



Intermediate Capital Group PLC

Results Presentation

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Financial Highlights

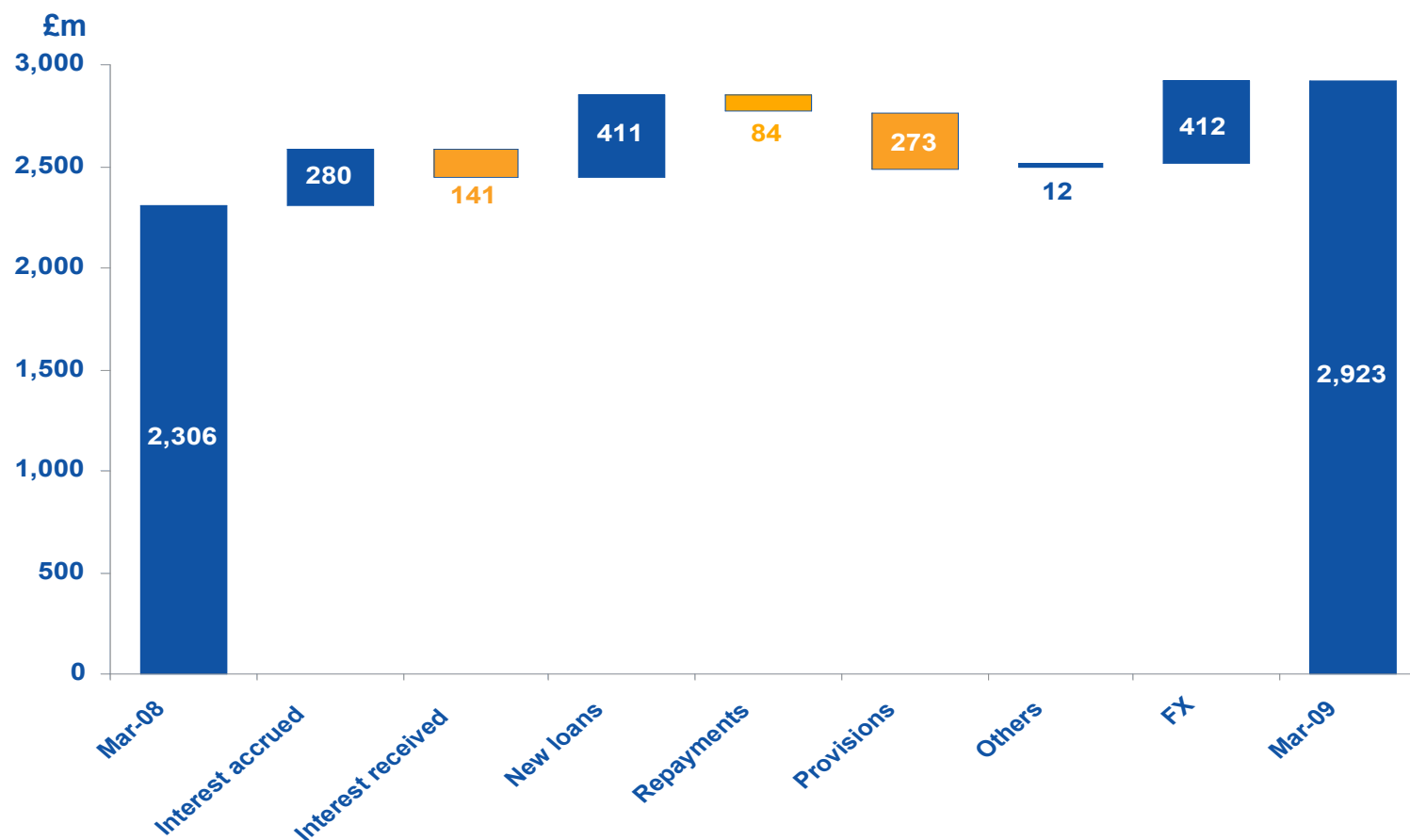


- Pre-tax loss of £67m driven by £273m of provisions
- Core income up 23% to £168m
- £150m of £450m facility extended for 2 years to March 2013
 - £65m reduction
- Positive operating cash flow despite high interest charge
- Total dividend of 41p
- Continue to operate within banking covenants

