

## Rothschild & Co - Equity story

November 2016

## Contents

#### Sections

7
12
17
21
27

#### Appendices

A	Appendices	30



## Disclaimer

1

This presentation has been prepared solely for information purposes and must not be construed as or considered as constituting or giving any investment advice. It does not take into account, in any way whatsoever, the investment objectives, financial situation or specific needs of its recipients.

This presentation and its contents may not be copied or disseminated, in part or as a whole, without prior written consent of Rothschild & Co.

This presentation may contain forward-looking information and statements pertaining to Rothschild & Co SCA ("Rothschild & Co"), its subsidiaries (together, the "Rothschild & Co Group") and its and their results. Forward-looking information is not historical. It reflects objectives that are based on management's current expectations or estimates and is subject to a number of factors and uncertainties, that could cause actual figures to differ materially from those described in the forward-looking statements including those discussed or identified in the documentation publicly released by Rothschild & Co, including its annual report.

Rothschild & Co does not undertake to update such forward-looking information and statements unless required by applicable laws and regulations. Subject to the foregoing, Rothschild & Co has no obligation to update or amend such information and statements, neither as a result of new information or statements, nor as a result of new events or for any other reason.

No representation or warranty whatsoever, express or implied, is made as to the accuracy, completeness, consistency or the reliability of the information contained in this document. It may not be considered by its recipients as a substitute to their judgment.

This presentation is qualified in its entirety by the information contained in Rothschild & Co' financial statements, the notes thereto and the related annual financial report. In case of a conflict, such financial statements, notes and financial reports must prevail. Only the information contained therein is binding on Rothschild & Co and the Rothschild & Co Group. If the information contained herein is presented differently from the information contained in such financial statements, notes and reports, only the latter is binding on Rothschild & Co and the Rothschild & Co Group.

For more information on Rothschild & Co: www.rothschildandco.com; www.rothschild.com



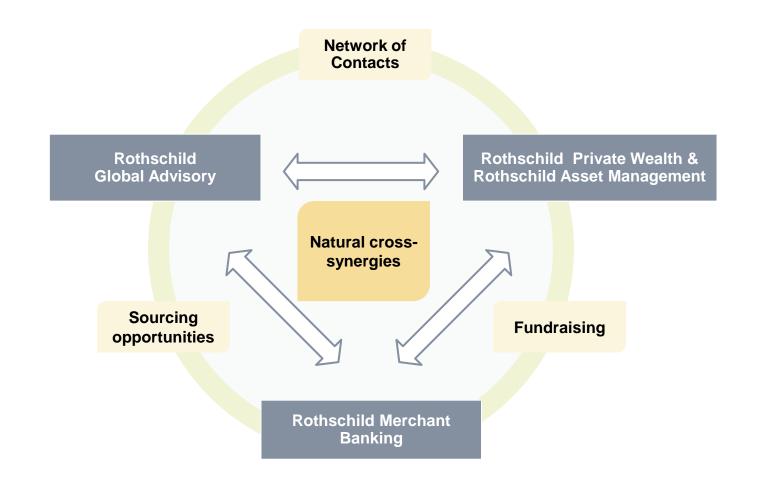
# Rothschild & Co investment case

1	Rothschild brand & value creation long term	<ul> <li>Listed parent of the Rothschild &amp; Co Group benefiting from strong corporate governance</li> <li>A family controlled business focused on long term growth</li> <li>Alignment of interests between shareholders, Rothschild family and management</li> </ul>
2	Established business model targeting growth	<ul> <li>Three core businesses:</li> <li>Rothschild Global Advisory with a worldwide franchise</li> <li>Rothschild Merchant Banking</li> <li>Rothschild Private Wealth &amp; Rothschild Asset Management</li> </ul>
3	High operating leverage	<ul> <li>Cost discipline and productivity</li> <li>Complementary activities with synergies</li> </ul>
4	Financial strength	<ul> <li>Strong financial position and solvency ratios</li> </ul>
5	Objectives of Shareholder return	<ul> <li>Return on tangible equity of between 10% to 15% through the cycle</li> <li>Progressive dividend policy</li> </ul>

### A value driven investment leveraged for growth



# 1. Overview



Cross fertilisation gives a real competitive advantage, with maximum benefits for Entrepreneurs

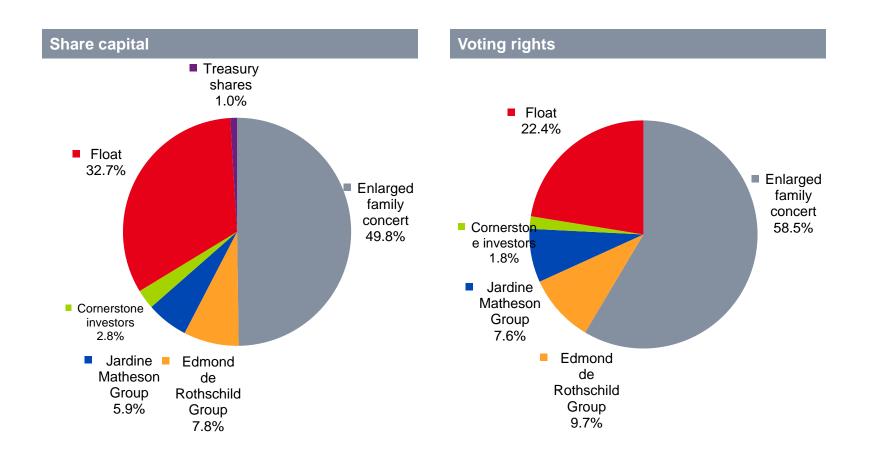
# **Business model**

	Rothschild Global Advisory	Rothschild Merchant Banking	Rothschild Private Wealth & Rothschild Asset Management
Portfolio of solutions	<ul> <li>Lead independent advisory firm</li> <li>M&amp;A and strategic advisory</li> <li>Debt and restructuring advisory</li> <li>Equity advisory</li> </ul>	<ul> <li>Private equity funds</li> <li>Private debt funds</li> <li>Proprietary portfolio</li> </ul>	<ul> <li>Wealth Management</li> <li>Asset Management</li> <li>Trust services</li> </ul>
Position	<ul> <li>Highly recognised franchise benefiting from critical mass</li> <li>Very well poised to benefit from ongoing recovery in global M&amp;A</li> </ul>	<ul> <li>Fast growing business</li> <li>c.€6bn assets under management</li> </ul>	<ul> <li>European stronghold</li> <li>Foothold in other promising markets</li> <li>€50bn of AuM</li> </ul>
Average 3 years revenue per annum	€870m 66%	€109m 8%	€341m 26%

