

ABC Fund

Private Equity | Venture Capital

ABC Fund Investor Deck 2024

Classified - Confidential



Global Life
Sciences



Energy
Transition

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Executive Summary



ABC Fund LTD ("the firm"), a private equity (PE) firm registered in London UK, is an alternative and emerging asset manager, which seeks to create a positive impact and long-term value for investors, companies and the society. GENERSTION PE is raising its first fund ABC Fund FUND I ("GEPEF"), with a target of USD 300 million, to invest in companies that represent an opportunity for a high rate of return, while prioritizing innovation and technology.

Target Markets



Investment Themes



Closing Period Metrics Return Profile Proposal (5 Years)

(Distribution Assumption: Starts In Year Five)

Metric	Return Profile Proposal (5 Years)	
	Year 1	Year 5
IRR	25%	35%
NPV	100%	150%
Payback Period	3.5	2.5
ROI	15%	25%
EBITDA	100M	150M
Revenue	100M	150M
Operating Profit	100M	150M
Net Income	100M	150M
Free Cash Flow	100M	150M



Opportunities – Energy Transition



Energy production in TWh from 2010 to 2020. The chart shows a general upward trend with a dip in 2016.

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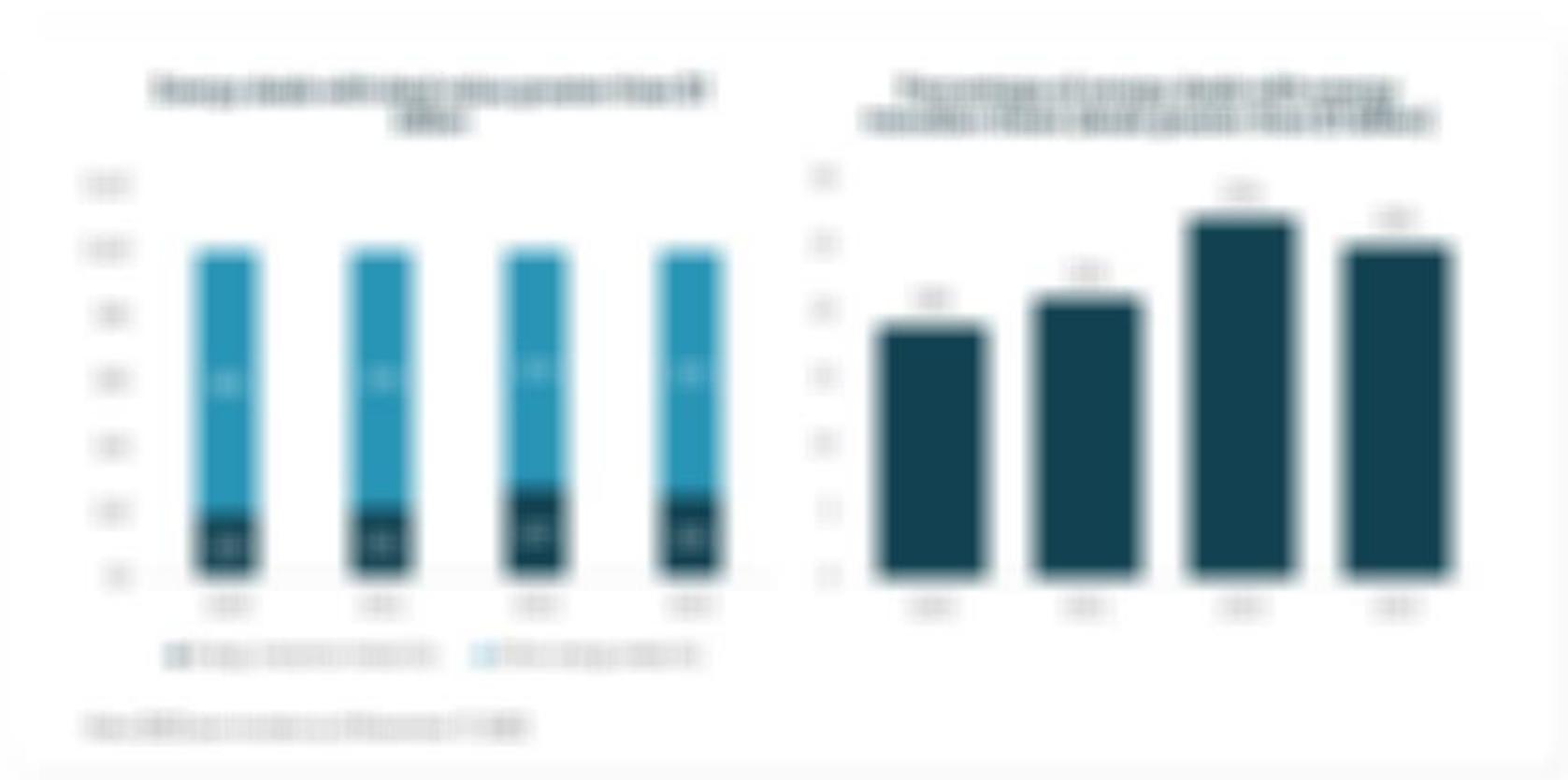


Energy production composition in TWh from 2010 to 2020. The chart shows a general upward trend with a dip in 2016.

