independent:

Independence criteria*	Jean Besson	Gérard Hascoët	Philippe Santini	Jean- Hugues Loyez	Sophie Etchandy- Stabile	Marleen Groen	Reasons for non- compliance
The Member must not be, nor have been, in the past five years:  an employee or executive corporate officer of the Company, or an employee, executive corporate officer or director of either a company consolidated by the Company, or of its parent company or of a company consolidated by the parent company; an executive corporate officer of a company in which the Company holds, directly or indirectly, an appointment as a Board member, or in which a company employee or executive corporate officer holds an appointment as a Board member (either currently or in the last five years).	Yes	Yes	Yes	Yes	Yes	Yes	/
Not be a major customer, supplier, or corporate or investment banker of the Company or its Group, nor carry out a significant proportion of its business with the Company or its Group	Yes	Yes	Yes	Yes	Yes	Yes	/
Not have close family ties with a corporate officer	Yes	Yes	Yes	Yes	Yes	Yes	/
Not have been a Statutory Auditor of the Company in the past five years	Yes	Yes	Yes	Yes	Yes	Yes	/
Not be a member of the Board of the Company for more than 12 years	No	No	Yes	Yes	Yes	Yes	/
Not be a controlling shareholder of the Company or its parent company (10% threshold of share capital or voting rights)	Yes	Yes	Yes	Yes	Yes	Yes	/
CONCLUSION	NOT INDE- PENDENT	NOT INDE- PENDENT	INDE- PENDENT	INDE- PENDENT	INDE- PENDENT	INDE- PENDENT	

<sup>\*</sup> Executive corporate officers include the Chairman & CEO, the CEO, and the deputy CEOs of sociétés anonymes (public limited liability companies) with a Board of Directors, the Chairman and members of the Executive Board of sociétés anonymes with an Executive Board and a Supervisory Board, and the presidents of French partnerships limited by shares.

At their General Meeting of 26 April 2018, shareholders will be asked to renew the terms of two Supervisory Board members:

- Sophie Etchandy-Stabile;
- Jean-Hugues Loyez.

At their General Meeting of 26 April 2018, the shareholders will also be asked to approve the appointment of Jean Estin as Supervisory Board member.

Jean Estin (67) is a French national. He is the Chairman and founder of Estin & Co. and has more than 40 years' experience in strategic and management consulting. Mr Estin has been a consultant with Boston Consulting group (Paris), Managing Director of Carrier SA (United Technologies group in Paris and Geneva), Managing Director of Strategic Planning Associates Inc. (France and the UK), president of Europe division and head of general management consulting worldwide for Mercer Management Consulting Inc. (now Oliver Wyman), and director of Mercer Management Consulting Inc. and of the Mercer Consulting

group Inc. (New York). Mr Estin assists management of large European, North American and Asian groups for major strategic and organisational change, corporate growth strategies, mergers and acquisitions, post-merger integration, and major industrial restructuring. He works regularly with large North American and European investment funds. As either consultant or senior executive, Mr Estin has led or advised in more than 60 acquisitions and 20 major post-acquisition programmes. He has significant experience in energy and related services, several manufacturing industries, consumer goods and services, mass-market and specialist retailing, textiles, apparel and fashion, media and hightech, B2B services, transport and logistics, professional services, and financial services. Mr Estin is a graduate of the École des Hautes Études Commerciales de Paris (HEC).

Each year, and every time an appointment or renewal is proposed, the Board examines the independence of the candidates. At its meeting of 6 March 2018, the Board examined Mr Estin's candidacy. After confirming that Mr Estin met all criteria for independence

as defined by the Afep-Medef Code (see table below), the Board concluded that he qualified as an independent candidate.

Outlined below are the Board's conclusions on the independence of current Board members whose term is to be renewed at the next General Meeting.

In accordance with the Supervisory Board's Rules of Procedure, each member holds at least 1,000 shares in the Company.

As of 31 December 2017, the Board members held, either directly or indirectly, 250,469 shares of the Company.

(number of shares)	2017	2016
Jean Besson	50,749	50,749
Sophie Etchandy-Stabile	1,000	1,000
Marleen Groen	1,000	1,000
Gérard Hascoët	33,494	33,364
Jean-Hugues Loyez	162,098	162,098
Philippe Santini	2,128	2,128
TOTAL	250,469	250,339

As previously mentioned, the number of shares held by the members of the Board had not changed as of the date of this report.

As the Company does not have any employees, there are no employee representatives on the Supervisory Board.

For the purpose of their appointment, the members of the Supervisory Board are domiciled at the Company's principal office: 1, rue Paul Cézanne, 75008 Paris (France).

#### SUPERVISORY BOARD RULES OF PROCEDURE

A new procedure incorporating the new provisions applicable as a result of the market abuse and audit reforms, and of the most recent Afep-Medef Code guidelines, was submitted to the Board on 2 February 2017 and approved by the Board at their meeting of 6 March 2017. The changes concern:

- the Audit Committee's new powers to appoint Statutory Auditors and approve services other than the certification of financial statements:
- the definition of independence with regard to Supervisory Board members:
- the change in rules related to the possession of privileged information and to the disclosure of securities transactions.

It covers the following areas:

- the role, composition and operating procedures of the Supervisory Board and Audit Committee;
- evaluation of the Supervisory Board and Audit Committee;
- remuneration;
- obligations of Supervisory Board members;
- adaptation, modification, review and publication of the Rules of Procedure.

The Rules of Procedure are available on the Company's website.

#### THE WORK OF THE SUPERVISORY BOARD

The Supervisory Board met seven times in 2017. The attendance rate was 98%:

Jean Besson	100%
Sophie Etchandy-Stabile	86%
Marleen Groen	100%
Gérard Hascoët	100%
Jean-Hugues Loyez	100%
Philippe Santini	100%

The Board examined the management reports, in particular information on valuation of companies in the portfolio, quarterly positions, half-year and annual closings, and analytical cost reporting. The Board also reviewed the investment and cash management strategy In particular, it closely reviewed valuation methods against the new IPEV (International Private Equity and Venture Capital) Valuation Guidelines applied by the Company.

It was therefore able to study and make informed decisions on the financial statements and financial communication.

## 2

#### CORPORATE GOVERNANCE - REPORT OF THE SUPERVISORY BOARD

Management and supervisory bodies

In 2017, the Board held a meeting for the first time without the Management Company in attendance. This meeting, held on 7 November 2017, was devoted to a review of the risk map. The Board reviewed all risks to which the Company is exposed:

- sector risks;
- financial risks;
- legal and tax risks;
- risks related to key personnel.

The risks were then classified according to criticality and probability. The Board verified that the Company had taken measures to control and prevent each risk.

The Supervisory Board concluded that the Company has implemented the necessary measures for meeting the risks it faces.

In accordance with the provisions of the Rules of Procedure:

- the Supervisory Board is regularly informed during meetings of the Company's financial position, cash position and commitments:
- the members of the Supervisory Board may receive information at any time (including between board meetings) as required by importance or urgency.

The Supervisory Board regularly conducts a self-assessment, for which each Board member must answer a questionnaire. The most recent self-assessment was carried out in November 2017 (see section on the organisation and operating procedures of the Nomination and Remuneration Committee).

#### **AUDIT COMMITTEE**

The Supervisory Board established an Audit Committee in 2003 which comprised three members as of 31 December 2017: Jean Besson (Chairman and non-independent member), Sophie Etchandy-Stabile (independent member) and Marleen Groen (independent member). All three are experienced in financial and accounting matters. Two of the three are considered independent according to the Afep-Medef Code criteria. The Committee systematically reports to the Supervisory Board on all work done and on remarks made.

The attendance rate at board meetings was 100% for all members.

The composition of the Committee changed in 2017 in order to continue to meet the criteria of the Afep-Medef Code. These changes are summarised in the following table.

Board	Appointment/					
member	Date	Departure	Renewal	Reason		
Gérard Hascoët	2 February 2017	Resignation		Maintain a two-		
				thirds minimum of independent		
				members on the		
Sophie Etchandy-Stabile	2 February 2017		Appointment	Committee		

Marleen Groen is an experienced company executive, and is recognised as qualified in matters of finance and accounting. She has nearly 30 years of experience in financial services, including 18 years in the private equity secondary market. Before becoming Senior Advisor at Stepstone, Ms Groen was the principal founder at Greenpark Capital Ltd (a private equity firm specialised in the secondary market).

Mr Besson has more than 12 years' seniority in his position. According to Afep-Medef Code criteria adhered to by the Company, Mr Besson cannot be considered to be independent because of his seniority. Nevertheless, the Supervisory Board recognised that in practice Mr Besson has always demonstrated independence. He is considered to have the necessary skills by virtue of his chartered accountant qualification and by his experience as a CFO and Chairman of an IT services company.

Sophie Etchandy-Stabile began her career with Deloitte before joining Accor in 1999 to head the group's Consolidation and Information System Department. In 2006 she was appointed as group Controller-General, supervising the consolidation process, international Finance Departments and the Financial Control, Internal Audit, Group Holding Company and Financial Back-office Departments. In May 2010, Ms Etchandy-Stabile was appointed Chief Financial Officer and member of the Executive Committee of AccorHotels. She was appointed Chief Executive Officer of

HotelServices France on 1 October 2015, and will serve as Chief Executive Officer of HotelServices France and Switzerland until January 2018.

The role of the Audit Committee is detailed in the Supervisory Board's Rules of Procedure, summarised below.

#### Responsibilities of the Audit Committee

Pursuant to the provisions of Article L. 823-19 of the French Commercial Code and to guidelines of the Afep-Medef Code, the Committee has the following responsibilities:

- it tracks the preparation of the financial information and, if necessary, makes recommendations to ensure the information's integrity;
- it monitors the efficiency of internal control and risk management systems, and, if applicable, internal audit, with regard to procedures relating to preparing and processing accounting and financial information, while ensuring that it remains independent;
- the Committee issues a recommendation with regard to the Statutory Auditors proposed to shareholders at their General Meeting;

- it monitors the Statutory Auditors' assignment and takes into account any observations and conclusions made by the High Council of Statutory Auditors after the controls carried out pursuant to Articles L. 821-9 et seq. of the French Commercial Code:
- it ensures that the Statutory Auditor meets the conditions for independence;
- it approves the provision of any services other than the certification of financial statements, provided that the services are not prohibited by regulations;
- it informs the Board regularly on its activities. It also reports on the results the financial statement certification process, on how this assignment contributed to the integrity of the financial information, and on the role the Committee played in the process. It informs the Board immediately of any problems encountered.

#### Organisation and operating procedures of the Audit Committee

In 2017, the Audit Committee met four times to verify the Company's financial statements and review the internal control procedures implemented by the Management Company. The attendance rate at these meetings was 100%.

In fulfilment of its duties, which primarily consisted of reviewing the statutory and consolidated financial statements, analytical cost reports, portfolio Company valuations and management report, the Audit Committee met with the Statutory Auditors and Finance Department at the end of each quarterly financial reporting period. It also met with PCI, the Company performing internal control on behalf of Apax Partners SAS and Amboise Partners SA.

The Audit Committee examined two subjects more closely at its 4 September and 7 November meetings: (i) investment valuation methods, and (ii) calculation of the ratio the Company must adhere to as a private equity Company (société de capital risque, or SCR).

The Audit Committee's work covered each of the items listed in Article L. 823-19 of the French Commercial Code and the 22 July 2010 report of the AMF working group chaired by Olivier Poupart-Lafarge. This entailed overseeing:

- the procedure for preparing financial information, with particular attention to the valuation of portfolio companies;
- the effectiveness of the internal control and risk management systems;
- the audit of statutory and consolidated financial statements by the Statutory Auditors, by periodically interviewing auditors on their work, in particular with regard to their audit of security valuations;
- the independence of the Statutory Auditors and the process which resulted in the appointment of RSM Paris. This appointment amounts to a renewel of Corevise, as Corevise had merged with another accounting firm to form RSM Paris.

The Committee systematically reviewed:

- statutory financial statements;
- IFRS financial statements;
- analytic dashboards;

- valuation rules:
- monitoring of the performance of portfolio companies (EBITDA, debt) as the underpinning for their valuation using peer-group multiples:
- the correct application of internal control procedures by Amboise Partners SA for the portion of its business activity that consists of providing investment advisory services to Altamir.

The Committee regularly reported its findings to the Supervisory Board. Although the Supervisory Board met shortly after the Audit Committee, the latter considers that the allotted time for examination of the financial statements was sufficient, given that some members live abroad.

In 2018, the Audit Committee will continue to meet each quarter before the accounts are closed for that period. It will take all assignments mentioned in laws and regulations into account. The Audit Committee can request:

- a presentation by the Statutory Auditors of the complementary report to the Audit Committee; this new report includes the main characteristics of the Auditors' work and the key points of (i) the results of the legal audit and (ii) the accounting options chosen;
- a presentation by the CFO on the Company's financial results, risks and significant off-balance-sheet commitments;
- information on the selection procedure used to renew the terms of the Statutory Auditors;
- meetings with the Statutory Auditors, CFO and head of accounting,
- meetings with internal audit and risk control managers;
- advice from external experts.

### NOMINATION AND REMUNERATION COMMITTEE

Altamir's Supervisory Board has decided to meet as a Nomination and Remuneration Committee at least once a year to examine issues related to the remuneration of the Management Company and the members of the Board, and to the composition of the Board and the Audit Committee.

### Organisation and operating procedures of the Nomination and Remuneration Committee

The Supervisory Board met three times in 2017 as a Nomination and Remuneration Committee. The attendance rate at these meetings was 98%:

Jean Besson	100%
Sophie Etchandy-Stabile	86%
Marleen Groen	100%
Gérard Hascoët	100%
Jean-Hugues Loyez	100%
Philippe Santini	100%

The Board met for the first time as a Nomination and Remuneration Committee on 2 February 2017 and discussed several items:

- the composition of the Audit Committee; to respect the recommendations of the Afep-Medef Code regarding Audit Committee independence and Board member seniority, Gérard Hascoët resigned from the Audit Committee, while remaining a member of the Supervisory Board. The Board acknowledged his resignation and appointed Sophie Etchandy-Stabile, an independent Board member, as member of the Audit Committee:
- the introduction of a hurdle rate that shareholders must earn on co-investments before payment of any carried interest to Class B shareholders. The Articles of Association were amended in this regard at the General Meeting of 28 April 2017;
- manager succession plan.

These issues were the subject of a detailed presentation to the Board, which verified that they are in compliance with the Articles

A second meeting was held on 6 March 2017 to examine Altamir's fees in comparison with those of its main European competitors, and to examine the attendance fees to be paid to the members of the Supervisory Board.

A third meeting was held on 7 November 2017 to review the self-assessment performed by the Supervisory Board. A detailed questionnaire had been mailed to each Board member in September 2017. The questionnaire concerned:

- the composition of the Supervisory Board;
- how meetings are conducted;
- rules of procedure of the Supervisory Board;
- the role and performance of Committees;
- individual Board member evaluations with an assessment of the contribution of each member.

This self-assessment showed that progress had been made since the last evaluation in areas such as the organisation of board meetings, with documents available sufficiently in advance, and the composition of the Board due to improved staggering of terms.

Other areas were earmarked for improvement, such as more formalized minutes of some Committee meetings, and greater foresight with regard to the necessary changes in the composition of the Supervisory Board.

The activity of the Committees, particularly the Audit Committee, was also reviewed. The evaluation concluded that the Committees appear to be well balanced in terms of composition and skills, and that they are functioning well.

The Board met on 9 January 2018 to prepare for the renewal of the Supervisory Board. The changes will occur over the next 18 months, especially since Jean Besson has decided not to renew his term. The Board then reviewed the criteria that must be taken into account in searching for candidates. Members of the Board gave their own suggestions with regard to desired skills, international experience and fulfillment of legal criteria of the Afep-Medef Code. A list of criteria was established and the Board defined the recruitment process.

#### 2.1.4 BIOGRAPHIES OF CORPORATE **OFFICERS**

Jean-Hugues Loyez (69) was appointed as Chairman of the Supervisory Board on 3 March 2015. He was appointed to the Supervisory Board of the Company for the first time on 4 June 2007. His term expires at the end of the Ordinary General Meeting of Shareholders called in 2018 to approve the financial statements for the year ended 31 December 2017. Therefore, at that General Meeting, shareholders will be asked to renew his appointment for a two-year term expiring at the end of the General Meeting called in 2020 to approve the financial statements for the year ended 31 December 2019. He previously served on the Supervisory Board of Amboise Investissement. A graduate of the IBM Institute, he spent his entire career with the Castorama group, where he was Chief Executive Officer from 1984 to 1992 and Chairman and Chief Executive Officer from 1992 to 2002. Since 2002, he has been acting as a private investor and "business angel". He is Chairman of A&A Partners.

Jean Besson (74) was appointed to the Supervisory Board of the Company for the first time on 16 April 1996. He was reappointed at the General Meeting of 15 April 2016 for a two-year term. His term expires at the end of the Ordinary General Meeting of Shareholders called in 2018 to approve the financial statements for the year ended 31 December 2017. Therefore, at that General Meeting, shareholders will be asked to appoint Jean Estin as a member of the Supervisory Board, replacing Mr Besson, for a two-year term expiring at the end of the General Meeting called in 2020 to approve the financial statements for the year ended 31 December 2019. Jean Besson is a graduate of EM Lyon and Harvard Business School. His entire career has been focused on the IT sector. He worked as CFO of GSI (Générale de Services Informatiques), Chairman of GSI Services, Managing Director of Eurolog in Amsterdam (a subsidiary of Deutsche Telekom and France Telecom) and, following an LBO, Chairman of Questel Orbit, a world leader in IP database management. Jean Besson serves as Manager of IPG SARL and Deputy Director of TQM SA.

Sophie Etchandy-Stabile (47) was appointed to the Supervisory Board of the Company for the first time on 24 April 2014, for a two-year term. She was reappointed at the General Meeting of 15 April 2016 for another two-year term. Her term expires at the end of the Ordinary General Meeting of Shareholders called in 2018 to approve the financial statements for the year ended 31 December 2017. Therefore, at that General Meeting, shareholders will be asked to renew her appointment for a two-year term expiring at the end of the General Meeting called in 2020 to approve the financial statements for the year ended 31 December 2019. Ms Etchandy-Stabile is a graduate of the École Supérieure de Gestion et Finances. She began her career with Deloitte before joining Accor in 1999 to head the group's Consolidation and Information System Department. In 2006 she was appointed as group Controller-General, supervising the consolidation process, international Finance Departments and the Financial Control, Internal Audit, Group Holding Company and Financial Back-office Departments. In May 2010, Ms Etchandy-Stabile was appointed Chief Financial Officer and member of the Executive Committee of AccorHotels. She was appointed Chief Executive Officer of the AccorHotels group's HotelServices France on 1 October 2015 and will serve as Chief Executive Officer of HotelServices Switzerland until January 2018.

Marleen Groen (61) was appointed to the Supervisory Board of the Company for the first time on 24 April 2014. Ms Groen was a Senior Advisor at Stepstone, a specialised private equity company. She is based in London. Ms Groen has more than 30 years of experience in financial services, including 18 years in the private equity secondary market. Prior to becoming Senior Advisor at Stepstone, Ms Groen founded Greenpark Capital Ltd, a leading global investment firm based in London and specialised in midmarket private equity secondaries. She holds a Master's degree (Hons) from Leiden University and an MBA from Rotterdam School of Management in the Netherlands. She is a Dutch national and is fluent in English, German and French. Ms Groen is a member of the Boards of Directors of the following charitable organisations: the Museum of London Archaeology (MOLA), the African Wildlife Foundation (AWF), Umiliki Investments (formerly African Wildlife Capital, AWC) and the Muir Maxwell Trust.

**Gérard Hascoët** (68) was appointed as a non-voting member (censeur) of the Board on 16 April 1996, then as a member of the Company's Supervisory Board on 28 April 2004. Mr Hascoët held management positions in the medical division of the Thomson group before founding and successively managing Technomed International, IMMI and Sometec. He then headed SpineVision. More recently, he founded MD Start. He currently serves as Venture Partner of Sofinnova Partners, Chairman of the Board of Directors of EOS Imaging, Chairman of MD Start SAS, Manager of MD Start Gmbh & Co. KG (Germany), Chairman of the Board of Directors of CorWave and Director of APD. He holds an engineering degree from ECE Paris.

Philippe Santini (74) was appointed to the Supervisory Board of the Company for the first time on 26 April 2006. Mr Santini is a graduate of IEP de Paris and of the Harvard Business School's Management Development Programme. He also holds graduate degrees in literature and English, and a postgraduate degree in literature. He previously served as General Manager of the Havas group and Chairman of Avenir Havas Media. He has served as Chairman and Chief Executive Officer of Aprovia (trade press) and as Chairman and Chief Executive Officer of Groupe Industries Services Info (GISI). He currently serves as Chairman of PHS Consultants SAS. He is also Director and Chairman of the Audit Committee of Galeries Lafayette.

## 2.1.5 LIST OF POSITIONS AND DIRECTORSHIPS HELD

LIST OF POSITIONS AND DIRECTORSHIPS HELD BY THE CORPORATE OFFICERS AND THE REPRESENTATIVE OF THE MANAGEMENT COMPANY, A LEGAL ENTITY, OVER THE LAST FIVE YEARS

Expired appointments are shown in italics.

#### **JEAN BESSON, BORN 10 SEPTEMBER 1943**

First term as a member of the Supervisory Board: 16 April 1996

Most recent renewal: 15 April 2016

Expiration of term: General Meeting of Shareholders called in 2018 to approve the financial statements for the year ended 31 December 2017.

#### Member of an administrative, managerial or supervisory body

- Chairman of the Audit Committee and member of the Supervisory Board of Altamir
- Manager of IPG SARL (Intellectual Property Group)
- Deputy Director of TQM SA (Total Quality Management)

#### SOPHIE ETCHANDY-STABILE, BORN 19 MARCH 1970

First term as a member of the Supervisory Board: 24 April 2014

Most recent renewal: 15 April 2016

Expiration of term: General Meeting of Shareholders called in 2018 to approve the financial statements for the year ended 31 December 2017.

- Member of Altamir's Supervisory Board and Audit Committee
- Director and member of the Audit Committee of SPIE (listed on Euronext)
- Member of the Supervisory Board and Audit Committee of Unibail Rodamco (listed on Euronext)
- Chairwoman of the Supervisory Board of Orbis (until end-June 2016)

#### MARLEEN GROEN, BORN 15 SEPTEMBER 1956

First term as a member of the Supervisory Board: appointed as an interim member on 4 March 2014

Most recent renewal: 28 April 2017

Expiration of appointment: General Meeting of Shareholders called in 2019 to approve the financial statements for the year ended 31 December 2018.

- Member of an administrative, managerial or supervisory body
- Member of Altamir's Supervisory Board and Audit Committee
- Member of the Board of FGF Management Limited
- Member of the Board of FGF Capital IV Limited
- Member of the Board of FGF Services Limited
- Member of the Board of Nanyuki Ltd
- Member of the Board, Treasurer and Chairman of the Finance Committee of the African Wildlife Foundation (AWF)

# 2

#### CORPORATE GOVERNANCE - REPORT OF THE SUPERVISORY BOARD

#### Management and supervisory bodies

- Member of the Board of Umiliki Investments (formerly African Wildlife Capital, AWC)
- Member of the Board and Chairwoman of the Audit Committee of the Museum of London Archaeology (MOLA)
- Member of the Board of Trustees of Muir Maxwell Trust
- Member of IdVectoR Capital Partners I LLP

#### GÉRARD HASCOËT, BORN 16 JUNE 1949

First term as a non-voting member of the Board: 16 April 1996

First term as a member of the Supervisory Board: 28 April 2004

Most recent renewal: 28 April 2017

Expiration of appointment: General Meeting of Shareholders called in 2019 to approve the financial statements for the year ended 31 December 2018.

#### Member of an administrative, managerial or supervisory body

- Member of the Supervisory Board of Altamir
- Venture Partner in Sofinnova Partners
- Chairman of the Board of Directors of EOS Imaging (France)
- Director of SpineVision SA (France) (term ended in 2015)
- Chairman of the Board of CorWave SA (France)
- Chairman of MD Start SA (Switzerland) (term ended in 2015)
- Manager and general partner of MD Start GmbH & Co KG (Germany)
- Director of APD (France)
- Chairman of the Board of Directors of SpineVision SA (France) (term ended in 2015)
- Director of SpineVision Italia srl (Italy) (term ended in 2015)
- Director of SpineVision Ltd (UK) (term ended in 2015)
- Chief Executive Officer of CorWave SAS (France) (term ended in 2015)
- Chairman of the Board of MD Start SA (Switzerland)
- Director of LimFlow SA (term ended in 2016)
- Manager of MD Start GmbH (Germany)
- Manager of Lumarge (SCI)
- Manager of Marluge (SCI) (term ended in 2016)

#### JEAN-HUGUES LOYEZ, BORN 18 NOVEMBER 1948

First term as a member of the Supervisory Board: 4 June 2007

Most recent renewal: 15 April 2016

Expiration of term: General Meeting of Shareholders called in 2018 to approve the financial statements for the year ended 31 December 2017

#### Member of an administrative, managerial or supervisory body

- Chairman of the Supervisory Board of Altamir
- Chairman of A&A Partners SAS

- Director of PBI SAS
- Member of the Supervisory Board of BFSA (term ended in 2017)

#### PHILIPPE SANTINI, BORN 7 DECEMBER 1943

First term as a member of the Supervisory Board: 26 April 2006

Most recent renewal: 28 April 2017

Expiration of appointment: General Meeting of Shareholders called in 2019 to approve the financial statements for the year ended 31 December 2018.

#### Member of an administrative, managerial or supervisory body

- Member of the Supervisory Board of Altamir
- Member of the Strategy Committee of Motier
- Director and Chairman of the Audit Committee of Galeries Lafayette
- Chairman of PHS Consultants SAS

All of the appointments of the members of the Supervisory Board of Altamir are exercised outside the Group.

#### THE MANAGEMENT COMPANY

Below is a list of directorships held by the representative of the Management Company, Maurice Tchenio, from 2013 to 2017 inclusive.

Expired appointments are shown in italics.

Chairman and CEO of Amboise Partners SA

Chairman and CEO of Altamir Gérance SA

Chairman of 3AC Finance SAS (2012)

Chairman of the Board of Directors of Fondation AlphaOmega

Chairman of Financière Helios SAS (2016)

Vice-Chairman of Toupargel SASU (2017)

Director of Toupargel Groupe SA (listed on Euronext Paris)

Director of Albioma SA (2015)

Director of Financière de l'Échiquier SA

Director of F2L SAS (2012)

Director of 3AB Optique Développement SAS (2012)

Director of 3AB Optique Expansion SAS (2012)

Permanent representative of Amboise Partners SA at Altran Technologies SA (listed on Euronext Paris)

Permanent representative of Financière Helios in Albioma SA (listed on Euronext Paris)

Member of the Supervisory Board of THOM Europe SAS

Non-voting director of Lion/Seneca France 1 SAS (2016)

Head of Alpha Omega SC

Partner of Société Civile TT Investissements

Chairman of Ambroise SAS

Manager of Société Civile Galilée Partenaires (2013)

Manager of Société Civile Cimarosa (2017)

Manager of Société Civile Longchamp (2013)

Manager of Société Civile Copernic Partenaires (2016)

Manager of Société Civile SE Wagram (2017)

Manager of Société Civile Cimarosa Tubes (2013)

Manager of Société Civile Cimarosa Media (2013)

Manager of Société Civile Cimarosa II (2017)

Manager of Société Civile Galilée Partenaires II (2013)

Manager of Société Civile Moussecarrie (2014)

Manager of Société Civile Étoile II

Manager of Société Civile Fac&In (2017)

Manager of Société Civile Vizasat (2017)

Manager (representative of Amboise Partners SA) of Société Civile Capri (2017)

Manager (representative of Amboise Partners SA) of Société Civile Firoki

Manager (representative of Amboise Partners SA) of Société Civile Carmel (2013)

Manager (representative of Amboise Partners SA) of Société Civile TeamInvest

Co-Manager of Mauryland SCI

#### 2.1.6 OTHER ITEMS

To the best of the Company's knowledge and at the time of preparation of this Registration Document, Altamir Gérance SA, its CEO and the members of its Supervisory Board:

- had not been convicted for fraud in the past five years;
- had not been involved in a bankruptcy, sequestration of assets or liquidation in the past five years;
- had not been formally accused or publicly sanctioned by statutory or regulatory authorities in the past five years; and
- had not been prevented by a court from acting as a member of the corporate, executive or supervisory body of an issuer or from being involved in the management or the running of the business of an issuer, in the past five years.

#### POTENTIAL CONFLICTS OF INTEREST BETWEEN THE MANAGEMENT COMPANY AND THE ADMINISTRATIVE, MANAGERIAL OR SUPERVISORY BODIES

The Board has no knowledge of any conflict of interest between the Company and any Board member or the Management Company.

To the best of the Company's knowledge and at the time of preparation of this Registration Document, there was no conflict of interest between the Management Company's or the Supervisory Board members' duties towards the Company and their private interests or other duties.

To the best of the Company's knowledge, there are no family ties between the members of the Company's management and supervisory bodies.

To the best of the Company's knowledge and at the time of preparation of this Registration Document, there are no arrangements or understandings with major shareholders, customers or suppliers pursuant to which a member of the Supervisory Board or the Management Company was selected in that capacity.

To the best of the Company's knowledge and at the time of preparation of this Registration Document, the members of the Supervisory Board or the Management Company have not accepted any restrictions on the divestment of their shareholdings in the Company.

To the best of the Company's knowledge and at the time of preparation of this Registration Document, there was no service agreement between the members of the Supervisory Board or the Management Company and the issuer or any of its subsidiaries that provides for benefits upon termination of said agreement, other than the service agreements mentioned in this document and the Manager's remuneration as described in Article 17.1 of the Company's Articles of Association (Section 2.2.2).

To the best of the Company's knowledge, the directors have no ownership interest in the companies in Altamir's portfolio, with the exception of one company in which Altamir and the funds managed by Amboise Partners SA were minority shareholders (Aprovia, whose Chairman is Mr Santini; Altamir held only 0.55% of the capital, and the last shares were sold in 2007), and the securities of listed companies for which they filed the customary statements with the Compliance and Internal Control Officer of Apax Partners.

The Supervisory Board's Rules of Procedure explain how conflicts of interest are to be avoided. They state that:

In the event that a conflict or potential conflict between the Company's interest and the Board member's direct or indirect personal interest arises, the Supervisory Board member in question must:

- disclose the conflict of interest to the Board as soon as he/she becomes aware of it; and
- fully assume any consequences this may have on his/her function. Depending on the circumstances, he/she must:
  - abstain from participating in the vote on the corresponding deliberation,

#### CORPORATE GOVERNANCE - REPORT OF THE SUPERVISORY BOARD

Management and supervisory bodies

- not participate in Supervisory Board meetings as long as he/ she is in a position of conflict of interest,
- step down from his/her function as a member of the Supervisory Board.

Any Supervisory Board member failing to abide by the rules of abstention or resignation from one's functions may be held personally liable.

Furthermore, if the Chairman of the Supervisory Board and the Manager have a compelling reason to believe that one or more Supervisory Board members face a conflict of interest, they will be under no obligation to communicate to those members information or documents pertaining to the conflictual topics and will inform the Supervisory Board that such information has not been communicated.

### PROCEDURE FOR TAKING PART IN ANNUAL GENERAL MEETINGS

The procedure for taking part in Annual General Meetings is described in Article 23 of the Company's Articles of Association. Article 23 is excerpted in Section 4.4 of the Registration Document.

#### **AUTHORISED CAPITAL**

At their General Meeting of 15 April 2016, shareholders granted authorisation to the Management Company to increase capital up to €10,000 for a period of 26 months through the issuance of shares, with waiver of preferential subscription rights, for the benefit of the members of an employee savings plan pursuant to Articles L. 3332-18 *et seq*. of the French Labour Code. This authorisation was not used.

### FACTORS THAT COULD HAVE AN IMPACT IN THE EVENT OF A TAKEOVER BID

The Company is organised as a French partnership limited by shares (société en commandite par actions). In practice, the Company cannot be subject to a takeover bid resulting in control of the Company passing to a limited partner with a majority shareholding.

