

# 3i Infrastructure plc

# Half-yearly results to 30 September 2008

3 November 2008







### Introduction

**Peter Sedgwick** 

Chairman, 3i Infrastructure Limited





## Agenda

**Highlights** 

**Business review** 

**Financial review** 

Peter Sedgwick

Chairman, 3i Infrastructure plc

**Michael Queen** 

Managing Partner, Infrastructure, 3i Investments plc

**Stephen Halliwell** 

CFO, Infrastructure, 3i Investments plc



# **Highlights**

- Results in line with return objectives, with total return of 6.1% on average shareholders' funds
- Interim dividend of 2.1 pence per share, 5% increase from interim 2007
- £115 million raised in placing and open offer completed in July
  - Ample liquidity to invest
  - At 30 September: £329 million cash balance and £225 million revolving credit facility in place and undrawn

Well placed to take advantage of the market opportunity







### **Investment review**

### **Michael Queen**

Managing Partner, Infrastructure, 3i Investments plc





# **Performance against objectives**

	Objective			Status	
•	Proceeds fully invested within <b>wo years</b>		•	68% invested; 84% invested and committed since inception at 30 Sept	Ahead
			•	Cash balance at 30 Sept of £329m	
•	12% pa total return on		•	6.1% total return to 30 September	In line
	average shareholders' funds		NAV of 111.3p per share, or 109.2p per share post payment of the interim dividend		
	Annualised distribution yield of 5% once fully invested		•	Interim dividend of 2.1p per share	In line



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### Market

Infrastructure market opportunity remains good		Spending on infrastructure likely to remain significant, driven by	
		<ul> <li>Developing markets: favourable demographic trends</li> </ul>	
		<ul> <li>Developed markets: ageing infrastructure</li> </ul>	
		Resource-constrained governments unlikely to be able to finance infrastructure spending from public budgets	
	•	Downward pressure on equity and debt pricing provides opportunity	
however, funding environment is a key constraint		Infrastructure financing reliant on the availability of credit	
		Infrastructure asset class has shown resilience to credit contraction, but outlook remains uncertain	
Greater focus on risk	•	Refinancing / funding risk has become more important	
		Inflation, currency, interest rates and on-going market volatility will also affect infrastructure investors in the short to medium term	
but competitive environment is more benign	•	Many competitors effectively forced out of the market, due to liquidity concerns, limited access to capital markets	

#### Liquidity and access to capital key to take advantage of market opportunity



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### **Investment strategy**

Investing cautiously		We have slowed the pace of investment, but are still seeing a good flow of opportunities, as infrastructure investment opportunity remains good		
	•	Focus on highest quality opportunities only		
		Vendors' pricing expectations are slow to adjust to changed market		
		High levels of opportunities currently		
Lower risk assets	٠	Opportunistic investments in junior debt at discount to par, with equity-like returns and high cash yields		
Working within a credit-		Equity likely to become more important in funding mix		
constrained environment	•	Exploring the possibility of club deals		
	•	Maintaining strong relationships with key lending banks		
Maintaining a strong liquidity	•	£115 million in new equity raised in July		
position		£225 million undrawn credit facility		
	•	Strong balance sheet remains a priority		
	•	Total liquidity £554 million: cash (£329 million) and undrawn funds (£225 million)		

#### **Cautious approach to investing** Balance sheet management remains a priority





### Investment activity in the period

#### **Investment activity**

- £102.9 million invested in the period, of which
- £86.7 million in a portfolio of junior debt instruments
- £19.0 million further investment in I<sup>2</sup>, Alpha Schools, Alma Mater

#### **Investment strategy:**

- Cautious approach
- Dislocation in debt markets offers opportunity to invest in debt instruments at below par, generating equity-like return
- Opportunity to de-risk the portfolio while increasing cash yield



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## New investment - junior debt portfolio