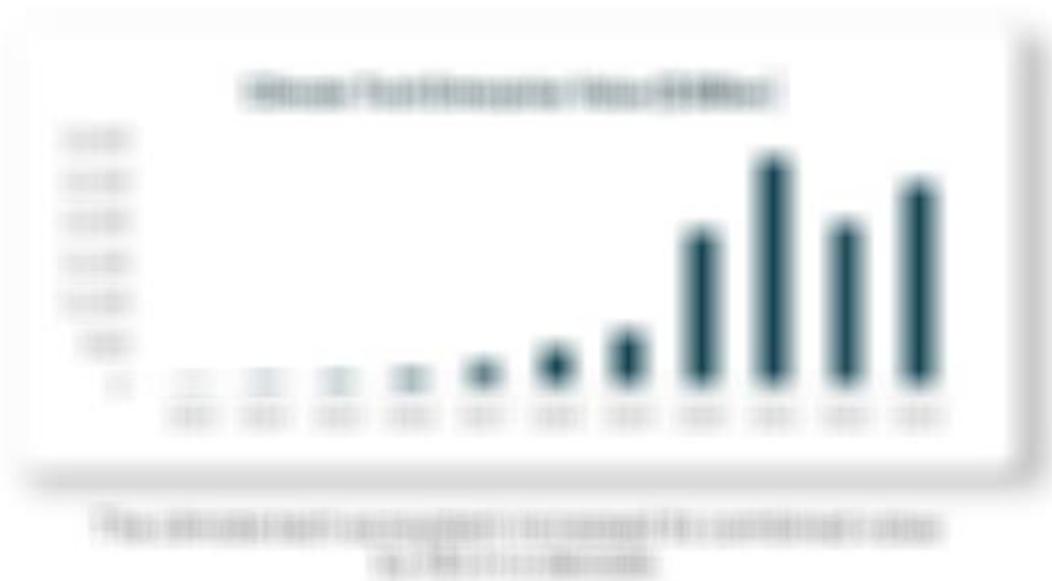
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Opportunities – Energy Transition

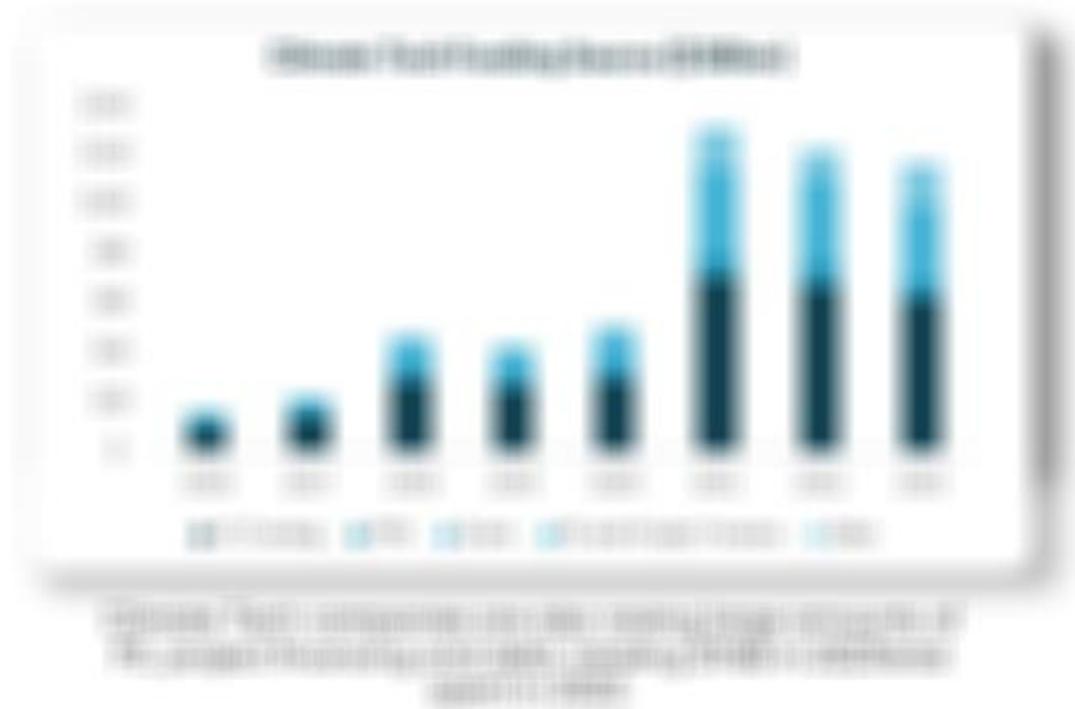
Energy transition will remain a key priority for investors and management teams in 2023 and into the foreseeable future.



