



Dunedin Enterprise Investment Trust PLC

Interim Results for the half year to 30 June 2014

Share price total return of 0.9% in the six months to 30 June 2014

NAV total return of -1.7% in the six months to 30 June 2014

Share price down by 3.1% from 436.0p to 422.63p at 30 June 2014

Share price 406p at 27 August 2014

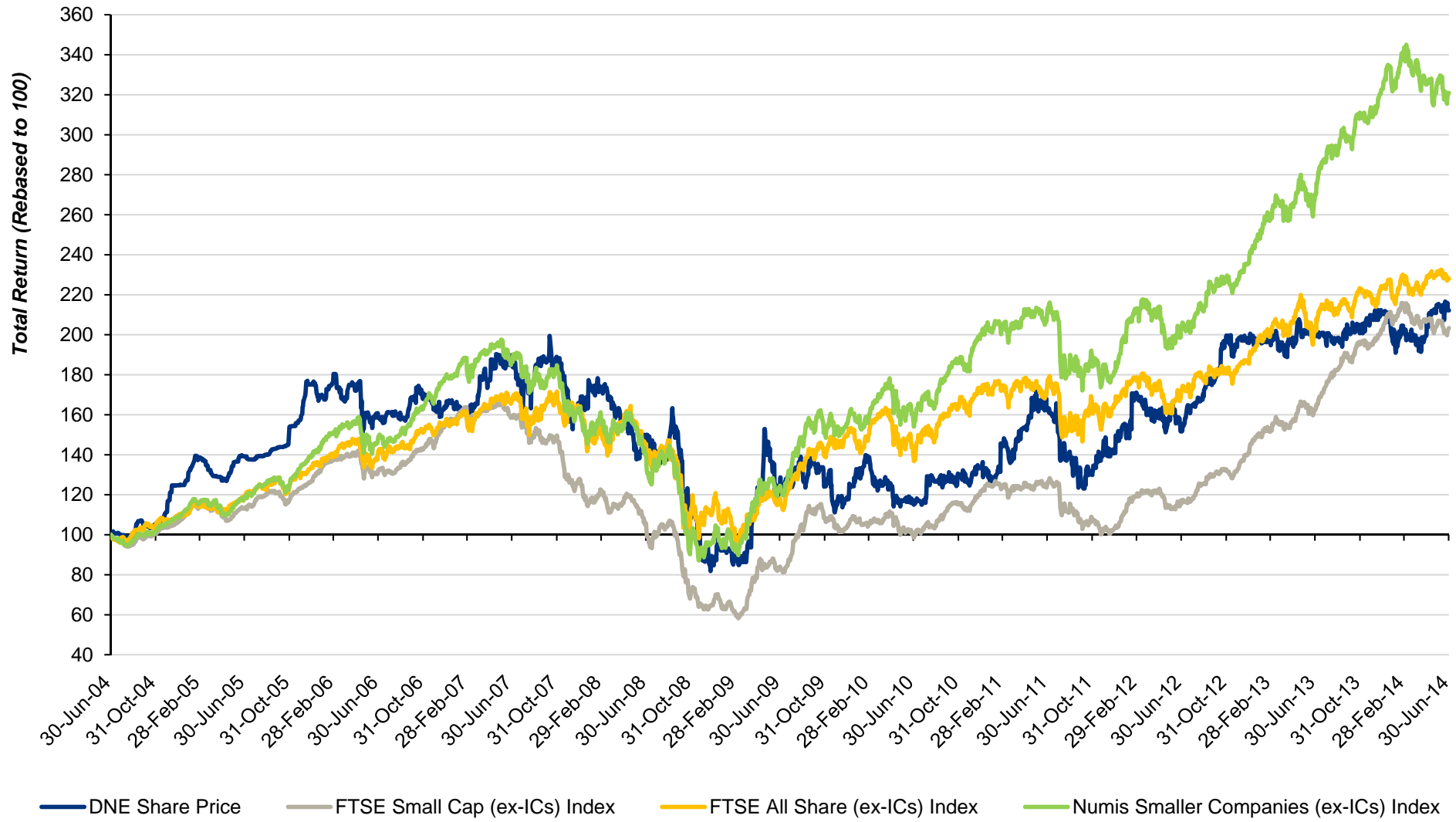
Discount decreased from 18% at 31 December 2013 to 16% at 30 June 2014

