



Business review

Simon Borrows Chief Executive



Resilient performance despite severe disruption from Covid-19 Six months to 30 September 2020



Group			Private Equity	Infrastructure
Total return on equity	Operating cash profit	First dividend per share	Gross investment return	Gross investment return
15%	£14m	17.5p	19%	12%
NAV per share	Liquidity	Gearing	Proprietary capital invested	Cash income
905p	£1.1bn	3%	£231m	£33m

Strong post-lockdown recovery and focused investment activity



Good performance across the portfolio

- 19% gross investment return
- 85% of top 20 assets by value grew earnings in the period

Disciplined investment approach, focus on buy-and-build

- £64m new investment in GartenHaus, a platform business
- £115m invested in transformational bolt-ons for Evernex and SaniSure

Measured approach to realisations

- Kinolt sold for proceeds of £81m
- Strong balance sheet and no pressure to realise investments

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Good performance and resilience to Covid-19 across the portfolio

Strong performance throughout pandemic















Formel



LML







Tato

evernex



MANS ANDERS





















Themes and trends

- Value-for-money / recession
- Shift to e-commerce
- Focus on hygiene

- Remote working
- Stay-at-home lifestyle

DYNAMIC EQUIPMENT PROTECTION

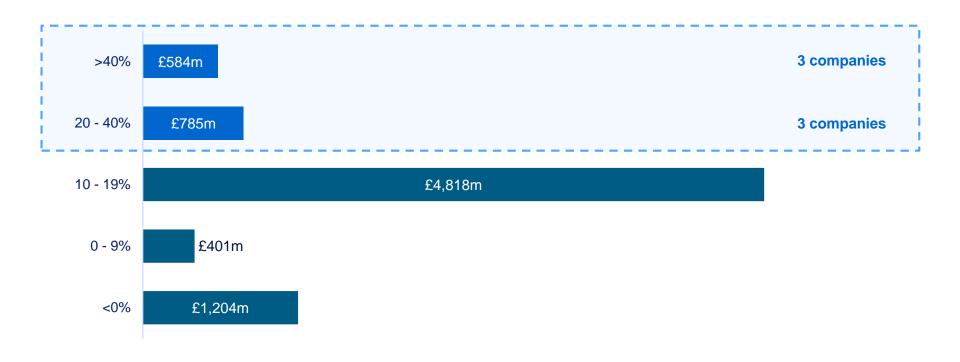
Themes and trends

- Longer-term vulnerability to the pandemic
- Cyclical headwinds



Portfolio earnings growth of top 20 PE investments¹

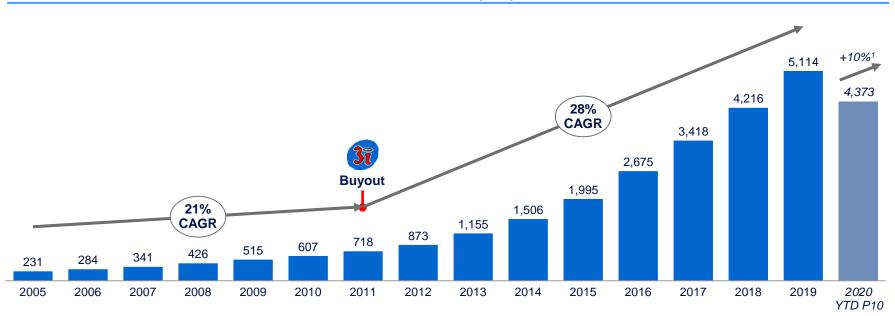




Action – an impressive growth trajectory







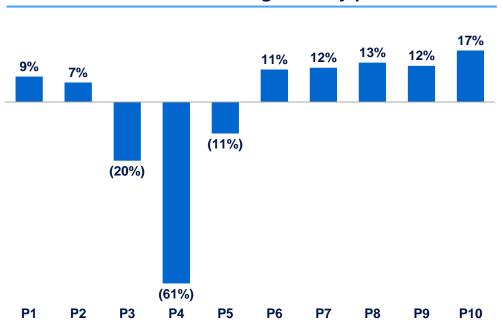
Action has shown impressive growth through 2020 P10 YTD

1 10% growth YTD P10 2020 vs YTD P10 2019.





