# HVPE's 2025 Capital Markets Session

12 June 2025

**One share.** A world of private company opportunities.

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Performance Returns: Performance returns information (TV/TC (Total Value / Total Cost), TVPI (Total Value Paid-In), Portfolio IRR (Internal Rate of Return), TWR (Time Weighted Return), and IRR) shown net of fees and expenses are based on the Fund's Limited Partner ("LP") cash flow after all management fees, commissions, fund operating expenses, and carried interest. These returns reflect the combined return for all LPs in a fund and do not necessarily reflect an individual LP's actual return. Where applicable, a final LP cash flow is based on the fair market value of all LP capital accounts as determined by the Fund or account's General Partner ("GP") in accordance with the Firm's valuation policy. Net IRR and Net TVPI are calculated based on daily LP cash flows.

Gross performance returns, if shown, are based on the annual return calculated using daily cash flows from the Fund(s) to and from the various partnerships or companies held by the Fund, either directly or through a special purpose vehicle in which the Fund invested during the period specified, inclusive of the effects of fund-level leverage which is used to achieve those returns, to the extent such a fund is a levered fund. Gross performance returns are presented before management fees, carried interest, and other expenses were deducted from performance, returns would be lower. For example, if a fund appreciated by 10% a year for five years, the total annualized return for five years period would be a 10%. If total fund fees and expenses were 1% for each of the five years, the total annualized return of the fund-level leverage which held an interest of the underlying fund investments (where applicable), certain expenses of any special purpose vehicle that held an interest in the underlying fund (where applicable), and the upfront costs, fees, expenses, and other expenses of a fund is a levered fund, but do not reflect the management fees, carried interest, and other expenses of a Fund are set forth in the governing documents of the Fund.

## **Forward-looking statements**

Some of the factors that could cause actual results to vary from those expressed in forward-looking statements, include, but are not limited to: the factors described in this report; the rate at which HVPE deploys its capital in investments and achieves expected rates of return; HarbourVest's ability to execute its investment strategy, including through the identification of a sufficient number of appropriate investments; the ability of third-party managers of funds in which the HarbourVest funds are invested and of funds in which the Company may invest through parallel investments to execute their own strategies and achieve intended returns; the continuation of the Investment Manager as manager of the Company's investments, the continued affiliation with HarbourVest of its key investment professionals and the continued willingness of HarbourVest to sponsor the formation of and capital raising by, and to manage, new private equity funds; HVPE's financial condition and liquidity, necluding its ability to access or obtain new sources of financing at attractive rates in order to fund short term liquidity needs in accordance with the investment strategy and commitment policy; changes in the values of or returns on investments that the Company makes; changes in financial markets, interest rates or industry, general economic or political conditions; and the general volatility of the capital markets and the market price of HVPE's shares.

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# **Chair's Introduction**

### HVPE's New Initiatives



**Ed Warner** Chair

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# **HVPE Year in Review**



**Richard Hickman** Managing Director



**Billy Macaulay** Director of Finance

Capital Markets Day 2025

# Numbers as 31 January 2025 unless specified otherwise. 10-year comparisons reflect growth over the 10 years to 31 January 2025. FTSE current position taken as at 13 May 2025. "%" per-annum outperformance refers to percentage point outperformance. Past performance is not indicative of, or a guarantee of, future performance.



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## **HVPE in numbers**

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### **Annual Results 2025: key messages**



Gradual improvement in portfolio performance as market conditions stabilised

NAV per share +7.3%	Pickup in realisation rate, although still below historical levels	Larger credit facility (\$1.2bn) secured
Share price +19.2%	Repurchased 3.4 million shares worth \$106 million in the year	Total share repurchases of \$164 million since September 2022
Distribution pool allocation doubled to 30% from Feb 2025	SMA announced to simplify investment framework	Continuation vote introduced at July 2026 AGM