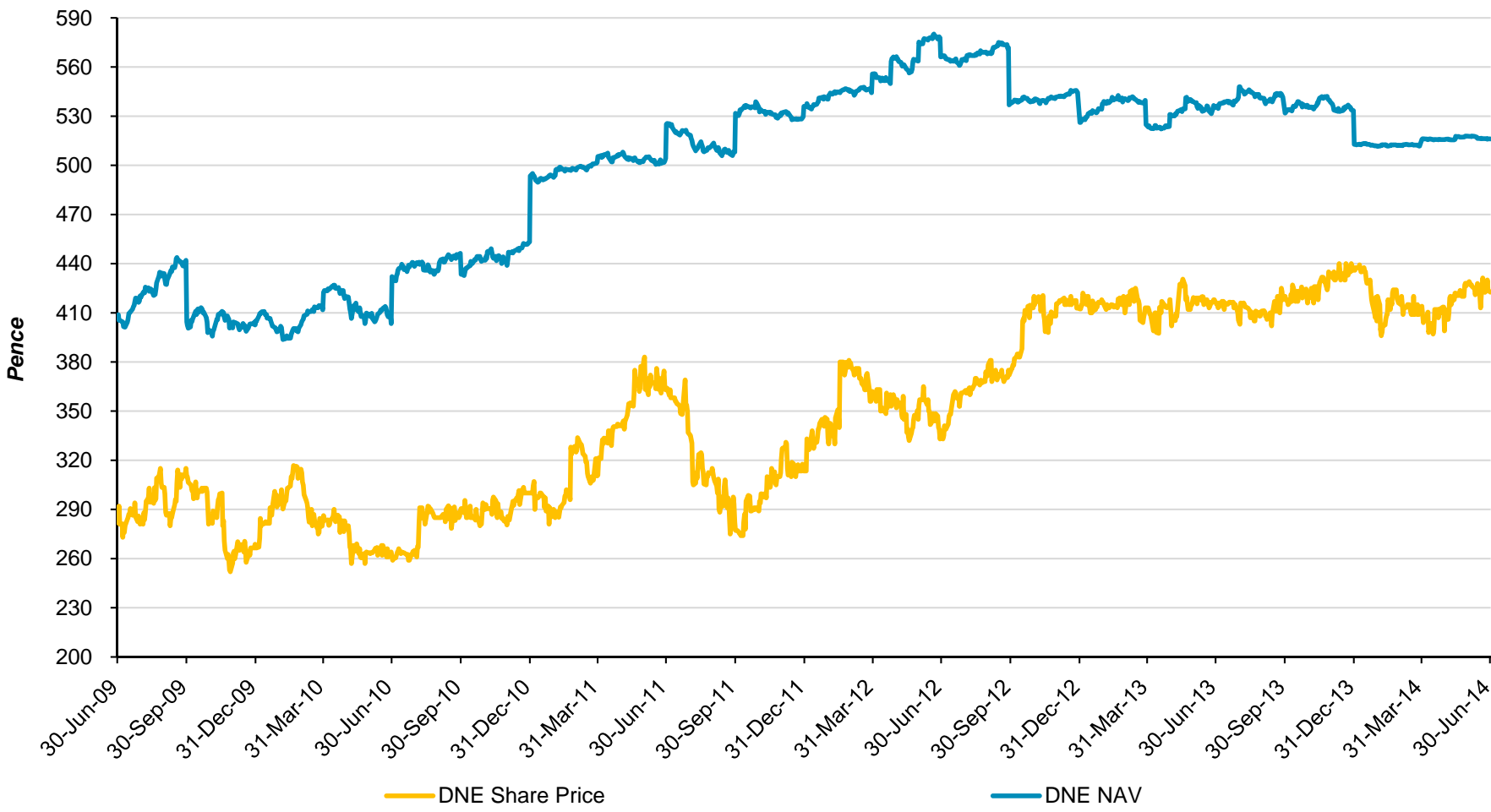
Dividend paid of 16.5p per share relating to 2013