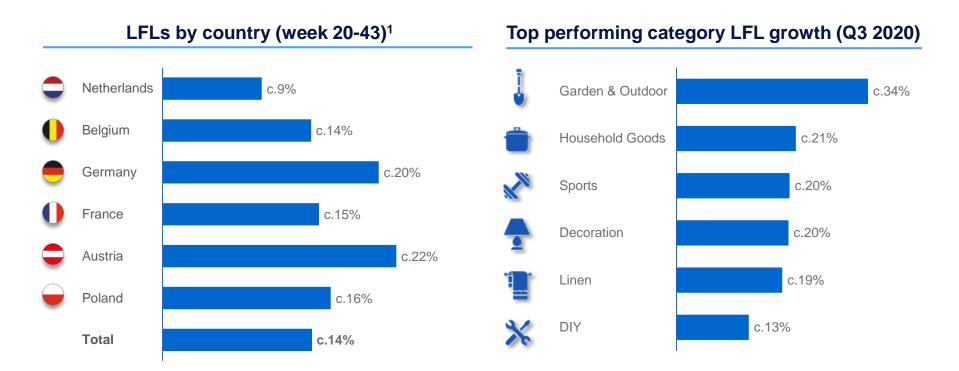
Like for like sales growth by period



- Strong performance weeks 1-11
- Over 900 stores closed in the peak of the crisis
- All but two distribution centres closed or partially closed
- Strong performance since P5 with double digit LFL growth
- Stores in Netherlands open all year with c.9% LFL YTD P10



Action – strong growth in all geographies and categories



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¹ All shops across all geographies were open as of week 20.



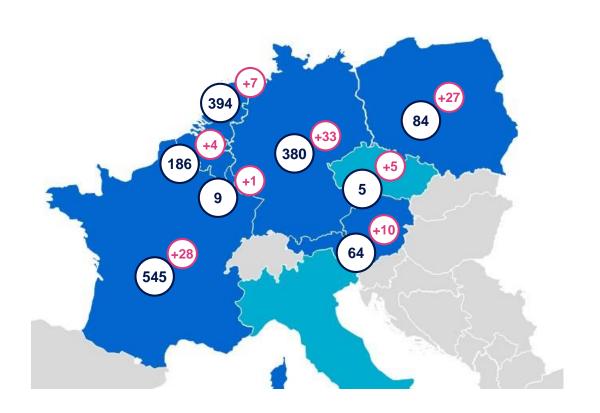
Action – strong current trading and operational performance

	YTD P9 (P1-9)			P10		
	Actual	Last year	Variance	Actual	Last year	Variance
Net sales (€m)	3,833	3,550	+8%	540	417	+29%
Operating EBITDA (€m)	376	338	+11%	75	46	+63%
as % of sales	9.8%	9.5%	+30bps	13.8%	11.1%	+270bps
New stores	93	129	-36	22	22	No change

P10 LTM EBITDA: €608m (2019: €519m) +17%

Action – store network continues to expand



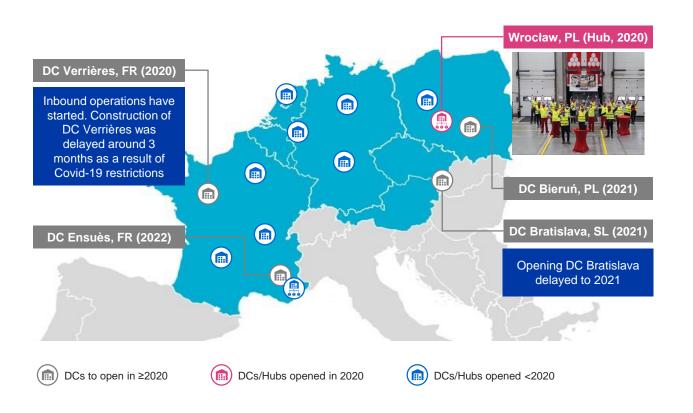


Stores open at end of P10 2020

Additions in 2020 (to P10)

37

Action – DC network has demonstrated resilience and flexibility



- 9th distribution centre in Verrières, France, has started inbound operations
- Opened Action's 2nd hub in Wrocław, Poland
- DC network continues to allow for planned growth



Action – all countries continue to operate within new Covid-19 restrictions

As at 10th November	YTD stores / DCs	Stores / DCs open	Full assortment
Netherlands	394	All open	✓
Belgium	188	All open	Essentials only
Luxembourg	9	All open	✓
France	547	All open	Essentials only
Germany	382	All open	✓
Austria	65	All open	✓
Poland	87	All open	✓
Czech Republic	5	All open	Stores now closed on Sundays
Total	1,677	1,677	
DCs ¹	9	9	n/a

Note: Situation as at COB 10 November.

¹ Of which eight fully operational; DC 9 in Verrières, currently taking inbound inventory, will start outbound operations on Monday 16 November.

Action – business plan remains on track



The fastest growing non-food discounter in Europe

Exceptional track record of growth and attractive returns

Further European white space potential of c.5,000 stores

First class senior management team

A discount platform primed to deliver outstanding growth for the long term







Largest value increases (>£20m)

		`	
Portfolio company	Value growth (excl FX)	Value at 30 Sep 2020	Key driver of value movement
Action	£644m	£4,269m	↑ Performance
Royal Sanders	£91m	£294m	↑ Performance
Cirtec	£86m	£374m	↑ Performance ↑ Multiple
Luqom	£85m	£228m	↑ Performance
Tato	£50m	£247m	↑ Performance ↑ Multiple
Hans Anders	£48m	£272m	↑ Performance
Havea	£40m	£253m	↑ Performance
SaniSure	£28m	£165m	↑ Multiple ↑ Performance
Evernex	£27m	£296m	↑ Performance ↑ Multiple

Largest value declines (>£20m)

Portfolio company	Value decline (excl FX)	Value at 30 Sep 2020	Key driver of value movement
Audley	£(52)m	£72m	
Formel D	£(35)m	£110m	

Note: Unquoted assets only.