Pursuant to Article L. 225-37-5 of the French Commercial Code (cross-referenced from Article L. 226-10-1 of the French Commercial Code), we hereby inform you of the following items:

- the structure of the capital, the direct and indirect holdings that are known to the Company, and all related information are provided in Section 4.2.1;
- the Articles of Association contain no restriction on the exercise of voting rights or on the transfer of ordinary shares;

- to the best of the Company's knowledge, there are no agreements or other commitments between shareholders;
- no shares carry special voting rights except for Class B preferred shares, which have no voting rights but which give the right to a dividend, as stipulated in the Articles of Association (the list of holders of Class B shares appears in Section 4.2.1 of this Registration Document);
- there is no mechanism under which an employee shareholding system could exercise control rights;
- Article 15 of the Articles of Association stipulates that only the general partner is entitled to appoint and dismiss the Management Company;
- concerning the powers of the Management Company, no authorisation is currently in effect to increase capital, with the exception of that granted by shareholders at their General Meeting of 15 April 2016 authorising the Management Company to increase capital through the issuance of ordinary shares and/ or securities giving access to shares with waiver of preferential subscription rights for the benefit of the members of an employee savings plan, pursuant to Articles L. 3332-18 et seq. of the French Labour Code. This authorisation has a validity of 26 months. The maximum par amount of authorised capital increase is €10,000 (this authorisation was not used);
- the powers of the Management Company regarding share buybacks is detailed in Section 4.1.4;
- the Company's Articles of Association can be amended in accordance with legal and regulatory requirements;
- the Company is not party to any agreements that can be amended or terminated in the event of a change in control of the Company:
- there are no specific agreements providing for payments in the event that the Manager's functions are terminated (note that the Company has no employees);
- the Company has no knowledge of any pledge on its share capital (paragraph 21.1.7 of the European regulation).

AGREEMENTS MADE EITHER DIRECTLY OR THROUGH AN INTERMEDIARY BETWEEN (I) A CORPORATE OFFICER OR A SHAREHOLDER POSSESSING MORE THAN 10% OF THE VOTING RIGHTS, AND (II) A COMPANY THAT IS MORE THAN 50% OWNED, EITHER DIRECTLY OR INDIRECTLY (EXCEPT FOR AGREEMENTS WITH REGARD TO CURRENT OPERATIONS AND CONCLUDED UNDER NORMAL CONDITIONS).

There is no agreement between a corporate officer or a shareholder possessing more than 10% of voting rights, and a company that is more than 50% owned by the Company, either directly or indirectly.

# 2.2 REMUNERATION AND BENEFITS OF MANAGERS AND CORPORATE OFFICERS

As a French partnership limited by shares, Altamir is governed by a Management Company, Altamir Gérance, which is also its sole general partner.

The rules governing the Management Company's remuneration can be found in the Company's Articles of Association and in this Registration Document in Section 2.2.2 below.

The rules governing the allocation of dividends to the general partner and Class B shareholders can be found in the Company's Articles of Association and in this Registration Document.

The Company has no stock option or bonus share plan in place.

### 2.2.1 REMUNERATION OF CORPORATE OFFICERS

In accordance with Article 21 of the Articles of Association, the Supervisory Board may be allocated an annual remuneration in the form of attendance fees. The amount of these fees is set by the shareholders at their Ordinary General Meeting and maintained unless otherwise decided by the shareholders at a General Meeting. The Board divides these attendance fees among its members in the proportions that it deems appropriate.

Non-executive corporate officers receive no remuneration from the Company other than the attendance fees approved by shareholders. In addition, non-executive corporate officers receive no remuneration from Company subsidiaries or controlling companies.

Solely Altamir allocated attendance fees to the corporate officers listed below.

Attendance fees paid in 2016 and 2017 are indicated below.

#### ATTENDANCE FEES AND OTHER REMUNERATION PAID TO NON-EXECUTIVE CORPORATE OFFICERS

Non-executive corporate officers	Amounts paid in 2017 for the 2016 financial year	Amounts paid in 2016 for the 2015 financial year
Attendance fees only		
Jean Besson*	50,000	45,000
Sophie Etchandy-Stabile*	25,970	35,000
Marleen Groen*	42,000	40,000
Gérard Hascoët*	42,000	40,000
Jean-Hugues Loyez	55,000	50,000
Philippe Santini	35,000	35,000
Joël Séché <sup>(1)</sup>	N/A	15,000
TOTAL	249,970	260,000

<sup>\*</sup> Member of the Audit Committee.

### RULES FOR THE DISTRIBUTION OF ATTENDANCE FEES

Attendance fees are paid according to the allocation rules approved by the Supervisory Board on 4 March 2014, as follows:

- 40% unconditionally (fixed portion);
- 60% depending on attendance (variable portion):
  - if the member attends more than 80% of the meetings: 100% of the variable portion,
  - if the member attends between 50% and 80% of the meetings: a *pro rata* amount based on attendance,
  - if the member attends less than 50% of the meetings: no variable portion.

Thus, the variable portion of attendance fees has a heavier weighting than the fixed portion in accordance with the Afep-Medef Code guidelines.

The performance of individual assignments may result in the payment of additional attendance fees or remuneration. Such assignments are treated as regulated agreements.

The members of the Supervisory Board received no remuneration other than the attendance fees detailed above.

There are no individual corporate officers other than the members of the Supervisory Board.

<sup>(1)</sup> Mr Séché's appointment as Chairman of the Supervisory Board ended on 3 March 2015 and his appointment as member of the Supervisory Board ended on 23 April 2015.

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Remuneration and benefits of managers and corporate officers

Attendance fees pertaining to 2016 and paid in 2017 totalled €249,970 (€260,000 allocated). At the General Meeting of 28 April 2017, shareholders approved the total of €290,000 for attendance fees, applicable to the current financial year (2017) and until they decide otherwise.

The remuneration paid to the Management Company and the General Partner is detailed in Sections 2.2.2 and 2.2.3 of this Registration Document.

### 2.2.2 REMUNERATION OF THE MANAGEMENT COMPANY

#### **MANAGEMENT FEES**

Pursuant to Article 17.1 of the Company's Articles of Association, the Management Company receives annual remuneration, exclusive of tax, equal to the sum of two half-year remuneration amounts, calculated as follows:

- remuneration for the first half of the calendar year is equal to 1% of the higher of the following two amounts at the close of the previous financial year:
  - share capital plus share premiums,
  - shareholders' equity of the Company before allocation of net income:

Should there be a capital increase during the first half of the financial year in question, first-half remuneration will be increased by 1% (exclusive of tax) of the amount of the increase, including any related premiums, calculated *pro rata* from the date of the capital increase until the end of the first half of the year.

- remuneration for the second half of the calendar year is equal to 1% of the higher of the following two amounts as of 30 June of the financial year in question:
  - share capital plus share premiums,
  - shareholders' equity of the Company before allocation of net income.

Should there be a capital increase during the second half of the financial year in question, second-half remuneration will be increased by 1% (exclusive of tax) of the amount of the increase, including any related premiums, calculated *pro rata* from the date of the capital increase until the end of the second half of the year.

A percentage (corresponding to the Company's share) of the amount of any professional fees, attendance fees and commissions  $\,$ 

received by the Management Company or by Amboise Partners SA in the context of transactions on assets of the Company and of amounts paid by companies in the portfolio is deducted from the Management Company's remuneration. Nevertheless, professional fees and reimbursement of expenses deriving from secondments of Apax Partners' salaried managers to companies in the portfolio are not deducted from the Management Company's remuneration.

The remuneration, inclusive of all taxes, of the Management Company shall be reduced by an amount equal to the product of the par amount of the shares held by the Company in funds managed by Apax Partners SAS and Apax Partners LLP, and in any entity paying management fees to an Apax management entity, multiplied by the average annual rate, inclusive of all taxes, for calculating the management fees of these private equity funds. Should this rate vary during the year, the sum is calculated on a pro rata basis.

The remuneration received by the Management Company covers the Company's administrative and overhead costs, the cost of Amboise Partners SA and of any other investment advisors, and the Company's research and investment tracking costs. As a result, the professional fees paid by the Company to the investment advisory company under the advisory agreement between them are also deducted from the Management Company's remuneration defined above.

The Management Company's remuneration is paid in four estimated amounts at the start of each calendar quarter, each equal to 25% of the previous year's remuneration. The total annual remuneration, as determined above, is adjusted at the end of the fourth quarter.

From the date the Company was founded until 30 November 2006, 95% of the Management Company's remuneration was paid in turn to Apax Partners SA (now Amboise Partners SA), under the investment advisory agreement between them. Since then, because this agreement was replaced by a direct investment advisory agreement between the Company and Amboise Partners SA, the remuneration paid to the Management Company has been reduced by the amount the Company pays to Amboise Partners SA under the agreement (*i.e.* 95%).

Altamir pays no remuneration directly to Apax Partners SAS or to Apax Partners LLP. It is the funds managed by these entities which pay the management fees. Any additional remuneration paid to the Management Company must be decided by shareholders in their Ordinary General Meeting with the approval of the general partner.

The remuneration paid to the Management Company and to the advisory company, Amboise Partners SA, with respect to 2016 and 2017 was as follows:

(in euros and exclusive of tax)	2017	2016
Gross fees	11,700,939	10,789,725
Fees deducted with respect to Apax France VIII-B (2)	-2,811,212	-3,234,318
Fees deducted with respect to Apax France IX-B (3)	-1,552,186	-642,554
Fees deducted with respect to Apax VIII LP (4)	-538,681	-584,438
Fees deducted with respect to Apax IX LP (5)	-243,488	-20,761
Fees deducted with respect to co-investments (6)	-17,528	-8,459
SUBTOTAL OF FEES (1)+(2)+(3)+(4)+(5)+(6) = (A)	6,537,844	6,299,195
Board attendance and other fees received by Altamir Gérance (7)	-200,000	-237,018
Board attendance and other fees received by Amboise Partners SA (8)	-6,353	-270,628
NET FEES (1)+(2)+(3)+(4)+(5)+(6)+(7)+(8)	6,331,491	5,791,549
Divided between:		
Altamir Gérance 5% (A) - (7)	126,892	77,942
Amboise Partners SA 95% (A) - (8)	6,204,599	5,713,607

#### SERVICE CONTRACT FOR ACCOUNTING, FINANCIAL AND INVESTOR RELATIONS **SERVICES**

On 9 July 2013, the Company signed a services agreement with Altamir Gérance, which replaced certain previous agreements. The new agreement covers Company accounting, portfolio accounting, CFO functions and shareholder/investor relations.

The financial terms of this agreement are set out below:

- annual fees in payment for accounting services provided to the Company and accounting management of the portfolio are defined on the basis of the effective cost of a full-time qualified accountant and a full-time administrative employee (based on actual costs determined by consulting external service providers);
- the CFO service charge is billed at actual annual cost (salary + benefits + pro rata share of business expenses) calculated on the basis of the time spent by the relevant person (based on a time sheet);
- the cost billed for shareholder and investor relations service charges corresponds to the actual cost of the relevant person (salary + benefits + pro rata share of business expenses).

The cost of these services amounted to €708,628 including VAT for financial year 2017.

This agreement was reviewed by the Statutory Auditors and appears in their report (see Section 4.5.1).

#### 2.2.3 PROFIT SHARING DUE TO THE **GENERAL PARTNER AND CLASS B SHAREHOLDERS**

In accordance with private equity industry common practice, the general partner and his teams receive 20% of net gains (carried interest) as per the Articles of Association. This 20% is allocated as follows:

- a) pursuant to Article 25 of the Articles of Association, the general partner receives a dividend equal to 2% of the adjusted net income of each financial year. The formula for converting net income as reported on the statutory financial statements to adjusted net income is detailed in Section 4.4;
- b) pursuant to Article 25 of the Articles of Association, holders of Class B shares have the right to receive a dividend equal to 18% of the adjusted net income of each financial year. The formula for converting net income as reported on the statutory financial statements to adjusted net income is detailed in Section 4.4. The holders of Class B shares are all partners or former partners of Apax Partners France or Apax Partners LLP.

At the General Meeting of 2017, shareholders approved an amendment to the Articles of Association providing for a hurdle rate of 8% for all co-investments made by the Company alongside the Apax funds. The hurdle rate is described in Section 25.3 of the Articles of Association.

#### REPURCHASE OF CLASS B SHARES

Class B shares entitle their holders to carried interest, which is a profit sharing intended to align the interests of shareholders and the investment team (80/20 division of adjusted statutory net income).

The allocation of this carried interest among the various individuals entitled to it will fluctuate over time (due to departures, new arrivals or changes in each Class B shareholder's contribution). A new allocation is determined for each new private equity fund. For example, the Apax France VII fund has a different allocation than the France VI fund, and these two allocations can co-exist since the funds are two separate entities.

In Altamir's case, investments made alongside Apax France VI and Apax France VII are held in the same legal entity. When the carried interest allocation was determined for the Apax France VI and Apax France VII funds, the Management Company committed to allocating the carried interest paid by Altamir on the same bases as those used for the France VI and France VII funds. In practice, the method established to carry out this commitment was to use the carried interest configuration for France VI until the rights under France VI are satisfied, and then to switch to the France VII configuration.

Altamir's plan for adhering to these proportions was to repurchase at par (€10 per share), in May 2015 and before payment of dividends, 11,173 of the existing 18,582 Class B shares in various proportions from each of the Class B shareholders so as to obtain the aforementioned outcome.

To permanently switch to the France VII configuration which is now required for all future distributions, a similar repurchase transaction of 991 Class B shares at €10 par value was carried out on 28 December 2015, bringing the total number of outstanding Class B shares to 6.418.

Following these share repurchases, all Apax partners held the same proportion of carried interest on co-investments made by Altamir and the Apax France VII fund as they held on investments made by the Apax France VII fund.

This rebalancing is in the best interest of Altamir's shareholders to the extent that it allows the alignment of the economic interests of the Apax partners who manage Altamir's co-investment portfolio with the objective of creating value.

Since the Company did not intend to retain these Class B shares in the short term, shareholders were asked at the General Meeting of 15 April 2016 to approve the cancellation of the shares and the corresponding reduction of share capital, which would have been reduced from €219,259,626 to €219,137,986. This resolution was not adopted, and the Class B shares were retained.

When all investments made alongside the Apax France VII fund have been divested, probably by the end of 2019, a new allocation of Class B shares will be divided among the investment team. The Class B shares held by Altamir will then be resold to various beneficiaries.

The reduction in the number of Class B shares in no way changes the share of earnings paid to holders of ordinary shares.

#### 2.2.4 SUMMARY OF FEES AND DIVIDENDS PAID TO THE MANAGEMENT COMPANY, THE GENERAL PARTNER AND CLASS B SHAREHOLDERS

(in euros)	2013	2014	2015	2016	2017
Management fees (excl. tax) (Altamir Gérance)	362,071	372,646	353,206	77,942	126,892
Dividend - General Partner (Altamir Gérance)	1,005,501	793,111	1,110,489	580,175	1,526,869
Dividend - Class B shareholders	9,049,505	7,137,999	9,994,402	5,221,576	13,741,821
Of which:					
<ul> <li>Maurice Tchenio (via Altamir Gérance)</li> </ul>	2,242,653	1,768,942	1,392,121	581,684	1,503,913

# 2.3 OBSERVATIONS OF THE SUPERVISORY BOARD AT THE GENERAL MEETING

This Section contains the observations made by the Supervisory Board at the General Meeting in accordance with Article L. 226-9 of the French Commercial Code.

#### 2.3.1 ANNUAL FINANCIAL STATEMENTS

The Supervisory Board was able to perform its supervisory duties in accordance with the law and to examine the documents made available by the Management Company.

The Supervisory Board has been informed of all investment and divestment transactions carried out during the financial year within the scope of its management control duties. Without interfering in the operations of the Company, the Supervisory Board has no observations to make with regard to those transactions.

The Audit Committee and the Supervisory Board have analysed the management fees, and the Statutory Auditors have reviewed them. They are detailed in the Registration Document.

The Supervisory Board has reviewed the statutory financial statements, the consolidated (IFRS) financial statements and the accounting documents, noted the opinion of the Statutory Auditors and the Audit Committee, and asked the Management Company relevant questions. The Supervisory Board has no observations to make about the statutory and consolidated financial statements for 2017.

The Board has not identified any inaccuracy or irregularity in the financial statements presented by the Management Company.

## 2.3.2 PROPOSAL FOR THE ALLOCATION OF NET INCOME

Statutory net income for the financial year ended 31 December 2017 totaled €69,886,629.

A. In accordance with the Articles of Association, the dividend to be distributed to the general partner and to the holders of Class B shares totals €11,817,703, i.e. €1,181,770 and €10,635,932, respectively.

This corresponds to 20% of 2017 adjusted net income, as determined in the Articles of Association and presented in the Registration Document.

The amount of dividend payable on each Class B share will be allocated among Class B shareholders of record on the ex-dividend date.

**B.** At their General Meeting, shareholders will also be asked to approve the distribution of a dividend of €23,732,996 to ordinary shareholders, *i.e.* a gross dividend of €0.65 per ordinary share. This dividend corresponds to 3% of net asset value, as presented in the consolidated financial statements.

In proposing this dividend amount, the Supervisory Board intends to continue implementing the dividend policy Altamir announced in 2013. This policy, approved by the Supervisory Board, is in line with the investment strategy implemented by the Management Company and regularly presented to the Board. This investment strategy is part of an overall growth objective.

These dividends are paid from the capital gains realised by the Company on equity investments held for more than two years. For individual shareholders resident in France, these distributed dividends do not qualify for the 40% exclusion provided for in Article 158-3-2° of the French Tax Code.

The ex-dividend date for ordinary shares will be 23 May 2018 and the dividend on ordinary shares will be paid to shareholders on 25 May 2018.

In the event that the Company owns some of its own ordinary shares on the ex-dividend date, the amount corresponding to the dividends not paid in respect of these shares will be allocated to retained earnings.

- **C.** Lastly, shareholders will be asked to allocate the remainder of net income for the year, *i.e.* €34,335,930, to reserves.
- **D.** In accordance with the provisions of Article 243 *bis* of the French Tax Code, the following dividends and income were distributed in respect of the previous three financial years:

### Income not eligible for exclusion

Financial Year	Dividends	Other income distributed to the general partners	Income eligible for exclusion	
2014	€28,250,553(1)	€1,110,489	-	
2015	€25,668,465 <sup>(2)</sup>	€580,175	-	
2016	€37,474,817(3)	€1,526,869	-	

<sup>(1)</sup> Comprising dividends of €9,994,402 for holders of Class B preferred shares, and dividends of €18,256,151 for ordinary shareholders; the latter figure includes the amount of the dividend relating to treasury shares, which is not distributed and is instead allocated to retained earnings.

<sup>(2)</sup> Comprising dividends of €5,221,576 for holders of Class B preferred shares, and dividends of €20,446,889 for ordinary shareholders; the latter figure includes the amount of the dividend relating to treasury shares, which is not distributed and is instead allocated to retained earnings.

<sup>(3)</sup> Comprising dividends of €13,741,821 for holders of Class B preferred shares and dividends of €23,732,996 for ordinary shareholders; the latter figure includes the amount of the dividend relating to treasury shares, which is not distributed, and is instead allocated to retained earnings.

#### 2.3.3 REPURCHASE OF ORDINARY **SHARES**

The Supervisory Board has considered the repurchase of shares by the Company.

From a legal perspective, the Supervisory Board is not authorised to approve a share repurchase. That decision is reserved for shareholders, who may grant such an authorisation to the Management Company at their Annual General Meeting.

Legal aspects aside, the Supervisory Board's opinion is that the way to minimise the discount is by means of the following: steady, long-term performance; a consistent and attractive dividend; clear and open communication; rigorous valuation methods; and no leverage at the Company level.

The draft resolution related to the share repurchase programme specifies that the sole purpose of the programme is to ensure an active secondary market for the shares through a liquidity agreement.

#### 2.3.4 STATUTORY AUDITORS

At the General Meeting of 26 April 2018, in accordance with the Audit Committee's recommendations, the Supervisory Board will propose the renewal of Corevise's appointment as Statutory Auditor for a period of six financial years, until the end of the Annual Ordinary General Meeting to be held in 2024 to approve the financial statements for the financial year ended 31 December 2023, given their extensive knowledge of the Company and its particular characteristics.

However, shareholders will be asked to neither renew nor replace Fidinter as alternate statutory auditor, since the 9 December 2016 Sapin II law eliminated the requirement (Article L. 823-1 of the French Commercial Code) to designate an alternate statutory auditor when the incumbent Statutory Auditor is not an individual or single-person company.

#### 2.3.5 CORPORATE BODIES - LENGTH OF **TERMS**

At the General Meeting of 26 April 2018, shareholders will be asked to approve the renewal for two years of the terms of the following Supervisory Board members:

- Sophie Etchandy-Stabile;
- Jean-Hugues Loyez

However, Jean Besson informed the Board in December 2017 of his desire not to seek reappointment at the next General Meeting, on 26 April 2018. Therefore, at the General Meeting of 26 April, shareholders will be asked to approve the appointment of Jean Estin to join the other members already appointed.

Since the General Meeting of 23 April 2015, the Supervisory Board has been composed of two women and four men, in compliance with legal provisions concerning gender parity.

#### 2.3.6 SHARE LIQUIDITY

In 2017, Altamir used its share repurchase programme to maintain the share's liquidity and to ensure secondary market activity. A new programme will be proposed at the General Meeting of 26 April 2018. The programme will be intended to fulfil the same purpose.

#### 2.3.7 REGULATED AGREEMENTS

The Supervisory Board has established that the regulated agreement in force since 2006, concerning the investment advisory agreement between Altamir and Amboise Partners SA, remained unchanged during the financial year under review (detailed information about this agreement is provided in the Registration Document). This regulated agreement is also described in the Statutory Auditors' special report.

The Board re-examined this agreement at its meeting on 6 March 2017, determined that it was in the Company's interest to maintain it, and thus informed the Statutory Auditors.

No new agreements will be submitted for shareholder approval at the General Meeting of 26 April 2018.

The Board has no knowledge of any conflict of interest between the Company and any Board member or the Management Company.

#### **2.3.8 SAY ON PAY**

In accordance with the Afep-Medef Code recommendations, and in application of the provisions of Articles L. 225-37-4 and L. 226-10-1 of the French Commercial Code, the opinion of shareholders must be solicited concerning the remuneration payable or attributed to each executive officer of the Company for the previous financial year.

The Supervisory Board met as the Nomination and Remuneration Committee on several occasions in 2017 and 2018. The Board reviewed recommendations 24 et seg. of the Afep-Medef Code of November 2016, as well as the AMF's recommendations in its Position-Recommendation 2014-14 concerning the preparation of registration documents.

The Board also reviewed the December 2016 Afep-Medef Code Application Guide issued by the French High Commission on Corporate Governance.

As a French partnership limited by shares, Altamir is not subject to the new provision established by the Sapin II law of 9 December 2016, which requires a vote on the determination of remuneration policy.

Shareholders will therefore be asked to approve the remuneration payable or attributed to Maurice Tchenio, legal representative of Altamir Gérance, to the Management Company, and to Jean-Hugues Loyez, Chairman of the Supervisory Board, for the financial year ended 31 December 2017.

In application of the Afep-Medef Code recommendations, details of the remuneration payable or attributed to each executive officer of the Company for the 2017 financial year are as follows:

#### 1) MAURICE TCHENIO

Remuneration payable or attributed for the most recent financial year	Amounts or book value submitted to vote	Presentation
Fixed remuneration	€292,704 (amount paid by Amboise SAS, which holds 28.79% of Altamir, 99.9% of Altamir Gérance and 99.9% of Amboise Partners SA)	Mr Tchenio receives no remuneration from Altamir, Altamir Gérance or Amboise Partners SA. The amount of his fixed remuneration has remained unchanged since 2011.
Annual variable remuneration	N/A	Mr Tchenio receives no long-term variable remuneration from the Company.
Long-term variable cash remuneration	N/A	Mr Tchenio receives no long-term variable remuneration
Special remuneration	N/A	Maurice Tchenio receives no special remuneration
Stock options, performance-based shares and other long-term remuneration	N/A	Mr Tchenio receives no stock options, performance-based shares or other long-term remuneration
Attendance fees	N/A	Mr Tchenio receives no attendance fees
Valuation of benefits in kind	€11,280	Maurice Tchenio receives, as a benefit in kind, the use of a company vehicle from Amboise SAS
Remuneration payable or attributed for the most recent financial year that is or has been subject to a shareholder vote at the General Meeting pursuant to the procedure for regulated agreements and commitments	Amounts submitted to vote	Presentation
Severance pay	N/A	Mr Tchenio has no commitment from the Company with regard to the termination of his duties
Non-competition payment	N/A	Mr Tchenio is not entitled to a a non-competition payment
Supplemental retirement regime	N/A	Mr Tchenio is not entitled to a supplemental retirement regime

#### CORPORATE GOVERNANCE - REPORT OF THE SUPERVISORY BOARD

Observations of the Supervisory Board at the General Meeting

#### 2) JEAN-HUGUES LOYEZ

Remuneration payable or attributed for the most recent financial year	Amounts or accounting valuation submitted to vote	Presentation
Fixed remuneration	N/A	Mr Loyez receives no fixed remuneration
Annual variable remuneration	N/A	Mr Loyez receives no long-term variable remuneration
Long-term variable cash remuneration	N/A	Mr Loyez receives no long-term variable remuneration
Special remuneration	N/A	Mr Loyez receives no special remuneration
Stock options, performance-based shares and other long-term remuneration	N/A	Mr Loyez receives no stock options, performance-based shares or other long-term remuneration
Attendance fees	€62,000 (to be paid)	Mr Loyez is Chairman of the Supervisory Board and attended all board meetings in 2017
Valuation of benefits in kind	N/A	Mr Loyez receives no benefits in kind
Remuneration payable or attributed for the most recent financial year that is or has been subject to a shareholder vote at the General Meeting pursuant to the procedure for regulated agreements and commitments	Amounts submitted to a vote	Presentation
Severance pay	N/A	Mr Loyez has no commitment from the Company with regard to the termination of his duties
Non-competition payment	N/A	Mr Loyez is not entitled to a non- competition payment
Supplemental retirement regime	N/A	Mr Loyez is not entitled to absupplemental retirement regime

The services billed to Altamir by related companies are unrelated to the duties of Altamir's officers.

The Supervisory Board has no observations to make regarding the statutory or consolidated financial statements for the year, the content of the management report, the agenda or the draft resolutions proposed by the Management Company, and recommends that shareholders vote in favour of these resolutions.

Supervisory Board

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#### CONSOLIDATED FINANCIAL STATEMENTS 3.1

### 3.1.1 CONSOLIDATED INCOME STATEMENT

(in euros)	Note	31/12/2017 12 months	31/12/2016 12 months
Changes in fair value		45,997,712	167,372,425
Valuation differences on divestments during the year	15	2,706,597	11,133,012
Other portfolio income	16	1,532,827	1,453,264
INCOME FROM PORTFOLIO INVESTMENTS		50,237,137	179,958,701
Purchases and other external expenses	17	-25,141,871	-20,968,997
Taxes, fees and similar payments	18	-1,169,950	-787,537
Other income	19	3,028,023	0
Other expenses	20	-249,971	-1,686,343
GROSS OPERATING INCOME		26,703,369	156,515,825
Carried interest provision for general partner and Class B shareholders	12	-952,966	-10,672,409
Carried interest provision for Apax France VIII-B, IX-B and Apax VIII LP		-4,303,900	-17,274,535
NET OPERATING INCOME		21,446,503	128,568,882
Income from cash investments	21	7,729	818,808
Financial income	22	245,522	314,993
Interest and similar expenses	23	-811,207	-682,917
Other financial expenses		0	0
NET INCOME ATTRIBUTABLE TO ORDINARY SHAREHOLDERS		20,888,547	129,019,766
Earnings per share	25	0.57	3.53
Diluted earnings per share	25	0.57	3.53

### 3.1.2 STATEMENT OF COMPREHENSIVE INCOME

(in euros)	Note	31/12/2017	31/12/2016
NET INCOME FOR THE YEAR		20,888,547	129,019,766
Actuarial gains (losses) on post-employment benefits			
Taxes on items non-recyclable to profit or loss			
Items non-recyclable to profit or loss			
Gains (losses) on financial assets available for sale			
Gains (losses) on hedging instruments			
Currency translation adjustments			
Taxes on items recyclable to profit or loss			
Items recyclable to profit or loss			
Other comprehensive income			
CONSOLIDATED COMPREHENSIVE INCOME		20,888,547	129,019,766
Attributable to:			
<ul><li>owners of the parent company</li></ul>			
non-controlling shareholders			

# 3.1.3 CONSOLIDATED BALANCE SHEET

(in euros) Note	31/12/2017	31/12/2016
Non-current assets		
Investment portfolio 7	894,574,264	874,582,756
Other non-current financial assets	579,542	576,540
Sundry receivables	9,900	3,000
TOTAL NON-CURRENT ASSETS	895,163,706	875,162,296
Current assets		
Sundry receivables 8	3,059,460	2,447,323
Other current financial assets 9	23,558,205	19,207,830
Cash and cash equivalents 10	1,246,566	58,190,639
TOTAL CURRENT ASSETS	27,864,230	79,845,792
TOTAL ASSETS	923,027,936	955,008,088

(in euros)	Note	31/12/2017	31/12/2016
Shareholders' equity			
Share capital	11	219,259,626	219,259,626
Share premiums		102,492,980	102,492,980
Reserves		444,009,055	338,730,142
Net income for the year		20,888,547	129,019,766
TOTAL SHAREHOLDERS' EQUITY		786,650,208	789,502,514
Other non-current liabilities			
Carried interest provision for general partner and Class B shareholders	12	29,694,928	44,010,653
Carried interest provision for the Apax France VIII-B, IX-B and Apax VIII LP funds	13	38,048,678	34,047,809
TOTAL OTHER NON-CURRENT LIABILITIES		67,743,606	78,058,462
Other current liabilities			
Other financial liabilities	14	65,887,518	84,247,936
Trade payables and related accounts		2,746,275	3,197,874
Other liabilities		328	1,301
TOTAL OTHER CURRENT LIABILITIES		68,634,121	87,447,111
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		923,027,936	955,008,088

## 3.1.4 STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

### STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

(in euros)	Share capital	Share premiums	Treasury shares	Reserves	Net income for the year	TOTAL
SHAREHOLDERS' EQUITY 31 DECEMBER 2015	219,259,626	102,492,980	-487,567	246,243,765	111,772,650	679,281,454
Net income for the year					129,019,766	129,019,766
TOTAL INCOME AND EXPENSES RECOGNISED IN THE YEAR	0	0	0	0	129,019,766	129,019,766
Transactions on treasury shares			161,224	45,836		207,060
Allocation of income				111,772,650	-111,772,650	0
Other adjustments				1,426,343		1,426,343
Distribution of dividends to ordinary shareholders, May 2016				-20,432,108		-20,432,108
SHAREHOLDERS' EQUITY 31 DECEMBER 2016	219,259,626	102,492,980	-326,343	339,056,485	129,019,766	789,502,514
(in euros)	Share capital	Share premiums	Treasury shares	Reserves	Net income for the year	TOTAL
(in euros) SHAREHOLDERS' EQUITY 31 DECEMBER 2016	Share capital 219,259,626			Reserves 339,056,485		TOTAL 789,502,514
SHAREHOLDERS' EQUITY	•	premiums	shares		for the year	
SHAREHOLDERS' EQUITY 31 DECEMBER 2016	•	premiums	shares		for the year 129,019,766	789,502,514
SHAREHOLDERS' EQUITY 31 DECEMBER 2016  Net income for the year  TOTAL INCOME AND EXPENSES	219,259,626	premiums 102,492,980	-326,343	339,056,485	129,019,766 20,888,547	<b>789,502,514</b> 20,888,547
SHAREHOLDERS' EQUITY 31 DECEMBER 2016  Net income for the year  TOTAL INCOME AND EXPENSES RECOGNISED IN THE YEAR	219,259,626	premiums 102,492,980	-326,343 0	339,056,485	129,019,766 20,888,547	<b>789,502,514</b> 20,888,547 <b>20,888,547</b>
SHAREHOLDERS' EQUITY 31 DECEMBER 2016  Net income for the year  TOTAL INCOME AND EXPENSES RECOGNISED IN THE YEAR  Transactions on treasury shares	219,259,626	premiums 102,492,980	-326,343 0	339,056,485 O 63,119	129,019,766 20,888,547 20,888,547	<b>789,502,514</b> 20,888,547 <b>20,888,547</b> -19,498

# 3.1.5 STATEMENT OF CASH FLOWS

(in euros) Note	31/12/2017 12 months	31/12/2016 12 months
Investments	-121,533,030	-194,035,316
shareholder loans to portfolio companies	-2,098,544	-22,440,323
Repayment of shareholder loans to portfolio companies	14,001,881	8,619,271
TOTAL INVESTMENTS	-109,629,693	-207,856,368
Divestment of equity investments	138,342,495	205,040,489
Interest and other portfolio income received	287,969	102,891
Dividends received	1,244,859	1,350,373
Operating expenses	-25,141,871	-20,968,997
Change in working capital	-13,140,709	179,245
Income received on marketable securities	7,729	818,808
CASH FLOWS FROM OPERATING ACTIVITIES	-8,029,222	-21,333,560
Dividends paid to ordinary shareholders	-23,721,356	-20,432,108
AARC investment	0	5,246
Apax France VIII-B capital calls	0	71,514
Apax France IX-B capital calls	477,058	303,031
Deposits and security deposits	-22,500	-63,000
Transactions on treasury shares	0	0
Amount attributable to the general partner and Class B shareholders	-15,268,690	-5,801,751
Repayment of borrowings	-24,357,562	-8,800,000
Issue of borrowings	5,997,144	84,247,936
CASH FLOWS FROM FINANCING ACTIVITIES	-56,895,906	49,530,868
NET CHANGE IN CASH AND CASH EQUIVALENTS	-64,925,128	28,197,309
Cash and cash equivalents at opening	58,190,639	29,993,330
CASH AND CASH EQUIVALENTS AT CLOSING 10	-6,734,489	58,190,639

# 3.1.6 NOTES TO THE CONSOLIDATED (IFRS) FINANCIAL STATEMENTS

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### NOTE 1 Entity presenting the financial statements

Altamir (the "Company") is a French partnership limited by shares governed by Articles L. 226.1 to L. 226.14 of the French Commercial Code. Its principal activity is the acquisition of equity interests in other companies. The Company opted to become a *société de capital risque* (special tax status for certain private equity and other investment companies) as of financial year 1996.