Realisations of £2.3m in the half year

New investment of £9.8m including £5.9m investment in EV Offshore

Tender offer undertaken for £5.2m in May 2014



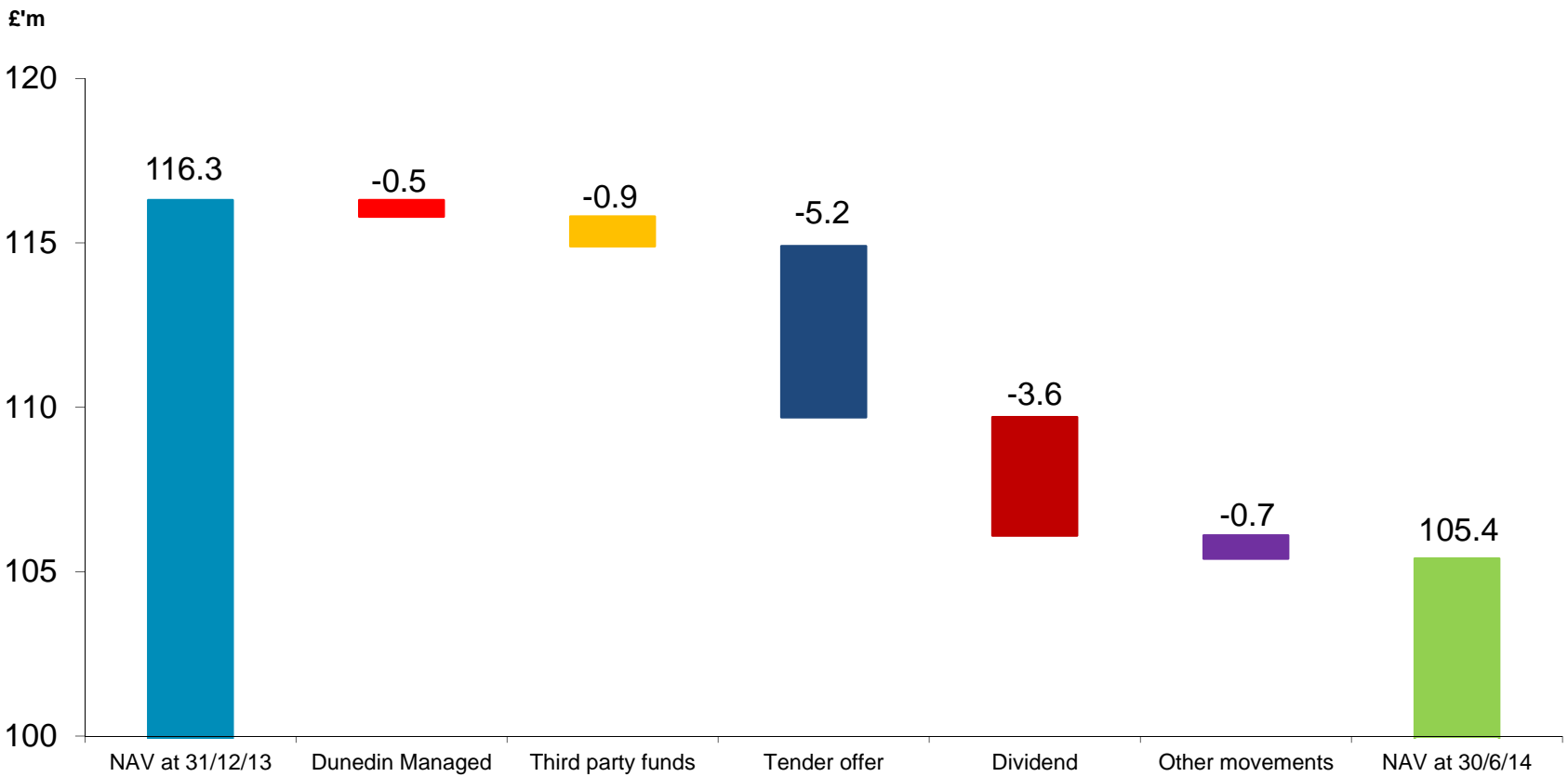


£m

	Valuation at 31-12-13 £'m	Additions in half year £'m	Disposals in half year £'m	Realised movement £'m	Unrealised movement £'m	Valuation at 30-06-14 £'m
Dunedin managed	75.1	8.3	(0.5)	(0.7)	0.2	82.4
Third party funds	13.6	1.5	(1.8)	-	(0.9)	12.4
	88.7	9.8	(2.3)	(0.7)	(0.7)	94.8

Dunedin Enterprise

NAV performance attribution



Company	Reason for movement	£m change
Weldex	EBITDA growth and move to earnings based valuation	2.2
Enrich	Expected net proceeds	1.8
CitySprint	Earnings growth and lower bank debt	1.4
RSL Steeper	Earnings growth due to export contract win	0.6
U-POL	Negative impact on earnings of currency movements	(0.7)
Red Commerce	Lower margins / activity levels leading to reduced earnings	(2.5)
Trustmarque	Change in accounting for revenue recognition	(3.0)
Other movements		(1.2)
		(1.4)

Comply with IPEV guidelines

- Last 12 months maintainable EBITDA
- Use forecast EBITDA if lower than the last 12 months
- Assets basis where appropriate

Maintainable earnings

Accrued interest of £8.2m (31/12/13: £8.5m)

Weighted Average ^{*1}	30 June 2013	31 December 2013	30 June 2014
EBITA	8.3	8.0	9.1
EBITDA	6.8	7.1	7.5

At 30 June 2014

EBITA multiples range from 6.1 to 11.7

EBITDA multiples range from 5.0 to 9.5

Key Sector Comparison	30 June 2013	31 December 2013	30 June 2014
Support Services ^{*2}	20.8	23.6	23.9

^{*1} Applies to portfolio companies valued on an earnings basis

^{*2} Represents 37% of the aggregate portfolio value (39% at 31 December 2013)

Debt multiples	30 June 2013	31 December 2013	30 June 2014
EBITA multiple	2.8x	2.8x	2.7x
EBITDA multiple	2.3x	2.3x	2.2x

Note Debt defined as banking facilities drawn less cash at 30 June 2014
EBITA and EBITDA per investment valuation

Gearing as multiple of EBITDA	No. of companies	% of total valuation
Multiple < 1	2	22%
Multiple 1 to 2	3	35%
Multiple 2 to 3	2	19%
Multiple > 3	3	24%

Maturity of Portfolio Company Debt	
Repayable in 2014	6
Repayable in 2015	14
Repayable in 2016	18
Repayable thereafter	62
	100%

	Commitment	Drawn to date (No. of investment)	Outstanding commitment	Valuation at 30 June 2014	
	€m	€m	€m	€m	£m
Realza (Iberia - €170m)	15.0	7.9	7.1	9.0	7.2
Innova (Eastern Europe - €450m)	15.0	6.3	8.7	5.6	4.5
	30.0	14.2	15.8	14.6	11.7

	2011	2012	2013	30 June 2014
	£m	£m	£m	£m
Dunedin managed	103.9	76.5	75.1	82.4
Europe	34.3	24.9	12.9	11.7
Other	1.5	0.8	0.7	0.7
Cash	23.5	33.9	27.9	10.4
	163.2	136.1	116.6	105.2

	2011	2012	2013	30 June 2014
	£m	£m	£m	£m
Dunedin managed	22.9	65.8	62.6	55.6
Europe	37.4	20.4	13.7	12.7
	60.3	86.2	76.3	68.3

Dunedin managed funds

- DBF I & EHF: investment periods expired, £1.3m remains undrawn and available
- DBF II: £75m commitment of which 82% drawn - o/s commitment £13.5m
- DBF III: £60m commitment of which 32% drawn - o/s commitment £40.8m

European funds

- Realza: €15m commitment of which 53% drawn – o/s commitment €7.1m (£5.7m)
- Innova: €15m commitment of which 42% drawn – o/s commitment €8.7m (£7.0m)

	30 June 2014 £m
Cash and near cash	10.4
Revolving credit facility ^{*1}	20.0
Undrawn commitments - Dunedin ^{*2}	(55.6)
Undrawn commitments – Europe	(12.7)
Unfunded commitments	(37.9)