## **Move to SMA structure**

Terms agreed in May 2025



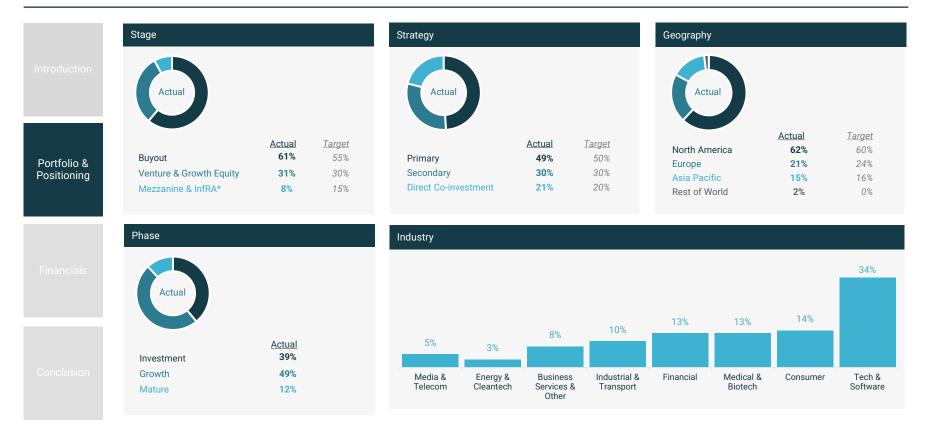


# **Portfolio & Positioning**

# **HVPE portfolio composition**

We believe diversification optimises risk-adjusted returns



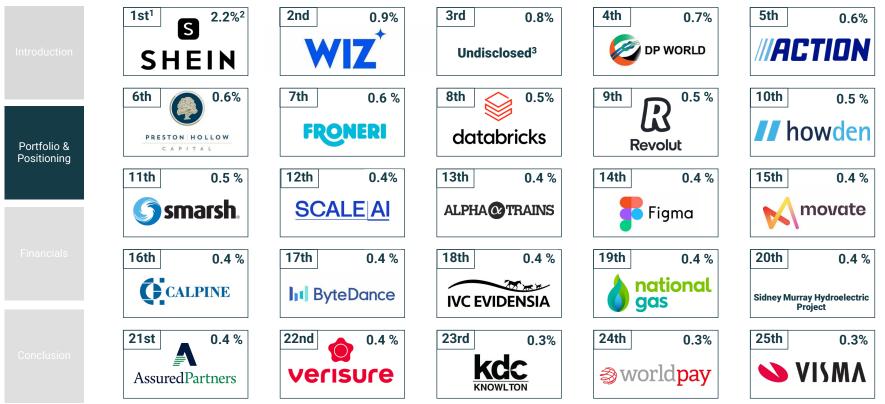


#### \*InfRA incorporates infrastructure and real assets.

All data as at 31 January 2025 unless otherwise stated. The diversification is based on the fair value of the underlying investments, as estimated by the Investment Manager. Diversification by stage, phase, strategy, and geography is based on the estimated NAV of partnership investments within HVPE's fund of funds and company investments within HVPE's co-investment funds.

# **Largest 25 Underlying Companies**

Varied mix of portfolio companies across a number of sectors



1 Figure in top left hand side of each box denotes each company's ranking in HVPE's largest underlying companies list as at 31 January 2025 2 Figure in top right hand side of each box denotes each company's share of HVPE's investment portfolio value as at 31 January 2025 3 Some holdings cannot be disclosed due to confidentiality agreements in place. **HV**PF

# **HVPE vintage profile**

Consistent investment pacing results in well-balanced exposure





Conclusion

Vintages calculated as a percentage of HVPE's investment portfolio, based on reported values at January 31, 2024 and January 31, 2025. Past performance is not indicative of, or a guarantee of, future performance. The value of an investment in the Company may fluctuate and share prices and returns may go down as well as up.