The Company is domiciled in France.

Altamir presents its consolidated financial statements including the Apax France VIII-B private equity fund, in which it holds a 99.90% stake, the Apax France IX-B private equity fund, in which it holds a 99% stake, and Financière Hélios SASU, in which it holds a 100% stake.

### **NOTE 2** Basis of preparation

### 2.1 DECLARATION OF CONFORMITY

Pursuant to European regulation 1606/2002 of 19 July 2002, the annual consolidated financial statements of Altamir as of 31 December 2017 have been prepared in compliance with IAS/IFRS international accounting standards as adopted by the European Union and available on its website at: http://ec.europa.eu/internal\_market/accounting/ias/index\_en.htm.

The accounting rules and methods applied to the annual financial statements are identical to those used to prepare the consolidated financial statements for the financial year ended 31 December 2016 inasmuch as the new IFRSs (standards, amendments, or IFRIC interpretations) that became applicable on 1 January 2017 did not have an impact on the Group's consolidated financial statements.

These consolidated financial statements cover the financial year from 1 January to 31 December 2017. They were approved by the Management Company on 5 March 2018.

To prepare for the application of IFRS 9 from 1 January 2018, the Company has reviewed the classes of financial asset that it holds and has analysed the potential credit risks relating to these assets. These analyses, which are in the process of being finalised, show no evidence of a significant impact on the classification and valuation of financial assets or on the methods currently applied to account for hedging instruments.

### 2.2 VALUATION BASES

The consolidated financial statements are prepared on a fair value basis for the following items:

- financial instruments for which the Company has chosen the "fair value through profit or loss" option, pursuant to the provisions of IAS 39 (by application of the fair value option) and IAS 28 for "venture capital organisations" whose purpose is to hold a portfolio of securities with a view to selling them in the short or medium term;
- derivative financial instruments;
- the amounts attributable to the general partner and Class B shareholders; and
- the amounts attributable to Apax France VIII-B and Apax France IX-B Class C unitholders and the carried interest attributable to the Apax VIII LP and IX LP teams.

The methods used to measure fair value are discussed in note 4.

# 2.3 OPERATING CURRENCY AND PRESENTATION CURRENCY

The consolidated (IFRS) financial statements are presented in euros, which is the Company's operating currency.

### 2.4 USE OF ESTIMATES AND JUDGEMENTS

The preparation of financial statements under IFRS requires management to formulate judgements and to use estimates and assumptions that may affect the application of accounting methods and the amounts of assets, liabilities, income and expenses. Actual values may differ from these estimates.

The estimates and underlying assumptions are reviewed on an on-going basis. The impact of changes in accounting estimates is accounted for during the period of the change and in all subsequent periods affected.

More specifically, information about the principal sources of uncertainty regarding the estimates and judgements made in applying the accounting methods that have the most significant impact on the amounts recognised in the financial statements is described in note 4 on the determination of fair value.

### 2.5 **KEY ASSUMPTIONS**

Continuity of operations is based on key assumptions including the availability of sufficient cash flow until 31 December 2018. The Company has credit lines totalling €60m, which were drawn down by €9m as of 31 December 2017. It also has cash equivalents of €1.2m and €23.6m of other financial assets that it considers as cash. It should be noted that, as an SCR, Altamir's debt may not exceed 10% of its statutory net asset value, *i.e.* €60m as of 31 December 2017.

## NOTE 3 Principal accounting methods

### 3.1 **METHOD OF CONSOLIDATION** OF EQUITY INVESTMENTS

As of 31 December 2017, Altamir exercised control over the Apax France VIII-B fund, the Apax France IX-B fund and Financière Hélios SAS, in which it holds more than 50% of the units.

Pursuant to IFRS 10, Apax France VIII-B, Apax France IX-B and Financière Hélios are consolidated using the full consolidation method.

Regarding equity interests in which the percentage of control held by Altamir ranges from 20% to 50%, Altamir does not have a representative on the executive body of the Company and therefore does not share the control of its business activity. All such investments are therefore deemed to be under significant influence.

All equity interests that are under significant influence are excluded from the scope of consolidation by application of the option offered by IAS 28 for "venture capital organisations". As of their initial recognition, therefore, Altamir has designated all these equity interests at fair value through profit or loss.

#### 3.2 OTHER ACCOUNTING METHODS

The accounting methods described below have been applied consistently to all periods presented in the consolidated (IFRS) financial statements.

### 3.2.1 Investment portfolio valuation:

### A) EQUITY INSTRUMENTS

The performance and management of investments over which the Company has no significant influence is monitored on the basis of fair value. The Company has therefore chosen the "fair value through profit or loss" option provided for by IAS 39 as the method for valuing these investments. Where the Company has a significant influence, the option of recognition at fair value through profit or loss provided by IAS 28 for "venture capital organisations" is also used.

Under the fair value option, these instruments are therefore carried at fair value as assets on the balance sheet with positive and negative changes in fair value being recognised in profit or loss for the period. They are presented in the "Investment portfolio" line  $\,$ item in the balance sheet and the impact of changes in fair value is presented under "Changes in fair value" in the income statement.

The methods for measuring fair value are detailed in note 4.

### B) HYBRID SECURITY INSTRUMENTS

In acquiring its equity interests, Altamir may subscribe to hybrid instruments such as bonds convertible/redeemable in shares. For this type of instrument with embedded derivatives, Altamir has opted for recognition at fair value through profit or loss in accordance with IAS 39. At each balance sheet date, hybrid instruments held are remeasured at fair value and changes in fair value (positive or negative) are recognised on the income statement.

These hybrids are presented in the "Investment portfolio" line item in the balance sheet and the impact of changes in fair value is presented under "Changes in fair value" in the income statement.

### C) DERIVATIVE INSTRUMENTS

Pursuant to IAS 39, warrant-type instruments are classified as derivatives and carried on the balance sheet at fair value. Positive and negative changes in fair value are recognised in profit or loss for the period within "Changes in fair value". The fair value is determined in particular according to the intrinsic value of the conversion option, based on the price of the underlying shares estimated on the balance sheet date.

### D) LOANS AND RECEIVABLES

Pursuant to IAS 39, these investments are classified as "Loans and receivables" and carried at their amortised cost. The associated interest income is recognised within "Other portfolio income" in profit or loss for the year according to the effective interest rate method.

### 3.2.2 Debt and shareholders' equity

The Company has issued Class B shares that entitle their holders to carried interest equal to 18% of adjusted net statutory income, as defined in paragraph 25.2 of the Articles of Association. In addition, a sum equal to 2% calculated on the same basis is due to the general partner.

Remuneration of the Class B shareholders and the general partner is considered to be payable as soon as an adjusted net income has been earned. Remuneration of these shares and the shares themselves are considered a debt under the analysis criteria of IAS 32.

The remuneration payable to the Class B shareholders and the general partner is calculated taking unrealised capital gains and losses into account and is recognised in the income statement. The debt is recognised as a liability on the balance sheet. Under the Articles of Association, unrealised capital gains are not taken into account in the amounts paid to Class B shareholders and the general partner.

Finally, in accordance with IAS 32, treasury shares are deducted from shareholders' equity.

# 3.2.3 Cash equivalents and other short-term investments

If the Company has surplus cash, this is generally invested in units of euro money-market funds (SICAVs) and time deposits that meet the definition of cash equivalents under IAS 7 (short-term, highly-liquid investments, readily convertible into known amounts of cash and subject to an insignificant risk of change in value).

The Company values this portfolio using the fair value option provided for by IAS 39. The unrealised capital gains or losses at the balance sheet date are thus recognised in profit or loss for the year. Income from time deposits and money-market funds is included in "Income from cash investments".

### 3.2.4 Tax treatment

The Company opted to become a *société de capital risque* (SCR) on 1 January 1996. It is exempt from corporation tax. As a result, no deferred tax is recognised in the financial statements.

The Company does not recover VAT. Non-deductible VAT is recognised as an expense in the income statement.

### 3.2.5 Segment information

The Company carries out only private equity activities and invests primarily in the euro zone.

### NOTE 4 Determination of fair value and valuation methods employed

Altamir uses principles of fair value measurement that are in accordance with IFRS 13:

### 4.1 CATEGORY 1 SHARES

Companies whose shares are traded on an active market ("listed").

The shares of listed companies are valued at the last stock market price.

### 4.2 CATEGORY 2 SHARES

Companies whose shares are not traded on an active market ("unlisted"), but are valued based on directly or indirectly

observable data. Observable data are prepared using market data, such as information published on actual events or transactions, and reflect assumptions that market participants would use to determine the price of an asset or liability.

An adjustment to level 2 data that has a significant impact on fair value may cause a reclassification to level 3 if it makes use of unobservable data.

### 4.3 **CATEGORY 3 SHARES**

Companies whose shares are not traded on an active market ("unlisted"), and are valued based on unobservable data.

### NOTE 5 Significant events during the year

### 5.1 **INVESTMENTS MADE IN 2017**

The Company invested and committed €118.2m during 2017, vs €112.3m in 2016, of which:

- 1) €95.3m (€82.9m in 2016) in 11 new investments:
- of which €47.1m (€37.1m through the Apax France IX-B fund and €9.9m through co-investment) in CIPRÉS Assurances, a French leader in supplemental insurance protection for self-employed persons and SMEs;
- of which €48.2m in ten new companies through and alongside the Apax IX LP fund:
  - €11.2m (€6.9m through the fund and €4.3m as a coinvestment) in ThoughtWorks, a US-based global software development and digital transformation consulting Company,
  - €7.2m in Matchesfashion, a UK-based global leader in online luxury-fashion retailing offering a collection of over 450 designers,
  - €5.6m in Safetykleen Europe, a UK-based service provider of surface treatment and chemical application services, with operations in Europe, Brazil, China and Turkey,

- €5.3m in Syneron Candela, a leading global non-surgical aesthetic device Company based in Israel and the United States.
- €4.3m in ECi Software Solutions: a US provider of enterprise resource planning (ERP) software solutions to small- and medium-sized businesses (SMB) across the distribution, field services, manufacturing and building and construction industries,
- €3.8m in Guotai Junan Securities, one of the leading securities firms in China, listed in Shanghai and Hong Kong,
- €3.2m in Attenti, a global provider of electronic monitoring systems for government correctional and law enforcement agencies, based in Israel and the United States.
- €3m in Tosca Services, a US provider of supply chain solutions and reusable packaging for perishable products,
- €2.8m in Kepro, a US provider of care coordination and quality assurance services primarily for US state and federal healthcare payers, and
- €1.7m in Manappuram Finance, the second-largest lender against gold in India;

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- 2) €22.3m in follow-on investments and commitments in portfolio companies:
- €17.2m in Marlink,
- €2.4m in Vocalcom,
- €1.8m in Nowo/ONI, and
- €0.9m of follow-on investments in other portfolio companies.

The Company also finalised the investment in Unilabs to which it had made commitments totalling €9m last year. The final amount invested was €9.6m, reflecting an upward adjustment of €0.6m.

### 5.2 **DIVESTMENTS IN 2017**

The volume of sale proceeds and revenue realised or signed during the year amounted to  $\$ 98.7m ( $\$ 215.7m in 2016), and comprised sale proceeds of  $\$ 97.1m ( $\$ 214.2m in 2016) and revenues of  $\$ 1.6m ( $\$ 1.5m in 2016).

The €98.7m primarily included:

- €66.1m from the sale of 50% of Altamir's stake in Altran as part of an accelerated placement for institutional investors. Altamir now holds 3.5% of the Company's share capital;
- €15.2m from a new sale of Gfi Informatique shares to Mannai Corporation. Altamir now holds 2.5% of the Company's share capital, *via* Itefin Participations;
- €4.6m from the partial sale of GlobalLogic, already generating a multiple of 2.8x the amount invested;
- €3.7m from the release of the remaining amount held in escrow related to the sale of Mobsat Group Holding (Vizada);
- €2.2m following the listing of EVRY on the Oslo Stock Exchange;
- €1.9m from the sale of a remaining stake in GardaWorld, bringing total proceeds to €5.4m, a multiple of 2.3x the amount invested in 2012;

- €1.3m from the sale of the remaining stake in Chola. The investment will have generated a multiple of 2.7x the amount invested;
- €0.9m from the refinancing of Shriram City Union;
- €0.8m from the refinancing of Exact Software;
- €0.7m from the refinancing of Idealista;
- €0.6m from the refinancing of Safetykleen Europe;
- €0.2m from Royer's 2017 dividends;
- €0.1m from Albioma's 2017 dividends, distributed in cash;
- €0.3m from various portfolio companies; and
- the companies rue21 and Answers Corporation, which were removed from the portfolio with no return for the Apax VIII LP fund.

The Company also finalised the sale of Unilabs, announced in 2016, for a total of  $\le$ 41.1m vs the  $\le$ 41.2m initially stated.

### 5.3 KEY EVENTS SINCE 31 DECEMBER 2017

Apax Partners SA changed its corporate name to Amboise Partners SA.

The Apax IX LP fund returned €2.6m of uninvested called capital at the end of January 2018. At the same time, it distributed revenue from the refinancing of SafetyKleen in 2017, of which €0.6m was received by the Company.

Marlink finalised its acquisition of OmniAccess.

Apax Partners LLP sold its stake in Genex in early February. This divestment is expected to generate €0.9m for Altamir.

## NOTE 6 Details of financial instruments in the consolidated balance sheet and income statement

### 6.1 **CONSOLIDATED BALANCE SHEET**

	31/12/2017					
		Fair value through profit or loss  On option Derivatives receivable		Debts, cash and cash	Assets outside	
(euros)	On option			equivalents at amortised cost	the scope of IAS 39	Total
Assets						
Intangible assets						
Investment portfolio(1)	863,768,166		30,806,098			894,574,264
Other financial assets	85,500		494,042			579,542
Sundry receivables	9,900					9,900
TOTAL NON-CURRENT ASSETS	863,863,566	0	31,300,140	0	0	895,163,706
Sundry receivables	3,028,059				31,401	3,059,460
Other current financial assets	23,558,205					23,558,205
Cash and cash equivalents	1,246,566					1,246,566
TOTAL CURRENT ASSETS	27,832,830	0	0	0	31,401	27,864,230
TOTAL ASSETS	891,696,396	0	31,300,140	0	31,401	923,027,936

	31/12/2017						
	Fair value t profit or			Debts, cash and cash	outside		
(euros)	On option	Derivatives	Loans and receivables	equivalents at amortised cost	the scope of IAS 39	Total	
Liabilities							
Carried interest provision for general partner and Class B shareholders	29,694,928	0	0	0	0	29,694,928	
Carried interest provision for Apax France VIII-B, IX-B and Apax VIII LP	38,048,678					38,048,678	
OTHER NON-CURRENT LIABILITIES	67,743,606	0	0	0	0	67,743,606	
Other financial liabilities				65,887,518		65,887,518	
Trade payables and related accounts				2,746,275		2,746,275	
Other liabilities				328		328	
OTHER CURRENT LIABILITIES	0	0	0	68,634,121	0	68,634,121	
TOTAL LIABILITIES	67,743,606	0	0	68,634,121	0	136,377,727	
(1) Investment portfolio							
Level 1 - quoted on an active market	161,459,950						
Level 2 - valuation based on techniques using observable market data	693,898,791						
Level 3 - inputs not based on observable market data	39,215,523						

	31/12/2016					
		Fair value through profit or loss		Debts, cash and cash	Assets outside	
(euros)	On option	Derivatives	Loans and receivables	equivalents at amortised cost	the scope of IAS 39	Total
Assets						
Intangible assets						
Investment portfolio <sup>(1)</sup>	833,236,529		41,346,227			874,582,756
Other financial assets	63,000		513,540			576,540
Sundry receivables	3,000					3,000
TOTAL NON-CURRENT ASSETS	833,302,529	0	41,859,767	0	0	875,162,296
Sundry receivables	2,408,483				38,840	2,447,323
Other current financial assets	19,207,830					19,207,830
Cash and cash equivalents	58,190,639			-		58,190,639
TOTAL CURRENT ASSETS	79,806,952	0	0	0	38,840	79,845,792
TOTAL ASSETS	913,109,481	0	41,859,767	0	38,840	955,008,088

	31/12/2016						
	Fair value t profit o			Debts, cash and cash	Assets outside		
(euros)	On option	Derivatives	Loans and receivables	equivalents at amortised cost	the scope of IAS 39	Total	
Liabilities							
Carried interest provision for general partner and Class B shareholders	44,010,653	0	0	0	0	44,010,653	
Carried interest provision for Apax France VIII-B, IX-B and Apax VIII LP	34,047,809					34,047,809	
OTHER NON-CURRENT LIABILITIES	78,058,462	0	0	0	0	78,058,462	
Other financial liabilities				84,247,936		84,247,936	
Trade payables and related accounts				3,197,874		3,197,874	
Other liabilities	0			1,301		1,301	
OTHER CURRENT LIABILITIES	0	0	0	87,447,111	0	87,447,111	
TOTAL LIABILITIES	122,069,115	0	0	87,447,111	0	209,516,226	
(1) Investment portfolio Level 1 – quoted on an active market	196,946,477						
Level 2 - valuation based on techniques using observable market data	644,527,483						
Level 3 – inputs not based on observable market data	33,108,795						

### 6.2 CONSOLIDATED INCOME STATEMENT

	31/12/2017					
	Fair value through profit or loss		Loans and		Non-financial	
(euros)	On option	Derivatives	receivables	Debts at cost	instruments	Total
Changes in fair value <sup>(1)</sup>	44,539,570		1,458,142			45,997,712
Valuation differences on divestments during the year	2,573,883		132,714			2,706,597
Other portfolio income	1,244,859		287,969			1,532,827
INCOME FROM PORTFOLIO INVESTMENTS	48,358,312	0	1,878,826	0	0	50,237,137
Purchases and other external expenses					-25,141,871	-25,141,871
Taxes, fees and similar payments					-1,169,950	-1,169,950
Other income					3,028,023	3,028,023
Other expenses					-249,971	-249,971
GROSS OPERATING INCOME	48,358,312	0	1,878,826	0	-23,533,769	26,703,369
Carried interest provision for Apax France VIII-B, IX-B and Apax VIII LP	-4,303,900					-4,303,900
Carried interest provision for general partner and Class B shareholders	-952,966					-952,966
NET OPERATING INCOME	43,101,446	0	1,878,826	0	-23,533,769	21,446,503
Income from cash investments	7,729					7,729
Financial income	245,522					245,522
Interest and similar expenses	-811,207					-811,207
Other financial expenses	0					0
NET INCOME ATTRIBUTABLE TO ORDINARY SHAREHOLDERS	42,543,490	0	1,878,826	0	-23,533,769	20,888,547
(1) Changes in fair value of the portfolio Level 1 - quoted on an active market	15,610,995					
Level 2 - valuation based on techniques using observable market data	24,279,990					
Level 3 - inputs not based on observable market data	6,106,727					
Cancellation of other financial assets	0					

	31/12/2016					
	Fair value profit o		Loans and		Non-financial	
(euros)	On option	Derivatives	receivables	Debts at cost	instruments	Total
Changes in fair value <sup>(1)</sup>	167,269,779		102,646			167,372,425
Valuation differences on divestments during the year	11,006,604		126,408			11,133,012
Other portfolio income	1,453,264		0			1,453,264
INCOME FROM PORTFOLIO INVESTMENTS	179,729,647	0	229,054	0	0	179,958,701
Purchases and other external expenses					-20,968,997	-20,968,997
Taxes, fees and similar payments					-787,537	-787,537
Other income						0
Other expenses					-1,686,343	-1,686,343
GROSS OPERATING INCOME	179,729,647	0	229,054	0	-23,442,876	156,515,825
Provision for amount attributable to Apax France VIII-B/Apax VIII LP Class C unitholders	-17,274,535					-17,274,535
Provision for amount attributable to the general partner and Class B shareholders	-10,672,409					-10,672,409
NET OPERATING INCOME	151,782,704	0	229,054	0	-23,442,876	128,568,882
Income from cash investments	818,808					818,808
Financial income	314,993					314,993
Interest and similar expenses	-682,917					-682,917
Other financial expenses	0					0
NET INCOME ATTRIBUTABLE TO ORDINARY SHAREHOLDERS	152,233,588	0	229,054	0	-23,442,876	129,019,766
(1) Changes in fair value of the portfolio Level 1 - quoted on an active market	19,629,539					
Level 2 - valuation based on techniques using observable market data	149,287,942					
Level 3 - inputs not based on observable market data	5,241,967					
Cancellation of other financial assets	-6,787,022					

# NOTE 7 Investment portfolio

Changes in the portfolio during the year were as follows:

(in euros)	Portfolio
FAIR VALUE AS OF 31 DECEMBER 2016	874,582,756
Investments	121,533,030
Changes in shareholder loans	-11,903,337
Divestments	-135,635,898
Changes in fair value	45,997,712
FAIR VALUE AS OF 31 DECEMBER 2017	894,574,264
Of which positive changes in fair value	102,309,048
Of which negative changes in fair value	-56,311,336

Changes in the Level 3 investment portfolio during the year were as follows:

(in euros)	31/12/2017	31/12/2016
FAIR VALUE AT START OF YEAR	33,108,795	35,007,687
Acquisitions	_	3,972,949
Divestments	F	-
Change of category from Level 3 to Level 2		-11,113,807
Changes in fair value	6,106,727	5,241,967
FAIR VALUE AT END OF YEAR	39,215,523	33,108,795

Changes in the Level 2 investment portfolio during the year were as follows:

(in euros)	31/12/2017	31/12/2016
FAIR VALUE AT START OF YEAR	644,527,483	376,976,478
Acquisitions	103,951,109	203,352,136
Divestments	- 70,719,791	- 165,062,345
Change of category from Level 1 to Level 2		68,859,464
Change of category from Level 3 to Level 2		1,113,807
Change of category from Level 2 to Level 1	- 8,140,000	<u>-</u>
Changes in fair value	24,279,990	149,287,942
FAIR VALUE AT END OF YEAR	693,898,791	644,527,483

Changes in the Level 1 investment portfolio during the year were as follows:

(in euros)	31/12/2017	31/12/2016
FAIR VALUE AT START OF YEAR	196,946,477	274,490,252
Acquisitions	5,678,585	531,282
Divestments	-64,916,107	-28,845,132
Change of category from Level 1 to Level 2		-79,973,272
Change of category from Level 1 to Level 3		11,113,808
Change of category from Level 2 to Level 1	8,140,000	
Changes in fair value	15,610,995	19,629,539
FAIR VALUE AT END OF YEAR	161,459,950	196,946,477

Valuation methods are based on the determination of fair value as described in note 4.

	31 December 2017	31 December 2016
% of listed instruments in the portfolio	18.0%	26.0%
% of listed instruments in NAV	20.5%	28.8%

Portfolio breakdown according to the degree of maturity of the investments and their business sector:

(in euros)	31/12/2017	31/12/2016
STAGE OF DEVELOPMENT		
LBO	828,247,972	751,528,208
Growth capital	66,326,292	123,054,547
PORTFOLIO TOTAL	894,574,264	874,582,756

(in euros)	31/12/2017	31/12/2016
INDUSTRY		
Services	297,330,355	189,979,896
TMT	347,251,188	394,129,391
Consumer	197,883,664	213,537,626
Healthcare	52,109,058	76,935,843
PORTFOLIO TOTAL	894,574,264	874,582,756

## **NOTE 8** Sundry current receivables

As of 31 December 2017, this line item primarily comprised accrued income relating to the 3% contribution on dividends. As this contribution has been struck down by the French Constitutional Council, Altamir requested the reimbursement of the amounts paid for the previous three years, amounting to  $\leq$ 2.8m, as well as the related default interest of  $\leq$ 190k.

### NOTE 9 Other current financial assets

Other current financial assets mainly relate to an Allianz tax-efficient capitalisation fund valued at €16.1m using the amortised cost method, including capitalised interest, and to receivables of €3.4m and €4m relating to Apax VIII LP and Apax IX LP, respectively. These receivables are capital calls that have not yet been invested.

## NOTE 10 Cash and cash equivalents

This item broke down as follows:

(in euros)	31/12/2017	31/12/2016
Money-market funds	-	376
Time deposits	-	5,000,833
Cash on hand	1,246,566	53,189,430
CASH AND CASH EQUIVALENTS	1,246,566	58,190,639
Bank overdraft	-7,981,055	-
CASH SHOWN IN THE STATEMENT OF CASH FLOWS	-6,734,488	58,190,639

## **NOTE 11** Shareholders' equity

The number of shares outstanding for each of the categories is presented below:

	31/12/20	17	31/12/201	6
(number of shares)	Ordinary Shares	Class B shares	Ordinary Shares	Class B shares
Shares outstanding at start of year	36,512,301	18,582	36,512,301	18,582
Shares outstanding at end of year	36,512,301	18,582	36,512,301	18,582
Shares held in treasury	19,139	12,164	16,632	12,164
Shares outstanding at end of year	36,493,162	6,418	36,474,616	6,418
NAV PER OUTSTANDING SHARE (CONS. SHAREHOLDERS' EQUITY/NUMBER OF ORDINARY SHARES)	21.56		21.65	

		31/12/2017			31/12/2016	
(euros)	Ordinary Shares	Class B shares	Total	Ordinary Shares	Class B shares	Total
Par value at end of year	6.00	10.00		6.00	10.00	
SHARE CAPITAL	219,073,806	185,820	219,259,626	219,073,806	185,820	219,259,626

The dividend paid to the limited shareholders in 2017 for the financial year 2016 was €0.65 per ordinary share outstanding (excluding treasury shares). The NAV per ordinary share (excluding treasury shares) was €21.56 at 31 December 2017 (€21.65 per share at 31 December 2016).

## NOTE 12 Carried interest provision due to the general partner and Class B shareholders

This item broke down as follows:

(in euros)	31/12/2017	31/12/2016
Amount attributable to general partner and Class B shareholders	29,694,928	44,010,653
Class B warrants		-
TOTAL AMOUNT ATTRIBUTABLE TO GENERAL PARTNER AND CLASS B SHAREHOLDERS	29,694,928	44,010,653

The change in the amount attributable to the general partner and Class B shareholders during the year is detailed below:

(in euros)	2017	2016
At opening	44,010,653	39,139,995
Amount paid during the financial year	-15,268,690	-5,801,751
Amount attributable to general partner and Class B shareholders on earnings of the financial year	952,966	10,672,409
AMOUNT ATTRIBUTABLE TO GENERAL PARTNER AND CLASS B SHAREHOLDERS	29,694,928	44,010,653

## NOTE 13 Carried interest provision due to Apax France VIII-B, IX-B and Apax VIII LP

This provision of €38m relates to unrealised capital gains owing to Class C unitholders of Apax France VIII-B, Apax France IX-B and Apax VIII LP of €28.1m, €4.2m and €5.7m, respectively, based on these funds' performance. These liabilities are due in more than one year.

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### NOTE 14 Other current financial liabilities

As of 31 December 2017, this line item of €65.9m primarily included debts to Apax France IX-B (€38.9m) and outstandings under credit lines used by Apax France VIII-B (€18m) and Altamir (€1m). This line item also includes Altamir's bank overdraft of €7.98m.

## NOTE 15 Valuation differences on divestments during the year

(in euros)	31/12/2017	31/12/2016
Sale price	138,342,495	205,040,489
Fair value at start of year	135,635,898	193,907,477
IMPACT ON INCOME	2,706,597	11,133,012
Of which positive price spread on divestments	6,611,850	23,015,963
Of which negative price spread on divestments	-3,905,253	-11,882,951

## NOTE 16 Other portfolio income

Other portfolio income is detailed as follows:

(in euros)	31/12/2017	31/12/2016
Interest and other portfolio income received	287,969	102,891
Dividends	1,244,859	1,350,373
TOTAL	1,532,827	1,453,264

## NOTE 17 Purchases and other external expenses (incl. tax)

Purchases and other external expenses broke down as follows:

(in euros)	31/12/2017	31/12/2016
Direct fees (incl. tax): (1)	10,021,152	9,196,977
Altamir Gérance management fees (excl. tax)	6,331,491	5,791,549
Non-recoverable VAT on Altamir Gérance management fees	1,266,298	1,158,310
Other fees and expenses (incl. tax)	2,423,363	2,247,118
<ul> <li>including fees related to portfolio companies held directly</li> </ul>	-58,986	133,184
■ including recharges for accounting, financial and investor relations services	708,628	686,477
■ including fees related to overdraft lines	568,966	172,147
Indirect fees (incl. tax):	15,120,717	11,772,021
Management fees charged by Apax Partners SAS and Apax Partners LLP	11,153,958	8,188,840
Operating costs of the funds managed by Apax Partners SAS and Apax Partners LLP	3,966,759	3,583,181
TOTAL EXPENSES AND EXTERNAL PURCHASES (2)	25,141,871	20,968,997
Direct investments at cost	179,107,957	238,486,466
Subscription commitments in the Apax funds	815,751,407	631,338,629
CAPITAL COMMITTED AND INVESTED	994,859,364	869,825,095
(1)/Average NAV between N and N-1	1.27%	1.25%
(2)/Average capital committed and invested between N and N-1	2.70%	2.78%

As of 31 December 2017, direct fees represented 1.27% of average NAV, and total fees represented 2.70% of average committed and invested capital.

The management fees of €7.6m (including VAT) invoiced by the Management Company were calculated pursuant to Article 17.1 of the Company's Articles of Association. This amount has remained stable over the last two years.

The other fees and expenses of €2.4m (including VAT) included:

■ €0.7m (including VAT) for accounting, financial, and investor relations services provided to the Company by Altamir Gérance in accordance with a services agreement dated 9 July 2013;

- fees of €0.6m relating to credit lines (structuring costs and non-use fees); and
- external consultancy fees of €1.1m.

