

#### Funds raised - Industry statistics - Incremental closings during year

|   | 20       | 09    | 2010    |       |  |
|---|----------|-------|---------|-------|--|
| Amounts in € thousands                              | Amount   | %     | Amount  | %     |  |
| Fund ownership type                                 |          |       |         |       |  |
| ndependent funds raised                             | 866,810  | 95.6  | 633,930 | 99.3  |  |
| Amount raised by captives                           | 40,000   | 4.4   | 4,310   | 0.7   |  |
| New funds raised                                    | 906,810  | 100.0 | 638,240 | 100.0 |  |
| Realised capital gains                              | 0        | 0.0   | 0       | 0.0   |  |
| Total funds raised                                  | 906,810  | 100.0 | 638,240 | 100.0 |  |
| Fund stage focus                                    |          |       |         |       |  |
| Early-stage   | 508,250  | 56.0  | 0       | 0.0   |  |
| Later stage venture                                 | 46,500   | 5.1   | 27,210  | 4.3   |  |
| Balanced  | 98,090   | 10.8  | 4,360   | 0.7   |  |
| Total venture                                       | 652,840  | 72.0  | 31,570  | 4.9   |  |
| Growth capital                                      | 0        | 0.0   | 0       | 0.0   |  |
| Buyout  | 71,420   | 7.9   | 460,610 | 72.2  |  |
| Mezzanine   | 182,550  | 20.1  | 146,060 | 22.9  |  |
| Generalist  | 0        | 0.0   | 0       | 0.0   |  |
| Total funds raised                                  | 906,810  | 100.0 | 638,240 | 100.0 |  |
| Investor type                                       |          |       |         |       |  |
| Academic institutions                               | 0        | 0.0   | 0       | 0.0   |  |
| Banks   | 16,110   | 1.8   | 51,310  | 8.0   |  |
| Capital markets                                     | 0        | 0.0   | 0       | 0.0   |  |
| Corporate investors                                 | 110,500  | 12.2  | 4,310   | 0.7   |  |
| Endowments and foundations                          | 129,210  | 14.2  | 0       | 0.0   |  |
| Family offices                                      | 22,930   | 2.5   | 10,690  | 1.7   |  |
| Funds-of-funds                                      | 129,270  | 14.3  | 0       | 0.0   |  |
| Government agencies                                 | 12,070   | 1.3   | 1,510   | 0.2   |  |
| Insurance companies                                 | 51,140   | 5.6   | 106,060 | 16.6  |  |
| Other asset managers                                | 6,750    | 0.7   | 0       | 0.0   |  |
| (including private equity houses other than funds-o | f-funds) |       |         |       |  |
| Pension funds                                       | 269,650  | 29.7  | 343,340 | 53.8  |  |
| Private individuals                                 | 63,620   | 7.0   | 48,530  | 7.6   |  |
| Sovereign wealth funds                              | 0        | 0.0   | 0       | 0.0   |  |
| Unknown   | 95,560   | 10.5  | 72,490  | 11.4  |  |
| New funds raised                                    | 906,810  | 100.0 | 638,240 | 100.0 |  |
| Geographic sources of funds                         |          |       |         |       |  |
| Within Europe                                       | 546,320  | 60.2  | 512,620 | 80.3  |  |
| Domestic  | 178,360  | 19.7  | 97,230  | 15.2  |  |
| Non-domestic  | 367,960  | 40.6  | 415,390 | 65.1  |  |
| Outside Europe                                      | 236,930  | 26.1  | 122,400 | 19.2  |  |
| Unknown   | 123,560  | 13.6  | 3,220   | 0.5   |  |
| New funds raised                                    | 906,810  | 100.0 | 638,240 | 100.0 |  |



**Funds raised** - Industry statistics - Final closings in the year by independent funds - Cumulative amount raised since inception

|   |         | 2009               |                      |           | 2010               |                   |
|---|---------|--------------------|----------------------|-----------|--------------------|-------------------|
| Amounts in € thousands                      | Amount  | Number<br>of funds | Average<br>fund size | Amount    | Number<br>of funds | Average fund size |
| Fund stage focus                            |         |                    |                      |           |                    |                   |
| Early-stage                                 | 449,570 | 2                  | 224,785              | 0         | 0                  | 0                 |
| Later stage venture                         | 0       | 0                  | 0                    | 1,510     | 1                  | 1,510             |
| Balanced                                    | 202,150 | 3                  | 67,383               | 0         | 0                  | 0                 |
| Total venture                               | 651,720 | 5                  | 130,344              | 1,510     | 1                  | 1,510             |
| Growth                                      | 0       | 0                  | 0                    | 0         | 0                  | 0                 |
| Buyout                                      | 0       | 0                  | 0                    | 657,170   | 1                  | 657,170           |
| Mezzanine                                   | 0       | 0                  | 0                    | 553,660   | 1                  | 553,660           |
| Generalist                                  | 0       | 0                  | 0                    | 0         | 0                  | 0                 |
| Total funds raised                          | 651,720 | 5                  | 130,344              | 1,212,340 | 3                  | 404,113           |
| Fund sector focus                           |         |                    |                      |           |                    |                   |
| Agriculture, chemicals & materials          | 0       | 0                  | 0                    | 0         | 0                  | 0                 |
| Business and industrial products & services | 0       | 0                  | 0                    | 0         | 0                  | 0                 |
| Consumer products, services & retail        | 0       | 0                  | 0                    | 0         | 0                  | 0                 |
| Energy & environment                        | 0       | 0                  | 0                    | 0         | 0                  | 0                 |
| Financial services                          | 0       | 0                  | 0                    | 0         | 0                  | 0                 |
| ICT   | 378,000 | 1                  | 378,000              | 0         | 0                  | 0                 |
| Life sciences                               | 139,070 | 2                  | 69,535               | 0         | 0                  | 0                 |
| Generalist                                  | 134,650 | 2                  | 67,325               | 1,212,340 | 3                  | 404,113           |
| Total funds raised                          | 651,720 | 5                  | 130,344              | 1,212,340 | 3                  | 404,113           |

