

POLLEN STREET GROUP LIMITED



Interim 2024 Investor Presentation

Building Momentum

4 September 2024





AGENDA

POLLEN STREET

- 1. Key Highlights
- 2. Strategic Vision and AUM Evolution
- 3. Financial performance
- 4. Core Investment Strategies
- 5. Outlook



+44 20 3728 6746 lindsey.mcmurray@pollencap.com

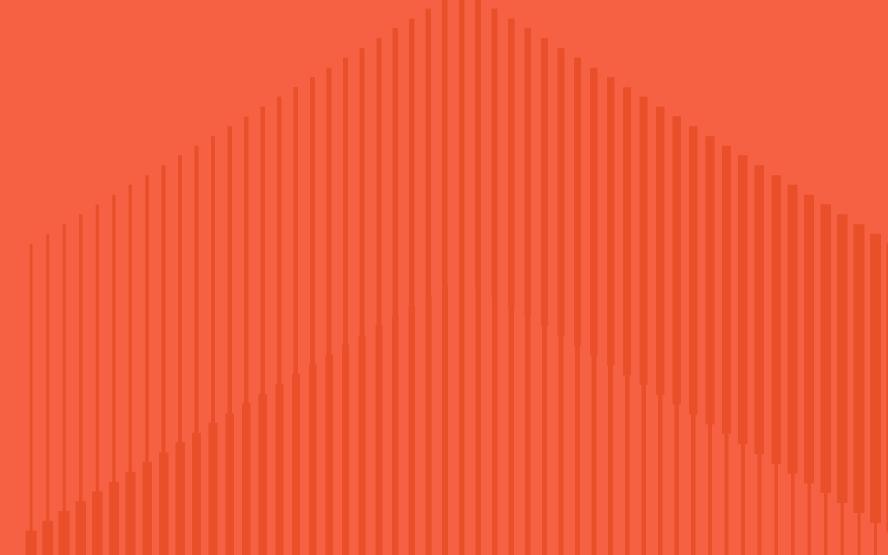


+44 20 3728 6767 lucy.tilley@pollencap.com





1. KEY HIGHLIGHTS



KEY HIGHLIGHTS



Building on 2023 Momentum: Strong H1 Performance and Ongoing Progress

Financial and operational highlights

- Fundraising Total AUM increased to £4.5 bn as of 30 June 2024 (H1 2023: £3.4 bn), with AUM rising to £4.8 bn as of 31 July 2024, 42% increase over H1 2023
 - Raised £0.6bn in Credit funds in the first half of the year, completed first close of Credit IV of c.£300m and a new UK SMA of £280m
 - Private Equity fund V progressing well with visibility of achieving €1bn target by year end
- Fee-Paving AuM (FP AuM) 35% increase in the FP AuM over H1 2023; strong visibility of further increases in H2 with deployment of credit funds raised in the first half of the year
- Fund Management profitability at £8.0m for H1 2024 up 54% YoY
- Well capitalised balance sheet including investing in Pollen Street funds; 9.7% Net Investment Return and income on net investment assets of £15.8m
- Asset manager continues to form an increasing share of the group revenue



£4.5bn

£4.8bn

Total AuM (Jun -24) Total AuM (Jul - 24)



£3.4bn

Fee Paying AuM



9.7%

Net Investment Return

£15.8m

Income on Net Investment Assets



£26.8m (+23%)

Fund Management Income



£8.0m (+54%)

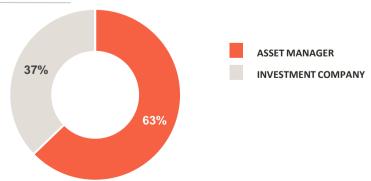
FM FBITDA



£23.6m (+35%)

Profit after tax

H1 2024 Revenue split





2. STRATEGIC VISION AND AUM EVOLUTION

OUR INVESTMENT CASE

Pollen Street offers a strong and differentiated business model in structurally growing market



POLLEN STREET STRATEGY

Driving Growth, Managing Risk and Delivering Value

STRATEGIC PURPOSE

Generate consistent, high-quality returns within an attractive risk framework - driving sustainable, long-term growth

