

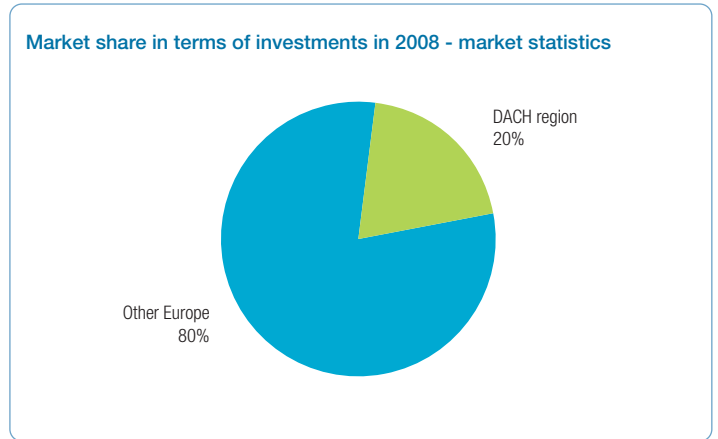
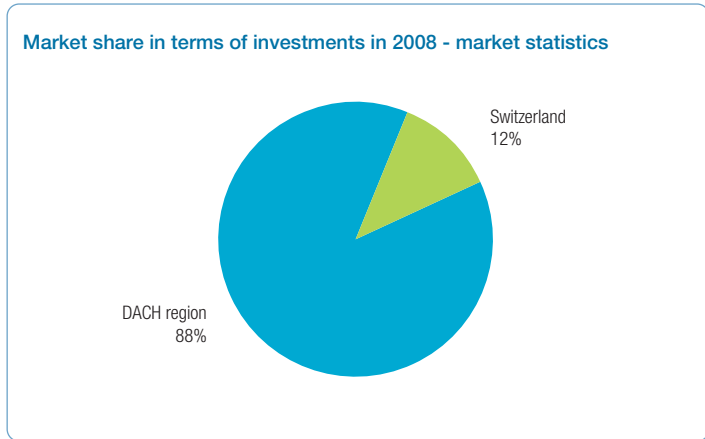


### Market size

In 2008, the private equity activity in Switzerland had the following characteristics:

- investment values represented 12% of the activity in the DACH countries
- fundraising represented more than a half and is nearly 30% higher than the German fundraising
- 74 firms were headquartered in Switzerland
- capital under management accounted for €12.8bn

In terms of investment, the Swiss market was slightly over one-tenth the size of Germany, the largest in the DACH region.

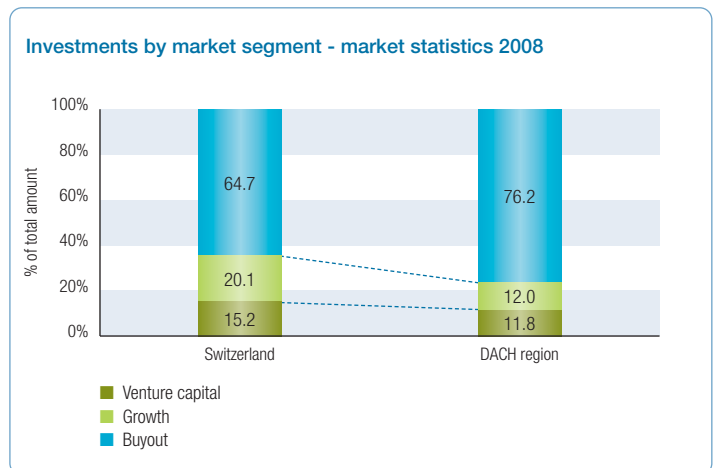
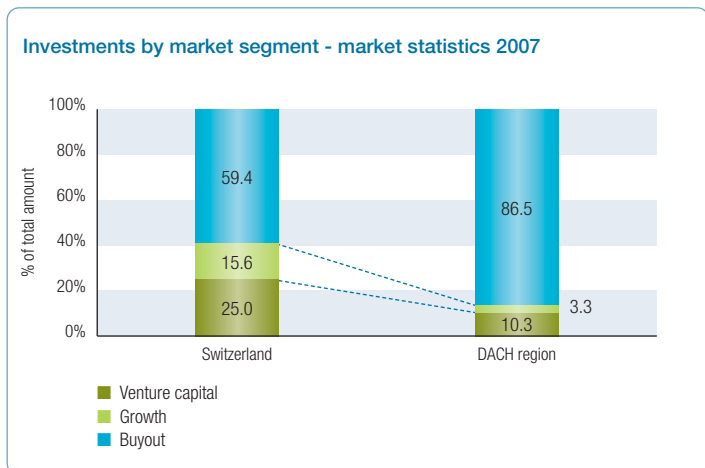


### Structure

In 2008, about 65% of the total amount was invested in buyout, 20% in growth and 15% in venture capital. In 2007, the shares of growth and venture in the total market were 15% and 25% respectively. However, more than 70% of the companies financed were venture companies compared with 65% in 2007. Of the private equity firms headquartered in Switzerland, 42 were venture firms and 10 were buyout firms. The remaining firms were active in both venture and buyout.

In 2008, the Swiss buyout industry represented 9% of the buyout investment values in the DACH region:

- total transaction value of buyouts was €2bn
- more than half of the total equity invested in buyouts went to mid-market deals
- one large buyout took place with an equity contribution by private equity firms of 27%
- more than two-thirds of the companies that receive buyout financing were small buyouts
- the average equity contribution of private equity firms in Switzerland was 33%



The Swiss venture share of the DACH venture industry was 13%:

- of the total amount directed to venture stage, the share dedicated to early-stage companies increased from one-third in 2007 to more than a half in 2008
- over 80% of the number of companies financed belonged to the early stage

Swiss growth capital deals represented 16% of the total amount invested in growth capital in the DACH region. The share of growth capital in the total amount invested in Switzerland (20%) was the highest among DACH countries.

## Evolution of activity

### Fundraising

The amount raised by Swiss private equity firms in 2008 (€3.1bn) was more than double the level of fundraising in 2007. This large increase was due to the raising of a new €1bn fund focused on life sciences.