| 2009    |         |         | 2010 |
|---------|---------|---------|------|
| Venture | Buyout* | Venture |      |

|   | V       | venture Buy     |        | uyout* v        |        | venture         |           | Buyout*         |  |
|---|---------|-----------------|--------|-----------------|--------|-----------------|-----------|-----------------|--|
| Amounts in € thousands                      | Amount  | Number of funds | Amount | Number of funds | Amount | Number of funds | Amount    | Number of funds |  |
| Fund sector focus by segment                |         |                 |        |                 |        |                 |           |                 |  |
| Agriculture, chemicals & materials          | 0       | 0               | 0      | 0               | 0      | 0               | 0         | 0               |  |
| Business and industrial products & services | 0       | 0               | 0      | 0               | 0      | 0               | 0         | 0               |  |
| Consumer products, services & retail        | 0       | 0               | 0      | 0               | 0      | 0               | 0         | 0               |  |
| Energy & environment                        | 0       | 0               | 0      | 0               | 0      | 0               | 0         | 0               |  |
| Financial services                          | 0       | 0               | 0      | 0               | 0      | 0               | 0         | 0               |  |
| ICT   | 378,000 | 1               | 0      | 0               | 0      | 0               | 0         | 0               |  |
| Life sciences                               | 139,070 | 2               | 0      | 0               | 0      | 0               | 0         | 0               |  |
| Generalist                                  | 134,650 | 2               | 0      | 0               | 1,510  | 1               | 1,210,830 | 2               |  |
| Total funds raised                          | 651,720 | 5               | 0      | 0               | 1,510  | 1               | 1,210,830 | 2               |  |

 $<sup>\</sup>ensuremath{^{*}}$  Buyout includes Growth, Mezzanine and Buyout funds



