Interim results

For the six months to 31 July 2017

Introduction
October 2017

	Pages
Company overview	4-6
Results and performance	8-10
Investment activity	12-15
Top 30 underlying companies	17-19
Balance sheet and financing	21
Outlook	23
Case studies	25-29

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Company Overview

Company and Manager overview

The Company

ICG ENTERPRISE TRUST

Private equity investor focused on buyouts in developed markets

> **Focus** on generating consistently high returns while protecting investment downside

> **Flexible** investment mandate actively balances concentration and diversification

> **Selective** investment approach with a long track record of strong returns

The Manager

ICG

Specialist asset manager in private debt, credit and equity

> **Expertise** and long track record of lending to and investing in private equity backed businesses

> **Access** to proprietary deal flow from the wider ICG network

> **Insights** into private equity managers and companies through local investment teams across the globe

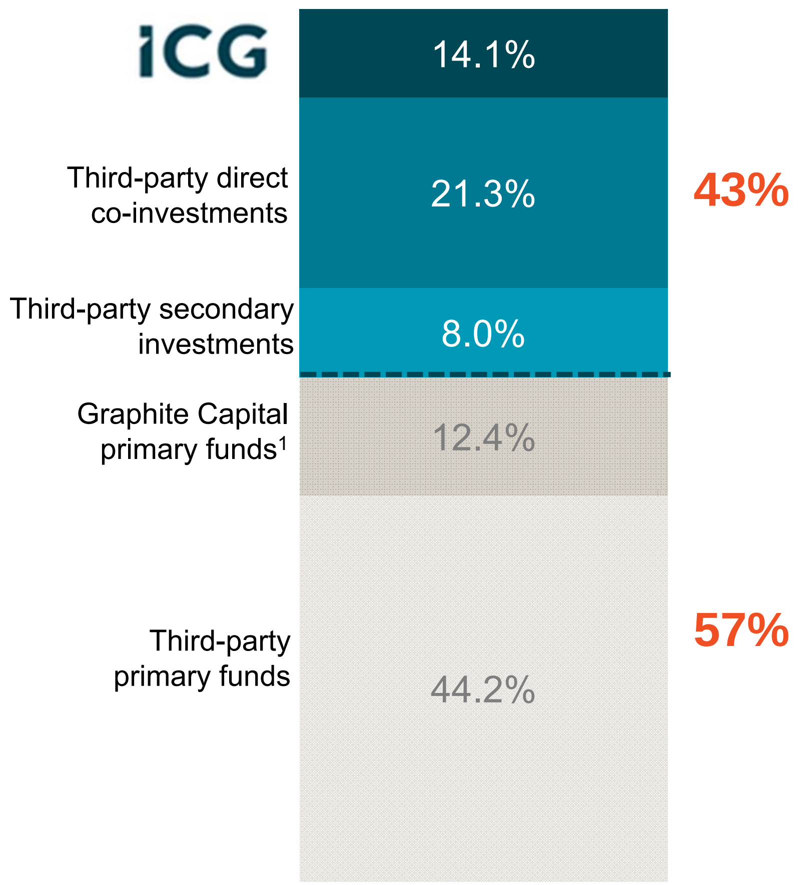
Investment strategy

Focused on generating consistent growth through cycles

Focused	**Buyouts**	▪ Focus on developed markets and established businesses ▪ Favour more defensive businesses; uncorrelated to economic cycles and highly cash generative
Flexible	**Active management**	▪ Increase exposure to high conviction investments to enhances returns ▪ High conviction investments are underpinned by a diversified portfolio of leading private equity managers
Selective	**Disciplined**	▪ Selective and disciplined investment across the portfolio ▪ High conviction assets sourced from both ICG and broader manager relationships

Portfolio overview

High conviction investments underpinned by a portfolio of leading funds



High conviction portfolio

- Underlying companies selected by ICG
- Increases exposure to attractive assets
- Enhances returns and increases visibility
- Enables greater flexibility in portfolio management
- Targeting 50% - 60% weighting

Third-party funds portfolio

- Europe and US buyout focus
- 38 leading private equity managers with track records of outperformance
- Strong relationships in many cases over multiple fund cycles
- Source of deal flow and insights for the high conviction portfolio

[1] Graphite Capital is the former manager of ICG Enterprise; ICG appointed 1 February 2016

Results and performance

For six months to 31 July 2017

ICG ENTERPRISE TRUST

Highlights for the six months to 31 July 2017

Strong performance and excellent progress against strategic goals

+8.7%
Total Return
(937p NAV per share)

- 9.8% return from investment portfolio; 8.7% in local currencies
- Driven by continued strong operating performance and realisation activity
  - Largest 30 companies generated earnings growth of 15%[1]
  - Approximately one third of the portfolio write-ups were driven by realisation activity
- 20.1% NAV total return in the last 12 months

+36%
uplift to carrying value on exit

- Highly cash generative portfolio
- Record six month period of distributions from portfolio at £117m
- Sales completed at an aggregate 36% uplift and 3.1x cost

54%
of new investment into high conviction assets

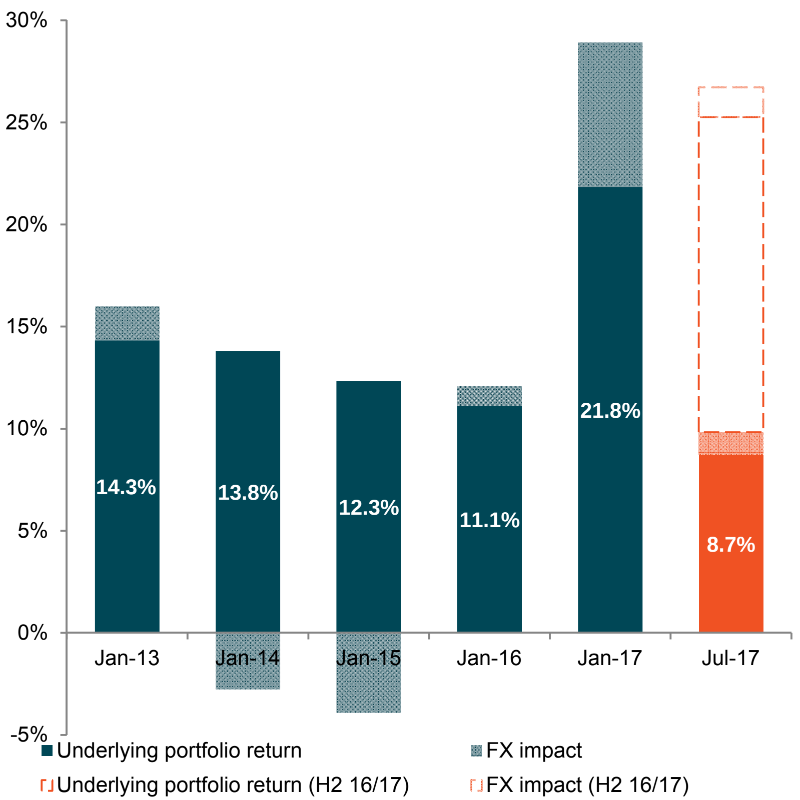
- Strategic benefits of move to ICG continue to add significant value
- £65m invested into attractive investment opportunities
  - 54% invested in high conviction assets; up from 39% at Jan 17
- £17m investment in Domus Vi alongside ICG Europe VI
- £10m secondary investment in ICG Recovery Fund 2008B

[1] Last 12 months to June 2017. Top 30 investments which represent 45% of the investment portfolio

Consistently strong portfolio growth

8.7% portfolio growth in local currencies; 24.1% in last 12 months

Five year underlying portfolio growth of 15.0% p.a. (local currencies)

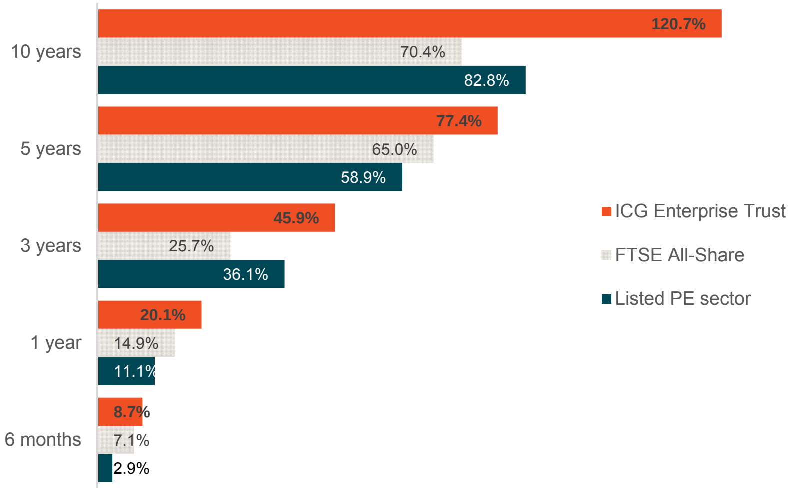


- **High quality portfolio performing well**
  - 8.7% portfolio growth in local currencies; 9.8% in sterling
  - Building on 15.0% p.a. growth in local currencies over the last five years; 16.4% p.a. growth in sterling
- **All parts of the portfolio contributed to growth**
  - Write-ups across the portfolio
  - Strong earnings growth
  - Modest increase in valuations multiples
- **A third of portfolio write-ups driven by realisation activity**
  - Managers continuing to take advantage of favourable exit environment

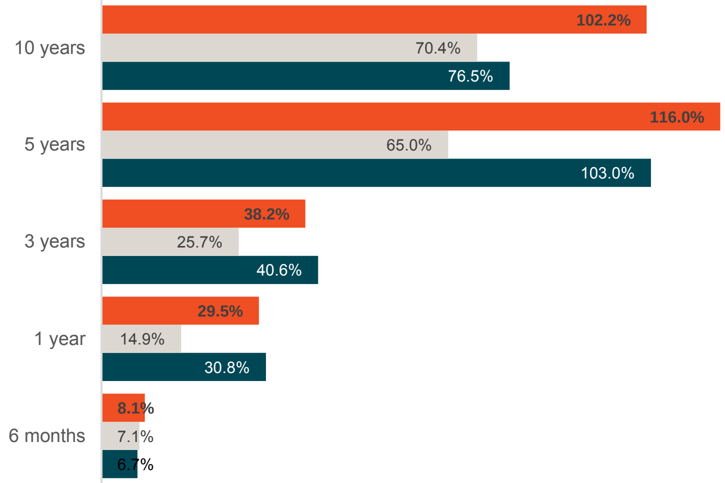
Relative performance

Outperforming over the short, medium and long term

NAV performance*



Share price performance*



- **NAV and share price have outperformed FTSE All-Share in 20/20 years cumulatively**
  - NAV has returned 10.6% p.a. over 20 years
  - Share price has returned 10.4% p.a. over 20 years
  - FTSE All-Share total return of 6.5% p.a. over the same period
  - Driven by strong portfolio growth
  - Conservative balance sheet management over multiple cycles

