

# Credit Investor Update Presentation

November 2024

Strictly private and confidential

### **ARROW ESTABLISHED AS LEADING WESTERN EUROPEAN INTEGRATED FUND MANAGER**

	Successfully completed the strategic shift towards an integrated fund management business model
	Established multi asset, multi strategy fund manager covering
	Opportunistic Credit: (i) raised €2.75bn for ACO II, (ii) ACO I/II performing well with strong originations and returns and (iii) Arrow well positioned for ACO III fundraising in 2025
STRONG OPERATIONAL	Real Estate Lending: (i) ALO fund has raised €750m with strong momentum ahead of final close in 1Q25 and (ii) successful build-out of lending capabilities, including the Maslow acquisition, with significant opportunities in granular, residential real estate lending
DELIVERY	Real Estate Equity: raised €160m into AREO I / II to seize opportunities from equity investments in distressed real estate
	Built Western European footprint in seven countries
	Expansion (organically and via selective bolt-on acquisitions) into Spain and Germany
	Strengthened senior leadership team (incl. Toni McDermott, Zachary Vaughan and Charlotte Gilbert) and additional key hires from leading alternative asset managers to reinforce the middle management
IMPROVING	Since 2019, over €5bn capital raised into our discretionary core credit, real estate lending and real estate equity strategies, supported by a robust and well-diversified investor franchise
PERFORMANCE	Built a scalable multi-strategy platform investing €1.25bn in 3Q24 YTD (€1.7bn annualised) across Western Europe
METRICS	Grew capital-light EBITDA at a CAGR of 54% (FY21 to 1H24 LTM) to ~£58m and achieved de-leveraging from 4.8x as of FY21 to 3.6x as of 3Q24
Arrov	v is focused on addressing upcoming bond maturities given strong operational delivery and improved credit profile

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## ARROW ESTABLISHED AS LEADING WESTERN EUROPEAN INTEGRATED FUND MANAGER (CONT'D)

### **MEDIUM TERM FINANCIAL TARGETS**

## FuM at ~€15bn

Increase FuM by 50% over 2-3 year period, primarily driven by successful ACO III fundraise commencing in 2025

## Deployments at €3bn p.a.

**Continued scaling of Arrow originations** to **drive** *increasing NAV* 

NAV at >€6bn

Increased deployment building to NAV of Arrow discretionary funds **Re-affirmed commitment** to decrease **leverage** to **3 times** 

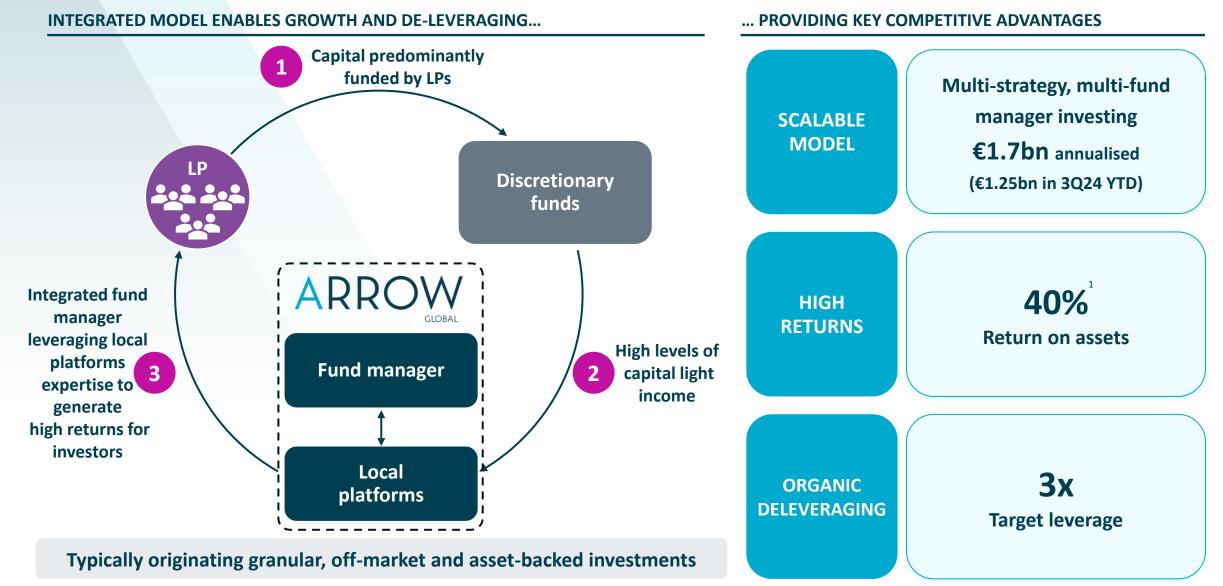
Leverage to

**3**x

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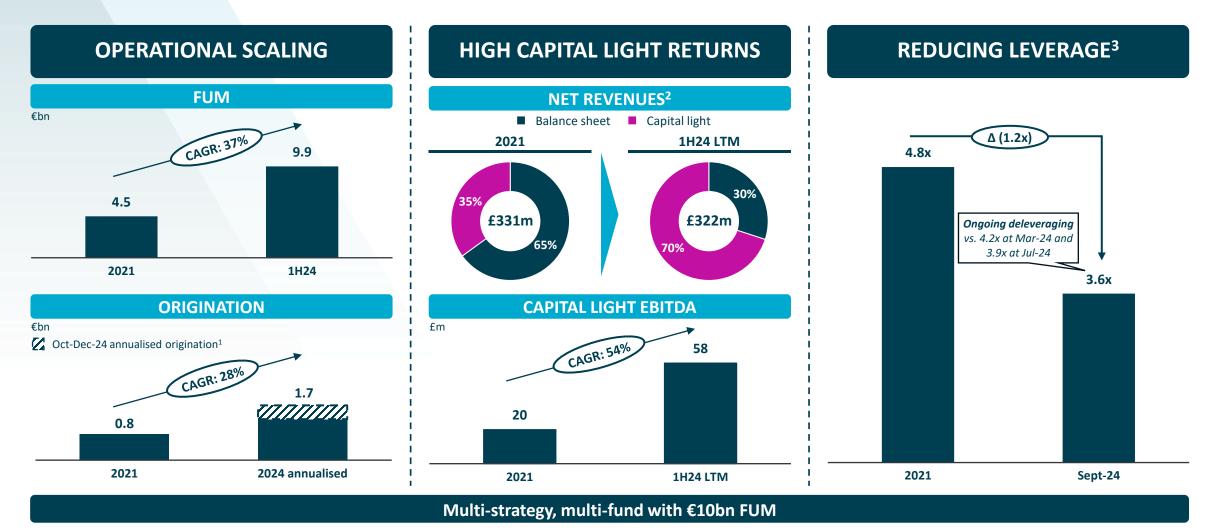
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## ARROW HAS ESTABLISHED A UNIQUE DIFFERENTIATED BUSINESS MODEL



#### OVERVIEW OF ARROW

### THE TRANSITION TO INTEGRATED FUND MANAGER IS COMPLETE... DELIVERING SIGNIFCANT UPLIFTS TO KEY FINANCIAL METRICS



Notes: <sup>1</sup> Oct-Dec-24 origination calculated based on annualised origination from Jan-Sept-24 (€1.25bn); <sup>2</sup> Net revenues breakdown does not include the "others" segment (£0.1m and £0.9m respectively in 2021 and 1H24 LTM); <sup>3</sup> Calculated as secured net debt / cash EBITDA (i.e. adjusted EBITDA in the audited financial statements)

#### OVERVIEW OF ARROW

### LEADING PAN-EUROPEAN VERTICALLY-INTEGRATED FUND MANAGER WITH OVER €90BN AUM





#### OVERVIEW OF ARROW

### SUCCESSFULLY SCALED LOCAL PLATFORMS TO SUPPORT INVESTMENT STRATEGIES ACROSS WESTERN EUROPE

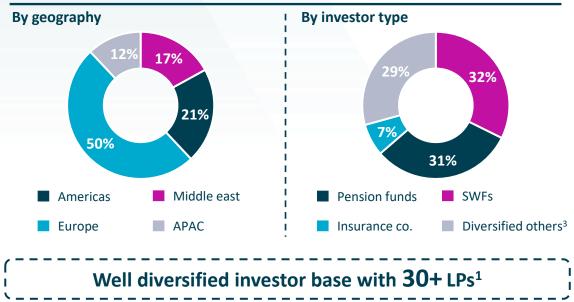


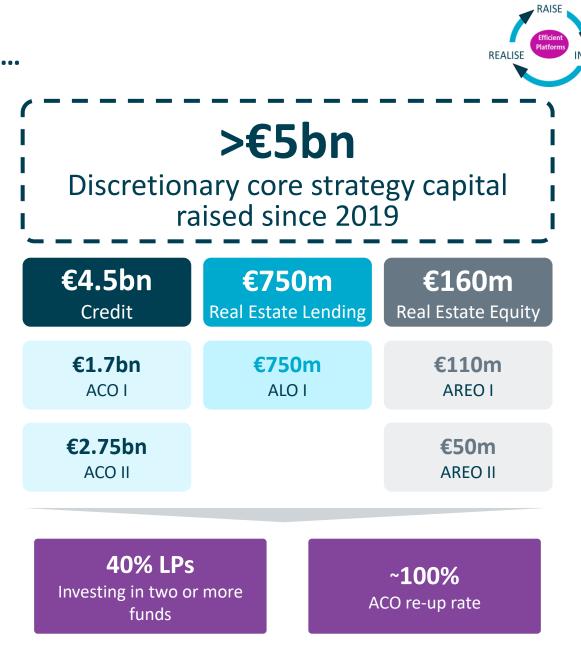
Notes: Platforms' figures reported in the above chart do not reflect the % ownership stake of Arrow. Assets Under Management ("AUM"), represents the value of all funds and assets managed (including on behalf of third parties) by Arrow Global, Arrow Global Funds and Arrow Global Platforms. <sup>1</sup> RNHB and MICA are partially-owned platforms

#### OVERVIEW OF ARROW SUCCESSFUL AND PROGRESSIVE FUNDRASING...

- Since 2019, raised >€5.3bn capital from LPs into our discretionary core strategies
  - On track to commence ACO III fundraising in 1H25
- ► The team consists of central expertise as well as dedicated local resources
- Notable investors include ADIA and CPP Investments
- Improved geographic fundraising diversification with Middle East now accounting for almost one fifth of total funding
- Average LP commitment size >€95m<sup>1</sup>

#### **INVESTOR BASE BREAKDOWN<sup>2</sup>**





Notes: <sup>1</sup> Based of ACO I and ACO II; <sup>2</sup> Percentage splits based on LP commitments for ACO I, ACO II, and AREO as of FY23; <sup>3</sup> Others include Banks, Asset Managers, Endowments, Family Offices, etc.