# **Investments** - Industry statistics (by country of private equity firm) All Private Equity

|  |                           | 2009              |                  |                      |                             | 2010              | )                |                      |
|--|---------------------------|-------------------|------------------|----------------------|-----------------------------|-------------------|------------------|----------------------|
|  |                           |                   | Number of        |                      |                             |                   | Number of        |                      |
| Amounts in € thousands                 | Amount                    | %                 | companies        | %                    | Amount                      | %                 | companies        | %                    |
| Stage focus                            |                           |                   |                  |                      |                             |                   |                  |                      |
| Seed                                   | 8,076                     | 1.1               | 21               | 11.7                 | 7,198                       | 0.5               | 21               | 13.5                 |
| Start-up                               | 195,532                   | 27.2              | 67               | 37.2                 | 118,746                     | 7.9               | 71               | 45.5                 |
| Later stage venture                    | 128,868                   | 17.9              | 47               | 26.1                 | 79,790                      | 5.3               | 40               | 25.6                 |
| Total venture                          | 332,477                   | 46.3              | 132              | 75.0                 | 205,734                     | 13.6              | 131              | 84.6                 |
| Growth                                 | 90,122                    | 12.5              | 20               | 11.1                 | 69,963                      | 4.6               | 8                | 5.1                  |
| Rescue/Turnaround                      | 43,000                    | 6.0               | 1                | 0.6                  | 469                         | 0.0               | 4                | 2.6                  |
| Replacement capital                    | 595                       | 0.1               | 1                | 0.6                  | 37,400                      | 2.5               | 3                | 1.9                  |
| Buyout                                 | 252,526                   | 35.1              | 23               | 12.8                 | 1,196,203                   | 79.2              | 9                | 5.8                  |
| Total investment                       | 718,719                   | 100.0             | 177              | 100.0                | 1,509,769                   | 100.0             | 155              | 100.0                |
| Sector focus                           |                           |                   |                  |                      |                             |                   |                  |                      |
| Agriculture                            | 0                         | 0.0               | 0                | 0.0                  | 0                           | 0.0               | 0                | 0.0                  |
| Business & industrial products         | 43,664                    | 6.1               | 11               | 6.2                  | 121,725                     | 8.1               | 13               | 8.4                  |
| Business & industrial services         | 64,198                    | 8.9               | 4                | 2.3                  | 5,860                       | 0.4               | 3                | 1.9                  |
| Chemicals & materials                  | 821                       | 0.1               | 4                | 2.3                  | 1,155                       | 0.1               | 4                | 2.6                  |
| Communications                         | 23,331                    | 3.2               | 23               | 13.0                 | 890,979                     | 59.0              | 27               | 17.4                 |
| Computer & consumer electronics        | 25,877                    | 3.6               | 15               | 8.5                  | 32,906                      | 2.2               | 30               | 19.4                 |
| Construction                           | 22,327                    | 3.1               | 2                | 1.1                  | 645                         | 0.0               | 1                | 0.6                  |
| Consumer goods & retail                | 21,373                    | 3.0               | 8                | 4.5                  | 126,584                     | 8.4               | 8                | 5.2                  |
| Consumer services                      | 21,836                    | 3.0               | 5                | 2.8                  | 0                           | 0.0               | 0                | 0.0                  |
| Energy & environment                   | 55,279                    | 7.7               | 17               | 9.6                  | 21,767                      | 1.4               | 15               | 9.7                  |
| Financial services                     | 0                         | 0.0               | 0                | 0.0                  | 0                           | 0.0               | 0                | 0.0                  |
| Life sciences                          | 345,998                   | 48.1              | 73               | 41.2                 | 308,147                     | 20.4              | 54               | 34.8                 |
| Real estate                            | 0                         | 0.0               | 0                | 0.0                  | 0                           | 0.0               | 0                | 0.0                  |
| Transportation                         | 88,933                    | 12.4              | 5                | 2.8                  | 0                           | 0.0               | 0                | 0.0                  |
| Unknown                                | 5,083                     | 0.7               | 10               | 5.6                  | 1 500 700                   | 0.0               | 0                | 0.0                  |
| Total investment<br>Subtotal high-tech | <b>718,719</b><br>171,915 | <b>100.0</b> 23.9 | <b>177</b><br>73 | <b>100.0</b><br>41.2 | <b>1,509,769</b><br>422,922 | <b>100.0</b> 28.0 | <b>155</b><br>80 | <b>100.0</b><br>51.6 |
|  | 171,913                   | 23.9              | 73               | 41.2                 | 422,922                     | 20.0              | 80               | 31.0                 |
| Syndication                            |                           |                   |                  |                      |                             |                   |                  |                      |
| No syndication                         | 285,740                   | 39.8              | 82               | 46.1                 | 1,167,147                   | 77.3              | 58               | 36.3                 |
| Syndication                            | 432,980                   | 60.2              | 96               | 53.9                 | 342,622                     | 22.7              | 102              | 63.8                 |
| Total investment                       | 718,719                   | 100.0             | 177              | 100.0                | 1,509,769                   | 100.0             | 155              | 100.0                |
| Initial vs follow-on                   |                           |                   |                  |                      |                             |                   |                  |                      |
| Initial for the company                | 211,226                   | 29.4              | 62               | 34.6                 | 985,555                     | 65.3              | 52               | 33.5                 |
| Follow-on investment                   | 499,287                   | 69.5              | 115              | 64.2                 | 524,214                     | 34.7              | 103              | 66.5                 |
| for the company                        |                           |                   |                  |                      |                             |                   |                  |                      |
| Unknown                                | 8,206                     | 1.1               | 2                | 1.1                  | 0                           | 0.0               | 0                | 0.0                  |
| Total investment                       | 718,719                   | 100.0             | 177              | 100.0                | 1,509,769                   | 100.0             | 155              | 100.0                |
| Initial for the private equity firm    | 366,115                   | 50.9              | 81               | 45.8                 | 1,329,873                   | 88.1              | 83               | 53.5                 |
| Geographic distribution                |                           |                   |                  |                      |                             |                   |                  |                      |
| Domestic                               | 211,816                   | 29.5              | 66               | 37.3                 | 922,230                     | 61.1              | 68               | 43.9                 |
| Other European countries               | 382,731                   | 53.3              | 78               | 44.1                 | 526,211                     | 34.9              | 56               | 36.1                 |
| Non-European countries                 | 124,173                   | 17.3              | 33               | 18.6                 | 61,328                      | 4.1               | 31               | 20.0                 |
| Total investment                       | 718,719                   | 100.0             | 177              | 100.0                | 1,509,769                   | 100.0             | 155              | 100.0                |
| Main non-domestic investments          |                           |                   |                  |                      |                             |                   |                  |                      |
| 2009 2010                              |                           |                   |                  |                      |                             |                   |                  |                      |
| Italy Germany                          | 156,575                   | 21.8              | 5                | 2.8                  | 221,617                     | 14.7              | 26               | 16.8                 |
| US France                              | 115,667                   | 16.1              | 28               | 15.8                 | 195,669                     | 13.0              | 4                | 2.6                  |
| Germany Spain                          | 62,762                    | 8.7               | 24               | 13.6                 | 74,567                      | 4.9               | 2                | 1.3                  |



#### Investments - Industry statistics (by country of private equity firm)

#### **Buyout Deals**

|                        |                          | 2009  |                     |       |                          | 2010  |                     |       |  |
|------------------------|--------------------------|-------|---------------------|-------|--------------------------|-------|---------------------|-------|--|
| Amounts in € thousands | Amount<br>(equity value) | %     | Number of companies | %     | Amount<br>(equity value) | %     | Number of companies | %     |  |
| Buyout investment size |                          |       |                     |       |                          |       |                     |       |  |
| Small                  | 81,618                   | 32.3  | 19                  | 82.6  | 8,870                    | 0.7   | 4                   | 36.4  |  |
| Mid-market             | 170,908                  | 67.7  | 4                   | 17.4  | 212,637                  | 17.8  | 4                   | 36.4  |  |
| Large                  | 0                        | 0.0   | 0                   | 0.0   | 474,988                  | 39.7  | 2                   | 18.2  |  |
| Mega                   | 0                        | 0.0   | 0                   | 0.0   | 499,707                  | 41.8  | 1                   | 9.1   |  |
| Total buyout           | 252,526                  | 100.0 | 23                  | 100.0 | 1,196,203                | 100.0 | 9                   | 100.0 |  |

|                        |         |       | Number of |       |           |       | Number of |       |
|------------------------|---------|-------|-----------|-------|-----------|-------|-----------|-------|
| Amounts in € thousands | Amount  | %     | companies | %     | Amount    | %     | companies | %     |
| Investor type          |         |       |           |       |           |       |           |       |
| Independent            | 634,057 | 88.2  | 131       | 71.2  | 1,461,795 | 96.8  | 120       | 72.3  |
| Captive                | 84,663  | 11.8  | 53        | 28.8  | 47,974    | 3.2   | 46        | 27.7  |
| Public sector          | 0       | 0.0   | 0         | 0.0   | 0         | 0.0   | 0         | 0.0   |
| Total investment       | 718,719 | 100.0 | 177       | 100.0 | 1,509,769 | 100.0 | 155       | 100.0 |