Notes:
- Data: total return (Morningstar, the Company)

*6, 12, 36, 60 and 121 month periods to 31 Jul 2017

**Listed PE sector constituents: Aberdeen, Better Capital 2009 and 2012, Candover, Dunedin, Electra, F&C PE, HarbourVest, HgCapital, JPEL, NB Private Equity, Princess, Pantheon, SLEPET

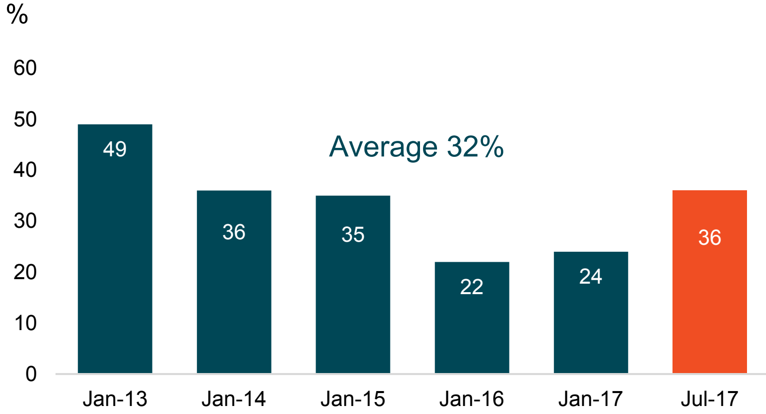
Investment activity

Highly cash generative portfolio

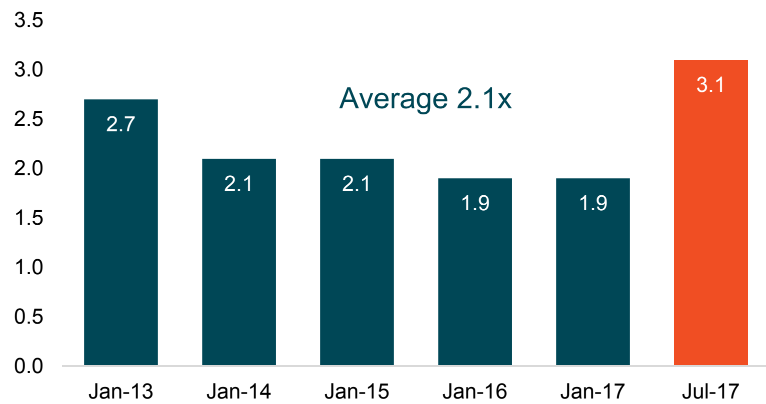
Realisations at 36% uplift to carrying value; 3.1x cost

- **£117m of proceeds; a record for a half year**
  - 28 full realisations
  - 20% of opening portfolio value
- **Largest realisation was the sale of Micheldever by Graphite Capital (£36m)**
  - Other sales from the Top 30 companies: Quironsalud (CVC), Formel D and Proxes (both DBAG)
- **Attractive and well balanced maturity profile**
  - Balancing shorter term realisation prospects with longer term portfolio growth
- **LTM realisation proceeds £157m**

Percentage uplift to carrying value



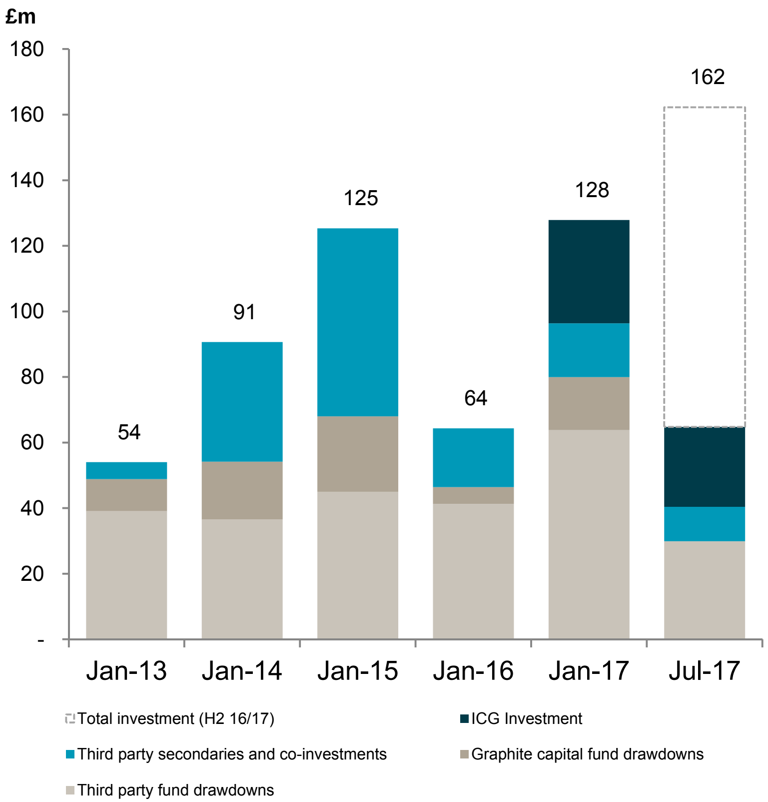
Multiple of cost



Note. Uplift calculated on proceeds received in the period. Increase in gross value relative to the underlying managers most recent valuation prior to the announcement of the disposal. Excludes announced but not completed realisations.

Selective investment into compelling opportunities
£65m invested; 54% into high conviction

Investment activity



- **Market for new investment is challenging**
  - High pricing and strong competition for good quality assets across all target markets
  - Maintaining discipline is key, as always
- **We favour more defensive businesses:**
  - Relatively uncorrelated to economic cycles
  - Highly cash generative
  - High barriers to entry
- **54% of capital invested was into high conviction investments**
- **38% directly sourced from the ICG network**
  - £17m into Domus Vi through co-investment and indirect investment through ICG Europe VI
  - £7m into Gerflor through ICG Recovery Fund 2008B secondary investment
- **LTM new investment £162m**

Case study:

DomusVi

Co-investment alongside ICG Europe VI – July 2017

£17.5m

Total investment by ICG Enterprise

Background

- Third largest nursing home operator in Europe (#1 in Spain and #3 in France) with 355 sites and over 33,000 beds
- Full range of services for the elderly (e.g. medical and traditional nursing homes, residential and home-care services)
- Acquired by ICG Europe VI in July 2017, with ICG having first invested in 2003
- Total investment by ICG Enterprise of €19.5m (£17.5m)

Rationale

- ICG knowledge and experience of sector, company and management
- Excellent visibility on financial performance and resilience
- Further growth underpinned by positive demographic and economic trends
- Strong platform for continued expansion in a fragmented market

Outlook

- Positive current trading with benefit of ramp-up in newly opened sites
- Faster than expected synergies from recent acquisitions
- Several acquisition opportunities under review, particularly in Spain

DomusVi
En toute confiance

£66m of new primary commitments

Two existing and three new managers

- **Five new third-party primary commitments**
  - Two existing relationships: CVC and Hollyport
  - Three new managers:
    - New Mountain (US)
    - Oak Hill (US)
    - Hg Capital (Europe)
- **Increased stake in ICG Strategic Secondaries fund by £8m to £27m**
  - Mature vintage fund recapitalisations
  - Attractive valuations (6-7x EBITDA)
  - Six transactions to date

CVC Capital Partners **£20.9m** ▪ €15.5bn Europe and US large buyout fund ▪ Relationship since 2005	Oak Hill Capital Partners **£12.0m** ▪ $2.65bn US upper mid market buyout fund ▪ New relationship
NMC New Mountain Capital **£11.5m** ▪ $6.2bn US upper mid and large buyout fund ▪ New relationship	ICG **Strategic Secondaries fund** **£8.0m top-up (£27m total)** ▪ $1.1bn pool dedicated to fund recapitalisations ▪ US and Europe focus
Hollyport Capital **£7.6m** ▪ $400m tail-end secondaries fund ▪ Relationship since 2006	HgCapital **£5.5m** ▪ £2.5bn mid-market European and UK buyout fund ▪ Focus on TMT ▪ New relationship

Top 30 underlying companies

Top 30 underlying companies – 45% of the portfolio

Value is concentrated in our high conviction investments

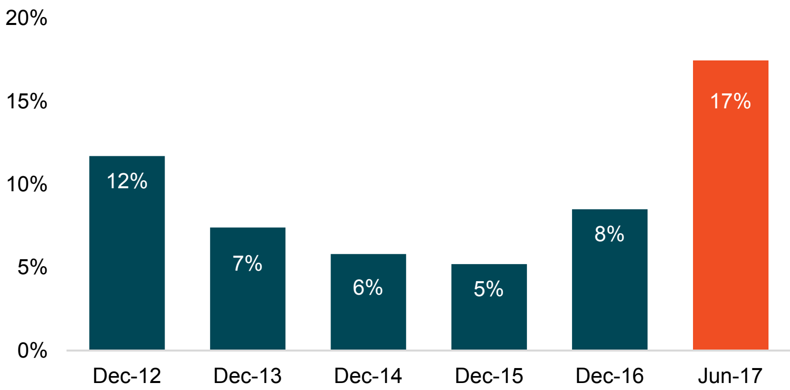
	Pre-Crisis	2009 - 2013	2014 - 2016	2017
High Conviction 76%[1]	TMF Group Ceridian	Froneri David Lloyd Clubs frontiermedical group CPA Global The IP Platform (SOLD) ista (SOLD) U-POL	Standard Brands (SOLD) education personnel – The UK's leading provider of education staffing solutions and services Roompot Vakanties PetSmart Skillsoft system|one Visma Laine's Swiss Education Group Cambium Learning Group Cognito iQ – Redefining Service Sky Betting & Gaming	DomusVi Gerflor theflooringgroup
Graphite primary 19%		City & County Healthcare Group	nGAGE Specialist Recruitment ICR Beck & Pollitzer The New World Trading Co	
Third-party primary 5%	Algeco Scotsman (SOLD)	inVentiv Health AVS		

[1] Percentages are of the top 30 value. High conviction includes ICG, direct co-investments and secondary investments.