Opportunities – Climate



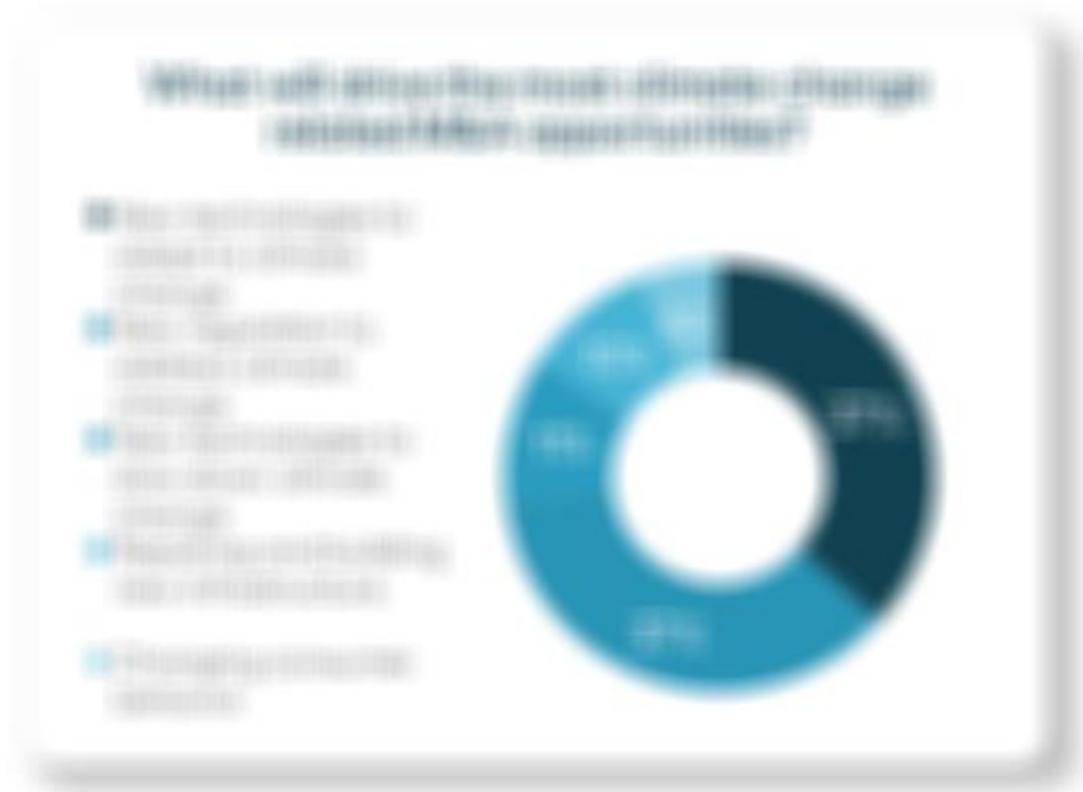
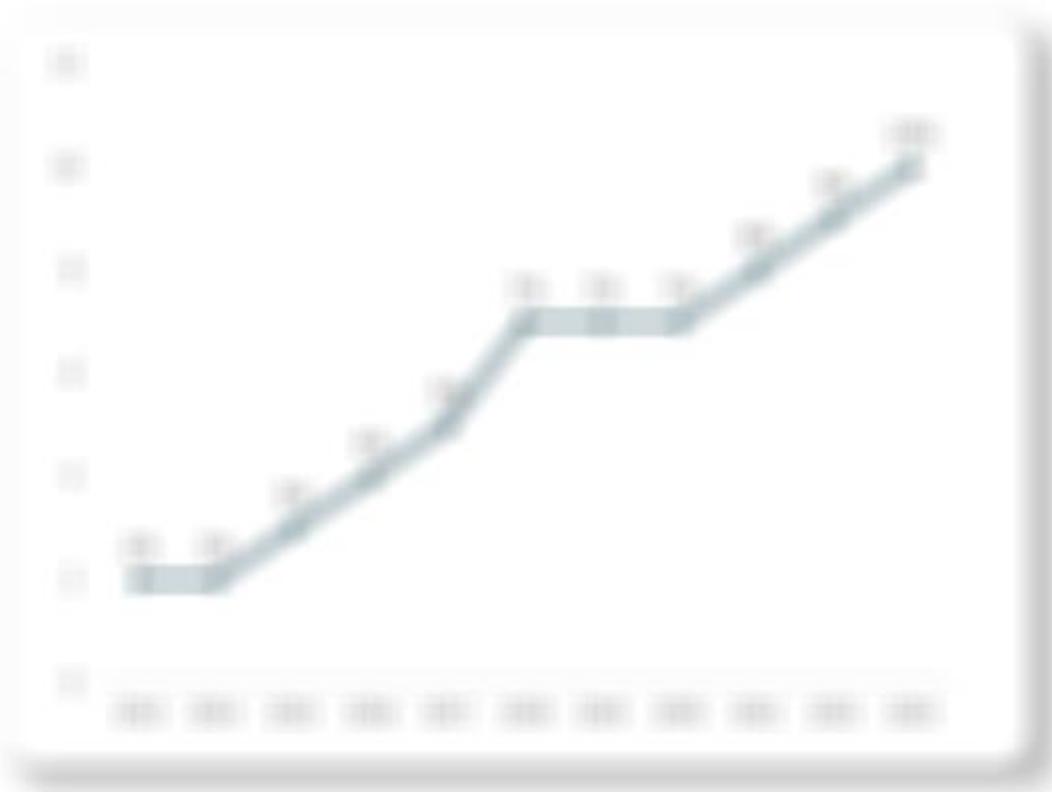
- European governments dominate the global list of clean energy investors, the most significant sector of climate tech.
- Government regulation is continuing to be implemented in most economies - whether general net zero targets or specific regulation across subsectors.
- 40% of the world's GDP has now made net zero pledges - this creates an unprecedented surge in corporate activity across every aspect of the economy