These fees were stable compared to 2016, with the exception of the fees relating to the overdraft lines, which increased because the credit lines were renegotiated during the year.

Indirect fees rose from €11.8m to €15.1m as a result of the subscription to the two new funds, Apax France IX-B and Apax IX LP. The period ended on 31 December 2016 only included nine months of fees for the Apax France IX-B fund and seven months for the Apax IX LP fund, versus 12 months of fees for each of the two funds during the period ended on 31 December 2017.

### NOTE 18 Taxes, fees and similar payments

The balance of €1.2m corresponded to the 3% tax on dividends distributed in 2017 with respect to the 2016 financial year.

### NOTE 19 Other income

As of 31 December 2017, this line item primarily comprised accrued income relating to the 3% tax on dividends. As this tax has been invalidated by the French Constitutional Council, Altamir requested the reimbursement of the amounts paid for the previous three years, amounting to €2.8m, plus the related interest as damages of €190k.

### **NOTE 20 Other expenses**

Other expenses relate to attendance fees paid in 2017.

### NOTE 21 Income from cash investments

This item related to interest earned in 2017 on time deposit account investments and money-market mutual funds (SICAVs). The return on these investments in 2017 was 0.45%.

### NOTE 22 Financial income

Financial income corresponded primarily to a €245k change in the unrealised gain on the Allianz tax-efficient capitalisation fund.

### **NOTE 23** Interest and similar expenses

This item primarily corresponded to interest paid on the drawn credit lines and on the bank overdraft.

### **NOTE 24** Sensitivity

Altamir does not use derivative instruments to hedge or gain exposure to market risks (equities, interest rates, currencies or credit).

companies amounts to €95.3m.

sensitivity to a decline of 10% of the multiples of comparable listed

# 24.1 RISKS RELATED TO FLUCTUATIONS IN LISTED SHARE PRICES

# Risks related to listed share prices of portfolio companies

Altamir holds a large number of listed securities, either directly or indirectly through holding companies, and may therefore be affected by a downturn in the market prices of such securities. A drop in the market price at a given moment would result in the decrease of the portfolio valuation and of the Net Asset Value of the Company. Such a drop would be recognised in the income statement as a loss under "Changes in fair value of the portfolio".

A drop in market prices might also affect realised capital gains or losses when such shares are sold by Altamir.

Listed companies made up 18% of the portfolio as of 31 December 2017 (26% at 31 December 2016). These are shares of portfolio companies listed on the stock market or obtained as payment for divestments or as a result of LBOs on listed companies.

A 10% drop in the market prices of these listed securities would have an impact of €15.2m on the valuation of the portfolio as of 31 December 2017.

In addition, some unlisted securities are valued in part on the basis of peer-group multiples, and in part on multiples of recent private transactions.

The final value of the investments will be based on private transactions, unlisted by definition, in which the strategic position of the companies or their ability to generate cash flow takes precedence over market comparables. For information, valuation

### 24.2 INTEREST RATE RISKS

### Risks related to LBO transactions

In the context of leveraged transactions, Altamir is indirectly subject to the risk of an increase in the cost of debt and the risk of not obtaining financing or being unable to finance the planned new transactions at terms that ensure a satisfactory return.

# Risks related to other financial assets and liabilities

Financial assets that have an interest rate component include shareholder loans and securities such as bonds issued by companies in the investment portfolio. These financial assets are assumed to be redeemed or converted at maturity. As a result, they do not present any interest rate risk per se.

Altamir has no significant financial liabilities subject to interest rate risk.

### 24.3 **CURRENCY RISK**

The objective of Altamir is to invest primarily in France or in the euro zone. However, some investments are indirectly denominated in foreign currencies, and consequently their value may vary according to exchange rates.

The portfolio's exposure by currency was as follows:

	Investment portfolio	Sundry receivables
2017	CAD dollars (CAD)	CAD dollars (CAD)
Assets in euros	0	
Liabilities		
Net position before management	0	0
Off-balance-sheet position		
Net position after management	0	0
IMPACT IN EUROS OF A 10% CHANGE IN THE EXCHANGE RATE	0	0

2017	Investment portfolio	Sundry receivables
	US dollars (USD)	US dollars (USD)
Assets in euros	186,024,266	
Liabilities		
Net position before management	186,024,266	0
Off-balance-sheet position		
Net position after management	186,024,266	0
IMPACT IN EUROS OF A 10% CHANGE IN THE EXCHANGE RATE	18,602,427	0

	Investment portfolio	Sundry receivables	
	Hong Kong dollars (HKD)	Hong Kong dollars (HKD)	
Assets in euros	4,413,099		
Liabilities			
Net position before management	4,413,099	0	
Off-balance-sheet position			
Net position after management	4,413,099	0	
IMPACT IN EUROS OF A 10% CHANGE IN THE EXCHANGE RATE	441,310	0	

	Investment portfolio	Sundry receivables
2017	Indian rupee (INR)	Indian rupee (INR)
Assets in euros	4,592,961	
Liabilities		
Net position before management	4,592,961	0
Off-balance-sheet position		
Net position after management	4,592,961	0
IMPACT IN EUROS OF A 10% CHANGE IN THE EXCHANGE RATE	459,296	0

	Investment portfolio	Sundry receivables
2017	Norwegian krone (NOK)	Norwegian krone (NOK)
Assets in euros	4,300,822	
Liabilities		
Net position before management	4,300,822	0
Off-balance-sheet position		
Net position after management	4,300,822	0
IMPACT IN EUROS OF A 10% CHANGE IN THE EXCHANGE RATE	430,082	0

2017	Investment portfolio	Sundry receivables
	Pounds sterling (GBP)	Pounds sterling (GBP)
Assets in euros	13,409,309	
Liabilities		
Net position before management	13,409,309	0
Off-balance-sheet position		
Net position after management	13,409,309	0
IMPACT IN EUROS OF A 10% CHANGE IN THE EXCHANGE RATE	1,340,931	0

	Investment portfolio	Sundry receivables Canadian dollars (CAD)
2016	Canadian dollars (CAD)	
Assets in euros	2,081,758	
Liabilities		
Net position before management	2,081,758	0
Off-balance-sheet position		
Net position after management	2,081,758	0
IMPACT IN EUROS OF A 10% CHANGE IN THE EXCHANGE RATE	208,176	0

2016	Investment portfolio	Sundry receivables US dollars (USD)
	US dollars (USD)	
Assets in euros	38,138,228	2,394,636
Liabilities		
Net position before management	38,138,228	2,394,636
Off-balance-sheet position		
Net position after management	38,138,228	2,394,636
IMPACT IN EUROS OF A 10% CHANGE IN THE EXCHANGE RATE	3,813,823	239,464

	Investment portfolio	Sundry receivables
2016	Hong Kong dollars (HKD)	Hong Kong dollars (HKD)
Assets in euros	519,151	
Liabilities		
Net position before management	519,151	0
Off-balance-sheet position		
Net position after management	519,151	0
IMPACT IN EUROS OF A 10% CHANGE IN THE EXCHANGE RATE	51,915	0

	Investment portfolio	Investment portfolio Sundry receivables
2016	Indian rupee (INR)	Indian rupee (INR)
Assets in euros	4,419,272	
Liabilities		
Net position before management	4,419,272	0
Off-balance-sheet position		
Net position after management	4,419,272	0
IMPACT IN EUROS OF A 10% CHANGE IN THE EXCHANGE RATE	441,927	0

	Investment portfolio	Sundry receivables
2016	Norwegian krone (NOK)	Norwegian krone (NOK)
Assets in euros	8,140,000	
Liabilities		
Net position before management	8,140,000	0
Off-balance-sheet position		
Net position after management	8,140,000	0
IMPACT IN EUROS OF A 10% CHANGE IN THE EXCHANGE RATE	814,000	0

 $A ltamir does \ not \ hedge \ against \ currency \ fluctuations, because \ the \ foreign \ exchange \ impact \ is \ not \ material \ with \ respect \ to \ the \ expected$ gains on the securities in absolute value.

## **NOTE 25** Earnings per share

The weighted average number of shares outstanding reflects the exclusion of treasury shares.

Basic earnings per share	31/12/2017	31/12/2016
Numerator (in euros)		
INCOME FOR THE YEAR ATTRIBUTABLE TO ORDINARY SHAREHOLDERS	20,888,547	129,019,766
Denominator		
Number of shares outstanding at start of year	36,512,301	36,512,301
Effect of treasury shares	-18,572	-28,020
Effect of capital increase		-
WEIGHTED AVERAGE NUMBER OF SHARES DURING THE YEAR (BASIC)	36,493,729	36,484,281
Earnings per share (basic)	0.57	3.54
Earnings per share (diluted)	0.57	3.54

## **NOTE 26** Related parties

In accordance with IAS 24, related parties are as follows:

### **SHAREHOLDERS** 26.1

Amboise Partners SA, as the investment advisor, and Altamir Gérance as the Management Company invoiced the Company for total fees of €7,597,789 including tax in 2017 (€6,949,859 including tax in 2016).

The amount remaining payable as of 31 December 2017 was €104,808 (€93,742 as of 31 December 2016). The amount remaining receivable as of 31 December 2017 was €238,884 (€0 as of 31 December 2016).

### **ASSOCIATED ENTERPRISES**

A significant influence is presumed when the equity interest of the Company exceeds 20%.

Investments subject to significant influence are not accounted for by the equity method, as allowed under IAS 28, but they constitute  $related\ parties.\ The\ closing\ balances\ and\ transactions\ for\ the\ year\ with\ these\ companies\ are\ presented\ below:$ 

(in euros)	31/12/2017	31/12/2016
Income statement		
Valuation differences on divestments during the year	-4,205,167	-4,726,025
Changes in fair value	22,852,148	112,445,489
Other portfolio income	-	-
Balance sheet	31/12/2017	31/12/2016
Investment portfolio	394,829,400	468,573,503
Sundry receivables	-	2,394,636

### 26.3 **SENIOR MANAGEMENT**

Attendance fees paid in 2017 to members of the Supervisory Board with respect to 2016 totalled €249,970.

## **NOTE 27** Contingent liabilities

The contingent liabilities of the Company broke down as follows:

(in euros)	31/12/2017	31/12/2016
Irrevocable purchase obligations (investment commitments)	515,843	172,514
Other long-term obligations (liability guarantees and other)	6,184,051	6,184,051
TOTAL	6,699,894	6,356,565
Altamir's investment commitments in Apax France VIII-B	16,877,068	16,877,068
Altamir's investment commitments in Apax France IX-B	228,681,131	295,950,000
Altamir's investment commitments in Apax IX LP	74,244,000	138,000,000
TOTAL	326,502,093	457,183,633

The tables above show the subscription commitments not yet called as of 31 December 2017 and 31 December 2016.

Altamir had committed to invest between €200m and €280m in Apax France VIII-B. Altamir's definitive commitment is €276.7m. As of 31 December 2017, the amount called was €259.8m.

Altamir has committed to invest €138m in Apax IX LP. As of 31 December 2017, the amount invested was €63.8m.

Altamir has committed to invest between €226m and €306m in Apax France IX-B. As of 31 December 2017, the amount called was €77.2m. The amount invested, but financed by credit lines and thus not called by the fund, was €37.2m.

The table above does not include distributions paid by the funds, which can legally be called back by the Management Company to meet the funds' cash requirements, principally for followon investments in their portfolios. As of 31 December 2017, the distributions that could be called back amounted to €5.4m and related solely to the Apax VIII LP fund.

As part of the divestment of Buy Way, Altamir provided a guarantee, capped at 15% of the sale price, i.e. €6,184,051, in order to meet any third-party claims, and to cover the sellers' filings and any tax risks.

### **DIRECT INVESTMENT COMMITMENTS** 27.1

Companies	Commitments as of 31/12/2016		Cancellation of Commitments as of 31/12/2017		Commitments as of 31/12/2017
Listed securities	0	0	0	0	0
Investment commitment in Altimus	172,514	172,514			
Investment commitment in Turing Equity Co LP				515,843	515,843
Unlisted securities	172,514	172,514	0	515,843	515,843
TOTAL	172,514	172,514	0	515,843	515,843

# 27.2 LIABILITY GUARANTEES AND OTHER COMMITMENTS

### Liability guarantees

None.

### Other off-balance-sheet commitments

Altamir carries out LBO transactions *via* special-purpose acquisition companies (SPACs).

If the underlying target Company is listed, the debt is guaranteed by all or part of that Company's assets. When the share price of these companies falls, and the average share price over a given period drops below a certain threshold, the SPACs become responsible for meeting collateral or margin calls. This involves putting cash in escrow in addition to the collateralised securities so as to maintain the same collateral-to-loan ratio ("collateral top-up clause"). In the event of default, banks may demand repayment of all or part of the loan. This collateral is furnished by the shareholders of the SPACs, including Altamir, in proportion to their share in the capital. They have no impact on Altamir's revenue and NAV (listed companies are valued on the last trading day of the period), but can tie up part of its cash. Conversely, when the share price of these companies rises, all or part of the balance in escrow is released, and the calls repaid.

In terms of sensitivity, a 10% or 20% drop in the average market prices of these listed securities compared to the calculation performed on 31 December 2017 would trigger no collateral call for Altamir.

A commitment was given to certain managers of THOM Europe, Europe Snacks, CIPRÉS, Melita and InfoVista to repurchase their shares and obligations in the event of their departure. These commitments were not material as of 31 December 2017.

The Apax France IX-B fund gave a security deposit to Transatlantic Bank as part of the investment in Sandaya relating to the funding of future acquisitions.

An earn-out could be due to the seller of Marlink based on the multiple achieved by the Apax France VIII-B and Apax France IX-B funds when the Company is sold.

Altamir provided a sale commitment to Financière Royer covering all of the shares of the Royer group, exercisable between 1 January 2015 and 3 January 2019.

Financière Royer provided a purchase commitment to Altamir covering all of the shares of the Royer group, exercisable between 1 January 2015 and 31 December 2018.

The former Directors of Gfi Informatique were granted a clawback provision (clause de retour à meilleure fortune) when their shares were repurchased. The amount of the payment will depend on the price at which the Gfi Informatique shares are sold by Itefin Participations.

On 30 November 2017, Altran announced the signature of a definitive agreement to acquire Aricent for €1.7bn, creating the undisputed global leader in engineering and R&D services. Apax Partners and Altamir, through their Altrafin holding, confirmed their support for the transaction and their intention to participate pro-rata in the planned €750m rights issue intended to finance part of the transaction.

### Other accrued income

As part of the sale of Buy Way to Chenavari Investment Managers, two potential earn-outs based on insurance revenues may be received. Altamir has asked Chenavari Investment Managers to pay the first earn-out.

### Pledged securities:

Securities pledged to Transatlantique Bank:

As of 31 December 2017, 1,111,111,112 A units in the Apax France VIII-B fund were pledged against a credit line of €8m, drawn down by €7.98m as of 31 December 2017.

The pledged securities cover 150% of the amounts granted based on the valuation of the units in the Apax France VIII-B fund as of 31 December 2016.

 Securities pledged to LCL Bank (banking pool with LCL, BNP, Neuflize OBC, HSBC and Palatine Bank):

As of 31 December 2017, 6,141,732,283 A units in the Apax France VIII-B fund and one A unit in the Apax France IX-B fund were pledged to the banking pool against a credit line of €52m, drawn down by €1m as of 31 December 2017.

The pledged securities cover 150% of the amounts granted based on the valuation of the units in the Apax France VIII-B fund as of 31 December 2016.

Securities pledged to ECAS:

As part of the acquisition of INSEEC U., the Apax France VIII-B fund has pledged all of the financial instruments that it holds in Insignis SAS and Insignis Management SAS to the lenders of the LBO debt represented by ECAS as Agent.

■ Securities pledged to ABN AMRO:

As part of the acquisition of Amplitude Surgical, the Apax France VIII-B fund has pledged all of the financial instruments that it holds to ABN AMRO.

# 3.2 STATUTORY AUDITOR'S REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS

To the Annual General Meeting of Altamir,

### **OPINION**

In compliance with the engagement entrusted to us by your Annual General Meeting we have audited the accompanying consolidated financial statements of Altamir for the year ended December 31, 2017.

In our opinion, the consolidated financial statements give a true and fair view of the assets and liabilities and of the financial position of the Group as at December 31, 2017 and of the results of its operations for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

The audit opinion expressed above is consistent with our report to the Audit Committee.

### **BASIS FOR OPINION**

### **AUDIT FRAMEWORK**

We conducted our audit in accordance with professional standards applicable in France. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the *Statutory Auditors' Responsibilities* for the Audit of the *Consolidated Financial Statements* section of our report.

### **INDEPENDENCE**

We conducted our audit engagement in compliance with independence rules applicable to us, for the period from January 1, 2017 to the date of our report and specifically we did not provide any prohibited non-audit services referred to in Article 5(1) of Regulation (EU) No 537/2014 or in the French Code of Ethics (*Code de déontologie*) for statutory auditors.

Justification of Assessments - Key Audit Matters

In accordance with the requirements of Articles L. 823-9 and R.823-7 of the French Commercial Code (*Code de commerce*) relating to the justification of our assessments, we inform you of the key audit matters relating to risks of material misstatement that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period, as well as how we addressed those risks

These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on specific items of the consolidated financial statements.

### INVESTMENT PORTFOLIO VALUATION

### **Risk identified**

As at December 31, 2017, the investments portfolio amounted to € 894.6 m, or 96.9% of the assets balance sheet. This item corresponds to equity instruments, hybrid security instruments, derivative instruments and loans and receivables as indicated in Note 6.3.2 to the consolidated financial statements. These instruments are recognized at their fair value. Loans and receivables are valued at amortized cost.

Given their significant importance in the consolidated financial statements, the complexity of the models used, their sensitivity to data variations, the assumptions on which the estimates are based and the judgment required to assess their net asset value, we considered the valuation of the investment portfolio as a key audit matter.

### Our response

We obtained an understanding of the procedures implement by the manager for the determination of the fair value of the investments portfolio.

As part of our audit of the consolidated financial statements, and by including our valuation experts, our work consisted in:

- assessing, on the basis of the information provided to us, that management's estimate of these values is based on an appropriate application of the valuation method and the quantified data and assumptions used;
- assessing the specific contractual documentation to each investment:
- performing tests by sampling the arithmetic accuracy of the inventory value calculations used by the Company.

We also analyzed the appropriateness of the information presented in Note 3.2.1 to the consolidated financial statements.

### RESPECT OF THE VENTURE CAPITAL COMPANY STATUS

### **Risk identified**

Your Company has opted for the venture capital companies system which gives it a specific legal and fiscal framework, adapted to its corporate purpose which is the management of securities portfolio. The venture capital company status is only granted to companies that fully meet certain cumulative regulatory conditions.

Given the very restrictive conditions of the venture capital company status (in particular the limitation of indebtedness), which could, in case of non-compliance, remove the tax exemption enjoyed by the Company, we considered compliance with the regulatory conditions of the venture capital company status regime as a key audit matter.

### Our response

Based on interviews with management, we have been informed of the procedures put in place by the manager to identify the regulatory changes relating to the venture capital company status and to monitor the Company's correct compliance with the conditions.

As part of our audit of the annual accounts, and by including our tax experts, our work consisted in assessing compliance with the criteria for eligibility for the venture capital company status.

# VERIFICATION OF THE INFORMATION PERTAINING TO THE GROUP PRESENTED IN THE MANAGEMENT REPORT

As required by law we have also verified in accordance with professional standards applicable in France the information pertaining to the Group presented in the manager's management report.

We have no matters to report as to its fair presentation and its consistency with the consolidated financial statements.

### REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS

### APPOINTMENT OF THE STATUTORY AUDITORS

We were appointed as statutory auditors of Altamir by the Annual General Meeting held on April 22, 1999 for ERNST & YOUNG & Autres and COREVISE, previously alternate auditor, succeeded to CFA during the year 2013 further to their resignation.

As at December 31, 2017, COREVISE and ERSNT & YOUNG Autres were in the 5th year and 19th year of total uninterrupted engagement respectively.

Before ERNST & YOUNG et Autres (previously named Barbier Frinault et Autres), Barbier Frinault et Associés was auditor since 1993, date on which the Company was created.

# RESPONSIBILITIES OF MANAGEMENT AND THOSE CHARGED WITH GOVERNANCE FOR THE CONSOLIDATED FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with International Financial Reporting Standards as adopted by the European Union and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless it is expected to liquidate the Company or to cease operations.

The Audit Committee is responsible for monitoring the financial reporting process and the effectiveness of internal control and risks management systems and where applicable, its internal audit, regarding the accounting and financial reporting procedures.

The consolidated financial statements were approved by the Manager.

### Statutory auditor's report on the consolidated financial statements

### STATUTORY AUDITORS' RESPONSIBILITIES FOR THE AUDIT OF THE CONSOLIDATED FINANCIAL **STATEMENTS**

### **OBJECTIVES AND AUDIT APPROACH**

Our role is to issue a report on the consolidated financial statements. Our objective is to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with professional standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As specified in Article L. 823-10-1 of the French Commercial Code (Code de commerce), our statutory audit does not include assurance on the viability of the Company or the quality of management of the affairs of the Company.

As part of an audit conducted in accordance with professional standards applicable in France, the statutory auditor exercises professional judgment throughout the audit and furthermore:

- Identifies and assesses the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, designs and performs audit procedures responsive to those risks, and obtains audit evidence considered to be sufficient and appropriate to provide a basis for his opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of
- Obtains an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control.
- Evaluates the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management in the consolidated financial statements.
- Assesses the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. This assessment is based on the audit evidence obtained up to the date of his audit report. However, future events or conditions may cause the Company to cease to continue as a going concern. If the statutory auditor concludes that a material uncertainty exists, there is a requirement to draw attention in the audit report to the related disclosures in the consolidated financial statements or, if such disclosures are not provided or inadequate, to modify the opinion expressed therein.
- Evaluates the overall presentation of the consolidated financial statements and assesses whether these statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtains sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. The statutory auditor is responsible for the direction, supervision and performance of the audit of the consolidated financial statements and for the opinion expressed on these consolidated financial statements

### REPORT TO THE AUDIT COMMITTEE

We submit a report to the Audit Committee which includes in particular a description of the scope of the audit and the audit program implemented, as well as the results of our audit. We also report, if any, significant deficiencies in internal control regarding the accounting and financial reporting procedures that we have identified.

Our report to the Audit Committee includes the risks of material misstatement that, in our professional judgment, were of most significance in the audit of the consolidated financial statements of the current period and which are therefore the key audit matters that we are required to describe in this report.

We also provide the Audit Committee with the declaration provided for in Article 6 of Regulation (EU) No 537/2014, confirming our independence within the meaning of the rules applicable in France such as they are set in particular by Articles L. 822-10 to L. 822-14 of the French Commercial Code (Code de commerce) and in the French Code of Ethics (code de déontologie) for statutory auditors. Where appropriate, we discuss with the Audit Committee the risks that may reasonably be thought to bear on our independence, and the related safeguards.

> Paris and Paris-La Défense, March 30, 2018 The Statutory Auditors, French original signed by