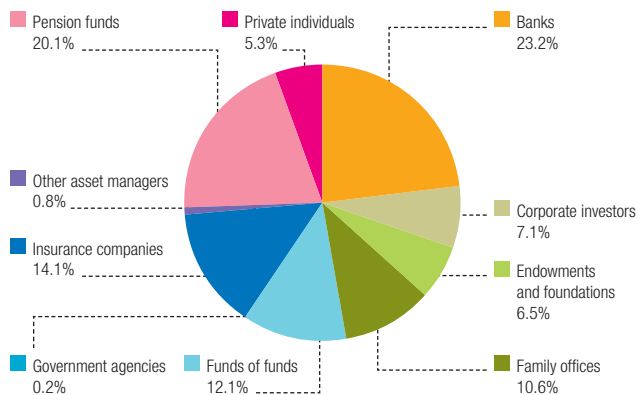
When looking at the type of investors in 2008, several trends emerge:

- while in 2007 the largest contributors were banks and pension funds, in 2008 family offices and private individuals ranked first
- insurance companies contributed significantly less, representing only 5% of the total
- corporate investors increased their contributions more than threefold

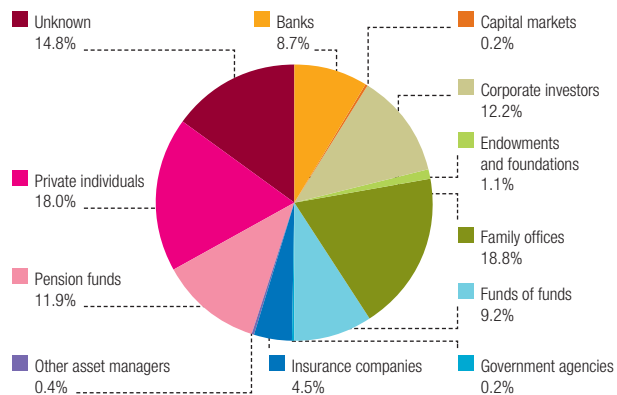
Evolution of private equity funds raised - industry statistics



Private equity raised by type of investor in 2007



Private equity raised by type of investor in 2008



Most commitments came from domestic investors:

- in 2008, domestic investors provided 75% of the €3.1bn raised, while in 2007 they provided only 10% of the €1.4bn of fundraising
- the contribution of non-domestic European investors to the Swiss funds decreased by 15%
- the main non-domestic European contributors were British and German investors
- US LPs contributed more than 70% to funds raised from outside Europe

Altogether, six funds reached final closing, raising a total of €2.4bn:

- one was a venture fund, three were growth funds and the remaining two were buyout funds
- the average size of the buyout funds increased by one-third compared with 2007
- only one of the funds had a specific focus on life sciences, while all others were generalist funds

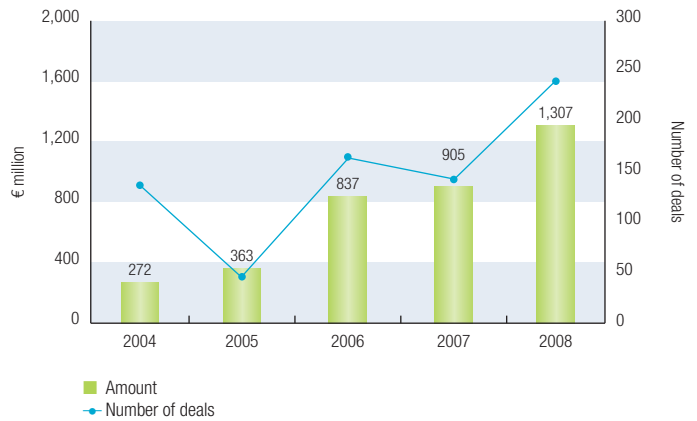
**Investments**

In 2008, private equity firms based in Switzerland invested a total of €1.3bn in 201 companies. Compared with 2007, the amount invested increased by 45%. During the past five years, investment values grew by an annual average rate of 54%.

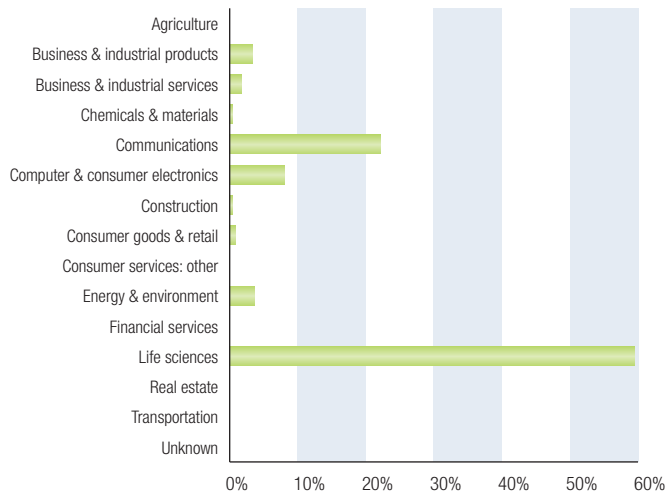
When looking at investments into Swiss companies in 2008, the following trends emerge:

- the total amount invested fell by 21%, while the number of companies financed increased by 19%, reflecting a smaller average deal size in the venture segment
- compared with 2007, buyout values decreased by 15% and the number of companies financed by about 22%
- the amount invested in venture decreased by 52%
- number of companies financed in the venture space increased by 25%
- growth capital values remained stable, yet provided finance to more companies

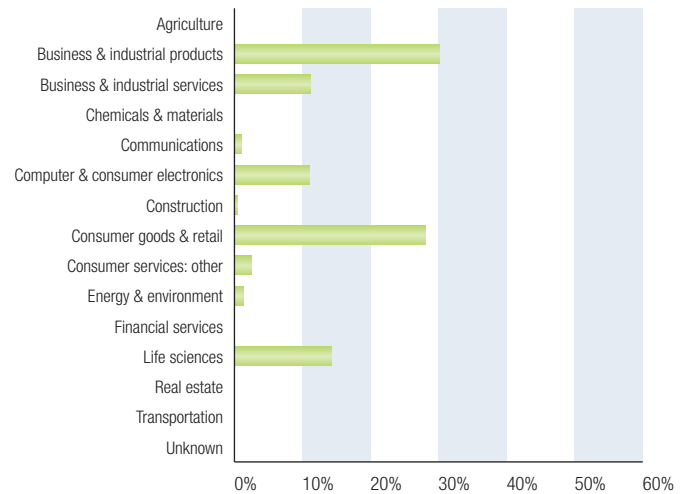
Evolution of private equity investments - industry statistics



Venture investments by sector in 2008 - market statistics



Buyout & growth investments by sector in 2008 - market statistics



The largest amount of investment flowed to business & industrial products, followed by consumer goods & retail, and life sciences:

- by number of companies, life sciences attracted the biggest share, with more than one-third of the total
- business & industrial products ranked first, both by amount and by number of companies financed through buyout & growth deals
- life sciences took the lion's share – 60% – from the total amount invested in venture, and 45% of the number of companies financed

### Divestments

In 2008, private equity firms based in Switzerland exit 24 companies with a total cost divested of €130 m, close to the 2004 level. Compared to 2007, the amount divested at cost in 2008 halves.