Attractive growth in an online niche market: GartenHaus





£64m new investment¹

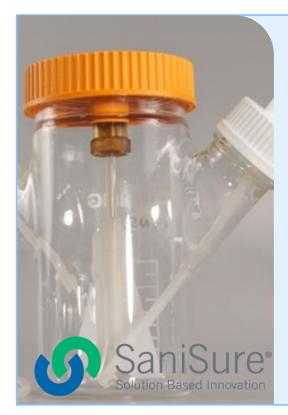
- Online leader in garden buildings, sheds, saunas, and related products in the DACH region
- Differentiated through own product development, excellent customer service, management of complex logistics and on-site assembly services
- Attractive market with double-digit growth
- Key focus on internationalisation and expansion into adjacent product categories organically and through M&A

Germany

Consumer

37

Expansion of our global bioprocessing consumables platform: SaniSure



Bioprocessing platform acquires Sani-Tech West and rebrands as SaniSure

- Transformational acquisition delivers immediate scale and global reach, and enhances product offering and capabilities in high value therapeutic applications, including biologics and cell & gene therapies
- Growth opportunities from high cross-selling potential and further internationalisation
- Combination of the two businesses enhances ability to serve Covid-19 related vaccine and therapeutic production

US/Europe

Healthcare

37

Creating a global leader in data centre equipment maintenance: Evernex



Evernex acquires Technogroup with 3i funding of £41m

- Leading provider of third-party maintenance of critical IT infrastructure in DACH region and Poland
- 5,200+ customers in Central Europe; quadrupled in size over the past ten years organically and through acquisitions
- Combined group provides single point of contact for customers on a truly global basis

France/Germany

Business & Technology Services

Infrastructure



Resilient performance and good cash contribution to the Group

Good performance across portfolios

- 12% gross investment return
- Good contribution from 3iN, with 17% share price appreciation and £12m of dividend income in the period

Strong contribution to operating cash profit

- £33m of cash income through management fees and portfolio income
- AUM of £4.9bn, up from £4.4bn at the end of March

Progress in AUM development

- 3i European operational projects fund now c.60% invested
- Established a new 3i-managed vehicle to co-invest alongside 3iN, with €400m contribution from Industriens Pension of Denmark

Infrastructure



Strong recovery in the share price driven by robust portfolio performance



HY2021 highlights

- 19% TSR and 4% total return
- Focused investment in existing portfolio
- Good portfolio income
- On track to deliver 9.8p dividend target for the year

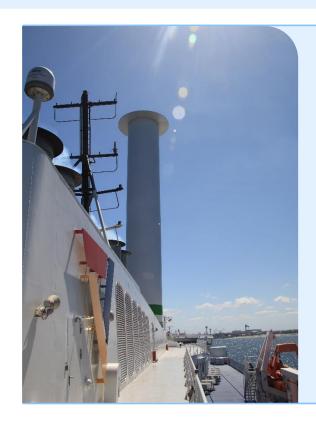
Source: Bloombera

^{*} Basket includes: HICL, BBGI and INPP

Scandlines

Solid despite significant disruption to traffic from Covid-19





- Gross investment return of £15m, or 3% of opening portfolio
- Solid performance through the pandemic
 - freight volumes >90% of prior-year levels
 - good recovery in passenger traffic once travel restrictions lifted
- Denmark again subject to selected travel restrictions
- Well positioned to manage further uncertainties ensuing from the pandemic