## **Investment Portfolio movement**

Broad-based contribution from all the key SAA categories



#### Net gain on investments of \$256 million in the 12 months ended 31 January 2025, with largest gains in Mezzanine & InfRA, Direct co-investment and North America Stage Strategy Geography 15% 15% 15% Direct Co-investment North America Buyout +10.1%+7.5% Europe +6.4% Primary 10% 10% 10% Portfolio & +6.9%+5.0% Positioning Private Credit 5% 5% & InfRA +8.7% 5% Asia Secondary +6.7% 3.7% Venture & Growth Equity 0% 0% 0% +6.0%-5% -5% -5% Rest of World -5.3% -10% -10% -10%

#### More details overleaf

\$151m of the net gain in the year related to realised gains with the remaining \$105m relating to unrealised appreciation on investments

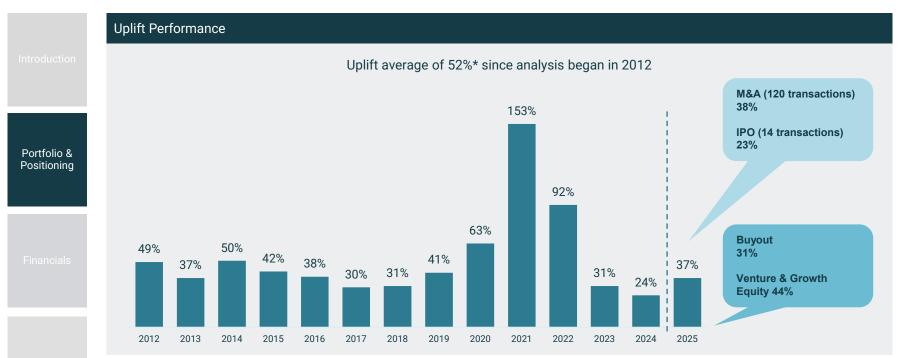
\*InfRA incorporates infrastructure and real assets.

The size of the circles represent the relative weighting of each category in the portfolio diversification. Note that the net gain of \$256 million is at the fund level and net of all management fees and carry charged by underlying GPs and HarbourVest, while the percentage gains are at the underlying partnership level and are net of GP fees and carry, gross of HarbourVest fees and carry. Past performance is not indicative of, or a guarantee of, future performance. The value of an investment in the Company may fluctuate and share prices and returns may go down as well as up.

# **Realised uplifts**

A return to the pre-2020 range





Conclusion

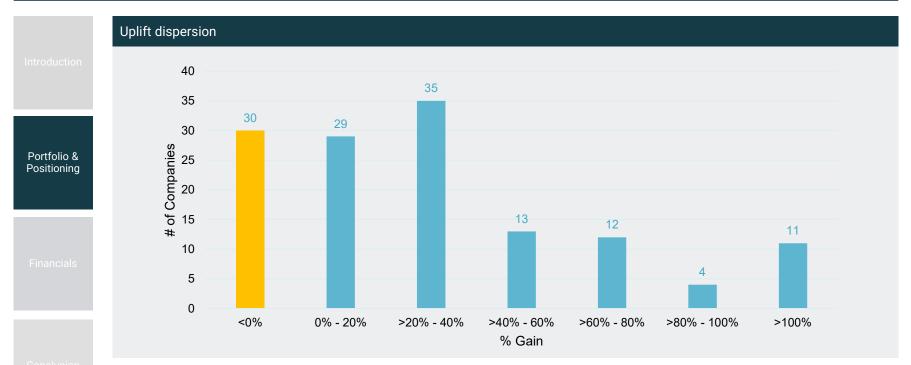
Date as at 31st January 2025. Uplift: This analysis represents a subset of the transactions and does not represent the portfolio as a whole. For 2025, the analysis includes 134 companies and covers 87% of the total value of the transactions. Additionally, it does not reflect management fees, carried interest, and other expenses of the HarbourVest funds or the underlying managers, which will reduce returns. Past performance is not indicative of, or a guarantee of, future performance.

\* Average uplift is weighted by opening value in each period

# **Realised uplift dispersion**

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Uplift driven by strong gains across the majority of exits



Date as at 31st January 2025. Uplift: This analysis represents a subset of the transactions and does not represent the portfolio as a whole. For 2025, the analysis includes 134 companies and covers 87% of the total value of the transactions. Additionally, it does not reflect management fees, carried interest, and other expenses of the HarbourVest funds or the underlying managers, which will reduce returns. Past performance is not indicative of, or a guarantee of, future performance.

