

A defining year in the development of ICG; accelerating fundraising guidance



Period: twelve months to 31 March 2022

Press release and presentation [here](#)
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PROVEN BUSINESS MODEL DELIVERING LONG-TERM GROWTH FOR SHAREHOLDERS

FUNDRAISING

\$22.5bn

↑ 112% YoY

THIRD-PARTY AUM

\$68.5bn

↑ 27% YoY¹

THIRD-PARTY FEE INCOME

£449m

↑ 34% YoY

FMC PBT

£286m

↑ 41% YoY

DIVIDEND PER SHARE

76.0p

↑ 36% YoY

Supported by a well capitalised balance sheet providing financial and strategic flexibility

KEY THEMES AND MESSAGES

- Defining year in the financial and strategic development of ICG
- Virtuous circle increasingly visible in growth of client base and in operational and financial results
- Investment discipline anchoring strong fund performance
- Net gearing of 0.45x; long-term objective of zero net gearing
- Commitment to achieve net zero by 2040, SBTi-approved 2030 targets
- Positive on outlook: accelerating fundraising guidance

BENOÎT DURTESTE, CEO AND CIO

“ This has been a defining year for ICG both in our market standing and in our growth trajectory. Our scale, diversification, brand and investment performance have combined to generate a record year on many levels.

We more than doubled our previous fundraising record, grew our client base by 23%, and substantially increased our fee income and fund management profits.

We continue to scale ICG to meet increasing client demand across our waterfront of strategies, with growing AUM providing a diverse and locked-in stream of management fees. We have been able to scale up existing flagship strategies considerably and we have had outstanding success with two first time funds, cementing substantial organic growth for the coming years.

We have started FY23 in a strong position both strategically and financially, with substantial capital to deploy and a robust balance sheet.

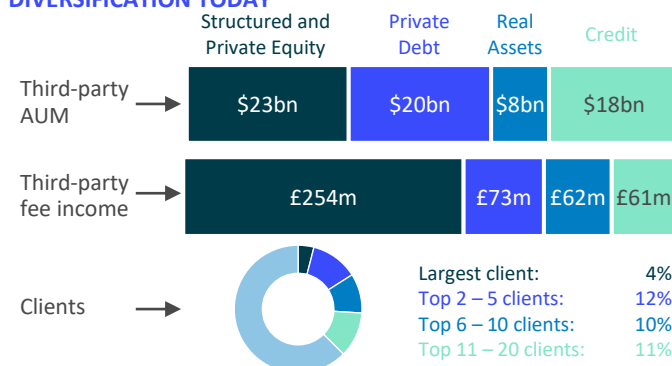
I am confident in our future prospects. Structural tailwinds remain supportive of the industry and ICG is well positioned to take advantage of the opportunities that invariably arise in more volatile market conditions.

This confidence is reflected in the acceleration of our fundraising guidance as we look to continued growth and success in the coming years.

CONTINUING OUR TRACK RECORD OF GROWTH

| | FY18 | FY21 | FY22 |
|------------------------|--------|--------|--------|
| Number of clients | 331 | 476 | 586 |
| Third-party AUM | \$33bn | \$56bn | \$68bn |
| Third-party fee income | £167m | £334m | £449m |
| FMC PBT | £95m | £202m | £286m |
| FMC operating margin | 45.4% | 52.1% | 55.8% |
| NAV per share | 466p | 566p | 696p |

DIVERSIFICATION TODAY



Note: where relevant, all financial information herein is on the basis of Alternative Performance Measures (APM); see full press release for details. Totals may not sum due to rounding. ¹ YoY AUM growth is reported on a constant currency basis

About ICG

ICG is a global alternative asset manager specialising in providing flexible solutions across the capital structure. We manage funds on behalf of our global client base across four asset classes: Structured and Private Equity, Private Debt, Real Assets, and Credit.

We help our clients achieve their alternative assets investment objectives and we provide capital to ambitious businesses across multiple sectors in the form most appropriate to their needs.

With a global footprint and local presence, ICG has a strong track record of over three decades of delivering attractive investment performance to our clients and of actively partnering with our portfolio companies.

Today ICG has \$72bn in assets under management across 19 strategies and over 580 clients. We have offices in 15 countries in Europe, Asia-Pacific and the Americas, and have over 500 employees.

We have a distinctive and entrepreneurial culture, underpinned by our investment heritage. We are focussed on generating long-term, sustainable value, and are committed to achieving Net Zero by 2040.

Discover more: www.icgam.com

OUR VISION

Global leadership in alternative asset management, delivering outstanding performance across a broad range of solutions

OUR PURPOSE

Creating value by providing capital to help businesses develop and grow

OUR VALUES

Performance for our clients

Entrepreneurialism and innovation

Ambition and focus

Responsibility and risk management

Collaboration and inclusion

Help **clients** achieve their investment objectives



Provide capital to **portfolio companies** in the form most appropriate to their needs



Create **sustainable value**

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