Investment Portfolio



■ Investment portfolio up 27% to £2.9bn

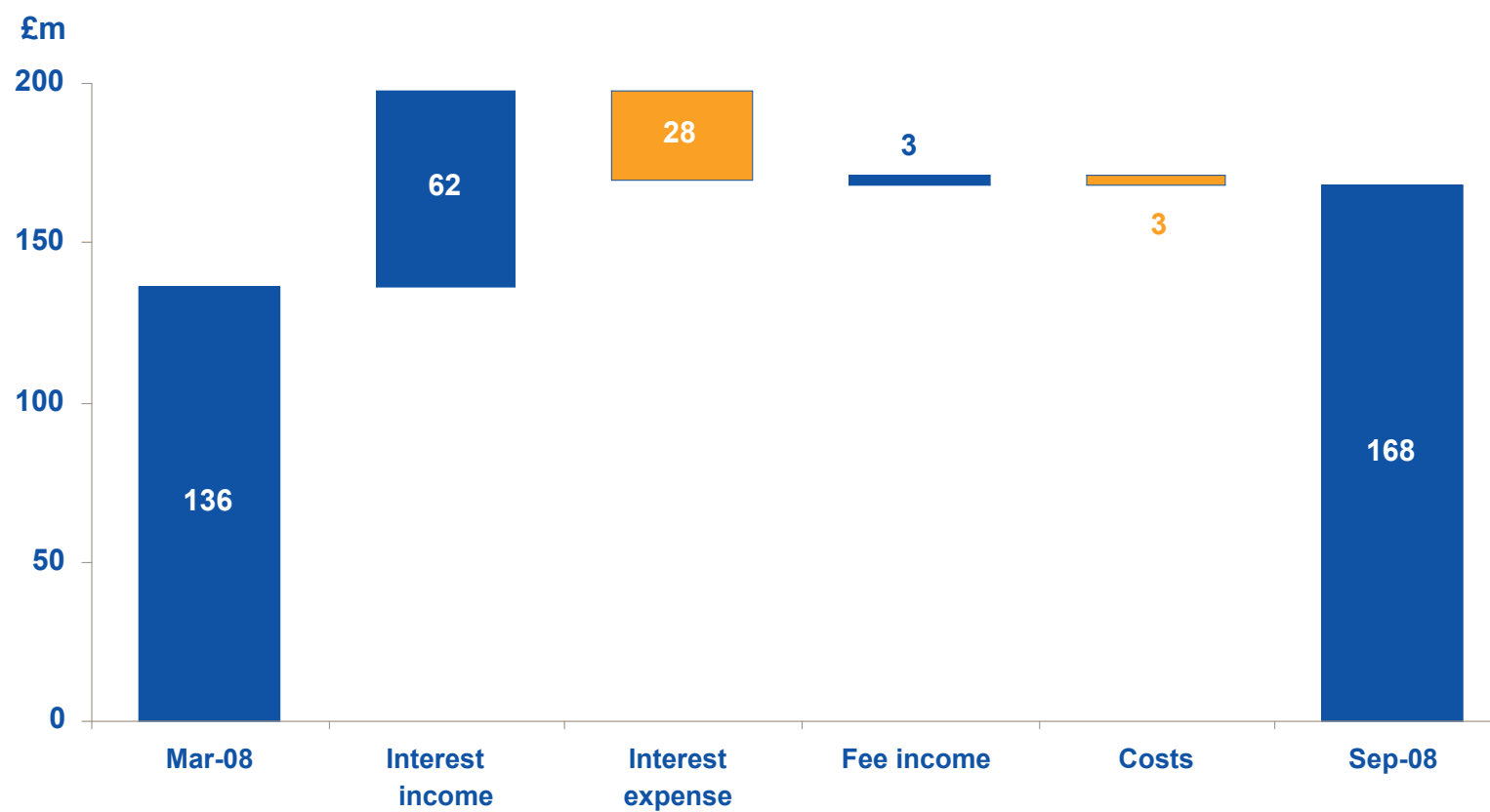


Source: ICG

Core Income

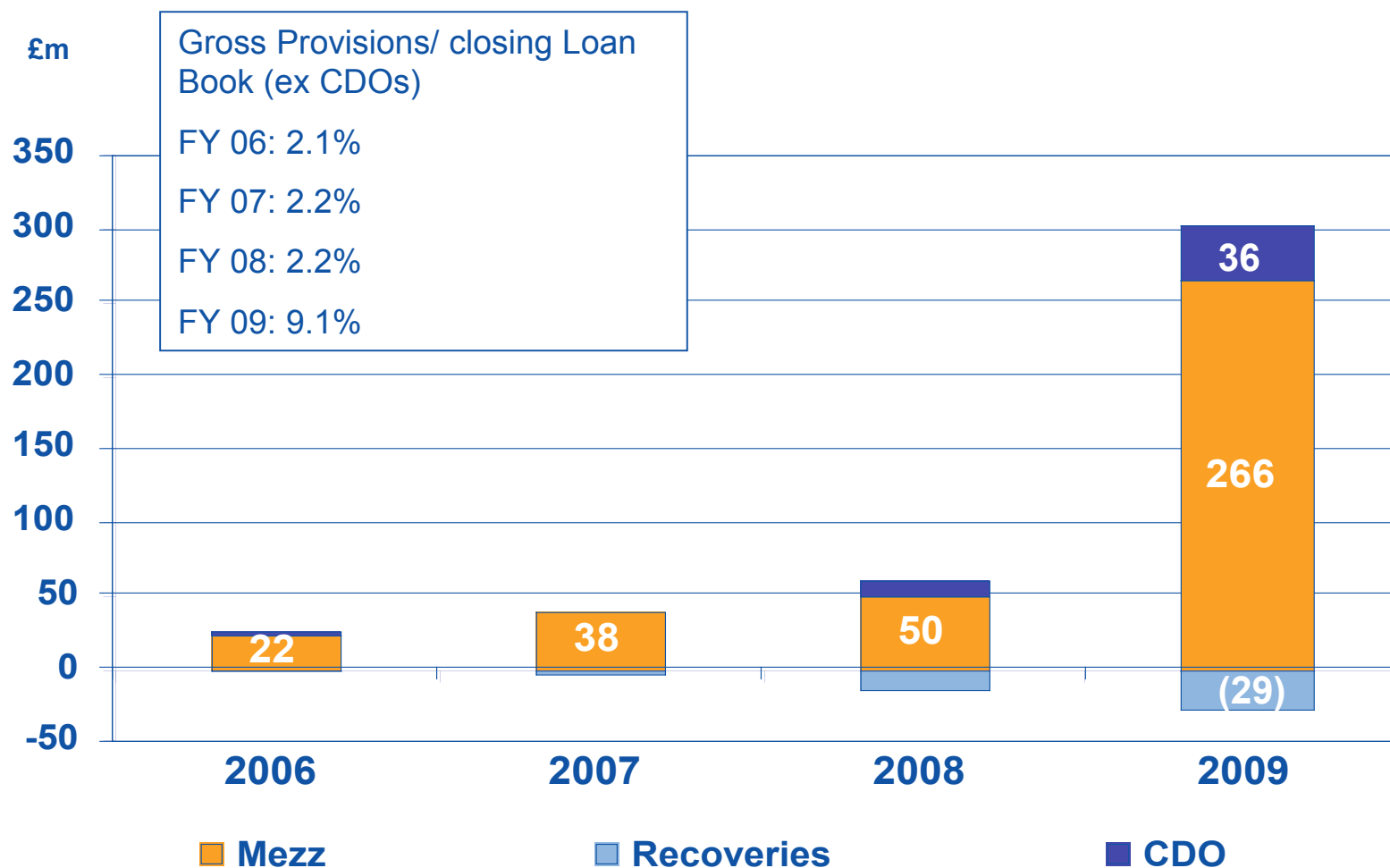


■ Core Income up 23% to £168.2m



Source: ICG

Breakdown of Provisions



Source: ICG

Balance Sheet



	<i>31 March 2009</i> <i>£m</i>	<i>31 March 2008</i> <i>£m</i>
Loans and investments	2,922.6	2,360.0
Net current liabilities	(51.5)	(36.0)
	2,871.1	2,270.0
Shareholders' funds	775.5	896.2
Borrowings	2,095.6	1,374.0
	2,871.1	2,270.2
Gearing ratio	270%	153%
Debt facilities	£2,403	£2,379

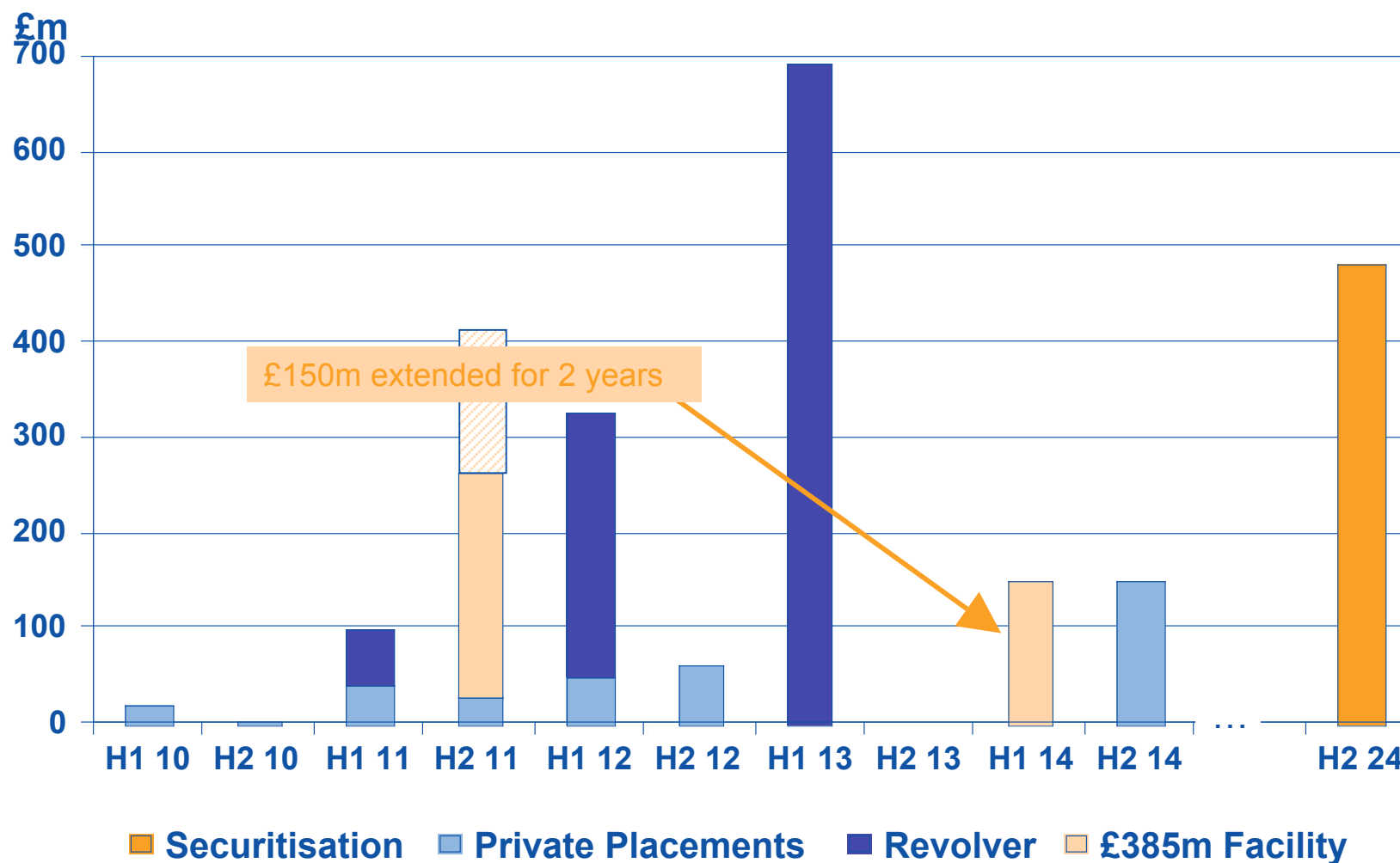
Funding



	31 March 2009 £m	Term
Existing bank facilities	1032	2.6yrs
New bank facility	450	2.0yrs
Private placement	469	4.5yrs
Securitisation	452	15.3yrs
	2403	5.4 yrs*
Utilised	2091	
Headroom	312	

* weighted average life

Debt Repayment Schedule



Investment Capacity



- £312m at 31 March 2009, £247m following maturity extension
- Negatively impacted by weakness of Sterling
- Extremely low levels of repayments: 3.6% of opening portfolio
- Focused on maximising investment capacity
 - Driving exits/repayments
 - Decoupled Fund and BS investing
 - Extended £150m of £450m facility vs £65m reduction in undrawn debt
 - Cash management