- Expected growth rate through 2030
- Expected market size by 2030

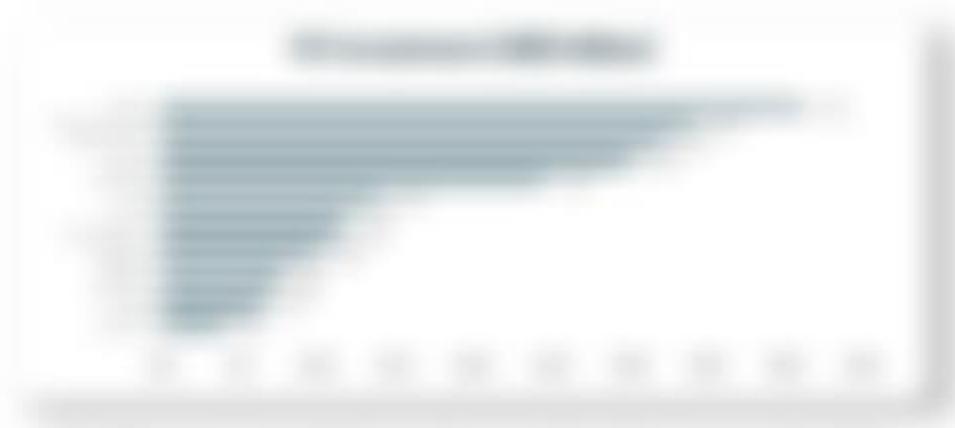
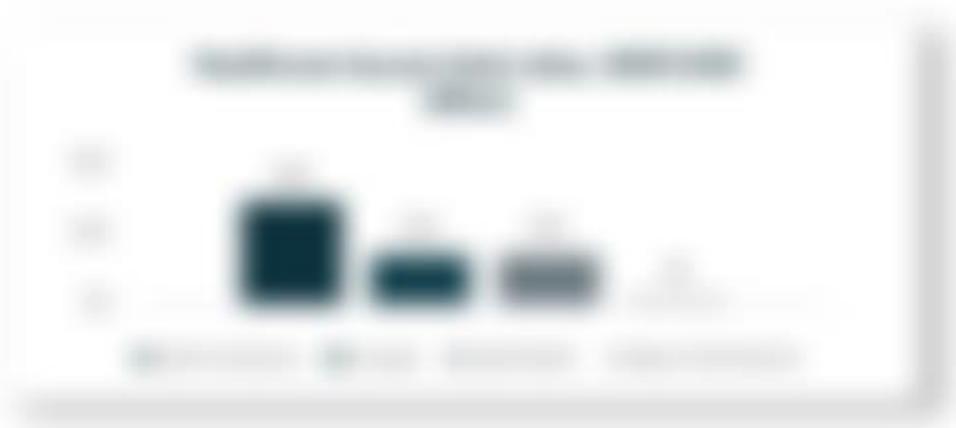
Opportunities – Climate

Climate tech's share of private market equity and grant investment rose to **14%** and is tracking at an annual rate of **+15%** for the year to date, extending a decade-long upward trajectory.