- Pricing at values below par delivers equity-like returns and strong levels of cash yield
- Opportunistic purchases during the period when available pricing has met return objectives of this portfolio
- Average purchase price: 84% of par value
- Average yield to maturity and cash yield: 14% and 11% respectively

Asset	Facility	Investment (£m)
Viridian	Electricinvest Holding Company Limited £500m Junior Facility	28.9
Thames Water	Kemble Water Structure Limited £835m Term Loan Facility	14.5
NGW / Arqiva	Macquarie UK Broadcast Enterprise Limited £475m Junior Facility	32.4
Télédiffusion de France	Tyrol Acquisition 2 SAS €470m Second Lien Facility	10.9





## **Portfolio performance**

AWG	<b>√</b> I <sup>2</sup>
<ul> <li>Special dividend to shareholders from sale of Morrison Utilities Services</li> <li>Draft Business Plan for 2010-2015 regulatory period submitted to Ofwat</li> <li>€500 million eight-year bond issued in June, providing sufficient funding for current regulatory period</li> </ul>	<ul> <li>£12.4 million further investment from the Company, invested in existing projects and stake in North Durham University Hospital</li> <li>No distributions made during the period while structural changes completed</li> </ul>
Oystercatcher	3i India Infrastructure Fund
<ul> <li>Strong income in the period</li> <li>Two new jetties operational in Amsterdam, increasing vessel handling capacity and reducing waiting times</li> <li>Singapore terminal currently being expanded, with completion expected in Q2 2009</li> </ul>	<ul> <li>Significant progress at Adani Power         <ul> <li>Main power plant operational in June 2009</li> <li>Significant new projects added, taking total installed capacity to 9,900MW</li> </ul> </li> <li>Strong revenue and profit growth at Soma with around 30 projects - across sectors such as hydro power, roads and irrigation - currently being executed</li> </ul>





## Valuation

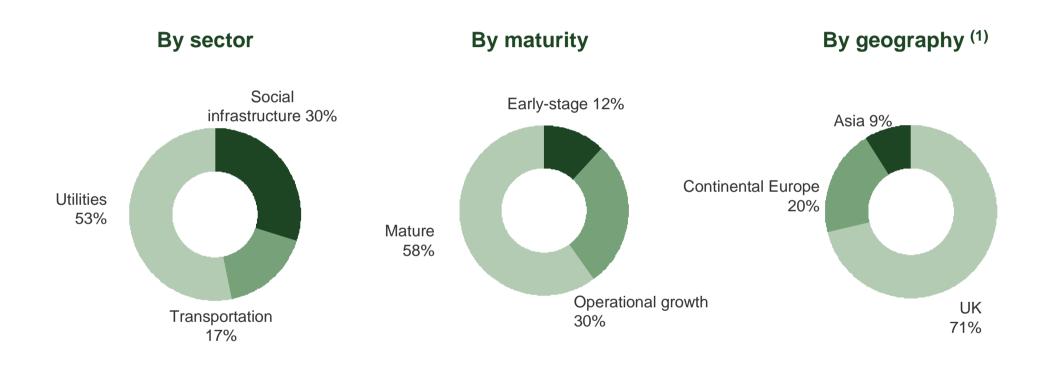
(£m)	Valuation (31/3/2008)	Valuation (30/9/2008)	Value movement*	Income in period	Driver of valuation change
Anglian Water	159.6	152.1	(7.5)	16.5	Strong income due to sale of Morrison Utilities Services
<sup>2</sup>	125.1	150.5	13.0	-	Further investment, cash retained in the fund, operational and structural efficiencies
Oystercatcher	98.3	97.5	(0.8)	3.9	Dividends received, small exchange loss
Junior debt		86.4	(0.3)	3.5	Mark-to-market
3i India Infrastructure	37.7	53.9	19.0	0.3	Good progress in Adani initial construction phase, development pipeline of new generation capacity
Octagon	13.6	13.4	(0.2)	0.5	Income received
Novera	11.2	9.2	(2.0)	-	Mark-to-market
T2C	7.9	5.8	(2.1)	(0.2)	Increase in the discount rate due to delay in construction
Alpha Schools	0.3	7.6	2.6	0.1	Further investment, project nearing completion