Covenants



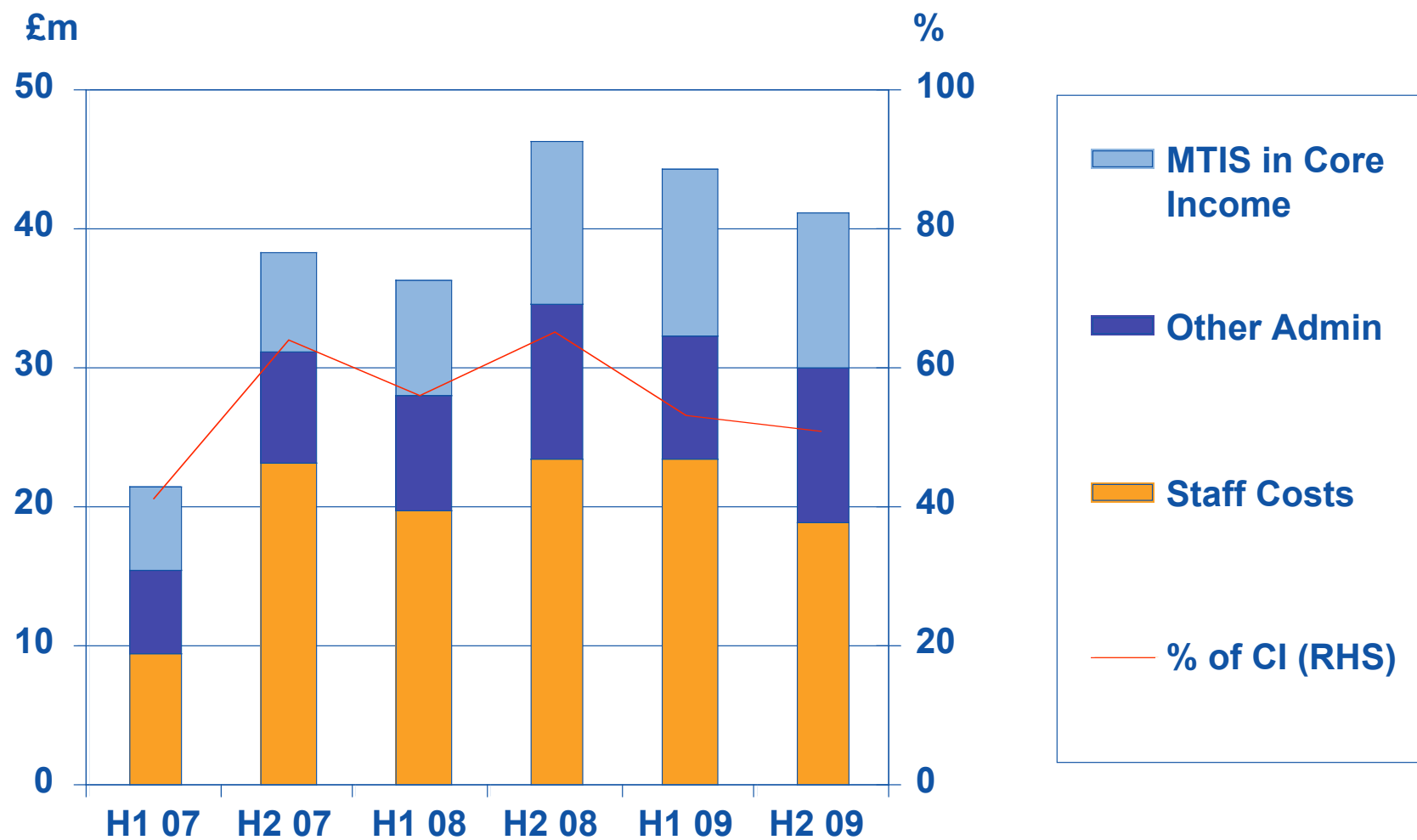
- Continued to operate comfortably within covenants
- Minimum Net Worth: Shareholders' funds of £776m, well above minimum of £380m
- Gearing currently 270% against internal comfort level of 200-300% and well below maximum covenant levels (400%)
- Adjusted Interest Cover > 2.0 vs minimum covenant level of 1.6

Costs - Driving Further Efficiencies



- **Total operating costs 51% of CI (2008: 61%)**
- **H2 (pre MTIS) 14% below H1 adjusted for one off severance cost**
 - **Absolute focus on cost**
 - **Network of local offices built**
 - **Infrastructure rolled out driving efficiencies**
 - **10% headcount reduction at the end of January**
- **No bonus / MTIS payment to Executive Directors**

Breakdown of Operating Costs



Source: ICG

Dividend



- Management remains committed to dividend
- Rebased to annual level of 41p
- Interim dividend will be 1/3 of previous year dividend
- Core Income under IFRS is not a good basis for dividend growth
- Dividend will be based on sustainable level of cash flow
 - cash core income:
 - Core income
 - Rolled up interest accrued
 - + Rolled up interest realised net of MTIS