Source: Climate Tech Association, 2023

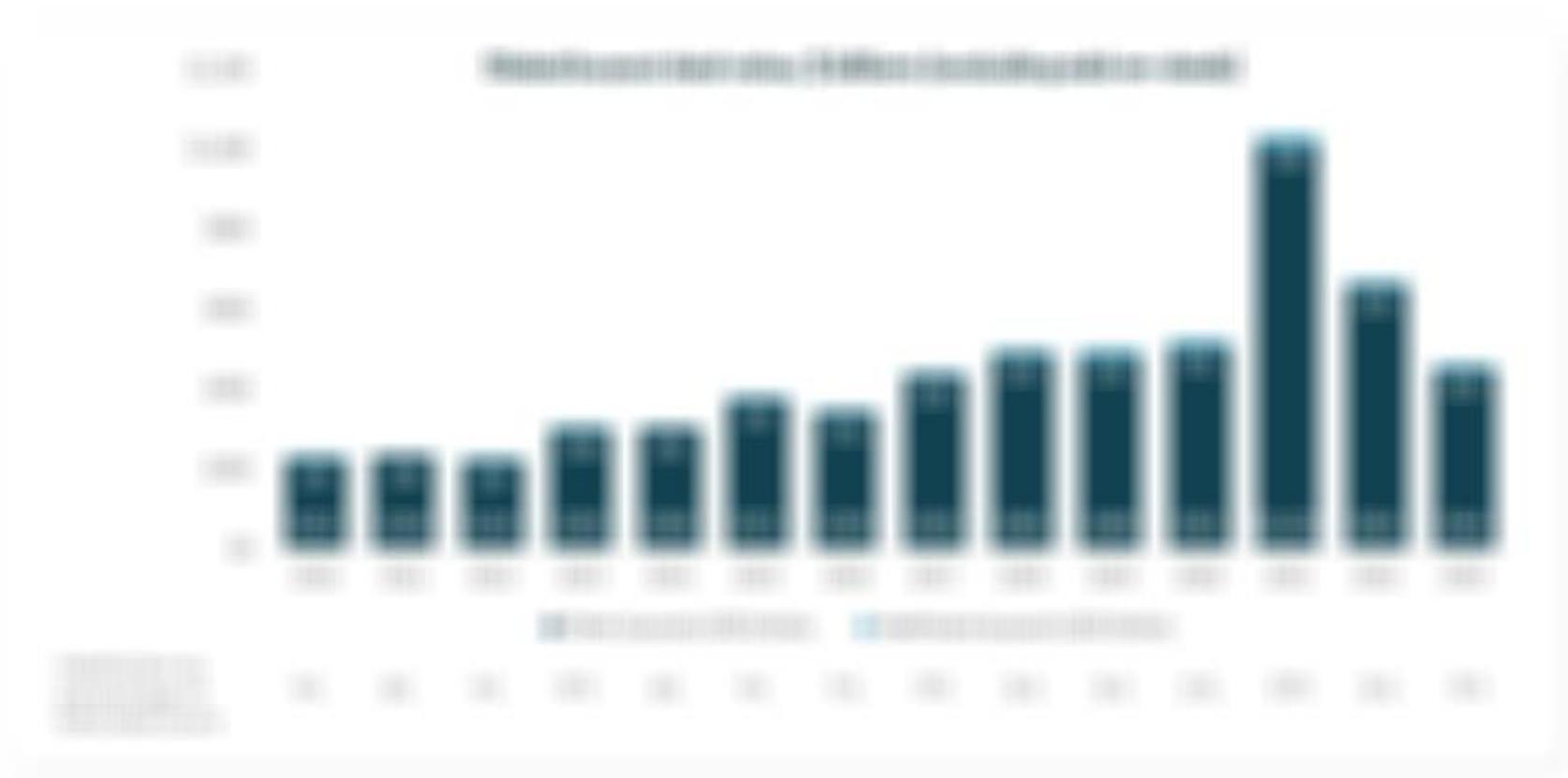
Opportunities – Health



- **Healthcare costs** are rising rapidly, driven by aging populations and technological advances. This creates a need for more efficient and cost-effective healthcare solutions.
- **Preventive care** is becoming a focus, with a shift towards early detection and management of chronic diseases to reduce long-term healthcare costs.
- **Telemedicine** and digital health tools are expanding access to care, particularly in rural and underserved areas, while also reducing hospital admissions.
- **Population health management** is gaining traction, using data analytics to identify and intervene with high-risk individuals to prevent complications and hospitalizations.

Opportunities – Health

The healthcare sector continued to be a hub of private equity (PE) deal activity in 2023, relative to all PE deals across the world, despite higher global interest rates, inflationary pressures, and broader geopolitical uncertainty



Differentiated Strategy and Approach

Industry Specialized

Deep involvement in the industry leads to robust deal flow and network-driven exit opportunities and partnerships

Opportunistic Approach

Flexible structuring and industry expertise allow team to quickly capitalize upon proprietary opportunities.

Ability to invest across subsectors and growth stages specifically designed for current industry maturity

Brand Focused

Our long-standing industry experience expand opportunities for ABC Fund portfolio

Capable of taking significant stakes in portfolio companies with board and operational involvement to drive business-wide improvement

Control Positions

Target bespoke, downside-protected structures with equity upside driven by team's experience across institutional investing

Ability to provide value-add strategic guidance leads to off-market deals and entry points

Experienced Management

Focus on best-in-class management begins internally, and ABC Fund team bring decades of experience from institutional backgrounds

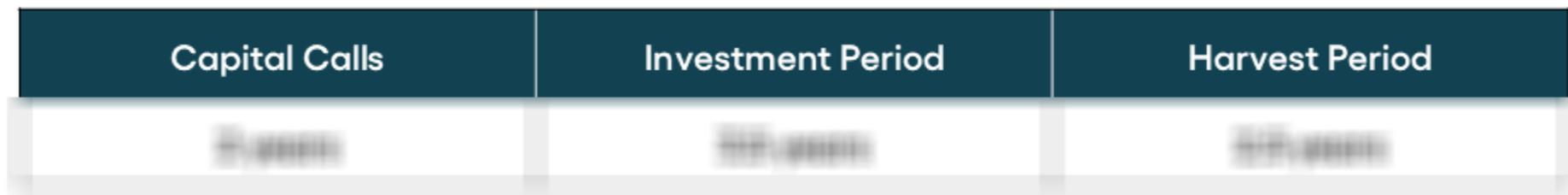
Emphasis on seasoned management with industry experience across all investments