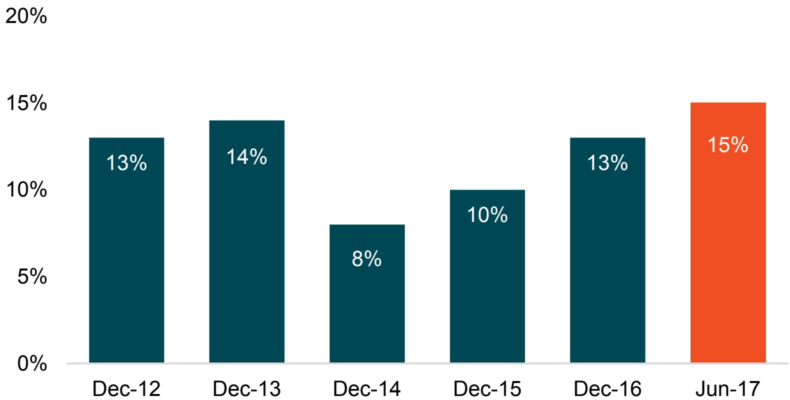
Top 30 underlying companies – 45% of the portfolio

Strong revenue and earnings growth

Revenue growth



EBITDA growth



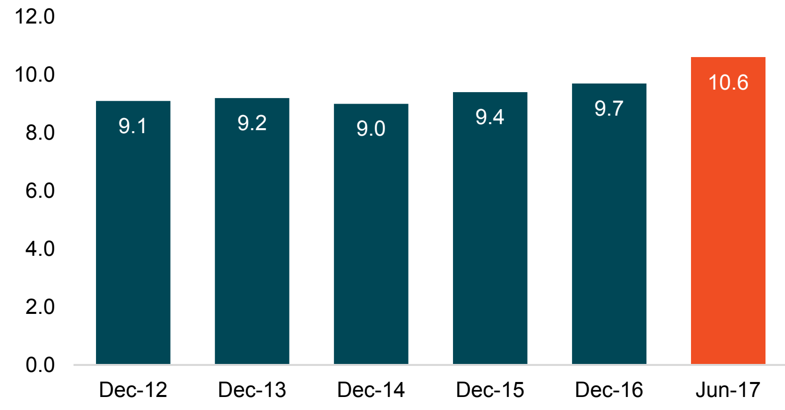
- **Continued strong revenue growth**
  - LTM revenue growth of 17%
  - Average revenue growth of 9% since Dec 12
- **Consistent strong EBITDA growth**
  - LTM earnings growth of 15%
  - EBITDA margin of 20%
  - Average EBITDA growth of 12% since Dec 12
- **Driven by both organic growth and M&A**
- **Growth trends across the remainder of the portfolio are similar**

Top 30 underlying companies – 45% of the portfolio

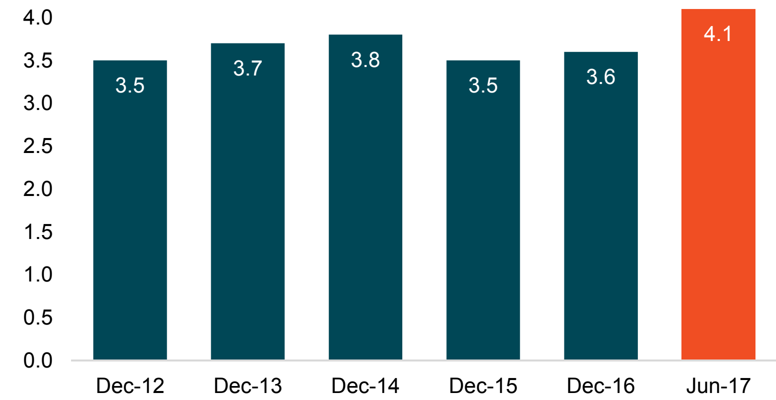
Modest increase in valuation multiples

- **EBITDA multiples increased to 10.6x**
  - Change of mix and weightings to the larger companies
  - Modest increase in multiples overall
- **Net debt/EBITDA increased to 4.1x**
  - Reflection of the mix and weightings
  - On a like-for-like basis the multiple is broadly consistent with the prior year
- **Valuation and net debt multiples broadly similar across the rest of the portfolio**

EV/EBITDA multiple



Net debt/EBITDA multiple



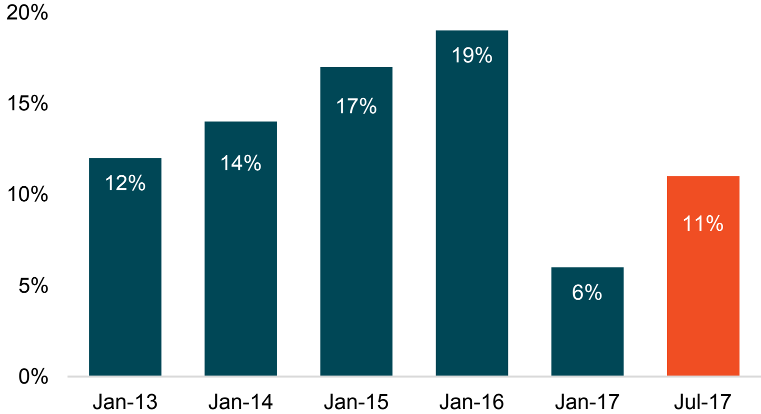
Balance sheet and financing

Balance sheet

Strong balance sheet and positive financing outlook

£m	Jul 17	Jan 17
Investments	600	594
Cash	75	39
Other net assets/liabilities	-24	-20
Net Assets	**651**	**613**
Outstanding commitments	346	300
Undrawn bank Facility	105	103
Total liquidity	180	142
Over commitment	166	159
Over commitment %	25%	26%

Cash as % of net assets



- **Cash balances increased to £75m**
- **Undrawn commitments of £346m**
  - £254m relates to funds still in their investment periods
- **Total liquidity of £180m, including bank facility**
  - Over commitment equivalent to 25% of net assets
  - Consistent with our historically conservative approach
- **Objective is to be broadly fully invested through the cycle**
  - Retain sufficient liquidity to take advantage of attractive opportunities
  - Do not intend to be geared other than working capital purpose

Outlook

Outlook

Well positioned to continue to generate significant shareholder value

High quality portfolio generating strong EBITDA growth	▪ Focus on defensive businesses; uncorrelated to economic cycles and highly cash generative ▪ Attractive maturity profile; balance of near term realisations and a strong pipeline of future value drivers ▪ Portfolio is biased to structural growth sectors; LTM EBITDA growth of 15%
Flexible mandate to enhance returns	▪ Strategy allows us to be nimble; can adapt to market conditions ▪ High conviction investments enhance returns ▪ Portfolio of leading private equity managers provides a strong base of diversified returns and ongoing deal flow
Strategic benefits of the wider ICG platform	▪ Strategic benefits of move to ICG continue to add significant value ▪ Increasing flow of proprietary deals - £8m co-investment in Visma alongside ICG Europe VI closed since July ▪ Exposure to the US market increasing - 23% at July; target of 30% - 40% of the portfolio ▪ Insights into the market are a competitive advantage

Case studies

Case study:

Oak Hill Capital Partners

Investments in Oak Hill II, III and IV – March 2017

$22.0m

Invested and committed by ICG Enterprise

Background

- Oak Hill is one of the longest-standing US managers tracing its roots back to 1986
- To date the manager has invested c. $8.5bn in more than 80 transactions
- Oak Hill targets mid-market companies and develops investment themes based on long-term trends
- ICG Enterprise committed $15m to Oak Hill IV and separately invested $7m in Oak Hill II and III via the secondary market

Rationale

- ICG has been tracking Oak Hill's development over a long period
- A key objective for ICG Enterprise is to increase the portfolio's US exposure
- Oak Hill's main sectors of focus represent a good fit with ICG's own investment experience
- Expectation of ongoing opportunities for co-investment alongside Oak Hill IV

Outlook

- At the $2.65bn final close in July 2017 Oak Hill IV was significantly oversubscribed
- Oak Hill IV is already c. 35% invested
- Oak Hill II and III represent a well-balanced portfolio and the secondary investment is developing well

OAK HILL
CAPITAL PARTNERS

Case study:

New Mountain Capital

Commitment to New Mountain V – June 2017

$15.0m

Committed by ICG Enterprise

Background

- New Mountain was established in 1999 and has broad investment experience including credit and public equities
- With AUM of more than $20bn, to date New Mountain has raised more than $17bn for its core private equity strategy
- New Mountain targets mid-market companies in industries which are less cyclical and feature high barriers to entry
- ICG Enterprise committed $15m to New Mountain V

Rationale

- ICG has been tracking New Mountain since it acquired a Graphite Capital business in 2013
- A key objective for ICG Enterprise is to increase the portfolio's US exposure
- With its focus on "defensive growth" industries, New Mountain has a strong track record across cycles
- Expectation of co-investment opportunities alongside New Mountain V

Outlook

- New Mountain V had a final close at $6.15bn in September 2017
- The fund was heavily oversubscribed with strong demand from existing investors
- New Mountain V has already acquired two companies

NMC
New Mountain Capital

ICG European Mezzanine and Equity

Flexible strategy aiming for PE returns with low downside risk

Objective

- Aiming for private equity returns (15-20% gross) with subordinated risk profile
- Investing across the capital structure, often as sole institutional equity provider
- European mid-market focus, local off-market sourcing

Sponsored

- Financing of mid-market buyout transactions alongside private equity sponsors
- Specific ICG angle
- Avoiding any syndicated transactions

Corporate

- Management-led transactions, typically the sole institutional investor
- Capital re-organisations around family owners and other key stakeholders
- Continued organic and inorganic development of mature mid-market companies

Opportunity

- Capital in support of recapitalisations led by private equity sponsors or lenders
- Liquidity for key business stakeholders
- Positions from forced sellers

The Company has invested in this strategy since 1989
Jul-17 exposure (NAV + undrawn): ICG Europe V (2012) £13m, ICG Europe VI (2016) £24m
Education Personnel direct co-investment £13m, DomusVi direct co-investment £17m

ICG Strategic Secondaries

Highly differentiated approach in a growing market segment

Niche strategy

- Acquiring portfolios of PE-backed companies in mature funds
- Offering liquidity for existing investors
- Remaining companies require further time to realise potential value

Strong market dynamics

- Significant target universe of investment opportunities and increasing deal flow
- Less competitive segment of the secondary market

Unique approach

- Partnering with incumbent private equity managers, re-aligning incentives
- Direct investment style due diligence and governance rights

Attractive Valuations

- Attractive entry prices (6-7x EBITDA to date across 6 transactions)
- Low leverage in underlying portfolio companies
- Targeting returns in excess of 20% p.a.