When looking at the Swiss exit environment, the main aspects are:

- total amount divested at cost increased by 10%
- more than 75% of the amount is divested by means of trade sale for nearly 30% of all companies divested
- repayment of principal loans becomes the second most common divestment method
- the main exited sector by amount is transportation, and by number of companies, consumer goods & retail and life sciences
- in the venture segment, exited companies are only from the life sciences and computer & consumer electronics sector
- in the buyout & growth segment, most companies divested are in the consumer goods & retail sector

### Investment flows

In 2008, as in 2007, private equity firms based in Switzerland invest more than 70% of the total amount in companies located outside Switzerland:

- the main recipients of these flows are Germany, the UK and US. In 2007, the three main beneficiaries are Belgium, Germany, and the US
- the share of non-domestic investors in the total invested in Swiss companies decreases from 84% in 2007 to 64% in 2008
- the outflow to inflow ratio is 1.4
- the main importers of capital are firms from the UK, followed from a distance by Spain, Germany and Italy

The sector preferences of local and foreign private equity firms investing in Switzerland are as follows:

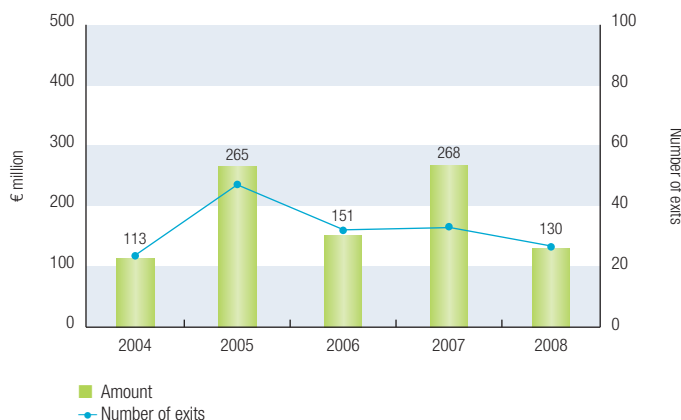
- foreign firms invest the largest amount in business & industrial products, followed by consumer goods & retail and life sciences
- local firms put most funds into life sciences and business & industrial products, followed by energy & environment
- by number of investments, life sciences is the leader for both local and foreign players
- the average deal size of domestic investments made by local firms amounts to €4.5m
- the average deal size of investments made by foreign firms amounts to €6.3m

### Divestment flows

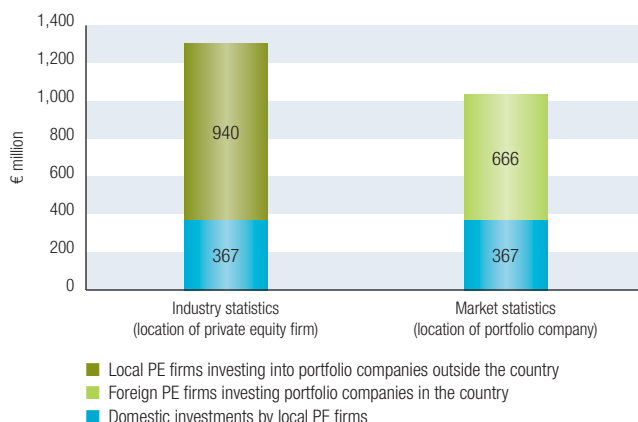
In 2008, more than 60% of the amount divested at cost by local private equity firms comes from exits of foreign companies:

- local firms divest €46m from nine Swiss companies
- local firms divest €83m from 15 foreign companies
- foreign firms divest €348 m from 13 Swiss companies

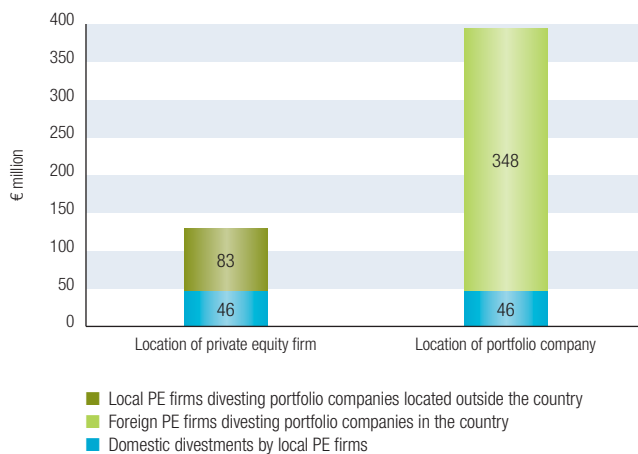
Evolution of private equity divestments - industry statistics



Geographical flows of investments in 2008



Geographical flows of divestments in 2008





## Funds raised - industry statistics - INCREMENTAL CLOSINGS DURING YEAR

Amounts in € thousands	2007		2008	
	Amount	%	Amount	%
<b>Funds raised by source</b>				
Independent funds raised	1,433,889	97.0	2,699,120	87.6
Amount raised by captives	0	0.0	352,330	11.4
<b>New funds raised</b>	<b>1,433,889</b>	<b>97.0</b>	<b>3,051,450</b>	<b>99.0</b>
Realised capital gains	43,900	3.0	30,000	1.0
<b>Total funds raised</b>	<b>1,477,789</b>	<b>100.0</b>	<b>3,081,450</b>	<b>100.0</b>
<b>Funds raised by fund stage focus</b>				
Early-stage	126,205	8.5	43,330	1.4
Later stage venture	26,660	1.8	0	0.0
Balanced	546,300	37.0	400,740	13.0
<b>Total venture</b>	<b>699,165</b>	<b>47.3</b>	<b>444,070</b>	<b>14.4</b>
Growth capital	111,000	7.5	1,464,350	47.5
Buyout	667,624	45.2	1,136,130	36.9
Mezzanine	0	0.0	0	0.0
Generalist	0	0.0	36,900	1.2
<b>Total funds raised</b>	<b>1,477,789</b>	<b>100.0</b>	<b>3,081,450</b>	<b>100.0</b>
<b>Funds raised by type of investor</b>				
Academic institutions	0	0.0	0	0.0
Banks	332,154	23.2	265,210	8.7
Capital markets	0	0.0	6,900	0.2
Corporate investors	101,725	7.1	372,790	12.2
Endowments and foundations	92,931	6.5	34,410	1.1
Family offices	152,195	10.6	572,140	18.8
Fund of funds	174,124	12.1	281,520	9.2
Government agencies	3,174	0.2	5,150	0.2
Insurance companies	201,515	14.1	137,850	4.5
Other asset managers (including private equity houses other than fund of funds)	11,275	0.8	13,090	0.4
Pension funds	288,151	20.1	363,900	11.9
Private individuals	76,645	5.3	547,750	18.0
Unknown	0	0.0	450,740	14.8
<b>New funds raised</b>	<b>1,433,889</b>	<b>100.0</b>	<b>3,051,450</b>	<b>100.0</b>
<b>Geographic sources of funds raised</b>				
Within Europe	757,003	52.8	2,810,128	92.1
Domestic	137,671	9.6	2,282,979	74.8
Non-domestic	619,333	43.2	527,150	17.3
Outside Europe	676,886	47.2	241,322	7.9
<b>New funds raised</b>	<b>1,433,889</b>	<b>100.0</b>	<b>3,051,450</b>	<b>100.0</b>



## Funds raised - industry statistics - FINAL CLOSINGS IN THE YEAR BY INDEPENDENT FUNDS - CUMULATIVE AMOUNT RAISED SINCE INCEPTION

