

## **Annual results to 31 March 2009**

7 May 2009



Introduction

Peter Sedgwick Chairman, 3i Infrastructure plc



Chairman's highlights Peter Sedgwick

Chairman, 3i Infrastructure plc

Investment review Cressida Hogg

Managing Partner, Infrastructure, 3i Investments plc

Financial review Stephen Halliwell

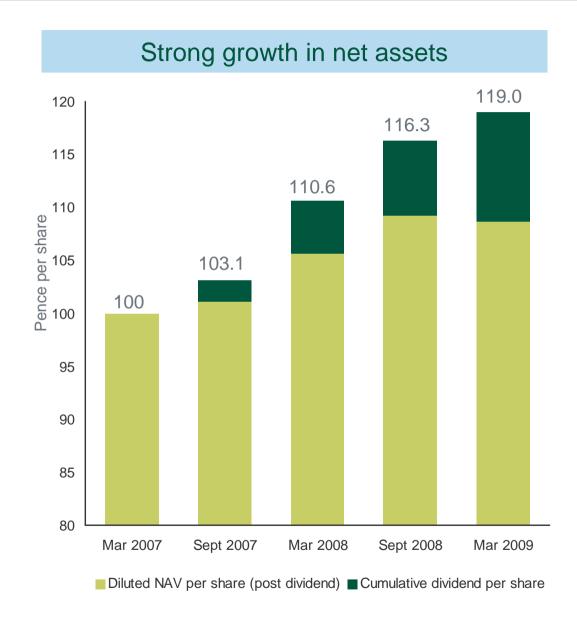
CFO, Infrastructure, 3i Investments plc

Closing remarks Cressida Hogg

Managing Partner, Infrastructure, 3i Investments plc



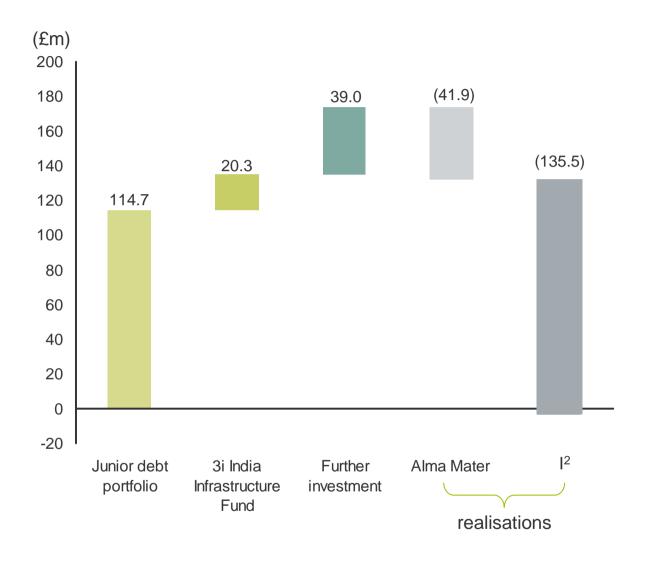
- Total return of 8.8% on average shareholders' equity, underpinned by strong portfolio income
- Portfolio assets continue to perform well operationally
- Final dividend of 3.2p per share, bringing total dividend to 5.3p per share, or 5.2% on average shareholders' equity
- Strong balance sheet (£387m net cash)