## ...WHILE INCREASING INVESTMENTS ACROSS ITS THREE SEGMENTS...

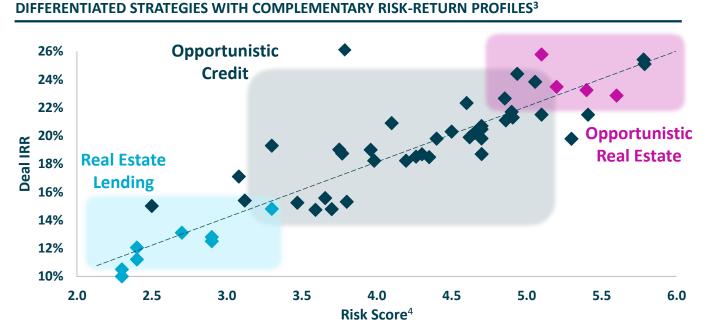
- Leverage on the investment capabilities of 22 on-the-ground platforms
- Investment approach predominantly focused on:
  - Off-market trades with shorter weighted average life
  - Secured real estate, case in court and other mixed security
  - Average small size ticket investments not targeted by competitors



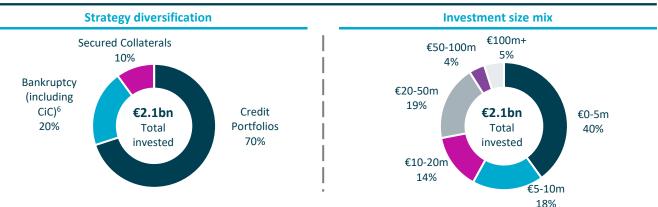
>90% Portfolio secured by Real Estate or Cash-in-Court<sup>2</sup>

- **Expansion** of the **investment franchise** across **Western Europe**:
  - Acquisition of Eagle Street, Details and Interboden and organic growth of Blue Current Capital and Mica to strengthen Arrow's real estate capabilities
  - Strengthened the lending segment through the acquisition of Maslow, Elba Finance and build of bridge lending capabilities





#### ACO II FUND BREAKDOWN<sup>5</sup>



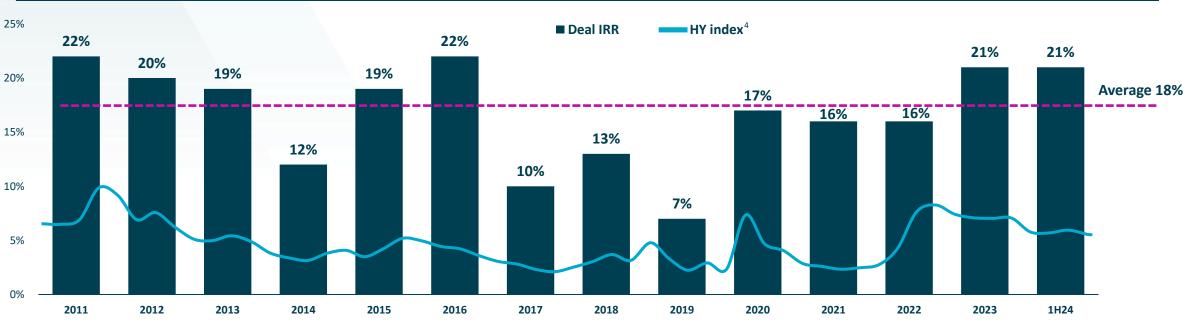
#### **ACO I DEAL IRR** Expanded investment capabilities in sectors and regions with the highest risk-returns profiles (net of servicing costs)<sup>2</sup> Strong realisation for LPs – €80m distributed to ACO I investors in 1H24, totaling €176m distributions to date INVESTMENT TRACK RECORD THROUGH THE CYCLE<sup>1</sup> 25% HY index<sup>4</sup> Deal IRR 22% 22% 20%

#### OVERVIEW OF ARROW

### ... AND DELIVERING EXCELLENT RETURNS TO INVESTORS THROUGH THE CYCLE

- Stable returns through the cycle:
  - Local platform structure plays a critical role in maximising value of investments
  - Granular and proprietary deal flow underpinning higher returns

Notes: <sup>1</sup> Deal IRR represent returns before the allocation of management fees, fund expenses, SPV costs and any incentive fees or "carried interest" paid, accrued or allocated to the general partner or investment manager of the funds and accounts. Deal IRR denotes the return across Arrow & LP investment, excluding third-party co-investment. Average IRR calculated from 2010 to 1H24;<sup>2</sup> Before the allocation of management fees, fund expenses, SPV costs and any incentive fees or "carried interest"; <sup>3</sup> Forecasted investor IRR and multiple post servicing and third party-costs; <sup>4</sup> Bloomberg Euro high yield index, timeframe: Jan-2011 - Oct-2024

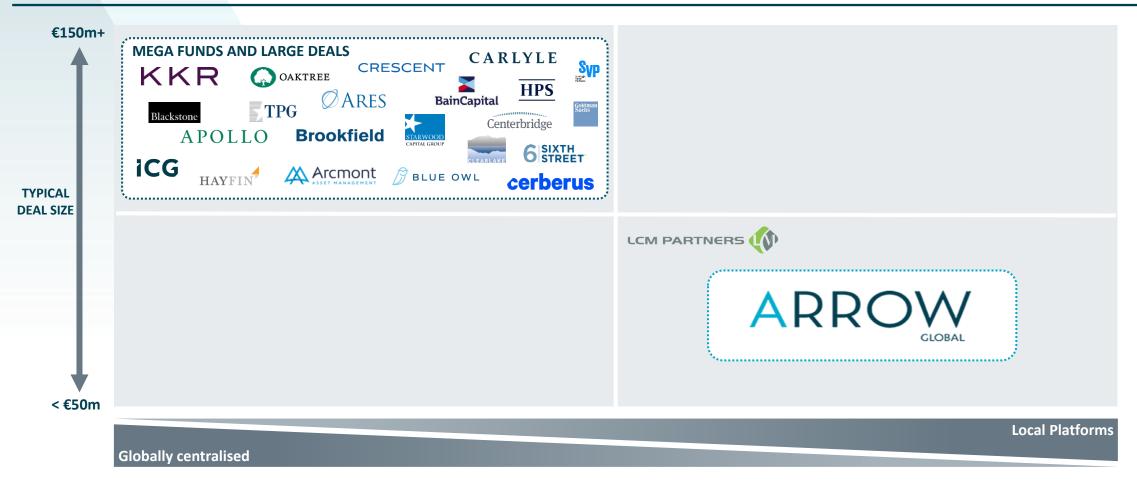


16% 20% **ACO II DEAL IRR** (net of servicing costs)<sup>2,3</sup>



## ARROW'S UNIQUE BUSINESS MODEL AND INVESTMENT CAPABILITIES DIFFERENTIATE IT FROM ALL ITS COMPETITORS

#### **COMPETITIVE LANDSCAPE**



Arrow operates across three specialised segments, capturing all granular and off-market deals thanks to its local platforms

## WELL EXPERIENCED MANAGEMENT TEAM

#### \star New hire



Zach Lewy CEO, CIO, Fund Principal

- Founded Arrow Global in 2005, 25 years' experience in the Investment Management industry
- Previously Officer at Sallie Mae and Director at Vertex





- 30 years' experience in the asset management and insurance industry
- Previously CEO of ING Investment Management and CEO of Nuveen



#### Monique O'Keefe Chair of AGGCM, Chief Risk / Governance Officer

- 25 years' experience in finance, law and governance
- Previously Executive Director in structured finance at Goldman Sachs and Senior Associate at Clifford Chance



John Calvao Fund Principal

- 15 years' experience across various financial institutions
- Previously CEO at Whitestar Asset Solutions and CIO at Clayton



Toni ★ McDermott CIO, Credit and Lending

- 25 years' experience in asset-backed and real estate lending and securitisation
- Previously Head of Morgan Stanley's APAC Loan Solutions & Securitisation and Centerbridge's European Asset Backed Special Situations



Zachary \* Vaughan Global Head and CIO, Real Estate

- 20 years' experience in real estate investment and asset management
- Previously Head of European Real Estate at Brookfield and Director at CPPIB's Real Estate Investment team



### Charlotte ★ Gilbert

Managing Director, Client & Product Solutions

- 15 years' experience in client solutions and sales
- Previously Managing Director of Marketing and Client Relations at Oaktree and spent 12+ years at Apollo in sales marketing



Phil Shepherd Executive Director, Group CFO

- 30 years' experience in finance and treasury
- Previously Head of Finance at Cheshire and Derbyshire Building Societies and Group Treasurer at Provident Financial

Arrow continues to strengthen its top and middle management team by making key hires from leading alternative asset managers and other financial institutions

## EMBEDDING SUSTAINABILITY THROUGHOUT OUR BUSINESS OPERATIONS

OUR SUSTAINABILITY PRIORITIES		OUR MEMBERSHIPS				
<ul> <li>✓ Responsible investment</li> <li>✓ Robust governance, compliance &amp; risk</li> </ul>	200+ Volunteering opportunities supported by Arrow	<b>7,500</b> Students supported through JAE activities		<b>8/10</b> Employee Experience Index <sup>1</sup>	GRESB REAL ESTATE	
<ul> <li>management</li> <li>✓ Diversity, equity and inclusion environment</li> </ul>	nt quity and <b>7 platforms</b> Conducting Ecovadis			<b>60+</b> Investment professionals enrolled into the 2023/24 PRI Academy		
<ul> <li>Supporting our communities</li> </ul>		IGH STANDARI	DS AT LO	CAL LEVEL	OUR PARTNERSHIPS	
<ul> <li>✓ Employee wellbeing and development</li> <li>✓ Cybersecurity &amp; data protection</li> </ul>	SIVER 2023 Containability Foreat Place	SELVER I Too ISS. CCOVCIDIS Sacresson Sacresson Sacresson	INACIAL   1000 EUROP FASTEST GR COMPANIES SAGITTAS#1 Great Place To Work.	PE'S ROWING 2024 for Corporate Restructuring & Insolvency Team of the Year	Member of Schworldwide         Member of Schworldwi	

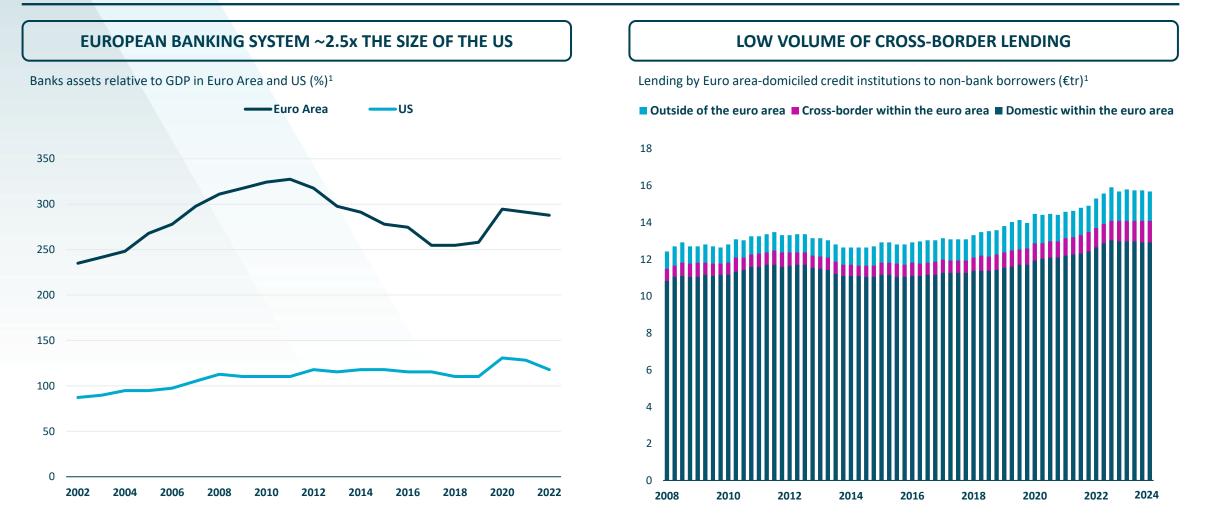
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## EUROPEAN BANKING SECTOR IS HIGHLY SILOED AND SIGNIFICANTLY LARGER THAN THE US