# **Portfolio company metrics**

Further improvement in revenue and earnings growth across a large sample set

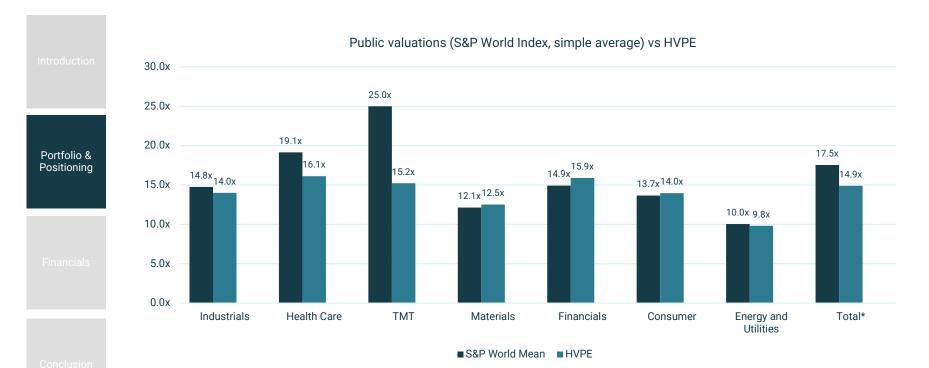


Analysis of 2,441 companies representing 56% of total NAV, as at 31 December 2024. Please note the sample portfolio companies used for this analysis changes period on period, based on information available to the Company at the time. Past performance is not indicative of, or a guarantee of, future performance. The value of an investment in the Company may fluctuate and share prices and returns may go down as well as up.

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## **HVPE valuations vs public companies**

Significant differential, particularly in the technology sector



#### \* Total for S&P world is weighted by HVPE sector

Analysis of 2,441 companies representing 56% of total NAV, as at 31 December 2024. The sample size for each individual metric (valuation, leverage, EBITDA growth, revenue growth) is a subset of the total population analysed. Please note the sample portfolio companies used for this analysis changes period on period, based on information available to the Company at the time. Past performance is not indicative of, or a guarantee of, future performance. The value of an investment in the Company may fluctuate and share prices and returns may go down as well as up.

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# Value creation in the Direct Co-Investment portfolio

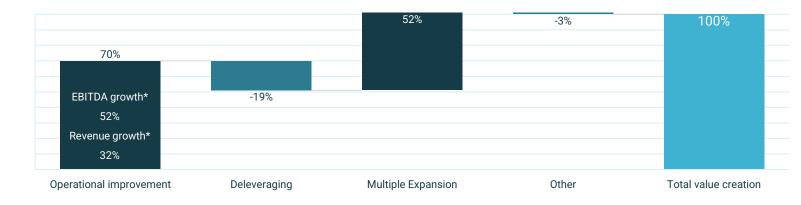
Operational improvement and multiple expansion have been the key drivers

- The chart below shows the breakdown of value creation for realised transactions in the most recent HarbourVest Co-Investment Funds in which HVPE has invested (HCF III – VI).
- We generally would expect the majority of funds to show value creation along all three key metrics (operational improvement, deleveraging, and multiple expansion), with operational improvement being the largest driver.
  - Note that multiple expansion has been a driver in recent years, in part due to the favourable market environment we saw up to the end of 2021. As these programs mature, we would expect a greater proportion of value creation to emerge from operational improvements.
  - The negative impact of deleveraging is largely driven by M&A activity these are typically strong and market-leading companies that borrow
    incrementally to execute M&A, so alongside more debt there is also more EBITDA from the acquired businesses. In addition, companies may
    periodically execute dividend recaps, which despite incremental borrowings should benefit investors through earlier returns of capital.