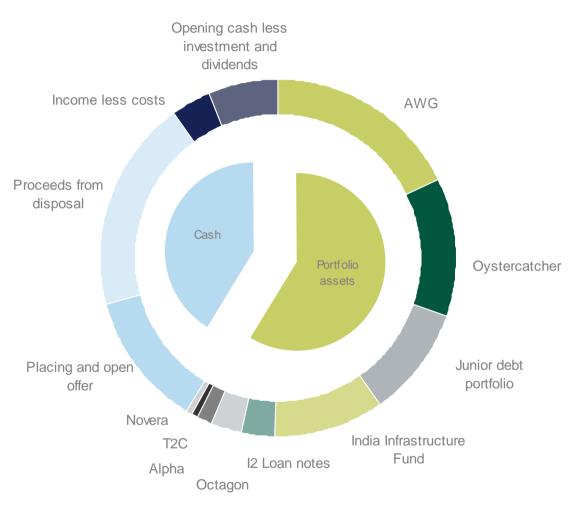
Investment review

Cressida Hogg Managing Partner, Infrastructure, 3i Investments plc

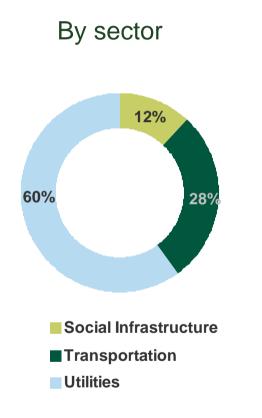


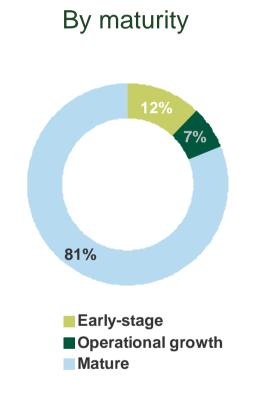
- Cautious investment strategy dictated by volatile markets
- Pragmatic approach to realisations: I<sup>2</sup> and Alma Mater sold during the year at 42% uplift over cost and 17% uplift over value

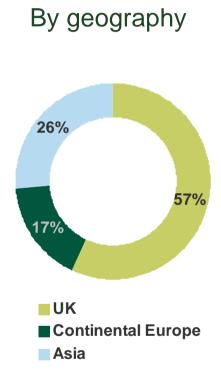




Asset	Value at 31 March 2009
Anglian Water Group	£162.9m
Oystercatcher	£114.3m
Junior debt portfolio	£91.9m
3i India Infrastructure Fund	£90.3m
l <sup>2</sup> vendor loan notes	£28.2m
Octagon	£26.0m
Alpha Schools	£12.0m
T2C	£7.3m
Novera	£3.8m
Total	£536.7m





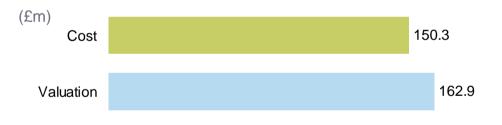


(as at 31 March 2009, breakdown by value)

- Robust **EBITDA** growth for underlying equity assets: **+13.6%** on average on a like-for-like basis on previous reporting period <sup>(1)</sup>, including
  - Oystercatcher companies (+20% on average)
  - AWG (+5.8% <sup>(2)</sup>)
- Portfolio income of £41.2 million (dividend and loan interest income), or 7.2% of portfolio value
- Engaged portfolio management approach

- (1) Excludes junior debt portfolio, as well as investments that are not yet operational (T2C, Adani Power) and investments held for less than one year (Krishnapatnam Port Company)
- (2) Based on unaudited management accounts





Equity interest	9.0%
Further investment in the year	£10.3m
Income in the period	£18.7m
Asset total return	£11.7m

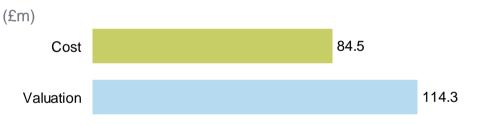
Owner of Anglian Water, fourth largest water/waste water company in England and Wales, Morrison Facilities Services and a small property development business in Scotland

#### **Strategy**

- Deliver a reliable supply of clean, safe drinking water and effective wastewater services at an affordable price
- Meet the key challenges of regional growth and impact of climate change

- Ranked first among water and sewerage companies in Ofwat's Overall Performance Assessment for second consecutive year
- Submitted operating and investment plans for the 2010-2015 regulatory period, including plans to spend £2.2bn
- Issued £115m of senior preference shares in March 2009, due to dramatic fall in RPI and its impact on RCV, to maintain sufficient headroom in debt facilities
- EBITDA up 5.8% <sup>(1)</sup> in year ended 31 March 2009
- (1) Like-for-like, adjusted for sale of Morrison Utility services





Equity interest	45.0%
Further investment in the year	-
Income in the period	£8.8m
Asset total return	£24.8m*

<sup>\*</sup> Includes £16.7m of unrealised exchange gains

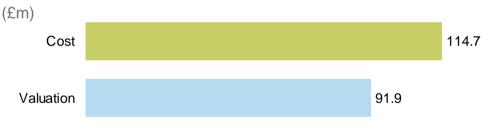
- Provider of third-party storage facilities for oil and petroleum products in the Netherlands, Malta and Singapore
- Contracts on a use-or-pay basis with fixed terms up to 10 years, often with tariffs linked to inflation

#### **Strategy**

Experienced management teams, supported by
 Oystercatcher board representatives and Oiltanking
 expertise, seek to maximise throughput by delivering high value customer service and to maintain strong safety and
 environmental standards

- Favourable market conditions, with demand for storage facilities underpinned by volatility in oil price and shape of forward curve
- Two new jetties operating in Amsterdam, with construction of expansion project in Singapore near completion
- New CEO appointed for Malta business
- All three businesses operating at or near full capacity, with EBITDA up 20% on average