#### MARKET DYNAMICS EMPHASISE THE IMPORTANCE OF LOCAL EXPERTISE



## COMPLEX AND FRAGMENTED REGULATORY FRAMEWORK

#### EUROPEAN REGULATORY REGIME REMAINS FRAGMENTED EMPHASISING THE IMPORTANCE OF LOCAL PLATFORMS

Private Credit – Issue / Question	Austria	Belgium	France	Germany	Italy	Luxembourg	Netherlands	spain	Sweden	<b>O</b> Switzerland	
Can a fund make a new loan to a	•	•	•	•	•	•	•	•	•	•	•
borrower incorporated in this jurisdiction without a banking license?	No (with limited exceptions)	Yes	Yes (in certain circumstances)	No (with possible exceptions)	Yes (in certain circumstances) <sup>2</sup>	Yes (subject to limitations)	Yes	Yes	Generally yes (exceptions may be applied)	Yes	Yes
Do taxes or other charges usually present	•	•	•	•	•	•	•	•	٠	•	٠
a material issue to a fund lending directly to, or taking credit support from, a company incorporated in the RJ <sup>1</sup> ?	No (with possible exceptions)	No (with possible exceptions)	No (with possible exceptions)	No (with possible exceptions)	In some cases	No	No (with possible exceptions)	No (with possible exceptions)	No	Yes	No
Could loans from a fund that owns the	•	•	•	•	•	•	•	•	•	•	٠
borrower of that loan incorporated in this jurisdiction be equitably subordinated?	Yes	No	No	Yes (subject to exceptions)	Yes	No	No	Yes	No	Yes	No
Can interest, fees and remuneration be	•	•	•	•	•	•	•	•	•	•	•
agreed freely between a lender and a borrower in this jurisdiction?	Yes (with limited exceptions)	Yes (except default interest)	Yes (with limited exceptions)	Yes (with limited exceptions)	No	Yes (except default interest)	Yes (with limited exceptions)	Yes (with limited exceptions)	Yes	Yes (with exceptions)	Yes (except default interest)
Can a fund directly hold a security	•	•	•	•	•	•	•	•	•	•	•
granted by a security provider incorporated in this jurisdiction?	Yes	Yes	Yes (with limited exceptions)	Yes	Yes (with limited exceptions)	Yes	Yes (with limited exceptions)	Yes (with exceptions)	Yes (with limited exceptions)	Yes (with exceptions)	Yes
Can a company incorporated in this	•	•	•	•	•	•	•	•	•	•	•
jurisdiction provide credit support for the acquisition of its or its holding companies' shares?	No (with limited exemptions)	Yes (with limited exceptions)	No (with limited exemptions)	Yes (except stock corporations)	No (with limited exceptions)	Yes (subject to using a SARL)	Yes (except public companies)	No	No	Yes (with exceptions)	Yes (except public companies)
How strong in relative terms is credit	•	•	•	•	•	•	•	•	•	•	•
support given by a company in this jurisdiction likely to be?	Weak to medium	Strong	Weak	Medium	Weak to medium	Strong	Strong	Weak to medium	Relatively weak	High in specific cases only <sup>3</sup>	Strong
Is the enforcement regime in this	•	•	•	•	•	•	•	•	•	•	•
jurisdiction relatively lender friendly?	In most respects	Yes (except for security on real estate)	No	In most respects	No	Yes	Yes	No	Yes (with some exceptions)	Medium	Yes

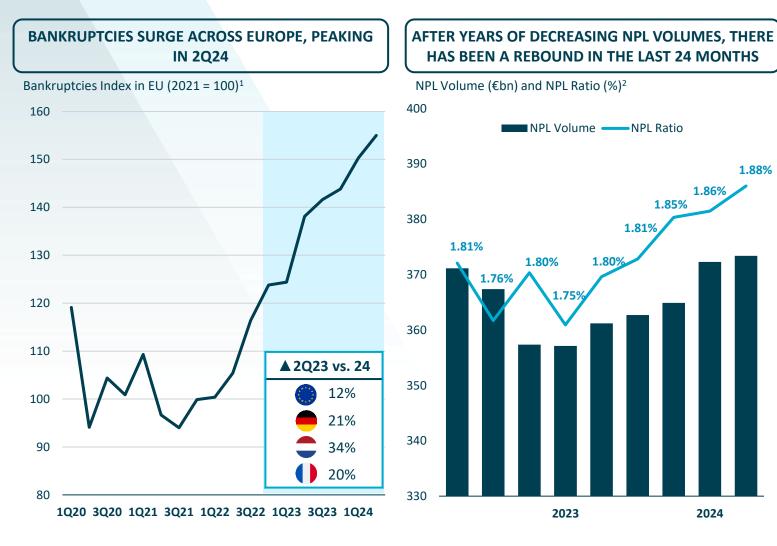
Source: Baker McKenzie – Guide to Credit in Europe

Notes: <sup>1</sup> Relevant jurisdiction; <sup>2</sup> Only certain harmonised funds and under certain conditions; <sup>3</sup> High in the case of direct security and low in the case of upstream or cross-stream security

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#### MARKET OPPORTUNITY

### BANKRUPTCIES IN EUROPE ARE RISING STEADILY, PUTTING INCREASING PRESSURE ON COMPANIES TO RESTRUCTURE, WITH GERMANY TAKING THE LEAD



OTHER ECONOMIC AND SOCIAL DYNAMICS DRIVE THROUGH THE CYCLE MARKET OPPORTUNITIES

- In addition to rising European Bank NPLs, the secondary market remains prominent
- Demand for residential real estate is increasing given deficiencies on the supply side
- Market dislocation and recessionary fears are impacting real estate markets and valuations creating opportunities for Arrow
- Demand for private credit has been increasing in recent years, supporting growth of the real estate lending segment

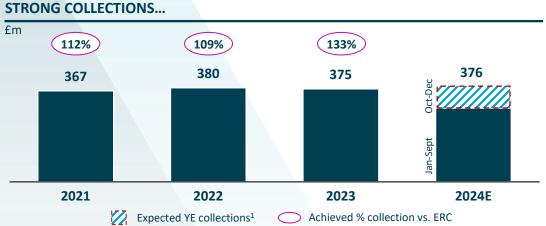
Further details can be found in Appendix

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#### FINANCIAL REVIEW **ARROW HAS DELIVERED STRONG COLLECTIONS PERFORMANCE**

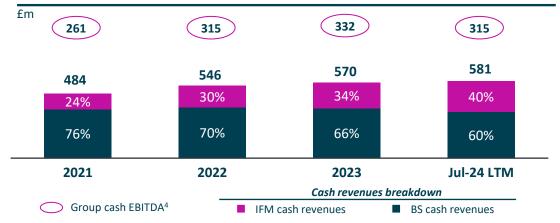


► 2023 collections performance optimised though divestment of 50% of UK portfolios

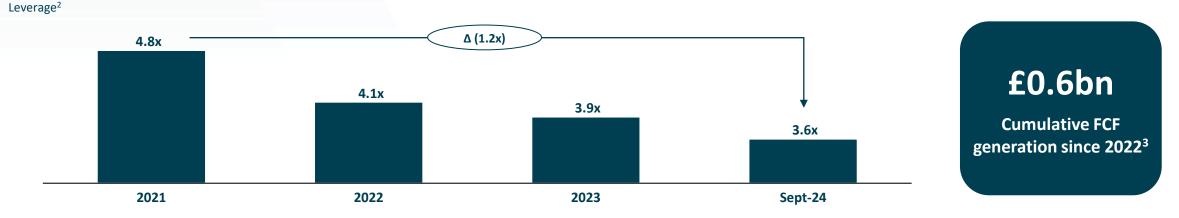
► Significant collections on a number of portfolios already realised in 2024 (3Q24 YTD £298m)

... ARE SUPPORTING CASH FLOW GENERATION AND ORGANIC DELEVERAGING

#### ...COUPLED WITH GROWTH OF THE CAPITAL LIGHT BUSINESS...

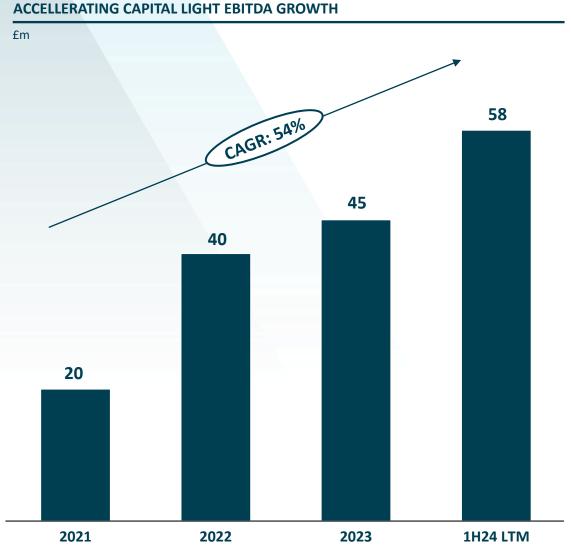


► Today, 40% of the total cash revenue is capital light compared to 24% in 2021



Notes: <sup>1</sup> Based on the October to December 2024 ERC of £78m; <sup>2</sup> Leverage calculated on a secured net debt basis; <sup>3</sup> Before the impact of on-balance sheet portfolio investments. Time period: 2022 to Jul-24; <sup>4</sup> Adjusted EBITDA in the audited financial statements

## THE GROWTH OF CAPITAL LIGHT EBITDA...



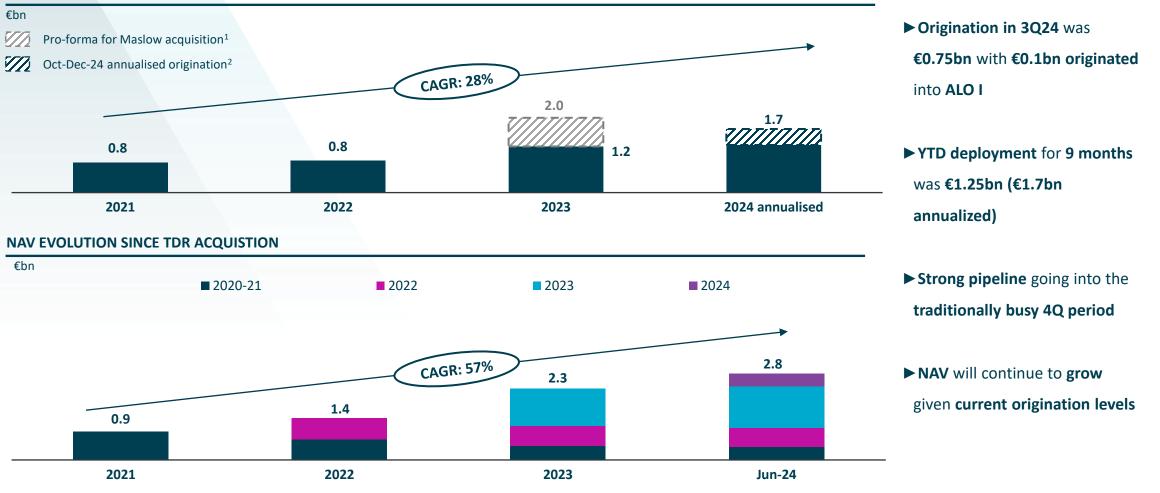
#### CAPITAL LIGHT INCOME DERIVED FROM TWO SOURCES

Discretionary / Core Strategies	FUM: €4.6bn¹
Arrow's core discretionary strategies generate management, ser performance (carry) fees	vicing and
<ul> <li>Total capital light return of ~30%<sup>2,3</sup> on capital invested (based or investment)</li> </ul>	n 10% co-
<ul> <li>Carry / performance fees (~10%<sup>3</sup> return on capital) only recognis the end of fund life</li> </ul>	ed towards
Management fees and servicing fees, equivalent to 20% <sup>2</sup> of capit recognised on an ongoing basis	al invested,
Local / Ancillary Platform Strategies	FUM: €5.3bn <sup>1</sup>
Range of services / activities across our 22 local platforms provid parties generating servicing and other fees	led to third
Strong 1H24 with a significant number of third-party asset and se mandates won across multiple geographies – 43 wins in total dur	•
Typical EBITDA margins are ~15%	