Value Focused

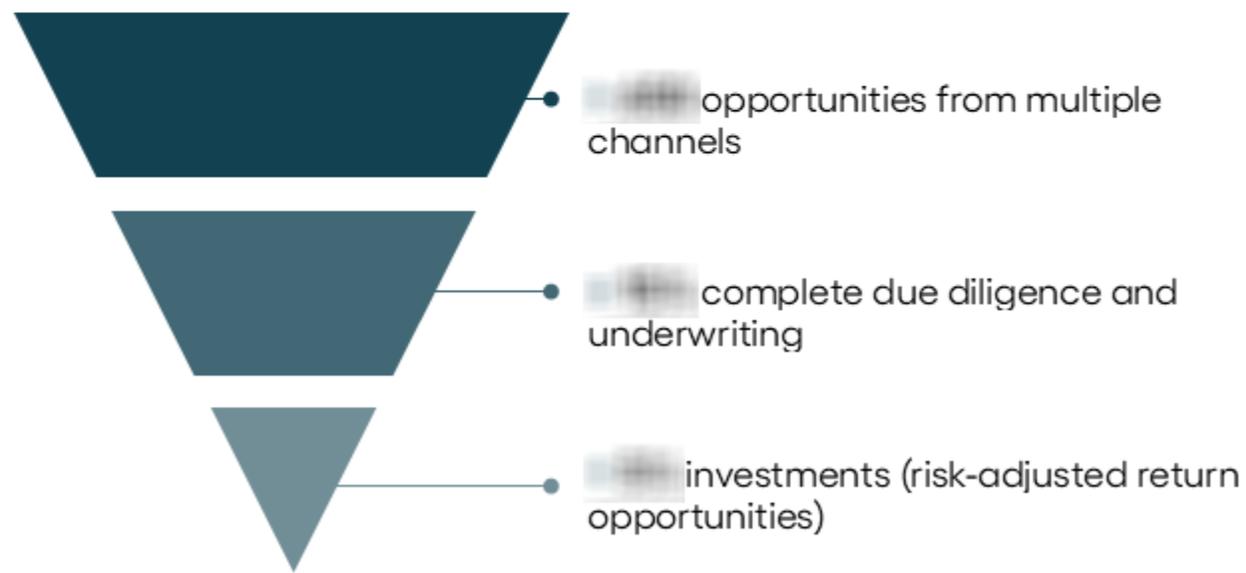
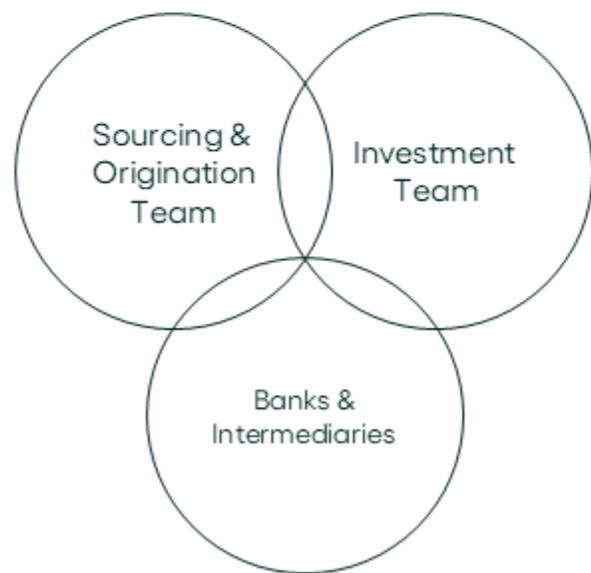
Relentless focus on downside protection and crafting attractive entry points through creative structures

Deeply attentive to operating efficiency and growth trajectory for prospective and existing investments

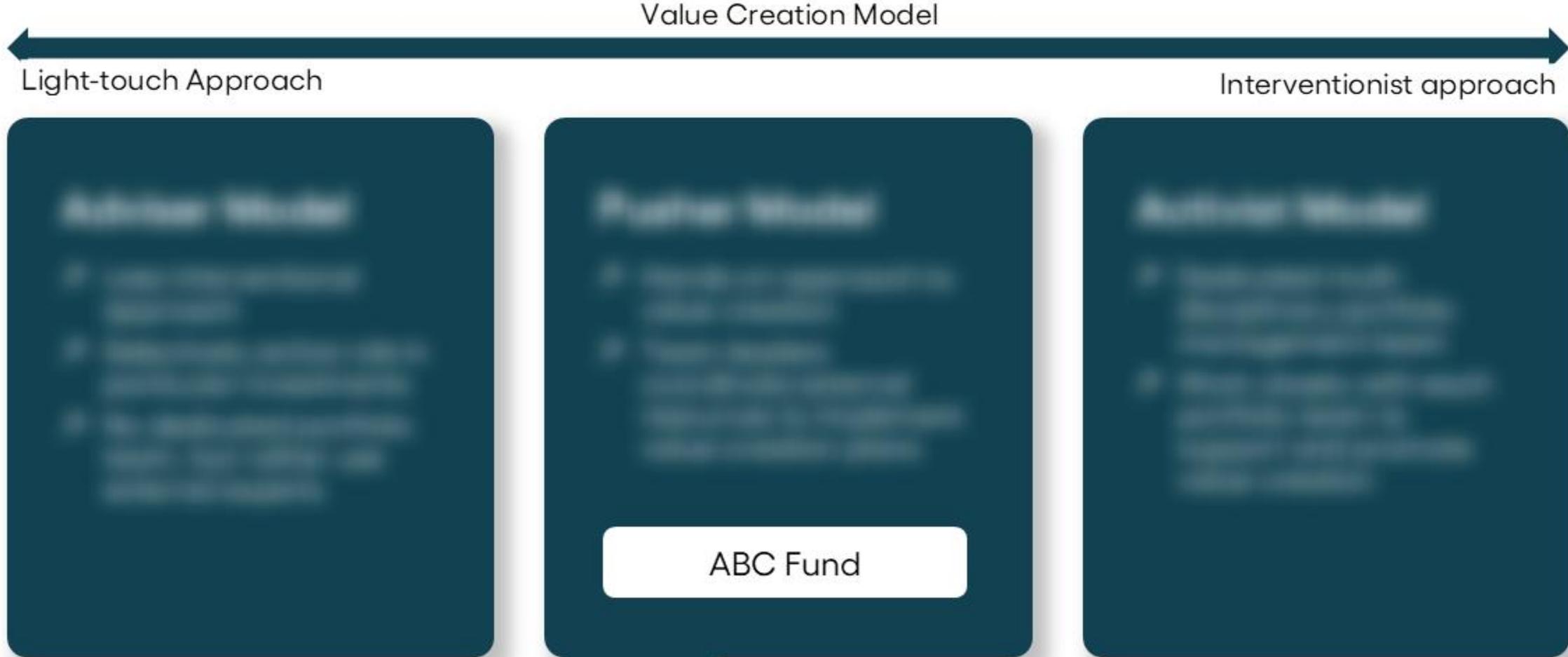
Investment Process



Our anticipated investment process and metrics



VALUE CREATION MODEL



Given the profile of target companies in terms of growth stage and size, as well as the Fund's team size, the value creation activity will be focused on employing external resources with close supervision and coordination by the Fund's leadership.