COREVISE

**ERNST & YOUNG et Autres** 

Fabien Crégut

Jean-François Nadaud

# 3.3 STATUTORY FINANCIAL STATEMENTS

## 3.3.1 BALANCE SHEET - ASSETS AS OF 31 DECEMBER 2017

Name   Name	In euros	31/12/2015	31/12/2016	31/12/2017
Set-up costs   0	Uncalled subscribed capital			
Set-up costs         0         0           Concessions, patents and trademarks         0         0           Property, plant & equipment         0         0           Office equipment and furnishings         0         0           Transport equipment         0         0           Facilities and fittings         0         0           Net non-current financial assets         0         0           Portfolio investments held as non-current assets         199 826 970         291 021 760         456 605 4           Other portfolio investments         0         0         0           Receivables related to portfolio investments         0         0         0           Receivables related to equity investments         251 728 721         182 730 261         136 693 7           Receivables related to equity investments         23 904 749         33 16 815         24 22 26 0           Other receivables         0         0         0           Other receivables         9 007 412         902 883         988 50           TOTAL (I)         484 467 853         508 471 719         618 510 33           Current assets         2         495 499         2 404 069         11 298 16           Sundry receivables         2 495 4	Non-current assets			
Concessions, patents and trademarks         0         0           Property, plant & equipment         0         0           Office equipment and furnishings         0         0           Transport equipment         0         0           Facilities and fittings         0         0           Net non-current financial assets         0         0           Portfolio investments held as non-current assets         199 826 970         291 021 760         456 605 4           Other portfolio investments         0         0         0           Receivables related to portfolio investments         0         0         0           Receivables related to equity investments         251 728 721         182 730 261         136 693 7           Receivables related to equity investments         23 904 749         33 816 815         24 222 60           Other receivables         9 007 412         902 883         988 50           Other non-current financial assets         9 907 412         902 883         988 50           Current assets         2 495 499         2 404 069         11 298 18           Marketable securities         4 4 000 376         2 0 000 376         15 000 00           Cash on hand         1 4 03 741         4 7 377 625         1 336 8	Intangible assets			
Property, plant & equipment         Office equipment and furnishings         O         O           Transport equipment         0         0         0           Facilities and fittings         0         0         0           Net non-current financial assets         199 826 970         291 021 760         456 605 40           Other portfolio investments held as non-current assets         199 826 970         291 021 760         456 605 40           Other portfolio investments         0         0         0           Receivables related to portfolio investments         0         0         0           Equity investments         251 728 721         182 730 261         136 693 7           Receivables related to equity investments         23 904 749         33 816 815         24 222 60           Other receivables         0         0         0           Other receivables         9 007 412         902 883         988 50           TOTAL (I)         484 467 853         508 471 719         618 510 33           Current assets         2 495 499         2 404 069         11 298 18           Marketable securities         44 000 376         20 000 376         15 000 00           Cash on hand         1 403 741         47 377 625         1 336 8     <	Set-up costs	0	0	0
Office equipment and furnishings         0         0           Transport equipment         0         0           Facilities and fittings         0         0           Net non-current financial assets           Portfolio investments held as non-current assets         199 826 970         291 021 760         456 605 4           Other portfolio investments         0         0         0           Receivables related to portfolio investments         0         0         0           Equity investments         251 728 721         182 730 261         136 693 7           Receivables related to equity investments         23 904 749         33 816 815         24 222 60           Other receivables         0         0         0           Other receivables         0         0         0           Other non-current financial assets         9 007 412         902 883         988 50           TOTAL (I)         484 467 853         508 471 719         618 510 33           Current assets         2 495 499         2 404 069         11 298 18           Marketable securities         44 000 376         20 000 376         15 000 00           Cash on hand         1 403 741         47 377 625         1 336 8 <t< td=""><td>Concessions, patents and trademarks</td><td>0</td><td>0</td><td>0</td></t<>	Concessions, patents and trademarks	0	0	0
Transport equipment         0         0           Facilities and fittings         0         0           Net non-current financial assets         0         291 021 760         456 605 4           Portfolio investments held as non-current assets         199 826 970         291 021 760         456 605 4           Other portfolio investments         0         0         0           Receivables related to portfolio investments         0         0         0           Equity investments         251 728 721         182 730 261         136 693 7           Receivables related to equity investments         23 904 749         33 816 815         24 222 60           Other receivables         0         0         0           Other receivables         9 007 412         902 883         988 50           Other non-current financial assets         9 007 412         902 883         988 50           Current assets         2 495 499         2 404 069         11 298 18           Current assets         2 495 499         2 404 069         11 298 18           Marketable securities         44 000 376         20 000 376         15 000 00           Cash on hand         1 403 741         47 377 625         1 336 8           TOTAL (II)         47 899	Property, plant & equipment			
Facilities and fittings 0 0 0  Net non-current financial assets  Portfolio investments held as non-current assets 199 826 970 291 021 760 456 605 4  Other portfolio investments 0 0 0  Receivables related to portfolio investments 251 728 721 182 730 261 136 693 7  Receivables related to equity investments 23 90 749 33 816 815 24 222 65  Other receivables elated to equity investments 9 0 0 0  Other receivables 10 0 0 0  Other non-current financial assets 9 007 412 902 883 988 50  TOTAL (I) 484 467 853 508 471 719 618 510 33  Current assets  Sundry receivables 2 495 499 2 404 069 11 298 18  Marketable securities 44 000 376 20 000 376 15 000 06  Cash on hand 1403 741 47 377 625 1 336 8  TOTAL (II) 47 899 616 69 782 069 27 635 0  Issue costs for convertible bonds (ORAs)  Prepaid expenses 57 555 38 840 31 40  Currency translation adjustments on assets 0 0 0  TOTAL (III) 57 555 38 840 31 40  TOTAL (III) 532 425 024 578 292 628 646 176 75  Commitments given:  Additional commitments 0 0 0  Commitments given:	Office equipment and furnishings	0	0	0
Net non-current financial assets           Portfolio investments held as non-current assets         199 826 970         291 021 760         456 605 4           Other portfolio investments         0         0         0           Receivables related to portfolio investments         0         0         0           Equity investments         251 728 721         182 730 261         136 693 7           Receivables related to equity investments         23 904 749         33 816 815         24 222 60           Other receivables         0         0         0           Other non-current financial assets         9 007 412         902 883         988 50           TOTAL (I)         484 467 853         508 471 719         618 510 33           Current assets         2 495 499         2 404 069         11 298 18           Marketable securities         44 000 376         20 000 376         15 000 00           Cash on hand         1 403 741         47 377 625         1 336 8           TOTAL (II)         47 899 616         69 782 069         27 635 0           Issue costs for convertible bonds (ORAs)         57 555         38 840         31 4           Currency translation adjustments on assets         0         0           Commitments given:	Transport equipment	0	0	0
Portfolio investments held as non-current assets         199 826 970         291 021 760         456 605 4           Other portfolio investments         0         0         0           Receivables related to portfolio investments         0         0         0           Equity investments         251 728 721         182 730 261         136 693 7           Receivables related to equity investments         23 904 749         33 816 815         24 222 60           Other receivables         0         0         0           Other non-current financial assets         9 907 412         902 883         988 50           TOTAL (I)         484 467 853         508 471 719         618 510 33           Current assets         2 495 499         2 404 069         11 298 18           Marketable securities         44 000 376         20 000 376         15 000 00           Cash on hand         1 403 741         47 377 625         1 336 8           TOTAL (II)         47 899 616         69 782 069         27 635 0           Issue costs for convertible bonds (ORAs)         57 555         38 840         31 4           Currency translation adjustments on assets         0         0         0           TOTAL (III)         57 555         38 840         31 40	Facilities and fittings	0	0	0
Other portfolio investments         0         0           Receivables related to portfolio investments         0         0           Equity investments         251728 721         182 730 261         136 693 7           Receivables related to equity investments         23 904 749         33 816 815         24 222 62           Other receivables         0         0         0           Other non-current financial assets         9 007 412         902 883         988 50           TOTAL (I)         484 467 853         508 471 719         618 510 33           Current assets         5         50 499         2 404 069         11 298 18           Marketable securities         44 000 376         20 000 376         15 000 00           Cash on hand         1 403 741         47 377 625         1 336 8           TOTAL (II)         47 899 616         69 782 069         27 635 0           Issue costs for convertible bonds (ORAs)         7         57 555         38 840         31 4           Currency translation adjustments on assets         0         0         0           TOTAL (III)         57 555         38 840         31 4           TOTAL (III)         57 555         38 840         31 4           TOTAL (III) <t< td=""><td>Net non-current financial assets</td><td></td><td></td><td></td></t<>	Net non-current financial assets			
Receivables related to portfolio investments         0         0           Equity investments         251728 721         182 730 261         136 693 7           Receivables related to equity investments         23 904 749         33 816 815         24 222 63           Other receivables         0         0         0           Other non-current financial assets         9 007 412         902 883         988 50           TOTAL (I)         484 467 853         508 471 719         618 510 33           Current assets         50 000 405         11 298 18           Sundry receivables         2 495 499         2 404 069         11 298 18           Marketable securities         44 000 376         20 000 376         15 000 00           Cash on hand         1 403 741         47 377 625         1 336 8           TOTAL (II)         47 899 616         69 782 069         27 635 0           Issue costs for convertible bonds (ORAs)         9         0         0           Prepaid expenses         57 555         38 840         31 4           Currency translation adjustments on assets         0         0           TOTAL (III)         57 555         38 840         31 4           TOTAL (III)         578 292 628         646 176 75 <td>Portfolio investments held as non-current assets</td> <td>199 826 970</td> <td>291 021 760</td> <td>456 605 421</td>	Portfolio investments held as non-current assets	199 826 970	291 021 760	456 605 421
Equity investments       251 728 721       182 730 261       136 693 7         Receivables related to equity investments       23 904 749       33 816 815       24 222 65         Other receivables       0       0       0         Other non-current financial assets       9 007 412       902 883       988 50         TOTAL (I)       484 467 853       508 471 719       618 510 33         Current assets       Sundry receivables         Sundry receivables       2 495 499       2 404 069       11 298 18         Marketable securities       44 000 376       20 000 376       15 000 00         Cash on hand       1 403 741       47 377 625       1 336 8         TOTAL (II)       47 899 616       69 782 069       27 635 0         Issue costs for convertible bonds (ORAs)       9       38 840       31 4         Prepaid expenses       57 555       38 840       31 4         Currency translation adjustments on assets       0       0         TOTAL (III)       57 555       38 840       31 4         TOTAL (III)       57 555       38 840       31 4         TOTAL ASSETS (I)+(II)+(III)+(III)       53 2 425 024       578 292 628       646 176 75         Commitments given:       0 </td <td>Other portfolio investments</td> <td>0</td> <td>0</td> <td>0</td>	Other portfolio investments	0	0	0
Receivables related to equity investments       23 904 749       33 816 815       24 222 62         Other receivables       0       0         Other non-current financial assets       9 007 412       902 883       988 50         TOTAL (I)       484 467 853       508 471 719       618 510 33         Current assets       Sundry receivables       2 495 499       2 404 069       11 298 18         Marketable securities       44 000 376       20 000 376       15 000 00         Cash on hand       1 403 741       47 377 625       1 336 8         TOTAL (II)       47 899 616       69 782 069       27 635 0         Issue costs for convertible bonds (ORAs)       57 555       38 840       31 4         Currency translation adjustments on assets       0       0       0         TOTAL (III)       57 555       38 840       31 4         TOTAL (III)       57 555       38 840       31 4         TOTAL ASSETS (I)+(II)+(III)       532 425 024       578 292 628       646 176 75         Commitments given:       2       0       0       0       0         Commitments for new investments       0       0       0       515 84	Receivables related to portfolio investments	0	0	0
Other receivables         0         0           Other non-current financial assets         9 007 412         902 883         988 50           TOTAL (I)         484 467 853         508 471 719         618 510 33           Current assets         Sundry receivables           Sundry receivables         2 495 499         2 404 069         11 298 18           Marketable securities         44 000 376         20 000 376         15 000 00           Cash on hand         1 403 741         47 377 625         1 336 8           TOTAL (III)         47 899 616         69 782 069         27 635 0           Issue costs for convertible bonds (ORAs)         57 555         38 840         31 4           Currency translation adjustments on assets         0         0         0           TOTAL (III)         57 555         38 840         31 4         31 4           TOTAL (III)         57 555         38 840         31 4         31 4           TOTAL (III)         532 425 024         578 292 628         646 176 75           Commitments given:         0         0         0           Commitments for new investments         0         0         515 84	Equity investments	251 728 721	182 730 261	136 693 791
Other non-current financial assets         9 007 412         902 883         988 50           TOTAL (I)         484 467 853         508 471 719         618 510 33           Current assets         Sundry receivables         2 495 499         2 404 069         11 298 18           Marketable securities         44 000 376         20 000 376         15 000 00           Cash on hand         1 403 741         47 377 625         1 336 8           TOTAL (II)         47 899 616         69 782 069         27 635 0           Issue costs for convertible bonds (ORAs)         9         20 0         31 40           Prepaid expenses         57 555         38 840         31 40           Currency translation adjustments on assets         0         0           TOTAL (III)         57 555         38 840         31 40           TOTAL ASSETS (I)+(II)+(III)         532 425 024         578 292 628         646 176 75           Commitments given:         0         0         0           Commitments for new investments         0         0         515 80	Receivables related to equity investments	23 904 749	33 816 815	24 222 622
TOTAL (I)         484 467 853         508 471 719         618 510 33           Current assets         Sundry receivables         2 495 499         2 404 069         11 298 18           Marketable securities         44 000 376         20 000 376         15 000 00         0           Cash on hand         1 403 741         47 377 625         1 336 8           TOTAL (II)         47 899 616         69 782 069         27 635 0           Issue costs for convertible bonds (ORAs)         9         2         404 000         31 40	Other receivables	0	0	0
Current assets         Sundry receivables       2 495 499       2 404 069       11 298 18         Marketable securities       44 000 376       20 000 376       15 000 00         Cash on hand       1 403 741       47 377 625       1 336 8         TOTAL (II)       47 899 616       69 782 069       27 635 0         Issue costs for convertible bonds (ORAs)       8       840       31 4         Prepaid expenses       57 555       38 840       31 4         Currency translation adjustments on assets       0       0       0         TOTAL (III)       57 555       38 840       31 4         TOTAL ASSETS (I)+(II)+(III)       532 425 024       578 292 628       646 176 75         Commitments given:       0       0       0         Additional commitments       0       0       0         Commitments for new investments       0       0       515 86	Other non-current financial assets	9 007 412	902 883	988 502
Sundry receivables       2 495 499       2 404 069       11 298 18         Marketable securities       44 000 376       20 000 376       15 000 00         Cash on hand       1 403 741       47 377 625       1 336 8         TOTAL (II)       47 899 616       69 782 069       27 635 0         Issue costs for convertible bonds (ORAs)       840       31 4         Prepaid expenses       57 555       38 840       31 4         Currency translation adjustments on assets       0       0       0         TOTAL (III)       57 555       38 840       31 4         TOTAL ASSETS (I)+(II)+(III)       532 425 024       578 292 628       646 176 75         Commitments given:       0       0       0         Additional commitments       0       0       0         Commitments for new investments       0       0       515 84	TOTAL (I)	484 467 853	508 471 719	618 510 336
Marketable securities       44 000 376       20 000 376       15 000 00         Cash on hand       1 403 741       47 377 625       1 336 8         TOTAL (II)       47 899 616       69 782 069       27 635 0         Issue costs for convertible bonds (ORAs)       9       1 40 00 00       1 40 00 00         Prepaid expenses       57 555       38 840       31 40 00 00	Current assets			
Cash on hand       1 403 741       47 377 625       1 336 8         TOTAL (II)       47 899 616       69 782 069       27 635 0         Issue costs for convertible bonds (ORAs)       57 555       38 840       31 4         Prepaid expenses       57 555       38 840       31 4         Currency translation adjustments on assets       0       0         TOTAL (III)       57 555       38 840       31 4         TOTAL ASSETS (I)+(II)+(III)       532 425 024       578 292 628       646 176 75         Commitments given:         Additional commitments       0       0       0         Commitments for new investments       0       0       515 84	Sundry receivables	2 495 499	2 404 069	11 298 183
TOTAL (II)         47 899 616         69 782 069         27 635 0           Issue costs for convertible bonds (ORAs)         57 555         38 840         31 4           Prepaid expenses         57 555         38 840         31 4           Currency translation adjustments on assets         0         0           TOTAL (III)         57 555         38 840         31 4           TOTAL ASSETS (I)+(II)+(III)         532 425 024         578 292 628         646 176 75           Commitments given:         Additional commitments         0         0           Commitments for new investments         0         0         515 84	Marketable securities	44 000 376	20 000 376	15 000 000
Issue costs for convertible bonds (ORAs)         Prepaid expenses       57 555       38 840       31 4         Currency translation adjustments on assets       0       0         TOTAL (III)       57 555       38 840       31 4         TOTAL ASSETS (I)+(II)+(III)       532 425 024       578 292 628       646 176 75         Commitments given:       Additional commitments       0       0         Commitments for new investments       0       0       515 84	Cash on hand	1 403 741	47 377 625	1 3 3 6 8 3 1
Prepaid expenses         57 555         38 840         31 4           Currency translation adjustments on assets         0         0         0           TOTAL (III)         57 555         38 840         31 40           TOTAL ASSETS (I)+(II)+(III)         532 425 024         578 292 628         646 176 75           Commitments given:         0         0         0           Commitments for new investments         0         0         515 84	TOTAL (II)	47 899 616	69 782 069	27 635 012
Currency translation adjustments on assets         0         0           TOTAL (III)         57 555         38 840         31 40           TOTAL ASSETS (I)+(II)+(III)         532 425 024         578 292 628         646 176 75           Commitments given:         0         0           Additional commitments         0         0           Commitments for new investments         0         0         515 84	Issue costs for convertible bonds (ORAs)			
TOTAL (III)         57 555         38 840         31 40           TOTAL ASSETS (I)+(II)+(III)         532 425 024         578 292 628         646 176 75           Commitments given:         Additional commitments         0         0           Commitments for new investments         0         0         515 84	Prepaid expenses	57 555	38 840	31 401
TOTAL ASSETS (I)+(II)+(III)         532 425 024         578 292 628         646 176 75           Commitments given:           Additional commitments         0         0           Commitments for new investments         0         0         515 84	Currency translation adjustments on assets	0	0	0
Commitments given:         0         0           Additional commitments         0         0           Commitments for new investments         0         0         515 82	TOTAL (III)	57 555	38 840	31 401
Additional commitments         0         0           Commitments for new investments         0         0         515 84	TOTAL ASSETS (I)+(II)+(III)	532 425 024	578 292 628	646 176 750
Commitments for new investments 0 0 515 84	Commitments given:			
	Additional commitments	0	0	0
Other commitments 137 866 819 457 183 633 325 986 25	Commitments for new investments	0	0	515 843
	Other commitments	137 866 819	457 183 633	325 986 250

## 3.3.2 BALANCE SHEET - LIABILITIES AND SHAREHOLDERS' EQUITY AS OF 31 DECEMBER 2017

In euros	31/12/2015	31/12/2016	31/12/2017
Shareholders' equity			
Share capital	219 259 626	219 259 626	219 259 626
Share premiums	107 760 744	107 760 744	107 760 744
Reserves	151 420 747	163 357 778	203 687 546
Retained earnings	47 688	62 468	74 108
Net income for the year	38 185 670	79 331 454	69 886 629
Allocation of income - suspense account	0	0	0
TOTAL (I)	516 674 474	569 772 069	600 668 652
Other equity			
Convertible bonds (ORA)			
TOTAL (II)			
Provisions for risks and contingencies	6 896 290	8 182 587	11 519 867
TOTAL (III)	6 896 290	8 182 587	11 519 867
Liabilities			
Other financial liabilities	8 540 509	33 796	9 062 567
Liabilities on non-current assets	0	0	0
Trade payables and related accounts	313 376	302 875	189 181
Tax and social security liabilities	0	0	0
Other liabilities	375	1 301	24 736 484
TOTAL (IV)	8 854 260	337 972	33 988 231
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY (I)+(II)+(III)+(IV)	532 425 024	578 292 628	646 176 750

# 3.3.3 INCOME STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2017

	31/12/2015	31/12/2016	31/12/2017
1. revenue transactions			
Commissions and brokerage fees			
Financial income			
Income from cash investments	3 005 673	1135 629	253 251
Net income from sale of marketable securities	5 723	6	0
Other financial income	0	0	0
Reversals of provisions	0	0	0
Other income	4	0	2
Transfers of expenses	0	0	0
Operating expenses			
Purchases and other external expenses	10 666 036	9 196 977	10 021 152
Wages and payroll expenses	0	0	0
Taxes, fees and similar payments	881 563	787 537	1169 950
Depreciation, amortisation and provisions	0	0	0
Financial expenses			
Interest and similar expenses	112 418	201 402	15 309
Net expenses from sales of marketable securities	82	0	0
Provisions for impairment	0	0	0
Other financial expenses	0	0	0
Other expenses	250 500	260 000	249 972
INCOME FROM REVENUE TRANSACTIONS (BEFORE CORPORATION TAX)	-8 899 199	-9 310 280	-11 203 130
2. capital transactions			
Income			
Capital gains on sales of equity investments	7 446 361	79 065 995	85 346 176
Reversals of provisions	40 084 779	24 320 264	40 317 027
Other income	36 551 768	6 956 912	9 267 306
Expenses			
Losses on sales of portfolio investments	641	2 572 022	6 111 364
Provisions for impairment	37 022 046	17 567 809	10 668 300
Other expenses	0	1607 442	40 152 230
INCOME FROM CAPITAL TRANSACTIONS	47 060 221	88 595 898	77 998 616
Extraordinary income	142 499	97 912	3 133 599
Extraordinary expenses	117 850	52 077	42 456
Corporation tax			
TOTAL NET INCOME	38 185 670	79 331 454	69 886 629

### 3.3.4 NOTES TO THE STATUTORY FINANCIAL STATEMENTS AS OF 31 DECEMBER 2017

### CONTENTS

NOTE 1 Activity and significant events in 2017 136 NOTE 3 Notes relating to certain income statement 144 items NOTE 2 Accounting rules and methods 139 NOTE 4 Other information 146

### Activity and significant events in 2017 NOTE 1

Altamir is a French partnership limited by shares (société en commandite par actions) governed by Articles L. 226.1 to L. 226.14 of the French Commercial Code. Its principal activity is the acquisition of equity interests in other companies. The Company opted to become a société de capital risque (special tax status for certain private equity and other investment companies) as of financial year 1996.

Since 2011, Altamir has primarily invested through funds managed by the management companies Apax Partners SAS and Apax Partners LLP. On certain occasions, it co-invests directly with these funds. The Company may also make direct follow-on investments in its historical portfolio.

### **ACTIVITY IN 2017** 1.1

### Investments and divestments: 1.1.1

The Company invested €150.9m during the year. This amount comprised:

- €73.2m in the Apax France IX-B fund;
- €63.7m in the Apax IX LP fund;
- €10m in the Apia Ciprés fund;
- €3.8m direct investment in Turing Equity LP; and
- €0.2m direct investment in Altimus.

The volume of divestments and revenue amounted to €138.8m, and primarily included:

- €66m from the capital reductions of Altimus and Altrafin Participations:
- €41.1m from the total sale of Unilabs:
- €10.6m from the receipt of the Itefin Participations receivable;
- €5.6m from the partial sale of GlobalLogic;
- €4.6m from the capital reductions of Itefin Participations;
- €2.5m from the total sale of Chrysaor;
- €2.2m from the total sale of EVRY;
- €1.9m from the total sale of Garda;
- €1.3m from the total sale of Chola;
- €0.9m from the partial sale of Shriram;
- €0.9m from the liquidation of Vizada;
- €0.7m from the partial sale of Idealista;
- €0.2m from the liquidation of Mobsat Management;
- €0.2m of dividends received from Royer;
- €0.1m of dividends received from Rhiag.

## SUMMARY OF FOLLOW-ON INVESTMENTS/DIVESTMENTS INCLUDING A SECOND ROUND IN PORTFOLIO **COMPANIES**

### Investments

Companies	Amount invested 2017
Unlisted securities	
Apax France IX-B	73,178,869
Turing Equity	3,794,778
Apax France IX LP	63,756,000
Ciprés	10,000,000
Altimus	172,514
Infofin	4,300
TOTAL 1	150,906,461
Listed securities	
TOTAL 2	0
TOTALS 1+2	150,906,461

### Divestments

All companies	Sale price	Gain	Loss	Provision reversals	Impact on net income/loss
Unlisted securities					
Total sale	46,691,390	35,703,250	5,678,524	621,966	30,646,692
Partial sale	5,398,457	3,944,503	224,137		3,720,366
Listed securities					
Total sale	1,186,901	801,549	9,683	5,375	797,241
Partial sale	83,608,990	44,896,875	199,020		44,697,855
TOTAL	136,885,738	85,346,176	6,111,364	627,341	79,862,154

# FINANCIAL STATEMENTS Statutory financial statements

### 1.1.2 Other events

Altamir has available short-term credit lines of €60m. It should be noted that, as an SCR, Altamir's debt may not exceed 10% of its net asset value, i.e. €60.1m as of 31 December 2017. As of that date, the Company's credit lines were drawn down by €9m.

### 1.2 **KEY EVENTS SINCE 31 DECEMBER 2017**

Apax Partners SA changed its corporate name to Amboise Partners SA.

The Apax IX LP fund returned €2.6m of uninvested called capital at the end of January 2018. At the same time, it distributed revenue from the refinancing of Safetykleen in 2017, of which €0.6m was received by the Company.

Marlink finalised its acquisition of OmniAccess.

Apax Partners LLP sold its stake in Genex in early February. This divestment is expected to generate €0.9m for Altamir.

### **DISTRIBUTION OF DIVIDENDS** 1.3

The dividend paid to the limited shareholders in 2017 for the financial year 2016 was €0.65 per ordinary share outstanding (excluding treasury shares), for a total of €23,732,995.60. In addition, dividends stipulated in the Articles of Association of €1,526,869.00 and €13,741,821.00 were paid to the general partner and to the holders of Class B shares respectively, for the financial year 2016. The total sum distributed for the financial year 2016 therefore amounted to €39,001,685.60.

### 1.4 **CHANGES IN SHAREHOLDERS' EQUITY**

(in thousands of euros)	Share capital	Share premiums	Reserves	Retained earnings	Net income for the year	Total
SHAREHOLDERS' EQUITY AS OF 31/12/2016	219,260	107,761	163,358	62	79,331	569,772
2017 net income/loss					69,887	69,887
Allocation of 2016 net income/loss			40,330		-79,331	-39,001
Allocation of 2016 net income/loss - treasury shares				12		12
SHAREHOLDERS' EQUITY AS OF 31/12/2017	219,260	107,761	203,688	74	69,887	600,669

	31/12/2015	31/12/2016	31/12/2017
Number of ordinary shares	36,512,301	36,512,301	36,512,301(1)
Par value of ordinary shares	6	6	6
AMOUNT IN EUROS	219,073,806	219,073,806	219,073,806
Number of Class B preferred shares	18,582	18,582	18,582 <sup>(2)</sup>
Par value of Class B preferred shares	10	10	10
AMOUNT IN EUROS	185,820	185,820	185,820
TOTAL	219,259,626	219,259,626	219,259,626

<sup>(1)</sup> Including 19,139 held in treasury by Altamir as of 31 December 2017.

### NOTE 2 Accounting rules and methods

The statutory financial statements are presented in compliance with the legal and regulatory provisions currently in force in France and recommended in the French chart of accounts, in accordance with the French national accounting standards body (ANC) regulation N° 2016-07, approved by the decree of 26 December 2016.

The presentation of the income statement is based on Opinion No. 30 of 13 February 1987 of the National Accounting Board, which proposes a structure for the accounts that is better suited to the nature of the Company's activities.

# 2.1 NON-CURRENT FINANCIAL ASSETS (PORTFOLIO INVESTMENTS HELD AS NON-CURRENT ASSETS AND EQUITY INVESTMENTS)

# 2.1.1 Portfolio investments held as non-current assets

Portfolio investments held as non-current assets are the investments held in the Apax France VIII-B, Apax France IX-B, Apax VIII LP, Apax IX LP, Phénix, Apia Vista and Apia Ciprés funds. A provision for impairment was recognised as of 31 December 2017 for the Apia Ciprés private equity fund (€9k).

# 2.1.2 Accounting method for tracking and writing down equity investments

According to the accounting regulations for commercial companies, equity investments, portfolio investments held as non-current assets, and receivables related to equity investments are recognised at their acquisition cost. They may give rise to impairment, but not to revaluation. The manager conducts a review of the listed and unlisted securities at the end of each half-yearly and annual accounting period. If the end-of-period value of a portfolio investment or of an equity investment or its related receivable is lower than its acquisition cost, a provision for impairment is created for the difference in value. The end-of-period value for portfolio investments held as non-current assets corresponds to the end-of-period value; for equity investments and related receivables, that value is the value in use.

The provision for impairment of equity investments and related receivables amounted to  $\le$ 18.2m as of 31 December 2017.

Exits are calculated on a "first-in, first-out" basis.

Receivables in foreign currencies on foreign companies are valued at the exchange rate on the balance sheet date. A provision for risks and contingencies is recognised in the event of any decline in the currency concerned in relation to the euro. This rule is applied to both the book value and the estimated value.

# 2.1.3 Calculation method for end-of-period value

### **CATEGORY 1 SHARES**

Companies whose shares are traded on an active market ("listed").

The shares of listed companies are valued at the last stock market price of the period.

### **CATEGORY 2 SHARES**

Companies whose shares are not traded on an active market ("unlisted"), but are valued based on directly or indirectly observable data. Observable data are prepared using market data, such as information published on actual events or transactions, and reflect assumptions that market participants would use to determine the price of an asset or liability.

An adjustment to level 2 data that has a significant impact on fair value may cause a reclassification to level 3 if it makes use of unobservable data.

### **CATEGORY 3 SHARES**

Companies whose shares are not traded on an active market ("unlisted"), and are valued based on unobservable data.

### 2.2 OTHER RECEIVABLES

This account corresponds to interest accrued on equity investments.

The Company has determined that accrued interest is generally included in the acquisition price paid by third parties and is not paid by the debtor company. Consequently, it will henceforth be included in the valuation of the companies. For this reason, it is initially recognised as accrued income, then fully written down.

# 2.3 OTHER NON-CURRENT FINANCIAL ASSETS

The Company has given a mandate to ODDO BHF to trade shares on its behalf on the Paris market (Eurolist B by Euronext) in order to ensure secondary market activity and liquidity in Altamir shares. As of 31 December 2017, the non-current financial assets account included 19,139 shares with a value of €287k and €494k in cash and cash equivalents.

No provision was recognised as of 31 December 2017.

The account also included 12,164 Class B shares repurchased by Altamir in 2015 for €122k (par value of €10 per share).

In addition, the account included an €85.5k interim payment received in relation to an ongoing legal proceeding.

### **EQUITY INVESTMENTS AND PORTFOLIO INVESTMENTS HELD AS NON-CURRENT ASSETS**

	Amount at start of year		ear	Amount as of 31 December 2017			
Financial year 2017 (in thousands of euros)	Gross book value	Net book value	Estimated value	Gross book value	Net book value	Estimated value	
Fractions of the portfolio							
valued:							
■ at cost	0	0	0	0	0	0	
below cost							
based on market price	93,032	90,849	157,720	68,768	68,768	115,732	
based on net book value							
based on re-estimated net book value							
(Funds: A units)	284,814	280,756	509,766	456,602	456,593	640,221	
(Funds: E and B units)	10,265	10,265	0	13	13	0	
<ul><li>based on a yield or profitability measure</li></ul>	90,408	89,780	171,059	65,887	65,887	111,997	
by other methods	20,230	2,101	2,101	20,230	2,039	2,039	
TOTAL	498,749	473,752	840,647	611,500	593,299	869,989	
Total related receivables	34,817	33,817	33,936	24,223	24,223	24,585	
PORTFOLIO TOTAL	533,566	507,569	874,583	635,722	617,522	894,574	
	Amou	nt at start of ye	ar	Amount as	of 31 Decembe	r 2017	
Provisions	25,99	97		18,20	0		
Unrealised, unrecognised gains	_	367,0	14*		277,05	52*	

Unrealised, unrecognised gains include gains on investments held in the Apax France VIII-B, Apax France IX-B, Apax VIII LP, Apax IX LP, Apia Vista and Phénix funds. As these funds had drawn down on credit lines as of 31 December 2017, the amounts used to finance these investments were not fully paid by Altamir and, accordingly, are not included in gross book value and net book value. These credit-line financed investments are, however, included in the end-of-period value figures.

### CHANGES IN VALUE OF THE PORTFOLIO (NET BOOK VALUE AND ESTIMATED VALUE)

Changes during the year	Portfolio value		
(in thousands of euros)	Netbook value	End-of-period value	
Amount at start of year	507,569	874,583	
Acquisitions during the year <sup>(1)</sup>	175,730	109,630	
Divestments during the year <sup>(2)</sup>	-63,321	-138,342	
Reversal of impairment on securities sold			
Gains on sale of securities			
held at the start of the year			
acquired during the year		2,707	
Change in provision for impairment of the portfolio	7,796		
Other changes in unrealised gains			
<ul> <li>on securities acquired during the year</li> </ul>			
<ul> <li>on securities acquired previously</li> </ul>		45,998	
Distribution by portfolio companies			
Other accounting movements <sup>(3)</sup>	-10,253		
CLOSING BALANCE	617,522	894,574	

<sup>(1)</sup> The net book value corresponds to acquisitions undertaken by Altamir, and to Apax France VIII-B, Apax France IX-B, Apax VIII LP, Apax IX LP, Phénix, Apia Vista and Apia Ciprés capital calls less distributions.

<sup>(2)</sup> The amounts indicated in the line "Divestments during the year" represent, for the column "Net book value", the net book value of the assets sold and, for the column "End-of-period value", their sale price.

<sup>(3)</sup> The net book value amount corresponds to the change in E and B units in Apax VIII LP, Apax IX LP and Apax France VIII-B and to the change in B units in Apax France IX-B.

### ANALYSIS OF CHANGE IN PROVISIONS ON EQUITY INVESTMENTS AND RELATED RECEIVABLES

PROVISION	26,008	21,939	62	627	3,183	18,192
(in thousands of euros)	31/12/2015	31/12/2016	Allocations	Prov. revers. on divestment	Other prov. revers.	31/12/2017

The provision reversals chiefly related to the revaluation of equity investments valued at market prices.

### CHANGE IN UNREALISED GAINS NOT RECOGNISED IN THE ANNUAL FINANCIAL STATEMENTS

(in thousands of euros)	31/12/2015	31/12/2016	31/12/2017
ESTIMATED VALUE	211,014	367,014	277,052

### 2.5 **OTHER RECEIVABLES**

### STATEMENT OF CHANGES IN GROSS ACCRUED INTEREST

(in thousands of euros)	31/12/2015	31/12/2016	Increases	Reductions	31/12/2017
INTEREST ACCRUED ON RECEIVABLES RELATED TO EQUITY INVESTMENTS	64,881	56,885	7,260	32,449	31,695

### STATEMENT OF CHANGES IN PROVISIONS ON ACCRUED INTEREST

(in thousands of euros)	31/12/2015	31/12/2016	Increases	Reductions	31/12/2017
PROVISIONS ON INTEREST ACCRUED ON RECEIVABLES RELATED TO EQUITY INVESTMENTS	64,881	56,885	7,260	32,449	31,695

The accrued interest on convertible bonds or equivalent securities has been fully written down. The Company has determined that accrued interest is included in the acquisition price of third parties and not paid by the debtor company.

### 2.6 **SUNDRY RECEIVABLES**

Sundry receivables consisted of two main items:

- a receivable due from portfolio funds relating to the total fees invoiced by these funds. At the close of the year, total fees paid to the various funds were higher than the share of fees that should have been borne to date (€8.3m);
- accrued income relating to the 3% contribution on dividends. As this tax has been invalidated by the French Constitutional Council, Altamir requested the reimbursement of the amounts paid for the previous three years, amounting to €2.8m, plus the related interest as damages of €190k.

#### 2.7 **CASH ON HAND**

As of 31 December 2017, the balance of cash on hand amounted to €1.3m.

#### 2.8 SHORT-TERM INVESTMENT SECURITIES

### 2.8.1 Gross values

(in thousands of euros)	31/12/2015	31/12/2016	31/12/2017
Money-market mutual funds	0	0	0
Time deposits and certificates of deposit	29 000	5 000	0
Negotiable debt securities	0	0	0
Other marketable securities	15 000	15 000	15 000
TOTAL	44 000	20 000	15 000

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Short-term investment securities are valued at historical cost. Capital gains on divestments are calculated based on the difference between the sale price and the weighted average purchase price. The Company does not recognise any unrealised capital gains in the statutory statements. However, interest not yet due as of 31 December 2017 on certificates of deposit, time deposits, negotiable debt securities, and tax-efficient capitalisation funds is recognised in accrued interest receivable.

Other current financial assets related to an Allianz tax-efficient capitalisation fund of €15m.

The unrealised gain on these investments as of 31 December 2017 was €1.1m.

No impairment of short-term investment securities was recognised at the balance sheet date.

	Quantity	Unit pricein euros	Book valuein thousands of euros	Market valueas of 31/12/2017 (in thousands of euros)
Other marketable securities				
Allianz	1		15,000	16,086

### 2.8.2 Provisions for impairment of short-term investment securities

No provision was recognised as of 31 December 2017.

### 2.9 PREPAID EXPENSES

(in thousands of euros)	31/12/2015	31/12/2016	31/12/2017
Prepaid expenses	58	39	31

These consisted primarily of advertising and insurance expenses and commissions.

### PROVISIONS FOR RISKS AND CONTINGENCIES 2.10

The provision for risks and contingencies related to potential carried interest on the Apax France VIII-B (€10.5m) and Apax VIII LP (€1.1m) funds.

### 2.11 OTHER FINANCIAL LIABILITIES

(in thousands of euros)	31/12/2015	31/12/2016	31/12/2017
Other financial liabilities	8,541	34	9,063
TOTAL	8,541	34	9,063

Other financial liabilities primarily comprised a bank overdraft of €7.98m and €1m drawn down on a credit line.

### TRADE PAYABLES AND RELATED ACCOUNTS, TAX AND SOCIAL SECURITY LIABILITIES 2.12 AND OTHER LIABILITIES

(in thousands of euros)	31/12/2015	31/12/2016	31/12/2017
Trade payables	313	303	189
Tax and social security liabilities	0	0	0
Other liabilities	0	1	0
TOTAL	313	304	189

Trade payables (€189k) primarily represented invoices yet to be received for fees to be paid to lawyers, Statutory Auditors and service providers.

All of these liabilities are due in less than one year.

#### **OFF-BALANCE-SHEET COMMITMENTS** 2.13

### **SUMMARY OF OBLIGATIONS AND COMMITMENTS**

			Payments due by period				
Contractual obligations	Total 31/12/2016	Total 31/12/2017	Less than one year	One to five years	More than five years		
Lease-financing obligations							
Operating leases							
Irrevocable purchase obligations (investment commitments)							
Other long-term obligations (liability guarantees and other)	457,183,633	326,502,093	78,092,911	248,409,182			
TOTAL	457,183,633	326,502,093	78,092,911	248,409,182	0		

The above presentation shows all off-balance-sheet commitments according to accounting standards currently in force.

### Irrevocable purchase obligations (investment commitments)

### TRACKING OF INVESTMENT COMMITMENTS

Companies	Commitments as of 31/12/2016			commitments	Commitments as of 31/12/2017
Listed securities	0	0	0	0	0
Investment commitment in Altimus	172,514	172,514			
Investment commitment in Turing Equity Co LP				515,843	515,843
Unlisted securities	172,514	172,514	0	515,843	515,843
TOTAL	172,514	172,514	0	515,843	515,843

As part of the divestment of Buy Way, Altamir provided a guarantee, capped at 15% of the sale price, i.e. €6,184,051, in order to meet any third-party claims, and to cover the sellers' filings and any tax risks.

### Other off-balance-sheet commitments

Altamir carries out LBO transactions via special-purpose acquisition companies (SPACs). If the underlying target company is listed, the debt is guaranteed by all or part of that Company's assets. When the share price of these companies falls, and the average share price over a given period drops below a certain threshold, the SPACs become responsible for meeting collateral or margin calls. This involves putting cash in escrow in addition to the collateralised securities so as to maintain the same collateral-toloan ratio ("collateral top-up clause"). In the event of default, banks may demand repayment of all or part of the loan. This collateral is furnished by the shareholders of the SPACs, including Altamir, in proportion to their share in the capital. They have no impact on Altamir's revenue and NAV (listed companies are valued on the last trading day of the period), but can tie up part of its cash. Conversely, when the share price of these companies rises, all or part of the balance in escrow is released, and the calls repaid.

In terms of sensitivity, a 10% or 20% drop in the average market prices of these listed securities compared to the calculation performed on 31 December 2017 would trigger no collateral call for Altamir.