#### Investments - Market statistics (by country of portfolio company)

|                                     |         | 2009  |           |       |           | 2010  | )         |       |
|-------------------------------------|---------|-------|-----------|-------|-----------|-------|-----------|-------|
|                                     |         |       | Number of |       |           |       | Number of |       |
| Amounts in € thousands              | Amount  | %     | companies | %     | Amount    | %     | companies | %     |
| Stage focus                         |         |       |           |       |           |       |           |       |
| Seed                                | 5,784   | 1.0   | 18        | 17.3  | 5,008     | 0.4   | 18        | 17.8  |
| Start-up                            | 151,854 | 25.5  | 44        | 42.3  | 109,535   | 8.4   | 40        | 39.6  |
| Later stage venture                 | 66,551  | 11.2  | 14        | 13.5  | 46,198    | 3.5   | 15        | 14.9  |
| Total venture                       | 224,189 | 37.7  | 73        | 73.1  | 160,741   | 12.3  | 72        | 72.3  |
| Growth                              | 76,735  | 12.9  | 11        | 10.6  | 196,649   | 15.0  | 13        | 12.9  |
| Rescue/Turnaround                   | 0       | 0.0   | 0         | 0.0   | 6,193     | 0.5   | 5         | 5.0   |
| Replacement capital                 | 6,250   | 1.1   | 1         | 1.0   | 5,091     | 0.4   | 2         | 2.0   |
| Buyout                              | 287,892 | 48.4  | 16        | 15.4  | 940,411   | 71.8  | 8         | 7.9   |
| Total investment                    | 595,066 | 100.0 | 99        | 100.0 | 1,309,086 | 100.0 | 100       | 100.0 |
| Sector focus                        |         |       |           |       |           |       |           |       |
| Agriculture                         | 0       | 0.0   | 0         | 0.0   | 0         | 0.0   | 0         | 0.0   |
| Business & industrial products      | 134,966 | 22.7  | 10        | 10.1  | 79,561    | 6.1   | 12        | 12.0  |
| Business & industrial services      | 63,925  | 10.7  | 2         | 2.0   | 77,095    | 5.9   | 4         | 4.0   |
| Chemicals & materials               | 821     | 0.1   | 4         | 4.0   | 323       | 0.0   | 2         | 2.0   |
| Communications                      | 11,072  | 1.9   | 12        | 12.1  | 797,356   | 60.9  | 12        | 12.0  |
| Computer & consumer electronics     | 29,870  | 5.0   | 13        | 13.1  | 17,708    | 1.4   | 20        | 20.0  |
| Construction                        | 21,327  | 3.6   | 1         | 1.0   | 0         | 0.0   | 0         | 0.0   |
| Consumer goods & retail             | 4,035   | 0.7   | 2         | 2.0   | 166,404   | 12.7  | 7         | 7.0   |
| Consumer services                   | 27,310  | 4.6   | 3         | 3.0   | 15,246    | 1.2   | 1         | 1.0   |
| Energy & environment                | 7,654   | 1.3   | 4         | 4.0   | 7,406     | 0.6   | 4         | 4.0   |
| Financial services                  | 0       | 0.0   | 0         | 0.0   | 0         | 0.0   | 0         | 0.0   |
| Life sciences                       | 291,046 | 48.9  | 44        | 44.4  | 147,987   | 11.3  | 38        | 38.0  |
| Real estate                         | 0       | 0.0   | 0         | 0.0   | 0         | 0.0   | 0         | 0.0   |
| Transportation                      | 0       | 0.0   | 0         | 0.0   | 0         | 0.0   | 0         | 0.0   |
| Unknown                             | 3,040   | 0.5   | 4         | 4.0   | 0         | 0.0   | 0         | 0.0   |
| Total investment                    | 595,066 | 100.0 | 99        | 100.0 | 1,309,086 | 100.0 | 100       | 100.0 |
| Subtotal high-tech                  | 196,106 | 33.0  | 47        | 47.5  | 170,148   | 13.0  | 52        | 52.0  |
| Syndication                         |         |       |           |       |           |       |           |       |
| No syndication                      | 388,810 | 65.3  | 65        | 62.5  | 991,238   | 75.7  | 57        | 53.3  |
| Syndication                         | 206,256 | 34.7  | 39        | 37.5  | 317,848   | 24.3  | 50        | 46.7  |
| Total investment                    | 595,066 | 100.0 | 99        | 100.0 | 1,309,086 | 100.0 | 100       | 100.0 |
| Initial vs follow-on                |         |       |           |       |           |       |           |       |
| Initial for the company             | 137,775 | 23.2  | 39        | 38.6  | 950,313   | 72.6  | 40        | 39.2  |
| Follow-on investment                | 455,094 | 76.5  | 60        | 59.4  | 358,772   | 27.4  | 62        | 60.8  |
| for the company                     | 0.107   | 0.4   | 0         | 0.0   | 0         | 0.0   | 0         | 0.0   |
| Unknown                             | 2,197   | 0.4   | 2         | 2.0   | 0         | 0.0   | 0         | 0.0   |
| Total investment                    | 595,066 | 100.0 | 99        | 100.0 | 1,309,086 | 100.0 | 100       | 100.0 |
| Initial for the private equity firm | 262,412 | 44.1  | 52        | 52.5  | 1,127,928 | 86.2  | 57        | 57.0  |