Financial Outlook



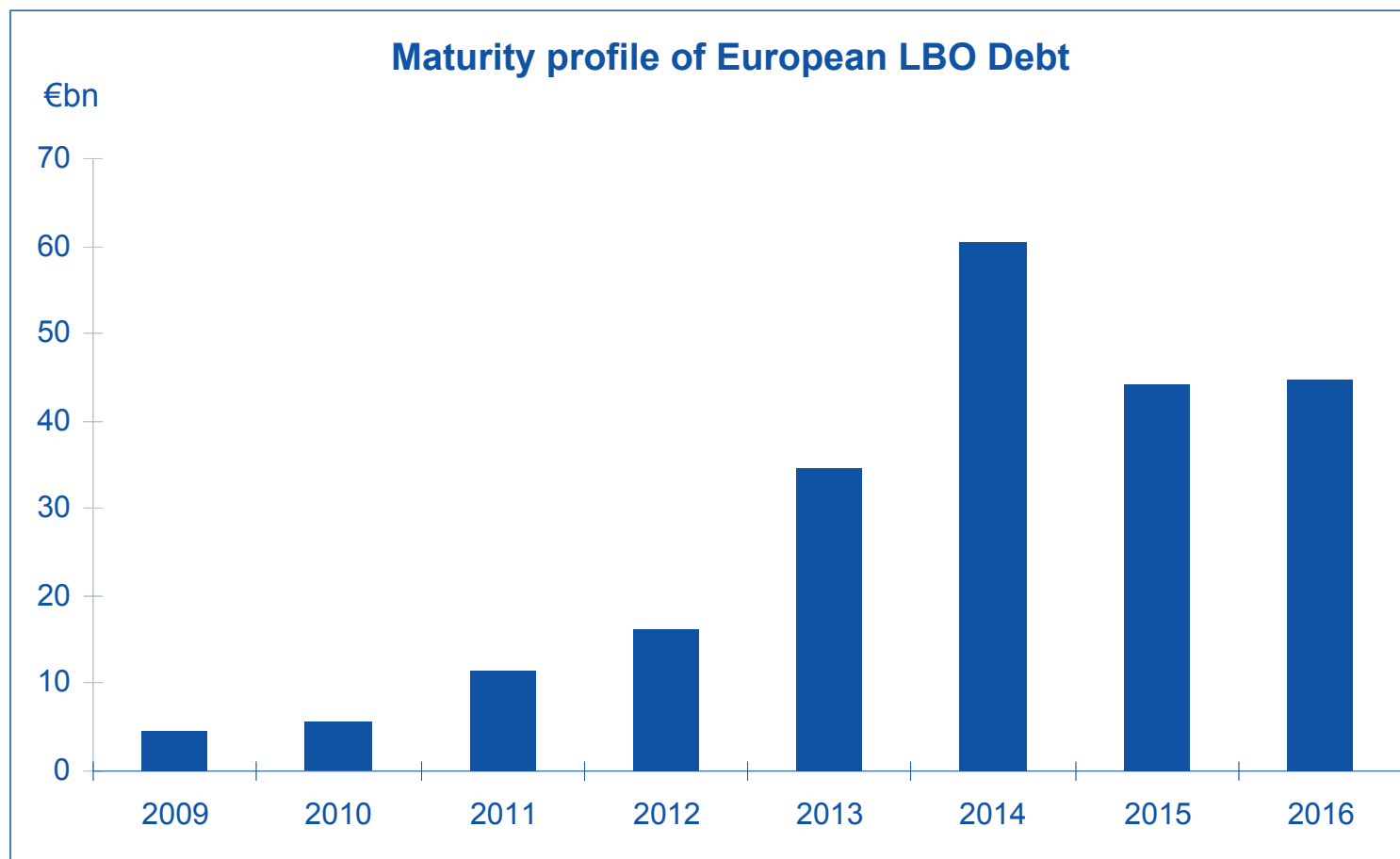
- **Liquid balance sheet**
- **Supportive banking group**
- **Strong underlying earnings**
- **Limited visibility but, at present, provisions FY10 expected at lower level than FY09**



The opportunity – A leading fund manager of buyout debt

European Market Overview

Large Refinancing Needs in 2012-2016



Source: Fitch

The Opportunity



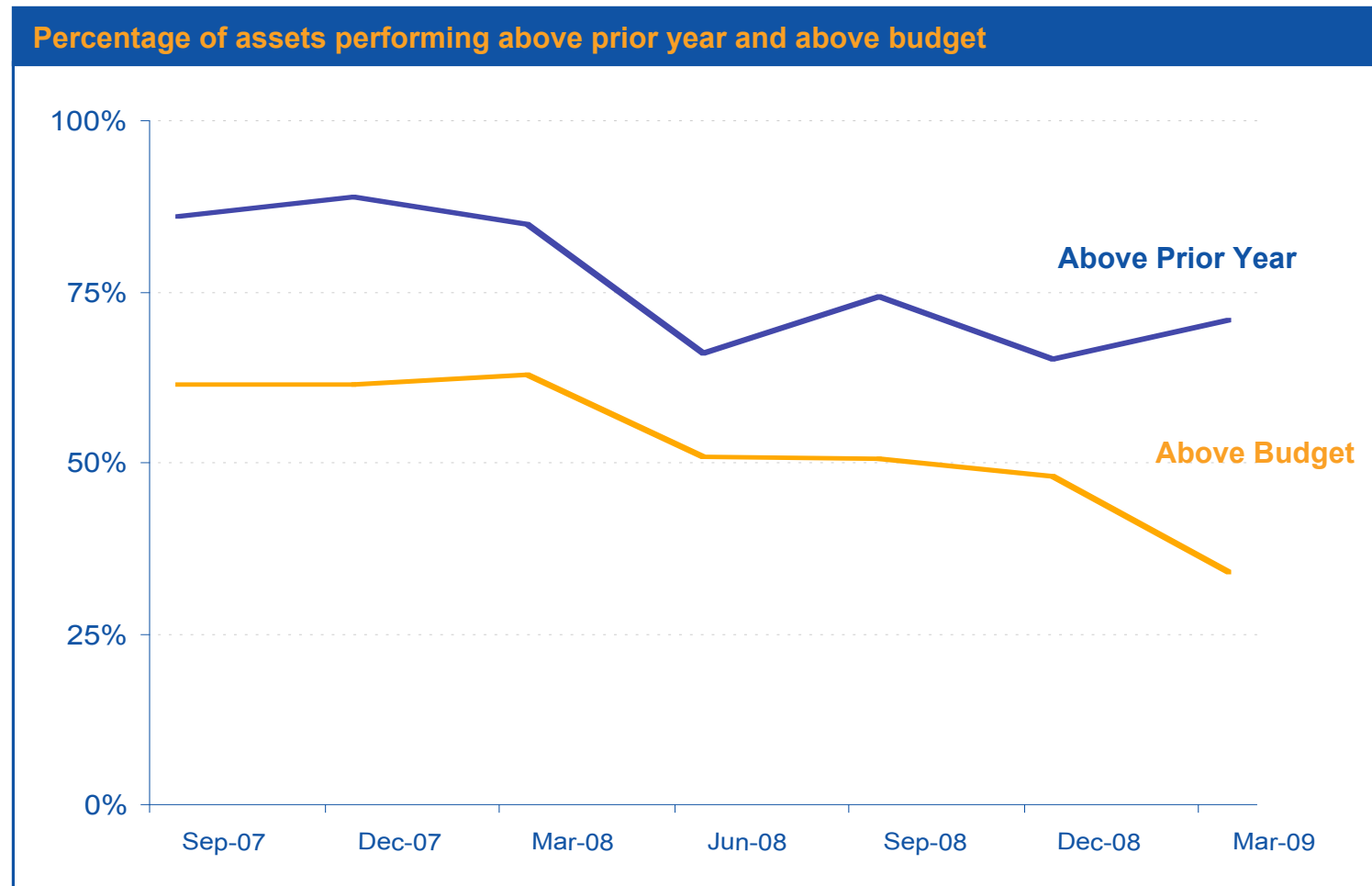
- Unusually attractive opportunities in the secondary debt market
 - Discounted debt
 - Unsyndicated debt held by banks
- Refinancing and restructuring quality buyouts