EXECUTION STRATEGY

Leveraging Industry Expertise

Targeted Investment Track Record

Maintaining Investment Track Record

Expanding Networks

Build on the Scalable Investment Platform

SUCCESS INDICATORS

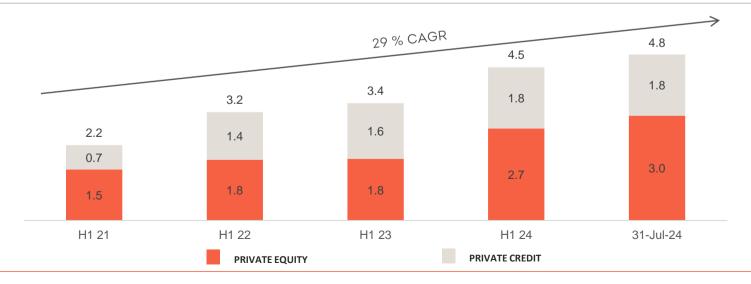


OUR PLATFORM CONTINUES TO SCALE

Continued fundraising across strategies

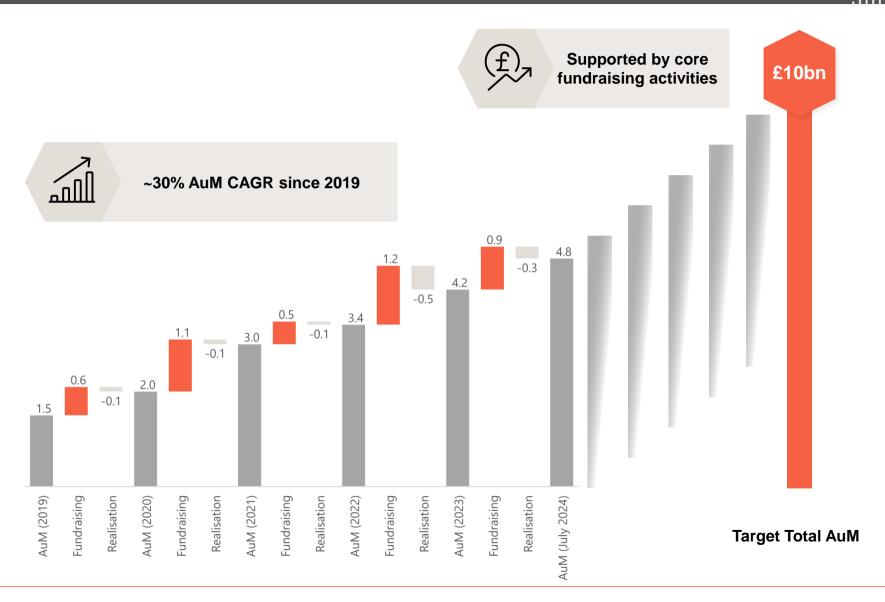
FEE PAYING AUM (£ Billion)





STRONG AUM GROWTH

Consistent growth in line with guidance with strong performance in AuM





3. FINANCIAL PERFORMANCE

FINANCIAL PERFORMANCE

Demonstrable progress against our medium-term objectives

INCOME STATEMENT	H1 2024 (£ million)	H1 2023 (£ million)	YoY Growth
Fund Management Income	26.8	21.7	23%
Fund Management Administration Costs ¹	(18.8)	(16.5)	14%
Fund Management EBITDA	8.0	5.2	54%
Income on Net Investment Assets	15.8	15.4	3%
Group EBITDA	23.8	20.6	16%
Profit After Tax	23.6	17.5	35%
KPIs	H1 2024	H1 2023	
Management Fee Margin	1.26%	1.30%	
Performance Fees as a % of FMR ²	21%	25%	
FM EBITDA Margin	30%	24%	
Net Investment Return	9.7%	9.1%	
EPS	36.9p	27.2p	