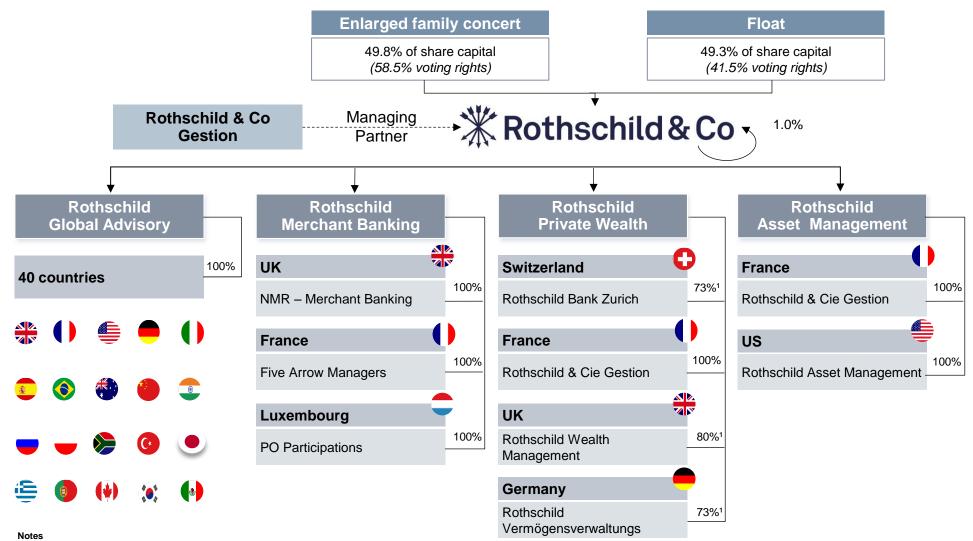
3 resilient pillars with strong potential



#### Shareholding structure as at 31 October 2016



# Rothschild & Co at a glance



**Rothschild** & Co

1 Minority interests held by the Rothschild family

### Rothschild & Co Supervisory Board and Committees

	Supervisory		ed Committees		
Member	Board	Audit Committee	Strategy Committee	Remuneration and Nomination Committee	Risk Committee
Eric de Rothschild – French					
André Lévy-Lang – French					
François Henrot – French <sup>1</sup>	٠		•		
Dr. Daniel Daeniker – Swiss	٠				•
Sylvain Héfès – French	•	•			
Angelika Gifford – German	•				
Arielle Malard de Rothschild – French	•				
Lucie Maurel-Aubert - French			•		
Carole Piwnica – Belgian		•	•		
Anthony de Rothschild – British					
Jacques Richier – French					
Sipko Schat – Dutch	٠				• •
Peter Smith – British	٠	• •	•	•	
Luisa Todini – Italian				•	
Adam Keswick - British	٠				

## Corporate governance

#### Group management

Rothschild & Co Gestion, Managing Partner of Rothschild & Co

- David de Rothschild, Chairman,
- Alexandre de Rothschild, Vicechairman
- Nigel Higgins and Olivier Pécoux, CEOs

#### Group management committee

(GMC) with 12 members split between:

Accomplished

management team

- CEOs (2)
- Business heads (6)
- Support heads (4)

#### 2 Board and committees

- A **Supervisory board** composed of:
- 15 recognised professionals, including 9 independent members
- 7 different nationalities
- High profile individuals

#### 4 specialised committees:

- Audit Committee
- Risk Committee
- Strategy Committee
- Remuneration & Nomination Committee

Strong governance complying with best practice

Alignment of interests

Aligned shareholders and

senior management

October 2013 for 57 senior

Extended to 10 new senior

employees in December 2015

employees from 10 countries

An Equity Scheme was introduced in

3

### Strong corporate governance complying with highest standards



2. Rothschild Global Advisory

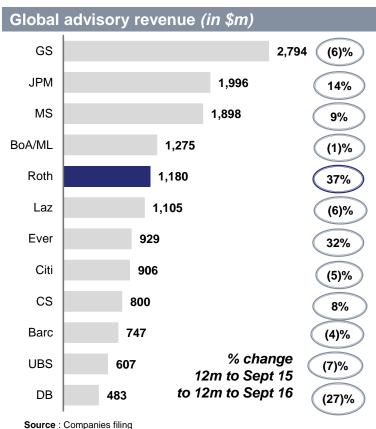
# A global network



Ability to address a large number of key clients around the world

# Ranking by advisory revenue

### Advisory revenue – 12 months to September 2016



#### Highlights

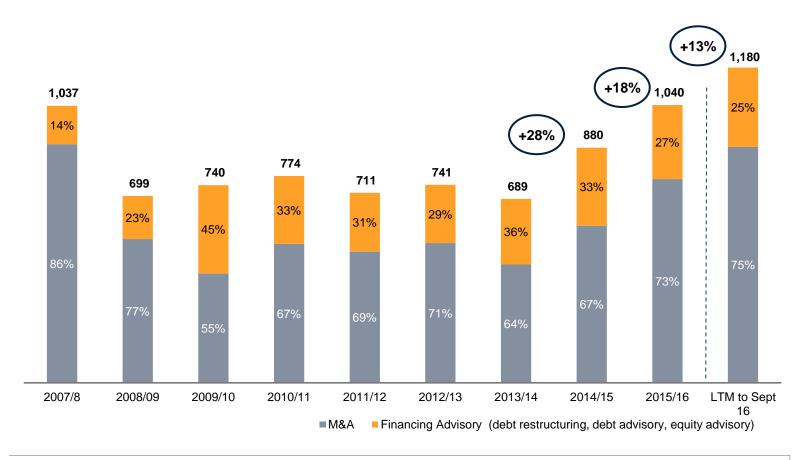
- Top ranked world GA adviser excluding US
- Development of the US platform in domestic M&A and cross border (recruitment of 10 MDs over the last 3 years)
- Strong rankings
  - #1 <sup>1</sup> globally, in EMEA and Europe
  - plus #1 in France, Germany, the Benelux and the  $\ensuremath{\mathsf{UK}}^1$
- Successful year for M&A advisory:
  - market leadership in Europe
  - advising on landmark, high-profile transactions
- Continued growth of debt advisory and restructuring business, advising on more transactions
- Strong European equity advisory