#### FINANCIAL REVIEW

# ... HAS BEEN MAINLY DRIVEN BY THE SCALE-UP OF DISCRETIONARY / CORE STRATEGIES...

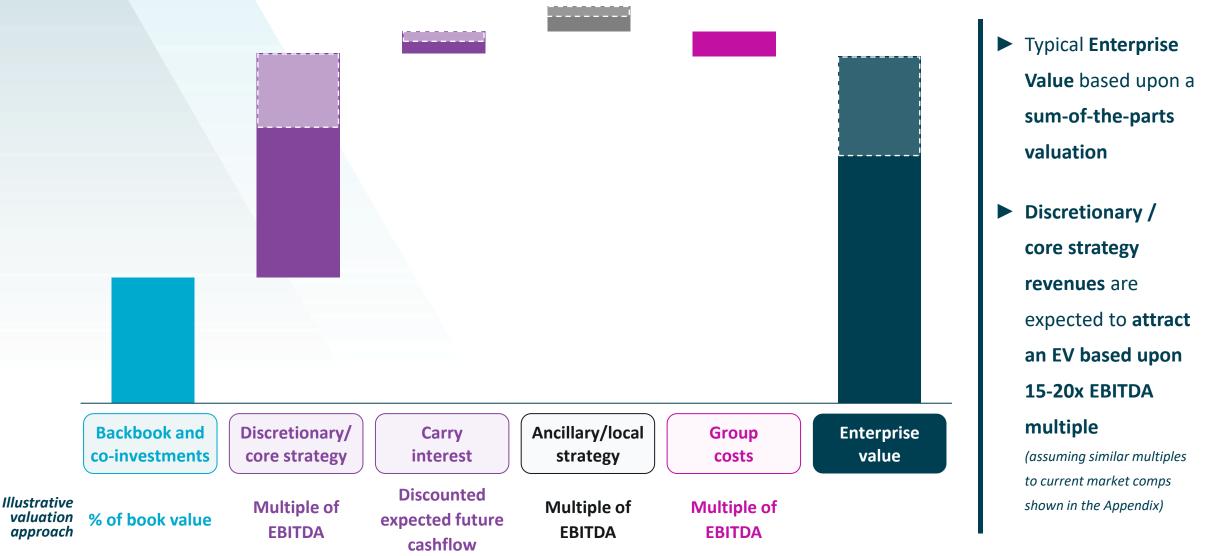
#### **ORIGINATION SINCE TDR ACQUISITION**



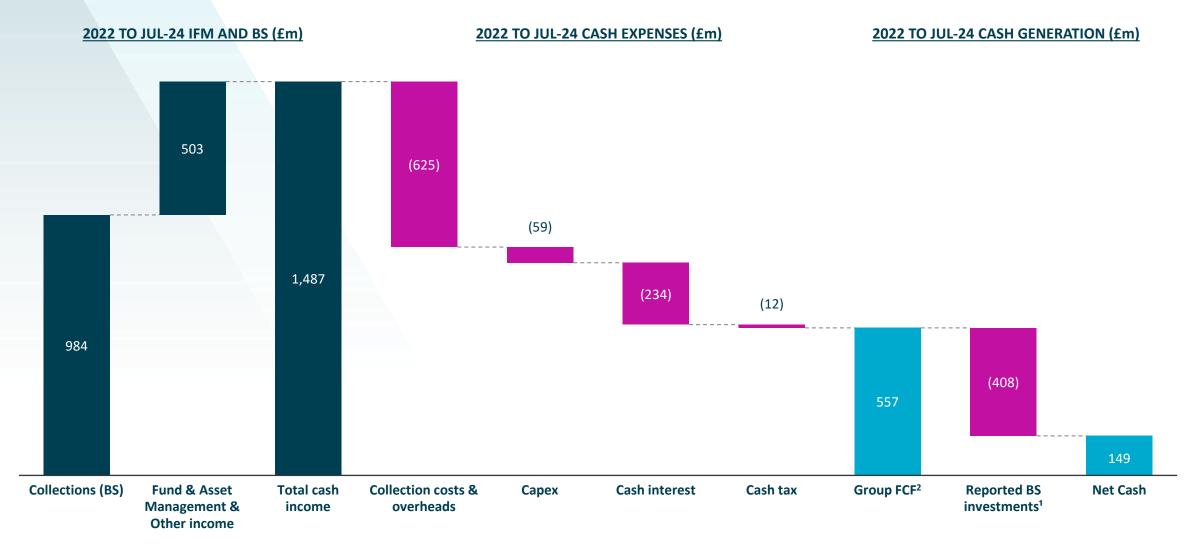
Notes: <sup>1</sup> Additional €750m originated by Maslow using third party capital (pro-forma for the acquisition of the remaining 51% stake). Origination at €1.2bn excluding Maslow pro-forma contribution in 2023; <sup>2</sup> Oct-Dec-24 origination calculated based on annualised origination from Jan-Sept-24 (€1.25bn)

## **I.I. TRANSLATING INTO A SIGNIFICANT VALUATION UPLIFT**

### Illustrative Arrow valuation



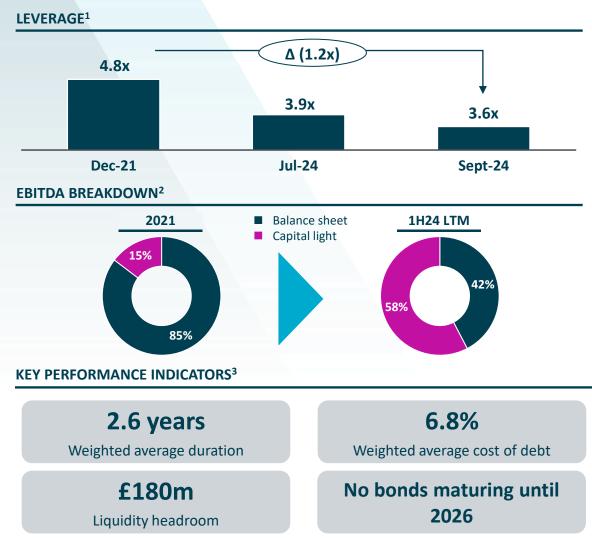
## STRONG FREE CASH-FLOW DRIVEN BY BACKBOOK COLLECTIONS AND SCALING UP OF CAPITAL LIGHT REVENUES



Notes: Graph represents cumulative total from January 2022 to July 2024. <sup>1</sup> Investments made excludes movements on funding into holding structure; <sup>2</sup> Group free cashflow is defined as cash generated after the effects of capital expenditure, financing and tax cash impacts and before reinvestment and cash impact of adjusting items

#### FINANCIAL REVIEW

## **ARROW HAS BEEN DELEVERAGING THROUGH STRONG OPERATIONAL PERFORMANCE**



£m	Jul-24
Cash	(174)
Fixed Rate Notes due 2026 (£350m, 6%) <sup>4</sup>	350
Floating Rate Notes due 2027 (€640m, Euribor + 4.625%) <sup>4</sup>	539
Fixed Rate Notes due 2026 (€400m, 4.5%) <sup>4</sup>	337
Revolving credit facility due 2026 (£285m) <sup>4</sup>	191
Total secured net debt <sup>5</sup>	1,243
LTM Cash EBITDA <sup>5,7</sup>	315
Leverage <sup>1,5</sup>	3.9x

£m	Jun-24
Liquidity headroom (cash and RCF headroom)	180
84-month ERC <sup>6</sup>	1,149
120-month ERC <sup>6</sup>	1,233

Notes: Arrow continues to monitor market conditions and evaluate different financing alternatives, including a potential extension of its existing maturities, partial or full refinancing in the near-to-medium. <sup>1</sup> Calculated as secured net debt / cash EBITDA (i.e. adjusted EBITDA in the audited financial statements); <sup>2</sup> Breakdown calculated excluding the contribution of Central costs to the Group EBITDA; <sup>3</sup> As of 1H24; <sup>4</sup> Arrow's financial debt reported with the following syntax: (i) type of debt instrument (fixed vs. floating rate note vs. revolving credit facility), (ii) maturity, (iii) principal at issuance in local currency, (iv) interest rate (%); <sup>5</sup> Equivalent metrics as of Jun-2024 - Cash: (£91m), Total secured net debt: £1,327m, LTM Cash EBITDA: £239m, Leverage: 5.5x; <sup>6</sup> Given Arrow now co-invests in ACO I & II with an increasing proportion of ERC measured on FVTPL basis, ~63% of 84-month ERC and 61% of 120-month ERC is stated net of servicing and collections costs. Assuming 15% servicing costs, comparable gross ERC would be £1,277m 84-month ERC and £1,366m 120-month ERC respectively; <sup>7</sup> Cash EBITDA refers to adjusted EBITDA as reported in the audited financial statements

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## **KEY ENABLERS OF ARROW'S MULTI-FUND STRATEGY / GROWTH TARGETS**

MANAGEMENT TEAM	<ul> <li>Led by experienced team around Zach Lewy (CEO, CIO and Fund Principal) and John Calvao (Fund Principal)</li> <li>Significant investments made to strengthen the senior leadership team including Toni McDermott (CIO, Credit and Lending), Zachary Vaughan (Global Head and CIO, Real Estate) and Charlotte Gilbert (MD, Client &amp; Product Solutions) coupled with other key hires from leading alternative asset managers to reinforce the middle management</li> </ul>
LOCAL KNOW-HOW	<ul> <li>Well positioned with operations in largest European NPL and non-core asset jurisdictions (including expanded footprint into Germany and Spain)</li> <li>Relevant track record in each market and familiarity with each asset class, supported by local and experienced on the ground teams</li> </ul>
DIFFERENTIATED MARKET ACCESS	Thanks to the positioning of our local platforms, Arrow is able to source significant off-market opportunities
UNIQUE ORIGINATION CAPABILITIES	<ul> <li>Target smaller transactions in more sophisticated granular asset classes where local knowledge provides a competitive advantage</li> <li>Support the creation of relationships enabling origination of ~78%<sup>2</sup> off-market deals</li> </ul>
STRONG DIVERSIFIED LP FRANCHISE	<ul> <li>Successful fund raises of ACO II (€2.75bn) and new discretionary strategies (AREO and ALO first closes)</li> <li>Built out strong and well-diversified 30+ LP base (including notably well-established LPs such as ADIA and CPP Investments)</li> </ul>
TRACK RECORD	<ul> <li>Strong returns track record through the cycle of 18%<sup>1</sup></li> <li>ACO I / II funds delivering strong returns of 16% and 20% deal IRRs, respectively</li> </ul>

Notes: <sup>1</sup> Deal IRR represent returns before the allocation of management fees, fund expenses, SPV costs and any incentive fees or "carried interest" paid, accrued or allocated to the general partner or investment manager of the funds and accounts. Deal IRR denotes the return across Arrow & LP investment, excluding third-party co-investment. Average IRR calculated from 2010 to 1H24; <sup>2</sup> Off-market deals since 2010. It includes Arrow's backbook, managed funds, excluding third party co investment

## **OUR MEDIUM-TERM TARGETS**

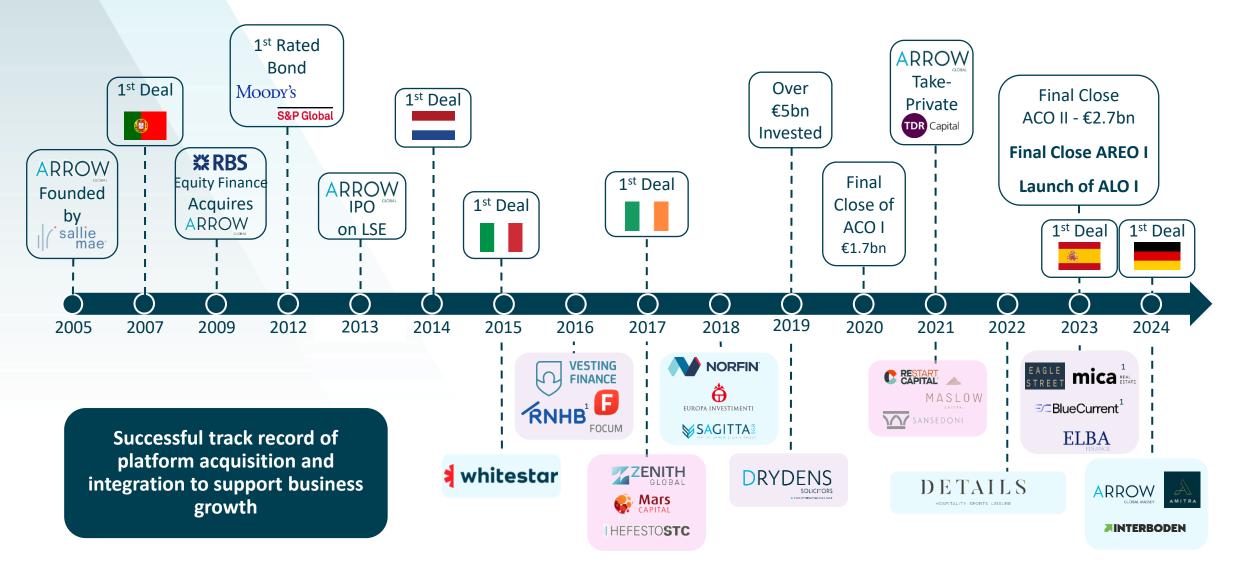
		MEDIUM-TERM TARGET
FUNDS UNDER MANAGEMENT	Increase FUM by 50% over 2-3 year period, primarily driven by successful ACO III fundraise commencing in 2025	~€15bn
ORIGINATION	Continued scaling of Arrow originations to drive increasing NAV	€3bn p.a.
NAV	Increased deployment building to NAV of >€6bn of our discretionary funds	>€6bn
RETURNS	Returns on fund co-investment including management, servicing and performance fees, alongside balance sheet returns	<b>40%</b> <sup>1</sup> Return on assets
LEVERAGE	Re-affirmed commitment to decrease leverage to 3 times	3х