Amounts in € thousands	2007			2008		
	Amount	Number of funds	Average fund size	Amount	Number of funds	Average fund size
<b>ALL PRIVATE EQUITY</b>						
<b>Funds raised by fund stage focus</b>						
Early-stage	0	0	0	66,000	1	66,000
Later stage venture	0	0	0	0	0	0
Balanced	546,300	3	182,100	0	0	0
<b>Total venture</b>	<b>546,300</b>	<b>3</b>	<b>182,100</b>	<b>66,000</b>	<b>1</b>	<b>66,000</b>
Growth	0	0	0	1,587,290	3	529,097
Buyout	576,000	2	288,000	768,860	2	384,430
Mezzanine	0	0	0	0	0	0
Generalist	0	0	0	0	0	0
<b>Independent funds raised</b>	<b>1,122,300</b>	<b>5</b>	<b>224,460</b>	<b>2,422,150</b>	<b>6</b>	<b>403,692</b>
<b>Funds raised by fund sectoral focus</b>						
Agriculture, chemicals and materials	0	0	0	0	0	0
Business and industrial products and services	0	0	0	0	0	0
Consumer products, services and retail	0	0	0	0	0	0
Energy and environment	151,300	1	151,300	0	0	0
Financial services	0	0	0	0	0	0
ICT	0	0	0	0	0	0
Life sciences	45,000	1	45,000	1,000,000	1	1,000,000
Generalist	926,000	3	308,667	1,422,150	5	284,430
<b>Independent funds raised</b>	<b>1,122,300</b>	<b>5</b>	<b>224,460</b>	<b>2,422,150</b>	<b>6</b>	<b>403,692</b>

Amounts in € thousands	2007				2008			
	Venture		Buyout*		Venture		Buyout*	
	Amount	Number of funds	Amount	Number of funds	Amount	Number of funds	Amount	Number of funds
<b>Funds raised by fund sectoral focus by segment</b>								
Agriculture, chemicals and materials	0	0	0	0	0	0	0	0
Business and industrial products and services	0	0	0	0	0	0	0	0
Consumer products, services and retail	0	0	0	0	0	0	0	0
Energy and environment	151,300	1	0	0	0	0	0	0
Financial services	0	0	0	0	0	0	0	0
ICT	0	0	0	0	0	0	0	0
Life sciences	45,000	1	0	0	0	0	1,000,000	1
Generalist	350,000	1	576,000	2	66,000	1	1,356,150	4
<b>Independent funds raised</b>	<b>546,300</b>	<b>3</b>	<b>576,000</b>	<b>2</b>	<b>66,000</b>	<b>1</b>	<b>2,356,150</b>	<b>5</b>

\* Buyout includes Growth, Mezzanine and Buyout funds



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

Amounts in € thousands	2007						2008						
	Amount	%	Number of investments	%	Number of companies	%	Amount	%	Number of investments	%	Number of companies	%	
<b>ALL PRIVATE EQUITY</b>													
<b>Stage distribution of investments</b>													
Seed	15,282	1.7	27	19.0	26	20.8	37,089	2.8	40	16.8	38	18.4	
Start-up	155,830	17.2	48	33.8	43	34.4	153,756	11.8	67	28.2	54	26.2	
Later stage venture	268,743	29.7	47	33.1	40	32.0	208,262	15.9	55	23.1	48	23.3	
<b>Total venture</b>	<b>439,855</b>	<b>48.6</b>	<b>122</b>	<b>85.9</b>	<b>109</b>	<b>87.2</b>	<b>399,107</b>	<b>30.5</b>	<b>162</b>	<b>68.1</b>	<b>140</b>	<b>67.9</b>	
Growth	4,612	0.5	3	2.1	2	1.6	251,056	19.2	23	9.7	15	7.3	
Rescue/Turnaround	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	
Replacement capital	26,154	2.9	1	0.7	1	0.8	120	0.0	1	0.4	1	0.5	
Buyout	434,249	48.0	16	11.3	13	10.4	656,705	50.3	52	21.8	50	24.3	
<b>Total investment</b>	<b>904,870</b>	<b>100.0</b>	<b>142</b>	<b>100.0</b>	<b>124</b>	<b>100.0</b>	<b>1,306,987</b>	<b>100.0</b>	<b>238</b>	<b>100.0</b>	<b>201</b>	<b>101.7</b>	
<b>Sectoral distribution of investments</b>													
Agriculture	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	
Business and industrial products	50,832	5.6	6	4.2	6	4.8	239,220	18.3	18	7.6	16	8.0	
Business and industrial services	23,728	2.6	6	4.2	4	3.2	16,313	1.2	10	4.2	2	1.0	
Chemicals and materials	6,957	0.8	4	2.8	2	1.6	14,773	1.1	5	2.1	5	2.5	
Communications	41,443	4.6	14	9.9	12	9.7	125,229	9.6	32	13.4	31	15.4	
Computer and consumer electronics	312,265	34.5	35	24.7	31	25.0	132,564	10.1	26	10.9	22	10.9	
Construction	305	0.0	1	0.7	1	0.8	4,407	0.3	2	0.8	2	1.0	
Consumer goods and retail	141,789	15.7	8	5.6	8	6.5	96,214	7.4	14	5.9	12	6.0	
Consumer services: other	4,704	0.5	1	0.7	1	0.8	29,349	2.2	3	1.3	3	1.5	
Energy and environment	699,766	7.7	11	7.8	10	8.1	158,063	12.1	22	9.2	18	9.0	
Financial services	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	
Life sciences	248,421	27.5	54	38.0	47	37.9	324,019	24.8	77	32.4	61	30.3	
Real estate	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	
Transportation	4,450	0.5	2	1.4	2	1.6	19,230	1.5	1	0.4	1	0.5	
Unknown	0	0.0	0	0.0	0	0.0	147,607	11.3	28	11.8	28	13.9	
<b>Total investment</b>	<b>904,870</b>	<b>100.0</b>	<b>142</b>	<b>100.0</b>	<b>124</b>	<b>100.0</b>	<b>1,306,987</b>	<b>100.0</b>	<b>238</b>	<b>100.0</b>	<b>201</b>	<b>100.0</b>	
<b>Subtotal high-tech</b>	<b>165,983</b>	<b>18.3</b>	<b>60</b>	<b>42.3</b>	<b>55</b>	<b>44.4</b>	<b>348,013</b>	<b>26.6</b>	<b>81</b>	<b>34.0</b>	<b>66</b>	<b>32.8</b>	
<b>Syndication of investments</b>													
No syndication	411,853	45.5	37	26.1	35	28.0	608,861	46.6	127	53.4	111	55.2	
Syndication	438,417	48.5	104	73.2	89	71.2	698,126	53.4	111	46.6	90	44.8	
Unknown	54,600	6.0	1	0.7	1	0.8	0	0.0	0	0.0	0	0.0	
<b>Total investment</b>	<b>904,870</b>	<b>100.0</b>	<b>142</b>	<b>100.0</b>	<b>124</b>	<b>100.0</b>	<b>1,306,987</b>	<b>100.0</b>	<b>238</b>	<b>100.0</b>	<b>201</b>	<b>100.0</b>	
<b>Initial vs follow-on</b>													
Initial for the company	350,905	38.8	56	39.4	47	37.9	643,643	49.2	116	48.7	111	53.6	
Follow-on investment for the company	310,254	34.3	63	44.4	54	43.6	405,192	31.0	87	36.6	72	34.8	
Unknown	243,711	26.9	23	16.2	23	18.5	258,152	19.8	35	14.7	24	11.6	
<b>Total investment</b>	<b>904,870</b>	<b>100.0</b>	<b>142</b>	<b>100.0</b>	<b>124</b>	<b>100.0</b>	<b>1,306,987</b>	<b>100.0</b>	<b>238</b>	<b>100.0</b>	<b>201</b>	<b>100.0</b>	
<b>Initial for the private equity firm</b>	<b>356,765</b>	<b>39.4</b>	<b>57</b>	<b>40.1</b>	<b>58</b>	<b>46.8</b>	<b>790,045</b>	<b>60.4</b>	<b>130</b>	<b>54.6</b>	<b>125</b>	<b>62.2</b>	
<b>Geographic distribution of investments</b>													
Domestic	211,606	23.4	53	37.3	42	33.9	367,277	28.1	82	34.5	59	29.4	
Other European countries	520,033	57.5	54	38.0	49	39.5	815,903	62.4	115	48.3	106	52.7	
Non-European countries	173,231	19.1	35	24.7	33	26.6	123,808	9.5	41	17.2	36	17.9	
<b>Total investment</b>	<b>904,870</b>	<b>100.0</b>	<b>142</b>	<b>100.0</b>	<b>124</b>	<b>100.0</b>	<b>1,306,987</b>	<b>100.0</b>	<b>238</b>	<b>100.0</b>	<b>201</b>	<b>100.0</b>	
<b>Main non-domestic investments</b>													
<b>2007</b>	<b>2008</b>												
Belgium	Germany	247,822	27.4	4	2.8	4	1.24	307,899	23.6	47	19.7	44	21.9
Germany	United Kingdom	195,210	21.6	23	16.2	20	1.24	168,254	12.9	21	8.8	21	10.4
United States	United States	154,819	17.1	32	22.5	30	1.24	106,326	8.1	34	14.3	29	14.4