*1 available to 27 February 2017

*2 includes a undrawn commitment to Dunedin's latest fund of £40.8m

New investment of £9.8m in the six months to 30 June 2014

- £8.3m in Dunedin managed funds
- £1.5m in Third Party European funds

£5.9m investment in EV Offshore in June 2014

Within European funds

- £1.4m investment by Innova/5 in an internet portal company

- £69m management buyout
- A market leading global technology company, providing high performance, ruggedised video cameras to diagnose problems in oil and gas wells
- EV has a strong exporting record: it started to export just three years ago and some 85% of its revenues are currently generated overseas
- Year to 31 March 2014:- Turnover £19.6m
EBITDA £6.8m
- Valuation 9.5x EBITDA and 11.2x EBITA
- www.evcam.com



£1.4m realised from the final proceeds of the Innova/5 investment in Emitel

£0.3m realised from the rebanking of a Realza Capital portfolio company

£0.5m deferred proceeds were received from the realisations of Capula, etc.venues and Practice Plan

Proceeds from realisations

- Proceeds from Practice Plan and the remaining balance from FSN, amounting to £5.2m, were returned to shareholders via a tender offer in May 2014 at 475p per share

	Total Dunedin equity %	Dunedin Enterprise equity %	Cost of investment £m	Directors valuation £m	% of net assets %
CitySprint	40.0	11.9	9.8	17.3	16.4
Hawksford	61.2	20.0	5.6	9.2	8.8
CGI	41.4	41.4	9.4	8.6	8.2
Weldex	51.0	15.1	9.5	8.4	8.0
Realza	8.9	8.9	5.9	7.2	6.9
Formaplex	53.1	17.7	1.7	6.8	6.4
Kee Safety	48.1	9.4	6.3	6.3	6.0
EV Offshore	51.5	10.1	5.9	5.9	5.6
U-POL	17.5	5.2	5.7	5.5	5.2
Innova/5 LP	3.9	3.9	5.3	4.5	4.2
Total			65.2	79.7	75.7

Experienced investment team

- Unrivalled depth of experience
- Seven of the Partners have worked together for over ten years
- Regional strength – 54% of investments are outside London and South East
- Proven origination capability

Core Sectors

- Industrials, Financial Services and Business Services

Investment strategy

- Market leading “Hidden Champions”
- Growth strategies uncorrelated to UK economy; including internationalisation and acquisitive growth
- Create value through Full Potential Planning and Operational Toolkit
- Track record of capital preservation and risk management

Awarded Unquote Private Equity House of the Year 2013

Appendix 1



Cost	£9.8m
Valuation	£17.3m
Equity Percentage	11.9%
Original investment date	December 2010

Business

- UK's leading same day distribution network
- Made six acquisitions in 2013 and one in 2014

Investment

- Dunedin led the MBO of CitySprint in December 2010
- Turnover for year to 31.12.13 of £12.3m (2012: £101.1m), EBITDA of £12.3m (2012: £10.7m)

Valuation

- 7.5x EBITDA, 9.0 x EBITA
- Maintainable earnings and 52% discount to support services sector

Hawksford



Cost	£5.6m
Valuation	£9.2m
Equity Percentage	20.0%
Original investment date	October 2008

Business

- Jersey based provider of trust and fiduciary services to ultra-high net worth individuals
- In the last three years the business has completed the acquisitions of Key Trust, Trustcorp Jersey, L-S&S, the funds business of Standard Bank Dubai and most recently Janus

Investment

- Dunedin led the MBO of Hawksford (then Rathbone International) in October 2008
- Turnover in the year to 31.12.13 of £20.5m (2012: £19.7m), EBITDA of £5.8m (2012: £5.2m)

Valuation

- 7.0x EBITDA, 7.8x EBITA
- Maintainable earnings and 61% discount to a basket of comparable companies



Cost	£9.5m
Valuation	£8.6m
Equity Percentage	41.4%
Original investment date	December 1998

Business

- Manufacture and supply of fire resistant glass to global market

Investment

- Dunedin led £10m MBO in December 1998
- Recapitalisations in 2004 and 2009. 3.4 x money
- Dunedin Enterprise realised £11.3m, reinvested £8.5m
- In 2012 took over the business activities of Interver SA in France
- Turnover for year to 31.12.13 of £17.0m (2012: £13.3m), EBITDA of £3.1m (2012: £3.0m)

Valuation

- 5.5x EBITDA , 6.1x EBITA
- Maintainable earnings and 79% discount to a basket of comparable companies

WELDEX



Cost	£9.5m
Valuation	£8.4m
Equity Percentage	15.1%
Original investment date	June 2010

Business

- Largest crawler crane hire company in the UK

Investment

- Dunedin led the secondary MBO of Weldex in June 2010
- Turnover for year to 30.11.13 of £23.3m (2012: £25.2m), EBITDA of £12.4m (2012: £13.8m)

Valuation

- 6.5x EBITDA, 11.7x EBITA
- Maintainable earnings and 20% discount to a basket of comparable quoted companies



Cost	£5.9m
Valuation	£7.2m
Equity Percentage	8.9%
Original investment date	September 2008

Business

- Spanish private equity fund making investments in Spain and Portugal
- The fund invests in companies with leading market positions and attractive growth prospects either through organic growth or through subsequent merger & acquisition activity

Investment

- Dunedin first invested in Realza in September 2008

Valuation

- €9.0m at 30 June 2014 based on Manager's valuation



Cost	£1.7m
Valuation	£6.8m
Equity Percentage	17.7%
Original investment date	December 2007

Business

- Advanced manufacturing services business focussed on tooling and component manufacture and other supply chain services in advanced materials (plastics and composites)

Investment

- Dunedin led the buyout of Formaplex in December 2007
- Turnover for year to 30.06.13 of £33.2m (2012: £26.8m), EBITDA of £8.2m (2012: £6.8m)

Valuation

- 6.3x EBITDA, 8.4x EBITA
- Maintainable earnings and 46% discount to industrials sector.