26.5p

32p³



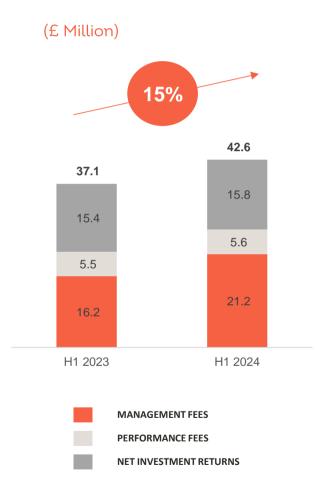
DPS

Includes depreciation of the Group's leased assets FMR – Fund Management Revenue

Dividend Q1 and Q2 2023

HIGH QUALITY REVENUE STREAMS

Driving revenue growth through recurring and high-quality revenue streams

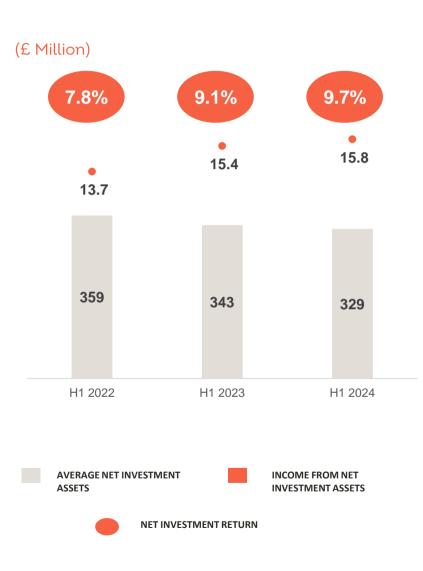


Revenue	Description	H1 2023	H1 2024
Management Fees	Steady and predictable income based on assets under management (AUM), increasing contribution to the overall revenue. Typically, 1-2% of AUM annually	44%	50%
Performance Fees	Linked to investment performance. Typically, 10 - 20% of profits above a hurdle rate	15%	13%
Investment Returns	Returns generated from investments in Pollen Street's private equity and credit funds, as well as direct holdings of Investment assets	42%	37%

INVESTMENT COMPANY PERFORMANCE



Leveraging Balance Sheet Strength - Accelerating Third-Party AUM Growth





SUSTAINABLE AND RESILIENT

Reflecting strong performance and financial resilience



GROWTH ENABLER

The strength of our Balance Sheet acts as a catalyst to raise third party AuM



RISK PROFILE

Balance sheet retains pari passu risk to our LPs



RETURN PROFILE

Return profile increasing to double digits over medium term with higher interest rates and increased exposure to private equity



LEVERAGE

Low net debt-to-equity ratio of 28% to support transition to Pollen Street funds. Returns expected to rise as leverage normalizes

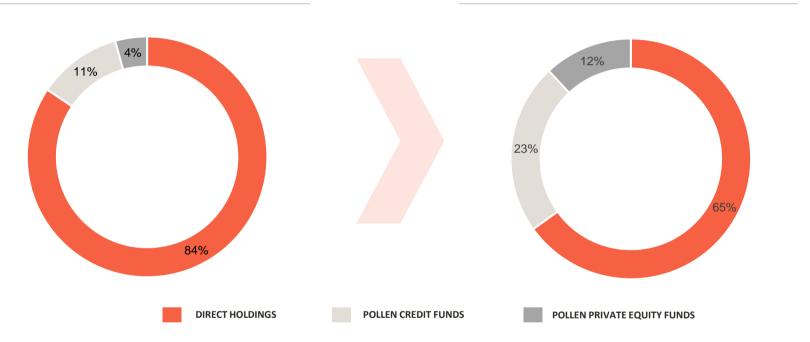
INVESTMENT COMPANY

Balance Sheet strength – Transition to accelerate value creation

Balance Sheet Transition



COMMITMENT TO POLLEN FUNDS



- > Transitioning from direct investments to Pollen Street Credit and Private Equity funds while maintaining a Credit focus
- Currently 15% exposure to Pollen Street funds but as commitments to funds are drawn, fund exposure will increase to 35% split 20-25% credit and c.10-15% private equity
- We expect to continue to transition to further fund commitments over the medium term

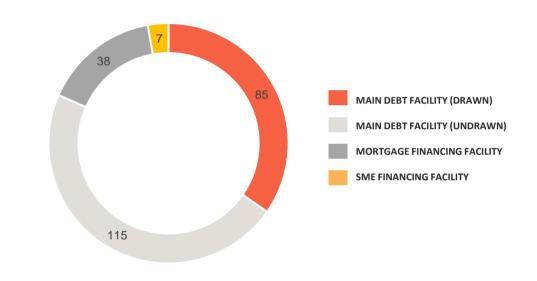
DEBT FACILITIES



Optimizing Debt Efficiency: Strategic Refinancing and Financial Management

GROUP FUNDING CAPACITY (£ Million)