1 Source: Thomson Reuters, by number of announced and completed transactions

### #5 globally by revenue – one position improvement from March 2016



## Revenue progression (in €m)



### **Resilience over the cycle due to complementary mix of M&A and Financing Advisory**



# Key figures

(in €m)	2013/14	2014/15	2015/16	12m to Sept 15	12m to Sept 16	Var %
Revenue	689	880	1,040	864	1,180	37%
M&A	443	588	763	608	883	45%
Financing Advisory	246	292	277	256	297	16%
Profit before tax	71	139	167	129	191	<b>48</b> %
PBT margin <sup>1</sup>	12%	16%	17%	15%	18%	
Compensation ratio	67.1%	65.4%	66.0%	n/a	n/a	
Bankers	851	860	940	860	1,032	
of which MDs	184	186	197	186	213	

1 PBT margin would be 13% if US investments included - 2015/2016: 16. - H1 2015/2016: 12%. Our US investment costs are expected to be around €20m for the full year 2016/2017, which represents approximately 2% of the Global Advisory revenue

### Strong momentum for both revenue and profit before tax



# Strategy and objectives

1	USA: continued investment to strengthen presence
2	Europe: increase market share and deepen market penetration in countries where the Group does not yet have a leading position
3	RoW: maintain strong presence in Asia, Pacific, Latin America and Middle east to support cross-border M&A transactions
4	Enhance cross selling synergies between businesses
5	Maintain headcount and cost discipline by optimising the operating model in each region
6	Manage compensation ratio during the cycle

### Rothschild Global Advisory objective: PBT margin of low to mid-teens through the cycle



3. Rothschild Merchant Banking

# **Rothschild Merchant Banking offerings**

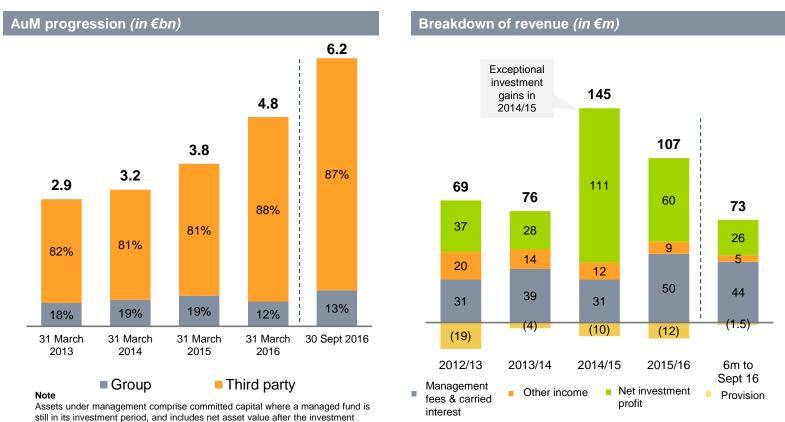
### Investment arm of the Rothschild & Co Group

PRIVATE EQU	ШТҮ	PRIVATE DEBT	
Corporate Private Equity	€1.4bn	Direct Lending	€565m
FAPI	Europe	FACS	Europe
Secondaries, Multi-Manage and Co-Investments	ers Mandates €1.4bn	Credit Management	€2.8bn
FASO	Europe	Oberon & Managed Accounts	US / Europe
Arolla	Global	Elsinore	Europe
RPI	Global	CLOs	US / Europe

c. €6bn of Asset under management (of which 13% from the Group) via a range of targeted mid-cap funds



# Assets under Management & revenue

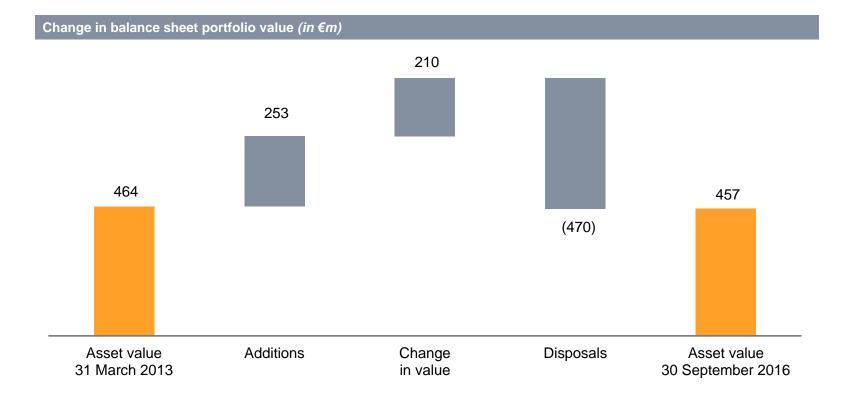


period has expired.

Fee based revenue driven by AuM growth, investment performance as well as carried interest



# Value Creation for the Group



Strong value creation enables solid cash generation while maintaining constant capital at work

# Key figures

(in €m)	2013/14	2014/15	2015/16	average 3 previous years	12m to Sept 16	Var %
Revenue	74	145	107	109	112	3%
o/w net investment gains	28	111	60	66	44	(34)%
o/w other income incl.carried interest	14	15	11	13	28	112%
o/w impairments	(4)	(10)	(12)	(8)	(11)	29%
Net asset value of Group private equity assets	518	508	438		457	
Investment professionals	46	52	64		65	

Ability to generate significant returns but unusually high levels of investment gains in 2014/2015



# Strategy

1	Grow AuM by raising new funds targeted at specific opportunities

2	Maintain significant capital at work ("skin in the game") in our funds and investment programs of c.€500m
---	--

3	Remain selective in our investment decisions & focus on areas
	where we enjoy a distinct advantage



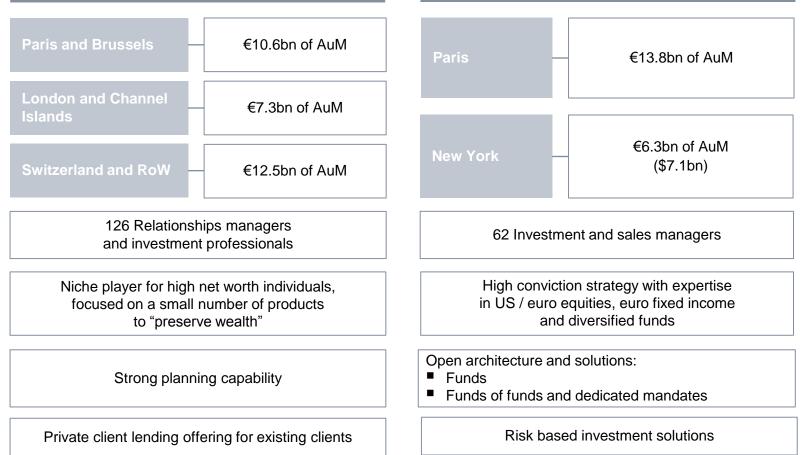
4. Rothschild Private Wealth & Rothschild Asset Management