The Company committed $35m to this fund ($1.1 billion)
Invested $15m alongside the fund in VSS IV restructuring

Case study:

Quirónsalud

Sale by CVC European Equity Partners V – February 2017

4.4x

Multiple of cost achieved on disposal

Background

- Quirónsalud is the leading private healthcare operator in Spain (84 hospitals and medical centres and 35,000 staff)
- ICG Enterprise invested in March 2011 through its commitment to CVC V
- Given the strong development of the CVC V portfolio (including Quirónsalud) in late 2013 ICG Enterprise increased its exposure via the secondary market
- At 31 January 2017 Quirónsalud was the 20th largest underlying investment

Developments

- Well-invested hospitals in key regional markets enabled strong organic growth
- Successful greenfield development of new hospitals
- Acquisition of Grupo Hospitalario Quirón in 2014 created the clear market leader
- Smaller add-ons also reinforced the company's private business in targeted regions

Realisation

- In February 2017 Quirónsalud was sold to Europe's largest private hospital operator
- The sale generated a return of 4.4x the original investment cost (an annualised return of 34%)
- Cash proceeds of £5.9m represented an uplift of c.65% to the 31 July 2016 valuation

quirónsalud
La salud persona a persona

Supplementary portfolio data

ICG ENTERPRISE TRUST

Top 30 underlying companies
#1-15

	Company	Manager	Year of investment	Country	Value as a % of Portfolio
1	**City & County Healthcare Group** Provider of home care services	Graphite Capital	2013	UK	3.2%
2	**DomusVi+^** Operator of retirement homes	ICG	2017	France	3.0%
3	**Standard Brands+⁻** Manufacturer of fire lighting products	Graphite Capital	2001	UK	2.7%
4	**Froneri+^** Manufacturer and distributor of ice cream products	PAI Partners	2013	UK	2.2%
5	**Gerflor^** Manufacturer of vinyl flooring	ICG	2017	France	2.1%
6	**Education Personnel+^** Provider of temporary staff for the education sector	ICG	2014	UK	2.1%
7	**nGAGE** Provider of recruitment services	Graphite Capital	2014	UK	2.0%
8	**PetSmart+** Retailer of pet products and services	BC Partners	2015	USA	2.0%
9	**David Lloyd Leisure+** Operator of premium health clubs	TDR Capital	2013	UK	1.8%
10	**Frontier Medical+** Manufacturer of medical devices	Kester Capital	2013	UK	1.7%
11	**Skillsoft+** Provider of off the shelf e-learning content	Charterhouse	2014	USA	1.6%
12	**The Laine Pub Company+** Operator of pubs and bars	Graphite Capital	2014	UK	1.6%
13	**TMF^** Provider of management and accounting outsourcing services	Doughty Hanson	2008	Netherlands	1.5%
14	**CPA Global+** Provider of patent and legal services	Cinven	2012	UK	1.4%
15	**Roompot+** Operator and developer of holiday parks	PAI Partners	2016	Netherlands	1.4%

+ All or part of this investment is held directly as a co-investment
^ All or part of this investment was acquired as part of a secondary purchase
- Sale competed in September 2017

Top 30 underlying companies
#16-30

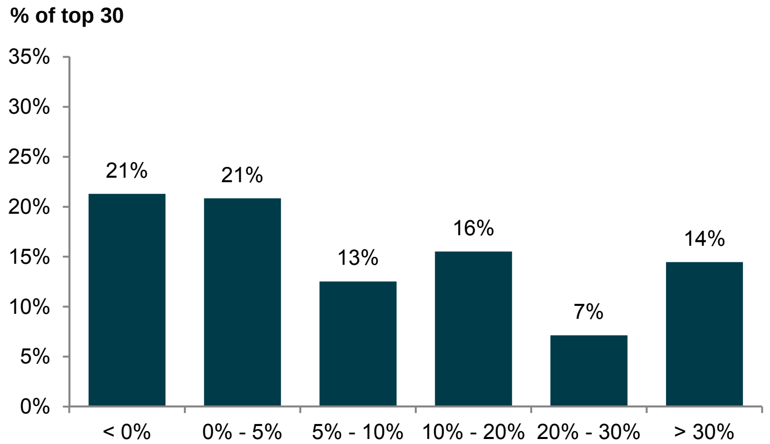
Company		Manager	Year of investment	Country	Value as a % of Portfolio
16	**System One+** Provider of specialty workforce solutions	Thomas H Lee Partners	2016	USA	1.4%
17	**Visma+** Provider of accounting software and business outsourcing services	Cinven	2014	Norway	1.3%
18	**ICR Group** Provider of repair and maintenance services to the energy industry	Graphite Capital	2014	UK	1.3%
19	**Beck & Pollitzer** Provider of industrial machinery installation and relocation	Graphite Capital	2016	UK	1.2%
20	**Swiss Education+** Provider of hospitality training	Invision Capital	2015	Switzerland	1.2%
21	**New World Trading Company** Operator of distinctive pub restaurants	Graphite Capital	2016	UK	1.1%
22	**Cambium** Provider of educational solutions and services	ICG	2016	USA	1.1%
23	**U-POL^** Manufacturer and distributor of automotive refinishing products	Graphite Capital	2010	UK	1.0%
24	**Cognito+** Supplier of communications equipment, software & services	Graphite Capital	2002	UK	1.0%
25	**Ceridian+** Provider of payment processing services	Thomas H Lee Partners	2007	USA	0.9%
26	**Algeco Scotsman** Supplier and operator of modular buildings	TDR Capital	2007	USA	0.8%
27	**inVentiv Health** Provider of commercial solutions for healthcare companies	Advent	2016	USA	0.7%
28	**ista^** Provider of heat and water submetering services	CVC	2013	Germany	0.7%
29	**AVS Group** Manufacturer of traffic safety products	Fynamore Advisers	2013	Germany	0.7%
30	**Sky Betting and Gaming** Operator of digital Betting and Gaming websites	CVC	2015	UK	0.7%

+ All or part of this investment is held directly as a co-investment
^ All or part of this investment was acquired as part of a secondary purchase
- Sale competed in September 2017

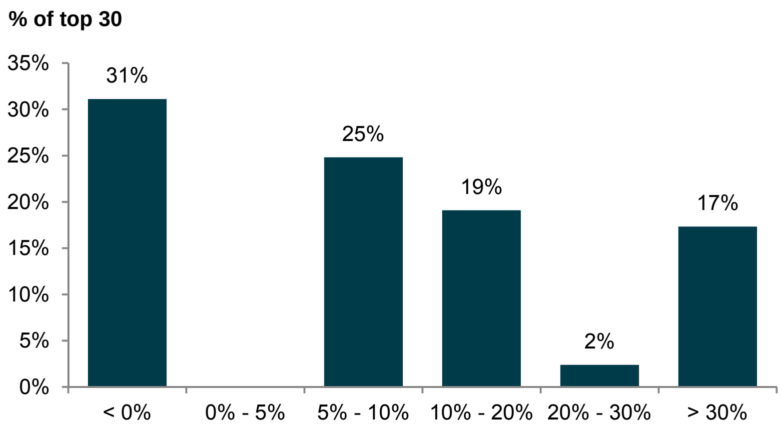
Top 30 underlying companies – 45% of the portfolio

Strong revenue and earnings growth

Revenue growth



EBITDA growth



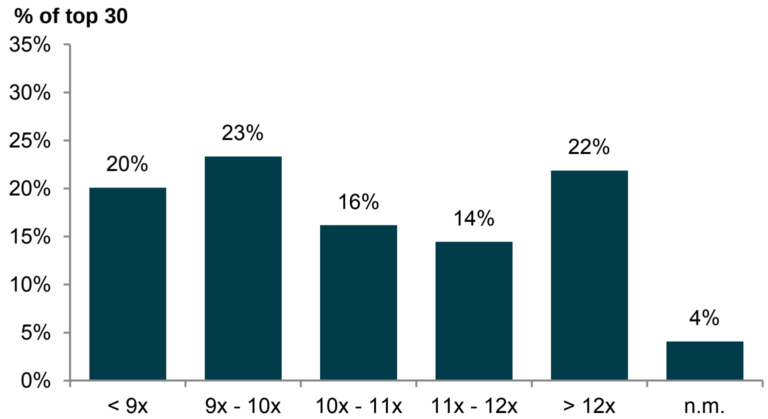
- **Continued strong revenue growth**
  - Weighted average LTM growth of 17%
  - 37%[1] growing top line by more than 10%
  - Driven by M&A and organic growth
- **Earnings growth of 15%**
  - 38%[1] reporting EBITDA growth of more than 10%
  - A number of companies investing for growth, expect to see the benefit of this over next 12-24 months

[1] Percentages are of the Top 30 underlying companies, by value. Does not sum to 100% as no comparatives available for three companies. EBITDA growth excludes one company where EBITDA is not a meaningful metric

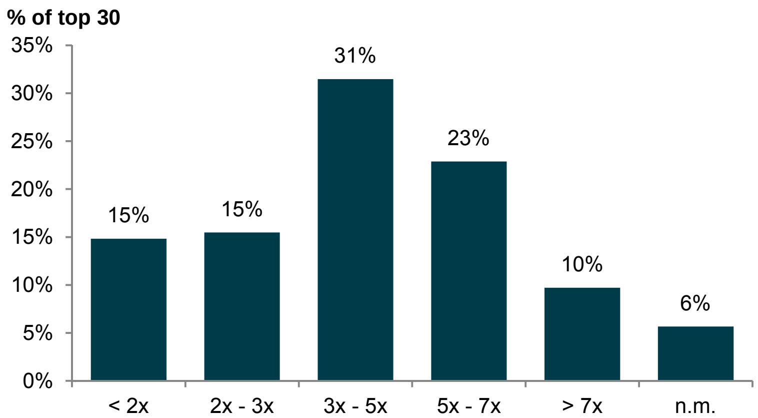
Top 30 underlying companies – 45% of the portfolio

Modest increase in valuation multiples

EBITDA valuation multiple



Net debt/EBITDA



- **Increase in the EBITDA multiples to 10.6x**
  - Change of mix and weightings to the larger companies
  - Modest increase in multiples overall
- **Net debt/EBITDA increased to 4.1x**
  - Reflection of the mix and weightings
  - On a like-for-like basis multiple has remained broadly consistent with prior year
- **Valuation and net debt multiples broadly similar across the rest of the portfolio**