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

Amounts in € thousands	2007						2008					
	Equity Amount	%	Number of investments	%	Number of companies	%	Equity Amount	%	Number of investments	%	Number of companies	%
<b>BUYOUT DEALS</b>												
<b>Buyouts split by investment size</b>												
Small	19,037	4.4	7	43.8	5	35.7	224,396	34.2	43	82.7	42	82.4
Mid-market	178,612	41.1	8	50.0	8	57.1	432,308	65.8	9	17.3	9	17.6
Large	236,600	54.5	1	6.3	1	7.1	0	0.0	0	0.0	0	0.0
Mega	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
<b>Total buyout</b>	<b>434,249</b>	<b>100.0</b>	<b>16</b>	<b>100.0</b>	<b>13</b>	<b>100.0</b>	<b>656,705</b>	<b>100.0</b>	<b>52</b>	<b>100.0</b>	<b>50</b>	<b>100.0</b>

Amounts in € thousands	2007						2008					
	Amount	%	Number of investments	%	Number of companies	%	Amount	%	Number of investments	%	Number of companies	%
<b>ALL PRIVATE EQUITY</b>												
<b>Distribution of investments by investor type</b>												
Independent	817,094	90.3	99	69.7	83	66.4	1,142,176	87.4	195	81.9	166	81.8
Captive	87,776	9.7	43	30.3	42	33.6	164,812	12.6	43	18.1	37	18.2
Public sector	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
<b>Total investment</b>	<b>904,870</b>	<b>100.0</b>	<b>142</b>	<b>100.0</b>	<b>124</b>	<b>100.0</b>	<b>1,306,987</b>	<b>100.0</b>	<b>238</b>	<b>100.0</b>	<b>201</b>	<b>100.0</b>

## Portfolio at cost

Amounts in € thousands	2007				2008		
	Amount	Number investments/divestments	Number of companies		Amount	Number investments/divestments	Number of companies
Portfolio at cost 1st Jan	2,836,280				3,473,457		
Total investment in year	904,870	142	124		1,306,987	238	201
Total divestment in year	(267,693)	33	28		(129,713)	26	24
<b>Portfolio at cost 31st Dec</b>	<b>3,473,457</b>				<b>4,650,731</b>		