Target Horizontals

Increase in usage of novel technologies and investments in health care research are paving new avenues for revenue and fueling growth of different horizontals.

Growth in Different Segments

Pharmaceuticals

■ 2018-2020 (Revenue in \$Bn)

■ 2021-2023 (Revenue in \$Bn)

Biotechnology

■ 2018-2020 (Revenue in \$Bn)

■ 2021-2023 (Revenue in \$Bn)

Medical Devices

■ 2018-2020 (Revenue in \$Bn)

■ 2021-2023 (Revenue in \$Bn)

Biopharma deals along with transactions involving related services, such as contract research organizations (CROs) and contract development and manufacturing organizations (CDMOs),



Target Business Models



Historical Deals – M&A Sourcing

Lower mid market transactions

A	
Year	2018
Sector / Business	Food & Beverage / Consumer Goods / Retail
Revenue	€100m - €200m
EBITDA	€10m - €20m
Deal	€100m - €200m / Cash / Equity / Debt
Geographies	Europe / North America / Asia
Acquirer	Private Equity / Strategic Buyer

B	
Year	2019
Sector / Business	Healthcare / Pharmaceuticals / Biotech / Medical Devices
Revenue	€50m - €100m
EBITDA	€5m - €10m
Deal	€50m - €100m / Cash / Equity / Debt / Convertible
Geographies	Europe / North America
Acquirer	Private Equity / Strategic Buyer / Hedge Fund

Historical Deals – M&A Sourcing

Lower mid market transactions

C	
Year	2019
Sector / Business	Technology / Information
Revenue	100M to 200M (2019)
EBITDA	100M to 200M
Deal	100M to 200M (2019) / 100M to 200M (2019)
Geographies	USA

D	
Year	2019
Sector / Business	Technology / Energy / Management / Services
Revenue	100M to 200M
EBITDA	100M to 200M
Deal	100M to 200M (2019) / 100M to 200M (2019)
Geographies	USA / Africa

Historical Deals – M&A Sourcing

Lower mid market transactions

C	
Year	2019
Sector / Business	Technology, Financials, and Healthcare services
Revenue	100 - 1000M
EBITDA	100 - 1000M
Deal	100 - 1000M (20-50% equity) acquisitions
Geographies	Global and US only

Historical Deals – M&A Sourcing

Mid market transactions

C	
Year	2019
Sector / Business	Manufacturing / Management / Services
Revenue	100M - 1000M
EBITDA	100M - 1000M
Deal	100M - 1000M
Geographies	Global

D	
Year	2019
Sector / Business	Manufacturing / Management / Services
Revenue	100M - 1000M
EBITDA	100M - 1000M
Deal	100M - 1000M
Geographies	Global

Management Track Record

>\$XB Funds Management (1)

Deep sector knowledge, private investment, Funds operations, and M&A experience (2)

Emerging Investment Platform 15+ Years

Managers' investment and advisory combined experience (3)

Deep Transactions Expertise

Focused on high-quality companies(4) in growth sectors for expansion

Specific ticket size, plus co-investment to participate at scale if needed

Expertise And Sector Focus

Thematic investment approach targeting high- growth / high-value industries (i.e., energy transition, climate, health and wellness, and fintech) (5)

Private Investing Advantage

Capital and value-creation partner for rapid growth, thus capital expansion(6)

Capabilities to build platform companies for organic and external growth in the region

Management Team



[Name]
[Title]