Portfolio overview

Single fee on almost half the portfolio

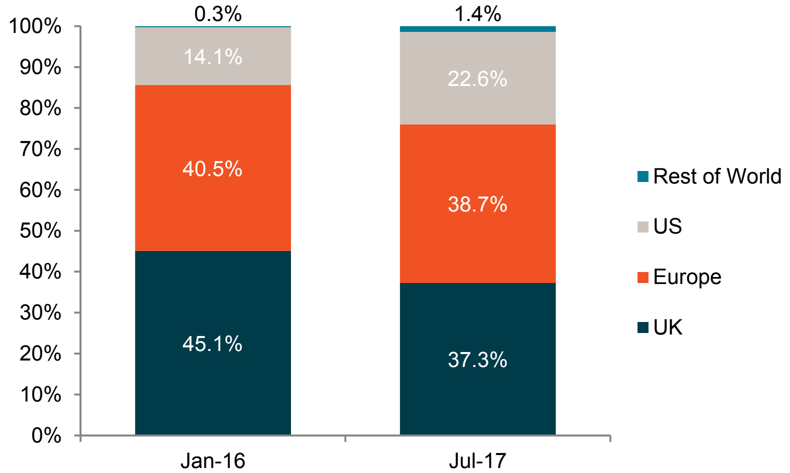
	ICG	Graphite	Third party
Primary	ICG	Graphite Capital	CVC Capital Partners, Cinven, PAI partners, BC Partners, THL, Deutsche Beteiligungs AG, Charterhouse, Nordic Capital, Advent International, IK Investment Partners, TDR Capital, Permira, Doughty Hanson & Co, Bain Capital Private Equity, Activa Capital, Piper Private Equity, Egeria, silverfleet capital, segulah, Bowmark Capital, Towerbrook, Oak Hill Capital Partners, Harwood, Alcuin
61.0%	4.5%	12.4%	44.1%
Secondary	ICG	Graphite Capital	Doughty Hanson & Co, Cinven, CVC Capital Partners, BC Partners, Charterhouse, Oak Hill Capital Partners, Hollyport Capital, Towerbrook, PAI partners, Permira, Kester Capital, Steadfast Capital
13.1%	5.1%	0.8%	7.2%
Co-Investment/ direct	DomusVi, education personnel	Standard Brands, Laine's, Cognito iQ, Odgers Berndtson, PSD	PetSmart, Roompot, VWR, Skillsoft, Ceridian, David Lloyd, Swiss Education Group, frontiermedical group, The Groucho Club, CPA Global, Froneri
25.9%	4.5%	6.7%	14.7%
100.0%	14.1%	19.9%	66.0%

(light grey)	No management fee at ICGT level
(light blue)	No management fee at underlying manager level

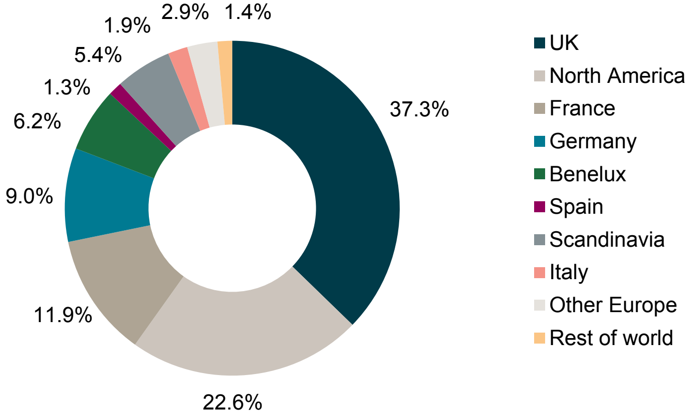
Portfolio geographic focus

Increasing exposure to the US

Historic geographic split



Geographic weightings

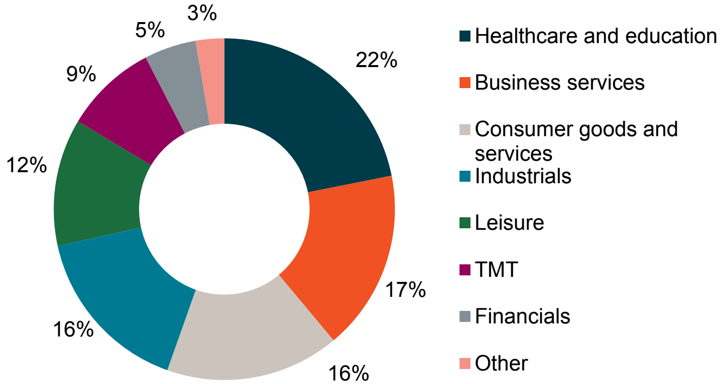


- **Increasing exposure to the US market**
  - Largest most developed private equity market
  - 23% of portfolio; up from 14% at Jan 16
  - Expect US focus to increase to 30% - 40% of the portfolio
- **European exposure focused on larger economic blocs**
  - Germany and France represent c.15% of the portfolio
  - Southern Europe represents c.3% of the portfolio

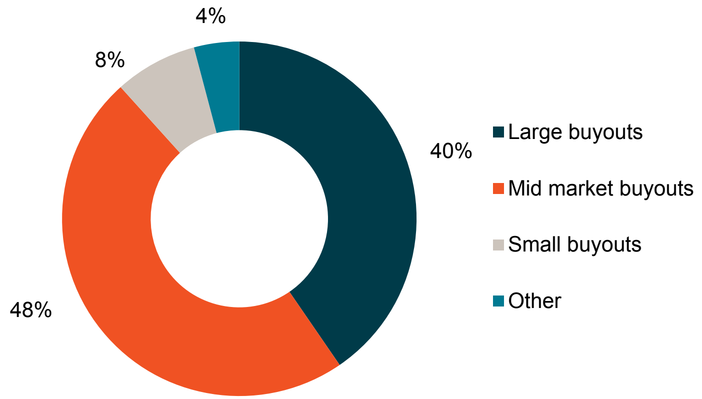
Portfolio sector and deal size

Focus on mid-large companies with a well balanced sector exposure

Sector



Deal size

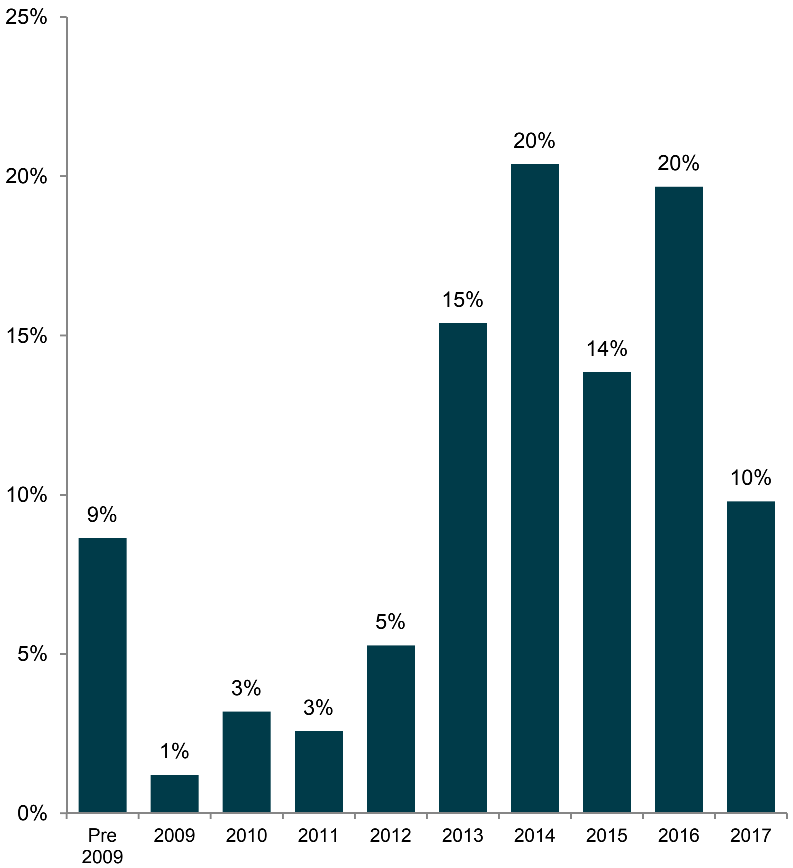


- **Well balanced sector exposure**
  - Bias to structural growth
    - Healthcare and education largest weighting at 22%
    - Business services 17%
- **Focus on mid-market and larger companies**
  - More defensive and less volatile that smaller companies
  - No venture capital exposure