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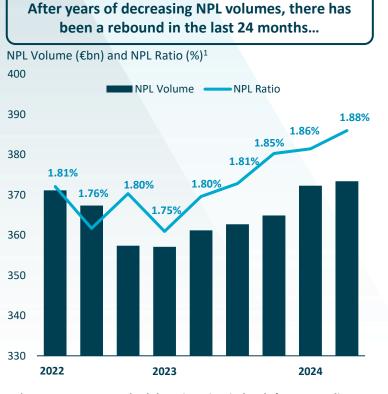
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APPENDIX ARROW GLOBAL JOURNEY SO FAR

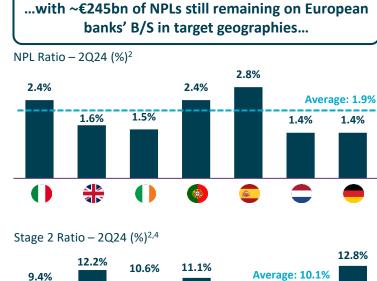


### **EUROPEAN BANK NPLs ARE RISING WHILST THE SECONDARY MARKET REMAINS PROMINENT**

#### ATTRACTIVE OPPORTUNITY IN THE CREDIT SEGMENT DRIVEN BY A REBOUND IN BANKS' NPLs AND PROMINENT SECONDARY MARKET



We expect a gradual deterioration in banks' asset quality as a result of high interest rates, refinancing pressures, increased demand for liquidity and modest economic growth



- ➤ ~€245bn of NPLs remain in banks balance sheet across Arrow's target geographies
- Arrow operates in geographies with an average Stage 2 ratio above the European average (10.1% vs. 9.3%)

## ...whilst the secondary market in NPL dealmaking remains prominent

European NPL, gross book value and volume (€bn), 2020-2023<sup>3</sup>



### DRIVERS BEHIND THE STABILISATION OF SECONDARY SALES IN RECENT YEARS:

- ▶ PE firms seeking to exit existing positions
- Sales of end-of-life debt funds where a small sub-scale rump of NPLs remains
- Deleveraging strategies from larger servicing companies
- Sale of loan packages requiring specialist recovery
- Significant legislative effort to promote transparency, data quality and efficiency in secondary market

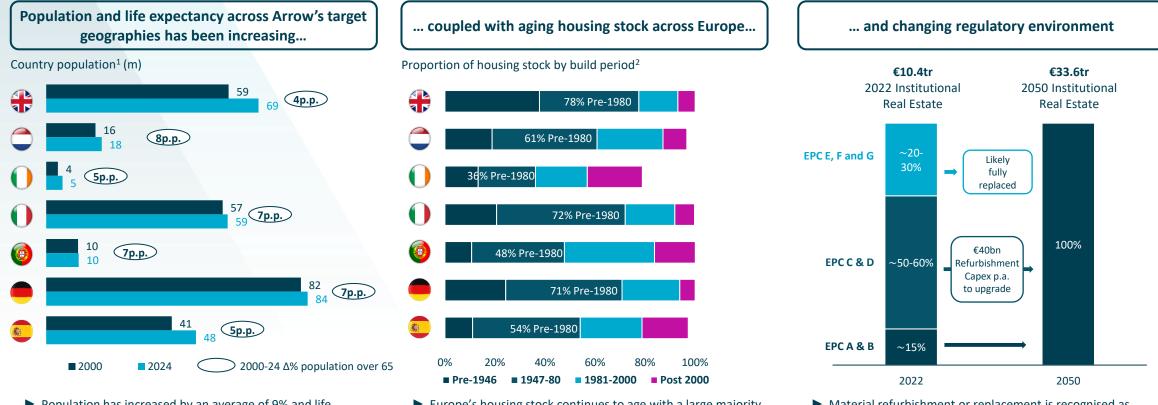
We expect over €250bn NPL secondary sales throughout the next 5 years in Arrow's core markets supported by a moderate increases in banks' NPL formation, generating dealflow for Arrow

#### Source: EBA, PwC, Linklaters

Notes: <sup>1</sup> European Banking Authority Risk Dashboard; <sup>2</sup> EBA, Risk Dashboard (2Q24). UK data - PwC – European Portfolio Sales Market Update – (4Q23); <sup>3</sup> Linklaters 2024 European NPL Market Outlook; <sup>4</sup> Proportion of Stage 2 loans over total loans and advances at amortised cost (stage 2 classification according to IFRS 9 standards) **31** 

### AS THE DEMAND FOR EUROPEAN REAL ESTATE IS INCREASING, THERE ARE STILL DEFICIENCIES ON THE SUPPLY SIDE

EUROPEAN HOUSING STOCK IS DEFICIENT IN QUALITY WHILST DEMAND IS SUPPORTED BY STRONG MACRO TAILWINDS AND REGULATORY CHANGES



- Population has increased by an average of 9% and life expectancy by 4.5 years<sup>1</sup> across Arrow's target geographies
- Steady decrease in size household size creates a need for additional houses
- Europe's housing stock continues to age with a large majority of homes being built pre-1980
- Arrow's target countries are experiencing a lack of completed projects and in need of significant development funding
- Material refurbishment or replacement is recognised as important to comply with European 2050 net-zero-target<sup>3</sup>
- Housing supply and affordability have become a key concern for governments with new projects being launched

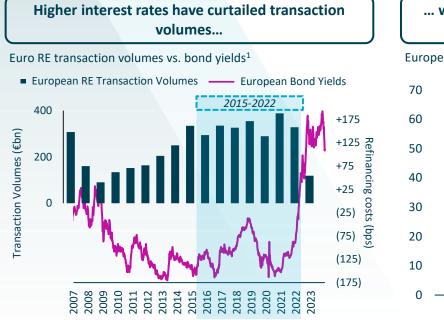
The demographic macro trends across target countries support a demand increase for real estate, which, coupled with the current housing supply being inadequate, we expect will lead to an increase of new opportunities arising in the real estate market

Source: Eurostat, PGIM, Worldbank

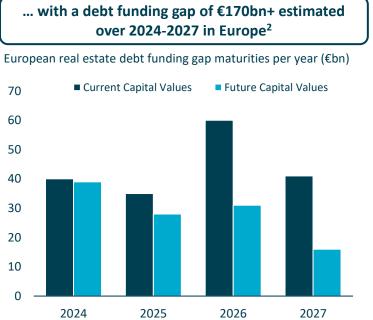
Notes: <sup>1</sup> World Bank Data as of Aug-24; <sup>2</sup> Eurostat EU-SILC 2015. Percentages do not all add up to 100; <sup>3</sup> PGIM, April 2023

### MARKET DISLOCATION AND RECESSIONARY FEARS ACROSS EUROPE ARE IMPACTING REAL ESTATE MARKETS AND VALUATIONS CREATING OPPORTUNITIES FOR ARROW

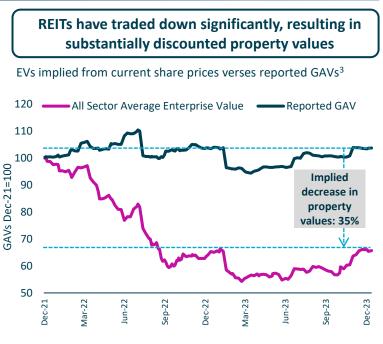
CHALLENGES EXACERBATED BY HIGH RATES AND THE WITHDRAWAL OF CAPITAL WILL LEAD TO SIGNIFICANT DOWNWARD PRESSURE ON VALUATIONS



- Volumes between 2015-2022 exceeded the 10-year average by ~€100bn p.a.
- Yields have re-based across markets, with refinancing costs rising to record highs



- CBRE estimated that 27.5% of the debt originated over 2019-2022 period will not be refinanced due to the changes in lending terms
- ► Anticipating an improvement in market conditions, the debt funding cap is expected to reach €114bn



- Public REITs have suffered meaningfully since the ECB began its tightening cycle
- Clear disconnect exists between investor sentiment and the speed at which managers have marked down the valuations of their underlying real estate

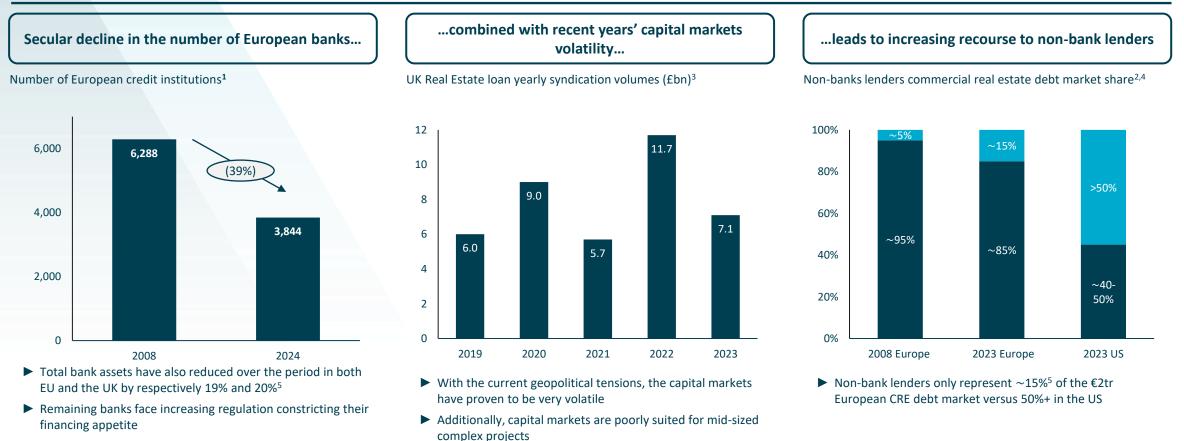
Soaring borrowing costs have led to a dearth of capital and as a consequence, capitalisation rates will likely track higher to offset the higher cost of capital – We expect that the ongoing downward pressure on private asset valuations will result in selective distress at the local level leading to new opportunities coming to the market for Arrow to explore

Source: Bloomberg, CBRE, Green Street

Notes: <sup>1</sup> Bloomberg Multiverse EUR Index, MSCI Real Assets (4Q23); <sup>2</sup> CBRE – The debt funding of European real estate (Dec-23); <sup>3</sup> All Sector Average Enterprise Values implied from current REIT prices and reported GAV (4Q23)

