



### Our business

3i is a FTSE100 company and an international leader in private equity. We focus on buyouts, growth capital and infrastructure and invest across Europe, Asia and North America. Our competitive advantage comes from our international network and the strength and breadth of our business relationships. These underpin the value that we deliver to our portfolio, shareholders and fund investors.

### Our vision

To be the private equity firm of choice

### Our strategy

- Invest in high return assets with an active partnership approach
- Grow our assets under management and those we manage on behalf of third parties
- Extend our international reach
- Use our balance sheet and resources to develop existing and new business lines
- Continue to build our strong culture of operating as one company across business lines, geographies and sectors

### Our international network

The map below shows 3i's worldwide presence across Europe, Asia and North America.



### Our core business

#### Buyouts

- Mid-market transactions in Europe and Asia
- Investing in businesses with enterprise values of up to €1bn
- Current fund: Eurofund V
- **£3.8bn AUM\***

#### Growth Capital

- Minority investment as partners in established and profitable businesses across Europe, Asia and North America
- Investing up to €150m in businesses with enterprise values from €100m to €1bn
- Invests from 3i balance sheet
- **£1.5bn AUM**

#### Infrastructure

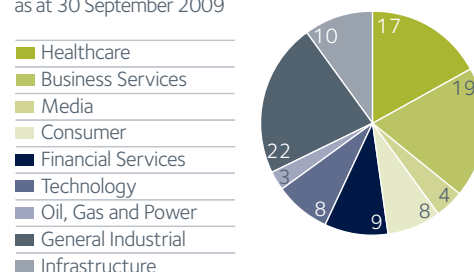
- Investing principally in transportation, utilities and social infrastructure
- Investments of typically €50m to €200m
- FTSE250 3i Infrastructure Plc
- 3i India Infrastructure Fund
- **£1.5bn AUM\***

\*Total assets under management ('AUM') include portfolio assets directly owned by the Group, assets and uninvested commitments in funds managed by the Group, and investment companies advised by the Group.

### Key facts

- 3i has £7.2bn total assets under management
- 3i has over 500 staff, including 200 investment professionals across three continents
- 3i has investments in over 375 companies around the world
- Since 2005, 3i has invested over £6.5bn and realised £9.5bn

Portfolio by sector (%)  
(Total portfolio value: £3,780 million)  
as at 30 September 2009



## Our leadership



**Baroness Hogg**  
Chairman



**Michael Queen**  
Chief Executive



**Julia Wilson**  
Group Finance Director

### Investments

Adani Power	India	\$243m (Inv)
Enterprise	UK	€865m (EV)
Hyperion	US	€59m (Inv)
Krishnapatnam Port	India	\$161m (Inv)
Labco	France	€140m (Inv)

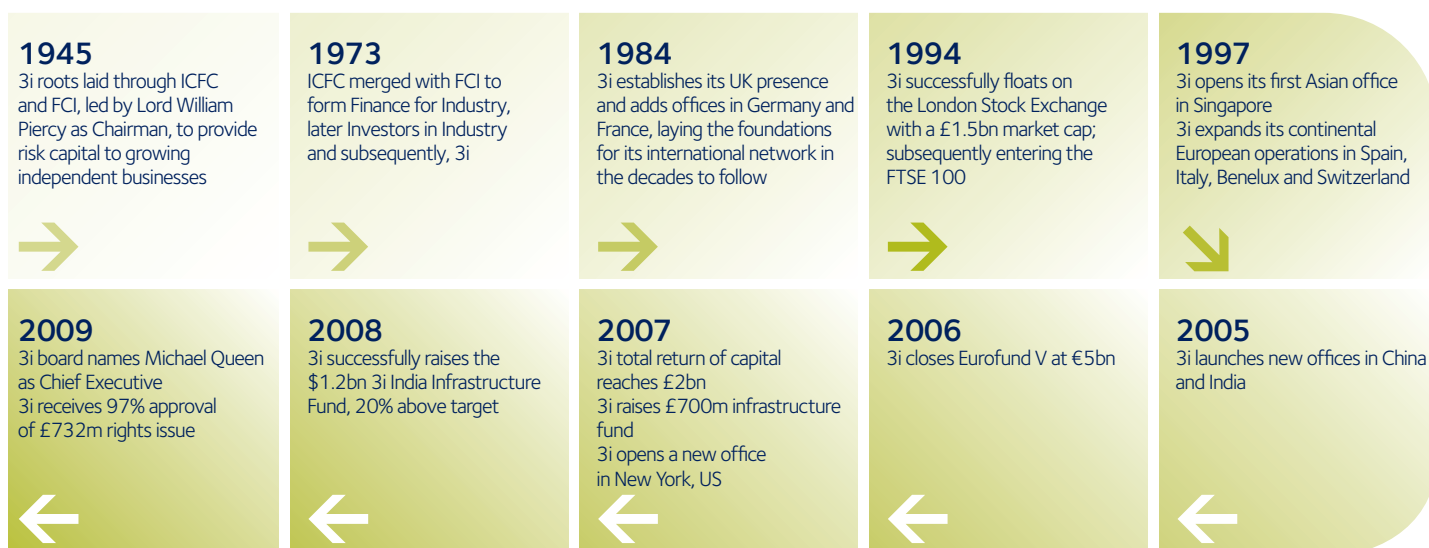
### Realisations

ABX	Benelux	€750m (EV)
Hayley Conferencing	UK	€360m (EV)
Little Sheep	China	HK\$3bn at IPO
NCP	UK	£1.16bn (EV)
YBR	Benelux	€1,825m (EV)

Key: EV - Enterprise Value, Inv - Amount invested

## Over sixty years of evolution of 3i

Over its 65 years, 3i has invested over €35bn to assist the growth of over 14,500 businesses worldwide.

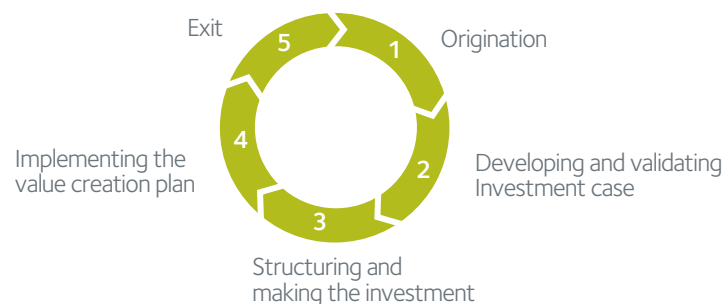


## Our industry: Private Equity

Private Equity firms (GP: General Partners) finance unlisted businesses in return for an equity stake, typically over a 3-7 year period, with the objective of growing the value of the company, eventually divesting their stake via IPO or sale and generating a profit for their fund providers (LP: Limited Partner).

Private Equity firms vary widely by size and strategy but usually raise funds from pension funds, endowments and high net worth individuals, seek to take an active role in the direction of the business deploying their network and experience, and build a successful track record by consistently achieving above market returns on their investment.

## Lifecycle of an investment



## Company information

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## Investor relations

For financial news, results and to download our annual and half-yearly reports, please visit: [www.3igroup.com](http://www.3igroup.com)

## Corporate responsibility

For more information on CR and to download our latest report please visit: [www.3iCR.com](http://www.3iCR.com)