Portfolio vintage year exposure

Attractive and well balanced maturity

Investment vintage

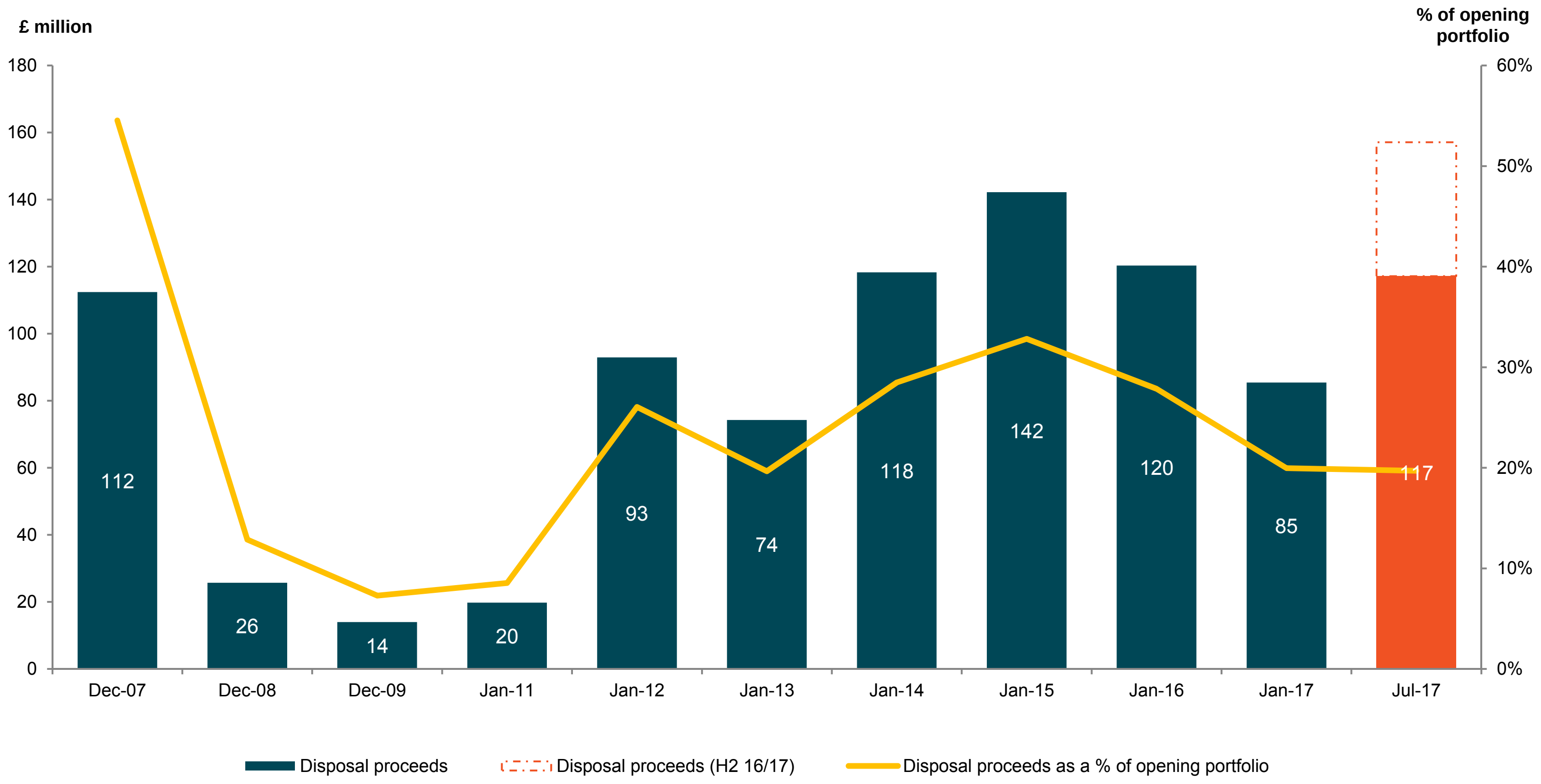


- **Balance of near term realisations prospects with a strong pipeline of medium to longer term growth**
- **Investments completed prior to 2014 – 57% of the portfolio**
  - Likely to generate gains from realisations in the shorter term
- **43% of value in investment made between 2015 -2017**
  - Provide medium to longer term growth
- **<9% in companies acquired prior to financial crisis**
  - Sale of standard brands will reduce this weighting further

Realisations history

Highly cash generative portfolio

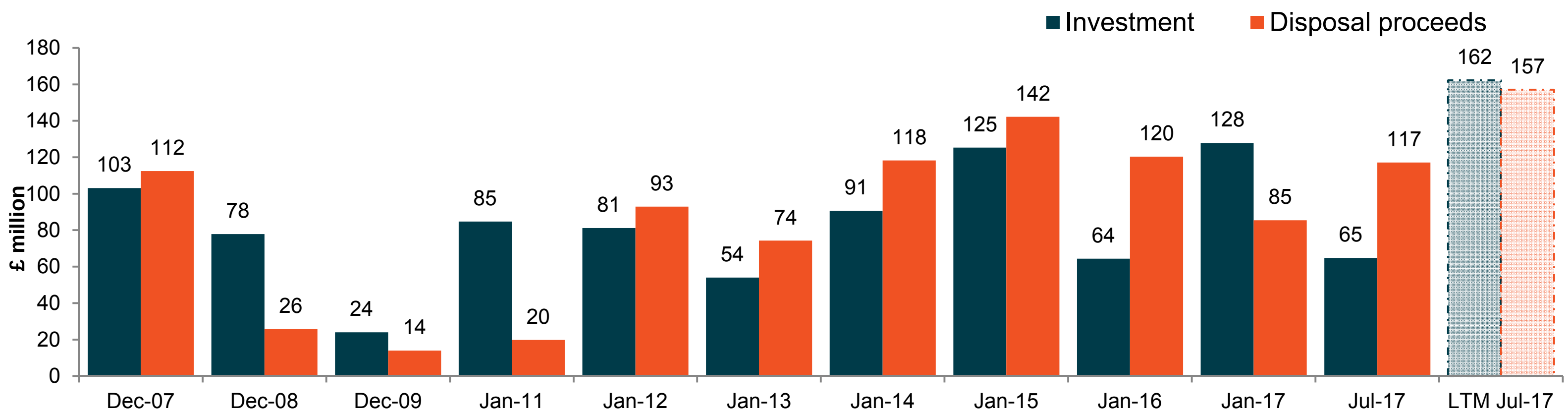
Realisation proceeds (£m and as % of opening portfolio)



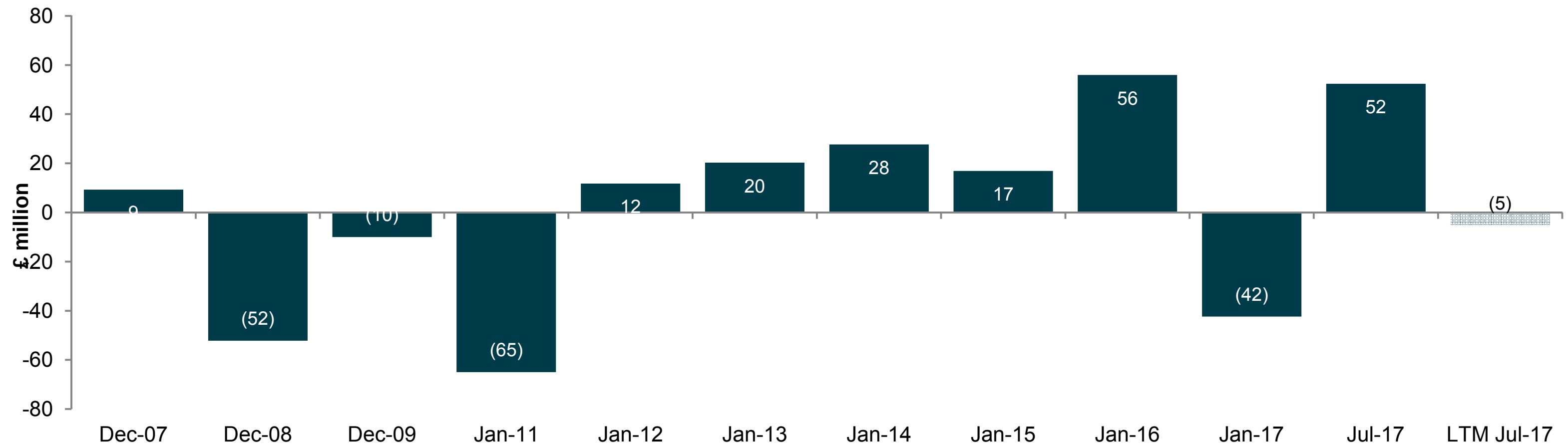
Investment activity history

Redeploying realisation proceeds into compelling new investments

Investment activity



Portfolio net cash inflow / (outflow)



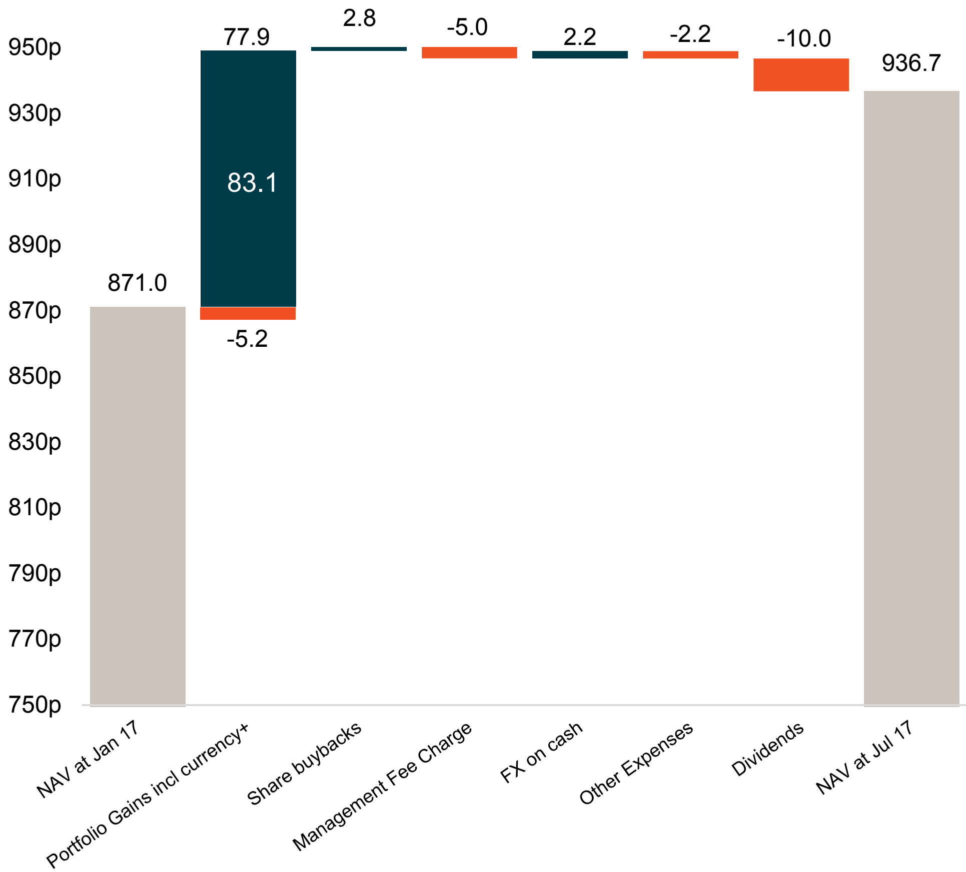
Appendices

Return attribution

Strong portfolio gains

Change in NAV (% of opening NAV)	Jul-17
Underlying portfolio return in local currencies	8.7%
Currency	1.1%
Total portfolio valuation movement	**9.8%**
Effect of cash drag*	(0.0%)
Management fees and expenses**	(0.8%)
Incentive accrual***	(0.6%)
Impact of share buy backs	0.3%
Net asset value total return per share	**8.7%**

NAV per share bridge



Notes:
* Cash drag also includes FX movements on bank balances
** Effective management fee 1.1% per annum and other expenses 0.5% (in both cases as % of average NAV)
*** Equivalent to 6% of total portfolio gain
^ Includes announced realisations that completed after the period end
+ Includes 5.2p incentive fee charge