# DEMAND FOR PRIVATE CREDIT HAS BEEN INCREASING IN RECENT YEARS, SUPPORTING GROWTH OF THE REAL ESTATE LENDING SEGMENT

AS TRADITIONAL BANK FINANCING IS DRYING UP, PRIVATE CREDITORS ARE BECOMING THE ALTERNATIVE



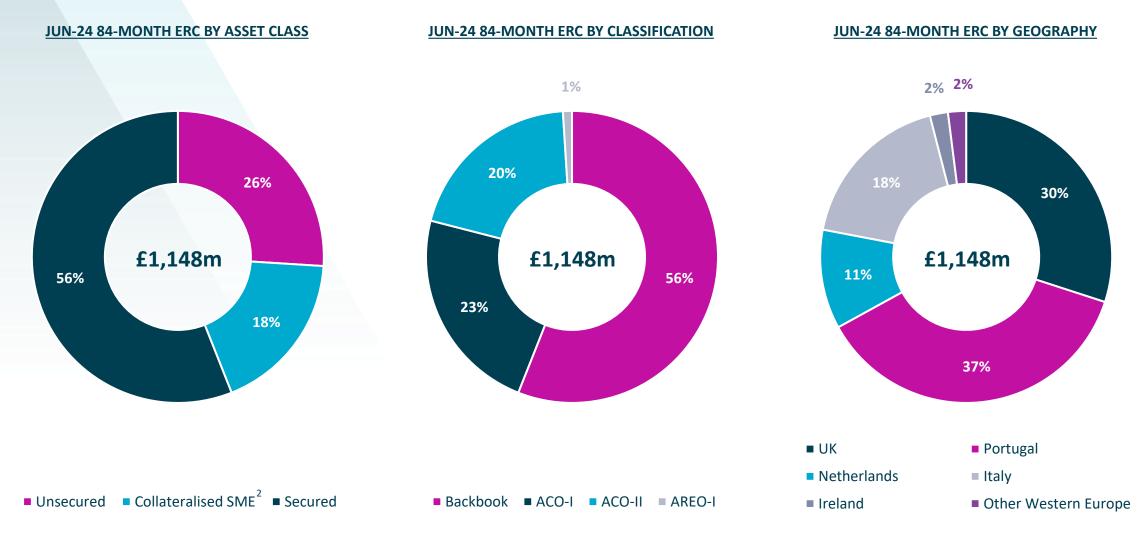
- ► BASEL III is estimated to further reduce financing available for Real Estate by €125bn<sup>2</sup>
- Increased costs of bond financing

Arrow believes the declining number of banks over the past decade and the unreliability of capital markets have left a significant whitespace for the private credit industry

Source: ECB, PGIM, Bayes Business School, Statista. Notes: <sup>1</sup> ECB – Total number of credit institutions (Jan-08 vs. Sept-24); <sup>2</sup> PGIM, April 2023; <sup>3</sup> Bayes Business School Commercial Real Estate Lending Report 2023; <sup>4</sup> Bayes Business School Commercial Real Estate Lending Report 2023; <sup>5</sup> Statista, EU figures from 2015 to 2023 and UK figures from 2008 to 2021

## WELL DIVERSIFIED ERC PROFILE...

ERC for assets measured net of servicing and collection costs and represents 63% of total ERC<sup>1</sup>



Notes: ERC includes Arrow's investment in ACO I, ACO II and AREO I. <sup>1</sup>A growing proportion of the Group's ERC is reported net of servicing and collection costs; <sup>2</sup> Collateralised unsecured primarily represents claims in bankruptcy situations originated by Europa Investimenti

### ... TO SUPPORT STRONG COLLECTIONS AHEAD



**CUMULATIVE COLLECTIONS** 

The ERC for ACO and AREO co-invest together with the backbook portfolio investments classified as JVs represents net collections (balance sheet cash collections less collections activity costs such as servicing costs)

### **ILLUSTRATIVE RETURNS OF ARROW'S INTEGRATED FUND MANAGEMENT MODEL**

#### **EXAMPLE ONE:**

- Assume deployment of €1.5bn p.a. (10% Arrow co-invest)
- Chart shows growth in fee paying NAV assuming consistent deployment each year, building to a steady state after ~6-7 years
- ► At maturity delivers fee paying NAV of €5bn
- ▶ IFM EBITDA return ~€150m (30% return)
- Balance sheet EBITDA ~€50m (conservative 10% return) on co-invest of €500m

#### YEAR-END FEE-PAYING NET ASSET VALUE



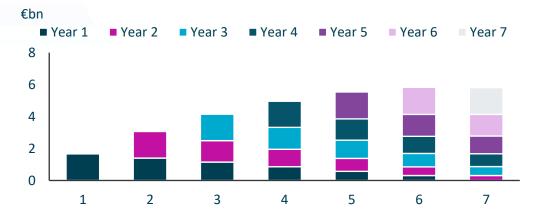


Discretionary/ Core Strategy Returns	% Return	Forecast EBITDA (€m)
Integrated fund manager fees	20%	100
Performance fees	10%	50
Capital-light return	30%	150
Investment return	10%	50
EBITDA (Core Strategies only)	40%	200
Cash EBITDA <sup>1</sup>		350

#### EXAMPLE TWO:

- Assume deployment of €2bn p.a. (10% Arrow co-invest)
- Chart shows growth in fee paying NAV assuming consistent deployment each year, building to a steady state after ~6-7 years
- At maturity delivers fee paying NAV of €6.7bn
- ▶ IFM EBITDA return ~€200m (30% return)
- Balance sheet EBITDA ~€67m (conservative 10% return) on co-invest of €670m

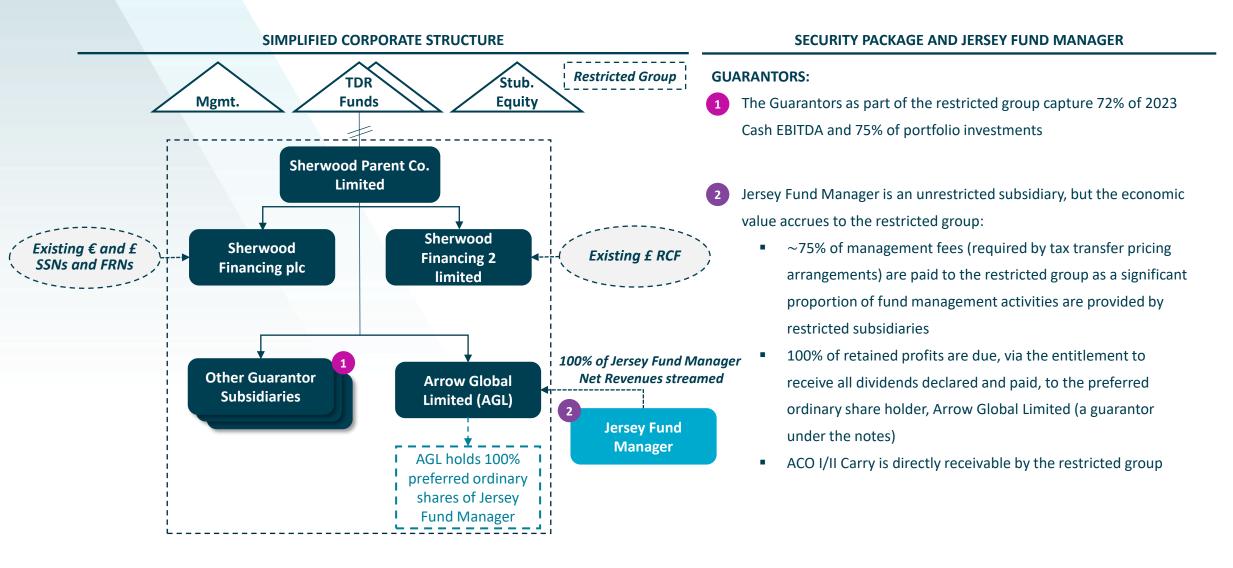
#### YEAR-END FEE-PAYING NET ASSET VALUE



Discretionary/ Core Strategy Returns	% Return	Forecast EBITDA (€m)
Integrated fund manager fees	20%	133
Performance fees	10%	67
Capital-light return	30%	200
Investment return	10%	67
EBITDA (Core Strategies only)	40%	267
Cash EBITDA <sup>1</sup>		467

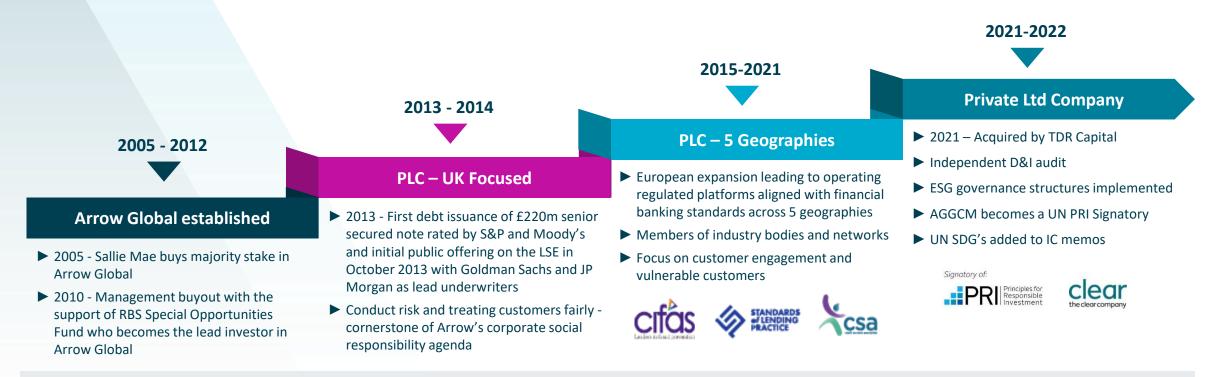
Note: Implied economics assume current collections profile and are for ACO and AREO. Balance sheet segment returns are after incurring management, asset and servicing fees. Future returns are subject to market and macroeconomic factors. <sup>1</sup> Adjusted EBITDA in the audited financial statements

## **ECONOMIC BENEFIT OF FUND MANAGEMENT ACTIVITIES ACCRUES TO RESTRICTED GROUP**



APPENDIX

### **TRACK RECORD OF RESPONSIBLE BUSINESS PRACTICE AND GOVERNANCE CULTURE**

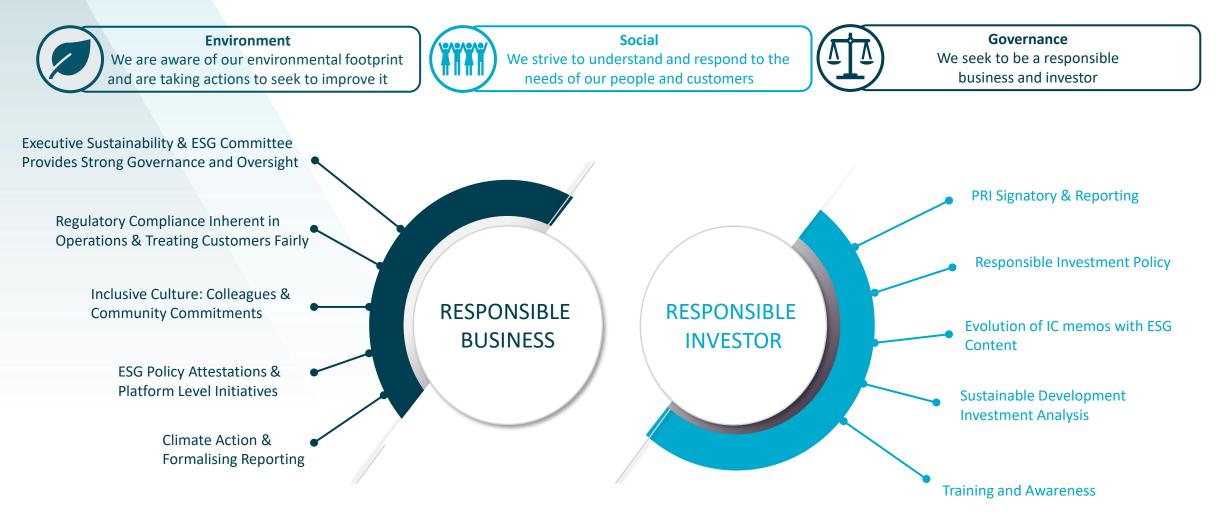


#### Deep domain expertise of operating successfully across multiple regulatory environments, supported by our established 3 Lines of Defence Model