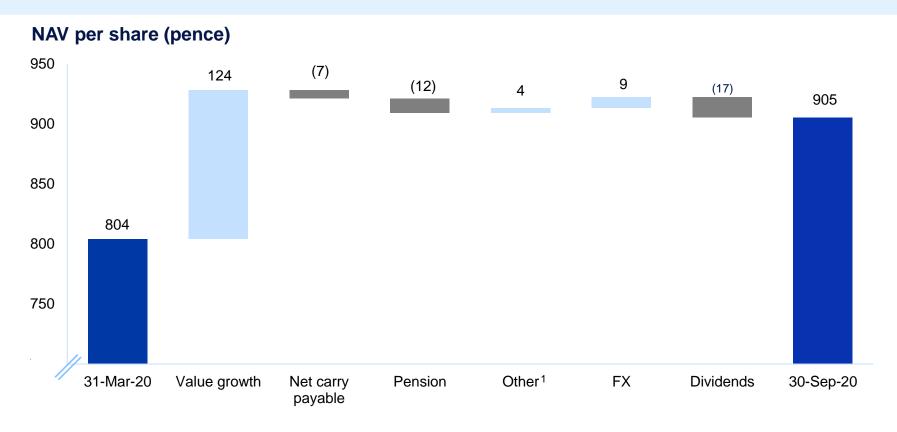
Financial review

Julia Wilson Group Finance Director



NAV per share up 13% to 905 pence demonstrating portfolio resilience



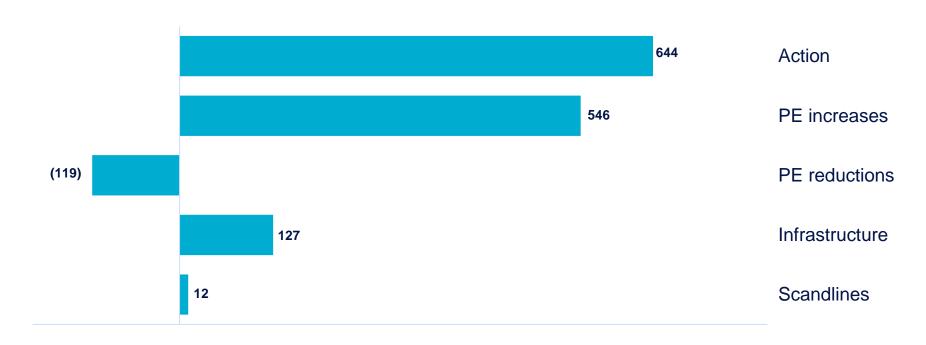


¹ Other includes portfolio income, third party fee income and operating costs.

Strong value growth of £1,210 million



Value movement by basis (£ million)





Good performance and resilience reflected in valuation approach

Strong performance throughout pandemic







lavea















MAGNITUDE

BASIC-FIT















SaniSureManual SaniSure

Manual San





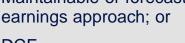


- Substantially all valued on June LTM
- Some normalisations to deal with lockdown period
- Small number of multiple increases consistent with strong performance



DCF

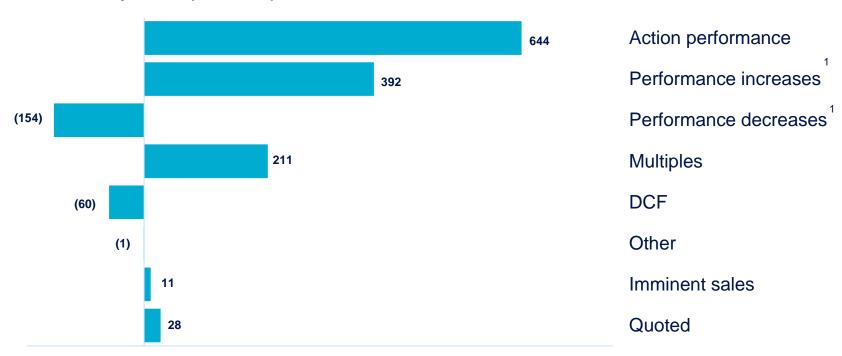




£1,071 million value increase



Value movement by basis (£ million)

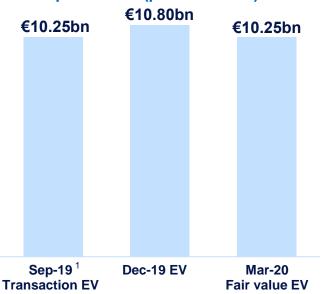


¹ Performance includes value movements relating to earnings and net debt movements in the period.

Action – approach to valuation



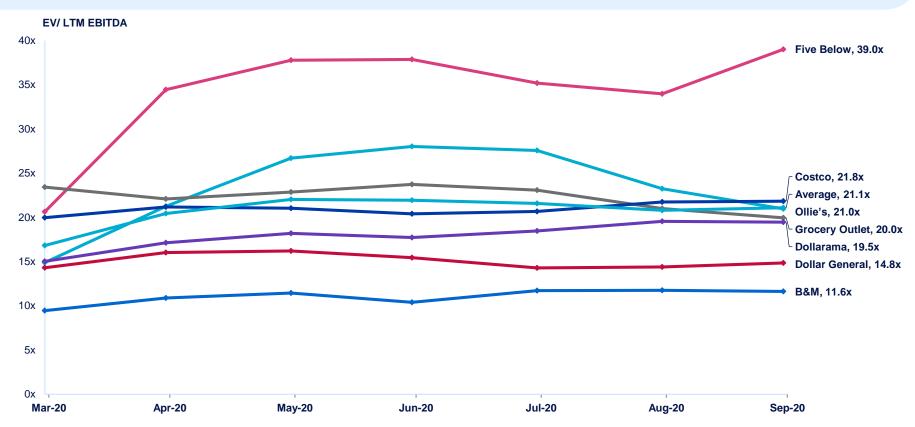
Enterprise value (post discount)