\* Includes exchange movements

Prudent approach to valuation Weighted average discount rate: 12%



## Portfolio breakdown by value – 30 September 2008



<sup>(1)</sup> Continental Europe includes investment in Oiltanking, with operations in the Netherlands, Malta and Singapore







### **Financial review**

### **Stephen Halliwell**

CFO, Infrastructure, 3i Investments plc



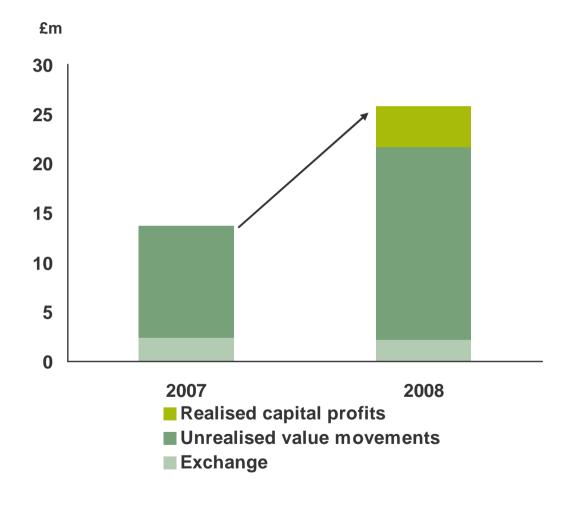


## **Total return**

	Sept 2008	Sept 2007	Sept 2008	Sept 2007
6 months to 30 September 2008	Investment basis (£m)	Investment basis (£m)	Consolidated basis (£m)	Consolidated basis (£m)
Realised profit on disposal of investments	4.1	-	4.1	-
Unrealised profits on revaluation of investments	19.5	11.3	14.8	18.8
Exchange gains on investments	2.2	2.4	(0.1)	2.4
Portfolio income (net of fees)	23.3	13.6	39.8	16.2
Treasury interest receivable	7.7	13.0	7.7	13.0
Investment return	56.8	40.3	66.3	50.4
Advisory, performance and management fees payable	(4.6)	(3.8)	(5.3)	(3.8)
Operating expenses	(0.9)	(3.2)	(0.9)	(3.2)
Finance and other costs	(0.8)	-	(5.7)	(3.2)
Exchange difference on translation of foreign operations	(0.2)	0.3	2.8	0.3
Total recognised income and expense "Total return"	50.3	33.6	57.2	40.5
Attributable to minority interests	-	-	6.8	10.9
Attributable to equity holders of the parent	50.3	33.6	50.4	29.6
- Total return on average shareholders' equity	6.1%	4.8%	6.1%	4.2%