Dividends and buybacks

Continuing to return capital to shareholders

Dividends

- The Board intends to pay a minimum dividend each year of 20.0p per share
- Interim of 10.0p will be paid in October
- Implied minimum yield on the 31 July share price of 2.7%

Share buybacks

- £6.3m share buy backs in period
  - 882,437 shares at an average price of 705.9p
  - Estimated average discount of 17.5%
  - Improved NAV per share by 0.3%
- The Company will continue to repurchase shares on an opportunistic basis

Management fees and incentive arrangements

Effective management fee of 1.1% of NAV

Management fees

- Headline management fee of 1.4% of portfolio value plus 0.5% of undrawn commitments to funds in investment period
- Excludes funds managed by both ICG and Graphite Capital (the former manager) in both cases
- Including direct co-investments (on which there is no fee at the underlying manager level), almost half the portfolio has only a single fee
- No fees on cash
- No separate funds administration fee
- **Effective fee on average NAV of 1.1%**

Incentive

- Co-investment scheme in which the Manager invests 0.5% in every investment
- Incentive of 10% provided the investment exceeds an 8% hurdle (with catch-up)
- No incentive on ICG or Graphite Capital funds
- Incentive only pays out on realised returns
- Cash payouts over the last 5 years of <2% of proceeds
- **Long term alignment of interests**

Intermediate Capital Group plc, the Manager

A specialist asset manager in private debt, credit and equity

28 YEAR TRACK RECORD

ASSETS UNDER MANAGEMENT **€23.3BN**

290 EMPLOYEES

15 OFFICES

13 COUNTRIES

INVESTING ACROSS THE CAPITAL STRUCTURE

ICG has private equity manager relationships across the globe through investing directly in many hundreds of private companies

Source: ICG. Data as at 30 June 2017. Figures include permanent employees only
Note 1: Including two Executive Committee members, but excludes Christophe Evain, who retired from his role as CEO on 25th July 2017

Team: biographies

Unique combination of direct deal and fund investment experience

		Private Equity Fund Investment Team					
IC member	IC member	IC member	IC member				
							
Benoit Durteste **Chief Investment Officer and Chief Executive Officer**	**Andrew Hawkins** **Head of Secondaries**	**Emma Osborne** **Head of Private Equity Fund Investments**	**Kane Bayliss** **Managing Director**	**Fiona Bell** **Principal**	**Colm Walsh** **Principal**	**Nils Schander** **Principal**	**Kelly Tyne** **Associate**
Over 23 years experience ▪ Member of the ICG global Executive Committee and Head of ICG Mezzanine funds globally ▪ PE team at GE Capital and Founder/CFO of telecom services company ▪ Graduate of the Ecole Superieure de Commerce de Paris	**Over 26 years experience** ▪ Founder and CEO of NewGlobe ▪ Managing Partner/Member of Investment Committee at Vision Capital and original partner at Palamon Capital Partners ▪ LLB in law from Bristol University and qualified Chartered Accountant	**22 years of PE experience** ▪ Graphite Capital (funds and co-investments) ▪ Merrill Lynch (funds and co-investments) ▪ Morgan Grenfell PE (direct buyout) ▪ RBS (mezzanine) ▪ Coopers & Lybrand (PE advisory and audit)	**16 years of PE experience** ▪ Graphite Capital (direct buyout, funds and co-investments) ▪ Terra Firma (direct buyout) ▪ Merrill Lynch (M&A) ▪ Allens Linklaters (law)	**10 years of PE experience** ▪ Graphite Capital (funds and co-investments) ▪ KPMG private equity group (audit and transaction services) ▪ JP Morgan Cazenove (corporate broking)	**10 years of PE experience** ▪ Graphite Capital (funds, co-investments and finance) ▪ Terra Firma Capital (finance) ▪ Deloitte (audit)	**10 years of PE experience** ▪ Goldman Sachs (AIMS Private Equity) ▪ Riverside (Direct PE) ▪ EQT Partners (Direct PE) ▪ Goldman Sachs (Investment Banking Division	 **Amalia Formoso** **Associate** **3 years of PE experience**

- The Team moved to ICG in a spin-out from Graphite Capital in Feb-16, since added 2 people
- Direct deal experience is unusual for a fund investment team
- ICG oversight at investment committee

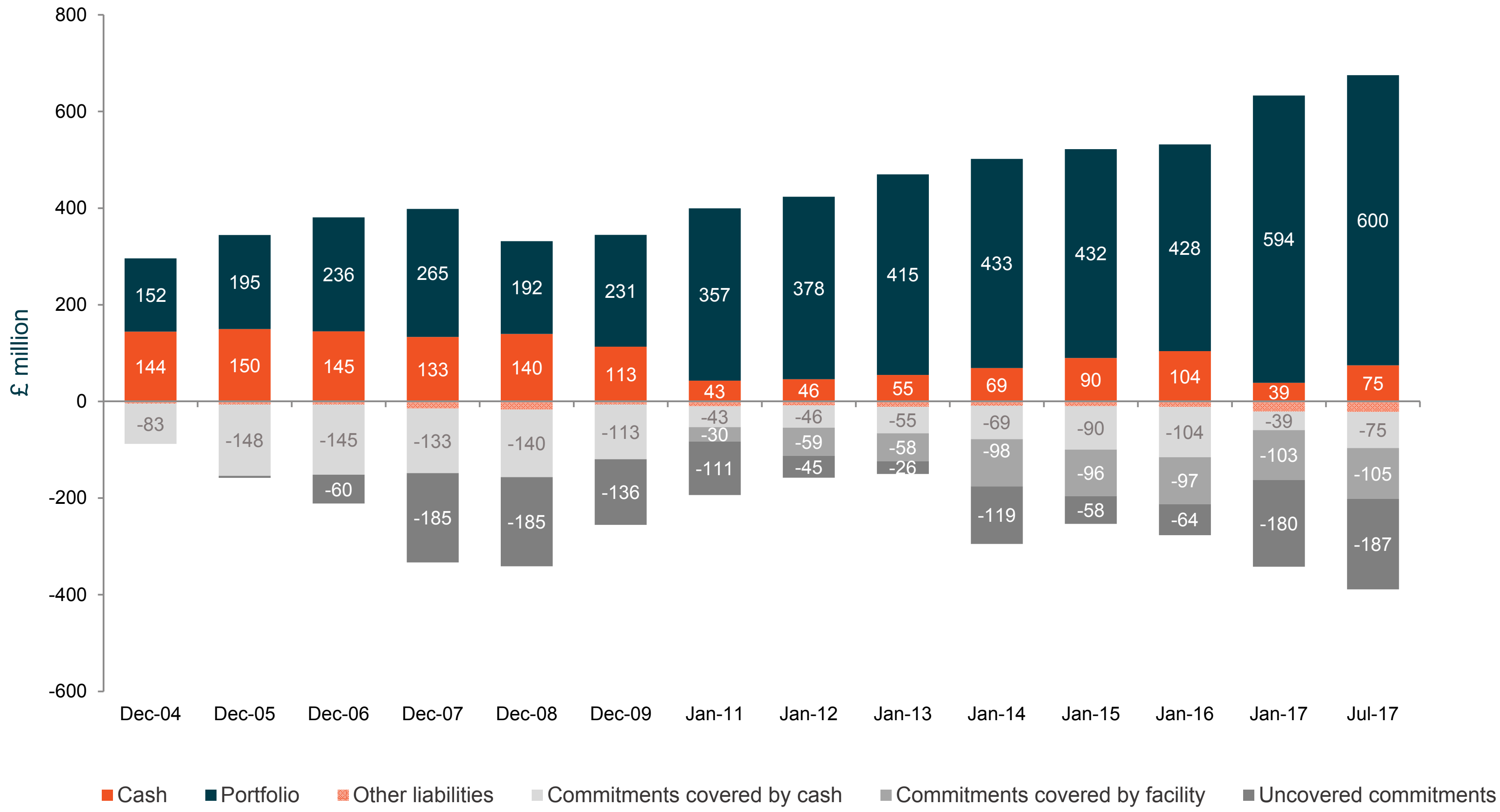
Team: Why direct investment experience matters

Deal experience enhances analysis and relationships

	Primary fund investments	Secondary investments	Co-investments
Why direct deal experience matters	▪ Able to look behind the marketing story ▪ Bottom up analysis of the portfolio ▪ Assessment of reasonableness of unrealised valuations ▪ Assess likely outturn of current fund (more representative of next fund) ▪ Access to broad range of market participants for reference checks	▪ Bottom-up company analysis ▪ Assessment of intrinsic value not only comparison to reported valuations ▪ Understanding of manager motivation	▪ Understanding of deal dynamics ▪ Assessment of company fundamentals ▪ Interaction with company management teams and due diligence providers ▪ Assessment of capital structure
Why relationships matter	▪ Secure access to oversubscribed funds ▪ Improved diligence as understand team dynamics and/or impact of team changes	▪ Manager consent required to transfer interests ▪ Relationships foster access to additional information not available to the broader market (e.g. on upcoming realisations)	▪ Co-investments are typically invitation only, at the discretion of the manager ▪ Relationships can impact allocations which are highly competitive

Balance sheet evolution

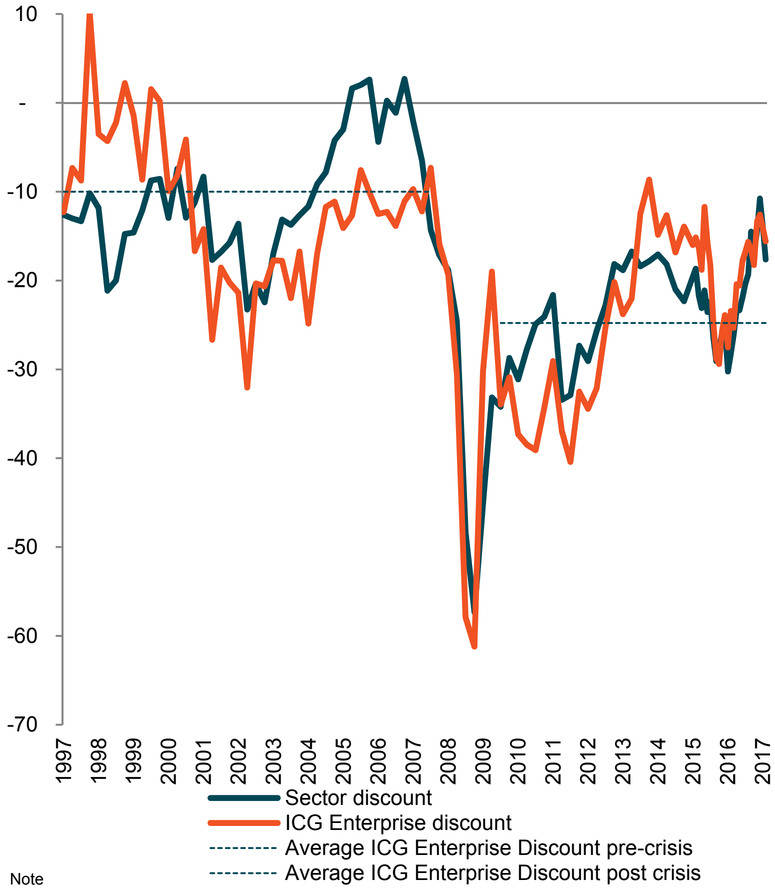
History of conservative balance sheet management