Further investment in the year	£114.7m
Income in the period	£8.7m
Asset total return	£(14.1)m

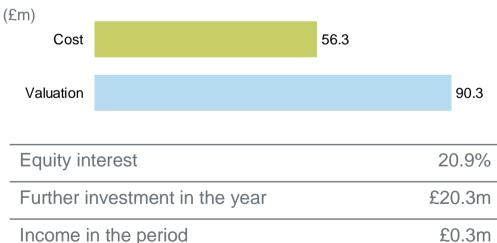
 Investment in junior debt instruments issued by Viridian, NGW Arqiva, Télédiffusion de France, Thames Water and Associated British Ports

#### **Strategy**

- Build a portfolio of debt investments in core infrastructure businesses
- Underlying businesses are leading players in the markets in which they operate
- Investment Adviser had previously diligenced the equity of these businesses, or knows their respective sectors very well
- Pricing at values below par delivers equity-like returns and strong levels of cash yield

- Significant pricing volatility, triggered by forced selling
- Company continued to acquire assets incrementally
- Pricing more stable now, as forced selling subsided and performance in financial sector improves
- Robust underlying company performances, in line with Company's expectations





Asset total return

#### **Description**

- US\$1.2 billion fund set up by 3i Group to invest in Indian infrastructure
- Cornerstone commitments of US\$250 million by 3i Group and 3i Infrastructure – no additional fees payable to 3i Group

#### **Strategy**

£32.6m\*

- Build a diversified portfolio of assets with a primary focus on ports, airports, roads and power
- Fund expects to make its investments over two to four years

- US\$161m investment in Krishnapatnam Port completed in February 2009
- Adani Power first project reached first fire in March 2009. New projects started, increasing generation capacity to 9,900MW (from original 2,640MW)
- Soma continues to increase its order book (+85% compared to previous year)
- Strong pipeline of potential investment opportunities
- Deep network of contacts and relationship with the India Infrastructure Finance Company

<sup>\*</sup> Includes £17.4m of unrealised exchange gains

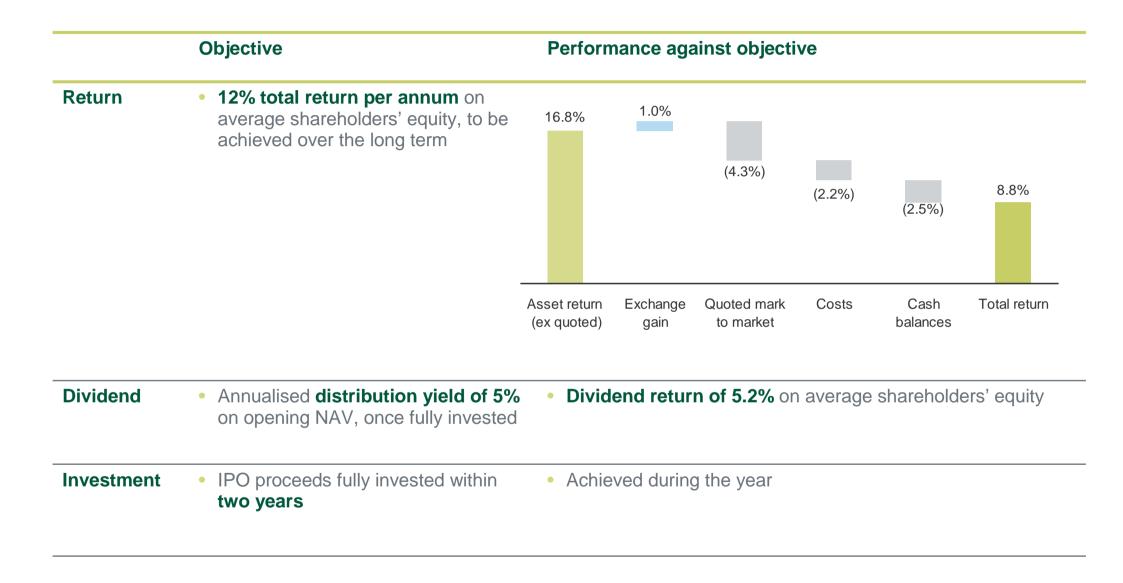


	Valuation methodology	Value per share (p)
Unquoted	• DCF	54.4
assets	<ul> <li>Average discount rate increased to 13.8%</li> </ul>	
Quoted	<ul> <li>Mark-to-market</li> </ul>	11.8
assets	<ul> <li>Closing bid prices or third-party broker information</li> </ul>	
Cash		46.7
Undiluted NA	AV per share	112.9
Diluted NAV per share		111.9
Final dividen	d	(3.2)
Diluted post-	dividend NAV	108.7