**Rothschild Asset Management** 

(AuM figures are as at 30 September 2016)

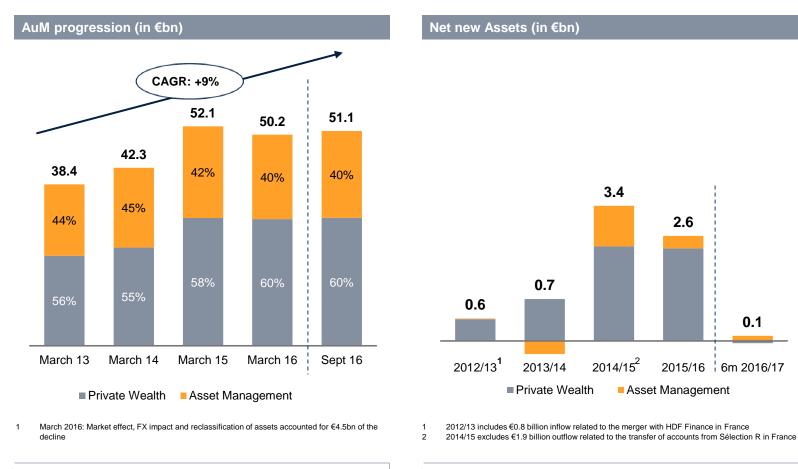
### Overview

#### Rothschild Private Wealth (AuM figures are as at 30 September 2016)





## Assets under Management







Strong track record of attracting new business

# Key figures

(in €m)	2013/14	2014/15	2015/16	12m to Sept 15	12m to Sept 16	Var %
Revenue	307	336	379	368	372	1%
Average Bps	76	71	74	79	75	(5)%
AuM (in €bn)	42.3	52.1	50.2	48.3	51.1	6%
NNA	0.7	3.4	2.6	2.7	2.0	
Front office for WM	104	111	113	117	126	
Front office for AM	52	62	67	63	62	

Steady growth of revenue thanks to strong increase in AuM



# Zoom on the merger in Private Wealth

Contemplated merger between R&Co and Compagnie Financière Martin Maurel

#### In addition to their existing strengths in portfolio management, the two groups are highly complementary

#### Attractions of Rothschild & Co

- Wealth structuring skills
- UHNWI expertise
- M&A services geared to families and entrepreneurs
- Investment management capabilities and distribution
- Proven track-record of investing in non listed assets (private equity and private debt)

#### Attractions of CFMM

- Critical size with c.€10bn of AuM
- Wide range of products for private banking clients
- Integrated corporate model including lending offerings
- Complementary range of funds distributed to private banking
- Regional footprint in the most dynamic and wealthy regions of France

**%** Rothschild & Co

Martin Maurel

A new brand for private banking in France: Rothschild Martin Maurel

The new group would have a real competitive advantage

# Zoom on the merger in Private Wealth

### Financial & legal terms & impacts

Proposed consideration	<ul> <li>CFMM valued at €240m (on a 100% basis – cum 2015 dividend). Implied 1.16x P/BV 2015 and 12.8x FY15 PER</li> </ul>
Conditions	<ul> <li>Transaction remains subject to (i) work councils consultation from both groups and (ii) usual conditions, notably appropriate regulatory and anti-trust approvals</li> </ul>
Financing	<ul> <li>External credit facilities and Rothschild own resources</li> </ul>
EPS accretive	<ul> <li>The proposed combination is expected to be EPS accretive for the first full financial year post merger, pre synergies</li> </ul>
Synergies	■ Up to €10-15m PBT potential impact over time
Solvency position	<ul> <li>Pro-forma CET1 ratio expected post transaction of c.18%, well above regulatory requirements</li> </ul>
Reinforced Rothschild & Co business mix	<ul> <li>Around €100m of recurring revenues to be added to existing Wealth &amp; Asset Management revenues of Rothschild &amp; Co (c.€379m as of FY 2015/2016)</li> <li>Building further earnings resilience for the Group and diversification away from Global Financial Advisory</li> </ul>

### Exceptional opportunity to enhance value for shareholders



# Strategy and objectives

1	Focus on wealth preservation, wealth planning and client service						
2	Targeting significant growth from increased market share in onshore European markets and selected offshore markets						
3	Contemplated merger between Rothschild & Co and Compagnie Financiere Martin Maurel unique opportunity to create a leading independent private bank in France						
4	<ul> <li>Focus on existing core strengths:</li> <li>High conviction euro equity and bonds</li> <li>US equity</li> <li>Long-only and alternative manager selection</li> </ul>						
5	Rationalise product portfolio in other areas						
6	Continue to move from being a vendor of investment product to a provider of investment service						
7	Look to expand our distribution channels through third parties in sectors where our wealth management experience is relevant						

# 5. Financials

### Comments

Improving operating margin	<ul> <li>Revenue growth</li> <li>Costs savings initiatives</li> <li>Targeted headcount optimisation</li> </ul>								
Compensation costs	Target of an adjusted compensation ratio: in low 60%'s through the cycle								
	(In €m)	2012/13	2013/14	2014/15	2015/16	30/09/2016			
	UK asset finance sale	-	-	-	(97)	-			
	Long-standing shareholding impairment	31	18	2	-	-			
Exceptionals impact on Net	IT outsourcing costs	-	11	-	-	-			
Income – Group share	Legacy legal provisions (including DoJ)	5	16	16	-	-			
	Deferred tax asset write off		6	9	-	-			
	Others (pensions credit, sale of property, swap settlement cost)	(14)	(8)	(11)	-	13			
	Total exceptionals items	22	43	16	(97)	13			
Non-controlling interests	Comprise Rothschild family shareholders in the Swiss based Wealth Management business, the profit share distributed to French partners and interest on perpetual debt								
	2015/16: FX effects positive on rever	nue (€68m) a	and negative	on Net incom	e – Group sh	are (€4m)			
FX impact       6m to Sept 2016: FX effects negative on revenue (€36m) and negative on Net income – 0 share (€2m)						- Group			