- Refinanced main debt facility for greater efficiency at lower cost
- The facility also provides flexibility to support the transition to fund investing
- Main debt facility of £200 million, £85 million drawn, maturing in June 2028
- £38.4 million outstanding in mortgage financing as of H1 2024
- SME financing continues to amortize in line with the financed asset



Lower Costs, Greater Flexibility, and £115m Headroom plus £30m cash to Fuel H2 2024 Expansion





3. CORE INVESTMENT STRATEGIES

DEDICATED TO INVESTING WITH MEGA TRENDS GLOBALLY



Dedicated to building and supporting leading businesses to drive change in financial and business services

Transformation of financial ecosystem



Operational Efficiency: Revolutionizing middle and back-office functions



Implementation of high-quality Regulation and Compliance frameworks



Consolidation opportunities amongst mid-market players



Product unbundling leading to growth of specialists

Significant SME Financing Whitespace



SMEs: Engine of Economic Growth



Underserved by Traditional Lenders

Green Transition



EV Financing / Mobility: New technologies require financial services to support



Renewable/ Green Housing: Investment and financing support of environmental and social measures across communities





PRIVATE EQUITY

SECTOR LED ORIGINATION THEMES

7

Target markets identified through research led analysis of key thematics

- Middle and back-office transformation
- Higher standards of regulatory compliance and cyber security

- Empower businesses to maximise their potential as high-quality middle-market businesses positioned to grow market share
- Manufacturing excellent products to deliver a compelling customer proposition

Payments

Payment service providers

Card acquirers

FX specialists

Treasury management

ePOS solutions

Mobile wallets

Money transfer

Wealth + Asset management

IFA consolidation

Pension admin & consolidation

Fund data services

Investment software

DFM and multifamily offices

Private Banks

ACD roll-up and consulting

Insurance

Distribution consolidation

Admin software & marketplaces

Claims data & outsourcing

Cyber & SME insurance

Run-off consolidation

Embedded insurance

Risk modelling & analytics

Tech-enabled services

Tech dev. services

Debt collections and servicing

Office of the CFO

Alt. professional services

Regtech

Capital markets software

Data and data management

Lending

Green transition

Distribution consolidation

Risk analytics and data agencies

Servicing platforms

Loan management systems

Cash management platforms

Property secured



PRIVATE EQUITY – MAINTAINING DEPLOYMENT TRAJECTORY

Building tech enabled, customer centric data-driven organisations to create fast growing market leaders

2

Portfolio company acquisition¹



19

Bolt on deals1



WEALTH + ASSET MANAGEMENT

Niiio

- Founder-led business consolidating the fragmented WealthTech market in the DACH region
- Tap into the large, fast-growing European WealthTech market driven by digital solution demand
- Leverage modular, cloud-based solutions to gain market share and scale efficiently





INSURANCE

Markerstudy

- Positioned as a market leader across UK retail insurance with accelerated growth in additional product lines
- Operates in all standard and specialist products and growing across all distribution channels
- Highly synergistic combination with Atlanta



Mattiolli woods

- Scaled, vertically integrated UK platform offering full financial advice and investment management services
- Operating in a large, structurally growing UK wealth market of approximately £2.2 trillion
- Strong track record of both organic and selective inorganic growth



Wide Group

- Market Leader: Fastgrowing, tech-driven insurance distributor in Italy, primed for consolidation.
- Growth Strategy: Focus on organic aggregation and M&A, leveraging proprietary technology.





