

Portfolio

Cinven sells NCP

The sale of NCP to 3i in July 2005 for £555 million (€804.7 million) provided Cinven with the exit from a highly successful investment. Achieving a multiple of almost 3x original cost, the story behind the headline shows Cinven's success at building businesses and active management of its assets.



When sold by Cendant in 2002, NCP was predominantly a property company with a car park management operation. Today it is an off-street and on-street parking services company, the underlying car park assets having been sold and leased back. The sale of the properties facilitated the transformation of the business as well as creating a far more attractive target for acquirers.

Within three years, NCP has become the UK leader in off-street and on-street parking services and is now three times the size of its nearest competitor. EBITDA has doubled to £42 million (€60.9 million), with 30% generated through new business lines. Driven in part by the growth in outsourced services from local authorities, NCP has been able both to win new contracts and to offer a steadily growing range of services. For its part, Cinven applied its considerable experience to the specific needs of the business.

"NCP has won business through consistently delivering excellent services to its clients, building on its market leading city centre presence," Cinven Partner, Jonathan Clarke explains.



"We've also helped the company handle broader issues including the higher public profile that came with on-street services and introducing to the off-street business consultants from the retail sector specialising in price elasticity."

Bob Macnaughton, Chief Executive of NCP, sums it up: "In 2002 we saw the benefit of

changing the direction of the business and in Cinven had a partner with the vision and financial muscle to help us achieve our goals. NCP has been transformed dramatically in the past three years and as a result is now viewed as a service provider rather than a property company."

MediMedia: active management pays double dividends

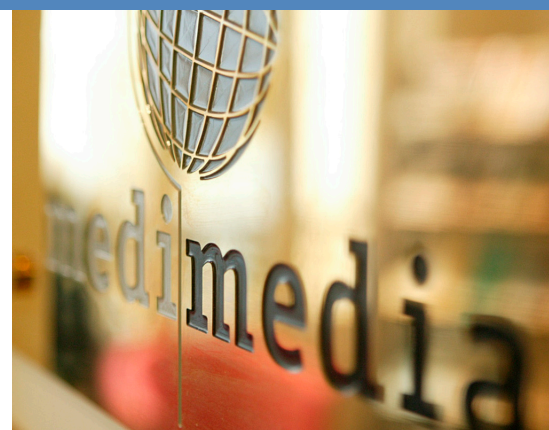
Successful strategy and active management enable Cinven to realise almost double its original investment whilst retaining the profitable core of this healthcare publishing and marketing services group.

At acquisition, in June 2002, MediMedia's five divisions encompassed trade press, drug directories, academic publications and two USA operations: pharmaceutical marketing and patient education. Out of the potential growth engines within the business, Cinven identified the US operation as having the greatest potential for growth. At the same time, it saw how operational improvements rolled out across the remaining businesses would greatly increase their value.

The Drug Information Services division was sold in July 2004, the Trade Press division in March 2005 and Academic Publishing in July 2005. These divestments (and the subsequent recapitalising) returned almost

twice Cinven's original investment. "Following the strategic review, we were determined to increase the value of the three non-core divisions prior to sale," says Cinven Partner, Marcus Wood. "They were built around blue-chip, if under-performing, brands and by putting in place operational improvements we turned them into growth businesses."

At the same time, MediMedia Inc, the core US business which Cinven has retained, has been transformed into a highly successful growth engine. The business is now consistently turning in double digit topline growth. Annual turnover in 2004 grew 15% from \$204 million (€167 million) to \$236 million (€193 million).



Cinven Partner, Simon Rowlands highlights the achievement: "We've built MediMedia into a fast growing, highly focused business, found the right homes for its non-core divisions and returned €241 million to our investors. This is a good illustration of Cinven's ability to work alongside its management teams and create value for its investors."

Steve Simcox, CEO of MediMedia Inc comments: "Restructuring has transformed our operations. We're no longer a network of businesses but a customer focused operation built around a single brand. I'm confident that we have the right team and resources in place to continue to drive profitable growth."

News



Magnus Hildingsson
Magnus joins Cinven from Intermediate Capital Group where he worked for four years

specialising in Nordic investment opportunities. Prior to this he was at Nomura for five years. Magnus is a graduate of the London School of Economics.



Matthew Sabben-Clare
Matthew joins Cinven from Merrill Lynch where he worked for five years in the leveraged finance

team. Prior to this he worked in the financing team at Schroders for three years. Matthew is a graduate of Cambridge University.



Sarah Verity
Sarah joined Cinven in July. Prior to this she worked at Deloitte in London for three

years as a member of the corporate finance team. Sarah has an MA in Natural Sciences from Cambridge University.



Moise Mitterrand
Moise joins Cinven from the Boston Consulting Group where he worked for two years. Prior to this

he was at Goldman Sachs. Moise is a graduate of HEC School of Management in Paris.