## 5.1 Summary P&L

(in €m)	2013/14	2014/2015	2015/2016	6 months 2016/17
Revenue	1,108	1,403	1,589	802
Staff costs	(699)	(820)	(954)	(473)
Administrative expenses	(251)	(257)	(267)	(129)
Depreciation and amortisation	(36)	(36)	(37)	(17)
Impairments	7	(22)	(12)	(1)
Operating Income	129	268	319	182
Profit before tax	107	317	422	187
Consolidated net income	64	254	357	160
Net income - Group share	8	144	232	67
Net income - Group share excl. exceptionals	51	160	142	80
Earnings per share	0.11€	2.08€	3.37 €	0.97 €
EPS excl. exceptionals	0.74€	2.31 €	2.07 €	1.15€

Strong momentum over the last recent financial years



	(in €m)	Global Advisory	Private Wealth & Asset Management and Merchant Banking	Other <sup>1</sup>	IFRS Reconciliation <sup>2</sup>	6 months to Sept 2016	
	Revenues	537	252	16	(3)	802	
6 months	Operating expenses	(466)	(205)	(30)	82	(619)	
2016/2017	Impairments	-	-	1	(2)	(1)	
	Operating income	71	47	(13)	77	182	
	Exceptional charges / (profits)	10	4	-	-	14	
	Operating income without exceptional items	81	51	(13)	77	196	

	(in €m)	Global Advisory	Private Wealth & Asset Management and Merchant Banking	Other <sup>1</sup>	IFRS Reconciliation <sup>2</sup>	6 months to Sept 2015
	Revenues	397	255	38	(11)	679
6 months 2015/2016	Operating expenses	(350)	(194)	(59)	44	(559)
	Impairments	-	-	2	(3)	(1)
	Operating income	47	61	(19)	30	119
	Exceptional charges / (profits)	4	-	8	-	12
	Operating income without exceptional items	51	61	(11)	30	131

# 5.2 Performance by business

(in €m)	Global Advisory	Private Wealth & Asset Management and Merchant Banking	Other <sup>1</sup>	IFRS Reconciliation <sup>2</sup>	2015/201
Revenues	1,040	487	56	6	1,58
Operating expenses	(873)	(404)	(101)	121	(1,257
Impairments	0	(1)	(2)	(10)	(13
Operating income	167	82	(47)	117	31
Exceptional charges / (profits)	13	0	8	(10)	1
Operating income without exceptional items	180	82	(39)	107	33
Operating margin %	16%	17%			21%

	(in €m)	Global Advisory	Private Wealth & Asset Management and Merchant Banking	Other <sup>1</sup>	IFRS Reconciliation <sup>2</sup>	2014/2015
	Revenues	880	482	63	(22)	1,403
	Operating expenses	(741)	(348)	(99)	75	(1,113)
2014/2015	Impairments	0	0	(15)	(7)	(22)
	Operating income	139	134	(51)	46	268
	Exceptional charges / (profits)	0	0	0	14	14
	Operating income without exceptional items	139	134	(51)	60	282

1 Other comprises central costs, Legacy businesses, including Banking & Asset Finance and other

2 This analysis is prepared from non IFRS data used internally for assessing business performance then adjusted to conform to the Group's statutory financial accounting policies. IFRS reconciliation mainly includes items that relate to the treatment of profit share paid to French partners as non-controlling interests; accounting for deferred bonuses over the period that they are earned; the application of IAS 19 (R) for defined benefit pension schemes; and reallocation of impairments and certain operating expenses.



2015/2016

## 5.3 Compensation

(in €m)	12m to March 2014	12m to March 2015	12m to March 2016	6 months 2016/17	6 months 2015/16
Revenue	1,108	1,403	1,589	802	679
Total staff costs <sup>1</sup>	(734)	(887)	(1,031)	(546)	(454)
Compensation ratio	66.2%	63.2%	64.9%	68.0%	66.8%
Adjusted Compensation ratio	66.2%	64.3%	<b>62.8</b> %	66.6%	65.5%

1 Total staff costs include profit share paid to French Partners and effects of accounting for deferred bonuses over the period in which they are earned and exclude redundancy costs and revaluation of share-based employee liability

2 The adjusted compensation ratio include effects from FX, joiner costs, decline of Merchant Banking revenue and US investment costs (compensation earned in respect of the first financial reporting period of employment plus any make-wholes payable in the reporting period)

- Discipline on the management of compensation ratio
- Group compensation ratio includes the effects of deferred bonus accounting



### **Compensation ratio: Low 60%'s through the cycle**



#### Summary balance sheet

1

2

3

(in €bn)	30/09/2016	31/03/2016	Var
Cash and amounts due from central banks	2.8	3.5	(0.7)
Cash placed with banks	1.4	1.2	0.2
Loans and advances to customers	1.6	1.5	0.1
of which Private client lending	1.4	1.3	0.1
of which Legacy lending book	0.2	0.2	-
Debt and equity securities	1.5	1.5	-
Other assets	1.2	1.3	(0.1)
Total assets	8.5	9.0	(0.5)
Due to customers	5.0	5.5	(0.5)
Other liabilities	1.4	1.5	(0.1)
Shareholders' equity - Group share	1.5	1.5	-
Non-controlling interests	0.6	0.5	0.1
Total capital and liabilities	8.5	9.0	(0.5)

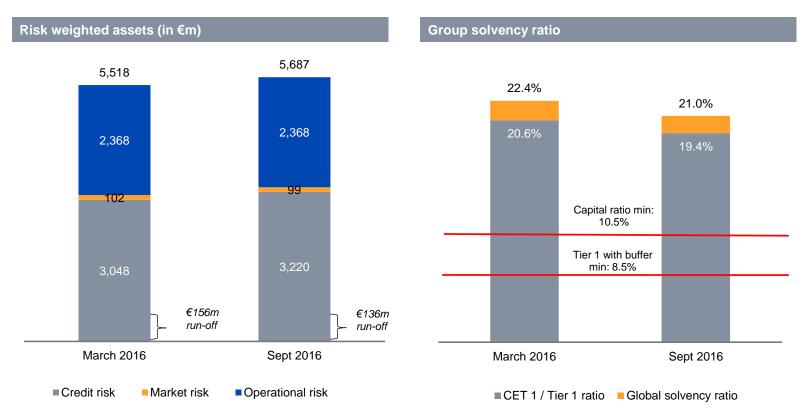
Customer deposits from clients mainly in Switzerland

Surplus cash is placed in central banks and banks

Private client lending (Lombard and mortgages) is developing in line with our Private Wealth strategy