Protecting the value of our portfolio

Investment Portfolio

Performance vs Prior Year and vs Budget



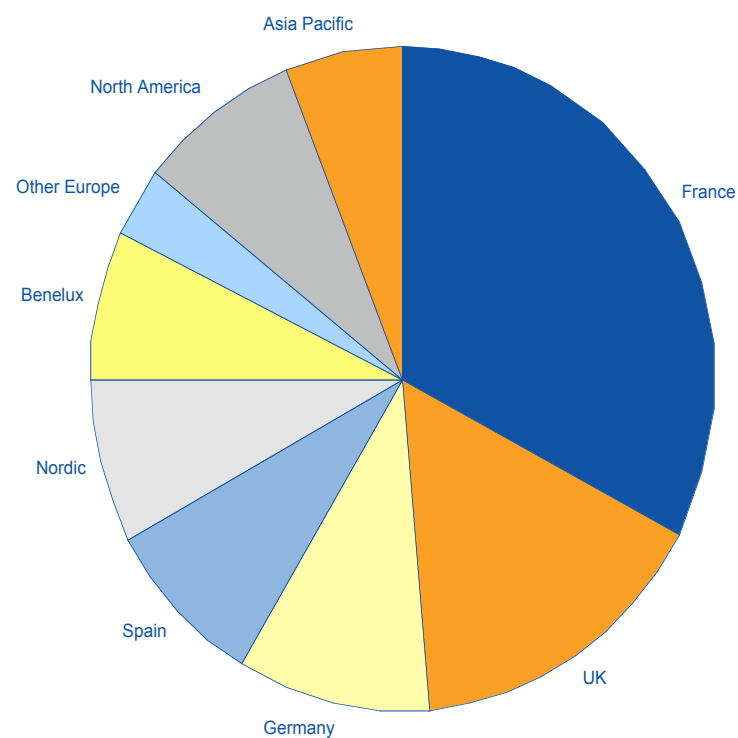
Source: ICG

Investment Portfolio

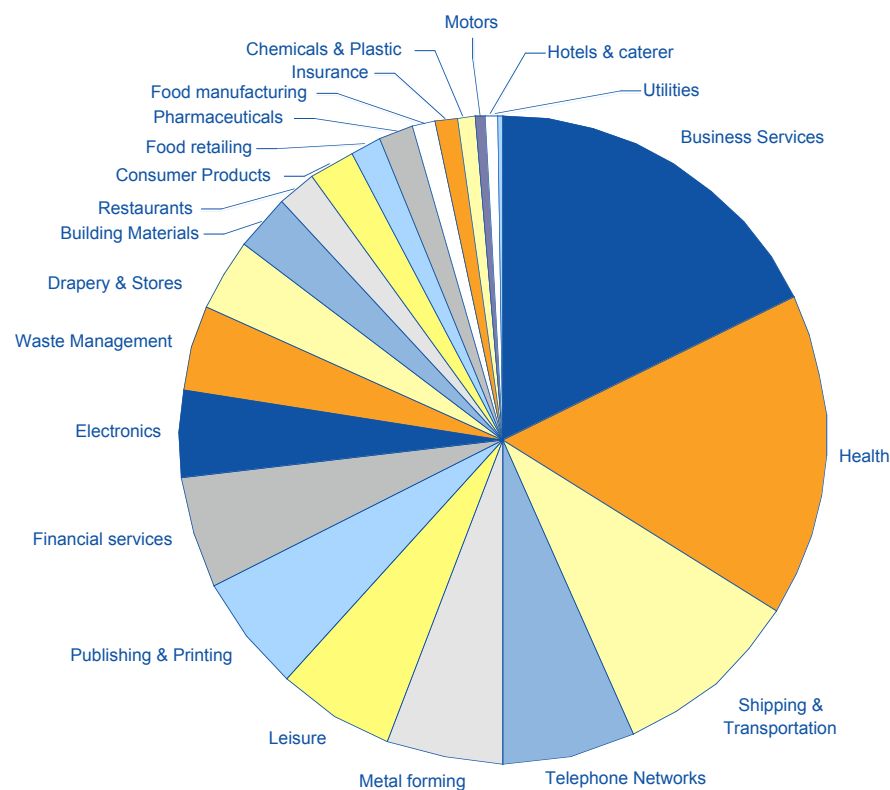
Diversity



Portfolio by geography*



Portfolio by sector*



*at 31 March 2009

Source: ICG

Investment Portfolio

Top 20 Assets



BUSINESS	COUNTRY	INVESTMENT YEAR	LAST YEAR	BUDGET
Private clinic manager	France	2007	—	—
Textile rental and cleaning	France	2007	—	—
Specialist courier services for the pharmaceutical industry	UK	2007	—	—
Electronic publisher of company information	Belgium	2007	—	—
Cable operator	Taiwan	2007	—	—
Inspection, certification and technological services	Spain	2007	—	—
Waste management solutions provider	UK	2008	—	—
Airport operator	UK	2006	—	—
Manufacturer of medical diagnosis equipment	France	2006	—	—
Elderly care homes	Sweden	2007	—	—
Tour operator	Spain	2006	—	—
Manufactures speciality chemicals for the construction industry	France	2006	—	—
Provider of correctional products and services	USA	2008	—	—
Bingo, casino and licensed betting operator	UK	2003	—	—
Private clinical and routine laboratories	France	2008	—	—
Supplier of fire protection systems and services	Germany	2006	—	—
Business management software and outsourcing services	UK	2006	—	—
Nursing and elderly care homes	France	2006	—	—
Drug development and manufacturer	France	2007	—	—
Provider of services and technical solutions for utilities	Germany	2008	—	—

Source: ICG

Investment Portfolio

Provisions



- **£266m of gross provisions for 24 portfolio companies**
 - List of concern assets broadly stable since December
 - £103m for 8 defaulted assets during the financial year / exposure now immaterial
 - Default rate of 4.8%

- **Assumed very low recovery rates on weaker assets**
 - Equity and PIK systematically provisioned across all but 3 assets on watchlist, senior mezz on a case by case basis but with conservative assumptions

Investment Portfolio

Managing Weakened Assets



- Right combination of skills and experience
- Team incentivised and committed to recoveries
- Understanding of local legal environment/ credit regimes
- Ability to inject cash
- Ability to lead and take control



Delivering the opportunity

The European Leverage Gap



- **€360bn leveraged buyout debt**
- **Over €200bn due for refinancing between 2011 – 2016**
- **Solid companies we know with proven management teams, but an inappropriate capital structure**
 - **Secondary buyout debt, at a discount**
 - **Refinancing opportunities**

The Opportunity - The Skills Required



- **Origination: depth of information and market knowledge**