A commitment was given to certain managers of THOM Europe to repurchase their shares and obligations in the event of their departure. These commitments were not material as of 31 December 2017.

Altamir provided a sale commitment to Financière Royer covering all of the shares of the Royer group, exercisable between 1 January  $\,$ 2015 and 3 January 2019.

Financière Royer provided a purchase commitment to Altamir covering all of the shares of the Royer group, exercisable between 1 January 2015 and 31 December 2018.

On 30 November 2017, Altran announced the signature of a definitive agreement to acquire Aricent for €1.7bn, creating the undisputed global leader in engineering and R&D services. Apax Partners and Altamir, through their Altrafin holding, confirmed their support for the transaction and their intention to participate pro-rata in the planned €750m rights issue intended to finance part of the transaction.

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### Other accrued income

As part of the sale of Buy Way to Chenavari Investment Managers, two potential earn-outs based on insurance revenues may be received. Altamir has asked Chenavari Investment Managers to pay the first earn-out.

### Pledged securities:

■ Securities pledged to Transatlantique Bank:

As of 31 December 2017, 1,111,111,112 A units in the Apax France VIII-B fund were pledged against a credit line of €8m, drawn down by €7.98m as of 31 December 2017.

The pledged securities cover 150% of the amounts granted based on the valuation of the units in the Apax France VIII-B fund as of 31 December 2016.

■ Securities pledged to LCL Bank (banking pool with LCL, BNP, Neuflize OBC, HSBC and Palatine Bank):

As of 31 December 2017, 6,141,732,283 A units in the Apax France VIII-B fund and one A unit in the Apax France IX-B fund were pledged to the banking pool against a credit line of €52m, drawn down by €1m as of 31 December 2017.

The pledged securities cover 150% of the amounts granted based on the valuation of the units in the Apax France VIII-B fund as of 31 December 2016.

### NOTE 3 Notes relating to certain income statement items

#### 3.1 **REVENUE OPERATIONS**

#### 3.1.1 Financial income

(in thousands of euros)	31/12/2015	31/12/2016	31/12/2017
Income from cash investments	3,006	1,136	253
Net income from the sale of marketable securities	6	0	0
Other financial income	0	0	0
Reversals of provisions	0	0	0
TOTAL	3,011	1,136	253

### 3.1.2 Financial expenses

(in thousands of euros)	31/12/2015	31/12/2016	31/12/2017
Interest and similar expenses	112	201	15
Net expenses from the sale of	0	0	0
marketable securities			
Provisions	0	0	0
TOTAL	113	201	15

Interest amounts primarily corresponded to interest paid on the drawn credit lines during the year.

### 3.1.3 Other purchases and external expenses

(in thousands of euros)	31/12/2015	31/12/2016	31/12/2017
Altamir Gérance management fees	8,419	6,950	7,598
Other expenses	2,247	2,247	2,423
TOTAL	10,666	9,197	10,021

The management fees of €7.6m (including VAT) invoiced by the Management Company were calculated pursuant to Article 17.1 of the Company's Articles of Association. This amount has remained stable over the last three years.

The other fees and expenses of €2.4m (including VAT) included:

■ €0.7m (including VAT) for accounting, financial, and investor relations services provided to the Company by Altamir Gérance in accordance with a services agreement dated 9 July 2013;

- fees of €0.6m relating to credit lines (structuring costs and non-use fees); and
- external consultancy fees of €1.1m.

Pursuant to Decree No. 2008-1487 of 20 December 2008, fees paid to the Statutory Auditors broke down as follows:

	Ernst & Young et Autres Member of the Ernst & Young network					RS	М	
	Amount ex	cl. taxes	%		Amount	excl. taxes	%	
	2017	2016	2017	2016	2017	2016	2017	2016
Audit								
Audit, certification and examination of the statutory and consolidated financial statements								
Issuer	102,600	92,600	100%	100%	87,400.00	84,500.00	100%	100%
<ul><li>Fully consolidated subsidiaries</li></ul>								
Other duties and services directly related to the audit assignment								
■ Issuer								
■ Fully consolidated subsidiaries								
SUBTOTAL	102,600	92,600	100%	100%	87,400	84,500	100%	100%
Other services performed by the networksfor the fully consolidated subsidiaries								
Legal, tax, employee-related								
Other								
SUBTOTAL								
TOTAL	102,600	92,600	100%	100%	87,400	84,500	100%	100%

### **3.1.4** Taxes

(in thousands of euros)	31/12/2015	31/12/2016	31/12/2017
Other taxes	882	788	1,170
TOTAL	882	788	1,170

Other taxes primarily corresponded to the 3% tax on dividends paid by the Company in 2017.

### 3.1.5 Depreciation, amortisation and provisions

None.

### 3.2 CAPITAL TRANSACTIONS

### **3.2.1** Income

(in thousands of euros)	31/12/2015	31/12/2016	31/12/2017
Capital gains on sale of equity investments/portfolio investments	7,446	79,066	85,346
Reversals of provisions	40,085	24,320	40,317
Other income	36,552	6,957	9,267
TOTAL	84,083	110,343	134,930

Provision reversals included €32m relating to the reversal of the provision made against the interest on the Unilabs receivable.

### 3.2.2 Expenses

(in thousands of euros)	31/12/2015	31/12/2016	31/12/2017
Losses on the sale of portfolio investments	1	2,572	6,111
Provisions for impairment	37,022	17,568	10,668
Other expenses	0	1,607	40,152
TOTAL	37,023	21,747	56,931

Other expenses included  $\le$ 32m relating to the loss of accrued interest on the Unilabs receivable, fully offset by a provision reversal of the same amount (*cf.* 3.2.1), and  $\le$ 5.7m corresponding to the share of fees linked to the most recent distributions of portfolio funds.

### 3.2.3 Corporation tax

The Company opted for the status of SCR (société de capital risque) as of the financial year ended 31 December 1996. The legislation on SCRs applicable as of 2001 exempts all income from corporation tax.

### 3.2.4 Extraordinary expenses

(in thousands of euros)	31/12/2015	31/12/2016	31/12/2017
EXTRAORDINARY EXPENSE	118	52	42

### 3.2.5 Extraordinary income

(in thousands of euros)	31/12/2015	31/12/2016	31/12/2017
EXTRAORDINARY INCOME	142	98	3,133

This item mainly comprised accrued income relating to the 3% contribution on dividends. As this tax has been invalidated by the French Constitutional Council, Altamir requested the

reimbursement of the amounts paid, amounting to €2.8m, plus the related interest as damages of €190k.

### **NOTE 4** Other information

### 4.1 **EMPLOYEES**

The Company has no employees, and no stock option plan in place.

### 4.2 RIGHTS OF THE GENERAL PARTNER AND CLASS B SHAREHOLDERS

The Company generated net income of €69,886,628.60 in 2017.

The Company has positive retained earnings of €74,107.78, which correspond to the undistributed income on treasury shares for the financial years 2011 to 2016.

The general partner and the Class B shareholders have the right to receive a portion of distributable earnings, calculated in accordance with the method presented in paragraph 25 of the Company's Articles of Association, specifically an amount of €11,817,703 for the financial year 2017.

### STATUTORY AUDITOR'S REPORT ON THE 3.4 STATUTORY FINANCIAL STATEMENTS

To the Annual General Meeting of Altamir,

### **OPINION**

In compliance with the engagement entrusted to us by your Annual General Meetings we have audited the accompanying financial statements of Altamir for the year ended December 31, 2017.

In our opinion, the financial statements give a true and fair view of the assets and liabilities and of the financial position of the Company as at December 31, 2017 and of the results of its operations for the year then ended in accordance with French accounting principles.

The audit opinion expressed above is consistent with our report to the Audit Committee.

### **BASIS FOR OPINION**

### **AUDIT FRAMEWORK**

We conducted our audit in accordance with professional standards applicable in France. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the Statutory Auditors' Responsibilities for the Audit of the Financial Statements section of our report.

### **INDEPENDENCE**

We conducted our audit engagement in compliance with independence rules applicable to us, for the period from January 1, 2017 to the date of our report and specifically we did not provide any prohibited non-audit services referred to in Article 5(1) of Regulation (EU) No 537/2014 or in the French Code of Ethics (Code de déontologie) for statutory auditors.

### JUSTIFICATION OF ASSESSMENTS - KEY AUDIT MATTERS

In accordance with the requirements of Articles L.823-9 and R.823-7 of the French Commercial Code (Code de commerce) relating to the justification of our assessments, we inform you of the key audit matters relating to risks of material misstatement that, in our professional judgment, were of most significance in our audit of the financial statements of the current period, as well as how we addressed those risks.

These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on specific items of the financial statements.

### VALUATION OF FIXED ASSETS IN PORTFOLIO ACTIVITY, EQUITY SECURITIES AND RECEIVABLES **RELATED TO EQUITY SECURITIES**

### **Risk identified**

As at December 31, 2017, investments portfolio held as noncurrent assets, equity investments and receivables related to equity investments amounted to M€ 456.6, M€ 136.7 and M€ 24.2, respectively, in net value. They are accounted for at their acquisition value as indicated in Notes 2.1 and 2.2 to the financial statements. They may give rise to depreciation but cannot be revalued

When inventory value of the security of the portfolio activity, equity security or related receivable is lower than its acquisition value, a provision for depreciation is recorded at the amount of the difference. As indicated in Note 2.1.3 to the annual financial statements, the inventory value of these securities is based on complex valuation models and requires the exercise of management's judgment.

Given their significant importance in the Company's financial statements, the complexity of the models used, their sensitivity to data variations, the assumptions on which the estimates are based and the judgment required to assess their net asset value, we considered the valuation of these assets as a key audit matter.

### Our response

We obtained an understanding of the procedures implement by the manager for the determination of the inventory value of the investments portfolio

As part of our audit of the annual financial statements, and by including our valuation experts, our work consisted in

- assessing, on the basis of the information provided to us, that management's estimate of these values is based on an appropriate application of the valuation method and the quantified data and assumptions used;
- analyzing the specific contractual documentation to each
- performing tests by sampling the arithmetic accuracy of the inventory value calculations used by the Company

We also analyzed the appropriateness of the information presented in Note 2.1.3 to the annual financial statements.

### RESPECT OF THE VENTURE CAPITAL COMPANY STATUS

### **Risk identified**

Your Company has opted for the venture capital companies system which gives it a specific legal and fiscal framework, adapted to its corporate purpose which is the management of securities portfolio. The venture capital company status is only granted to companies that fully meet certain cumulative regulatory conditions.

Given the very restrictive conditions of the venture capital company status (in particular the limitation of indebtedness as indicated in Note 1.1.2 to the annual financial statements), which could in case of noncompliance, remove the tax exemption enjoyed by the Company, we considered compliance with the regulatory conditions of the venture capital company status regime as a key audit matter.

### Our response

Based on interviews with management, we have been informed of the procedures put in place by the manager to identify the regulatory changes relating to the venture capital company status and to monitor the Company's correct compliance with the conditions.

As part of our audit of the annual financial statements, and by including our tax experts, our work consisted in assessing compliance with the criteria for eligibility for the venture capital company status.

### VERIFICATION OF THE MANAGEMENT REPORT AND OF THE OTHER DOCUMENTS PROVIDED TO THE SHAREHOLDERS

We have also performed, in accordance with professional standards applicable in France, the specific verifications required by French law.

### INFORMATION PROVIDED IN THE MANAGEMENT REPORT AND IN THE OTHER DOCUMENTS PROVIDED TO THE SHAREHOLDERS WITH RESPECT TO THE FINANCIAL POSITION AND THE FINANCIAL STATEMENTS

We have no matters to report as to the fair presentation and the consistency with the financial statements of the information given in the Manager's management report and in the other documents provided to the Shareholders with respect to the financial position and the financial statements.

### REPORT ON CORPORATE GOVERNANCE

We attest that the Supervisory Board's Report on Corporate Governance sets out the information required by Articles L. 225-37-3 and L. 225-37-4 of the French Commercial Code (Code de commerce).

Concerning the information given in accordance with the requirements of Article L. 225-37-3 of the French Commercial Code (Code de commerce) relating to remunerations and benefits received by the directors and any other commitments made in their favor, we have verified its consistency with the financial statements, or with the underlying information used to prepare these financial statements and, where applicable, with the information obtained by your Company from controlling and controlled companies. Based on these procedures, we attest the accuracy and fair presentation of this information.

With respect to the information relating to items that your Company considered likely to have an impact in the event of a public purchase offer or exchange, provided pursuant to Article L. 225-37-5 of the French Commercial Code (Code de commerce), we have agreed these to the source documents communicated to us. Based on our work, we have no observations to make on this information.

### OTHER INFORMATION

In accordance with French law, we have verified that the required information concerning the purchase of investments and controlling interests and the identity of the shareholders or holders of the voting rights has been properly disclosed in the management report.

### REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS

### APPOINTMENT OF THE STATUTORY AUDITORS

We were appointed as statutory auditors of Altamir by the Annual General Meeting held on April, 22 1999 for ERNST & YOUNG & Autres and COREVISE, previously alternate auditor, succeeded to CFA during the year 2013 further to their resignation.

As at December 31, 2017, COREVISE and ERSNT & YOUNG Autres were in the 5th year and 19th year of total uninterrupted engagement respectively.

Before ERNST & YOUNG et Autres (previously named Barbier Frinault et Autres), Barbier Frinault et Associés was auditor since 1993, date on which the Company was created.

### RESPONSIBILITIES OF MANAGEMENT AND THOSE CHARGED WITH GOVERNANCE FOR THE FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of the financial statements in accordance with French accounting the financial statements of the preparation of the financial statement of the preparation oprinciples and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless it is expected to liquidate the Company or to cease operations.

The Audit Committee is responsible for monitoring the financial reporting process and the effectiveness of internal control and risks management systems and where applicable, its internal audit, regarding the accounting and financial reporting procedures.

The financial statements were approved by the Manager.

### STATUTORY AUDITORS' RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL **STATEMENTS**

### **OBJECTIVES AND AUDIT APPROACH**

Our role is to issue a report on the financial statements. Our objective is to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with professional standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As specified in Article L. 823-10-1 of the French Commercial Code (Code de commerce), our statutory audit does not include assurance on the viability of the Company or the quality of management of the affairs of the Company.

### FINANCIAL STATEMENTS

### STATUTORY AUDITOR'S REPORT ON THE STATUTORY FINANCIAL STATEMENTS

As part of an audit conducted in accordance with professional standards applicable in France, the statutory auditor exercises professional judgment throughout the audit and furthermore:

- Identifies and assesses the risks of material misstatement of the financial statements, whether due to fraud or error, designs and performs audit procedures responsive to those risks, and obtains audit evidence considered to be sufficient and appropriate to provide a basis for his opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtains an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control.
- Evaluates the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management in the financial statements.
- Assesses the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. This assessment is based on the audit evidence obtained up to the date of his audit report. However, future events or conditions may cause the Company to cease to continue as a going concern. If the statutory auditor concludes that a material uncertainty exists, there is a requirement to draw attention in the audit report to the related disclosures in the financial statements or, if such disclosures are not provided or inadequate, to modify the opinion expressed therein.
- Evaluates the overall presentation of the financial statements and assesses whether these statements represent the underlying transactions and events in a manner that achieves fair presentation.

### REPORT TO THE AUDIT COMMITTEE

We submit a report to the Audit Committee which includes in particular a description of the scope of the audit and the audit program implemented, as well as the results of our audit. We also report, if any, significant deficiencies in internal control regarding the accounting and financial reporting procedures that we have identified.

Our report to the Audit Committee includes the risks of material misstatement that, in our professional judgment, were of most significance in the audit of the financial statements of the current period and which are therefore the key audit matters that we are required to describe in this report.

We also provide the Audit Committee with the declaration provided for in Article 6 of Regulation (EU) No 537/2014, confirming our independence within the meaning of the rules applicable in France such as they are set in particular by Articles L. 822-10 to L. 822-14 of the French Commercial Code (Code de commerce) and in the French Code of Ethics (code de déontologie) for statutory auditors. Where appropriate, we discuss with the Audit Committee the risks that may reasonably be thought to bear on our independence, and the related safeguards.

> Paris and Paris-La Défense, March 30, 2018 The Statutory Auditors French original signed by

**COREVISE** Fabien Crégut **ERNST & YOUNG et Autres** 

Jean-François Nadaud

### LIST OF SUBSIDIARIES AND EQUITY INVESTMENT

(in euros)		D					A a				
Financial information	_	Reserves and retained		Book of securi		Outstanding loans and		Revenues		Dividends received	Closing date of
*subsidiaries and equity investments	Capital and premiums	earnings before allocation of income	Share of capital (%)	Gross	Net	advances granted by the Company	rantees given by the Company	net of tax for latest financial year(*)	_	by the Company over the year	the latest available financial statements
A - SECURITIES V	VHOSE GROS	S VALUE EX	CEEDS 1 %	OF THE CA	PITAL OF AL	TAMIR					
1. Subsidiaries (> 5	0% owned)										
Albioma (Fin. Helios) 1 rue Paul Cézanne 75008 Paris Siren code: 632 013 843	18 603 865	15 661 677	100,00 %	40 265 534	40 265 534	8 968 369	0	0	2 825 077	0	31/12/2016
2. Equity interest (	10-50% owne	d)									
Altran (Altrafin Participations) 1 rue Paul Cézanne 75008 Paris Siren code: 503 722 449	22 407 745	6 295 538	41,29 %	18 076 041	18 076 041	0	0	0	- 700 500	0	31/12/2016
Gfi Informatique (Itefin Participations) 1 rue Paul Cézanne 75008 Paris Siren code: 494 007 016	14 324 208	24 461 046	39,65 %	8 312 685	8 312 685	931 696	0	0	4 721 511	0	31/12/2016
THOM Europe (European Jewellers I SA) 41, avenue de la Gare L-1611 Luxembourg Siren code: NA	139 072 666	- 298 551	11,40 %	22 751 815	22 751 815	149 343	0	0	23 047	0	30/09/2016
Europe Snacks (Snacks Develop- pement II) ZI Saint-Denis-Les- Lucs 85170 Saint-Denis- la-Chevasse Siren code: 798 659 751	27 748 105	- 17 299	12,75 %	3 536 588	3 536 588	921 665	0	0	571 259	0	31/01/2017

<sup>\*</sup> The first company named is the operational company, while the second is the holding company in which Altamir has invested. The figures given are those of the holding company.

(in euros)

### FINANCIAL STATEMENTS

List of subsidiaries and equity investment

Financial information	_	Reserves and retained		Book of securi	value ties held	Outstanding loans and	and gua-	Revenues	<b>5</b> !	Dividends received	Closing date of
*subsidiaries and equity investments	Capital and premiums	earnings before allocation of income	Share of capital (%)	Gross	Net	advances granted by the Company	given by	net of tax for latest financial year(*)	Earnings for latest financial year (*)	by the Company over the year	the latest available financial statements
B - SECURITIES W	HOSE GROS	S VALUE EXC	EEDS 1%	OF THE CAP	ITAL OF ALT	AMIR					
1. Subsidiaries (> 5 N/A	0%)										
2. Equity interest (1	10-50% owned	d)									
Afflelou (Lion/ Seneca Lux TopCo) 7 rue Lou-Hemmer L-1748 Luxembourg Siren code: NA	119 290 948	447 708	6,95 %	8 365 655	8 365 655	12 251 549	0	0	- 289 599	0	31/07/2017
Altran (Altimus) 1 rue Paul Cézanne 75008 Paris Siren code: 793 653 353	2 530 101	688 189	27,76 %	626 579	626 579	0	0	0	- 9 347	0	31/12/2016
Royer SA ZI de l'Aumaillerie 1 rue Eugène- Freyssinet 35 133 Javene Siren code: 309 742 492	11 958 862	36 208 939	7,42 %	20 230 401	2 038 856	0	0	15 220 513	4 739 270	185 961	31/12/2016
C - ALL OTHER EG	QUITY INVEST	TMENTS		32 720 037	32 720 037	1000000				135 043	
GRAND TOTAL €				154 885 335	136 693 791	24 222 622				321 004	

<sup>\*</sup> The first company named is the operational company, while the second is the holding company in which Altamir has invested. The figures given are those of the holding company.

N/D = Non disponible

## INFORMATION ABOUT THE COMPANY AND ITS CAPITAL

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### SHARE CAPITAL 4.1

### 4.1.1 AMOUNT OF SHARE CAPITAL

Following the exercise of share warrants in March and September 2008 and the partial payment of the 2007 dividend in shares, the Company's share capital was €219,259,626 on 31 December 2008. No share capital transactions have been carried out since that date.

As of 31 December 2017, the Company's share capital was composed of 36,512,301 ordinary shares with a par value €6 and 18,582 preferred shares ("Class B shares") with a par value of €10, representing 36,512,301 theoretical voting rights (Class B shares not having voting rights) and 36,493,162 actual voting rights. The difference between the numbers of theoretical and actual voting rights relates to the number of treasury shares.

The Company has not granted any stock options or bonus shares.

At this time, there is no potential capital.

### 4.1.2 CHANGES IN THE SHARE CAPITAL OF ALTAMIR

		Number	of shares	Par value		
Date	Transaction	before	after	Francs/ euros	Share premium	Share capital Francs/euros
1993	Creation	2,500		FRF 100 (€15.2)	0	FRF 250,000 (€38,112)
16/05/1995	Full payment of shares	2,500		FRF 100 (€15.2)	0	FRF 250,000 (€38,112)
16/05/1995	Capital increase	2,500	3,000	FRF 100 (€15.2)	0	FRF 300,000 (€45,735)
01/06/1995	Increase in par value	3,000	3	FRF 100,000 (€15,245)	0	FRF 300,000 (€45,735)
01/06/1995	Capital increase	3	15	FRF 100,000 (€15,245)	0	FRF 1,500,000 (€228,673)
30/11/1995	Capital increase	15	815	FRF 100,000 (€15,245)	0	FRF 81,500,000 (€12,424,595)
22/04/1998	Share split	815	101,875	FRF 800 (€121.96)	0	FRF 81,500,000 (€12,424,595)
07/07/1998	Capital increase	101,875	313,875	FRF 800 (€121.96)	FRF 250 (€38.11)	FRF 251,100,000 (€38,279,948)
31/07/1999	Capital increase - through exercise of Class B warrants	313,875	314,696	FRF 800 (€121.96)	0	FRF 251,756,800 (€38,380,077)
28/04/2000	Capital increase - through exercise of Class B warrants	314,696	320,770	FRF 800 (€121.96)	0	FRF 256,616,000 (€39,121,109)
30/06/2000	Capital increase capital increase through the exercise of convertible bonds (ORAs)	320,770	490,361	FRF 800 (€121.96)	FRF 250 (€38.11)	FRF 392,288,800 (€59,804,427)
20/12/2000	Capital increase - through exercise of Class B warrants	490,361	532,824	FRF 800 (€121.96)	0	FRF 426,259,200 (€64,982,796)
	Capital increase following the merger with Société Européenne Kléber	539,041 ordinary shares	539,041 ordinary shares	€100		
30/11/2006	Creation of 8,623 Class B preferred shares without voting rights.		8,623 Class B shares	€10		€53,990,330
	Capital increase through incorporation of share premiums and increase in the par value of ordinary shares to €102, then 17:1 share split, bringing the par value per share to €6. Capital increase following the merger with Amboise Investment.	539,041 ordinary shares	18,968,897 ordinary shares	€6		
04/06/2007	Creation of 9,805,200 ordinary shares and 9,959 Class B preferred shares without voting rights	8,623 Class B shares	18,582 Class B shares	€10		€113,999,202
		18,968,897 ordinary shares	29,638,901 ordinary shares	€6		
10/07/2007	Capital increase in cash	18,582 Class B shares	18,582 Class B shares	€10		€178,019,226
	Capital increase through cash	29,638,901 ordinary shares	31,776,725 ordinary shares	€6		
31/03/2008	payment following the exercise of 360,021 March 2008 warrants	18,582 Class B shares	18,582 Class B shares	€10		€190,846,170
		31,776,725 ordinary shares	33,064,680 ordinary shares	€6		
21/05/2008	Partial payment of the dividend in shares	18,582 Class B shares	18,582 Class B shares	€10		€198,573,900
	Capital increase through cash payment following	33,064,680 ordinary shares	36,512,301 ordinary shares	€6		
29/09/2008	the exercise of 13,159,873 September 2008 warrants	18,582 Class B shares	18,582 Class B shares	€10		€219,259,626

### 4.1.3 PURCHASE BY THE COMPANY OF ITS OWN SHARES

### **LEGAL FRAMEWORK**

At their General Meeting on 28 April 2017, the shareholders authorised the Company to buy back its shares for the sole purpose of ensuring their liquidity or secondary market activity. The buyback programme is limited to 1% of the Company's capital, based on available reserves.

This programme is designed to ensure an active secondary market via a liquidity contract that complies with the AMAFI (Association française des marchés financiers) Code of Conduct, approved by the regulatory authorities.

The buyback programme meets the following requirements:

The total number of shares acquired through the programme may not exceed 1% of the Company's capital. As a guide, as of 31 December 2017, this percentage corresponded to 365,123 shares.

The maximum purchase price per share may not exceed €20.00 (excluding acquisition costs).

As a result, based on the example above, the maximum amount that can be paid by the Company to buy back its own shares is €7.302.460.

The share purchases may be carried out by any means, including by acquiring blocks of shares and at times determined by the Management Company. The Management Company may not, without prior authorisation from shareholders, use this authorisation during a tender offer initiated by a third party involving the Company's securities until the end of the tender offer period.

The Company does not intend to use options or derivative

This authorisation was granted for a period of 18 months.

The buyback programme is funded using the Company's existing cash resources.

### **DESCRIPTION OF THE SHARE BUYBACK PROGRAMME**

In accordance with Article 241-2 of the AMF's General Regulation, the purpose of this description is to explain the objectives and terms and conditions of the Company's share buyback programme. shareholders will be asked to approve this programme at their

General Meeting on 26 April 2018. Prior notification was published in France's official gazette ("BALO") on 21 March 2018.

### Breakdown of shares held by objective as of 28 February 2018

Number of shares held directly and indirectly: 17,526, representing less than 0.1% of the Company's share capital.

All of these shares are held for the purpose of ensuring active trading in the Company's shares via an AMAFI-compliant liquidity contract.

As previously reported, Altamir appointed Oddo BHF to implement its liquidity contract on 2 November 2009.

### **NEW PROPOSED PROGRAMME**

shareholders will be asked to approve a new share buyback programme at their General Meeting. Its features will be as follows:

- programme authorisation: General Meeting of 26 April 2018;
- securities included in the programme: ordinary shares;
- maximum percentage of capital that may be repurchased: 1% (i.e. 365,123 shares as of this date), with the stipulation that this limit is calculated as of the date of the buybacks so that any increases or decreases in capital that might take place during the course of the programme will be taken into account. The number of shares used to calculate compliance with the limit is the number of shares purchased less the number of shares resold during the programme, for the purpose of maintaining
- maximum purchase price: €20 per share;
- maximum amount of programme: €7,302,460;
- repurchase procedures: the shares may be repurchased by any means, including by acquiring blocks of shares and at times determined by the Management Company. The Management Company does not intend to use this authorisation during the entire period of any tender offer initiated by a third party on the Company's securities. The Company does not intend to use options or derivative instruments;
- objective: ensure secondary market activity and liquidity in the Company's shares via a liquidity contract with an investment services provider that complies with the AMAFI Code of Conduct, approved by the regulatory authorities;
- programme duration: 18 months, starting from the General Meeting of 26 April 2018, i.e. until 25 October 2019.

### Results of the share buyback programme

The results of the 2017 programme were as follows, keeping in mind that all of these transactions were carried out under the liquidity contract:

	Volume	Amount (€)	Average price (€)
Purchases	369,501	5,505,356	14.90
Sales	366,994	5,485,858	14.95

These transactions resulted in a gain of €63,119.45 for Altamir, net of additions to and reversals of provisions, for the financial year ended 31 December 2017.

The number of shares held in treasury at 31 December 2017 was 19,139, or less than 0.1% of the share capital. All of the shares were allocated to maintaining a secondary market via the liquidity contract.

Their value at the closing price on 31 December 2017 was €291,678.

Their weighted average cost was €287,320.

For information, the results of the 2016 programme were as follows:

The overall par value was €114,834.

The total amount of fees for the liquidity contract, including transaction costs, was €45,000 excl. VAT.

Shares held in treasury were not used in any way, nor reallocated during the financial year 2017.

As of 31 December 2017, the liquidity account was composed of:

- 19,139 shares;
- €494,042 in cash and money market funds.

	Volume	Amount (€)	Average price (€)
Purchases	379,071	4,098,110	10.81
Sales	396,650	4,004,951	10.10

In 2016, these transactions resulted in a gain for Altamir, net of additions to and reversals of provisions, of €45,836.

### TAX TREATMENT OF SHARE BUYBACKS

### For Altamir

As SCRs are exempt from corporation tax on all capital gains, Altamir, an SCR, is not liable for tax on gains from buybacks of its own shares.

### For the seller of the shares

The specific features of the various tax regimes are set out in Section 4.3.

### 4.1.4 DIVIDENDS

Dividends are paid at the times and places designated by the Management Company and no later than nine months from the balance sheet date, unless this deadline is extended by court order.

In accordance with legal provisions, dividends not claimed within five years of the date on which they were to be paid are forfeited and the amounts paid over to the State.

A dividend of €0.41 was paid on each ordinary share and of €487 on each Class B share in respect of 2012. A dividend of €0.4459 was paid on each ordinary share and of €384.1 on each Class B share in respect of 2013. A dividend of €0.50 was paid on each ordinary share and of €1,348.95 on each Class B share in respect of 2014. A dividend of €0.56 was paid on each ordinary share and of €813.58 on each Class B share in respect of 2015. A dividend of €0.65 was paid on each ordinary share and of €2,141.14 on each Class B share in respect of 2016.

### PRINCIPAL SHAREHOLDERS 4.2

### 4.2.1 DISTRIBUTION OF SHARE CAPITAL AND VOTING RIGHTS FOR THE PAST THREE YEARS BASED ON THRESHOLDS CROSSED

There has been no significant change to share capital since the close of the latest financial year.

		As of 31/12/2017					
Shareholders	Number of shares	% of share capital	Theoretical voting rights	% theoretical voting rights	Voting rights exercisable at the AGM	% voting rights exercisable at the AGM	
Amboise SAS	10,510,364	28.77%	10,510,364	28.79%	10,510,364	28.80%	
Amboise Partners SA (ex-Apax Partners SA)	226,310	0.62%	226,310	0.62%	226,310	0.62%	
Subtotal: Maurice Tchenio and related companies	10,736,674	29.39%	10,736,674	29.41%	10,736,674	29.42%	
Free float	22,436,488	61.42%	22,436,488	61.45%	22,436,488	61.48%	
Moneta Asset Management	3,320,000	9.09%	3,320,000	9.09%	3,320,000	9.10%	
Treasury shares	19,139	0.05%	19,139	0.05%	0	0%	
TOTAL ORDINARY SHARES	36,512,301	99.95%	36,512,301	100%	36,493,162	100%	
Class B shares	18,582	0.05%					
GRAND TOTAL	36,530,883	100%		100%		100%	

	As of 31/12/2016							
Shareholders	Number of shares	% of share capital	Theoretical voting rights	% theoretical voting rights	Voting rights exercisable at the AGM	% voting rights exercisable at the AGM		
Amboise SAS*	10,298,908	28.19%	10,298,908	28.21%	10,298,908	28.22%		
Apax Partners SA	226,310	0.62%	226,310	0.62%	226,310	0.62%		
Subtotal: Maurice Tchenio and related companies	10,525,218	28.81%	10,525,218	28.83%	10,525,218	28.84%		
Free float	21,159,674	57.92%	21,159,674	57.95%	21,159,674	57.98%		
Moneta Asset Management	3,320,000	9.09%	3,320,000	9.09%	3,320,000	9.10%		
SEB Asset Management	1,490,777	4.08%	1,490,777	4.08%	1,490,777	4.08%		
Treasury shares	16,632	0.05%	16,632	0.05%	0	0%		
TOTAL ORDINARY SHARES	36,512,301	99.95%	36,512,301	100%	36,495,669	100%		
Class B shares	18,582	0.05%						
GRAND TOTAL	36,530,883	100%		100%		100%		

 $<sup>^{*}</sup>$  Amboise SNC changed its legal form on 1 January 2016 and is now Amboise SAS

### As of 31/12/2015

Shareholders	Number of shares	% of share capital	Theoretical voting rights	% theoretical voting rights	Voting rights exercisable at the AGM	% voting rights exercisable at the AGM
Amboise SNC	9,622,389	26.35%	9,622,389	26.35%	9,622,389	26.38%
Apax Partners SA	226,310	0.62%	226,310	0.62%	226,310	0.62%
Subtotal: Maurice Tchenio and related companies	9,848,699	26.96%	9,848,699	26.97%	9,848,699	27.00%
Free float	19,528,014	53.45%	19,528,014	53.48%	19,528,014	53.53%
Moneta Asset Management	3,451,079	9.45%	3,451,079	9.45%	3,451,079	9.46%
SEB Asset Management	1,833,079	5.02%	1,833,079	5.02%	1,833,079	9.46%
Red Rocks Capital	1,817,219	4.97%	1,817,219	4.98%	1,817,219	4.98%
Treasury shares	34,211	0.09%	34,211	0.09%	0	0%
TOTAL ORDINARY SHARES	36,512,301	99.95%	36,512,301	100%	36,478,090	100%
Class B shares	18,582	0.05%				
GRAND TOTAL	36,530,883	100%		100%		100%

To the Company's knowledge, no other shareholder, acting alone or in concert, directly or indirectly holds 5% or more of the Company's knowledge.capital or voting rights.