Financial review

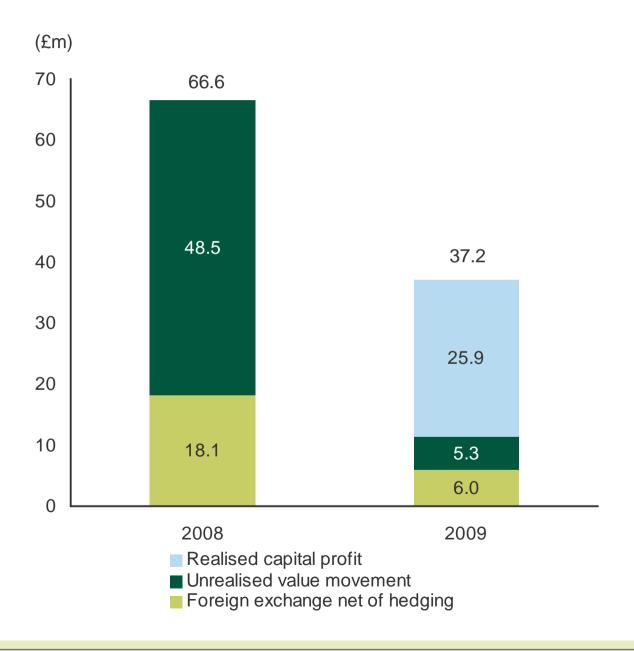
**Stephen Halliwell**CFO, Infrastructure, 3i Investments plc



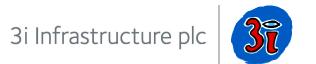


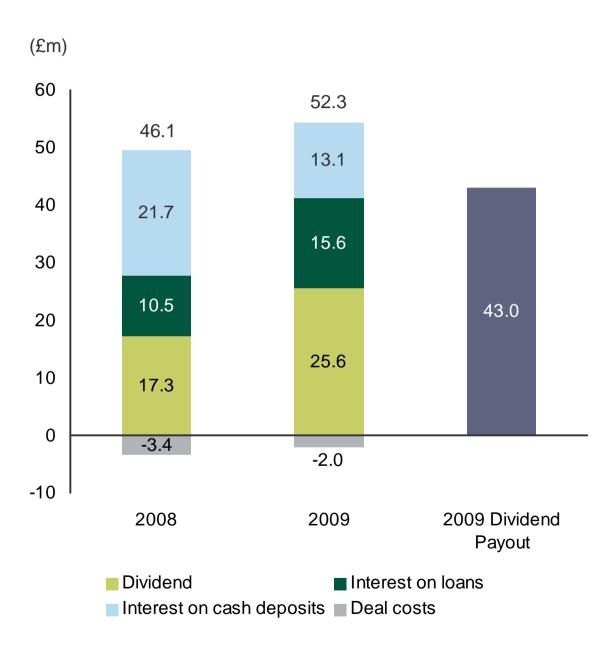
(£m)	Investment basis 31 March 2009	Investment basis 31 March 2008	Consolidated basis 31 March 2009
Capital return (1)	37.2	66.6	54.6 <sup>(2)</sup>
Portfolio income and interest	52.3	46.1	76.6
Investment return	89.5	112.7	131.2
Fees and operating expenses	(16.3)	(22.2)	(42.3)
Profit attributable to minority interests	-	-	(9.8)
Total return	73.2	90.5	79.1

- (1) Net of hedging
- (2) Includes translation reserve

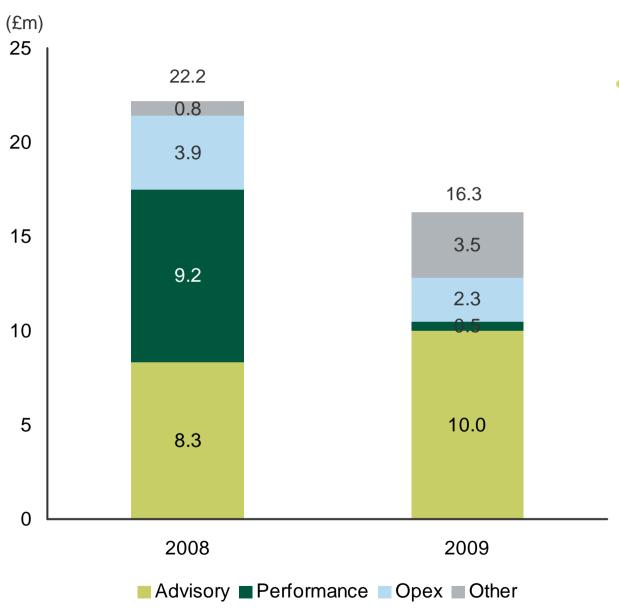


- Unrealised value movement impacted negatively by market volatility
- Capital return in the period underpinned by profitable realisations