## ESG IS EMBEDDED IN ARROW'S BUSINESS PRACTICES



Arrow believes successful deployment of ESG initiatives become value accretive for all

#### APPENDIX ALTERNATIVE ASSET MANAGEMENT COMPARABLES

	Market cap	Ρ,	P / E		EV / EBITDA	
Company		2025	2026	2025	2026	
European alternative asset managers						
IEQT	38.2	23.3x	19.0x	20.9x	17.1x	
Partners Group	36.0	25.1x	22.0x	21.8x	19.1x	
CVC	21.3	19.0x	17.6x	16.8x	15.7x	
iCG	7.8	12.7x	12.0x	12.3x	11.7x	
TO CAPITAL	4.3	11.8x	9.7x	12.5x	10.3x	
Bridgepoint <sup>1</sup>	4.3	18.9x	15.8x	14.3x	11.8x	
Average		18.5x	16.0x	16.4x	14.3x	
Median		18.9x	16.7x	15.5x	13.8x	
US alternative asset managers						
Blackstone	167.6	26.0x	22.8x	20.9x	17.7x	
KKR	103.8	21.7x	17.8x	19.2x	16.4x	
Brookfield	69.2	28.3x	24.6x	24.3x	n.a.	
ØARES	44.0	27.1x	22.3x	25.4x	18.7x	
BLUE OWL	25.4	20.2x	17.1x	18.0x	15.7x	
TPG	20.1	22.1x	18.2x	17.4x	14.7x	
The Carlyle Group	13.7	9.9x	9.0x	9.0x	7.5x	
Average		22.2x	18.8x	19.2x	15.1x	
Median		22.1x	18.2x	19.2x	16.0x	

Source: FactSet as of September 30, 2024, company information

Note: All estimates calendarised to 31 December. <sup>1</sup> Bridgepoint market cap and enterprise value calculated pro-forma for ECP acquisition with pro-forma NOSH of 1,033m and borrowings estimated at \$575m

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REFERENCES TO THE "TRACK RECORD" AND INVESTMENT HISTORY OF ARROW GLOBAL PERSONNEL PRIOR TO THE DATE HEREOF OR SUCH OTHER DATE AS SPECIFICALLY DISCLOSED HEREIN REPRESENT INVOLVEMENT IN ARROW GLOBAL PROPRIETARY INVESTMENTS AND/OR INVESTMENT ROLES AT FIRMS THAT HAVE SINCE BEEN ACQUIRED BY ARROW GLOBAL AND/OR INVESTMENT ROLES AT OTHER FIRMS, IN MANY CASES, ARROW GLOBAL PERSONNEL WERE NOT PRIMARILY RESPONSIBLE FOR INVESTMENT DECISIONS AT SUCH PRIOR FIRMS AND/OR DID NOT HOLD FINAL INVESTMENT DECISION-MAKING AUTHORITY OVER CLIENT FUNDS OR ACCOUNTS; IN OTHER CASES, INVESTMENT HISTORY REFLECTS THAT EITHER THE INFORMATION SHOWN SHOULD NOT BE RELIED ON IN THE SAME MANNER AS A TRADITIONAL "TRACK RECORD" OR THE TRACK RECORD SHOWN MAY BE INCOMPLETE OR BASED ON HISTORICAL INFORMATION THAT HAS NOT BEEN UPDATED OR REVISED TO REFLECT CURRENT PERFORMANCE – PLEASE REFER TO THE SPECIFIC FOOTNOTES THERETO WITHIN THIS DOCUMENT. CERTAIN REFERENCES TO "ARROW FUNDS" AND "TOTAL INVESTMENTS" IN EACH CASE REPRESENT TRANSACTIONS THAT SUCH PERSONNEL SUPERVISED, SOURCED, DILIGENCE OR WERE OTHERWISE MATERIALLY INVOLVED IN PRIOR INVESTMENTS BY ARROW GLOBAL'S PROFESSIONALS IN CERTAIN INVESTMENTS THAT COMPRISE THE TRACK RECORD REFERENCES TO HEREIN WERE CONSUMMATED DURING THEIR TENURE WITH PREVIOUS EMPLOYERS, AND ARE INCLUDED SOLELY TO ILLUSTRATE THE NUMBER OF INVESTMENTS AND THE RELATED INVESTMENT STRATEGY AND PROCESS WITH RESPECT TO INVESTMENTS OF THE TYPE EXPECTED TO BE MADE BY THE ARROW FUND, AND SHOULD NOT BE UNDERSTOOD AS ARROW GLOBAL'S "TRACK RECORD" INFORMATION.

UNLESS OTHERWISE INDICATED HEREIN, THE INFORMATION PRESENTED IS SUBJECT TO MATERIAL UPDATING, SUPPLEMENTING, REVISION, CORRECTION, COMPLETION OR AMENDMENT WITHOUT NOTICE. NEITHER ARROW GLOBAL NOR ANY OF THE ARROW GLOBAL FUNDS OR OTHER AFFILIATES UNDERTAKES ANY DUTY OR OBLIGATION TO UPDATE OR REVISE THE INFORMATION CONTAINED HEREIN. PAST PERFORMANCE. IN ALL CASES WHERE HISTORICAL PERFORMANCE IS PRESENTED, PLEASE NOTE THAT PAST PERFORMANCE IS NOT A RELIABLE INDICATOR OF FUTURE RESULTS AND THERE CAN BE NO ASSURANCE THAT AN ARROW GLOBAL FUND OR OTHER ARROW GLOBAL INVESTMENT WILL BE ABLE TO ACHIEVE COMPARABLE RESULTS TO ANY OF THOSE SUMMARISED IN THIS DOCUMENT. ACTUAL RESULTS MAY VARY, MAY BE MATERIALLY LOWER AND MAY INVOLVE A COMPLETE LOSS OF INVESTMENT. NOTHING CONTAINED HEREIN SHALL BE RELIED UPON AS A PROMISE OR REPRESENTATION WHETHER AS TO PAST OR FUTURE PERFORMANCE OR OTHERWISE.

CERTAIN INFORMATION SET FORTH HEREIN IS NOTIONAL IN NATURE AND REFLECTS THE EXPECTED IMPACT OF FEES AND OTHER CHARGES RESULTING FROM THE FEES, CARRIED INTEREST ARRANGEMENTS AND RELATED AMOUNTS BORNE ULTIMATELY BY INVESTORS IN CONNECTION WITH AN INVESTMENT IN THE ARROW GLOBAL FUND. ACCORDINGLY, THE PERFORMANCE INFORMATION SET FORTH HEREIN, INCLUDING INFORMATION BASED ON PROJECTIONS WHICH IS NOTIONAL AND/OR NET OF FEES, DIFFERS FROM ORDINARY COURSE DISCLOSURE ON PERFORMANCE OTHERWISE MADE FROM TIME TO TIME BY ARROW GLOBAL.

MODEL RESULTS. MANY FIGURES INCLUDED IN THE DOCUMENT ARE BASED ON FINANCIAL MODEL RESULTS. FINANCIAL MODELS ARE BASED ON A RANGE OF ASSUMPTIONS AND ON INFORMATION AVAILABLE AT THE TIME OF PREPARATION. FINANCIAL MODEL RESULTS DO NOT REPRESENT ACTUAL OUTCOMES AND THEY MAY NOT REFLECT THE IMPACT THAT MATERIAL ECONOMIC AND MARKET FACTORS MIGHT HAVE ON ARROW GLOBAL'S INVESTMENT-RELATED DECISION-MAKING. ACTUAL RESULTS MAY OR MAY NOT CORRESPOND, AND MAY DIFFER MATERIALLY FROM THE RESULTS OF FINANCIAL MODELS. NO RELIANCE (INCLUDING FOR INVESTMENT DECISION PURPOSES) SHOULD BE FLACED ON THE RESULTS OF FINANCIAL MODELS.

CONFIDENTIALITY AND PROPRIETARY MATERIALS. BY ACCEPTANCE AND/OR VIEWING OF THIS DOCUMENT, YOU AGREE THAT (I) THE INFORMATION CONTAINED HEREIN IS STRICTLY CONFIDENTIAL, IS NOT FOR PUBLIC DISSEMINATION AND IS FOR THE EXCLUSIVE USE OF THE PERSONS WHO ARE AUTHORIZED TO RECEIVE THIS DOCUMENT, (II) THE INFORMATION CONTAINED HEREIN MAY NOT BE USED, REPRODUCED, DISTRIBUTED OR OTHERWISE COMMUNICATED TO OTHERS, OR REFERRED TO PUBLICLY, IN WHOLE OR IN PART, FOR ANY OTHER PURPOSE, EXCEPT AS EXPRESSLY PROVIDED HEREIN, WITHOUT THE PRIOR WRITTEN CONSENT OF ARROW GLOBAL; (III) YOU WILL KEEP CONFIDENTIAL ALL INFORMATION CONTAINED HEREIN OR OTHERWISE DISCLOSED VERBALLY OR IN WRITING IN CONNECTION WITH THE SUBJECT MATTER OF THIS DOCUMENT, NOT ALREADY EXPLICITLY IN THE PUBLIC DOMAIN; (IV) THE INFORMATION CONTAINS HIGHLY CONFIDENTIAL AND PROPRIETARY 'TRADE SECRETS'; AND (V) YOU WILL ONLY USE THE INFORMATION CONTAINED IN THIS DOCUMENT FOR INFORMATIONAL PURPOSES. THIS DOCUMENT AND ITS CONTENTS ARE PROPRIETARY TO ARROW GLOBAL. BY ACCEPTANCE HEREOF YOU AGREE TO RETURN THIS DOCUMENT TO ARROW GLOBAL PROMPTLY UPON REQUEST AND TO DESTROY ANY OTHER MATERIALS CONTAINING INFORMATION TRANSMITTED HEREBY OR PROVIDED IN CONNECTION WITH THIS DOCUMENT.

FURTHERMORE, INFORMATION IN THIS DOCUMENT MAY BE INSIDE INFORMATION FOR THE PURPOSES OF THE MARKET ABUSE REGULATION (EU) 596/2014, AS IN FORCE AND (WHERE APPLICABLE) AS IMPLEMENTED IN EACH MEMBER STATE OF THE EUROPEAN ECONOMIC AREA AND AS IMPLEMENTED AND RETAINED BY THE UNITED KINGDOM FOLLOWING ITS DEPARTURE FROM THE EUROPEAN UNION. INFORMATION IN THIS DOCUMENT MAY ALSO BE MATERIAL NON-PUBLIC INFORMATION FOR THE PURPOSES OF THE U.S. INSIDER TRADING REGIME. YOU AGREE THAT YOU WILL NOT DISCLOSE THIS INFORMATION AND/OR TRADE ON THE BASIS OF THIS DOCUMENT WHERE THIS WOULD BE A PROHIBITED ACT FOR THE PURPOSES OF THESE REGULATIONS.

THIRD-PARTY LOGOS INCLUDED HEREIN ARE PROVIDED FOR ILLUSTRATIVE PURPOSES ONLY. INCLUSION OF SUCH LOGOS DOES NOT IMPLY AFFILIATION WITH OR ENDORSEMENT BY SUCH FIRMS OR BUSINESSES.