 March 20 valuation consistent with EFV transaction value; reverted to run rate basis in Q1

Action continues to compare well to peers

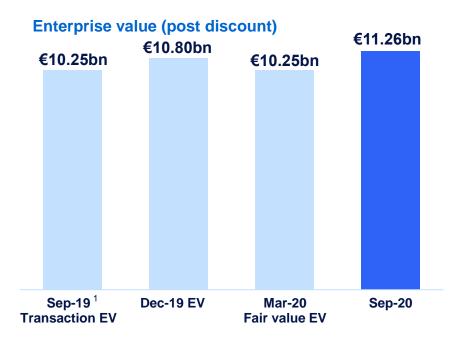




Source: CAPIQ (pre-IFRS 16)

Action – approach to valuation





- Run rate earnings of €626m
- 18.0x multiple post discount
- Triangulation against peer group and DCF model
- March 20 valuation consistent with EFV transaction value; reverted to run rate basis in Q1

Valuation at 30 September 2020 £4,269m

Strong performance from the Private Equity Portfolio



Six months to 30 September		
£ million	2020	2019
Gross investment return	1,245	666
% of opening portfolio	19%	11%
Realisations ¹	82	1
Cash investment ²	231	221
Six months to 30 September		
£ million	2020	2019
New investment	64	139
Further investment	52	82
Bolt-on investment	115	-
Total cash investment ²	231	221

¹ Realised proceeds may differ from cash proceeds due to timing of receipts. During the period 3i received £105 million of cash proceeds which were recognised as realised proceeds in FY2020.

² Investment is different to cash investment per the cash flow due to £31 million of syndication which was recognised in FY2020 and received in FY2021.

Infrastructure

Strong performance from 3iN



Six months to 30 September £ million	2020	2019
3iN	113	53
Smarte Carte	(5)	3
Regional Rail	12	1
Other funds	7	2
Portfolio revaluation	127	59
Dividend, interest income and FX	7	29
Gross investment return	134	88
% of opening portfolio	12%	9%

Scandlines





Six months to 30 September £ million	2020	2019
Gross investment return	15	44
% of opening portfolio	3%	8%

£ million	30 September 2020	31 March 2020
Valuation	452	429

Operating cash profit provides resilience



Six months to 30 September £ million	2020	2019
Private Equity	50	13
Infrastructure	33	37
Scandlines	_	27
Cash income	83	77
Operating cash expenses ¹	(69)	(79)
Operating cash profit/(loss)	14	(2)

Objective is to at least break even

¹ Operating cash expenses includes leases paid.

Pension buy-in One-off impact on NAV of 12 pence



- Trustees of UK defined benefit plan executed a £650m buy-in contract
- No financial contribution required from 3i
- IAS19 accounting write-down of £118m

Good outcome for plan members and 3i

Simple balance sheet and conservative capital management



£9,578m

High quality, defensive portfolio

£687m

Gross cash held centrally with no material restrictions

£975m

 Gross debt made up of 2023, 2032 and the new £400m bond expiring in 2040

£400m

Undrawn RCF expiring in March 2025

£1.1bn liquidity at 30 September 2020





Q&A





Our sustainability strategy is defined by three key priorities

1. Invest responsibly

2. Recruit and develop a diverse pool of talent

3. Act as a good corporate citizen



Our values are at the core of how we operate



Ambition

Focus on generating value for all our stakeholders

Strive for excellence and continuous improvement

Accountability

Personal & collective responsibility for protecting and enhancing 3i's assets and reputation

An ownership mentality in managing costs, resources and investments

An aversion to building hierarchy

Rigour and energy

Clarity of vision supported by practical execution

Thorough analysis leading to clear decisionmaking and effective implementation

High levels of energy, strong work ethic and effective team working

Integrity

Doing the "right thing" even when difficult

Relationships built on trust, candour and respect



Our Responsible Investment policy has been in place for over a decade

Our RI policy applies to <u>all</u> investments. We invest only in businesses which are committed to:

The environment

Fair and safe working conditions

Business integrity

Good governance

Specific exclusion list for "no go" sectors. Referral list for further IC consideration.



3i.com/sustainability/sustainability-policies/

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Action has launched multiple initiatives to make its business more sustainable

Sustainable cotton increased to 71% (Q2 2020)







Partnership with SOS Children's Villages extended for 3 years



Sustainable timber increased to 57% (Q2 2020)







Support Lesbos refugees with consumables



DC BREEAM certifications

BREEAM[®]