### **DISTRIBUTION OF CLASS B SHARES FOR THE PAST THREE YEARS:**

	2015	2016	2017	
	Class B shares	Class B shares	Class B shares	
Altamir Gérance (Maurice Tchenio)	715	715	715	
Other partners	5,703	5,703	5,703	
Altamir	12,164	12,164	12,164	

### **LIST OF CLASS B SHARES HOLDERS**

Current and former partners of Apax Partners France and Apax Partners LLP	Martine Clavel, Monique Cohen, Patrick de Giovanni, Hervé Descazeaux, Eddie Misrahi, Alan Patricof, Bertrand Pivin, Isabelle Rambaud, Gilles Rigal, Claude Rosevègue
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A table showing changes to the Company's capital from its incorporation to the date this Registration Document was prepared is provided in section 4.1.2 herein.

### 4.2.2 THRESHOLD DISCLOSURES

Pursuant to Articles L. 233-7 et seq. of the French Commercial Code, we inform you that no case of a threshold being crossed was reported to us during the year.

### 4.2.3 SECURITIES HELD BY CORPORATE OFFICERS AND EXECUTIVES

### SECURITIES HELD DIRECTLY OR INDIRECTLY BY MEMBERS OF AN ADMINISTRATIVE, MANAGERIAL OR SUPERVISORY BODY AS OF 31 DECEMBER 2017

The corporate officers had the following holdings in Altamir as of 31 December 2017:

Name	Position as of 31/12/2017	Position as of 31/12/2016
Management Company		
Maurice Tchenio, Chairman and Chief Executive Officer of Altamir Gérance	10,736,674	10,525,218
Members of the Supervisory Board as of 31 December 2017		
Jean Besson	50,749	50,749
Sophie Etchandy-Stabile	1,000	1,000
Marleen Groen	1,000	1,000
Gérard Hascoët	33,494	33,364
Jean-Hugues Loyez (Chairman of the Supervisory Board)	162,098	162,098
Philippe Santini	2,128	2,128

### TRANSACTIONS CARRIED OUT BY EXECUTIVES ON ALTAMIR SECURITIES

The only transactions carried out by the Management Company on the Company's shares in 2017 are summarised below:

Declarant's name and function	Amboise SAS (legal entity linked to Mr Tchenio)
Type of transaction and instruments involved	Acquisition of shares
Transaction venue	Euronext Paris
Total amount	€2,956,818.34
Average price/number of shares acquired	€13.98/211,456

Declarant's name and function	Gérard Hascoët, member of the Supervisory Board
Type of transaction and instruments involved	Acquisition of shares
Transaction venue	Euronext Paris
Total amount	€2,015
Average price/number of shares acquired	€15.50/130

### 4.2.4 SHAREHOLDERS' AGREEMENT AND COMMITMENTS TO HOLD **SECURITIES**

### SHAREHOLDERS' AGREEMENT

None.

### **COMMITMENTS BY THE FOUNDERS**

### Ordinary shares held by the founders

The founders of Altamir are the general partner and the holders of B shares. The number of ordinary shares they hold is provided in Section 4.2.3 above.

### Commitments to hold securities

The partners of Amboise Partners SA (ex-Apax Partners SA) and Apax Partners SAS (ex-Apax Partners MidMarket SAS) have no commitment to hold securities for a minimum period.

### 4.2.5 CONTROL OF THE ISSUER

To the best of the Company's knowledge, no shareholder controls the Company's capital either alone or in concert with another shareholder.



### LEGAL AND TAX FRAMEWORK OF AN SCR 43

When Altamir, a French partnership limited by shares (société en commandite par actions) was created in 1995, it opted for the status of "SCR" (société de capital risque).

Under certain conditions, this status offers tax benefits both to shareholders and the Company.

### 4.3.1 LEGAL AND TAX FRAMEWORK

The rules governing SCRs are defined in Act no. 85-695 of 11 July 1985, as last amended on 31 July 2014, in the regulatory provisions of the French Tax Code, and in the administrative instructions BOI-IS-CHAMP-30-50-10-20130311 issued on 11 March 2013, and BOI-IS-CHAMP-30-50-20-20130429 issued on 29 April 2013. These regulations and their interpretation are subject to change.

The following presentation summarises the main rules and restrictions that apply to SCRs as well as the measures provided for in these regulations. It is not exhaustive.

### **BASIC RULES AND RESTRICTIONS**

- The sole purpose of the SCR, barring exceptions, must be the management of a portfolio of securities.
- The SCR must have at least 50% (hereinafter the "Quota") of its net book value invested at all times in non-voting equity securities, in shares or in securities giving access to shares issued by companies (hereinafter the "Eligible Companies"):
  - whose shares are not admitted for trading on a "French or foreign financial market operated by a stock exchange company or investment service provider", i.e. whose securities are unlisted, barring exceptions;
  - (ii) whose registered office is located in a European Union Member State, Norway, Iceland or Liechtenstein;

- that are engaged in industrial or commercial business activities as described in Article 34 of the French Tax Code, to the exclusion of non-commercial activities;
- (iv) that are **subject to corporation tax** or would be subject to the tax if they engaged in the same activities in France in the same conditions; newly established companies exempted from corporation tax may also be eligible.
- the SCR may not hold more than 40% of the voting rights in an Eligible Company as a result of its shareholding.
- an SCR may not invest more than 25% of its net book value in securities issued by any one company.
- the SCR's cash borrowings may not exceed 10% of its net asset
- no individual may have, together with the individual's spouse, ascendants and descendants, directly or indirectly, rights to more than 30% of the net income of the SCR.

### FLEXIBILITY MEASURES

The following are also eligible for inclusion in the Quota:

- shareholder loans, up to 15% of the net book value of the SCR, granted to Quota-Eligible Companies in which the SCR holds at least 5% of the share capital. shareholder loans to holding companies are excluded;
- listed shares or shares giving access to the equity of companies with a small market capitalisation (less than €150m), up to 20% of the net book value of the SCR;
- Securities of **holding companies** established in a European Union Member State or another country or territory having signed a tax treaty with France containing an administrative assistance clause. The holding company must meet all other requirements for Eligible Companies, except the requirement relating to activities, and its purpose must be to hold equity stakes (hereinafter the "Qualified Holding Companies");

- rights representing a financial investment in an entity (including FCPR units) established in a European Union Member State or another country or territory having signed a tax treaty with France containing an administrative assistance clause (hereinafter the "Qualified Entities");
- securities of Qualifying Holding Companies and rights in Qualifying Entities are included in the Quota on a "lookthrough" basis, i.e. pro rata to the amount of their investment in securities held in Eligible Companies.

### Special rules for Quota calculation provided for in the regulations

- Eligible securities sold or exchanged for non-eligible securities are included in the calculation of the Quota for two years following the date of the sale or exchange.
- Unlisted shares that are admitted for trading on a regulated or organised market for the first time are included in the calculation of the Quota for five years following the date of listing.

### 4.3.2 TAX RULES/TREATMENT\*

The following summary describes the tax treatment applicable to SCRs and to investors in SCRs pursuant to the laws in force as of 1 January 2018. The summary is based on the tax advice that Altamir received from Reed Smith. Laws and their interpretations may change in the future.

This summary is provided for information purposes only and should be used in conjunction with personally sought advice so that you, with the input of your advisers, may determine the tax treatment that may apply to you as a shareholder of Altamir SCR. Under no circumstances should you regard it as an exhaustive review of the tax rules applying to investors in Altamir SCR or as comprehensive advice delivered to you by Altamir or by the Reed Smith law firm.

This document will deal solely with the tax treatments that may apply to individual or legal entity shareholders, whether resident in France or not, relating to the capital gain generated from the sale of shares in the SCR and capital gains distributions by the SCR. Currently, all dividends distributed by Altamir derive from the proceeds from the sale of investments (Note 1); the treatment of this case only will therefore be covered in the rest of this document. The treatment applicable to distributions deriving from the proceeds from the sale of other securities will not be covered in this document.

The case of non-cooperative countries and territories (Note 2) will not be covered in this document.

Likewise, holdings of more than 25% in the SCR by non-residents will not be covered, since the Company does not currently face this situation.

Any shareholder or person who is considering a shareholding in Altamir SCR must consult his or her own advisors, if deemed appropriate, before making any investment in Altamir SCR, receiving any distribution from Altamir SCR or selling any shares held in Altamir SCR, in order to determine the applicable tax treatment for amounts distributed by Altamir SCR or for gains or losses that may be realised on sales of Altamir SCR shares.

### TAX RULES APPLICABLE TO THE SCR

In principle, Altamir benefits from full corporate tax exemption on the income it receives and the capital gains it realises.

The 3% corporate tax surcharge on distributed income has been discontinued for earnings distributed by the SCR from 1 January 2018. This surcharge constituted a tax expense of the Company and not a withholding tax on the shareholder (see Note 3).

<sup>\*</sup> Section prepared by Reed Smith law firm.



### TAX RULES APPLICABLE TO SHAREHOLDERS

### A/ Residents in France

### 1) Individuals

Upon acquiring the shares, the shareholder committed to a five-year holding period. This five-year commitment was fulfilled and all requirements met to reinvest distributions by the SCR, either through the purchase of shares in the SCR or via a shareholder loan to the SCR<sup>(5)</sup>

Shares of the SCR (i) to which no five-year holding commitment was applied, or (ii) which were sold before the end of the fiveyear period despite the commitment, or (iii) which were sold without meeting the reinvestment requirement<sup>(8)</sup>

- Gains on the sale of SCR shares and distribution of dividends by the  $\mathsf{SCR}^{(4)}$
- Exempted from tax on capital gains and distributions<sup>(6)</sup>
- Social levies (withheld at source):
- 1) Gains on the sale of SCR shares:
  - In principle: 17.2% of net gains on the sale of SCR shares withheld beginning on 1 January 2018<sup>(7)</sup>;
     As an exception: 15.5% of net gains acquired or recognised
  - As an exception: 15.5% of net gains acquired or recognised before 1 January 2018 or during the first five years after the acquisition of or subscription to SCR shares, provided these shares were acquired or subscribed to between 1 January 2013 and 31 December 2017<sup>(7)</sup>.
- 2) On the distribution of capital gains deriving from the sale of equity investments by the SCR: 17.2% of amounts distributed beginning on 1 January 2018<sup>(7)</sup>
- Gains on the sale of SCR shares and distribution of dividends by the  $SCR^{(4)(9)}$
- Single, flat-rate withholding tax of 30% beginning on January 2018 (income tax of 12.8% plus social levies of 17.2%)<sup>(6)(7)(10)</sup>;
   Express and irrevocable option for taxation of all investment
- Express and irrevocable option for taxation of all investment income at the standard progressive income tax rates; shares acquired before 1 January 2018 qualify for a 50% exclusion if they have been held for at least two years or 65% if they have been held for at least eight years<sup>(©)(©)</sup>. Social levies apply at the rate of 17.2% of the amount before exclusion<sup>(7)(11)</sup>.

### 2) Legal entities subject to corporation tax

2) Legal entities subject to corporation tax	
Gains on the sale of SCR shares	
	Tax treatment
■ Sale of shares held for at least five years <sup>(12)</sup>	
1) up to the amount represented by equity investments held by the $SCR^{(1)*}$	0%
2) up to the amount not represented by equity investments held by the SCR	15% (13)
Sale of shares held for less than five years	33.33% or 28%, up to taxable income of €500,000 per 12-month period <sup>(13)(14)</sup>
Distributions of dividends by the SCR <sup>(4)</sup>	
	Tax treatment
<ul> <li>The dividends distributed by Altamir currently derive exclusively from capital gains realised on the sale of investments<sup>(1)(15)</sup></li> </ul>	■ Fully exempt

<sup>\*</sup> This ratio was 24.9% as of 31 December 2017.

### Notes

- (1) Equity investments are shares of portfolio companies in which the SCR held 5% of the issuing Company's capital for at least two years. To calculate compliance with the 5% limit, securities held by other FPCIs or SCRs acting in concert with the SCR under the terms of an agreement to acquire these securities are also taken into account.
- (2) The countries on the list of NCCTs since 1 January 2017 are Botswana, Brunei, Guatemala, the Marshall Islands, Nauru, Niue and Panama.
- (3) Under the first Amended 2017 Finance Act, two new corporate income tax surcharges were created: (i) a 15% surcharge on income tax, applicable to companies with turnover of more than €1bn and (ii) a 15% surcharge on that surcharge, applicable to companies whose turnover exceeds €3bn. These surcharges are calculated on the earnings of financial years ending between 31 December 2017 and 31 December 2018 and in practice should not apply to SCRs.
- (4) Provisions also theoretically applicable to gains realised by the SCR via an FPCI or a foreign venture-capital investment entity whose primary objective is to invest in companies whose securities are not admitted for trading on a regulated or organised market, in France or abroad, established in a OECD member state which is also a member of the European Union or has signed a tax treaty with France containing an administrative assistance clause to combat tax fraud or evasion.
- (5) In addition, the shareholder, together with shareholder's spouse and their ascendants and descendants, may not collectively have rights, directly or indirectly, to more than 25% of the net income of companies whose securities are held in the assets of the SCR or have held this percentage at any time during the five years preceding the subscription to or acquisition of the SCR shares.
- (6) The 3% or 4% tax surcharge on high incomes (Article 223 sexies of the French Tax Code) may be applicable.
- (7) Under the social security financing law for 2018, the CSG tax was increased by 1.7% for all categories of income, raising the total of social levies on investment income from 15.5% to 17.2%.
  - As an exception, historical tax rates will be maintained for the fraction of net gains on the sale of SCR shares recognised (i) before 1 January 2018 or (ii) during the first five years after the date the shares were acquired or subscribed to, provided the shares were acquired or subscribed to between 1 January 2013 and 31 December 2017.
  - The French tax authority will specify how these exceptions will be applied.
- (8) Except in the event of death, permanent disability, retirement or dismissal.

B/ Non-residents	
1) Individuals	
Gains on the sale of SCR shares	
Rights to 25% or less of the net income of the SCR at the time of the sale or during the previous five years	Not taxed in France
Distributions of dividends by the SCR <sup>(4)</sup>	
	Tax treatment
Shareholder (i) who is resident for tax purposes in a country or territory having signed a treaty with France containing an administrative assistance clause to combat tax fraud or evasion, and (ii) who, upon acquiring shares, made and fulfilled the 5-year holding and reinvestment commitments <sup>(5)</sup>	■ Not taxed in France <sup>(6)</sup>
Shareholder (i) who does not make holding and reinvestment commitments, or (ii) who does not fulfil these commitments, or (iii) who is not resident in a country or territory having signed a treaty with France containing an administrative assistance clause to combat tax fraud or evasion	<ul> <li>Withholding tax of 12.8% unless more favourable treaty provisions apply and on condition of compliance with treaty requirements</li> </ul>
2) Legal entities (with no permanent establishment in France)	
Gains on the sale of SCR shares	
	Tax treatment
Rights to 25% or less of the net income of the SCR at the time of the sale or during the previous five years	Not taxed in France
Distributions of dividends by the SCR <sup>(4)</sup>	
	Tax treatment
The beneficiary is a UCITS or AIF that fulfils the European directive requirements(16)	0%
■ The effective beneficiary of the distribution is a legal entity having its registered office in a State that has signed a treaty with France containing an administrative assistance clause to combat tax fraud or evasion and the distribution is included in the profits declared in that State but benefits from a local exemption.	0%
■ In all other cases:	<ul> <li>Withholding tax of 30%<sup>(17)</sup> unless more favourable treaty provisions apply (generally 15%) and on condition of compliance with treaty requirements</li> </ul>

- (9) The tax treatment detailed in this section applies to capital gains on the sale of SCR shares and on the distribution of dividends by the SCR that derive from capital gains triggered by an event occurring on or after 1 January 2018. Capital gains on the sale of SCR shares and on the distribution of dividends by the SCR that derive from capital gains triggered by an event that occurred during 2017 are subject to taxation at the standard progressive income tax rates plus social levies of 17.2%. The CSG tax will be deductible, up to 6.8%, from taxable income of the following year.

  (10) Fines and surcharges may be added in the event that a shareholder fails to fulfil the commitments made.
- (11) The CSG tax will be deductible, up to 6.8%, from taxable income of the following year (Article 67 of the 2018 Finance Act).
- (12) The capital gains from the sale of SCR shares are subject to the long-term regime once the shares are have been held for a minimum of five years (taxed at a rate of 0% or 15%):
  - Only the capital gains realised on the equity investments portion of the SCR's total assets may be exempted from tax. To this end, investors should study the SCR's portfolio to determine the proportion of securities held by the SCR that qualify as equity investments. As a rule of thumb, the portion of tax exempt capital gains will be proportional to the quantity of equity investments held by the SCR: The remaining portion of capital gains corresponding to securities held by the SCR that do not meet the equity investment criteria, will be taxed at a rate of 15%.
- (13) Excluding tax surcharges.
- (14) The 2017 Finance Act and the 2018 Finance Act provide for a gradual decrease in ordinary corporate income tax rates. For financial years starting on or after 1 January 2018, the corporate income tax rate will be set at 28% (28.92% including the 3.3% tax surcharge) up to a limit of €500,000 of taxable income and 33.33% (34.43% including the 3.3% tax surcharge) beyond that limit. For financial years starting on or after 1 January 2019, the corporate income tax rate will be set at 28% (28.92% including the 3.3% tax surcharge) up to a limit of €500,000 of taxable income and 31% (32.02% including the 3.3% tax surcharge) beyond that limit. For financial years starting on or after 1 January 2020, 1 January 2021 and 1 January 2022, the corporate income tax rates will be set at 28%, 26.5% and 25%, respectively (28.92%, 27.37% and 25.83%, respectively, including the 3.3% tax surcharge).
- (15) If the securities are held through a private equity fund or a foreign venture-capital investment entity: on the condition that these structures held at least 5% of the issuing Company's capital for at least two years.
- (16) This exemption is applicable provided that the terms set forth in Article 119 bis, 2 of the French Tax Code are adhered to. For example, UCITS that meet the criteria set forth in Directive 2009/65/EC of the European Parliament and of the Council of 13 July 2009, and the AIF relevant to Directive 2011/61/EU of the European Parliament of 8 June 2011 are likely to be exempted from withholding tax. In this regard, the French tax authorities consider that the combination of provisions in the 2009/65/EC directive of 13 July 2009 and the 2011/61/EU directive of 8 June 2011 with administrative assistance mechanisms that link EU Member States, in particular directive 2011/16 of 15 February 2011 relating to the administrative cooperation in the area of tax, enabling it to ensure that the mutual funds having their head office in one of these States meet the rules of activity, operation and monitoring comparable to those set forth in French regulations. regulations
- (17) The withholding tax rate will be aligned with the ordinary corporate income tax rate starting on 1 January 2020. The corporate income tax rate will gradually decline from 28% on 1 January 2020 to 25% on 1 January 2022 (see Note 13). Until 1 January 2020, the applicable withholding tax rate will remain at 30%.

### 4.4 ARTICLES OF ASSOCIATION

### NAME AND REGISTERED OFFICE (ARTICLES 3 & 4 OF THE ARTICLES OF ASSOCIATION)

Altamir - 1, rue Paul Cézanne, 75008 Paris (France)

Tel: +33 (0)1 53 65 01 00

(www.Altamir.fr)

### DATE OF INCORPORATION

The Company was incorporated on 15 March 1993 as a French public limited company (société anonyme). It was converted into a French partnership limited by shares (société en commandite paractions) at the Special shareholders' meeting of 1 June 1995, to enable the Company to benefit from the private equity experience and expertise of the Apax Partners teams.

### DURATION (ARTICLE 5 OF THE ARTICLES OF ASSOCIATION)

The duration of the Company is 99 years, expiring on 27 April 2092 (unless dissolved prior thereto or extended).

### LEGAL FORM (ARTICLE 1 OF THE ARTICLES OF ASSOCIATION)

The Company is a French partnership limited by shares (*société en commandite par actions*), with share capital of €219,259,626, governed by Articles L. 226-1 et seq. of the French Commercial Code, between:

- the limited partners (or shareholders), who own the existing shares and any shares that may be issued in the future; and
- the general partner, Altamir Gérance, a French public limited company (société anonyme) with share capital of €1,000,000 and the Paris commercial registry number 402,098,917, whose registered office is located at 1 rue Paul Cézanne, 75008 Paris (France).

The capital is divided into 36,512,301 ordinary shares with a par value of €6 per share and 18,582 preferred shares (called "Class B shares") with a par value of €10 per share. All shares are fully paid up.

### SALE AND TRANSFER OF SHARES (ARTICLE 10 OF THE ARTICLES OF ASSOCIATION)

Ordinary shares are freely transferable under the conditions stipulated by law.

Class B shares (or any securities giving access to Class B shares) may be subscribed or acquired only by the following persons:

- 1° the Management Company;
- 2° the Company's investment advisor, indicated in paragraph 16.4 of the Articles of Association:

- **3°** natural persons who are corporate officers or have an employment contract with one of the companies mentioned in items 1° and 2° above;
- **4°** any non-trading partnership composed exclusively of the individuals or companies mentioned in items 1°, 2° and 3° above:
- **5°** the Company itself, under the conditions stipulated by law and by the Articles of Association.

### FINANCIAL YEAR (ARTICLE 24 OF THE ARTICLES OF ASSOCIATION)

Each financial year has a duration of one calendar year, beginning on 1 January and ending on 31 December.

### CORPORATE PURPOSE (ARTICLE 2 OF THE ARTICLES OF ASSOCIATION)

The purpose of the Company is as follows:

- the subscription, acquisition, management and disposal by any means of French or foreign securities, ownership rights, rights representing a financial investment or other financial rights;
- generally, any transaction related to the above purpose or enabling its achievement, including any transaction on personal or real property necessary for its operations.

### COMMERCIAL REGISTRY NUMBER AND BUSINESS ACTIVITY CODE

The Company has the Paris commercial registry number 390,965,895 and the business Code 6420Z.

## ALLOCATION AND DISTRIBUTION OF PROFITS (ARTICLE 25 OF THE ARTICLES OF ASSOCIATION)

Shareholders approve the financial statements for the previous year and note the existence of a distributable profit. It is expressly stated that the costs incurred by the general partner in the interests of the Company shall be reimbursed upon presentation of supporting documents and included in the expenses of the Company.

For each financial year, subject to Article 25.3, the Company pays dividends to the general partner and Class B shareholders, at the times and places designated by the Management Company and no later than nine months after the balance sheet date, in an amount equal to 20% of adjusted net income for that year, according to the following breakdown: 2% is allocated to the general partner, and 18% to the Class B shareholders.

Adjusted net income,  $\beta$ , is calculated as follows:

 $\beta = \lceil NI - (1-\tau) FI \rceil - \alpha - \gamma$ 

### Where:

- NI is equal to the net income of the financial year, as approved by shareholders at their Ordinary AGM, less net unrealised capital gains generated through internal restructuring transactions (e.g. mergers, partial asset contributions, spin-offs) concerning the Company itself or companies in which the Company holds an ownership interest;
- tr is equal to the corporate tax rate (including any tax surcharges) effectively applied to FI, as defined below;
- FI is equal to net financial income generated by short-term money-market investments and capital gains on marketable securities, less interest expense on the Company's borrowings. If FI is negative for a given year, it is not taken into account for that year and its amount is carried forward to FI of subsequent years:
- α is equal to the sum of adjusted net losses of previous years that have not already been applied to an adjusted net income;
- γ is equal to the portion of net income for the year deriving from the Company's investments in an Apax France fund and any entity paying management fees to an Apax asset management entity.

When the internal rate of return (IRR) on the full sale of an investment acquired by the Company after 19 December 2013 as a co-investment with one or more Apax funds (a "co-investment") is less than 8% (after taking into account the rights of the general partner and Class B shareholders) and if this sale has a positive impact on adjusted net income for the year, the dividend defined in Article 25.2 above is due to the general partner and Class B shareholders only to the extent that the overall IRR realised on all co-investments sold exceeds 8%.

If it does not, the dividend defined in Article 25.2 above is not due with respect to the year of the sale and payment of it is postponed until such time as the overall IRR realised on all co-investments sold is greater than 8%.

The balance of the distributable profit is payable to shareholders. The allocation of this profit is decided by the shareholders at their Ordinary General Meeting, on the recommendation of the Supervisory Board.

On the recommendation of the Supervisory Board, the shareholders may decide to allocate a portion of the balance of the distributable profit, payable to shareholders, to retained earnings or to one or more extraordinary, general, or special non-interest-bearing reserves, to which the general partner, in this capacity, has no right. These reserves may also be incorporated into the capital.

Dividends are paid at the times and places designated by the Management Company and no later than nine months from the balance sheet date, unless this deadline is extended by court order.

On the recommendation of the Supervisory Board, the shareholders may grant each shareholder, whether a holder of ordinary shares or Class B shares, the option to receive payment of all or a part of the dividend or interim dividend in cash or in ordinary shares, under the conditions stipulated by law.

### GAIN ON LIQUIDATION (ARTICLE 26 OF THE ARTICLES OF ASSOCIATION)

Any gains on liquidation are allocated first to shareholders of each category (ordinary or Class B). shareholders receive up to the amount they contributed as share capital, share premiums or merger premiums.

Any remainder is then allocated to holders of ordinary shares only, up to the amount of reserves created through the allocation of earnings.

Any balance still remaining is allocated as follows: 80% to ordinary shareholders, 18% to Class B shareholders and 2% to the general partner.

### FORM OF SHARES (ARTICLE 9 OF THE ARTICLES OF ASSOCIATION)

The shares issued by the Company are held in registered form until they are fully paid up. Fully paid-up shares are held in registered or – once they are admitted to trading – in bearer form, at the shareholder's option. They are recorded in securities accounts according to the procedures set down by law.

In accordance with legal and regulatory provisions, the Company may at any time request that the central depository provide information enabling the identification of holders of shares giving immediate or future voting rights at General Meetings, the number of shares held by each of these shareholders and a description of any restrictions on these shares.

Class B shares may only be held in registered form.

## CONDITIONS FOR THE EXERCISE OF VOTING RIGHTS (ARTICLE 12 OF THE ARTICLES OF ASSOCIATION)

The rights and obligations attached to shares are defined by the legislation in force and the Articles of Association.

Any amendment to the rights of holders of Class B shares must be approved by the holders of Class B shares voting in a Special meeting.

### INFORMATION ABOUT THE COMPANY AND ITS CAPITAL

Articles of Association

Each ordinary share carries the right to one vote at General Meetings of shareholders.

Fully paid-up shares registered in the name of the same shareholder for at least two years do not qualify for double voting rights.

The above paragraph was added to the Articles of Association at the Combined General Meeting of 24 April 2014 in order to confirm the right to one vote per share and the absence of double voting rights following the change in Article L. 225-123 of the French Commercial Code made by the law 2014-384 of 29 March 2014 aimed at keeping industrial sites operating in France (known as the "Loi Florange").

Voting rights are exercisable by the beneficial owner at Ordinary General Meetings and by the registered owner at Special General Meetings.

Class B shares carry no voting rights, except at special meetings of holders of Class B shares called in accordance with Article L. 225-99 of the French Commercial Code.

### GENERAL MEETINGS (ARTICLE 23 OF THE ARTICLES OF ASSOCIATION)

General Meetings are called under the conditions stipulated by law. meetings are held at the registered office or any other location specified in the invitation to the meeting. The right to participate in the General Meeting shall be subject to the formal registration of the shares in the name of the shareholder or of the intermediary registered on their behalf (in accordance with the seventh paragraph of Article L. 228-1 of the French Commercial Code)

at zero hour, Paris time, of the second business day preceding the General Meeting, either in the registered share accounts held by the Company or in the bearer share accounts held by the authorised intermediary. meetings may also be attended by anyone invited by the Management Company or by the Chairman of the Supervisory Board.

The general partner is represented by its legal representative or by any other person it has authorised to represent it. That person need not be a shareholder.

General Meetings are chaired by the Management Company or, in order of preference, the general partner or the Chairman of the Supervisory Board.

The shareholders vote at Ordinary and Special General Meetings under the conditions stipulated by law and perform their duties in accordance with the law.

Shareholders taking part in the General Meeting *via* videoconference or telecommunication methods enabling them to be identified and guaranteeing their participation are deemed present for the calculation of the guorum and the majority.

With the exception of the appointment and dismissal of Supervisory Board members, the appointment and dismissal of Statutory Auditors, the appointment and dismissal of non-voting Board members, the distribution of dividends for the year and the approval of certain agreements requiring special authorisation, the decisions of the shareholders are not valid until approved in writing by the general partner, no later than the end of the meeting at which the shareholders voted on the decisions in question. The Management Company has full powers to note this approval and attaches the document certifying such approval to the minutes of the meeting concerned.

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### REGULATED AGREEMENTS 4.5

### 4.5.1 REGULATED AGREEMENTS

In their special report, the Statutory Auditors mentioned no agreements of the kind described in Articles L. 226-10 et seq. of the French Commercial Code.

The Supervisory Board has established that the regulated agreement in force since 2006 concerning the investment advisory agreement between Altamir and Amboise Partners SA (ex-Apax Partners SA) remained unchanged during the financial year under review (detailed information about this agreement is provided in the Registration Document). This regulated agreement is described in the Statutory Auditors' special report.

The Board re-examined this agreement at its meeting on 6 March 2017, determined that it was in the Company's interest to maintain it, and so informed the Statutory Auditors.

No new agreements will be submitted for shareholder approval at the General Meeting of 26 April 2018.

The Board has no knowledge of any conflict of interest between the Company and any Board member or the Management Company.

### 4.5.2 STATUTORY AUDITOR'S REPORT ON REGULATED AGREEMENTS AND COMMITMENTS

To the Annual General Meeting of Altamir,

In our capacity as statutory auditors of your Company, we hereby present to you our report on related party agreements and commitments.

We are required to inform you, on the basis of the information provided to us, of the terms and conditions of those agreements and commitments indicated to us, or that we may have identified in the performance of our engagement, as well as the reasons justifying why they benefit the Company. We are not required to give our opinion as to whether they are beneficial or appropriate or to ascertain the existence of other agreements and commitments. It is your responsibility, in accordance with Article R. 226-2 of the French Commercial Code (Code de commerce), to assess the relevance of these agreements and commitments prior to their approval.

We are also required, where applicable, to inform you in accordance with Article R. 226-2 of the French Commercial Code (Code de commerce) of the continuation of the implementation, during the year ended 2017, of the agreements and commitments previously approved by the Annual General Meeting.

We performed those procedures which we deemed necessary in compliance with professional guidance issued by the French Institute of Statutory Auditors (Compagnie nationale des commissaires aux comptes) relating to this type of engagement. These procedures consisted in verifying the consistency of the information provided to us with the relevant source documents.