PRIVATE CREDIT

PRIVATE CREDIT STRATEGY



Strong risk adjusted returns with downside protection

Secured lending to non-bank lenders, leasing businesses, technology companies, and other companies with diverse portfolios of assets, targeting attractive 10%+ returns



LENDING AT CONSERVATIVE LTV'S AGAINST DIVERSE AND LIQUID ASSETS



STRONG COVENANT SUITES



ROBUST SECURITY

LARGE & DIVERSIFIED TANGIBLE ASSET PORTFOLIOS



ROBUST ASSET VALUE



CONTRACTUAL RECEIVABLES / CASHFLOWS

HARD ASSETS



SME LEADING

Revenue Based Finance Unsecured Short-Term Lending Asset Based Loans



REAL ESTATE

Development / Bridging NPLs / RPLs REIT Finance



GOVERNMENT BACKED

Receivables Loans Tax Receivables



ENERGYTRANSITION

Electric Vehicle Financing EV Charging Infrastructure Solar



CONSUMER

Auto Secured Credit Cards Point of Sale



ASSET FINANCE

Cars, Trucks, Tracks etc Cash Generating Assets



FUND FINANCE / ROYALTY FINANCE

Music Diversified Fund Finance Film



PRIVATE CREDIT – CASE STUDIES



Loans to borrowers directly secured on assets that generate contractual and predictable cash flow



Pollen Street provides €75m of senior financing to French dealership leasing business Knave

Knave leases vehicles to car dealerships around France, benefiting from residual value guarantees from car manufacturers. Knave also provides bespoke software to the dealerships along with the lease, facilitating profitable short-term rental of their leased fleet.



Pollen Street provides £105m of senior financing secured on residential real estate loans

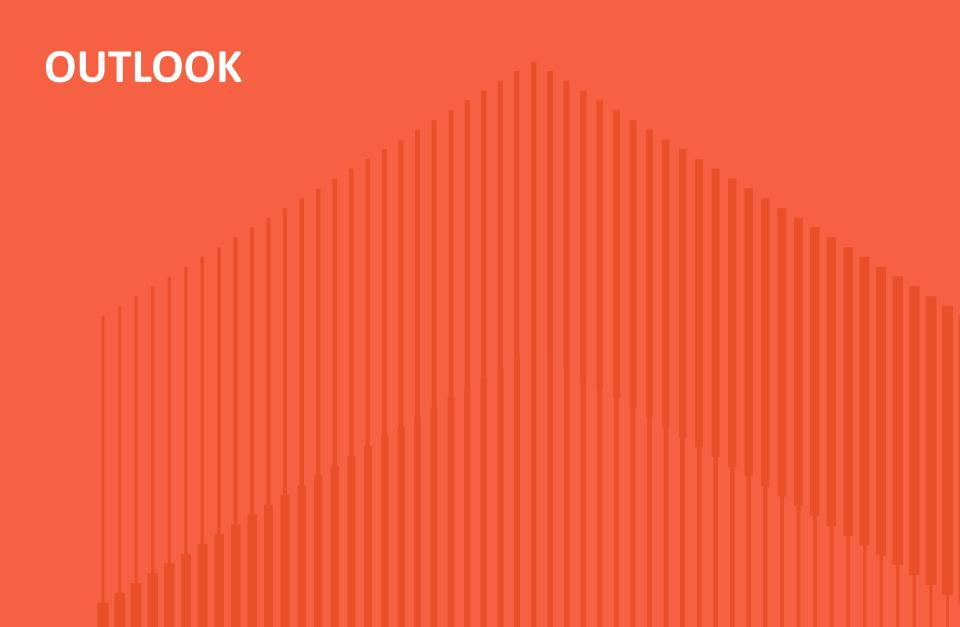
Manchester-based real estate lender, developer and sales platform, facilitating the creation of high-quality mass market housing in UK



Pollen Street provides £40m of senior financing secured on short term UK and Australian SME loans

Capify has been originating small business loans to SMEs across UK and Australia since 2008, during this period they have advanced over £0.5bn. To date the business has differentiated itself from the competition through direct origination focus and speed of execution.