## **Capital return**

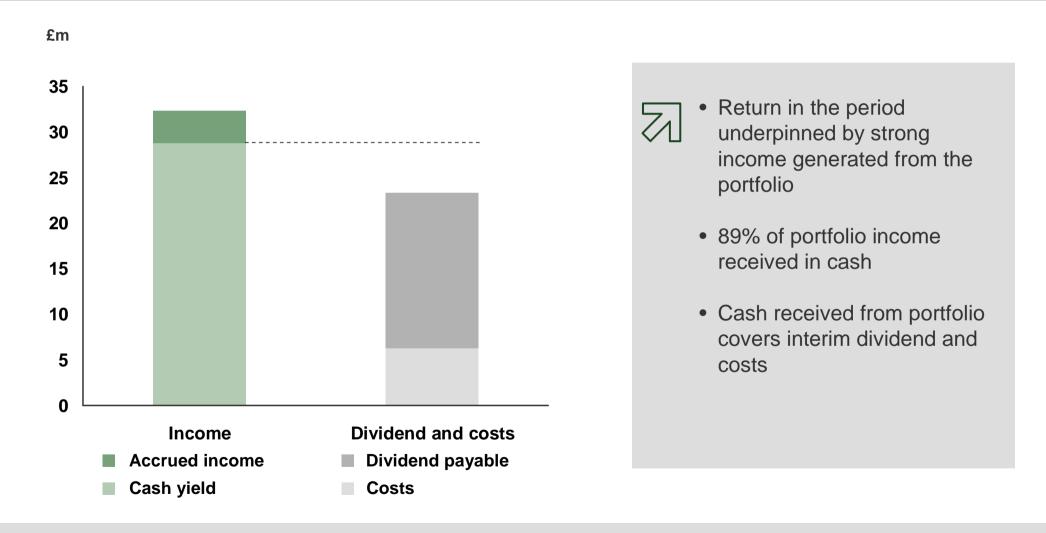


- Unrealised value growth from portfolio
  - Return in the period also underpinned by realised profits on disposal of Alma Mater





## Portfolio income – strong cash yield







## **Total return**

6 months to 30 September 2008	Sept 2008 Investment	Sept 2007 Investment	Sept 2008 Consolidated	Sept 2007 Consolidated
	basis (£m)	basis (£m)	basis (£m)	basis (£m)
Realised profit on disposal of investments	4.1	-	4.1	-
Unrealised profits on revaluation of investments	19.5	11.3	14.8	18.8
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Operating expenses	(0.9)	(3.2)	(0.9)	(3.2)
Finance and other costs	(0.8)	-	(5.7)	(3.2)
Exchange difference on translation of foreign operations	(0.2)	0.3	2.8	0.3
Total recognised income and expense "Total return"	50.3	33.6	57.2	40.5
Attributable to minority interests	-	-	6.8	10.9
Attributable to equity holders of the parent	50.3	33.6	50.4	29.6
- Total return on average shareholders' equity	6.1%	4.8%	6.1%	4.2%





### **Balance sheet**

	Sept 2008	Sept 2007	Sept 2008	Sept 2007
As at 30 September 2008	Investment basis £m	Investment basis £m	Consolidated basis £m	Consolidated basis £m
Investment portfolio	576.4	426.4	846.0	671.1
Other net assets / (liabilities)	5.1	3.6	3.0	8.3
Cash and cash equivalents	328.7	296.7	333.3	300.3
Borrowings	-	-	(149.8)	(134.8)
Net assets	910.2	726.7	1,032.5	844.9
Shareholders' equity	910.2	726.7	909.0	722.7
Minority interest	-	-	123.5	122.2
	910.2	726.7	1,032.5	844.9
Diluted NAV per share	111.3р	103.1p	111.2p	102.6p