Cost	£6.3m
Valuation	£6.3m
Equity Percentage	9.4%
Original investment date	December 2013

Business

- A global market leading provider of safety systems and products designed to protect people from hazards

Investment

- Dunedin led the buyout of Kee Safety in December 2013
- Turnover for year to 30.12.13 of £37.0m (2012: £34.3m), EBITDA of £10.0m (2012: £8.4m)

Valuation

- Valuation based on cost



Cost	£5.9m
Valuation	£5.9m
Equity Percentage	10.1%
Original investment date	June 2014

Business

- A market leading global technology company, providing high performance, ruggedised video cameras to diagnose problems in oil and gas wells
- Presence in 17 worldwide locations across Northern Europe, Canada, USA, West Africa, the Middle East, Asia and Australasia.

Investment

- Dunedin led the buyout of EV in June 2014
- Turnover for year to 31.03.14 of £19.6m (2013: £11.3m), EBITDA of £6.8m (2013: £1.9m)

Valuation

- Valuation based on cost



Cost	£5.7m
Valuation	£5.5m
Equity Percentage	5.2%
Original investment date	December 2010

Business

- A leading independent manufacturer of automotive refinish products including body fillers, coatings, aerosols, polishing compounds and consumables.

Investment

- Dunedin invested in the £130m MBO of U-POL in December 2010
- Turnover for year to 31.12.13 of £62.5m (2012: £61.0m), EBITDA of £16.1m (2012: £14.9m)

Valuation

- 8.2x EBITDA, 8.6x EBITA
- Maintainable earnings and 50% discount to a basket of comparable companies



Cost	£5.4m
Valuation	£4.5m
Equity Percentage	3.9%
Original investment date	2009

Business

- Warsaw private equity fund making investments in Central Eastern Europe
- The fund invests in mid-market buyouts in businesses with an enterprise value of between €50m and €125m

Investment

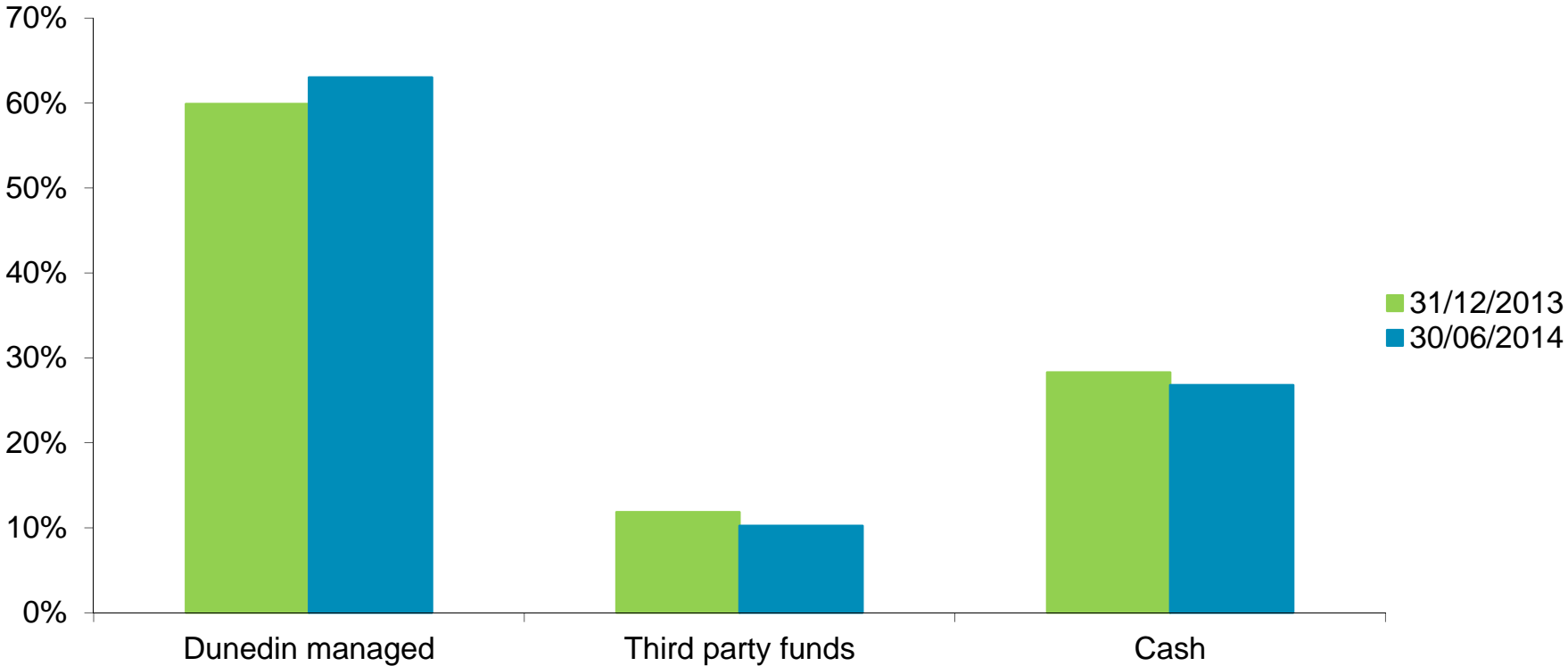
- Dunedin first invested in Innova/5 in 2009