OUTLOOK



Driving Strategic Growth: Fundraising, Deployment, and Value Creation in 2024



- Continue fundraising for Credit Fund IV and Private Equity Fund V
- Deploy Credit funds raised earlier in the year during H2 2024
- Exceed £4bn of FP AUM by the end of 2024



- Reiterate financial guidance
 - £10 bn of Total AuM within 4 to 5 years
 - Return on net investment assets to rise to low double digits within 2 to 3 years
 - Management Fees c.1.25%–1.50% average fee¹ over the long term
 - Performance Fees and Carry at c.15%-25% of total Fund Management Income on average over the long-term
 - Long-term fund management Adjusted EBITDA margin in excess of 50%



Continue to focus on capital allocation to align with strategy and boost shareholder value



Declare dividends of no lower than £33 million in respect to 2024 and progressive policy thereafter

Delivering strong total returns to shareholders





Q&A

Accelerating progress in financial services

CONTACT DETAILS

WWW.POLLENCAP.COM





Lindsey McMurray

CEO

+44 20 3728 6746 lindsey.mcmurray@pollencap.com



Lucy Tilley

CFO

+44 20 3922 0156

lucy.tilley@pollencap.com



Shweta Chugh

- IR

+44 20 3965 5081

shweta.chugh@pollencap.com





PRIVATE EQUITY REVENUE MODEL

Fund Overview and Revenue Model Proforma AuM £3.0 billion **Fee Rates** c.2% **Management Fee** Committed Model **Carried Interest** 20% **Combined Group** 25% Carry² Hurdle c.8%

Illustrative Management Fee Mechanism Fee Charging AUM **Invested Capital** Undrawn committed capital (b) Management Fee % (a) (c) Year 2 Year 1 Year 3 Year 4 Year 5 Year 6 Year 7 Year 8 Year 9

Typical private equity fund fee charging life cycle

- (a) Fund is raised and fees are charged on committed capital (typically ~2%) with catch-up fees for subsequent closes so all investors pay fees from the date of first close
- (b) When the next flagship fund holds its First Close, the fees are charged on invested capital
- (c) Management fee % remains the same for the duration of the fund

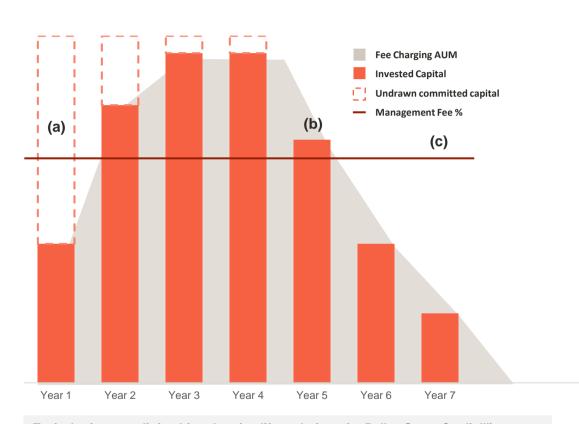
PRIVATE CREDIT REVENUE MODEL

Fund Overview and Revenue Model Proforma AuM £1.7bn **Fee Rates** c.1% **Management Fee** Invested Model **Carried Interest** 10% **Combined Group**

25%

c.5%

Illustrative Management Fee Mechanism



Typical private credit fund fee charging life cycle (e.g., for Pollen Street Credit III)

- (a) Fund is raised and fees are charged on invested capital (typically ~1%)
- (b) Capital is generally recycled until the end of the investment period. Fees continue to be charged on investment capital
- (c) Management fee % remains the same for the duration of the fund