# 5.4 Solvency ratios

Risk weighted assets and ratios under full application of Basel 3 rules



- Retirement of UK banking licence in September 2016 result in loss of T2 capital
- Ratios are comfortably above minimum requirements imposed by Basel 3
- Management considers Merchant Banking requires additional capital beyond Basel 3
- On a pro forma basis, after the contemplated merger with Compagnie Financière Martin Maurel, the CET 1 ratio would be c.18%



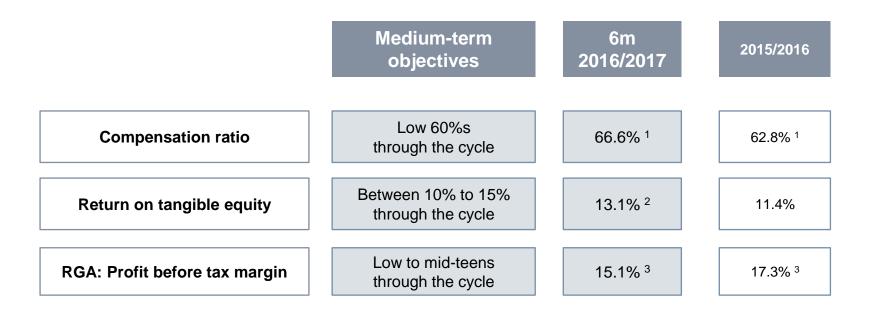
### 5.5 Dividends

	2013/14	2014/15	2015/16
Earnings per share	€0.11	€2.08	€3.37
Dividend per share <sup>1</sup>	€0.50	€0.60 +20%	€0.63 +5%
Payout ratio	455%	29%	19%
Payout ratio excl. FALG sale	455%	29%	32%

- Continued increase in dividend reflecting strong growth in profitability
- Average payout % over the last 3 years of 31%
- No dividend in shares
- We are targeting a progressive dividend policy over time in order to avoid the potential negative effect of results volatility and our desire to reinvest the capital release from the FALG disposal, as demonstrated by the recent announcement of the contemplated merger with Compagnie Financière Martin Maurel



6. Why invest in Rothschild & Co?



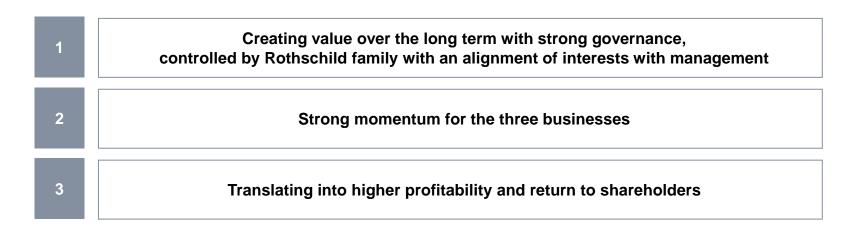
- 1 As adjusted see slide 24
- 2 ROTE based on Net income Group share excl. exceptionals items. Would be 11% if exceptionals included (2015/2016: 37.1%; H1 2015/2016: 6.9%)
- 3 RGA PBT margin excluding US investments. Would be 13.2% if US investments included (2015/2016: 16.1%; H1 2015/2016: 11.8%)

## Management's strategic focus

Playing to our existing strengths	<ul> <li>Growth will come from our existing businesses</li> <li>Significant opportunities to improve synergies</li> <li>Focus on long term performance rather than short term profit</li> </ul>	<ul> <li>Investment in Global Advisory in the US</li> <li>Launch of new funds in Merchant banking</li> <li>Continued strong growth of AuM in Private Wealth &amp; Asset Management</li> <li>New product opportunities in Asset Management</li> </ul>
Growing scale	<ul> <li>Our Private Wealth &amp; Asset Management businesses need greater scale to maximise their profitability</li> <li>Diversify our earnings to achieve more balanced revenue</li> </ul>	<ul> <li>Potential acquisitions of teams and/or bolt-on businesses in Private Wealth (ie. Contemplated merger with CFMM)</li> <li>Reduce dependence on Global Advisory with a focus on annuity style revenues</li> </ul>
Improving operating efficiency	<ul> <li>Improve profitability</li> <li>Make more effective use of Group capital</li> <li>Simplify and streamline our organisation</li> </ul>	<ul> <li>IT outsourcing</li> <li>Leverage businesses with common IT Finance and Wealth Management platforms</li> <li>Synergies between businesses</li> <li>Cost saving initiatives</li> <li>Reinvest capital realised from legacy businesses</li> </ul>



## Rothschild & Co: key investment considerations

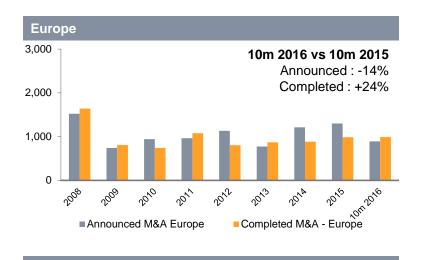


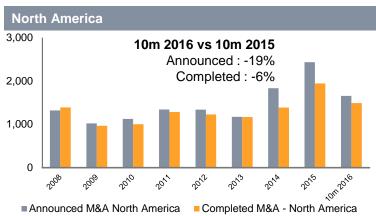
#### A value driven investment leveraged for growth