#### Breakdown of value creation (% of total value created)

Portfolio &

Positionina



\* Stats show median EBITDA and revenue growth generated from acquisition until exit

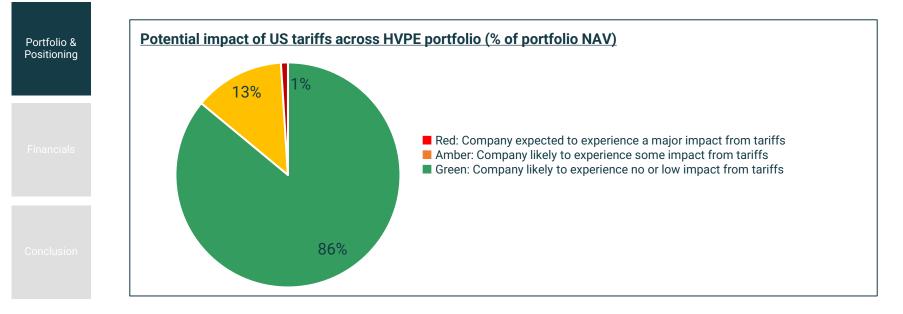
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# **April Tariff impact assessment**



#### Limited exposure to direct adverse impact

- The investment teams analysed HarbourVest's portfolios to assess the magnitude of risk, engaging closely with GPs to understand their approaches and idiosyncratic risks based on our current understanding of the likely impacts of the tariffs on private markets.
- This analysis assesses the impact of the proposed tariffs announced on April 2, 2025 and is limited to the impacts of tariffs on portfolio companies.
  - The teams did not attempt to account for any broader macro-economic events that may result from the current environment.

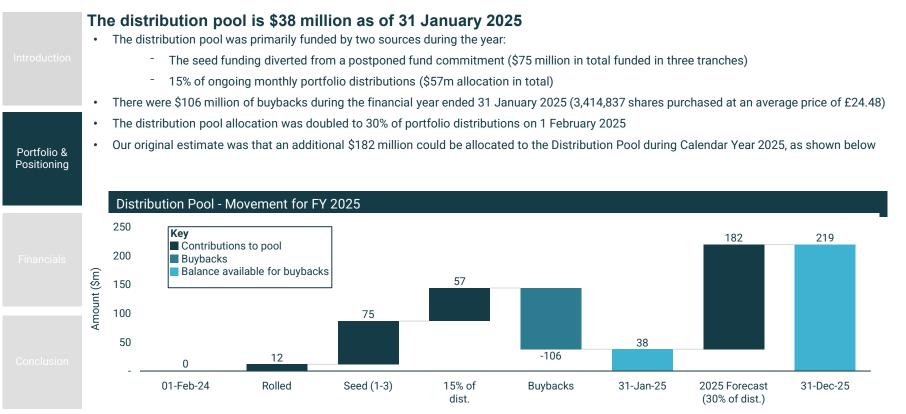


# **Distribution Pool**

Working as intended to deliver NAV per share accretion

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Please note a portion of the distribution pool has already been utilised for buybacks.

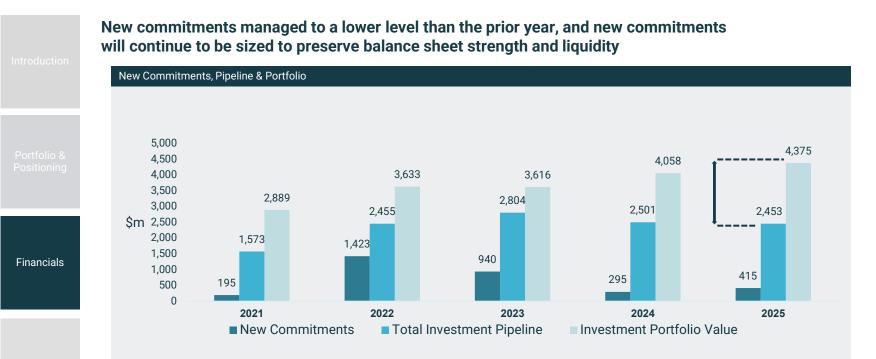
Investors and prospective investors should bear in mind that the future data presented is hypothetical and, as such, does not reflect actual timing or underlying investment performance and should not be construed as predicting the future. These projections should be used solely as a guide and should not be relied upon to manage investments or make investment decisions.