Carry²

Hurdle

PRIVATE EQUITY PORTFOLIO COMPANIES

Constantly driving growth and change















































GLOSSARY 1/2

ITEM	DEFINITION
Alternative Investment Fund Manager ("AIFM")	An Alternative Investment Fund Manager, as defined in the Investment Fund Managers Regulations 2013 (as amended by the Alternative Investment Fund Managers (Amendment etc.) (EU Exit) Regulations 2019). Pollen Street Capital Limited undertakes this role on behalf of the Company.
Alternative Investment Fund ("AIF")	An AIF, as defined in Alternative Investment Fund Managers Regulations 2013.
Asset Manager	The business segment of the Group that is responsible for managing third-party AuM and the Investment Company's assets. All activities of this segment reside in Pollen Street Capital Holdings Limited and its subsidiaries.
AuM	The assets under management of the Group, defined as: • investor commitments for active Private Equity funds; • invested cost for other Private Equity funds; • the total assets for the Investment Company; and • investor commitments for Private Credit funds.
Average Fee-Paying AuM	The fee-paying asset under management of the Group, defined as: • investor commitments for active fee-paying Private Equity funds; • invested cost for other fee-paying Private Equity funds; • the total assets for the Investment Company; and • net invested amount for fee-paying private Credit funds. The average is calculated using the opening and closing balances for the period.
Combination	The acquisition of 100 per cent of the share capital of Pollen Street Capital Holdings Limited by Pollen Street Limited with newly issued shares in Pollen Street Limited as the consideration that completed on 30 September 2022.
Credit Assets	Loans made by the Group to counterparties, together with investments in Private Credit funds managed or advised by the Group.
Equity Assets	Instruments that have equity-like returns; that is, instruments that do not contain a contractual obligation to pay and that evidence a residual interest in the issuer's net assets. Examples include ordinary shares or investments in Private Equity funds managed or advised by the Group. Carried interest receivable by the Group is not classified as an Equity Asset
Fair Value	The amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants.
Fund Management Administration Costs	The administration expenses of the Group's Asset Manager according to IFRS reporting standards excluding exceptional items and start-up losses of the US business but including the full cost of the office leases despite these costs being reported as depreciation of a right-of-use asset and financing costs under IFRS 16.
Fund Management EBITDA	Fund Management Income less Fund Management Administration Costs.
Fund Management Income	The income of the Group's Asset Manager according to IFRS reporting standards.
Fund Management EBITDA Margin	The ratio of the Fund Management Adjusted EBITDA and the Fund Management Income, expressed as a percentage.



GLOSSARY 2/2

ITEM	DEFINITION
Group	Pollen Street Group Limited and its subsidiaries.
Investment Asset	The Group's portfolio of Credit Assets and Equity Assets.
Investment Company	The business segment of the Group that holds the Investment Asset portfolio and the debt facilities. The activities of this segment predominately reside within Pollen Street Limited, Pollen Street Investment Limited, Sting Funding Limited and Bud Funding Limited. The Investment Assets held within Pollen Street Capital Holdings Limited, and its subsidiaries also form part of this segment.
Investment Manager	Pollen Street Capital Limited, which is a subsidiary of the Group.
Management Fee Rate	The ratio of the Fund Management Income attributable to management fees and the Average Fee-Paying AuM, annualised and expressed as a percentage.
Net Investment Assets	The Investment Assets plus surplus cash, net of debt.
Net Investment Asset Return	The ratio of the income from Investment Company to the Net Investment Assets, expressed as an annualised ratio.
Performance Fee Rate	The ratio of the Fund Management Income attributable to carried interest and performance fees and the total Fund Management Income, expressed as a percentage.
Private Credit	The Group's strategy for managing Credit Assets within its funds.
Private Equity	The Group's strategy for managing Equity Assets within its private funds.
Registrar	An entity that manages the Company's shareholder register. The Company's registrar is Computershare Investor Services PLC.
The Scheme	The scheme of arrangement that was effected on 24 January 2024, to change the listing category of Pollen Street Limited's shares to that of a commercial company from an investment company and to introduce the Company as a Guernsey incorporated holding company as the new parent of the Group.
Sterling Overnight Interbank Average Rate ("SONIA")	The effective overnight interest rate paid by banks for unsecured transactions in the British sterling market.
Structured Loan	Credit Asset whereby the Group typically has senior secured loans to speciality finance companies, with security on the assets originated by the speciality finance company and first loss protection deriving from the speciality finance company's equity. Corporate guarantees are also typically taken.

DISCLAIMER 1/2

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DISCLAIMER 2/2

NOTES TO INVESTMENT PERFORMANCE - CREDIT

"Track record" excludes run off legacy deals from Pollen Street Secured Lending plc which were made prior to PSC managing the vehicle. In addition it excludes the run off consumer organic loan originations in Pollen Street which will not form part of the strategy for PSC Credit III.

Semi annual cohorts group investments made by the date of investment. This date represents the first cash flow of the relevant investment. Castlehaven, Sancus and Zorin which are ongoing loan by loan whole loan purchase arrangements and have been presented in the vintage in which each investment completed. "Invested" refers to the total funds invested, including transaction fees, in an investment by Pollen Street or Pollen Street Secured Lending plc. Non-GBP denominated invested capital has been translated to GBP at the applicable exchange rate at the date of funding. This exchange rate is assumed to stay constant through the life of the investment. "Realised" refers to the total cash proceeds from an investment, net of any realisation costs. Non-GBP denominated realised proceeds have been translated to GBP at the same exchange rate as at the date of funding the transaction.