Note: diluted NAV per share post interim dividend is 109.2p

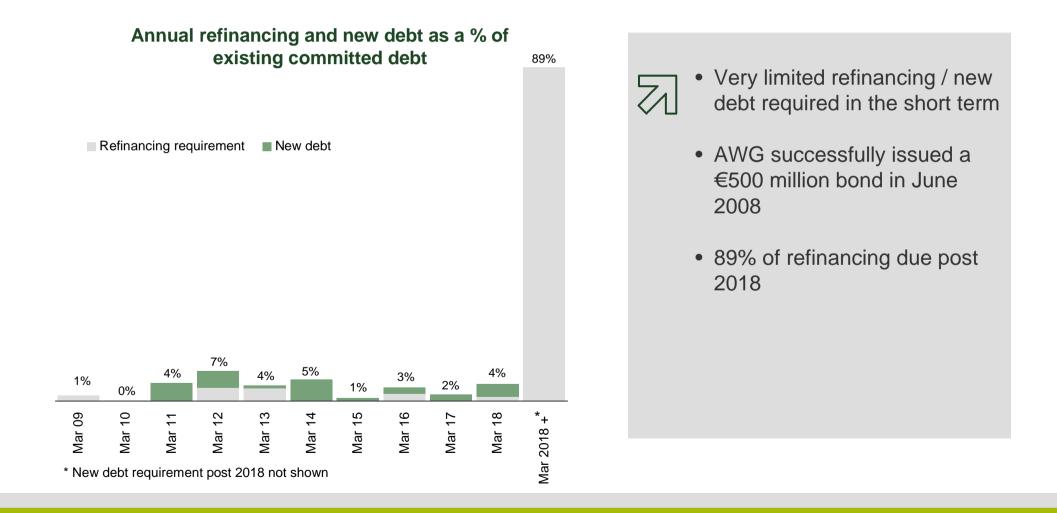


### **Portfolio analysis**

- Refinancing requirement
- Interest rate profile
- Inflation exposure
- Currency exposure



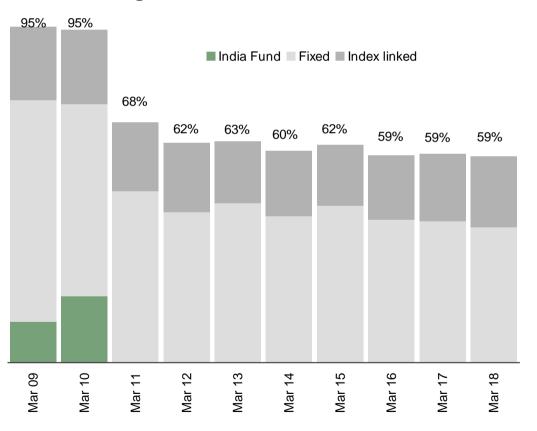
### **Refinancing requirement**





### **Interest rate profile**

Hedged debt as a % of the debt balance



- Majority of debt is fixed-rate
  - 1% change to UK/CE portfolio has a valuation impact of £(17) million



### **Inflation exposure**

Not linked to RPI 10% Closely linked to RPI 19%

#### Asset exposure to inflation by value



 2.5% inflation rate assumed in the models in the UK / CE



### **Currency exposure**

- Exposures
  - Transaction
  - Reporting
- Hedging
  - Euro
  - Indian Rupee







### **Investment review**

### **Michael Queen**

Managing Partner, Infrastructure, 3i Investments plc



## **Closing remarks**

- On track towards achieving return and distribution objectives
- Uncorrelated return and strong yield
- The portfolio has a low risk profile, with low refinancing risk
- Market prospects for infrastructure remain positive
- With ample liquidity to invest, 3i Infrastructure is well placed to take advantage of the market opportunity



## Appendix





### The market

### 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

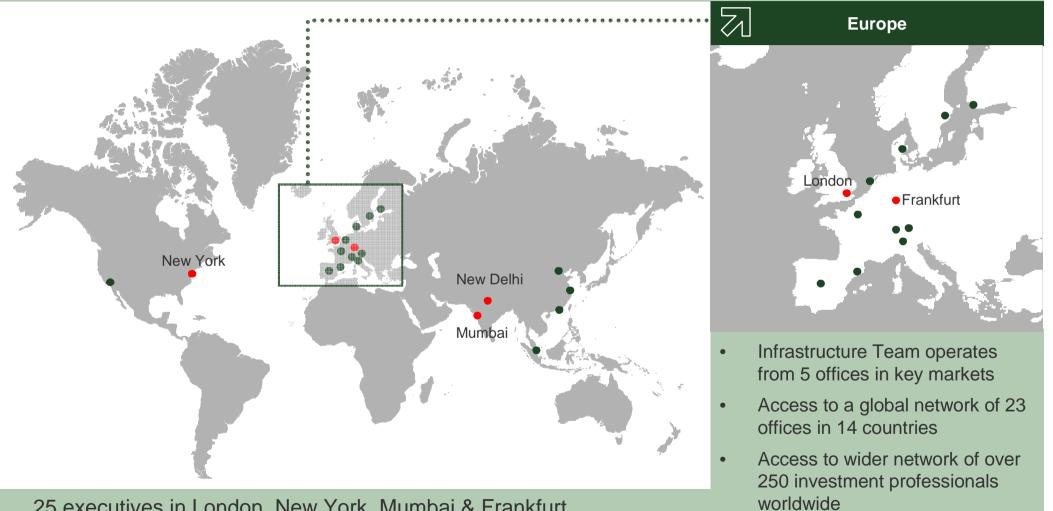
We have identified India as the most attractive geography in Asia