#### Investments - Market statistics (by country of portfolio company)

#### **Buyout Deals**

|                        |                          | 2009  |                     |       |                          |       |                     |       |
|------------------------|--------------------------|-------|---------------------|-------|--------------------------|-------|---------------------|-------|
| Amounts in € thousands | Amount<br>(equity value) | %     | Number of companies | %     | Amount<br>(equity value) | %     | Number of companies | %     |
| Buyout investment size |                          |       |                     |       |                          |       |                     |       |
| Small                  | 40,224                   | 14.0  | 10                  | 62.5  | 18,201                   | 1.9   | 3                   | 33.3  |
| Mid-market             | 247,669                  | 86.0  | 6                   | 37.5  | 139,360                  | 14.8  | 4                   | 44.4  |
| Large                  | 0                        | 0.0   | 0                   | 0.0   | 283,143                  | 30.1  | 1                   | 11.1  |
| Mega                   | 0                        | 0.0   | 0                   | 0.0   | 499,707                  | 53.1  | 1                   | 11.1  |
| Total buyout           | 287,892                  | 100.0 | 16                  | 100.0 | 940,411                  | 100.0 | 8                   | 100.0 |

#### **Venture Deals**

|                                 |         |       | Number of |       |         |       | Number of |       |
|---------------------------------|---------|-------|-----------|-------|---------|-------|-----------|-------|
| Amounts in € thousands          | Amount  | %     | companies | %     | Amount  | %     | companies | %     |
| Sector focus                    |         |       |           |       |         |       |           |       |
| Agriculture                     | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Business & industrial products  | 0       | 0.0   | 0         | 0.0   | 207     | 0.1   | 2         | 2.8   |
| Business & industrial services  | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Chemicals & materials           | 821     | 0.4   | 4         | 5.5   | 323     | 0.2   | 2         | 2.8   |
| Communications                  | 9,545   | 4.3   | 11        | 15.1  | 6,114   | 3.8   | 9         | 12.5  |
| Computer & consumer electronics | 25,115  | 11.2  | 12        | 16.4  | 17,643  | 11.0  | 19        | 26.4  |
| Construction                    | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Consumer goods & retail         | 0       | 0.0   | 0         | 0.0   | 4,790   | 3.0   | 2         | 2.8   |
| Consumer services               | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Energy & environment            | 1,654   | 0.7   | 3         | 4.1   | 3,656   | 2.3   | 3         | 4.2   |
| Financial services              | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Life sciences                   | 186,174 | 83.0  | 41        | 56.2  | 128,009 | 79.6  | 35        | 48.6  |
| Real estate                     | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Transportation                  | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Unknown                         | 880     | 0.4   | 2         | 2.7   | 0       | 0.0   | 0         | 0.0   |
| Total investment                | 224,189 | 100.0 | 73        | 100.0 | 160,741 | 100.0 | 72        | 100.0 |
| Subtotal high-tech              | 162,323 | 72.4  | 45        | 61.6  | 128,559 | 80.0  | 49        | 68.1  |

#### **Buyout & Growth Deals**

| Sector focus                    |         |       |    |       |           |       |    |       |
|---------------------------------|---------|-------|----|-------|-----------|-------|----|-------|
| Agriculture                     | 0       | 0.0   | 0  | 0.0   | 0         | 0.0   | 0  | 0.0   |
| Business & industrial products  | 134,966 | 36.4  | 10 | 37.0  | 79,354    | 6.9   | 10 | 35.7  |
| Business & industrial services  | 63,925  | 17.2  | 2  | 7.4   | 77,095    | 6.7   | 4  | 14.3  |
| Chemicals & materials           | 0       | 0.0   | 0  | 0.0   | 0         | 0.0   | 0  | 0.0   |
| Communications                  | 1,527   | 0.4   | 2  | 7.4   | 791,242   | 68.9  | 3  | 10.7  |
| Computer & consumer electronics | 4,754   | 1.3   | 1  | 3.7   | 65        | 0.0   | 1  | 3.6   |
| Construction                    | 21,327  | 5.8   | 1  | 3.7   | 0         | 0.0   | 0  | 0.0   |
| Consumer goods & retail         | 4,035   | 1.1   | 2  | 7.4   | 161,614   | 14.1  | 5  | 17.9  |
| Consumer services               | 27,310  | 7.4   | 3  | 11.1  | 15,246    | 1.3   | 1  | 3.6   |
| Energy & environment            | 6,000   | 1.6   | 1  | 3.7   | 3,751     | 0.3   | 1  | 3.6   |
| Financial services              | 0       | 0.0   | 0  | 0.0   | 0         | 0.0   | 0  | 0.0   |
| Life sciences                   | 104,872 | 28.3  | 3  | 11.1  | 19,978    | 1.7   | 3  | 10.7  |
| Real estate                     | 0       | 0.0   | 0  | 0.0   | 0         | 0.0   | 0  | 0.0   |
| Transportation                  | 0       | 0.0   | 0  | 0.0   | 0         | 0.0   | 0  | 0.0   |
| Unknown                         | 2,160   | 0.6   | 2  | 7.4   | 0         | 0.0   | 0  | 0.0   |
| Total investment                | 370,877 | 100.0 | 27 | 100.0 | 1,148,344 | 100.0 | 28 | 100.0 |
| Subtotal high-tech              | 33,784  | 9.1   | 2  | 7.4   | 41,589    | 3.6   | 3  | 10.7  |