TARGET RETURNS. RETURN TARGETS OR OBJECTIVES, IF ANY, ARE USED FOR MEASUREMENT OR COMPARISON PURPOSES AND ONLY AS A GUIDELINE TO EVALUATE THE INVESTMENT. TARGETED RETURNS REFLECT SUBJECTIVE DETERMINATIONS BY ARROW GLOBAL BASED ON A VARIETY OF FACTORS, INCLUDING, AMONG OTHERS, INVESTMENT STRATEGY, PRIOR PERFORMANCE OF SIMILAR PRODUCTS AND STRATEGIES (IF ANY), VOLATILITY MEASURES, RISK TOLERANCE AND MARKET CONDITIONS. PERFORMANCE MAY FLUCTUATE, ESPECIALLY OVER SHORT PERIODS. TARGETED RETURNS SHOULD BE EVALUATED OVER THE TIME INDICATED AND NOT OVER SHORT PERIODS. TARGETED RETURNS ARE NOT INTENDED TO BE ACTUAL PERFORMANCE AND SHOULD BE EVALUATED OVER THE TIME INDICATED AND NOT OVER SHORT PERIODS. TARGETES OR PROJECTIONS ARE NOT INTENDED TO BE ACTUAL PERFORMANCE AND SHOULD NOT BE RELIED UPON AS AN INDICATION OF ACTUAL OR FUTURE PERFORMANCE. ARROW GLOBAL'S BELIEFS AND ASSUMPTIONS MAY OR MAY NOT PROVE TO BE CORRECT AND THERE CAN BE NO ASSURANCE THAT ANY ESTIMATES, TARGETS OR PROJECTIONS ARE ATTAINABLE OR WILL BE REALIZED, AND ACTUAL RESULTS MAY VARY MATERIALLY, AND INCLUDE THE POSSIBILITY THAT, AN INVESTOR THERRIN MAY LOSE SOME OR ALL OF ITS INVESTED CAPITAL IN RESPECT OF THE INVESTMENT.

THE MARKET FOR IDENTIFYING, INVESTING AND REALIZING INVESTMENT OPPORTUNITIES IS HIGHLY COMPETITIVE AND INVOLVES A HIGH DEGREE OF UNCERTAINTY. THERE CAN BE NO ASSURANCE THAT THE FUND WILL BE ABLE TO LOCATE, CONSUMMATE AND EXIT INVESTMENTS THAT SATISFY ITS OBJECTIVES OR REALISE UPON THEIR VALUES OR THAT THE FUND WILL BE ABLE TO FULLY INVEST ITS COMMITTED CAPITAL. PAST PERFORMANCE IS NOT INDICATIVE OF FUTURE RESULTS. THERE CAN BE NO ASSURANCE THAT THE ARROW GLOBAL FUND WILL ACHIEVE ITS OBJECTIVES OR AVOID SUBSTANTIAL LOSSES. HISTORICAL RETURNS OBTAINED BY ARROW GLOBAL ARE NOT RELIABLE AND SHOULD NOT BE RELIED UPON AS INDICATORS OF THE ARROW GLOBAL FUND'S INVESTMENT RESULTS.

HYPOTHETICAL PERFORMANCE. ANY HYPOTHETICAL PERFORMANCE HAS BEEN PROVIDED FOR ILLUSTRATIVE PURPOSES ONLY AND IS NOT NECESSARILY, AND DOES NOT PURPORT TO BE, INDICATIVE OR A GUARANTEE OF FUTURE RESULTS. HYPOTHETICAL PERFORMANCE INCLUDES ANY PERFORMANCE TARGETS, PROJECTIONS, MULTI-FUND COMPOSITES, PRO FORMA RETURNS ADJUSTMENTS OR OTHER SIMILAR INFORMATION, AND REPRESENTS PERFORMANCE RESULTS THAT NO INDIVIDUAL ARROW GLOBAL FUND, PORTFOLIO OR INVESTOR HAS ACTUALLY ACHIEVED. THE PREPARATION OF SUCH INFORMATION IS BASED ON UNDERLYING ASSUMPTIONS, AND BECAUSE IT DOES NOT REPRESENT THE ACTUAL PERFORMANCE OF ANY ARROW GLOBAL FUND, PORTFOLIO OR INVESTOR, IT IS SUBJECT TO VARIOUS RISKS AND LIMITATIONS THAT ARE NOT APPLICABLE TO NON-HYPOTHETICAL PERFORMANCE INFORMATION. FOR EXAMPLE, BECAUSE CUMULATIVE MULTI-FUND COMPOSITE PERFORMANCE REFLECTS DIFFERENT ARROW GLOBAL FUNDS MANAGED THROUGH VARIOUS ECONOMIC CYCLES, IT IS NOT, NOR INTENDED, TO BE REPRESENTATIVE OF, THE ANTICIPATED EXPERIENCE OF AN INVESTOR IN A SINGLE ARROW GLOBAL FUND. ANY PREPARATION OF HYPOTHETICAL PERFORMANCES INVOLVES SUBJECTIVE JUDGMENTS. ARROW GLOBAL BELIEVES ANY HYPOTHETICAL PERFORMANCE CALCULATIONS DESCRIBED HEREIN ARE BASED ON REASONABLE ASSUMPTIONS, THE USE OF DIFFERENT ASSUMPTIONS WOULD PRODUCE DIFFERENT RESULTS. FOR THE FOREGOING AND OTHER SIMILAR REASONS, THE COMPARABILITY OF HYPOTHETICAL PERFORMANCE TO THE PRIOR (OR FUTURE) ACTUAL PERFORMANCE OF AN ARROW GLOBAL FUND IS LIMITED, AND PROSPECTIVE INVESTORS SHOULD NOT UNDULY RELY ON ANY SUCH INFORMATION IN MAKING AN INVESTMENT DECISION.

GROSS VS. NET PERFORMANCE FIGURES. UNLESS OTHERWISE INDICATED, PERFORMANCE FIGURES ARE PRESENTED ON A GROSS BASIS. ACTUAL RETURNS TO INVESTORS WILL BE LOWER DUE TO THE DEDUCTION OF MANAGEMENT FEES, CARRIED INTEREST OR INCENTIVE COMPENSATION EXPENSES, TAXES AND OTHER FUND EXPENSES. INVESTORS ARE SUBJECT TO SUCH EXPENSES, FEES AND CARRIED INTEREST AS SPECIFIED IN THE GOVERNING AGREEMENTS OF THE RELEVANT FUND. PERFORMANCE FIGURES PRIOR TO THE CLOSE OF ARROW GLOBAL'S FIRST COMMINGLED FUND IN NOVEMBER 2020 ARE DERIVED FROM ARROW GLOBAL'S PROPRIETARY INVESTMENTS, INCLUDING PRIOR FIRMS THAT HAVE SINCE BEEN ACQUIRED BY ARROW GLOBAL, AND SO ARROW GLOBAL BELIEVES NET FIGURES IN THE CONTEXT OF ITS HISTORICAL PROPRIETARY INVESTMENT STRUCTURES ARE LESS RELEVANT TO AN INVESTOR'S EVALUATION OF A COMMINGLED FUND. ADDITIONAL INFORMATION IS AVAILABLE UPON REQUEST.

GROSS MULTIPLES OF INVESTED CAPITAL ("MOIC") AND GROSS INTERNAL RATES OF RETURN ("IRR"). DO NOT REFLECT MANAGEMENT FEES, CARRIED INTEREST, TAXES, AND OTHER EXPENSES TO BE BORNE BY INVESTORS. NET IRR ARE PRESENTED AFTER DEDUCTING ALL MANAGEMENT FEES, CARRIED INTEREST AND OTHER EXPENSES BORNE BY INVESTORS BUT DO NOT INCLUDE TAXES, WITHHOLDING OR CERTAIN OTHER EXPENSES INCURRED BY INVESTORS DIRECTLY. ALL IRRS HAVE BEEN ANNUALISED FROM QUARTERLY CASH FLOWS RECORDED AT THE END OF THE RESPECTIVE QUARTER. AN INDIVIDUAL INVESTOR'S IRR GENERALLY WILL VARY BASED UPON THE TIMING OF THE INVESTOR'S CAPITAL CONTRIBUTIONS AND OTHER FACTORS DISCLOSED HEREIN, WHERE A CAPITAL CALL CREDIT FACILITY HAS BEEN USED TO FINANCE INVESTMENTS. IRR FIGURES ARE BASED ON THE INVESTOR'S CAPITAL CALL DUE DATE RATHER THAN THE PRIOR DATE ON WHICH THE CAPITAL CALL CREDIT FACILITY WAS DRAWN FOR INVESTMENT; THIS MAY HAVE THE RESULT OF INCREASING IRR CACLULATIONS (IN SOME CASES, MATERIALLY).

ESG. THERE IS NO GUARANTEE THAT ANY ESG MEASURES, TARGETS, PROGRAMMES, COMMITMENTS, INCENTIVES, INITIATIVES, OR BENEFITS WILL BE IMPLEMENTED OR APPLICABLE TO THE ASSETS HELD BY ARROW GLOBAL FUNDS MANAGED BY ARROW GLOBAL, AND ANY IMPLEMENTATION OF SUCH ESG MEASURES, TARGETS, PROGRAMMES, COMMITMENTS, INCENTIVES, INITIATIVES, OR BENEFITS MAY BE OVERRIDDEN OR IGNORED AT THE SOLE DISCRETION OF ARROW GLOBAL AT ANY TIME AND IN ACCORDANCE WITH RELEVANT SECTORAL LEGISLATION UNLESS OTHERWISE SPECIFIED IN THE RELEVANT DOCUMENTATION OR REGULATORY DISCLOSURES OF SUCH ARROW GLOBAL FUND, MADE PURSUANT TO REGULATION (EU) 2019/2088. ANY ESG MEASURES, TARGETS, PROGRAMMES, COMMITMENTS, INCENTIVES, INITIATIVES, OR BENEFITS REFERENCED ARE NOT PROMOTED TO INVESTORS AND DO NOT BIND ANY INVESTMENT DECISIONS OR THE MANAGEMENT OR STEWARDSHIP OF ANY ARROW GLOBAL FUNDS MANAGED BY ARROW GLOBAL FOR THE PURPOSE OF REGULATION (EU) 2019/2088 UNLESS AS OTHERWISE SPECIFIED IN THE RELEVANT FUND DOCUMENTATION OR REGULATORY DISCLOSURES OF SUCH ARROW GLOBAL FUND.

NON-IFRS MEASURES. THIS DOCUMENT CONTAINS FINANCIAL INFORMATION REGARDING THE BUSINESSES AND ASSETS OF ARROW. SUCH FINANCIAL INFORMATION MAY NOT HAVE BEEN AUDITED, REVIEWED OR VERIFIED BY ANY INDEPENDENT ACCOUNTING FIRM. THE INCLUSION OF SUCH FINANCIAL INFORMATION IN THIS DOCUMENT OR ANY RELATED DOCUMENT SHOULD NOT BE REGARDED AS A REPRESENTATION OR WARRANTY BY ARROW, ANY OF ITS RESPECTIVE AFFILIATES, ADVISORS OR REPRESENTATIVES OR ANY OTHER PERSON AS TO THE FAIRNESS, ACCURACY, CORRECTNESS, REASONABLENESS OR COMPLETENESS OF SUCH INFORMATION'S PORTRAYAL OF THE FINANCIAL CONDITION OR RESULTS OF OPERATIONS BY ARROW AND SHOULD NOT BE RELIED UPON WHEN MAKING AN INVESTMENT DECISION. CERTAIN FINANCIAL DATA INCLUDED IN THIS DOCUMENT CONSISTS OF "NON-IFRS FINANCIAL MEASURES." THESE NON-IFRS FINANCIAL MEASURES, AS DEFINED BY ARROW, MAY NOT BE COMPARABLE TO SIMILARLY-TITLED MEASURES AS PRESENTED BY OTHER COMPANIES, NOR SHOULD THEY BE CONSIDERED AS AN ALTERNATIVE TO THE HISTORICAL FINANCIAL RESULTS OR OTHER INDICATORS OF ARROW'S CASH FLOW BASED ON IFRS. EVEN THOUGH THE NON-IFRS FINANCIAL MEASURES ARE USED BY MANAGEMENT TO ASSESS ARROW'S FINANCIAL POSITION, FINANCIAL RESULTS AND LIQUIDITY AND THESE TYPES OF MEASURES ARE COMMONLY USED BY INVESTORS, THEY HAVE IMPORTANT LIMITATIONS AS ANALYTICAL TOOLS, AND YOU SHOULD NOT CONSIDER THEM IN ISOLATION OR AS SUBSTITUTES FOR ANALYSIS OF ARROW'S FINANCIAL POSITION OR RESULTS OF OPERATIONS AS REPORTED UNDER IFRS.



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