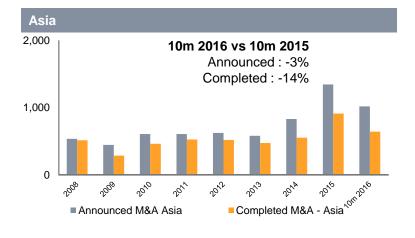


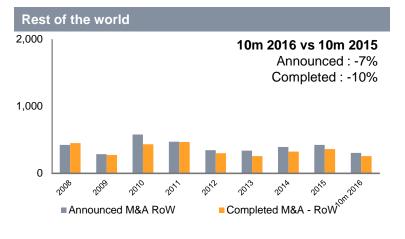
Appendices

### M&A deal values (US\$bn)









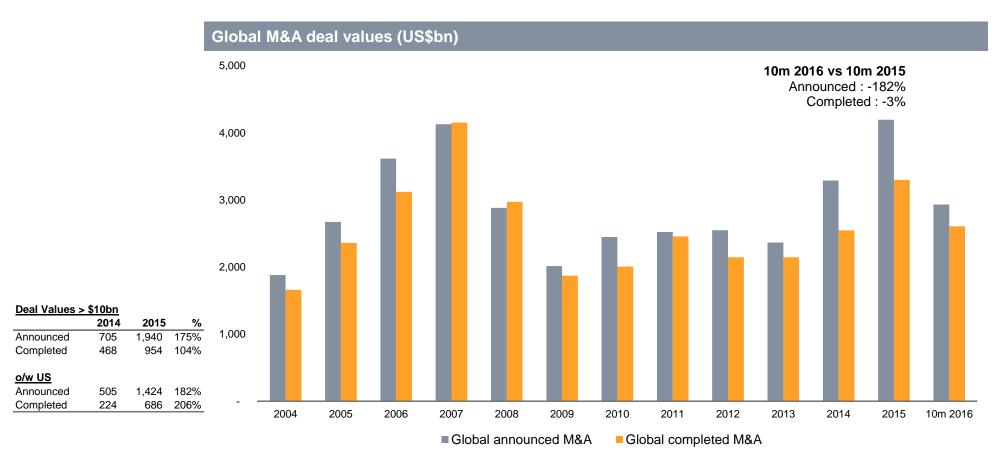
#### Source Thomson Reuters

Verizon deal has been excluded from European data due to the size (\$130bn - announced in 2013 and completed in 2014)

Appendices

## Global M&A market

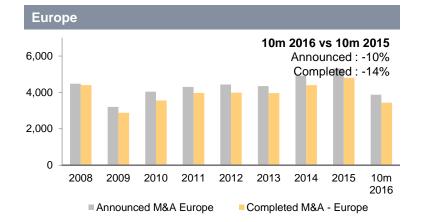
#### Pick up of volumes of transaction

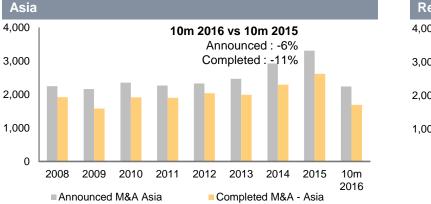


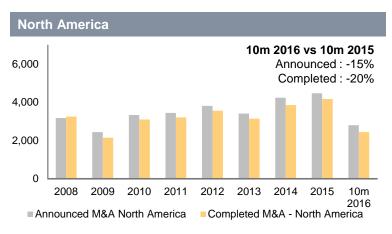
Source Thomson Reuters

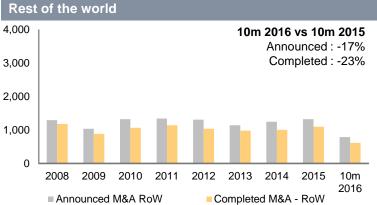


#### M&A deal number



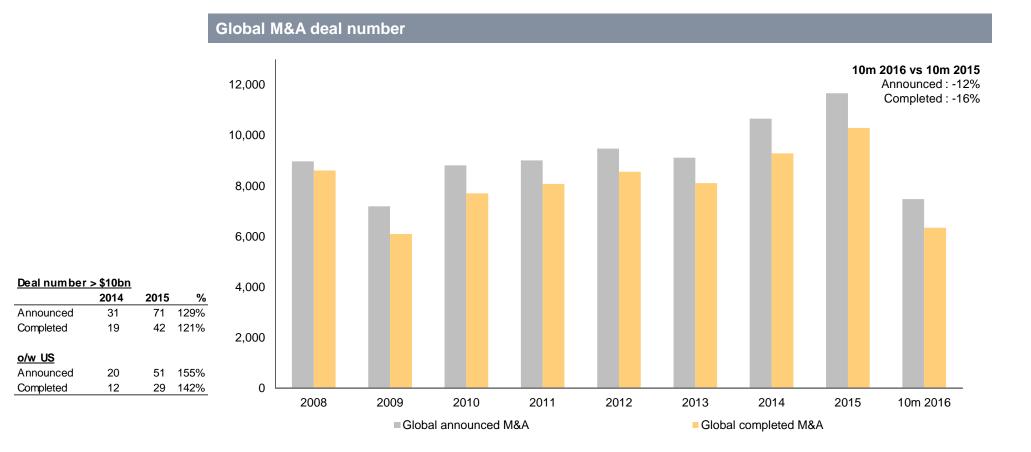






#### Source Thomson Reuters Verizon deal has been excluded from European data due to the size (\$130bn – announced in 2013 and completed in 2014)

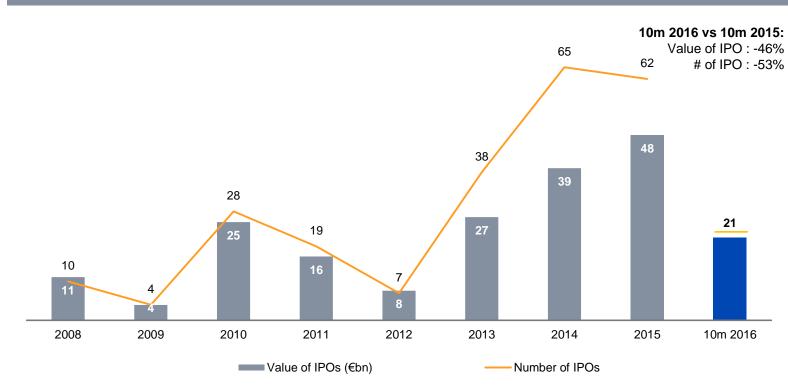
#### Global M&A market





#### Global IPO market

#### IPO volumes in Europe since 2008 (> €200m)



Source : Dealogic



### Our key achievements (1/2)

#### M&A and strategic advisory – Recent major transactions

Company	Deal	Country	Sector	Value
Technip	US\$13bn combination with FMC Technologies to create TechnipFMC		Energy and Power	US\$13bn
BM&FBOVESPA A Nova Bolsa	US\$11.2bn combination with Cetip		FIG	US\$11.2bn
	Adviser to Al Kharafi Family and Al Khair on US\$3.5bn sale of Americana to Adeptio		Hotels and Leisure / Consumer	US\$3.5bn
ORIX	Acquisition by ORIX and VINCI of a US\$18bn 44-year concession for Kansai Airport and Itami Airport		Transport and Infrastructure	US\$18bn
	£9.1bn Managed Separation into its four independent business units		FIG	£91.bn
AC3M	US\$10bn recommended takeover by Mylan		Healthcare	US\$10bn
METRO GROUP	€8bn demerger	-	Retail	€8bn
Hostess	US\$2.3bn merger with Gores Holdings		Consumer	US\$2.3bn