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

Amounts in € thousands	2007						2008					
	Amount	%	Number of investments	%	Number of companies	%	Amount	%	Number of investments	%	Number of companies	%
<b>ALL PRIVATE EQUITY</b>												
<b>Stage distribution of investments</b>												
Seed	14,104	1.1	25	18.2	23	27.4	19,453	1.9	32	19.5	29	28.7
Start-up	95,231	7.3	37	27.0	18	21.4	73,570	7.1	61	37.2	28	27.7
Later stage venture	215,741	16.6	32	23.4	18	21.4	64,355	6.2	27	16.5	17	16.8
<b>Total venture</b>	<b>325,077</b>	<b>25.0</b>	<b>94</b>	<b>68.6</b>	<b>55</b>	<b>65.5</b>	<b>157,377</b>	<b>15.2</b>	<b>120</b>	<b>73.2</b>	<b>69</b>	<b>73.3</b>
Growth	203,628	15.6	1	0.7	1	1.2	207,949	20.1	14	8.5	6	5.9
Rescue/Turnaround	0	0.0	0	0.0	0	0.0	5,008	0.5	1	0.6	1	1.0
Replacement capital	8	0.0	1	0.7	1	1.2	4,626	0.4	2	1.2	2	2.0
Buyout	772,603	59.4	41	29.9	23	27.4	658,817	63.7	27	16.5	18	17.8
<b>Total investment</b>	<b>1,301,316</b>	<b>100.0</b>	<b>137</b>	<b>100.0</b>	<b>80</b>	<b>100.0</b>	<b>1,033,777</b>	<b>100.0</b>	<b>164</b>	<b>100.0</b>	<b>95</b>	<b>100.0</b>
<b>Sectoral distribution of investments</b>												
Agriculture	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Business and industrial products	298,012	22.9	14	10.2	9	11.3	269,475	26.1	18	11.0	12	12.6
Business and industrial services	25,733	2.0	6	4.4	4	5.0	100,550	9.7	12	7.3	3	3.2
Chemicals and materials	1,670	0.1	4	2.9	2	2.5	618	0.1	2	1.2	2	2.1
Communications	26,993	2.1	5	3.7	5	6.2	44,993	4.4	18	11.0	14	14.7
Computer and consumer electronics	84,031	6.5	42	30.7	22	27.5	109,440	10.6	20	12.2	16	16.8
Construction	305	0.0	1	0.7	1	1.3	4,407	0.4	2	1.2	2	2.1
Consumer goods and retail	358,009	27.5	7	5.1	6	7.5	246,724	23.9	11	6.7	7	7.4
Consumer services: other	280,890	21.6	10	7.3	3	3.7	22,000	2.1	1	0.6	1	1.1
Energy and environment	31,370	2.4	5	3.6	3	3.7	16,840	1.6	5	3.0	5	5.3
Financial services	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Life sciences	174,303	13.4	42	30.7	24	30.0	218,728	21.2	75	45.7	33	34.7
Real estate	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Transportation	20,000	1.5	1	0.7	1	1.3	0	0.0	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
<b>Total investment</b>	<b>1,301,316</b>	<b>100.0</b>	<b>137</b>	<b>100.0</b>	<b>80</b>	<b>100.0</b>	<b>1,033,777</b>	<b>100.0</b>	<b>164</b>	<b>100.0</b>	<b>95</b>	<b>100.0</b>
<b>Subtotal high-tech</b>	<b>72,049</b>	<b>5.5</b>	<b>53</b>	<b>38.7</b>	<b>32</b>	<b>40.0</b>	<b>193,153</b>	<b>18.7</b>	<b>68</b>	<b>41.5</b>	<b>42</b>	<b>44.2</b>
<b>Syndication of investments</b>												
No syndication	385,159	29.6	55	40.1	43	53.1	234,194	22.7	82	50.0	57	57.6
Syndication	619,825	47.6	77	56.2	33	40.7	799,583	77.3	82	50.0	42	42.4
Unknown	296,332	22.8	5	3.7	5	6.2	0	0.0	0	0.0	0	0.0
<b>Total Investment</b>	<b>1,301,316</b>	<b>100.0</b>	<b>137</b>	<b>100.0</b>	<b>80</b>	<b>100.0</b>	<b>1,033,777</b>	<b>100.0</b>	<b>164</b>	<b>100.0</b>	<b>95</b>	<b>100.0</b>
<b>Initial vs follow-on</b>												
Initial for the company	899,645	69.1	47	34.3	29	35.4	717,247	69.4	79	48.2	59	54.6
Follow-on investment for the company	383,532	29.5	66	48.2	30	36.6	131,993	12.8	62	37.8	36	33.3
Unknown	18,139	1.4	24	17.5	23	28.0	184,537	17.8	23	14.0	13	12.0
<b>Total investment</b>	<b>1,301,316</b>	<b>100.0</b>	<b>137</b>	<b>100.0</b>	<b>80</b>	<b>100.0</b>	<b>1,033,777</b>	<b>100.0</b>	<b>164</b>	<b>100.0</b>	<b>95</b>	<b>100.0</b>
<b>Initial for the private equity firm</b>	<b>977,228</b>	<b>75.1</b>	<b>51</b>	<b>37.2</b>	<b>30</b>	<b>37.5</b>	<b>738,883</b>	<b>71.5</b>	<b>85</b>	<b>51.8</b>	<b>64</b>	<b>67.4</b>



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

Amounts in € thousands	2007					2008					
	Amount (equity value)	%	Number of companies	Transaction value	%	Amount (equity value)	%	Number of companies	Transaction value	%	
<b>BUYOUT DEALS</b>											
<b>Buyouts split by investment size</b>											
Small	-	-	-	-	-	109,781	16.7	13	68.4	258,330	13.1
Mid-market	-	-	-	-	-	359,035	54.5	5	26.3	1,014,796	51.5
Large	-	-	-	-	-	190,000	28.8	1	5.3	698,000	35.4
Mega	-	-	-	-	-	0	0.0	0	0.0	0	0.0
<b>Total buyout</b>	-	-	-	-	-	<b>658,817</b>	<b>100.0</b>	<b>18</b>	<b>100.0</b>	<b>1,971,126</b>	<b>100.0</b>

*Note: The difference between the "equity value" and "transaction value" consists of the participation of syndicate members other than private equity firms (i.e. corporates, individuals, financial institutions) and leverage (debt provided by banks or other providers)*



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

Amounts in € thousands	2007						2008					
	Amount	%	Number of investments	%	Number of companies	%	Amount	%	Number of investments	%	Number of companies	%
<b>Sectoral distribution of investments</b>												
<b>VENTURE DEALS</b>												
Agriculture	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Business and industrial products	11,960	3.7	1	1.1	1	1.8	5,307	3.4	2	1.7	2	2.9
Business and industrial services	304	0.1	2	2.1	2	3.6	2,737	1.7	2	1.7	1	1.4
Chemicals and materials	1,662	0.5	3	3.2	1	1.8	618	0.4	2	1.7	2	2.9
Communications	9,149	2.8	4	4.3	4	7.3	34,993	22.2	17	14.2	13	18.8
Computer and consumer electronics	61,988	19.1	39	41.5	20	36.4	12,716	8.1	19	15.8	15	21.7
Construction	305	0.1	1	1.1	1	1.8	254	0.2	1	0.8	1	1.4
Consumer goods and retail	75,000	23.1	1	1.1	1	1.8	1,467	0.9	2	1.7	1	1.4
Consumer services: other	106	0.0	1	1.1	1	1.8	0	0.0	0	0.0	0	0.0
Energy and environment	22,369	6.9	2	2.1	2	3.6	5,664	3.6	3	2.5	3	4.3
Financial services	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Life sciences	142,233	43.8	40	42.6	22	40.0	93,621	59.5	72	60.0	31	44.9
Real estate	0	0.0	0	0.0	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	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
<b>Total investment</b>	<b>325,076</b>	<b>100.0</b>	<b>94</b>	<b>100.0</b>	<b>55</b>	<b>100.0</b>	<b>157,377</b>	<b>100.0</b>	<b>120</b>	<b>100.0</b>	<b>69</b>	<b>100.0</b>
<b>Subtotal high-tech</b>	<b>72,049</b>	<b>5.5</b>	<b>53</b>	<b>38.7</b>	<b>32</b>	<b>40.0</b>	<b>81,422</b>	<b>51.7</b>	<b>65</b>	<b>54.2</b>	<b>39</b>	<b>56.5</b>
<b>BUYOUT &amp; GROWTH DEALS</b>												
Agriculture	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Business and industrial products	286,052	29.3	13	30.2	8	32.0	264,168	30.1	16	36.4	10	38.5
Business and industrial services	25,430	2.6	4	9.3	2	8.0	97,813	11.2	10	22.7	2	7.7
Chemicals and materials	8	0.0	1	2.3	1	4.0	0	0.0	0	0.0	0	0.0
Communications	17,844	1.8	1	2.3	1	4.0	10,000	1.1	1	2.3	1	3.8
Computer and consumer electronics	22,043	2.3	3	7.0	2	8.0	96,724	11.0	1	2.3	1	3.8
Construction	0	0.0	0	0.0	0	0.0	4,153	0.5	1	2.3	1	3.8
Consumer goods and retail	283,009	29.0	6	14.0	5	20.0	245,258	28.0	9	20.5	6	23.1
Consumer services: other	280,784	28.8	9	20.9	2	8.0	22,000	2.5	1	2.3	1	3.8
Energy and environment	9,000	0.9	3	7.0	1	4.0	11,176	1.3	2	4.5	2	7.7
Financial services	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Life sciences	32,070	3.3	2	4.7	2	8.0	125,107	14.3	3	6.8	2	7.7
Real estate	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Transportation	20,000	2.0	1	2.3	1	4.0	0	0.0	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
<b>Total investment</b>	<b>976,239</b>	<b>100.0</b>	<b>43</b>	<b>100.0</b>	<b>25</b>	<b>100.0</b>	<b>876,399</b>	<b>100.0</b>	<b>44</b>	<b>100.0</b>	<b>26</b>	<b>100.0</b>
<b>Subtotal high-tech</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0.0</b>	<b>111,731</b>	<b>12.7</b>	<b>3</b>	<b>6.8</b>	<b>3</b>	<b>11.5</b>