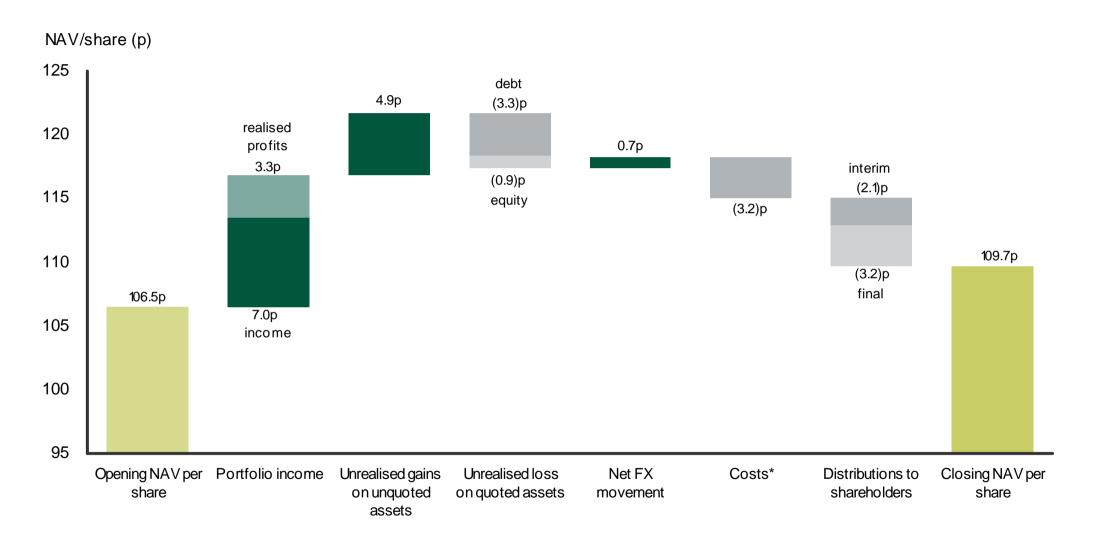




- Dividend payout fully covered by
  - strong income generation from the portfolio
  - interest on cash balances



 Reduced performance fee, in line with lower return



<sup>\*</sup> Includes a 0.9p per share dilution of cost from the cost of equity raised, which is not reflected in the total return

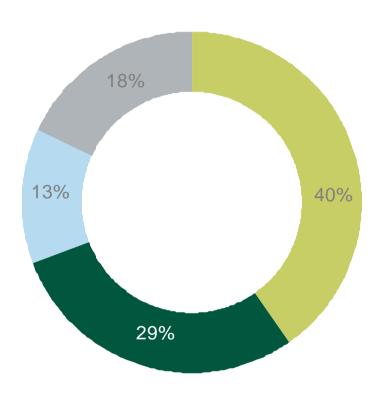


(£m, except per share information)	As at 31 March 2009	As at 31 March 2008	Consolidated – As at 31 March 2009
Investment portfolio	536.7	489.7	862.4
Other net assets / (liabilities)	(7.4)	26.2	(26.4)
Cash and cash equivalents	386.8	253.7	393.7
Borrowings	-	-	(176.7)
Net assets	916.1	769.6	1,053.0
Shareholders' equity	916.1	769.6	920.7
Minority interest	-	-	132.3
Total shareholders' equity	916.1	769.6	1,053.0
Diluted NAV per share	111.9	108.6	112.4

Diluted NAV per share after payment of final dividend of 3.2p per share is 108.7p



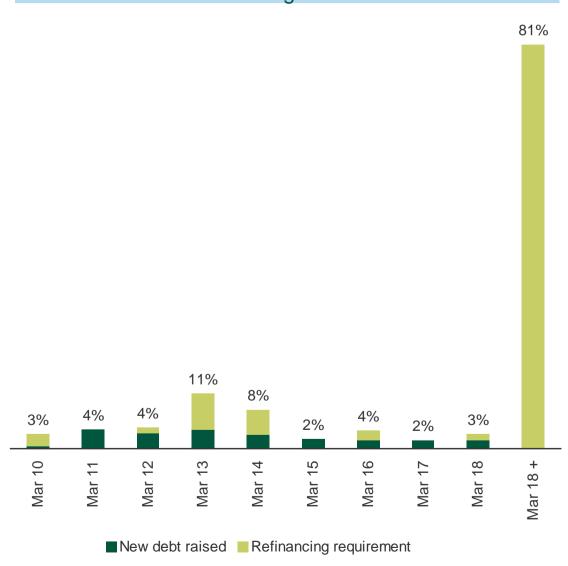
### Asset exposure to inflation by value