#### **Divestments** - Industry statistics (by country of private equity firm)

|                                      | 2009           |       |                     |       |                | 2010  |                     |       |
|--------------------------------------|----------------|-------|---------------------|-------|----------------|-------|---------------------|-------|
| Amounts in € thousands               | Amount at cost | %     | Number of companies | %     | Amount at cost | %     | Number of companies | %     |
| Exit route                           |                |       |                     |       |                |       |                     |       |
| Divestment by trade sale             | 83,135         | 54.6  | 9                   | 28.1  | 50,319         | 35.5  | 12                  | 42.9  |
| Divestment by public offering        | 13,682         | 9.0   | 5                   | 15.6  | 62,070         | 43.7  | 6                   | 21.4  |
| Divestment on flotation (IPO)        | 0              |       | 0                   |       | 35,061         |       | 2                   |       |
| Sale of quoted equity                | 13,682         |       | 5                   |       | 27,009         |       | 4                   |       |
| Divestment by write-off              | 0              | 0.0   | 0                   | 0.0   | 0              | 0.0   | 0                   | 0.0   |
| Repayment of silent partnerships     | 0              | 0.0   | 0                   | 0.0   | 0              | 0.0   | 0                   | 0.0   |
| Repayment of principal loans         | 360            | 0.2   | 1                   | 3.1   | 259            | 0.2   | 2                   | 7.1   |
| Sale to another private equity house | 27,666         | 18.2  | 5                   | 15.6  | 4,582          | 3.2   | 4                   | 14.3  |
| Sale to financial institution        | 0              | 0.0   | 0                   | 0.0   | 16,491         | 11.6  | 1                   | 3.6   |
| Sale to management                   | 8,741          | 5.7   | 6                   | 18.8  | 0              | 0.0   | 0                   | 0.0   |
| Divestment by other means            | 18,700         | 12.3  | 6                   | 18.8  | 8,187          | 5.8   | 3                   | 10.7  |
| Total divestment                     | 152,284        | 100.0 | 32                  | 100.0 | 141,908        | 100.0 | 28                  | 100.0 |

#### **Macro-economic indicators**

|             |  | 2009   | 2010   |
|-------------|--|--------|--------|
| Number of   | f private equity firms headquartered in country    | -      | 61     |
| of which    | venture capital firms                              | -      | 38     |
|             | buyout firms                                       | -      | 12     |
|             | generalist firms                                   | -      | 11     |
| Capital und | der management (€ million)                         | -      | 11,502 |
| of which    | venture capital firms                              | -      | 3,977  |
|             | buyout firms                                       | -      | 4,063  |
|             | generalist firms                                   | -      | 3,462  |
| Private eq  | uity investment as % of GDP                        |        |        |
| investr     | ments under market statistics                      | 0.17%  | 0.32%  |
| investr     | ments under industry statistics                    | 0.20%  | 0.37%  |
| GDP (€ bill | lion)*   | 351    | 414    |
| Private cor | nsumption (€ billion)*                             | 204    | 239    |
| Public con: | sumption (€ billion)*                              | 40     | 46     |
| Consumer    | prices (Dec. 2005=100)*                            | 99.1   | 99.7   |
| Producer p  | prices (May 2003=100)*                             | 100.3  | 100.3  |
| Interest ra | ates (3-month - interbank bid rate)*               | 0.1%   | 0.3%   |
| Interest ra | ates (10-year - harmonised government bond yield)* | 2.2%   | 1.6%   |
| Retail sale | s (2005=100)*                                      | 115.3  | 119.7  |
| Unemployr   | ment rate*   | 3.7%   | 3.9%   |
| M&A         |  |        |        |
| Value (     | (€ million)  | 25,651 | 24,940 |
| Numbe       | er of completed deals                              | 429    | 318    |
| IP0s        |  |        |        |
| Value (     | (€ million)  | 0      | 194    |
| Numbe       | er of listings                                     | 0      | 3      |

Source: Thomson Reuters

\* DATASTREAM

Note: Number and amount of M&A deals are split per country based on the location of the target

Number and amount of IPOs are split per country based on the location of the issuer

Number of private equity firms in existence: firms with at least one office in Europe, and that manage at least one direct investment programme/fund