## Divestments - by country of private equity firm

Amounts in € thousands	2007						2008					
	Amount at cost	%	Number of divestments	%	Number of companies	%	Amount at cost	%	Number of divestments	%	Number of companies	%
<b>Divestments at cost by exit route</b>												
Divestment by trade sale	130,469	48.7	15	45.4	14	45.2	33,019	25.5	11	42.3	11	42.3
Divestment by public offering	35,207	13.2	4	12.1	4	12.9	1,514	1.2	1	3.8	1	3.8
Divestment on flotation (IPO)	5,085		1		1		1,514		1		1	
Sale of quoted equity	30,122		3		3		0		0		0	
Divestment by write-off	0	0.0	0	0.0	0	0.0	5,690	4.4	1	3.9	1	3.8
Repayment of silent partnerships	0	0.0	0	0.0	0	0.0	5,331	4.1	1	3.9	1	3.8
Repayment of principal loans	75,749	28.3	2	6.1	2	6.4	10,353	8.0	2	7.7	2	7.7
Sale to another private equity house	14,509	5.4	7	21.2	7	22.6	56,080	43.2	4	15.4	4	15.4
Sale to financial institution	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Sale to management (MBO)	11,759	4.4	5	15.2	4	12.9	13,537	10.4	4	15.4	4	15.4
Divestment by other means	0	0.0	0	0.0	0	0.0	4,190	3.2	2	7.7	2	7.7
<b>Total divestment</b>	<b>267,693</b>	<b>100.0</b>	<b>33</b>	<b>100.0</b>	<b>28</b>	<b>100.0</b>	<b>129,713</b>	<b>100.0</b>	<b>26</b>	<b>100.0</b>	<b>24</b>	<b>100.0</b>

## Macro-economic indicators

	2007	2008
Number of private equity firms headquartered in country	95	74
of which venture capital firms	-	42
buyout firms	-	10
generalist firms	-	22
Capital under management (€ million)	-	12,816.9
of which venture capital firms	-	6,545.5
buyout firms	-	2,133.7
generalist firms	-	4,137.7
Private equity investment as % of GDP		
investments under market statistics	0.421%	0.312%
investments under industry statistics	0.292%	0.394%
GDP (€ billions)*	309.4	331.6
Private consumption*	178.9	190.9
Public consumption*	33.3	35.4
Consumer prices (Dec. 2005=100)*	101.2	103.7
Producer prices (2005=100)*	101.2	103.7
Interest rates (3-month)**	2.62%	0.20%
Interest rates (10-year)**	2.93%	2.90%
Retail sales (1949=100)*	919.7	958.0
Unemployment rate*	2.8%	2.6%
M&A		
Value (€ million)	26,032	94,521
Number of completed deals	324	388
IPOs		
Value (€ million)	1,349	178
Number of listings	11	4

Source: Thomson Reuters

\* National Source

\*\* European Banking Federation &amp; Financial Market Association

\*\*\* European Central Bank &amp; EUROSTAT

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



## Divestments - by country of portfolio company

Amounts in € thousands	2007						2008					
	Amount at cost	%	Number of divestments	%	Number of companies	%	Amount at cost	%	Number of divestments	%	Number of companies	%
<b>ALL PRIVATE EQUITY</b>												
<b>Divestment at cost by exit route</b>												
Divestment by trade sale	202,272	56.6	17	41.5	13	40.6	306,005	77.5	7	25.9	7	29.2
Divestment by public offering	18,271	5.1	9	22.0	6	18.8	1,126	0.3	5	18.5	3	12.5
Divestment on flotation (IPO)	7,141		3		1		0		0		0	
Sale of quoted equity	11,130		6		5		1,126		5		3	
Divestment by write-off	0	0.0	0	0.0	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	5,331	1.4	1	3.7	1	4.2
Repayment of principal loans	105,821	29.6	8	19.5	6	18.8	27,800	7.0	4	14.8	4	16.7
Sale to another private equity house	26,255	7.3	5	12.2	5	15.6	766	0.2	1	3.7	1	4.2
Sale to financial institution	0	0.0	0	0.0	0	0.0	3,708	0.9	2	7.4	1	4.2
Sale to management (MBO)	47	0.0	1	2.4	1	3.1	21,637	5.5	5	18.5	5	20.8
Divestment by other means	5,003	1.4	1	2.4	1	3.1	28,250	7.2	2	7.4	2	8.3
<b>Total divestment</b>	<b>357,668</b>	<b>100.0</b>	<b>41</b>	<b>100.0</b>	<b>29</b>	<b>100.0</b>	<b>394,624</b>	<b>100.0</b>	<b>27</b>	<b>100.0</b>	<b>22</b>	<b>100.0</b>
<b>Divestment at cost by company sector</b>												
Agriculture	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Business and industrial products	205,075	57.3	9	22.0	9	31.0	31,242	7.9	4	14.8	3	13.6
Business and industrial services	11,500	3.2	1	2.4	1	3.4	66	0.0	1	3.7	1	4.5
Chemicals and materials	79,436	22.2	8	19.5	4	13.8	0	0.0	0	0.0	0	0.0
Communications	5,003	1.4	1	2.4	1	3.4	0	0.0	0	0.0	0	0.0
Computer and consumer electronics	7,220	2.0	4	9.8	2	6.9	2,692	0.7	5	18.5	4	18.2
Construction	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Consumer goods and retail	9,096	2.5	2	4.9	1	3.4	82,858	21.0	5	18.5	5	22.7
Consumer services: other	20,114	5.6	4	9.8	1	3.4	2,770	0.7	2	7.4	2	9.1
Energy and environment	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Financial services	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Life sciences	20,225	5.7	12	29.3	10	34.5	27,893	7.1	8	29.6	5	22.7
Real estate	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Transportation	0	0.0	0	0.0	0	0.0	241,771	61.3	1	3.7	1	4.5
Unknown	0	0.0	0	0.0	0	0.0	5,331	1.4	1	3.7	1	4.5
<b>Total divestment</b>	<b>357,668</b>	<b>100.0</b>	<b>41</b>	<b>100.0</b>	<b>29</b>	<b>100.0</b>	<b>394,624</b>	<b>100.0</b>	<b>27</b>	<b>100.0</b>	<b>22</b>	<b>100.0</b>