Supplier and packaging policies

audits



Replaced disposables



Embedded ASR in campaign activities



Transparency and disclosure are important to our approach





Disclosures since 2017





Disclosures since 2006 Rated 'B' in 2019 assessment



Signatories since 2011 Rated 'A' in the 2020 assessment







MSCI 🌐

Member of several sustainability indices



Additional information

Our business model

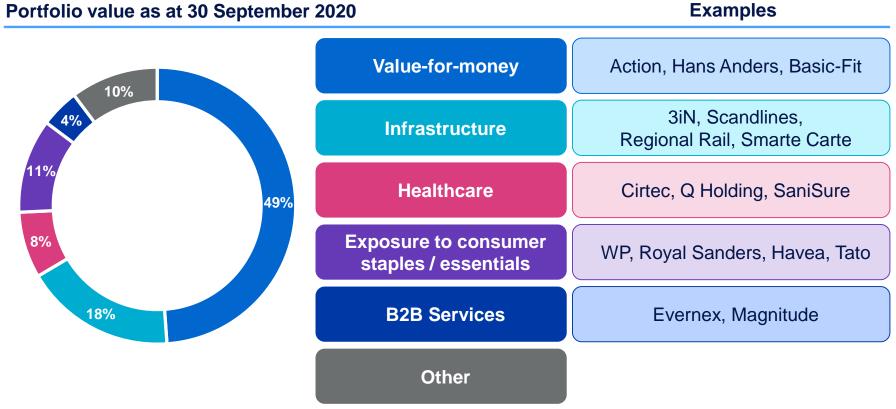
Delivering sustainable returns over the cycle



What we offer	Value creation	Who benefits
Expertise	 Conservative balance sheet management Tight grip on operating costs Operating cash profit 	
Access to capital		
BLN	1	Shareholders
Active partnership	Invest	
Reputation		Portfolio companies
Institutional culture		oompamoo
Strong corporate governance	Realise Grow	Employees
Responsible approach		

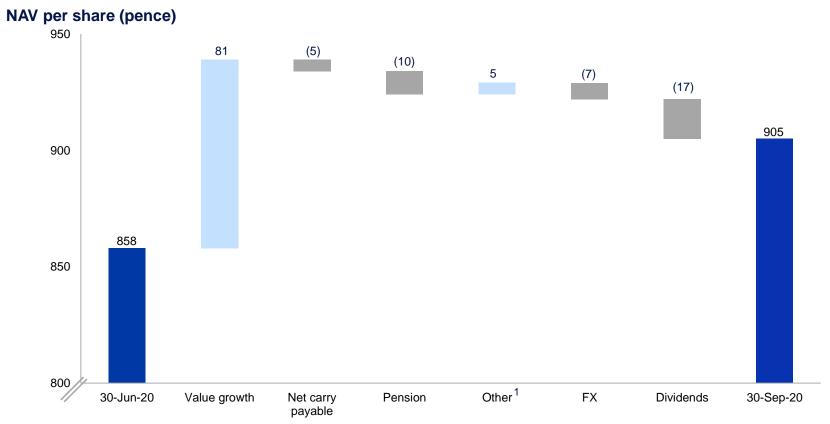
The portfolio has defensive underlying exposures





Q2 NAV increased from 858 pence to 905 pence





⁴⁸

3i Group

20 large investments

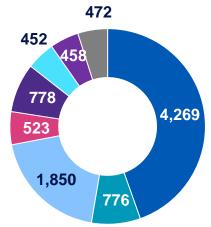


Investment	Business description	Valuation Sep 20 (£m)	Valuation Mar 20 (£m)
Action	General merchandise discount retailer	4,269	3,536
3i Infrastructure plc	Quoted investment company, investing in infrastructure	778	665
Scandlines	Ferry operator between Denmark and Germany	452	429
Cirtec Medical	Outsourced medical device manufacturing	374	302
Evernex	Provider of third-party maintenance services for data centre infrastructure	296	217
Royal Sanders	Private label and contract manufacturing producer of personal care products	294	198
Hans Anders	Value-for-money optical retailer	272	196
WP	Supplier of plastic packaging solutions	260	244
Havea	Manufacturer of natural healthcare cosmetics	253	182
Tato	Manufacturer and seller of speciality chemicals	247	196
Luqom (Lampenwelt)	Online lighting specialist retailer	228	144
Q Holding	Manufacturer of precision engineered elastomeric components	203	222
Regional Rail	Owns and operates short-line freight railroads and rail-related businesses	199	195
AES Engineering	Manufacturer of mechanical seals and support systems	175	158
Sanisure (Bioprocesing platform)	Manufacturer, distributor and integrator of single-use bioprocessing systems and components	165	64
Smarte Carte	Provider of self-serve vended luggage carts, electronic lockers and concession carts	165	172
Basic-Fit	Discount gyms operator	141	93
BoConcept	Urban living designer	130	119
Magnitude Software	Leading provider of unified application data management solutions	116	121
Formel D	Quality assurance provider for the automotive industry	110	141

Group investment portfolio



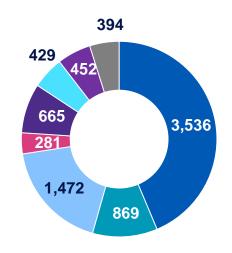
Portfolio value at 30 September 2020 (£m)