- Revenues directly linked to inflation
- Closely linked to inflation
- Not linked to inflation
- N/A

- 2009 inflation assumptions are prudent
- European (including UK) long term inflation assumption is 2.5%
- European inflation of 0% in 2010 has a valuation impact of £(8) million (1% of NAV)
- European inflation of 0% in 2010 & 2011 has a valuation impact of £(15) million (2% of NAV)

# Annual refinancing and new debt as a % of existing committed debt



- Very limited refinancing / new debt required in the short term
- Already raised £269m of the £379m debt needed in 2010
- > 80% of refinancing due post 2018



Closing remarks

Cressida Hogg Managing Partner, Infrastructure, 3i Investments plc

- Solid financial performance in challenging economic environment, with total return of 8.8% on average shareholders' equity
- Portfolio performance robust, with 13.6% growth in EBITDA of underlying equity investments (1)
- Strong income generation, covering full dividend of 5.2% on average shareholders' equity
- Profitable realisations despite challenging market conditions, at 42% uplift over cost
- Steady growth in net assets
- Strong balance sheet position, with cash balances of £387m at 31 March 2009

(1) Excludes junior debt portfolio, as well as investments that are not yet operational (T2C, Adani Power) and investments held for less than one year (Krishnapatnam Port Company)



## **Previously**

- Stable valuation metrics
- Steady state performance
- Due diligence "confirmatory"
- Oversupply of debt, at low cost and long tenors
- Strong competition from infrastructure investors and banks

#### Now

- Significant volatility in asset pricing, with vendor pricing expectations lagging
- Performance issues in some infrastructure assets (volumes, inflation)
- Availability of debt reduced, cost increased, shorter tenors
- Liquidity at a premium, competitive environment relatively benign
- Opportunities from:
  - Asset sales from distressed vendors
  - De-leveraging of corporate and bank balance sheets

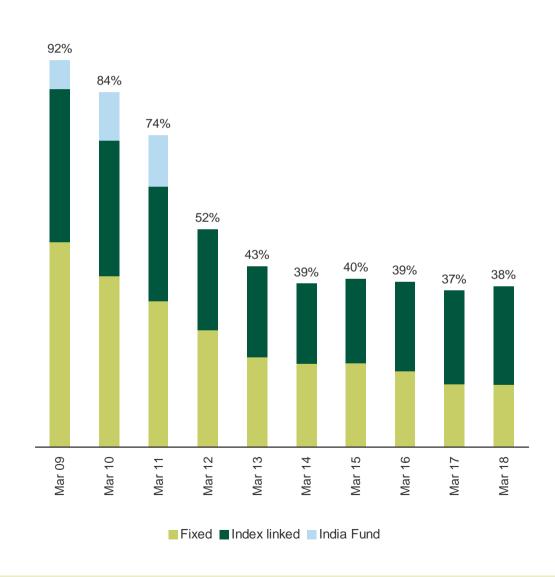
- Asset management remains key to drive value from the portfolio
- Good pipeline, but no compromise in quality threshold of opportunities submitted to the Board
- Continued focus on assets that:
  - Improve yield, or
  - Provide scope for capital growth
- Long-term holder of assets, but pragmatic disposals will be considered
- Market conditions and strong liquidity position provide a great opportunity to build on current portfolio
- Balance sheet management remains a priority

- The requirement for infrastructure investment remains undiminished
- The market is stabilising, with asset pricing adjusting to new levels
- With liquidity at a premium, the competitive environment is increasingly benign
- Opportunities from asset sales from distressed vendors, or those seeking to deleverage balance sheets

"As the market opportunity develops, we are confident that the Company will be able to invest its liquidity in assets that enhance returns in the long term and bring diversity to the portfolio."