# **Divestments** - Market statistics (by country of portfolio company)

|                                      |         | 2009  |           |       | 2010    |       |           |       |
|--------------------------------------|---------|-------|-----------|-------|---------|-------|-----------|-------|
|                                      | Amount  | 0.4   | Number of | 0.6   | Amount  | 0.4   | Number of | 0.1   |
| Amounts in € thousands               | at cost | %     | companies | %     | at cost | %     | companies | %     |
| Exit route                           |         |       |           |       |         |       |           |       |
| Divestment by trade sale             | 34,148  | 11.3  | 5         | 21.7  | 107,804 | 32.9  | 8         | 27.6  |
| Divestment by public offering        | 204,714 | 68.0  | 4         | 17.4  | 86,254  | 26.3  | 6         | 20.7  |
| Divestment on flotation (IPO)        | 0       |       | 0         |       | 32,500  |       | 1         |       |
| Sale of quoted equity                | 204,714 |       | 4         |       | 53,754  |       | 5         |       |
| Divestment by write-off              | 9,549   | 3.2   | 2         | 8.7   | 53,672  | 16.4  | 2         | 6.9   |
| Repayment of silent partnerships     | 0       | 0.0   | 0         | 0.0   | 635     | 0.2   | 1         | 3.4   |
| Repayment of principal loans         | 360     | 0.1   | 1         | 4.3   | 259     | 0.1   | 2         | 6.9   |
| Sale to another private equity house | 46,490  | 15.4  | 6         | 26.1  | 37,481  | 11.4  | 4         | 13.8  |
| Sale to financial institution        | 0       | 0.0   | 0         | 0.0   | 16,491  | 5.0   | 1         | 3.4   |
| Sale to management                   | 2,555   | 0.8   | 3         | 13.0  | 1,100   | 0.3   | 1         | 3.4   |
| Divestment by other means            | 3,203   | 1.1   | 2         | 8.7   | 24,069  | 7.3   | 4         | 13.8  |
| Total divestment                     | 301,020 | 100.0 | 23        | 100.0 | 327,763 | 100.0 | 28        | 100.0 |
| Sector focus                         |         |       |           |       |         |       |           |       |
| Agriculture                          | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Business & industrial products       | 5,881   | 2.0   | 2         | 8.7   | 66,071  | 20.2  | 4         | 14.3  |
| Business & industrial services       | 0       | 0.0   | 0         | 0.0   | 10,000  | 3.1   | 1         | 3.6   |
| Chemicals & materials                | 715     | 0.2   | 1         | 4.3   | 0       | 0.0   | 0         | 0.0   |
| Communications                       | 3,228   | 1.1   | 1         | 4.3   | 2,948   | 0.9   | 3         | 10.7  |
| Computer & consumer electronics      | 29,420  | 9.8   | 3         | 13.0  | 40,657  | 12.4  | 3         | 10.7  |
| Construction                         | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Consumer goods & retail              | 185,200 | 61.5  | 3         | 13.0  | 97,331  | 29.7  | 6         | 21.4  |
| Consumer services                    | 3,803   | 1.3   | 2         | 8.7   | 18,247  | 5.6   | 1         | 3.6   |
| Energy & environment                 | 3,445   | 1.1   | 2         | 8.7   | 26,024  | 7.9   | 2         | 7.1   |
| Financial services                   | 0       | 0.0   | 0         | 0.0   | 1,581   | 0.5   | 2         | 7.1   |
| Life sciences                        | 66,569  | 22.1  | 7         | 30.4  | 64,904  | 19.8  | 6         | 21.4  |
| Real estate                          | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Transportation                       | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Unknown                              | 2,760   | 0.9   | 2         | 8.7   | 0       | 0.0   | 0         | 0.0   |
| Total divestment                     | 301,020 | 100.0 | 23        | 100.0 | 327,763 | 100.0 | 28        | 100.0 |



### **Divestments** - Market statistics (by country of portfolio company)

**Venture Deals** 

|                                      |         | 2009  |           |       | 2010    |       |           |       |
|--------------------------------------|---------|-------|-----------|-------|---------|-------|-----------|-------|
|                                      | Amount  |       | Number of |       | Amount  |       | Number of |       |
| Amounts in € thousands               | at cost | %     | companies | %     | at cost | %     | companies | %     |
| Exit route                           |         |       |           |       |         |       |           |       |
| Divestment by trade sale             | 31,748  | 35.8  | 4         | 28.6  | 54,185  | 42.2  | 4         | 30.8  |
| Divestment by public offering        | 20,713  | 23.4  | 3         | 21.4  | 48,331  | 37.6  | 4         | 30.8  |
| Divestment on flotation (IPO)        | 0       |       | 0         |       | 0       |       | 0         |       |
| Sale of quoted equity                | 20,713  |       | 3         |       | 48,331  |       | 4         |       |
| Divestment by write-off              | 9,549   | 10.8  | 2         | 14.3  | 13,572  | 10.6  | 1         | 7.7   |
| Repayment of silent partnerships     | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Repayment of principal loans         | 360     | 0.4   | 1         | 7.1   | 21      | 0.0   | 1         | 7.7   |
| Sale to another private equity house | 23,098  | 26.0  | 2         | 14.3  | 9,502   | 7.4   | 2         | 15.4  |
| Sale to financial institution        | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Sale to management                   | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Divestment by other means            | 3,203   | 3.6   | 2         | 14.3  | 2,912   | 2.3   | 1         | 7.7   |
| Total divestment                     | 88,672  | 100.0 | 14        | 100.0 | 128,523 | 100.0 | 12        | 100.0 |
| Sector focus                         |         |       |           |       |         |       |           |       |
| Agriculture                          | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Business & industrial products       | 0       | 0.0   | 0         | 0.0   | 832     | 0.6   | 1         | 8.3   |
| Business & industrial services       | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Chemicals & materials                | 715     | 0.8   | 1         | 7.1   | 0       | 0.0   | 0         | 0.0   |
| Communications                       | 3,228   | 3.6   | 1         | 7.1   | 2,948   | 2.3   | 3         | 25.0  |
| Computer & consumer electronics      | 29,420  | 33.2  | 3         | 21.4  | 40,657  | 31.6  | 3         | 25.0  |
| Construction                         | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Consumer goods & retail              | 2,488   | 2.8   | 1         | 7.1   | 0       | 0.0   | 0         | 0.0   |
| Consumer services                    | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Energy & environment                 | 3,280   | 3.7   | 2         | 14.3  | 26,024  | 20.2  | 2         | 16.7  |
| Financial services                   | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Life sciences                        | 49,181  | 55.5  | 5         | 35.7  | 58,061  | 45.2  | 3         | 25.0  |
| Real estate                          | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Transportation                       | 0       | 0.0   | 0         | 0.0   | 0       | 0.0   | 0         | 0.0   |
| Unknown                              | 360     | 0.4   | 1         | 7.1   | 0       | 0.0   | 0         | 0.0   |
| Total divestment                     | 88,672  | 100.0 | 14        | 100.0 | 128,523 | 100.0 | 12        | 100.0 |