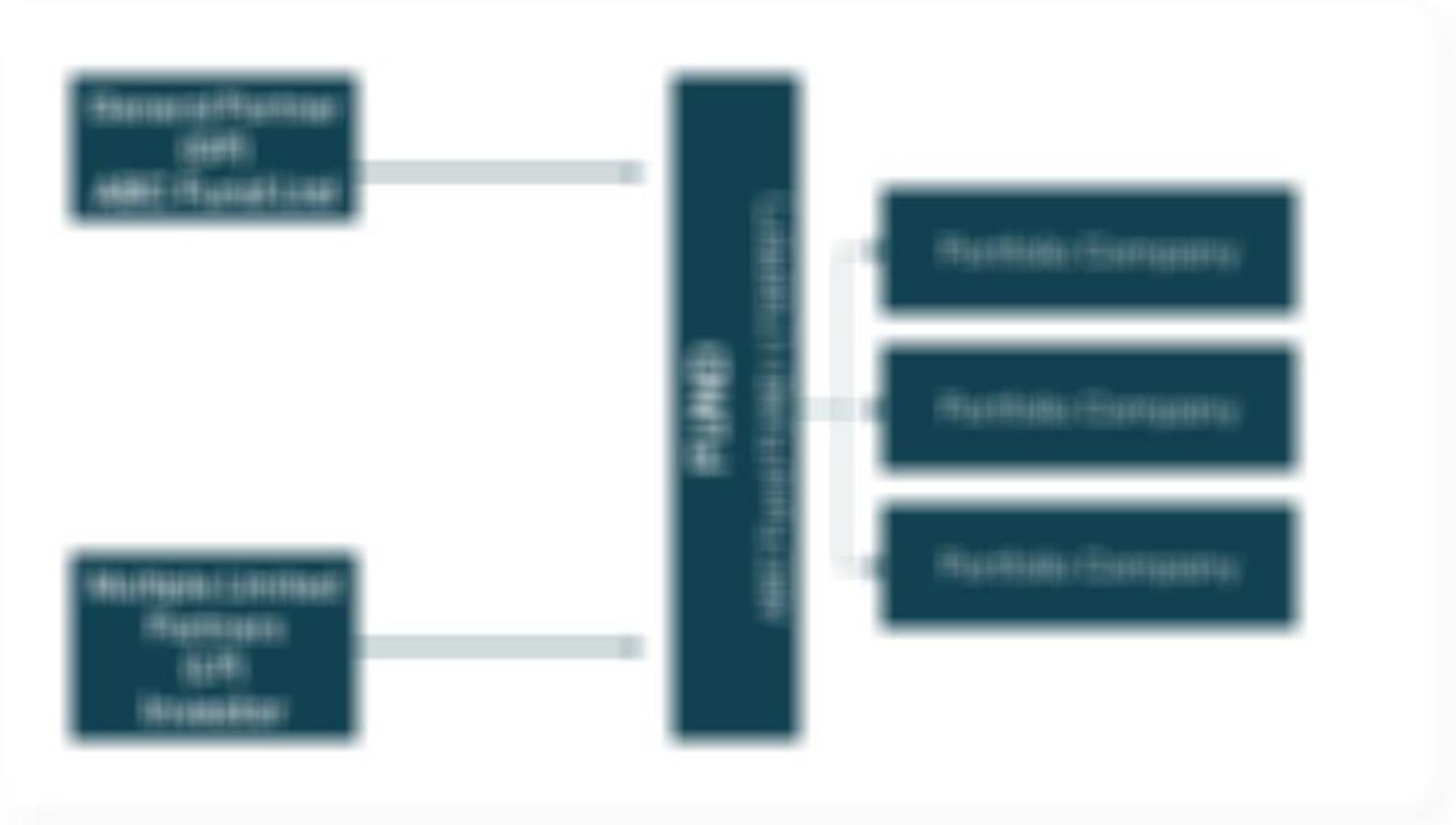
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[Title]

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Fund Structure



ESG Journey

ESG considerations are fully embedded in our policies, methodologies and strategic thinking



Appendix

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Governments Are Prioritizing “Energy Transition”

Government spending has played a central role in the rapid growth of clean energy investment since 2020, which rose nearly 25% from 2021 to 2023, outpacing growth in fossil fuels in the same period.

IEA Government Energy Spending Tracker reported allocation of USD 1.34 trillion by governments across the globe for clean energy investment support since 2020.

A glimpse of ongoing efforts

North America

- The Inflation Reduction Act (IRA) provides significant tax incentives for clean energy investments, including a 30% investment tax credit for solar, wind, and geothermal projects, and a 10% credit for energy storage.
- The IRA also includes provisions for the production tax credit (PTC) for wind and solar, and the energy storage credit (ESC).
- The IRA is expected to drive significant growth in clean energy investment in the United States.

France

- France has a long history of nuclear energy, which has been a major source of electricity for the country.
- The French government has recently announced plans to increase its investment in nuclear energy, including the construction of new reactors.
- France is also investing in renewable energy, including wind, solar, and hydroelectric power.

Morocco

- Morocco has a strong focus on renewable energy, particularly solar power.
- The Moroccan government has announced plans to increase its investment in renewable energy, including the construction of new solar power plants.
- Morocco is also investing in wind and hydroelectric power.

Life Sciences Industry Is Becoming Critical

The dynamics and challenges of timely pharmaceutical R&D and manufacturing has propelled life sciences industry into critical priorities for policy makers.

An aging global population and rise in deadly strains of diseases, is driving governments to focus and invest in life sciences industry to ensure timely availability of medicines.

Policies and Frameworks promoting Life Science Industry

North America

- The United States has a long history of supporting the life sciences industry through various policies and frameworks. Key initiatives include the National Institutes of Health (NIH) and the Food and Drug Administration (FDA), which provide funding and regulatory support for research and development.
- The Biotechnology Innovation Organization (BIO) is a leading industry organization that advocates for policies that promote innovation and growth in the life sciences sector.

France

- France has a strong tradition of scientific research and innovation, particularly in the life sciences. The government has implemented various policies to support the industry, including the creation of the Institut National de la Santé et de la Recherche Médicale (INSERM) and the Centre National de la Recherche Scientifique (CNRS).
- The French government has also established the Institut National de l'Industrie Pharmaceutique (INIP) to promote the development and manufacturing of pharmaceuticals.

Morocco

- Morocco has a growing life sciences industry, with the government implementing policies to attract investment and promote innovation. Key initiatives include the creation of the Moroccan Agency for Pharmaceutical Regulation (ANM) and the establishment of the Moroccan Pharmaceutical Industry Association (AMIP).
- The Moroccan government has also established the Moroccan Agency for Scientific Research (MAR) to support research and development in the life sciences sector.