## Divestments - by country of portfolio company

Amounts in € thousands	2007						2008					
	Amount at cost	%	Number of divestments	%	Number of companies	%	Amount at cost	%	Number of divestments	%	Number of companies	%
<b>VENTURE DEALS</b>												
<b>Divestment at cost by exit route</b>												
Divestment by trade sale	9,984	21.1	4	19.0	3	18.8	7,420	54.0	2	16.7	2	22.2
Divestment by public offering	18,271	38.5	9	42.9	6	37.5	1,126	8.2	5	41.7	3	33.3
Divestment on flotation (IPO)	7,141	15.1	3	14.3	1	6.3	0		0		0	
Sale of quoted equity	11,130	23.5	6	28.6	5	31.3	1,126		5		3	
Divestment by write-off	0	0.0	0	0.0	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	0	0.0	0	0.0
Repayment of principal loans	12,957	27.3	4	19.0	3	18.8	400	2.9	1	8.3	1	11.1
Sale to another private equity house	1,211	2.6	3	14.3	3	18.8	766	5.6	1	8.3	1	11.1
Sale to financial institution	0	0.0	0	0.0	0	0.0	3,708	27.0	2	16.7	1	11.1
Sale to management (MBO)	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Divestment by other means	5,003	10.5	1	4.8	1	6.3	325	2.4	1	8.3	1	11.1
<b>Total divestment</b>	<b>47,425</b>	<b>100.0</b>	<b>21</b>	<b>100.0</b>	<b>16</b>	<b>100.0</b>	<b>13,745</b>	<b>100.0</b>	<b>12</b>	<b>100.0</b>	<b>8</b>	<b>100.0</b>
<b>Divestment at cost by company sector</b>												
Agriculture	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Business and industrial products	12,250	25.8	1	4.8	1	6.3	0	0.0	0	0.0	0	0.0
Business and industrial services	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Chemicals and materials	628	1.3	2	9.5	1	6.3	0	0.0	0	0.0	0	0.0
Communications	5,003	10.5	1	4.8	1	6.3	0	0.0	0	0.0	0	0.0
Computer and consumer electronics	7,220	15.2	4	19.0	2	12.5	2,692	19.6	5	41.7	4	50.0
Construction	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Consumer goods and retail	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Consumer services: other	2,099	4.4	1	4.8	1	6.3	0	0.0	0	0.0	0	0.0
Energy and environment	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Financial services	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Life sciences	20,225	42.6	12	57.1	10	62.5	11,053	80.4	7	58.3	4	50.0
Real estate	0	0.0	0	0.0	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	0	0.0	0	0.0
Unknown	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
<b>Total divestment</b>	<b>47,425</b>	<b>100.0</b>	<b>21</b>	<b>100.0</b>	<b>16</b>	<b>100.0</b>	<b>13,745</b>	<b>100.0</b>	<b>12</b>	<b>100.0</b>	<b>8</b>	<b>100.0</b>



## Divestments - by country of portfolio company

Amounts in € thousands	2007						2008					
	Amount at cost	%	Number of divestments	%	Number of companies	%	Amount at cost	%	Number of divestments	%	Number of companies	%
<b>BUYOUT &amp; GROWTH DEALS</b>												
<b>Divestment at cost by exit route</b>												
Divestment by trade sale	174,019	59.6	12	63.2	10	62.5	298,585	78.4	5	33.3	5	33.3
Divestment by public offering	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Divestment on flotation (IPO)	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Sale of quoted equity	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Divestment by write-off	0	0.0	0	0.0	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	5,331	1.4	1	6.7	1	6.7
Repayment of principal loans	92,864	31.8	4	21.1	3	18.8	27,400	7.2	3	20.0	3	20.0
Sale to another private equity house	25,045	8.6	2	10.5	2	12.5	0	0.0	0	0.0	0	0.0
Sale to financial institution	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Sale to management (MBO)	47	0.0	1	5.3	1	6.3	21,637	5.7	5	33.3	5	33.3
Divestment by other means	0	0.0	0	0.0	0	0.0	27,925	7.3	1	6.7	1	6.7
<b>Total divestment</b>	<b>291,974</b>	<b>100.0</b>	<b>19</b>	<b>100.0</b>	<b>14</b>	<b>100.0</b>	<b>380,879</b>	<b>100.0</b>	<b>15</b>	<b>100.0</b>	<b>14</b>	<b>100.0</b>
<b>Divestment at cost by company sector</b>												
Agriculture	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Business and industrial products	174,556	59.8	7	36.8	7	50.0	31,242	8.2	4	26.7	3	21.4
Business and industrial services	11,500	3.9	1	5.3	1	7.1	66	0.0	1	6.7	1	7.1
Chemicals and materials	78,808	27.0	6	31.6	4	28.6	0	0.0	0	0.0	0	0.0
Communications	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Computer and consumer electronics	0	0.0	0	0.0	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	0	0.0	0	0.0
Consumer goods and retail	9,096	3.1	2	10.5	1	7.1	82,858	21.8	5	33.3	5	35.7
Consumer services: other	18,015	6.2	3	15.8	1	7.1	2,770	0.7	2	13.3	2	14.3
Energy and environment	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Financial services	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Life sciences	0	0.0	0	0.0	0	0.0	16,840	4.4	1	6.7	1	7.1
Real estate	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Transportation	0	0.0	0	0.0	0	0.0	241,771	63.5	1	6.7	1	7.1
Unknown	0	0.0	0	0.0	0	0.0	5,331	1.4	1	6.7	1	7.1
<b>Total divestment</b>	<b>291,974</b>	<b>100.0</b>	<b>19</b>	<b>100.0</b>	<b>14</b>	<b>100.0</b>	<b>380,879</b>	<b>100.0</b>	<b>15</b>	<b>100.0</b>	<b>14</b>	<b>100.0</b>

## Geographic flows of private equity

Amounts in € thousands	2007	2008
	Amount	Amount
Investments by local private equity players	904,870	1,306,987
(-) Foreign investments by local private equity players	(693,264)	(939,710)
(+) Local investments by foreign private equity players	1,089,710	666,500
<b>Total investment in country</b>	<b>1,301,316</b>	<b>1,033,777</b>
Divestments by local private equity players	-	129,713
(-) Foreign divestments by local private equity players	-	(83,288)
(+) Local divestments by foreign private equity players	-	348,199
<b>Total divestment in country</b>	<b>-</b>	<b>394,624</b>