# **Divestments** - Market statistics (by country of portfolio company)

#### **Buyout & Growth Deals**

|                                      |                | 2009  |                     |       |                | 2010  | )                   |       |
|--------------------------------------|----------------|-------|---------------------|-------|----------------|-------|---------------------|-------|
| Amounts in € thousands               | Amount at cost | %     | Number of companies | %     | Amount at cost | %     | Number of companies | %     |
| Exit route                           |                |       |                     |       |                |       |                     |       |
| Divestment by trade sale             | 2,400          | 1.1   | 1                   | 9.1   | 53,619         | 26.9  | 4                   | 25.0  |
| Divestment by public offering        | 184,001        | 86.7  | 3                   | 27.3  | 37,923         | 19.0  | 2                   | 12.5  |
| Divestment on flotation (IPO)        | 0              |       | 0                   |       | 32,500         |       | 1                   |       |
| Sale of quoted equity                | 184,001        |       | 3                   |       | 5,423          |       | 1                   |       |
| Divestment by write-off              | 0              | 0.0   | 0                   | 0.0   | 40,100         | 20.1  | 1                   | 6.3   |
| Repayment of silent partnerships     | 0              | 0.0   | 0                   | 0.0   | 635            | 0.3   | 1                   | 6.3   |
| Repayment of principal loans         | 0              | 0.0   | 0                   | 0.0   | 238            | 0.1   | 1                   | 6.3   |
| Sale to another private equity house | 23,392         | 11.0  | 4                   | 36.4  | 27,979         | 14.0  | 2                   | 12.5  |
| Sale to financial institution        | 0              | 0.0   | 0                   | 0.0   | 16,491         | 8.3   | 1                   | 6.3   |
| Sale to management                   | 2,555          | 1.2   | 3                   | 27.3  | 1,100          | 0.6   | 1                   | 6.3   |
| Divestment by other means            | 0              | 0.0   | 0                   | 0.0   | 21,157         | 10.6  | 3                   | 18.8  |
| Total divestment                     | 212,348        | 100.0 | 11                  | 100.0 | 199,241        | 100.0 | 16                  | 100.0 |
| Sector focus                         |                |       |                     |       |                |       |                     |       |
| Agriculture                          | 0              | 0.0   | 0                   | 0.0   | 0              | 0.0   | 0                   | 0.0   |
| Business & industrial products       | 5,881          | 2.8   | 2                   | 18.2  | 65,239         | 32.7  | 3                   | 18.8  |
| Business & industrial services       | 0              | 0.0   | 0                   | 0.0   | 10,000         | 5.0   | 1                   | 6.3   |
| Chemicals & materials                | 0              | 0.0   | 0                   | 0.0   | 0              | 0.0   | 0                   | 0.0   |
| Communications                       | 0              | 0.0   | 0                   | 0.0   | 0              | 0.0   | 0                   | 0.0   |
| Computer & consumer electronics      | 0              | 0.0   | 0                   | 0.0   | 0              | 0.0   | 0                   | 0.0   |
| Construction                         | 0              | 0.0   | 0                   | 0.0   | 0              | 0.0   | 0                   | 0.0   |
| Consumer goods & retail              | 182,712        | 86.0  | 2                   | 18.2  | 97,331         | 48.9  | 6                   | 37.5  |
| Consumer services                    | 3,803          | 1.8   | 2                   | 18.2  | 18,247         | 9.2   | 1                   | 6.3   |
| Energy & environment                 | 165            | 0.1   | 1                   | 9.1   | 0              | 0.0   | 0                   | 0.0   |
| Financial services                   | 0              | 0.0   | 0                   | 0.0   | 1,581          | 0.8   | 2                   | 12.5  |
| Life sciences                        | 17,388         | 8.2   | 3                   | 27.3  | 6,843          | 3.4   | 3                   | 18.8  |
| Real estate                          | 0              | 0.0   | 0                   | 0.0   | 0              | 0.0   | 0                   | 0.0   |
| Transportation                       | 0              | 0.0   | 0                   | 0.0   | 0              | 0.0   | 0                   | 0.0   |
| Unknown                              | 2,400          | 1.1   | 1                   | 9.1   | 0              | 0.0   | 0                   | 0.0   |
| Total divestment                     | 212,348        | 100.0 | 11                  | 100.0 | 199,241        | 100.0 | 16                  | 100.0 |

#### Geographic flows of private equity

|   | 2009      | 2010      |
|---|-----------|-----------|
| Amounts in € thousands                                  | Amount    | Amount    |
| Investments by local private equity players             | 718,719   | 1,509,769 |
| (-) Foreign investments by local private equity players | (506,903) | (587,539) |
| (+) Local investments by foreign private equity players | 383,250   | 386,856   |
| Total investment in country                             | 595,066   | 1,309,086 |
|   | Amount    | Amount    |
| Divestments by local private equity players             | 152,284   | 141,908   |
| (-) Foreign divestments by local private equity players | (117,986) | (29,015)  |
| (+) Local divestments by foreign private equity players | 266,721   | 214,871   |
| Total divestment in country                             | 301,020   | 327,763   |