- 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



### Internationally connected



25 executives in London, New York, Mumbai & Frankfurt





### **Investment approach**

### Asset intensive businesses that provide essential services

	I	
Transport	Utilities	Social Infrastructure
Airports	Power generation	Primary and secondary PFI
Ports	Power transmission	Public Private Partnerships
Ferries	Electricity & gas distribution	Government accommodation
Toll roads	Waste processing	Healthcare
Rail & bus	Water	Education
Oil transportation & storage	Communication networks	Defence

Predictable cashflows match investors' long-term liabilities





### **Diversification of risk/return across asset life**

#### 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 & yield





### **Delivering on the pipeline**



#### 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





### **Anglian Water Group Limited**



#### Portfolio detail

Equity interest	9%
Date invested	March 2007
Cost	£140.0m
Directors' valuation	£152.1m
Income in the period	£16.5m
Asset total return in the period	£9.0m
Valuation basis	DCF

#### Description

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

#### Strategy

- Deliver a reliable supply of clean, safe drinking water and effective wastewater services at affordable prices
- Meet the challenges of growth and climate change

- Sale of Morrison Utilities Services completed, generating strong dividend flows to shareholders
- Draft water business plan for 2010-2015 regulatory period submitted to Ofwat
- €500 million bond issued in June, providing sufficient funding for current regulatory period

# 3i Infrastructure plc



### 2



#### Portfolio detail

Equity interest	31.2%
Date invested	March 2007
Cost	£118.5m
Directors' valuation	£150.5m
Income in the period	-
Asset total return in the period	£13.0m
Valuation basis	DCF

#### Description

- Makes and manages investments in PFI projects in the UK and continental Europe
- 84 assets in the portfolio

#### Strategy

- Build a diversified portfolio of investments, generating stable long-term returns for investors
- Maximise value through identifying synergies across the portfolio, reducing risk through diversification and optimisation of financial structure

- £12.4 million draw-down from 3i Infrastructure, to finance existing projects and acquisition of stake in North Durham University Hospital
- Income distributions retained in the fund while structural review is undertaken



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### **Oystercatcher**



#### Portfolio detail

Equity interest	45.0%
Date invested	August 2007
Cost	£84.5m
Directors' valuation	£97.5m
Income in the period	£3.9m
Asset total return in the period*	£3.1m
Valuation basis	DCF

\* Includes £0.8 million of unrealised exchange loss

#### Description

 Provider of third-party storage facilities for oil and petroleum products in the Netherlands, Malta and Singapore

#### Strategy

 Experienced management teams, supported by Oiltanking's central management expertise and 3i Infrastructure's board representatives, seek maximise throughput by delivering high-value customer service and to maintain strong safety and environmental standards

- Two new jetties operational in Amsterdam, increasing vessel handling capacity and reducing waiting times
- Singapore terminal currently being expanded, and due to be completed in Q2 2009





### Octagon



#### Portfolio detail

Equity interest	26.3%
Date invested	March 2007
Cost	£13.2m
Directors' valuation	£13.4m
Income in the period	£0.5m
Asset total return in the period	£0.3m
Valuation basis	DCF

#### Description

- 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
- New General Manager and Finance Director appointments made to succeed retiring incumbents in 2008





### Novera



#### Portfolio detail

Equity interest	8.6%
Date invested	February 2008
Cost	£11.2m
Directors' valuation	£9.2m
Income in the period	-
Asset total return in the period	£(2.0)m
Valuation basis	Quoted equity