Agreements and commitments submitted for approval to the Annual General Meeting

We hereby inform you that we have not been notified of any agreements and commitments authorized and concluded during the year ended 2017 to be submitted to the Annual General Meeting for approval in accordance with Article L. 226-10 of the French Commercial Code (Code de commerce).

### AGREEMENTS AND COMMITMENTS PREVIOUSLY APPROVED BY THE ANNUAL GENERAL MEETING

In accordance with Article R. 226-2 of the French Commercial Code (Code de commerce), we have been notified that the implementation of the following agreements and commitments, which were approved by the Annual General Meeting in prior years, continued during the year ended 2017.

### With Apax Partners S.A.

### **CONCERNED PERSON**

Mr. Maurice Tchenio, Manager of your Company and Chief Executive Officer of Apax Partners S.A.



### INFORMATION ABOUT THE COMPANY AND ITS CAPITAL

Regulated agreements

### NATURE AND PURPOSE

On November 30, 2006, Apax Partners S.A. entered into an investment advisory agreement with your Company under which Apax Partners S.A. provides the following services to your Company:

- advice relating to investments and divestments, in line with the Company's investment policies;
- advisory services or other services to the companies or other entities in the Company's portfolio;
- assistance in calculating the value of your Company's investments.

This investment advisory agreement was approved by the Supervisory Board during its meeting on October 12, 2006.

### **TERMS AND CONDITIONS**

The payment under this agreement is equal to 95% of the remuneration due to the manager, Mr. Maurice Tchénio, under the Articles of Association, it being noted that any amount paid to Apax Partners S.A. as part of transactions performed on your Company's assets or paid to Apax Partners S.A. by the portfolio companies under this contract are deducted from the remuneration paid.

This investment advisory agreement was entered into for an indefinite period. Nevertheless, either party can terminate it, in accordance with law, if the other party fails to meet one of its obligations and has not cured the breach within 30 days from formal notification.

Under this agreement Apax Partners S.A. invoiced your Company € 7,445,519 including VAT for the year ended December 31, 2017.

Paris and Paris-La Défense, March 30, 2018

The Statutory Auditors

French original signed by

COREVISE Fabien Crégut ERNST & YOUNG et Autres Jean-François Nadaud

## SUPPLEMENTARY INFORMATION

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### PERSON RESPONSIBLE FOR THE REGISTRATION 5.1 **DOCUMENT**

Maurice Tchenio, Chairman and Chief Executive Officer of the Management Company

### CERTIFICATION OF THE PERSON RESPONSIBLE FOR THE REGISTRATION DOCUMENT AND THE ANNUAL FINANCIAL REPORT

I hereby certify, having taken all reasonable measures in this regard, that the information contained in this registration document is, to the best of my knowledge, accurate and that no information has been omitted that would be likely to alter its substance.

I hereby certify, that to the best of my knowledge the financial statements have been prepared in accordance with applicable accounting standards and present a true and fair view of the assets, financial position and results of the Company and of its consolidated group of companies and that the management report, which is included in paragraph 5.5.2 of the cross reference index, presents a true and fair picture of the business, its results and the financial condition of the Company and of its consolidated group of companies, as well as a description of the principal risks and uncertainties to which they are exposed.

The Company has obtained an audit completion letter from its Statutory Auditors, wherein the auditors indicate that they have verified the information regarding the financial position and financial statements included in the Registration Document and that they have read the entire Registration Document.

Paris, 11 April 2018

For Altamir Gérance SA

Maurice Tchenio

Chairman and Chief Executive Officer

## 5.2 PERSONS RESPONSIBLE FOR THE AUDIT OF THE FINANCIAL STATEMENTS

### PRINCIPAL STATUTORY AUDITORS

EY (formerly Ernst & Young et Autres), represented by Jean-François Nadaud,

1, Place des Saisons, 92400 Courbevoie (France)

Member of the Compagnie Régionale des Commissaires aux Comptes de Versailles.

The Statutory Auditors were reappointed by shareholders at their 28 April 2017 Combined General Meeting for a term of six years expiring at the end of the Ordinary General Meeting of Shareholders to be held in 2023 to approve the financial statements of the financial year ending 31 December 2022.

Corevise, represented by Fabien Crégut,

26, rue Cambacérès, 75008 Paris (France)

Member of the Compagnie Régionale des Commissaires aux Comptes de Paris.

RSM France, previously Alternate Statutory Auditor, became one of the Statutory Auditors, replacing CFA for the term of appointment of its predecessor, *i.e.* until the end of the Ordinary General Meeting of Shareholders to be held in 2018 to approve the financial statements of the financial year ending 31 December 2017. At the next General Meeting, shareholders will be asked to renew RSM's appointment for a period of six financial years, until the end of the Annual Ordinary General Meeting to be held in 2024 to approve the financial statements for the financial year ended 31 December 2023.

### **ALTERNATE STATUTORY AUDITORS**

Fidinter, represented by François Aupic, 26 rue Cambacérès, 75008 Paris (France), member of the Compagnie des Commissaires aux Comptes de Paris.

The Alternate Statutory Auditors were appointed by shareholders at their 24 April 2014 Combined General Meeting for the remainder of the term of the Statutory Auditors RSM France, *i.e.* until the end of the General Meeting to be held in 2018 to approve the financial statements of the financial year ending 31 December 2017. At the next General Meeting, shareholders will be asked to neither renew nor replace the appointment of Fidinter as the alternate statutory auditor.

law no. 2016-1691 of 9 December 2016 eliminated the requirement to appoint an alternate statutory auditor when the incumbent statutory auditor is not an individual or single-person company (Article L. 823-1 of the French Commercial Code as modified by that law).

### Persons responsible for communication

### PERSON RESPONSIBLE FOR FINANCIAL INFORMATION

Éric Sabia

Altamir, 1, rue Paul Cézanne, 75008 Paris (France)

Tel. +33 (0)1 53 65 01 00

### PERSON RESPONSIBLE FOR COMMUNICATION

Agathe Heinrich

Altamir, 1, rue Paul Cézanne, 75008 Paris (France)

Tel. +33 (0)1 53 65 01 00

### PLACE WHERE LEGAL DOCUMENTS CAN BE CONSULTED

Legal documents may be consulted at the Company's head office: Altamir, 1, rue Paul Cézanne, 75008 Paris (France).

### **ALTAMIR - 2018 FINANCIAL COMMUNICATIONS CALENDAR**

26 April at 10 a.m.	Annual General Meeting of shareholders
15 May after market close	Press release on NAV as of 31 March 2018
5 September after market close	Press release on first-half 2018 financial statements and NAV as of 30 June 2018
6 September at 8:30 a.m.	Analyst/investor meeting and webcast
8 November after market close	Press release on NAV as of 30 September 2018

The Company hereby informs the market that, as recommended by the French Financial Markets Authority, it has set the blackout period preceding the publication of annual and half-yearly results at 15 calendar days.

### DOCUMENTS AVAILABLE TO THE PUBLIC

While the Registration Document is valid, the following documents can be consulted as indicated:

- a) Memorandum and Articles of Association: at the Company's head office (paper versions);
- b) all reports, correspondence and other documents, historical financial information, valuations and statements prepared by an expert at the request of the issuer, a part of which is included
- or referred to in the Registration Document: at the Company's head office (paper versions);
- c) historical financial information about the issuer for each of the two financial years preceding the publication of the Registration Document: at the Company's head office (paper versions) and on its website http://www.altamir.fr.

### REFERENCE TO HISTORICAL FINANCIAL 5.4 **STATEMENTS**

Pursuant to Article 28 of EC regulation 809/2004, the following information is included by reference in this Registration Document:

- statutory and consolidated financial statements and the corresponding auditors' reports appearing on pages 127-140, 102-125, 141 and 126 of the 2016 Registration Document filed with the AMF on 11 April 2017 under number D. 17-0370;
- statutory and consolidated financial statements and the corresponding auditors' reports appearing on pages 125-138, 100-123, 139 and 124 of the 2015 Registration Document filed with the AMF on 1 April 2016 under number D. 16-0262.

### CROSS REFERENCE INDEX 5.5

### **5.5.1 REGISTRATION DOCUMENT**

The following cross-reference index, which includes the principal categories required by European regulation 809/2004, refers to the pages of this Registration Document.

		Registration Document 2016 Chapter	Annual report page number
1.	Responsible persons		
1.1	Persons responsible for information	§5.1 Person responsible for the Registration Document	172
1.2	Statement of responsible persons	§5.1 Certification	172
2.	Statutory Auditors		
2.1	Address	§5.2 Statutory Auditors	173
2.2	Changes		N/A
3.	Selected financial information	§1.1.1 Indicators and financial highlights	9
3.1	Historical financial information	§1.1.1 Indicators and financial highlights	9
3.2	Interim financial information	Chapter 1.1	9
4.	Risk factors	§1.5 Risk factors	74
5.	Information about the issuer		
5.1	History and development of the Company	§1.2.1	18
5.1.1	Corporate name	§ 4.4	166
5.1.2	Companies register number	§ 4.4	166
5.1.3	Date founded and duration	§ 4.4	166
5.1.4	Registered office - legal form - applicable legislation	§ 4.4	166
5.1.5	Important events in the development of the Company's business activities	§1.2.1 Presentation and history of the Company	18
5.2	Principal investments	§ 1.4.2	63
5.2.1	Realised	§ 1.4.2	63
5.2.2	In progress	§ 1.4.2	63
5.2.3	Planned	§ 1.4.5	65
6.	Business overview		
6.1	Principal activities		
6.1.1	Principal activities	Information on the Company's business activities	22
6.1.2	New products		N/A
6.2	Principal markets	§1.3.1 Markets and strategies	45
6.3	Exceptional events	§ 1.4.4	65
6.4	Degree of dependence	§1.3.3 Investment policy	48
6.5	Competitive position	§1.3.1 The private equity business	45
7.	Organisation chart		
7.1	Brief description of the Group	§1.2.2 Organisation chart	21
7.2	List of major subsidiaries	§3.5 List of Subsidiaries and equity investments	151
8.	Properties, manufacturing facilities and equipment	nt	N/A
8.1	Significant existing or planned property, plant and equipment		N/A
8.2	Environmental impact of the use of this property, plant and equipment		N/A

Cross reference index

		Registration Document 2016 Chapter	Annual report page number
9.	Financial condition and results	·	<u> </u>
9.1	Financial position	§1.4.7 Financial position	65
9.2	Operating income	§ 3.1	106
9.2.1	Important factors and significant events	§ 1.4	63
9.2.2	Changes in the financial statements	§ 3.1.6	110
9.2.3	Corporate governance, economic, fiscal, monetary or political strategy	§1.3.3 and §1.3.5	48-51
10	Cash, cash equivalents and equity capital		
10.1	Issuer's capital	§ 3.1.4	108
10.2	Cash holdings	§ 3.1.5	109
10.3	Borrowing terms and financing structure	Note 16	122
10.4	Restriction on use of capital	§ 1.3.3	48
10.5	Expected sources of financing		N/A
11.	Research and development, patents and licences		
12.	Trends	§ 1.4.5	65
12.1	Principal trends at the end of the year	§1.4.4 Post-closing events	65
12.2	Known trends	§1.4.4 Post-closing events	65
13.	Projected or estimated earnings		N/A
13.1	Principal assumptions		N/A
13.2	Statutory Auditors' report		N/A
14.	Management and governing bodies		
14.1	Management	§ 2.1	84
14.2	Conflicts of interest	§ 2.1.2, 2.1.6	84-95
15.	Remuneration and benefits		
15.1	Remuneration paid	§2.2 Remuneration and benefits of managers and directors	97
15.2	Amounts provisioned		N/A
16.	Activities of management and governing bodies		
16.1	Expiration date of current appointment	§2.1.2 The General Partner and Management Company	84
16.2	Service contracts between the Company and members of its supervisory bodies	§ 2.1.6	59
16.3	Audit Committee	§ 2.1.3	86
16.4	Statement indicating whether the issuer complies with the corporate governance regime in effect in its country of origin	§ 2	N/A
17.	Employees		N/A
17.1	Breakdown of employees		N/A
17.2	Profit-sharing and stock options	§2.1.3-§4.2.3	86-160
17.3	Employee shareholding agreements		N/A
18.	Principal shareholders		
18.1	Shareholders	§ 4.2.1	158
18.2	Special voting rights	§4.4.1 Conditions for the exercise of voting rights	167
18.3	Control of the issuer	§ 4.2.5	161
18.4	Shareholder agreements	§ 4.2.4	161
19.	Transactions with related parties	§ 4.5.1 Regulated agreements	169

### SUPPLEMENTARY INFORMATION

Cross reference index

		Registration Document 2016 Chapter	Annual report page number
20.	Assets, financial condition and earnings of the issuer		
20.1	Historical financial information	§ 3.1 Consolidated financial statements as of 31/12/2016	106
		§ 3.3 Statutory financial statements as of 31/12/2016	133
20.2	Pro forma financial information		N/A
20.3	Financial statements	Statutory financial statements	133
		Consolidated financial statements	106
20.4	Verification of statutory historical financial information	Statutory Auditors' report on the statutory financial statements	147
		Statutory Auditors' report on the consolidated financial statements	130
20.5	Date of most recent financial information	Statutory financial statements	133
		Statutory Auditors' report on the statutory financial statements	147
		Consolidated financial statements	106
		Statutory Auditors' report on the consolidated financial statements	130
20.6	Interim and other financial information		N/A
20.7	Dividend distribution policy	§ 1.2.7 Dividend distribution policy	17
20.7.1	Dividend per share	§ 4.1.6 Dividends	157
20.8	Judicial proceedings and arbitrage		N/A
20.9	Significant changes in financial condition	§ 1.4.4	65
21.	Supplementary information		
21.1	Share capital	§ 4.1	154
21.1.1	Subscribed capital and authorised shares	§ 4.1.1-2.1.6	154-196
21.1.2	Shares not representing capital		N/A
21.1.3	Shares held by the issuer	§ 4.1.3	N/A
21.1.4	Convertible marketable securities		156
21.1.5	Uncalled capital		N/A
21.1.6	Capital subject to an option		N/A
21.1.7	Historical share capital information	§ 4.1.2	155
21.2	Memorandum and Articles of Association		
21.2.1	Corporate purpose	§ 4.4	166
21.2.2	Provisions of the Articles of Association concerning the management and supervisory bodies	§ 4.4	166
21.2.3	Share rights	§ 4.4	166
21.2.4	Changes to shareholder rights		N/A
21.2.5	Invitations to General Meetings of shareholders and admission thereto	§ 4.4 Shareholders' meetings	168
21.2.6	Change in control	§ 4.2.5	161
21.2.7	Threshold disclosures		N/A
21.2.8	Specific provisions concerning changes in share capital		N/A
22.	Significant contracts	§ 1.3.8	55
23.	Information from third parties, expert opinions and declarations of interest		
23.1.	Expert report or statement		N/A
23.2.	Certification of correct reproduction of information in the Registration Document.		N/A
24.	Documents available to the public	§ 5.3	174
25.	Information on portfolio companies	§ 1.2.4	24

### 5.5.2 ANNUAL FINANCIAL REPORT AND MANAGEMENT REPORT

The following cross-reference index for the annual financial report and the management report, which includes the principal categories required by the French Commercial Code, refers to the pages of this Registration Document.

Categories	Information for	Paragraphs	Pages
1. Certification	AFR	§ 5.1	172
2. Statutory financial statements	AFR	§ 3.3	133
3. Consolidated financial statements	AFR	§ 3.1	106
4. Statutory Auditors' report on the statutory financial statements	AFR	§ 3.4	147
5. Statutory Auditors' report on the consolidated financial statements	AFR	§ 3.2	130
6. Management report			
6.1. Information on the Company's business activities		§ 1.4.	63
<ul> <li>Situation of the Company and the Group during the financial year under review, foreseeable developments and significant events that have occurred since the close of the financial year</li> <li>Art. L. 232-1 II and VL.233-26 of the French Commercial Code</li> </ul>		§ 1.4.2	63
<ul> <li>Company and Group business activities and income by business line</li> <li>Art. L. 233-6 of the French Commercial Code</li> </ul>		§ 1.4.2	63
<ul> <li>Objective and comprehensive analysis of business developments, results and financial condition (including indebtedness) of the Company and the Group.</li> </ul>			
Art. L. 225-100-1 of the French Commercial Code.	AFR	§ 1.4.2	63
<ul> <li>Key financial and - if applicable - non-financial indicators for the Company and the Group,</li> <li>Art. L. 225-100-1 of the French Commercial Code.</li> </ul>	AFR	§ 1.4.5	65
Principal risks and uncertainties at the Company and the Group Art. L. 225-100-1 of the French Commercial Code	AFR	§ 1.4.5	74
<ul> <li>Internal control and risk management procedures relating to the preparation and processing of the Company's and the Group's accounting and financial information, Art. L. 225-100-1 of the French Commercial Code</li> </ul>	, , , , ,	§ 1.5	71
<ul> <li>Objective and policy for hedging transactions for which the Company and the Group use hedge accounting Company and Group exposure to pricing, credit, liquidity and cash management risks</li> <li>Use of financial instruments by the Company and the Group Art. L. 225-100-1 of the French Commercial Code</li> </ul>	AFR	§1.6	74
<ul> <li>Financial risks related to the effects of climate change and presentation of measures taken by the Company and the Group to mitigate those risks (low carbon strategy)</li> <li>Art. L. 225-100-1 of the French Commercial Code</li> </ul>			78
<ul> <li>Research and development activity of the Company and the Group Art. L. 232-1 II and V; Art. L. 233-26 of the French Commercial Code</li> </ul>		N/A	N/A
<ul><li>Branches Art. L. 232-1 II and V of the French Commercial Code</li></ul>		N/A	N/A
6.2. Legal, financial and tax information about the Company			
<ul><li>shareholders</li><li>Art. L. 233-13 of the French Commercial Code</li></ul>		§ 4.2.1	158
<ul> <li>Names of controlled companies holding Altamir shares, and percentage of the shares held by them Art. L. 233-13 of the French Commercial Code</li> </ul>		N/A	N/A
<ul> <li>Acquisition of significant interests during the year in companies with headquarters in France Art. L. 233-6 of the French Commercial Code</li> </ul>		§ 1.4.12	70
<ul> <li>Cross shareholdings</li> <li>Art. R. 233-19 of the French Commercial Code</li> </ul>		N/A	N/A
<ul> <li>Purchase and disposal by the Company of its own shares (share repurchase)</li> <li>Art. L. 225-211 of the French Commercial Code</li> </ul>	AFR	§ 4.1.3	156
<ul> <li>Status of investment by employees in the share capital, Art. L. 225-102 of the French Commercial Code</li> </ul>	ru iX	N/A	N/A
<ul> <li>Adjustments for securities giving access to the capital as a result of financial transactions.</li> </ul>			<u> </u>
Art. R. 228-91 of the French Commercial Code		N/A	N/A

### SUPPLEMENTARY INFORMATION

Cross reference index

Categories	Information for	Paragraphs	Pages
<ul> <li>Adjustments for securities giving access to the capital and stock options in the event of share repurchases</li> <li>Art. R. 228.90 and R. 225-138 of the French Commercial Code</li> </ul>		N/A	N/A
<ul> <li>Dividends paid with respect to the prior three years</li> <li>Art. 243 bis of the French Tax Code</li> </ul>		§ 2.3.2	101
<ul> <li>Non-tax-deductible expenses</li> <li>Art. 223 quater of the French Tax Code</li> </ul>		N/A	N/A
<ul> <li>Financial injunctions or penalties for anti-competitive practices</li> <li>Art. L. 464-2 I, para. 5 of the French Commercial Code</li> </ul>		N/A	N/A
<ul> <li>Payment terms and breakdown of supplier and customer account balances Art. L.441-6-1, D. 441-4 of the French Commercial Code</li> </ul>		§ 1.4.10	69
<ul> <li>Amount of intercompany loans</li> <li>Art. L. 511-6 of the French Monetary and Financial Code</li> </ul>		N/A	N/A
<ul> <li>Information related to the operation of a Seveso facility (Art. L. 515-8 of the Environmental Code)</li> <li>Art. L. 225-102-4, L. 225-102-5 of the French Commercial Code</li> </ul>			
<ul><li>Vigilance Plan Art L. 225-102-4, L. 225-102-5 of the French Commercial Code</li></ul>			
6.3 Information on corporate officers		§ 2.1	
<ul> <li>Summary of transactions on securities by persons exercising management responsibilities and closely related persons</li> <li>Art. L. 621-18-2 of the French Monetary and Financial Code; Art. 223-26 of the General Regulations of the French Financial Markets Authority (AMF)</li> </ul>		§ 4.2.3	160
6.4. ESG information		§ 1.3.11	58
Social and environmental consequences of the Company's business, the Company's commitments to sustainable development and the circular economy, and measures to combat discrimination and promote diversity Art. L. 225-102-1, para. 5-8, R. 225-104, R. 225-105 and R. 225-105-2-II of the French Commercial Code		§ 1.3.11	58
Information related to the consequences of the Company's business and use of goods and services produced on climate change; the Company's commitments to sustainable development, the circular economy and measures to combat discrimination and promote diversity.		0.1.741	
Art. L. 225-102-1; R. 225-105; R. 225-105-1 French Commercial Code		§ 1.3.11	58

<sup>(1)</sup> These items do not apply to companies that are not listed on a RM, regardless of their size.

### **ADDITIONAL DOCUMENTS**

Categories	Paragraphs	Pages
Report on payments to governments Art. L. 225-102-3 of the French Commercial Code	N/A	N/A
Company results for each of the last five years Art. R. 225-102 of the French Commercial Code	§ 1.4.11	70
Report on corporate governance Art. L. 225-37-2 to L. 225-37-5, L. 225-68, L. 226-10-1 of the French Commercial Code	§ 2	84

### 5.6 GLOSSARY

### **BUILD-UP**

Acquisition carried out by a company taken over through an LBO. It is intended to create a larger, more profitable group by creating synergies, and one with a higher valuation for its shareholders when it is subsequently sold.

#### **BUSINESS PLAN**

The Company's strategic development plan for three to five years, with a detailed action plan for marketing, competition, products, techniques, production methods, investments, manpower, IT, financing, etc.

#### **BUYOUT FUND**

A private equity fund that acquires majority interests in established companies.

### **CARRIED INTEREST**

Share of profit from performance returned to the fund management company, calculated on the basis of a private equity fund's income and capital gains (usually 20%). In Altamir's case, carried interest is equal to 20% of net gains as per the Articles of Association, allocated as follows: 2% is allocated to the general partner, and 18% to the Class B shareholders, who are the members of the management team. Since Altamir's inception, carried interest has been calculated based on adjusted statutory net income. This result includes realised capital gains and unrealised capital losses (impairment of securities) but does not include unrealised capital gains, contrary to IFRS income, which is used to determine Net Asset Value (NAV).

### **CLASS B SHARES**

Class B shares are preferred shares allocated to members of the Apax fund management team which entitle the holder to a share in the Company's performance, called carried interest.

### **CLOSING**

Final step of a transaction, with the signing by all participants (company officers and financial investors) of the legal documentation (including any shareholders' agreements) and disbursement of funds.

### CO-INVESTMENT

Direct investment in a company along with a private equity fund, with equivalent pricing, conditions and rights.

### **DEBT MULTIPLE**

Ratio of a company's debt to its EBITDA.

### DISCOUNT

Shares of listed private equity companies often trade with a discount to NAV, i.e. at a share price less than the NAV per share. The discount is the difference between the market price and NAV per share, expressed as a percentage of NAV.

### **DIVIDENDS**

The dividend is the remuneration paid to shareholders in exchange for their investment in the company's equity. It is the portion of distributable income that, based on the recommendation of the Supervisory Board and approval by shareholders, is paid to each shareholder.

### **DUE DILIGENCE**

All measures taken in the analysis and review of information that allow the equity investor to make a judgment about the business, financial condition, income, growth prospects and organisation of the company being considered for acquisition.

### FRIT

Earnings before interest and taxes.

### **EBITDA**

 $Earnings\ before\ interest,\ taxes,\ depreciation\ and\ amortisation,\ including\ amortisation\ of\ goodwill.$ 

### SUPPLEMENTARY INFORMATION Glossary

#### **ENTERPRISE VALUE**

The value of a company (enterprise value or EV) corresponds to the market value of the industrial and commercial facilities. It is equal to the sum of the market value of shareholders equity (market capitalisation if the company is listed) and the market value of net

#### **FSG**

Environment, Social and Governance

#### **EVERGREEN**

An evergreen structure is an investment company with an unlimited duration, as opposed to private equity funds (FPCI) that generally have a 10-year life.

Sale of an investment to a company with strategic goals or to a financial investor, or via an IPO.

### **FAIR VALUE**

Fair value is an accounting standard for valuing assets and liabilities based on an appraisal of their market value.

### **FOLLOW-ON INVESTMENT**

An additional investment in an existing portfolio company.

#### **FPCI FUND**

FPCI (fonds professionnel de capital investissement), or private equity fund, is the new name for the former FCPR (fonds commun de placement à risque). An FPCI is an investment fund but not a legal entity. It is managed by a management company, authorised by the French financial market authority (AMF), that acts, represents and makes commitments on behalf and for the account of the FPCI. At least 50% of its assets must be composed of unlisted shares.

### FRANCE INVEST (EX-AFIC-ASSOCIATION FRANCAISE DES INVESTISSEURS POUR LA CROISSANCE)

Professional association established in 1984 that includes nearly all of the capital investment companies in France. Its mission is to promote and develop private equity investment by federating all the players in the marketplace (www.franceinvest.eu).

### **FUND OF FUNDS**

Private equity fund whose primary activity is investing in other private equity funds. In this way, investors in funds of funds can increase their level of diversification.

### GAIN/LOSS ON SALE

A capital gain or loss on sale is the positive or negative difference between the amount received from the sale of a security and its acquisition price.

### **GROWTH CAPITAL**

Growth capital is a segment of private equity (like acquisition/LBO transactions) aimed at financing companies that have achieved a significant size and are profitable. The equity investment, usually a minority interest, is intended to finance the growth of the company.

### **HURDLE RATE**

Minimum rate of return granted to private equity fund investors, below which no carried interest is paid to the private equity fund managers.

In Altamir's case, under its investment policy implemented in 2011, the hurdle rate is 8% for investments made via the Apax funds as well as for co-investments made alongside these funds.

### INTERNAL RATE OF RETURN (IRR)

Measures the annualised rate of return on invested capital. It is used to evaluate the performance of private equity transactions.

### INTERNATIONAL PRIVATE EQUITY AND VENTURE CAPITAL VALUATION GUIDELINES (IPEV)

Recommendations outlining best practices for valuing a portfolio of private equity investments.

### INVEST EUROPE (EX-EVCA-EUROPEAN PRIVATE EQUITY & VENTURE CAPITAL ASSOCIATION)

European professional association of investors in private equity, venture capital and infrastructure (www.investeurope.eu).

### INVESTMENT MULTIPLE

Measures the performance of invested capital but unlike IRR does not include a time factor and therefore complements IRR very well in evaluating the quality of performance realised by the equity investors.

### IPO (INITIAL PUBLIC OFFERING)

An IPO is a financial transaction in which a company's shares are admitted to trading on a stock market. This public equity offering allows a company to raise capital, increase its profile, and tap the financial markets if necessary.

### LBO (LEVERAGED BUYOUT)

Acquisition of a company by equity investors and the executives of the acquired company. The financing package comprises a relatively large proportion of debt (leverage), which is to be repaid with future cash flows.

#### LEVERAGE

Multiplier effect on the return on equity resulting from the use of external financing.

### LIMITED PARTNERSHIP (LP)

A tax-transparent investment structure, mainly used by Anglo-Saxon managers, and which generally has a 10-year life. The LP is managed by an independent management company, the General Partner (GP). Its investors are Limited Partners (LPs) who have limited liability. They are not involved in the day-to-day management of the funds but regularly receive detailed reports on the fund's investments.

#### ITM

Last 12 months. Used to describe a financial indicator specifically focused on that period.

### MANAGEMENT FEES

Annual fees paid to the fund manager to cover the operating and administrative costs of the fund, typically a percentage of the committed amount of the fund.

### **NET ASSET VALUE (NAV)**

Net Asset Value is the most relevant financial indicator for reviewing the Company's business activity. It corresponds to shareholder's equity, calculated in accordance with IFRS for consolidated financial statements, i.e. the total value of assets less liabilities. It is calculated by valuing investments based on International Private Equity Valuation (IPEV) guidelines. NAV includes unrealised capital gains and losses.

### NAV PER SHARE

NAV per share is the value of one ordinary share of the Company's shareholder's equity, calculated in accordance with IFRS for consolidated financial statements. It is calculated by dividing the Company's shareholder's equity by the total number of ordinary shares outstanding. NAV per share is stated net of the amount attributable to the general partner and to the holders of Class B shares, as well as the carried interest provisions for the funds in which the company invests.

### NAV TR (TOTAL RETURN)

NAV Total Return (NAV TR) measures the performance of NAV including dividends. It is calculated assuming that the dividend paid is reinvested in the company.

### **ORDINARY SHARES**

Shares conferring the same rights (voting, preferential subscription, dividends, etc.) to all holders, in proportion to the amount of equity held.

### PRIVATE EQUITY

Acquiring an ownership interest in companies that are generally not listed. Private equity provides vital support for an unlisted company throughout its existence. It finances the start-up (venture capital), growth (growth capital), and acquisition/LBO phases in the life of the company.

### PRIVATE EQUITY FUND

Vehicle formed by investors for the purpose of making equity investments and sharing in the resulting income.

### PUBLIC-TO-PRIVATE (P TO P)

Transaction consisting of the repurchase of all shares of a listed company with the intention of delisting.

# SUPPLEMENTARY INFORMATION Glossary

#### REFINANCING

Transaction consisting of modifying a company's debt structure, most often to increase the level of debt and reduce equity, so that a portion of investors' initial outlay can be returned to them.

### SCA (SOCIÉTÉ EN COMMANDITE PAR ACTIONS OR FRENCH PARTNERSHIP LIMITED BY SHARES)

The French partnership limited by shares allows for the management and the ownership of a company to be completely dissociated. The capital of an SCA is divided into shares, but has two categories of shareholders:

- the limited partners who are shareholders and whose liability is limited to the amount of their contribution (the SCA is similar to a société anonyme or public limited company in this regard);
- one or more general partners who are jointly and severally liable for all of the Company's debt. The Company's manager(s) are generally selected from among the general partners, and the limited partners cannot become managers.

The Articles of Association detail the methods for appointing current and future managers. The manager(s) has (have) the broadest powers to act under any circumstances in the name of the Company. They can be removed from office only in accordance with the provisions of the Articles of Association.

### SCR (SOCIÉTÉ DE CAPITAL RISQUE OR PRIVATE EQUITY COMPANY)

Altamir elected the SCR status from inception. This status provides it with a specific legal and tax framework, adapted to its corporate objective, which is the management of a securities portfolio. The SCR status imposes certain requirements; chiefly that:

- at least 50% of the net assets must be composed of equity securities (or give access to equity) issued by companies not listed on a stock exchange, whose registered office is located in a European Union Member State, Norway, Iceland or Liechtenstein;
- the Company's borrowings may not exceed 10% of net statutory shareholders' equity.

In exchange for the requirements related to this status, the SCR benefits from advantageous tax treatment. Likewise, investors in SCRs benefit from favourable tax treatment, under certain conditions.

#### SPIN-OFF

Creation of a new company that is legally and financially independent from its original group.

### SUBSCRIPTION COMMITMENT

Equity that each investor in a private equity fund agrees to commit over the term of a fund, and which will be called as and when investments are made.

### TOTAL SHAREHOLDER RETURN (TSR)

TSR is the rate of return on a share over a given period, including dividends and any realised capital gains.

### UPI IFT

Positive difference between the sale price of an investment and the amount at which it was valued by the manager of the fund before the sale.

### VALUATION MULTIPLES

Ratio of a company's enterprise value to its EBITDA.

### **WARRANTS**

A warrant issued by a company gives the right to subscribe to new shares of the company.

### YIELD

The annual dividend received per share, expressed as a percentage of the stock market price.





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