# **Financials**

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### **Overview of Portfolio Position**

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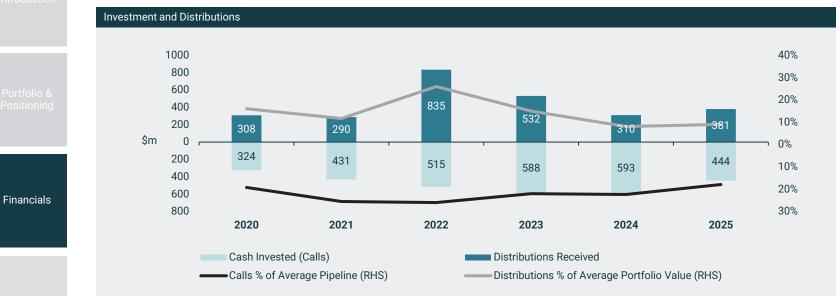


Conclusion

Past performance is not indicative of, or a guarantee of, future performance. The value of an investment in the Company may fluctuate and share prices and returns may go down as well as up. The full report can be viewed online at www.hvpe.com.

## **Portfolio Cash Flows**

A net \$62 million cash was invested over the reporting period, with distributions increasing and capital calls decreasing compared to the previous year



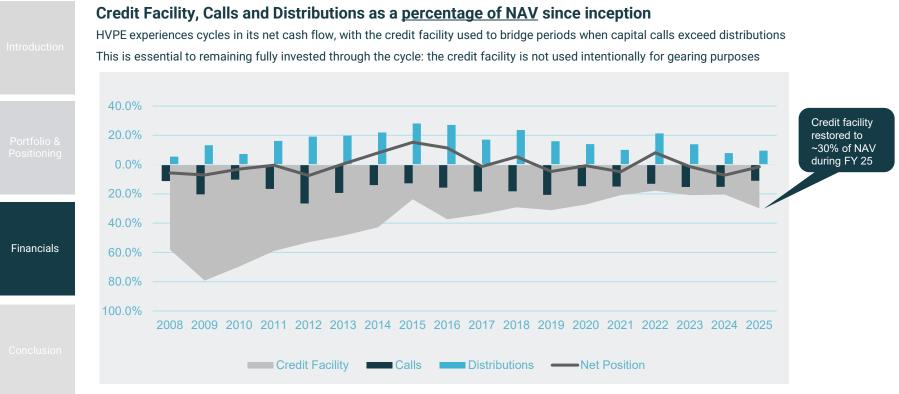
Conclusion

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## **Portfolio Cash Flows**





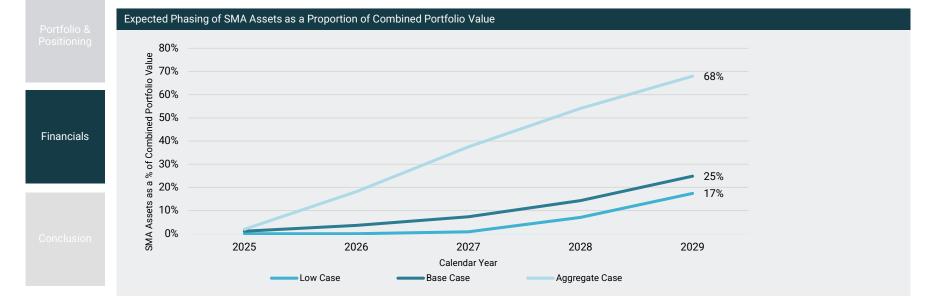
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### **Expected Phasing of SMA Assets**

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#### HVPE is expected to start committing to the new SMA structure in 2025

- HVPE model scenarios show projected phasing of the new SMA assets over time, ranging from 17% to 68% of the total portfolio value by 2029
- The phasing of the SMA assets depends on the size of new commitments in the first few years which is driven largely by the pace of distributions expected from the existing portfolio
- · The scenarios below represent a range of projected portfolio distributions, and the associated range of SMA commitments



The information presented is intended for illustrative purposes only. The future portfolio data is hypothetical and, as such, does not reflect actual timing or underlying investment performance and should not be construed as predicting the future. These projections should be used solely as a guide and should not be relied upon to manage investments or make investment decisions.