Valuation

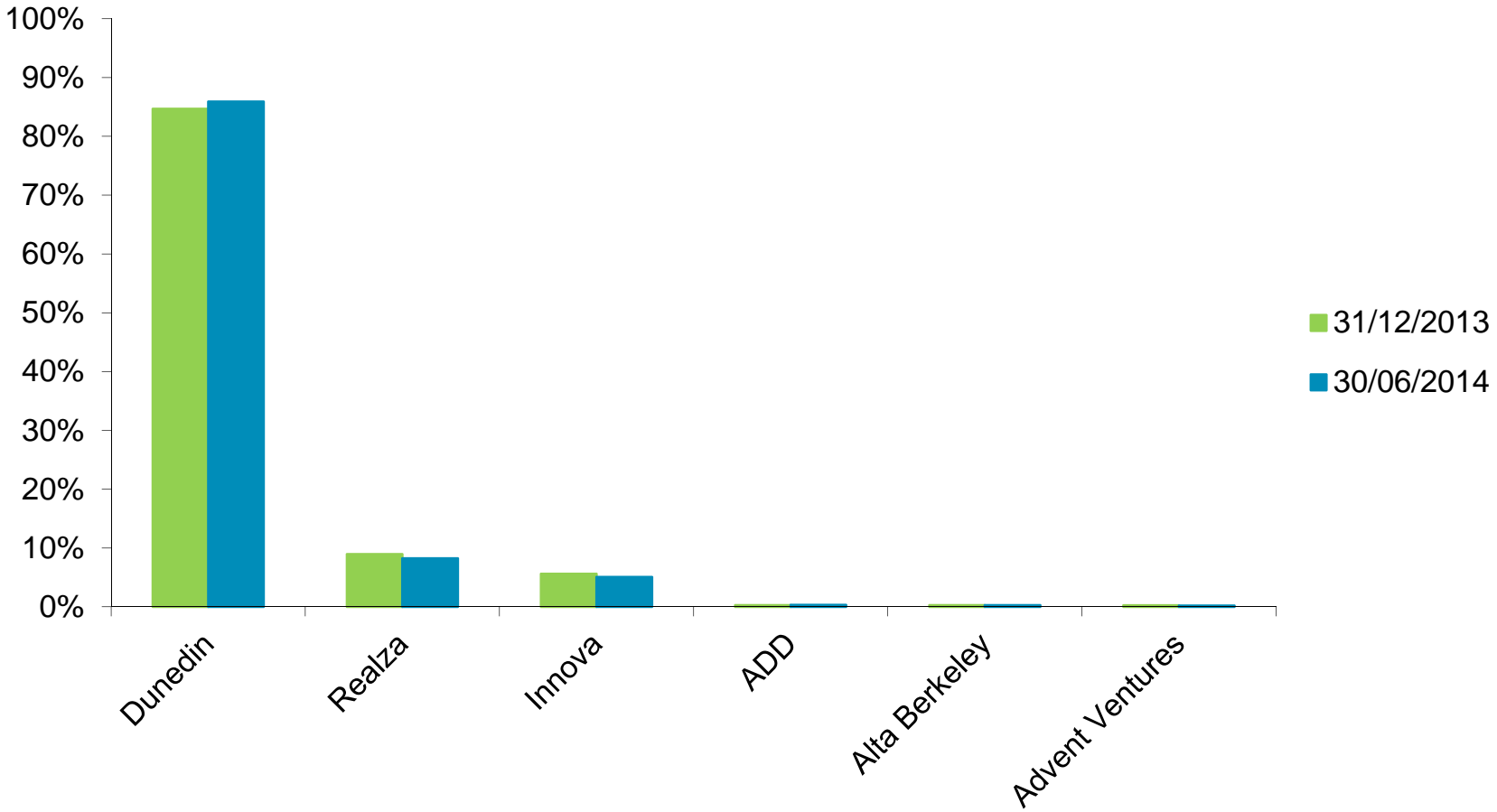
- €5.6m at 30 June 2014 based on Manager's valuation