- Action
- **2016-2019 Private Equity**
- ■3iN
- Other Infrastructure

- 2013-2016 Private Equity
- 2019-2022 Private Equity
- Scandlines reinvestment
- Other

Portfolio value at 31 March 2020 (£m)



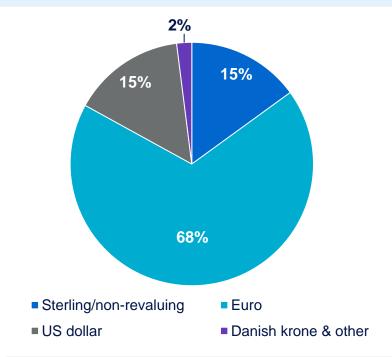
- Action
- 2016-2019 Private Equity
- 3iN
- Other Infrastructure

- 2013-2016 Private Equity
- 2019-2022 Private Equity
- Scandlines reinvestment
- Other

Note: The 2013 further Scandlines investment is not allocated to the 2013-2016 vintage for the purposes of this analysis.

Net asset exposure by currency





Currency	Net assets	Change YTD	Change £m
Sterling	£1,268m	n/a	n/a
Euro ¹	£5,954m	(2.5%)	£130m
US dollar1	£1,347m	4.3%	£(53)m
Danish krone	£130m	(2.7%)	£3m
Other ²	£42m	n/a	n/a
Total	£8,741m		£80m

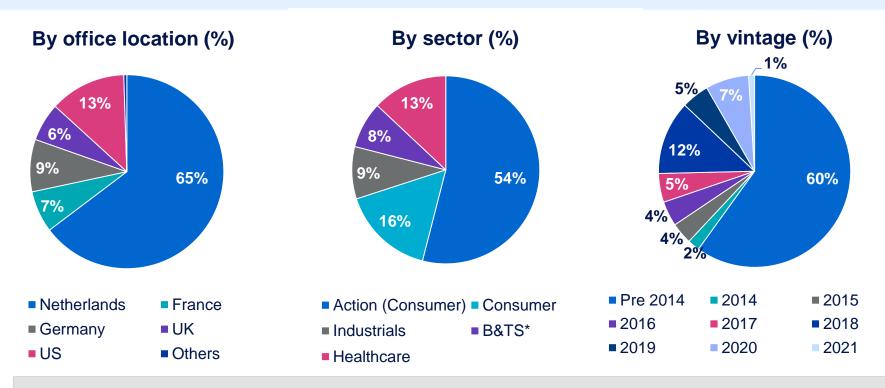
1% movement in euro = £59 million, 1% in US dollar = £13 million

¹ Net of impact of FX hedging derivatives.

² Other mainly includes Indian rupee.

Private Equity portfolio by value



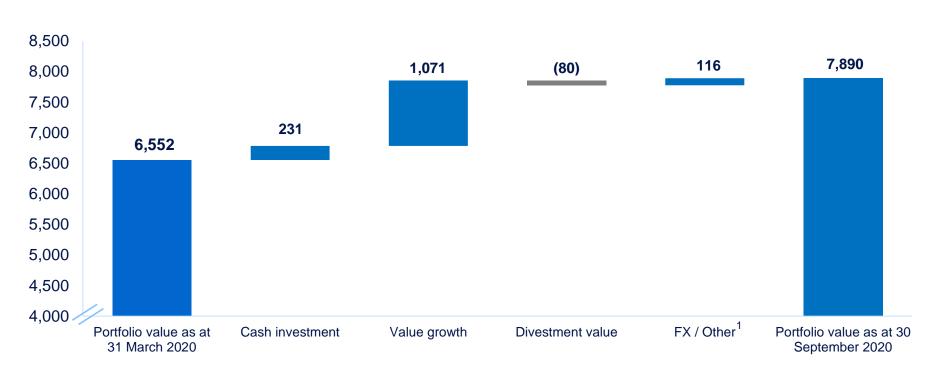


Portfolio of 32 investments (31 March 2020: 32)

* Business and Technology Services. 52

Increase in portfolio value driven by strong performance

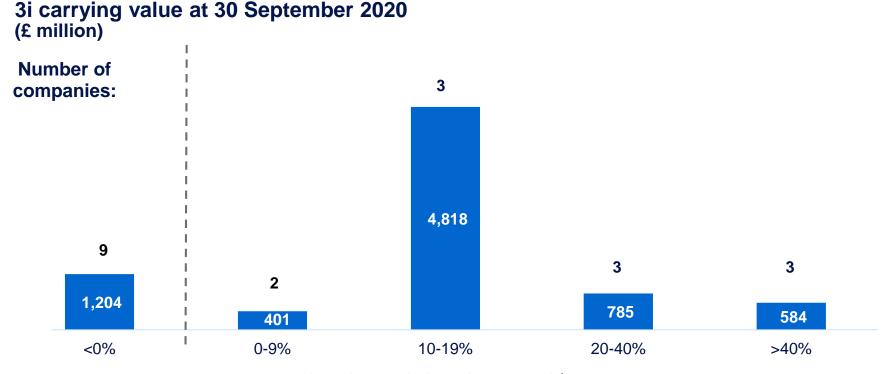
£ million



¹ Includes capitalised and other non-cash investment.