- **Restructuring : make a deal happen**
- **Behave like owners : exercise influence**
- **Asset selection: the good from the bad**

Our Unique Advantage





Fund Management

Fund Management



■ Mezzanine

	Fund	Liquidity
■ ICG Mezzanine Fund 1998	£57.5m	Closed
■ ICG Mezzanine Fund 2000	€387.5m	Closed
■ ICG Mezzanine Fund 2003	€1.4bn	Closed
■ Intermediate Capital Asia Pacific Mezzanine Fund 2005	\$300m	Closed
■ ICG European Fund 2006	€2.15bn	€1.1bn
■ Intermediate Capital Asia Pacific Fund 2008	\$600m	\$442m
■ ICG Minority Partners Fund 2008	€157m	€83m
■ ICG Recovery Fund 2008	€475m	€375m

■ CFM

■ CLOs	€4760m	Closed
■ Loan Portfolios (unlevered)	€255m	Closed

Fund Management



Funds raised 2008/09

■ Intermediate Capital Asia Pacific Fund 2008	\$600m
■ ICG Minority Partners Fund 2008	€157m
■ ICG Recovery Fund 2008	€475m

Summary and Priorities



- **Objective to become the leading fund manager of buyout debt in Europe**
- **Our priorities are to manage our portfolio:**
 - **to maximise recoveries, and**
 - **to take advantage of the attractive investment opportunities**
- **Competitive landscape changing in our favour**

Appendix

Core Income



	<i>Year ended 31 March 2009</i>	<i>Year ended 31 March 2008</i>	<i>Increase/ Decrease</i>
Income			
Interest and dividend income	303.7	236.9	28%
Fee and other operating income	59.5	57.0	4%
	363.2	293.9	24%
Less related expenses			
Interest payable and other related finance costs	(95.5)	(38.2)	150%
Add back: net losses on derivatives held for hedging purposes	(8.3)	(36.2)	-77%
Add back: additional income recognised on interest bearing equity	(5.1)	-	-
Administrative & operating expenses	(86.1)	(83.0)	4%
Core Income	168.2	136.4	23%
Core Income per share*	132.7	123.2	8%

Net Interest Income



	<i>Year ended 31 March 2009 £m</i>	<i>Year ended 31 March 2008 £m</i>	<i>Increase</i>
Interest Income	303.7	236.9	28%
Interest Expenses	(103.8)	(74.5)	39%
Net Interest Income	199.9	162.4	23%

Operating Expenses



	<i>Year ended 31 March 2009 £m</i>	<i>Year ended 31 March 2008 £m</i>	<i>Increase</i>
Staff Costs	42.4	43.2	-2%
Other admin costs	20.3	19.5	4%
	62.7	62.7	0%
Medium Term Incentive scheme*	23.4	20.3	15%
Operating Expenses	86.1	83.0	4%
Expenses as % of core income	51.2%	61.0%	-16%

* Charge relates to accrual of rolled up interest

Gains on Investments



	<i>Year ended 31 March 2009 £m</i>	<i>Year ended 31 March 2008 £m</i>	<i>Increase</i>
Realised gains on investments	30.9	133.9	-333%
Unrealised gains on investments	-	1.3	-
Cost of medium term incentive scheme	(6.1)	(32.3)	-430%
Net gains on investments	24.8	102.9	-315%