Appendix 2

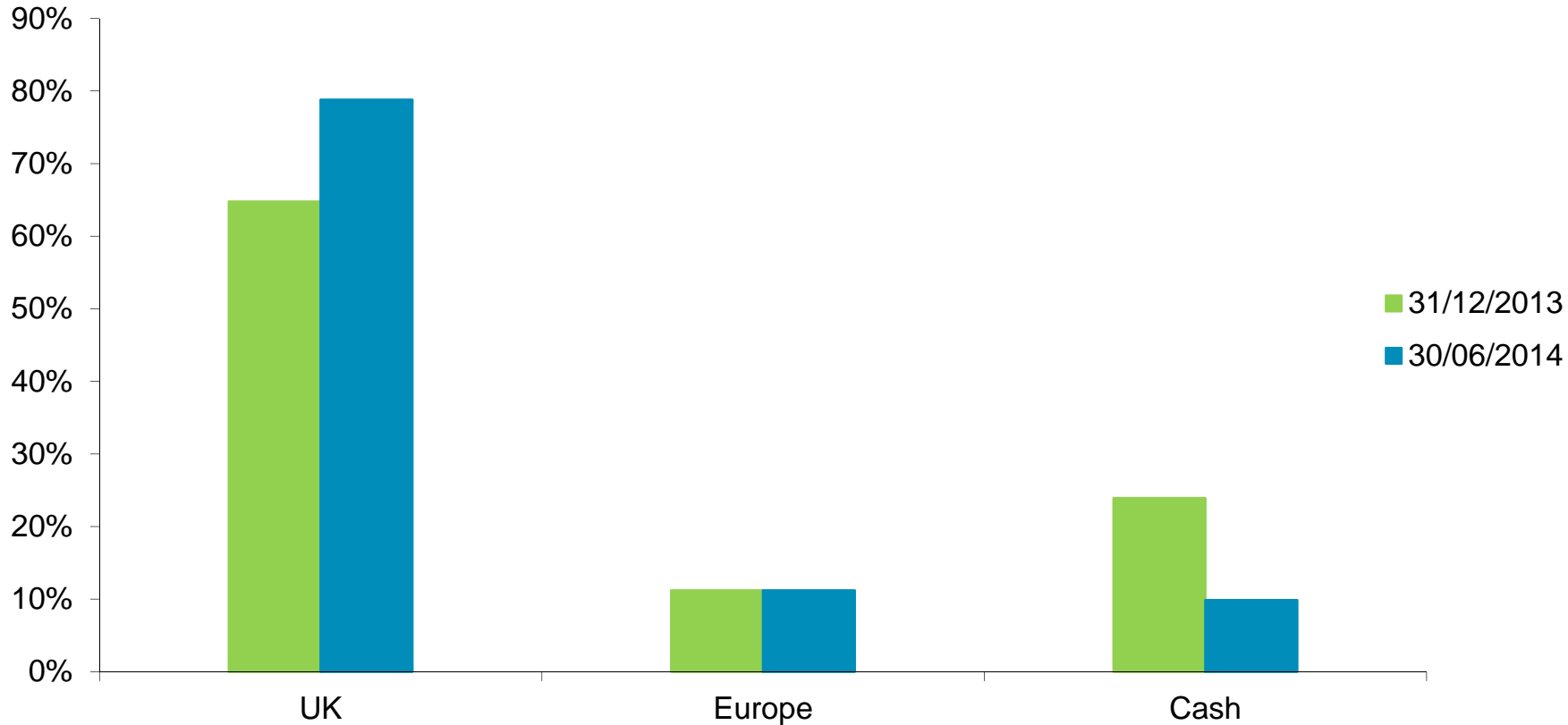
Dunedin Enterprise: investment structure