Top 20 assets continue to show good earnings growth



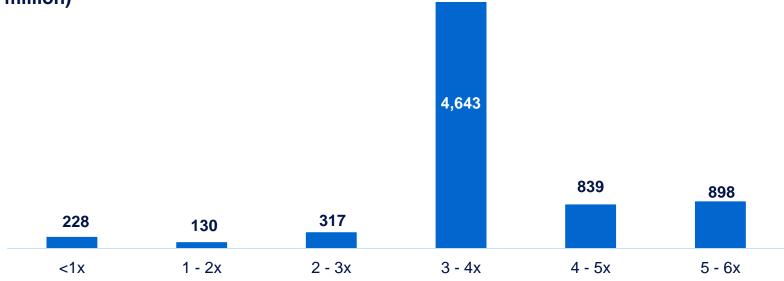
Last 12 months' earnings growth¹

¹ This represents 99% of the Private Equity portfolio by value (31 March 2020: 98%)

Portfolio leverage



Ratio of total net debt to earnings by 3i carrying value at 30 September 2020¹ (£ million)



4.0x leverage across the whole portfolio

¹ This represents 89% of the Private Equity portfolio by value (31 March 2020: 91%). Quoted holdings, deferred consideration and companies with net cash are excluded from the calculation.

Proprietary capital and external funds



Vintage ¹	Proprietary capital value at 30 September 2020	Vintage money multiple at 30 September 2020 ²
Buyouts 2010-2012	£1,470m	10.0x
Growth 2010-2012	£19m	2.1x
2013-2016	£776m	2.2x
2016-2019	£1,850m	1.3x
2019-2022	£523m	1.2x
Other ³	£3,252m	n/a
Total proprietary capital value	£7,890m	

External capital	External capital value as at 30 September 2020	Gross money multiple at 30 September 2020 ⁴	Fee income received in the year
3i Eurofund V	£21m	3.0x	-
3i Growth Capital Fund	£8m	1.2x	-
Other	£2,602m	n/a	£1m
Total external	£2,631m		£1m

¹ Assets in these vintages are disclosed on glossary section of the Half-year report.

² Vintage money multiple includes unrealised value.

³ Includes value of £2,799 million (31 March 2020: £1,913 million) held in Action through the 2020 Co-investment vehicles and 3i.

⁴ Gross money multiple of the fund in external fund currency.



Carried interest payable reduction a result of carry paid in the period

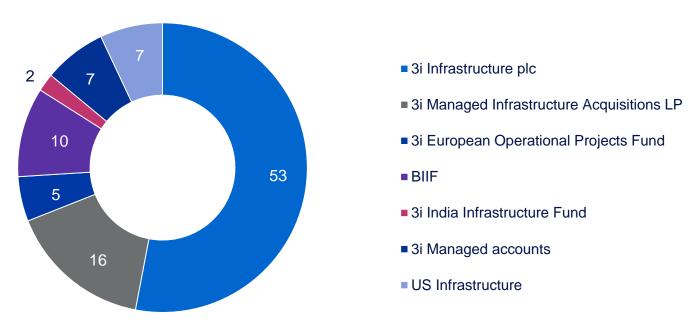
Six months to 30 September £ million	2020	2019
Income statement		
Carried interest receivable	(2)	81
Carried interest payable	(61)	(63)
Net total (expense)/return	(63)	18
£ million	30 September 2020	31 March 2020
£ million Balance sheet		
Balance sheet	2020	2020

Infrastructure

AUM of £4.9 billion at 30 September 2020



AUM by fund or strategy (%)



AUM increased by £452m in the first half

Infrastructure

Assets under management



	Close date	Fund size	3i commitment/ share	Remaining 3i commitment	% invested at September 2020	AUM ¹	Fee income received in the period
3iN¹	Mar 07	n/a	£778m	n/a	n/a	£2,576m	£12m
3i Managed Infrastructure Acquisitions LP	Jun 17	£698m	£35m	£5m	86%	£784m	£3m
3i European Operational Projects Fund	Apr 18	€456m	€40m	€16m	59%	£244m	£1m
BIIF	May 08	£680m	n/a	n/a	90%	£477m	£2m
3i India Infrastructure Fund	Mar 08	US\$1,195 m	US\$250m	US\$35m	73%	£119m	-
3i managed accounts	various	n/a	n/a	n/a	n/a	£326m	£1m
US Infrastructure	various	n/a	n/a	n/a	n/a	£367m	-
				Total	Infrastructure AUM	£4,893m	£19m

^{1 3}iN AUM is based on share price at 30 September 2020.