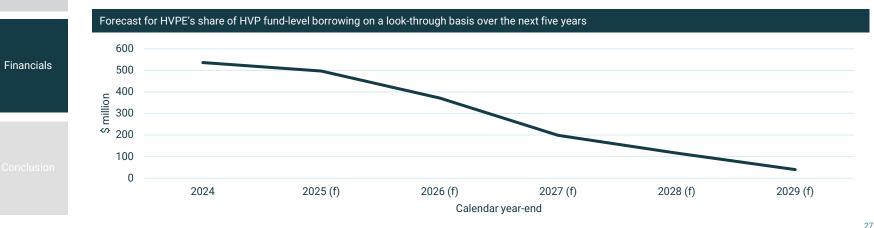
# **Beneficial Balance Sheet Impact of the SMA**

# HVPE's share of HVP fund-level borrowing on a look-through basis is expected to materially decline due to the new SMA structure

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#### Introduction

- · From 1 February 2025 new commitments will be made via the new SMA structure rather than through commingled funds
- HVPE's look-through exposure to borrowing at the HarbourVest fund level will decline materially in the years ahead as the funds in its existing
  portfolio mature and pay down debt.
- Additionally, the Company's pipeline of unfunded commitments to HarbourVest funds will also decline, leading to more predictable cash flows and a
  reduced need for borrowing at the HVPE level.
- · Both these factors will reduce HVPE's overall debt exposure in the years ahead.



The information presented is intended for illustrative purposes only. The future HVP fund-level borrowing data is hypothetical and, as such, does not reflect actual timing or underlying investment performance and should not be construed as predicting the future. These projections should be used solely as a guide and should not be relied upon to manage investments or make investment decisions.

## **New Commitments**

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	Total of \$415 million committed to seven funds in the 12 months to 31 January 2025						
Introduction Primary		Secondary		Direct			
	Fund Name	Total Amount	Description	Total Amount	Description	Total Amount	
	International multi-strategy fund of funds	\$195m	Global infrastructure and real assets fund	\$25m	US-focused credit fund	\$50m	

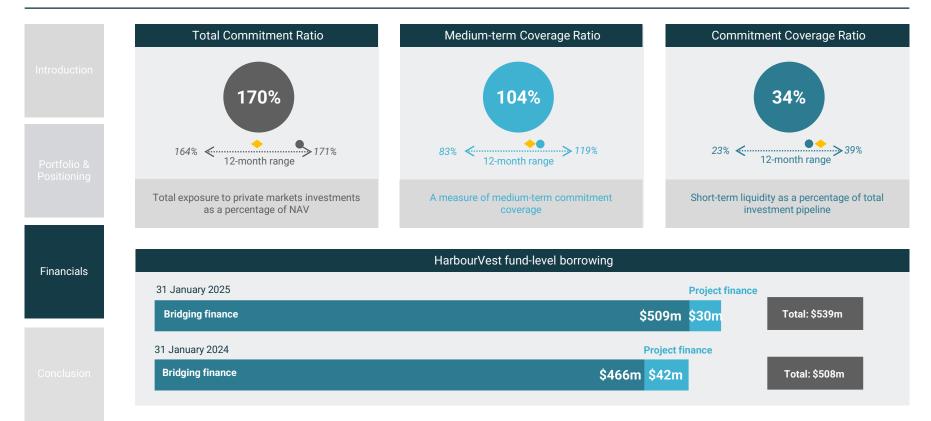
Financials

Conclusion

Fund Name	Amount	Description	Amount	Description	Amount
International multi-strategy fund of funds	\$195m	Global infrastructure and real assets fund	\$25m	US-focused credit fund	\$50m
US-focused buyout fund of funds	\$70m	Global continuation solutions fund	\$15m	Total	\$50m
US-focused small buyout fund of funds	\$20m	Total	\$40m		
US-focused venture fund of funds	\$40m		Ų TOINI		
Total	\$325m				

### Total: \$415 million

### **Balance sheet at 31 January 2025**



The 12-month range for each ratio includes monthly estimate data from February 2024 through to January 2025 (inclusive). The solid circles represent where that respective ratio currently sits within that range, and the yellow diamond represents the median ratio within the period. Past performance is not indicative of, or a guarantee of, future performance. The value of an investment in the Company may fluctuate and share prices and returns may go down as well as up.