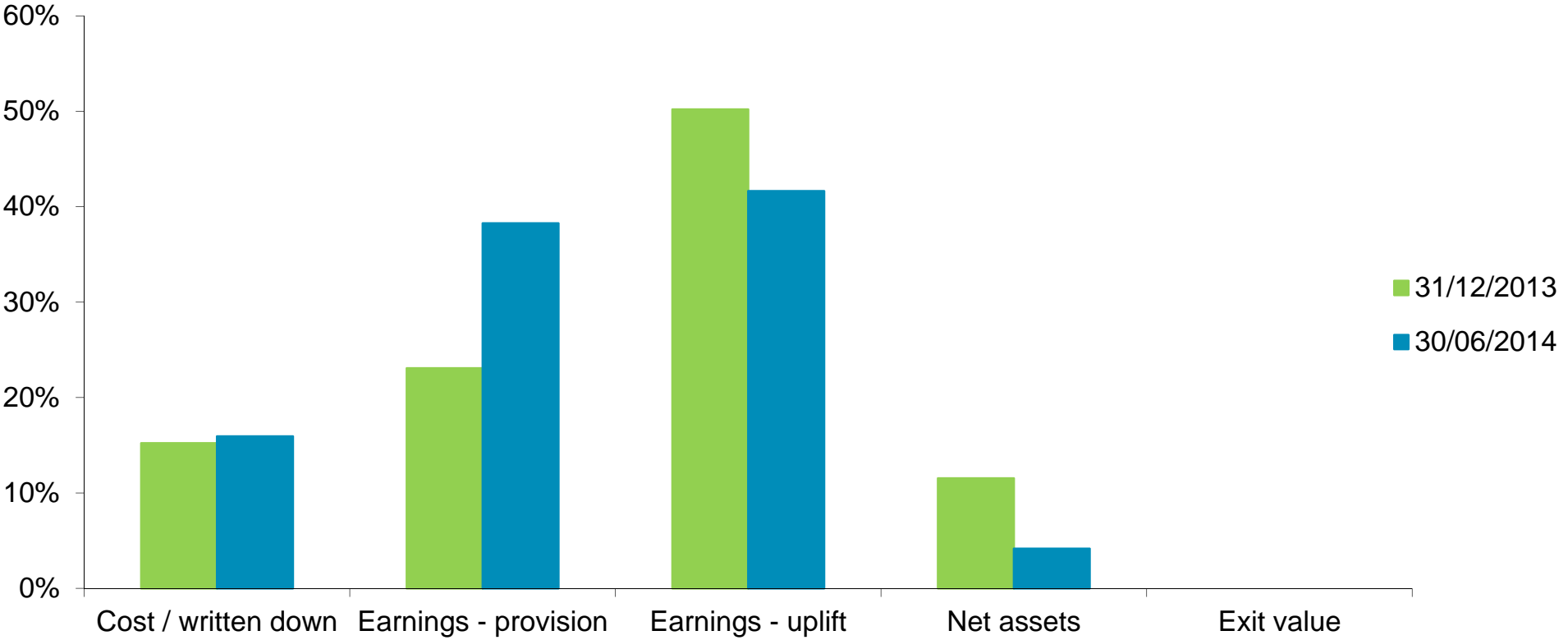
Dunedin Enterprise: manager allocation



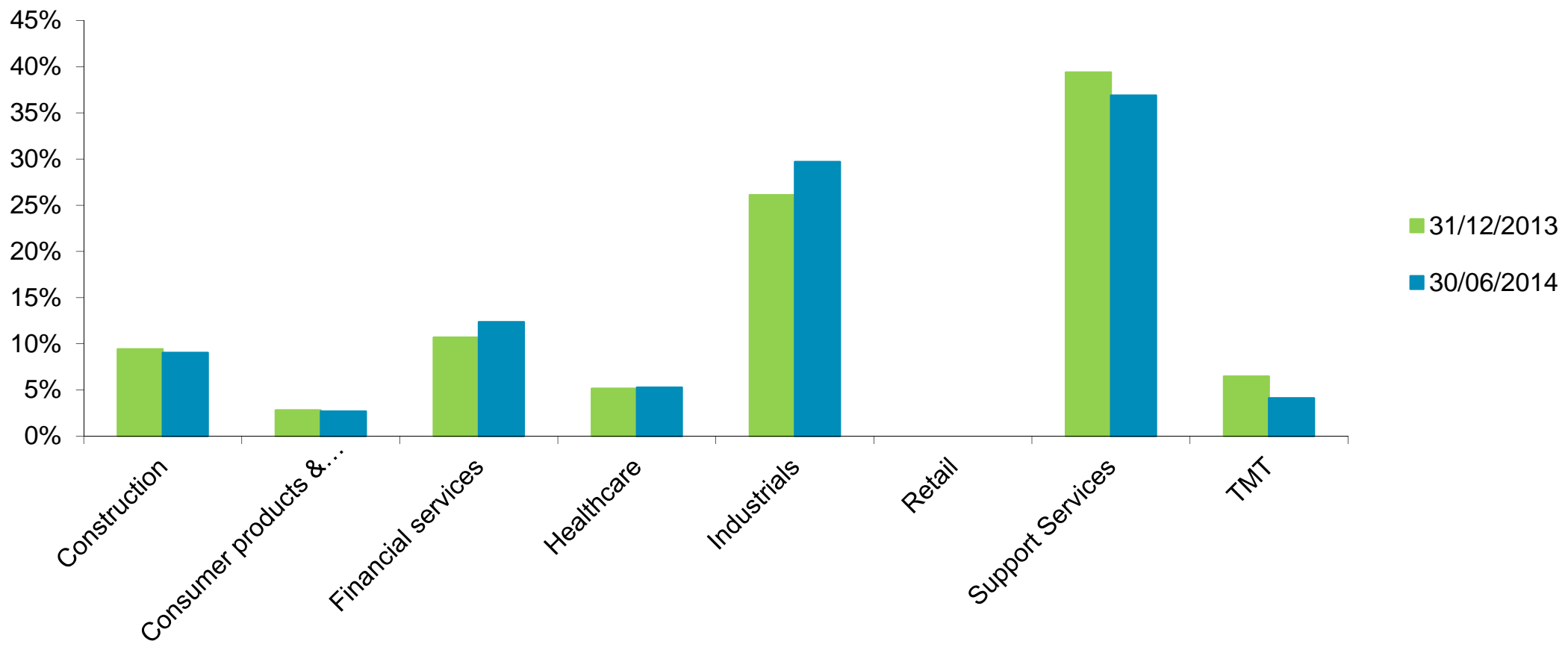
Dunedin Enterprise: geographic allocation



Dunedin Enterprise: valuation method



Dunedin Enterprise: sector



This presentation is being distributed in the United Kingdom (i) in accordance with Article 43 and/or Article 69 of the Financial Services and Markets Act 2000 (Financial Promotions) Order 2005 (the "Promotion Order") and (ii) otherwise only to such other persons to whom it may be lawful to distribute it (all such persons together being referred to as "relevant persons") under the Promotion Order. This presentation is directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. It is intended only for the use of the persons to whom it is provided. Each recipient of this presentation is responsible for ensuring that it is kept confidential and that it is not copied or reproduced in whole or in part or given to any other person. To do so may be a criminal offence. Recipients in jurisdictions outside the United Kingdom should inform themselves about and observe any applicable legal or regulatory requirements in relation to the distribution or possession of this document to or in that jurisdiction.

This material has been prepared solely for purposes of illustration and discussion. Under no circumstances should the information contained herein be used or considered as an offer to sell, or solicitation of an offer to buy any security in Dunedin Enterprise Investment Trust PLC (the "Company") and any such offer or solicitation will only be made on the basis of a prospectus and other associated documents required by law. Neither this presentation nor anything contained in it shall form the basis for any contract or commitment whatsoever. The information is in summary form for convenience of presentation, it is not complete and it should not be relied upon as such.

All information, including performance information, has been prepared in good faith; however, neither the Company nor the Company's manager, Dunedin LLP ("Dunedin") makes any representation or warranty express or implied, as to the accuracy or completeness of the information, and nothing herein shall be relied upon as a promise or representation as to past or future performance. Past performance is not a guide to future performance and specifically there can be no assurances that an investment in the Company will have a return on invested capital similar to the historical returns on other funds managed by the Company's manager. The material included in this presentation may include information that is based, in part or in full, on hypothetical assumptions, models and/or other analysis of Dunedin (which may not necessarily be described herein), no representation or warranty is made as to the reasonableness of any such assumptions, models or analysis and no liability whatsoever is accepted by Dunedin or the Company or any other person in relation thereto. The information set forth herein was gathered from various sources which Dunedin believes, but does not guarantee, to be reliable. Unless stated otherwise, any opinions expressed herein are current as of the date hereof and are subject to change at any time.

This presentation is issued by Dunedin on behalf of the Company. Dunedin is a limited liability partnership authorised and regulated by the Financial Conduct Authority.