# Our key achievements (2/2)

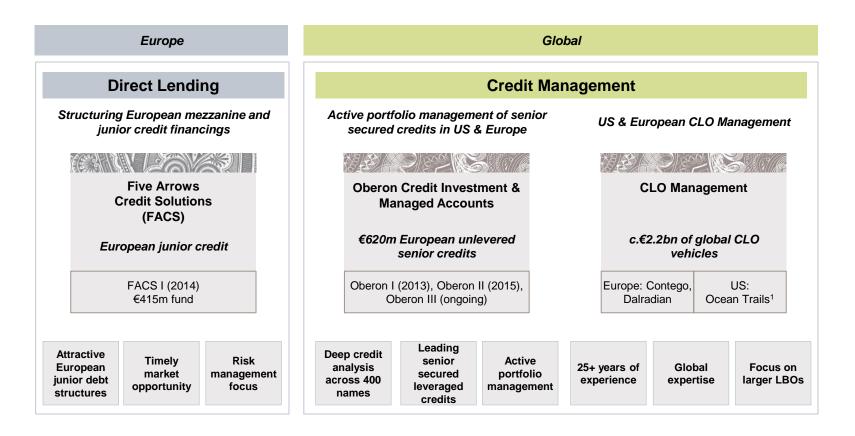
#### Financing advisory – Recent major transactions

Company	Deal	Country	Sector	Value
573170	Debt advice on US\$20.4bn equivalent bond offering	*	Healthcare	US\$20.4bn
<b>DONG</b> energy	Adviser to Kingdom of Denmark Ministry of Finance on €2.6bn privatisation IPO of Dong energy		Energy and Power	€2.6bn
	Adviser to Greece PDMA on reprofiling of €220bn Financial Support Loans		Sovereign	€220bn
ENTERPRISE	Debt advice on completion of £970m WBS notes consent solicitation		Hotels and Leisure	£970m
<b>AIRBUS</b> GROUP	€2.4bn Combo offering in Dassault Aviation shares		Aerospace and Defence	€2.4bn
Alpha Natural Resources	US\$3.9bn Chapter 11 restructuring and US\$325m asset sale to Contura Energy		Mining	US\$3.9bn
Casas GEO°	Advisor to the Company on its US\$2.9bn debt restructuring	<b>.</b>	Construction	US\$2.9bn
nlfi 🍞	€16.7bn privatisation IPO of ABN AMRO raising €3.8bn	=	FIG	€16.7bn
ABN·AMRO	-		<b>₩</b> R	othschild & Co



#### Private Debt

From junior to senior debt as well as CLOs across the globe



# **Private Equity**

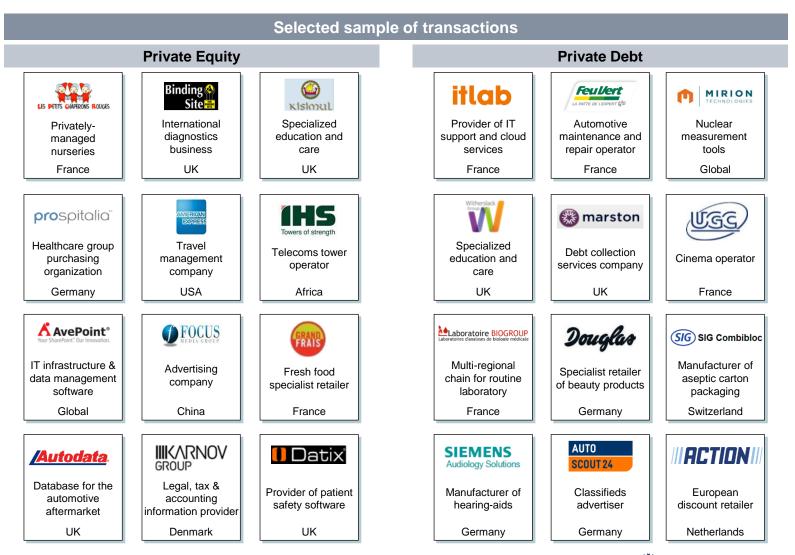
Focus on mid-caps through primary, secondary, co-investments and multimanagers

Europe		Global				
Corporate Private Equity		C	Co-Investments			
Leveraging our edge in the European mid-market		Global co-investment strategy				
Five Arrows Princip Investments (FAPI) Lower mid-market buy FAPI I (2010) €583m fund €775m	15) Defensive, cash generative, high ROIC businesses Healthcare, Education Business & Technology Services	Rothschild Proprietary Investments (RPI)       Investment         Balance sheet investment activity       Investment         €300m private equity assets       RP		Rothschil Opport (RF		
	daries	Multi-N	Managers N	/andates		
Seizing opportunities offered by the under-served European Secondary mid-market Capitalizing on Rothschild's expertise to invest		est globally				
Five Arrows Second Opportunities	Differentiated edge in Secondary y Directs	Arolla	3	Pri	n Focus on mary Fund /estments	
(FASO) Mid-cap Secondary transactions	Attractive mid-market deals	Multi-managers p	olatform	clas	ss to best-in- s managers orldwide	
FASO III (2012) €259m fund FASO IV €400m (targ	nd stages, vintages,	Arolla I (2016 €100m fund <i>(tai</i>	·	S	imary and econdary nvestments	



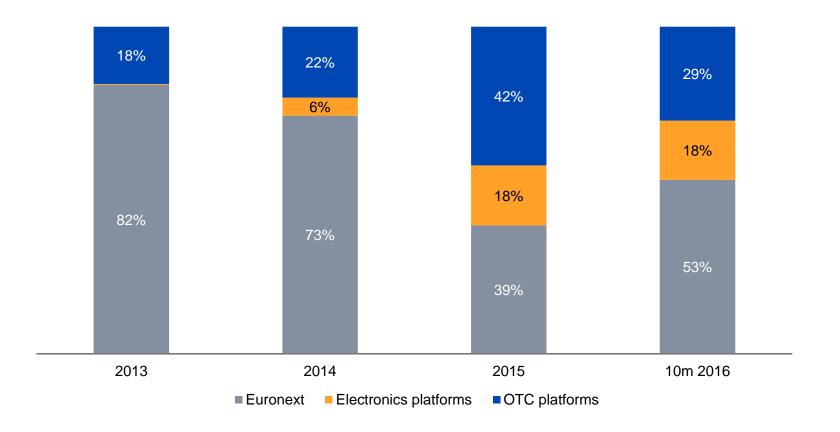
# Merchant banking

#### A history of long term value creation in the mid-cap segment





# Rothschild & Co volume by trading platforms



Electronic and OTC platforms gain market share due to several block trades on Rothschild & Co shares