## **Total Expense Ratio ("TER")**

# HVPE's TER reflects the total cost incurred by the Company in assembling and maintaining its portfolio of HarbourVest funds and co-investments

FINANCIAL SUMMARY		12 MONTHS TO JAN '25	12 MONTHS TO JAN '24	12 MONTHS TO JAN'23
HVPE OPEX	~~	1.33%	0.72%	0.36%
Management Fees Fund-level management fees payable to Harbour/Vest, together with the management fees relating to secondary co-investments	~~	0.62%	0.60%	0.59%
HarbourVest Fund OPEX HVPE's share of fund-level operating expenses (professional fees and organisational costs)	<u>~</u>	0.22%	0.22%	0.25%
Interest Income	~~	(0.15)%	(0.23)%	(0.10)%
Net Operating Expense Ratio	~~~	2.02%	1.31%	1.10%
Carried Interest Fund-level performance fees payable to HarbourVest	<u>~</u>	0.44%	0.48%	0.08%
Total Expense Ratio	~~	2.46%	1.79%	1.18%

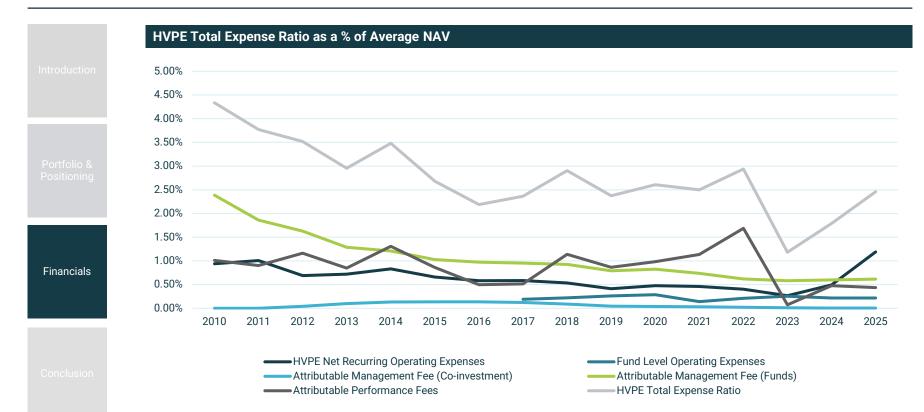
Portfolio 8

Financials

#### Conclusion

The TER is calculated over the average of the beginning-of-period and end-of-period NAV. Reflects the costs incurred by the Company in managing its portfolio of HarbourVest funds, but does not include the fees charged by underlying general partners (full look-through cost estimate now included in the Key Information Document, available at <u>www.hype.com</u>). Note NAV per share performance figures are, and always have been, quoted net of all fees and expenses.

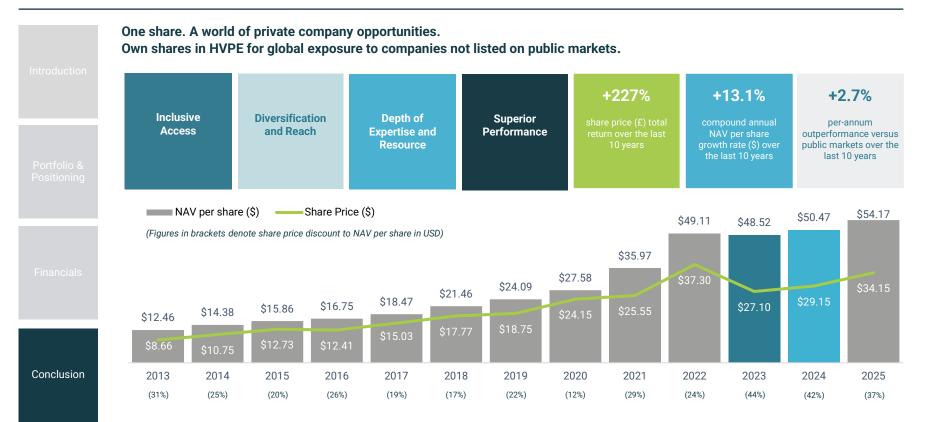
### **Total Expense Ratio trend**



# Conclusion

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## **HVPE is well-positioned for the long term**



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