Impairments



	<i>Year ended 31 March 2009 £m</i>	<i>Year ended 31 March 2008 £m</i>
Mezzanine and equity investment		
Gross Impairment	266.2	50.2
Recoveries	(28.7)	(14.8)
Equity in ICG - managed CDO's		
Gross Impairment	35.6	10.6
Recoveries	-	-
Impairments net of write backs	273.1	46.0

Pre-tax profits / loss



	<i>Year ended 31 March 2009 £m</i>	<i>Year ended 31 March 2008 £m</i>	<i>Increase</i>
Interest and dividend income	303.7	236.9	22%
Gains on investments	30.9	135.2	-338%
Fee and other operating income	59.5	57.0	4%
	394.1	429.1	-9%
Interest payable and other related financing costs	(95.5)	(38.3)	60%
Impairment of assets	(273.1)	(46.0)	83%
Administrative expenses	(92.2)	(115.3)	-25%
(Loss)/Profit before tax	(66.7)	229.5	444%

Pre-tax Profits, Earnings per Share & Dividends



	<i>Year ended 31 March 2009 £m</i>	<i>Year ended 31 March 2008 £m</i>	<i>Increase</i>
Pre-tax (loss) / profit	(66.7)	229.5	n.a.
Pre-tax (loss) / profit**	(75.0)	193.3	n.a.
Earnings per share	(84.8)	213.4	n.a.
Dividend per share	41.0p	65.0p	-37%

** Excluding fair value movements in derivatives held for accounting purposes

Interest Cover Covenant



■ Level of 2 calculated as follows:

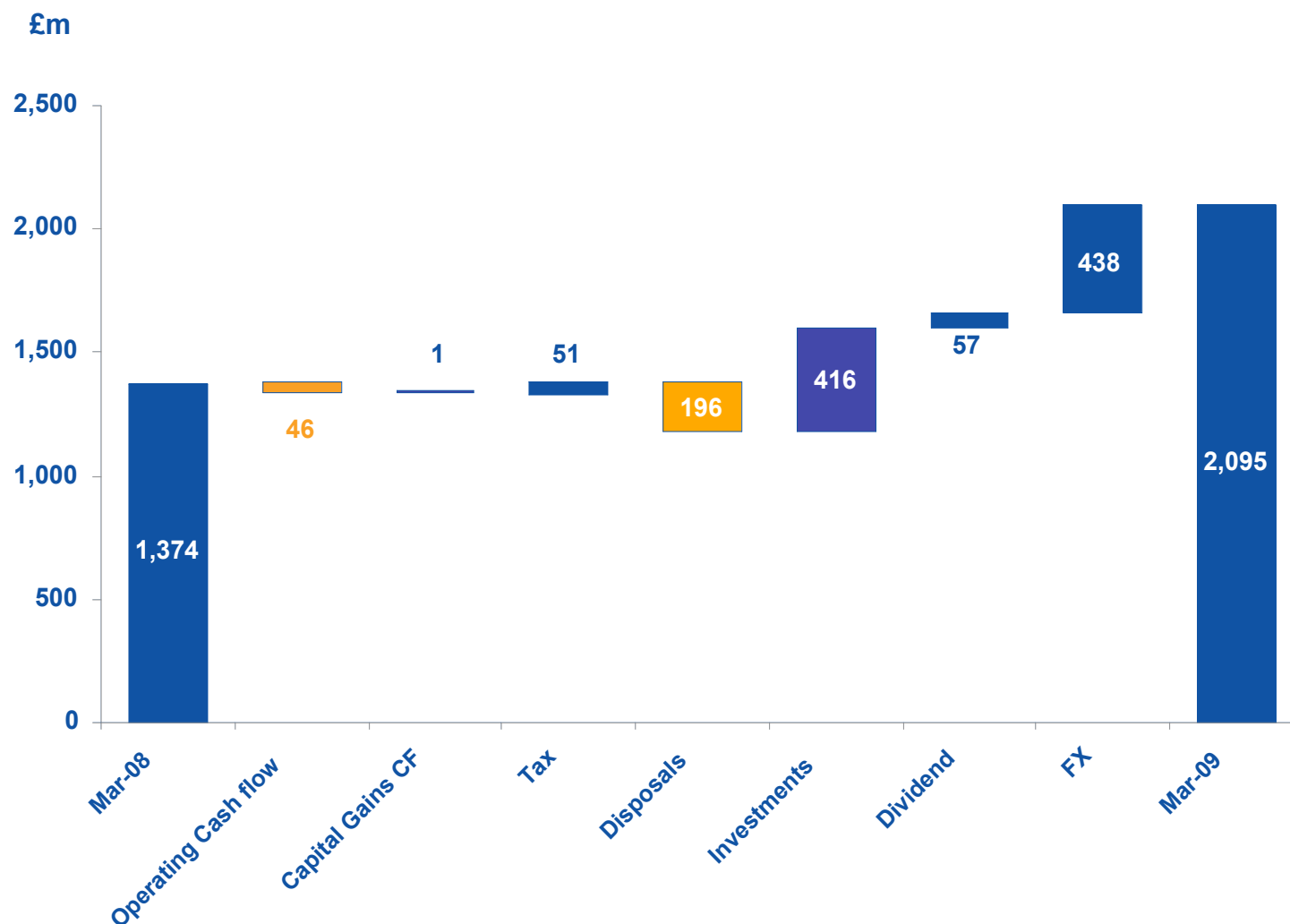
PBT	(67)
+ Specific provisions	302
+ Interest charges*	98
- PIK (adjusted for MTIS)	(139)
+ others**	3
	<hr/>
	197 (2x times 98)

■ Going forward repayments are the critical factors as they drive capital gains and PIK realisation

* Excludes derivatives and front end fees

** mostly front end fees

Net Debt Reconciliation





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