"Unrealised" refers to the unrealised valuation of the investments as of 31 December 2023 and has been determined by Pollen Street Capital in accordance with its valuation policy. There can be no assurance that the unrealised assets will be ultimately realised at the valuations shown herein. The ultimate proceeds received from unrealised investments may vary materially from the unrealised values. In applying the valuation techniques, Pollen Street Capital exercises significant judgment. Actual realised proceeds will depend on, among other factors, future credit performance of the assets, the macro economic conditions and any related transaction costs, all of which may differ from the assumptions on which the unrealised valuations contained herein are based. The unrealised value excludes stage 1 IFRS 9 impairment provisions and excludes any double counting that would result from effect interest rate accounting and cash recognition included in Realised above.

"Total Value" is the sum of Realised and Unrealised. Gross IRRs are calculated based on the net cash flow from the portfolio aggregated on a monthly basis. Gross IRRs and Gross MOICs are calculated before fund expenses, management fees, and carried interest/performance fees, which in the aggregate may be substantial and would reduce returns. All calculations are performed before the impact of any leverage. All calculations are performed before the impact of taxation.

Past performance is not indicative of future results. There can be no assurance that the Fund will achieve comparable results, be able to implement its investment strategy or avoid losses. Investors should note that where performance data (including IRR and MOIC) stated herein is gross, it does not take account of carried interest, management and other fees, the effect of which could be material and would reduce returns. Past performance of any investments described herein is provided for illustrative purposes only and is not indicative of the Fund's future investment results.

NOTES TO INVESTMENT PERFORMANCE - EQUITY

"Invested" or "Cost" refers to the total equity invested, including transaction fees and hedging costs, net of any syndication, in an investment by Fund I, Fund II or Fund III. Non-GBP denominated invested equity has been translated to GBP at the applicable exchange rate as at the date of funding.

Fund I refers collectively to the financial and business services assets of the parallel English limited partnerships comprising the Special Opportunities Fund; Fund II refers to the financial and business services assets of Special Opportunities Fund (Guernsey) LP, a Guernsey limited partnership but excludes Cashflows (£18.7m invested in 2011) which was transferred to PSC III after combination with a significant acquisition in 2016. Fund III refers to PSC III, LP and PSC Investments LP, both English limited partnerships. Fund III refers to PSC III LP, PSC III G LP and PSC Investments LP. Fund IV refers to PSC IV LP, PSC IV (B) LP and PSC IV Scsp. Invested amount includes deals signed but not yet completed.

"Realised" refers to the total cash proceeds from an investment, net of any realisation costs. Non-GBP denominated realised proceeds have been translated to GBP at the applicable exchange rate as at the date the proceeds are received by the fund.

"Unrealised" refers to the unrealised valuation of the investments as of 31 December 2023 and has been determined by Pollen Street Capital in accordance with its valuation policy. There can be no assurance that the unrealised assets will be ultimately realised at the valuations shown herein. The ultimate proceeds received from unrealised investments may vary materially from the unrealised values. In applying the valuation techniques, Pollen Street Capital exercises significant judgment. Actual realised proceeds will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions on which the unrealised valuations contained herein are based.

"Total Value" is the sum of Realised and Unrealised.

Gross IRRs are calculated based on cash inflows and outflows from portfolio companies aggregated on a quarterly basis. Gross IRRs and Gross MOICs are calculated before fund expenses, management fees, and carried interest, which in the aggregate may be substantial and would reduce returns.

Fund I & II net IRRs and MOICs are calculated on a pro forma basis by allocating management fees and fund expenses are between (a) Financial and Business Services deals and (b) the remaining deals. Fund expenses and management fees are allocated between deal segments in proportion to the total outstanding investment cost of the two segments at the time of the fee or expense was incurred. Carried interest is allocated in proportion to the total profit of each deal segment over the life of the funds.

All calculations are performed before the impact of taxation.