#### Description

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

#### Strategy

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

- 3i Infrastructure acquired a 10% equity interest in Novera in February 2008
- 3i Infrastructure's holding was diluted to 8.6% following an equity placing by Novera in which it did not participate





### **Alpha Schools**



#### Portfolio detail

Equity interest	50.0%
Date invested	March 2007
Cost *	£5.0m
Directors' valuation	£7.6m
Income in the period	£0.1m
Asset total return in the period	£2.7m
Valuation basis	DCF

\* The Company has committed to invest a further £2.7 million in loan notes

#### Description

- 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 RPI-linked payment from the Highland Council to cover services and building maintenance

#### Strategy

- Timely completion of construction and handover of schools
- Delivery of first-class service
- Excellent relationship with Council

- Five schools completed and handed over in the period
- Eleventh and final school (Millburn Academy) handed over on 6 October
- Certain works still to be performed at various sites until October 2009

# 3i Infrastructure plc



## T2C



#### Portfolio detail

Equity interest	16.7%
Date invested	August 2007
Cost	£6.5m
Directors' valuation	£5.8m
Income in the period	£(0.2)m
Asset total return in the period *	£(2.3)m
Valuation basis	DCF

\* Asset total return includes £0.1 million of unrealised exchange loss

#### Description

- Construction of a new-build waste to energy plant 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 uncertainties in waste supply and ash disposal through contractual arrangement is also key

- Construction contractor forecasting a delay in completion
- 3i Infrastructure working with management and contractor to minimise delays





### **3i India Infrastructure Fund**



#### Portfolio detail

Equity interest		20.9%
Date invested		Sept 2007
Cost		£33.6m
Directors' valuation		£53.9m
Income in the period		£0.3m
Asset total return in the period *		£19.3m
Valuation basis Share of LP Fund (DCF basis in Fund		

\* Includes £3.1 million of unrealised exchange gain

#### Interest

 US\$250 million commitment – no additional fees payable by 3i Infrastructure to 3i Group

#### 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

#### Strategy

- 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

- Significant progress at Adani Power advances in initial construction phase of main power plant and capacity additions elsewhere in India
- Adani Power monitoring market for potential IPO
- Soma progressing well, with 30 projects across sectors such as hydro, roads and irrigation being executed



# 

## Junior debt portfolio

Portfolio detail		Strategy
Date invested	April – Sept 2008	<ul> <li>Build a portfolio of debt instruments issued by infrastructure businesses</li> </ul>
Cost	£86.7m	<ul> <li>Pricing at values below par delivers equity-like returns and</li> </ul>
Directors' valuation	£86.4m	strong levels of cash yield
Income in the period	£3.5m	- Dovelonments in the naried
Asset total return in the period *	£3.3m	<ul> <li>Developments in the period</li> <li>Opportunistic purchases during the period when available</li> </ul>
Valuation basis	Quoted debt	

Asset	Facility	Investment (£m)
Viridian	Electricinvest Holding Company Limited £500m Junior Facility	28.9
Thames Water	Kemble Water Structure Limited £835m Term Loan Facility	14.5
NGW / Arqiva	Macquarie UK Broadcast Enterprise Limited £475m Junior Facility	32.4
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### Governance

Board of Directors	<ul> <li>Independent Chairman, four independent non-executive directors and 3i Group appointed non-executive director</li> </ul>
	<ul> <li>Committed to observe requirements of the Combined Code</li> </ul>
	Responsibilities:
	<ul> <li>Acts as investment committee / approves investment opportunities</li> </ul>
	<ul> <li>Responsible for determination and supervision of investment policy</li> </ul>
	<ul> <li>Supervises the monitoring of investments</li> </ul>
	Advises the Board on:
	<ul> <li>Origination and completion of investments</li> </ul>
3i Investments (Investment Adviser)	<ul> <li>Realisation of investments</li> </ul>

- Funding requirements —
- Management of the portfolio —