

ASX: PE1

PENGANA PRIVATE EQUITY TRUST

A diversified portfolio of global private market investments, managed by one of the largest and most diversified independent asset managers in the world - Grosvenor Capital Management.

November 2023

INVESTMENTS IN INSURANCE AND HOME SERVICES AS AUD IMPACTS NAV

NAV PER UNIT¹ 1 MONTH PERFORMANCE² SINCE INCEPTION PERFORMANCE (P.A.)^{2,3}

TARGET DISTRIBUTION YIELD4

\$1.5907

-4.0%

9.7%

4%

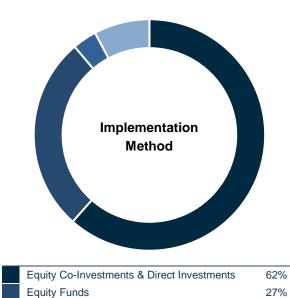
COMMENTARY

The Trust declined -4.0% over November as the AUD appreciated without any change in the valuations of its private equity investments.

Quarterly valuations are next expected to be updated by the end of December. Over the month, we made a number of commitments and investments including:

- A co-investment in a first lien term loan issued by World Insurance Associates, one of the fastest-growing insurance brokerages in the United States, specialising in personal and commercial insurance lines, employee benefits, financial and retirement services, and human capital management. The company operates in an attractive and defensive industry with a long history of organic revenue growth through economic cycles, and is highly diversified across carriers and end markets, which provides nice downside risk mitigation.
- A secondary investment in a continuation fund to finance the acquisition of **Apex Service Partners**, a market-leading home services business providing critical residential HVAC, plumbing, and electrical maintenance and repair services throughout the United States. Since the company was founded, it has achieved strong organic growth and executed a highly accretive M&A strategy focused on smaller businesses that have very strong local brand awareness, having already netted over 150 acquisitions. The company is one of the largest players despite having only a ~1% estimated market share, which indicates that the company has a long runway and should be able to continue to consolidate and take additional share in the fragmented and predominantly "mom-and-pop" industry.
- A US\$15 million commitment to GCM Grosvenor Strategic Credit Fund II, an opportunistic credit fund
 that will seek to leverage GCM Grosvenor's US\$76 billion global alternatives platform to source difficultto-access credit transactions from a premier suite of GPs. The fund has a flexible mandate designed to
 target 30-40 credit-focused opportunities across strategies, geographies, sectors, and the capital
 structure.

PORTFOLIO DIVERSIFICATION



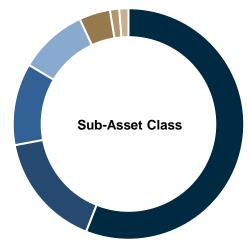
Cash includes short duration credit which may be used as a cash management tool.

3%

8%

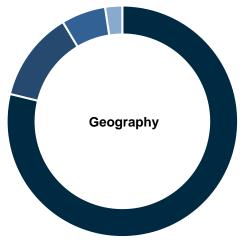
Private Credit

Cash



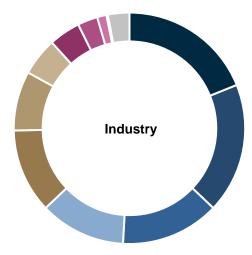
Buyout	57%
Structured Equity ⁶	16%
Growth Equity	12%
Special Situations (Including Credit)	10%
Real Estate	4%
Venture Capital	0%
Other	1%

Allocations exclude short duration credit and cash held directly by the Trust and indirectly through underlying funds; includes only private market investments. Refer to footnote 5 for the calculation methodology.



North America	79%
Europe	13%
Asia/Oceania	6%
Other	2%

Allocations exclude short duration credit and cash held directly by the Trust and indirectly through underlying funds; includes only private market investments. Refer to footnote 5 for the calculation methodology.



Industrials	19%
Information Technology	18%
Financials	14%
Consumer Discretionary	12%
Health Care	12%
Consumer Staples	8%
Real Estate	5%
Materials	4%
Communication Services	3%
Energy	1%
Utilities	0%
Other	3%

Allocations exclude short duration credit and cash held directly by the Trust and indirectly through underlying funds; includes only private market investments. Refer to footnote 5 for the calculation methodology.

NAV PER UNIT PERFORMANCE AS AT 30 NOVEMBER 2023 2,3



INVESTMENT ACTIVITY - SELECTED HIGHLIGHTS 7

EQUITY CO-INVESTMENTS AND DIRECTS



We recently co-invested alongside Charlesbank Capital Partners ("Charlesbank"), a leading private equity sponsor and private credit investor, in a first lien term loan issued by **World Insurance Associates** ("World Insurance"). World Insurance, one of the fastest-growing insurance brokerages in the United States, specialises in personal and commercial insurance lines, employee benefits, financial and retirement services, and human capital management. Agents sell and renew insurance plans to end customers and collect a percentage of the annual insurance premiums. World Insurance also operates a wholesale brokerage business, which acts as an intermediary between third party retail brokers and insurance carriers.