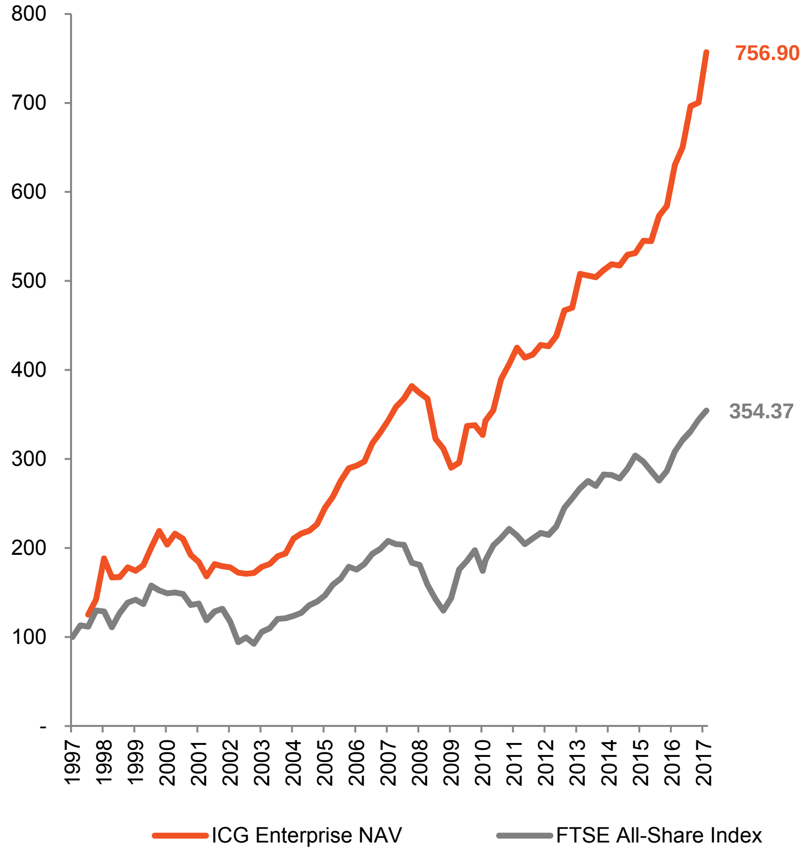
Discount

Discount does not reflect the long term performance

Company vs sector long term discount



Company NAV vs FTSE All Share



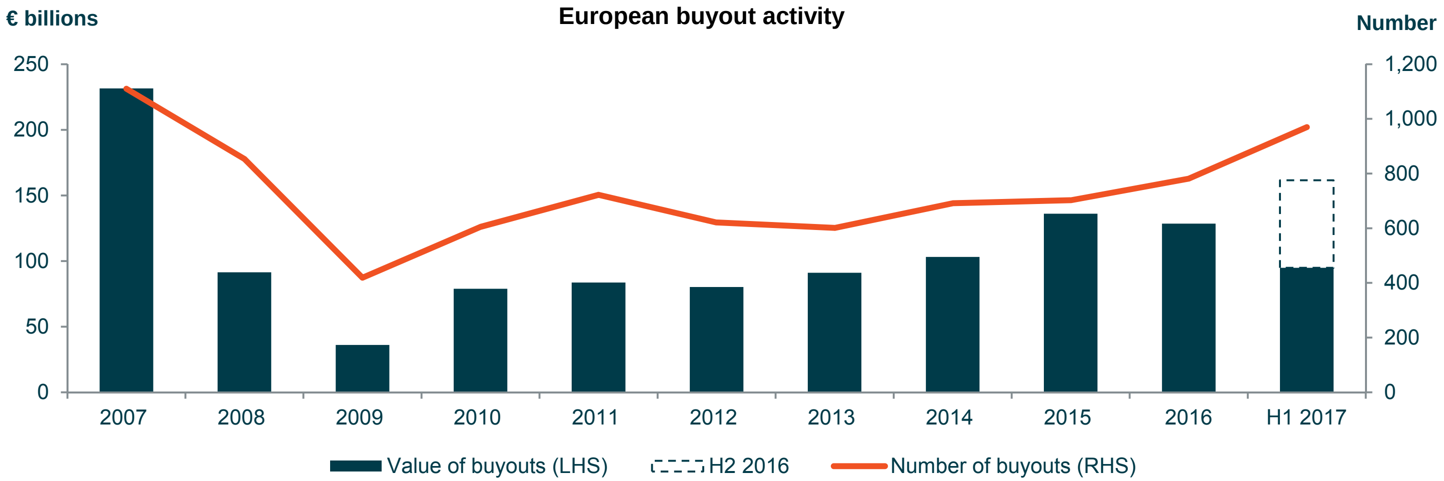
Note
*Sector comprises: Aberdeen, Apax Global, Better Capital 2009 and 2012, Candover, Dunedin, Electra, F&C Private Equity, Harbourvest, HgCapital , JPEL, NB Private Equity, Pantheon, Princess, SLEPET

Market: New Investment

Significant European buyout activity including in the UK

European buyout market[1]

- The market is very active with €95bn of buyouts in H1 2017 (up 52% on H1 2016 and 42% on H2 2016)
  - Excluding the UK, €69bn of buyouts in H1 2017 was 25% higher than H1 2016 and 28% higher than H2 2016
- Having declined sharply in 2016 following the Brexit referendum, UK buyout activity has recovered
  - €26bn of buyouts in H1 2017 compares with €7bn and €13bn in H1 2016 and H2 2016 respectively
  - The number of UK buyouts increased from 75 in H1 2016 to 146 in H1 2017



- Average H1 2017 entry valuations have increased slightly to 10.5x LTM EBITDA (10.0x in 2016)
  - Average entry leverage remains at c. 5x EBITDA

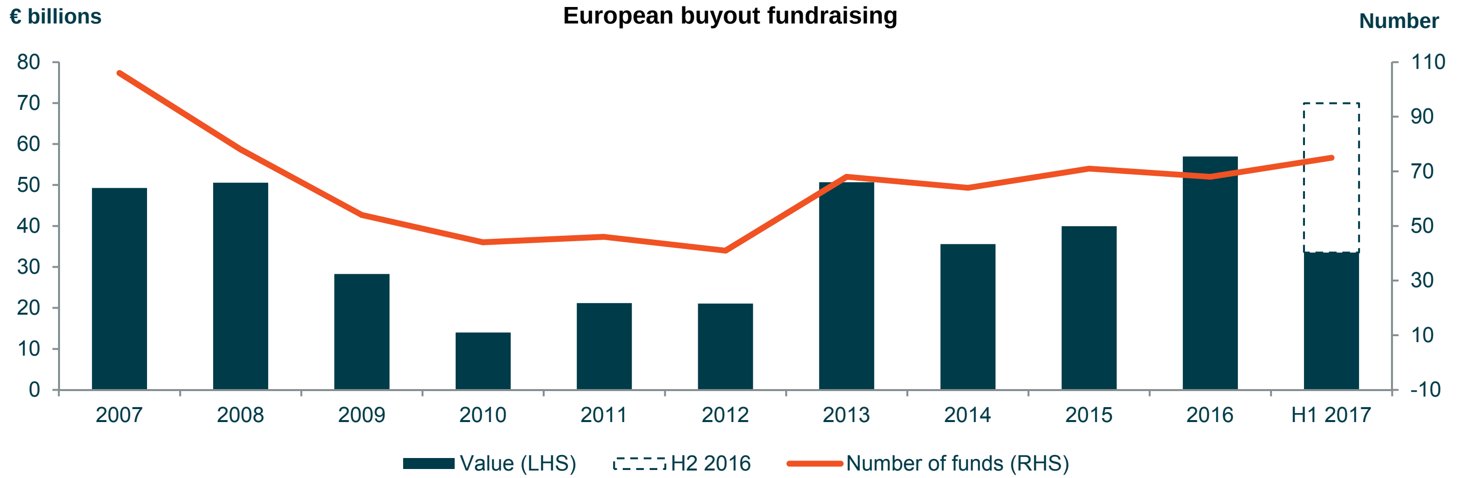
Note:
1. Sourced from Unquote Data as at 2 October 2017 and S&P LCD European Leveraged Buyout Review Q2 2017

Market: Fundraising

Investor appetite for buyout funds remains very high

Fundraising[1]

- Buoyant conditions with €33bn raised for European buyouts in H1 2017 (€20bn in H1 2016 and €36bn in H2)
  - Over the last five years, European buyout dry powder has steadily increased from c. €94bn to c. €165bn



Secondary market[2]

- H1 2017 secondary volume remained very strong at $22bn (following $12bn in H1 2016 and $25bn in H2)
  - Despite the high volume, dry powder for secondaries remains near an all time high
- Average pricing for buyout fund secondaries increased from 95% of NAV in 2016 to 98% in H1 2017

Notes:
1. Sourced from Preqin as at 2 October 2017
2. Sourced from Greenhill's Secondary Pricing Trends & Analysis report, July 2017

Useful information

Structure:	Company registered in England and Wales	**Ticker**:	ICGT.LON
	Investment trust tax status	**ISIN**:	GB0003292009
	Registered company number: 01571089	**SEDOL**:	0329200

Listing: Premium London listing **Website**: www.icg-enterprise.co.uk

Broker: Numis Securities Limited James Glass (Sales): + 44 (0) 20 7260 1369

Manager: ICG Alternative Investment Limited
Authorised and regulated by the Financial Conduct Authority under the Alternative Investment Fund Manager Directive

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