Additional financial information

## Hedged debt as a % of total balance

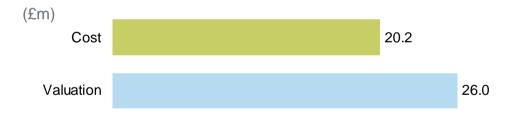


- Majority of debt is fixed-rate or index linked
- 1% increase has a valuation impact of £(21) million on European portfolio (2% NAV)

Case studies







Equity interest	36.8%
Further investment in the year	£7.0m
Income in the period	£1.0m
Asset total return	£6.4m

- Concession company under a 35-year PFI contract to build, operate and maintain the Norfolk and Norwich University Hospital
- Receives RPI-linked payments from the NHS Trust to cover services and building maintenance

#### **Strategy**

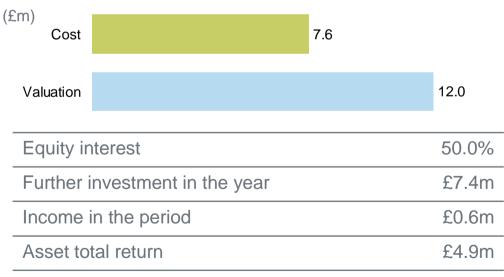
 Management team, with close shareholder involvement, focuses on ensuring delivery of first-class service levels to the hospital

- Maintained record of no service failures and unavailability deductions since commencing operations
- In May 2008 the NHS Trust became a Foundation Trust and was rated first in the country for quality of care survey conducted by the Healthcare Commission
- New General Manager and Finance Director appointed during the year
- 3i Infrastructure acquired a further 10.5% interest in Octagon through the disposal by one of the original shareholders









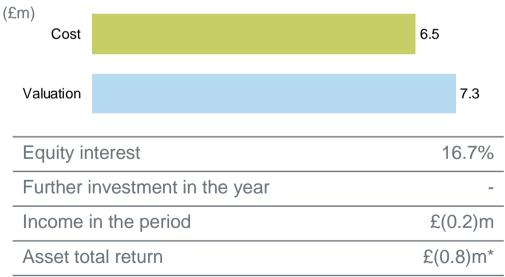
- Concession company under a 30-year PFI contract to build, operate and maintain 11 new schools on 10 sites in the Highland region of Scotland
- Receives RPIX-linked payment from the Highland Council to cover services and building maintenance

#### **Strategy**

- Delivery of first-class service levels to schools
- Maintaining excellent relationship with Highland Council
- Timely completion of remaining minor construction works

- All schools have been handed over for student occupation
- Certain works continue at various sites as planned, including the demolition and clearance of old school buildings and the completion of external works
- 3i Infrastructure invested its remaining commitment in Alpha Schools in February 2009





<sup>\*</sup> Includes £1.0m of unrealised exchange gains

- Construction of a new-build waste to energy plant on an industrial park near Frankfurt to generate heat and power from refuse-derived fuels
- 15-year fixed-price 'take or pay' contract

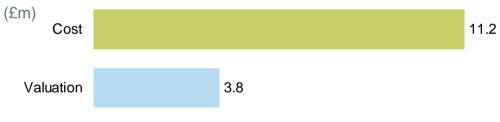
#### **Strategy**

- Management team focused on the timely completion of construction and commencement of operations
- Managing fuel procurement and ash disposal through placing contracts with suppliers and off-takers

- Construction running behind the original timetable, with completion forecast by the contractor for December 2009
- 3i Infrastructure, through its Investment Adviser, has ensured that the T2C management has engaged closely with the contractor to minimise and mitigate the effects of the delay







Equity interest	8.6%
Further investment in the year	-
Income in the period	-
Asset total return	£(7.4)m

- Established, UK-focused renewable energy company
- Generates electricity from wind, hydro, waste and landfill gas

#### **Strategy**

- Novera operates in landfill gas and wind development, with potential to develop new operations in energy from waste
- Novera's strategy is to continue to grow scale domestically and to expand internationally

- In July 2008, an equity placing by Novera in which 3i Infrastructure did not participate reduced the Company's equity interest to 8.6%
- In February 2009, Novera's 30MW Lissett Airfield Wind Farm, located in the East Riding of Yorkshire, started production and sales
- Novera received planning consent for two further wind farms with a potential capacity of up to 73MW

About 3i Infrastructure plc

# Board of Directors

- Independent Chairman, five independent non-executive directors and 3i
   Group appointed non-executive director
- Committed to observe requirements of the Combined Code
- Responsibilities:
  - Acts as investment committee / approves investment opportunities
  - Responsible for determination and supervision of investment policy
  - Supervises the monitoring of investments

## 3i Investments (Investment Adviser)

- Advises the Board on:
  - Origination and completion of investments
  - Realisation of investments
  - Funding requirements
  - Management of the portfolio

#### Fees

- Advisory fee of 1.5% of Gross Investment Value, reducing to 1.25% for assets held for more than five years
- Performance fee of 20% of the growth in Net Asset Value, above a hurdle of 8%