World Insurance operates in an attractive and defensive industry with a long history of organic revenue growth through economic cycles. Furthermore, World Insurance is highly diversified across carriers and end markets, which provides nice downside risk mitigation, and we believe the company will benefit from rising property and casualty insurance rates that should support revenue growth in an uncertain macro environment. As World Insurance is a Charlesbank portfolio company, Charlesbank was able to reserve capacity for us in this first lien issuance, providing a unique access point as the transaction was not syndicated to the marketplace. The first lien term loan is well covered and, in our view, has an attractive risk-adjusted return profile.

EQUITY FUNDS



We recently invested in a continuation fund organised by Alpine Investors to finance the acquisition of **Apex Service Partners** ("Apex"). Founded in 2019 and headquartered in Tampa, Florida, Apex is a market-leading home services business providing critical residential HVAC, plumbing, and electrical maintenance and repair services throughout the United States. With over 8,000 employees nationwide, Apex focuses on empowering its people to build a strong network of industry leaders who can share resources, best practices and expertise in order to deliver unparalleled service to customers.

Since the company was founded, Apex has achieved strong organic growth and executed a highly accretive M&A strategy focused on smaller businesses that have very strong local brand awareness, which strategy has already netted over 150 acquisitions. Apex's market continues to be highly fragmented, predominantly consisting of "mom-and-pop" operators that are less sophisticated and have limited professional services offerings and technology infrastructure. Apex is one of the largest players despite having only a ~1% estimated market share, which indicates that the company has a long runway and should be able to continue to consolidate and take additional share in the fragmented industry (in fact, it has already identified a substantial number of potential targets). Additionally, we believe that the sponsor and its co-investors are well-aligned with investors in this transaction, including by Alpine making its largest commitment in its history to the transaction out of its latest flagship fund.

PRIVATE CREDIT



In early November, PE1 committed US\$15 million to **GCM Grosvenor Strategic Credit Fund II** ("SCF II"). SCF II is an opportunistic credit fund that will seek to leverage GCM Grosvenor's US\$76 billion global alternatives platform to source difficult-to-access credit transactions from a premier suite of GPs. SCF II will pair GCM Grosvenor's unique sourcing engine with a flexible mandate that is designed to target credit-focused opportunities across strategies, geographies, sectors, and the capital structure. The fund will target 30-40 positions and will prioritise efficient execution by deploying capital primarily through co-investments and direct investments alongside leading investment managers. We believe SCF II's approach is ideally suited for today's volatile market environment, as it seeks to invest capital with structural downside mitigation while maintaining attractive upside potential.

- 1. The NAV is unaudited
- 2. Past performance is not a reliable indicator of future performance, the value of investments can go up and down. The net return has been determined with reference to the increase in the Net Asset Value per Unit, as well as of the reinvestment of a Unit's distribution back into the Trust pursuant to the Trust's distribution reinvestment plan ("DRP"). Pengana has established a DRP in respect of distributions made by the Trust. Under the DRP, Unitholders may elect to have all or part of their distribution reinvested in additional Units.
- 3. The NAV per unit at inception (23 April 2019) is based on the subscription price per unit which is equal to \$1.25
- 4. Pengana intends to target a cash distribution yield equal to 4% p.a. (prorated on a non-compounded basis) of the NAV (excluding the total value of the Alignment Shares but including the cash distribution amount payable) as at the end of the period that a distribution relates to. The targeted distribution is only a target and may not be achieved. Investors should read the Risks summary set out in Section 11 of the IPO PDS.
- 5. Portfolio Diversification charts and Top 10 Portfolio Investments tables, where applicable, represents the remaining value of the investments and are based on the Fund's percentage of ownership in the investments. Remaining value is reflected gross of both investments and Fund-related management fees, expenses and carried interest, if applicable, as of the valuation date of the respective investments reflected herein. If applicable, charts that are inclusive of both co-investments and underlying holdings of fund investments may reflect a co-investment valuation date (i.e., on a quarter lag). Public underlying investments may include, but may not be limited to, investments in publicly-traded equity instruments, such as common and preferred stock, and publicly traded debt instruments, if applicable. Asset-level remaining value is presented gross of fund-level leverage which may be used in lieu of asset-level leverage. As such, the remaining value presented in this report may be a larger portion or exceed the remaining value of the parent investment.
- 6. Structured Equity is used to describe investments that have structural elements designed to enhance the risk/return profile of a number of our investments, including growth investments. These elements typically include a component of potential downside protection through the use of a variety of different mechanisms including, but not limited to, liquidation preferences and convertible preferred equity.
- 7. In reviewing the case studies / trade examples ("Examples") provided in this presentation, you should consider the following:

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Authorised by: Paula Ferrao, Company Secretary



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