## Significant investment opportunities across all our regions

## **UK & Europe**

Well-established role for private investors in infrastructure

- Mature assets in the utilities sector with stable regulatory regimes
- Variety of opportunities across road, rail, sea and air transport
- Increasing focus on social infrastructure due to public sector budget constraints

#### **North America**

Potentially the world's largest infrastructure market

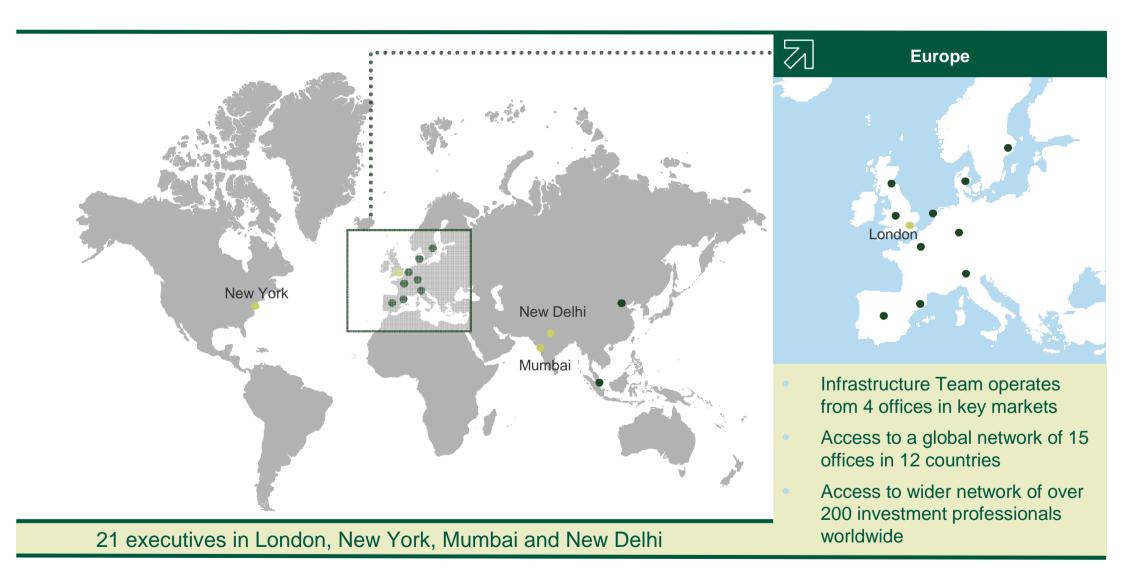
- Legacy of underinvestment
- Limited private sector role at the moment
- Opportunities to refurbish existing assets in transport and utilities
- Potential to become the world's largest infrastructure market

#### Asia

We have identified India as the most attractive geography in Asia

- Indian government estimates investment of \$450 billion by 2012
- 3i India Infrastructure Fund focused on four sectors: power, roads, ports and airports
- Early-stage / greenfield developments
- Opportunity for private equity returns from infrastructure

A strong market and a growing asset class





## Asset intensive businesses that provide essential services

## **Transport**

**Airports** 

**Ports** 

**Ferries** 

Toll roads

Rail & bus

Oil transportation & storage



#### **Utilities**

**Power generation** 

**Power transmission** 

**Electricity & gas distribution** 

**Waste processing** 

Water

**Communication networks** 



#### **Social Infrastructure**

**Primary and secondary PFI** 

**Public Private Partnerships** 

**Government accommodation** 

Healthcare

Education

**Defence** 



Predictable cashflows match investors' long-term liabilities





### Early stage/construction

Greenfield projects

New build PFI/PPP

- Accessing the most attractive deal flow
- Managing development risk

### **Operational growth**

Buy & build portfolios

**Privatisations** 

- Optimising the financial structure
- Robust asset management

#### **Mature/steady state**

Corporate acquisitions
Steady state operations

- Focus on cash yield and value growth
- Aligning management with investors' interests

Yield from operational assets...

...and stronger growth potential from earlier-stage assets

Balancing returns between capital and yield

#### Strategic approach

Evaluate target sectors and geographies
Systematic origination process
Continuous re-assessment of strategy
Identify most attractive deals

#### Dynamic approach

Ability to move quickly and with confidence

Take advantage of market dislocations

Identify "distressed seller" opportunities

Ongoing dialogue with key intermediaries

#### Skill to execute effectively

Established global resources and sector expertise

Private equity skills very relevant

Equity buyers with liquidity in a strong position

Strong relationships with debt providers

An experienced investor, positioned to succeed in difficult markets

## Senior members of the investment advisory team





Cressida Hogg



**Neil King** 



Phil White



Girish Baliga



Samir Palod



Stephen Halliwell



Anil Ahuja