



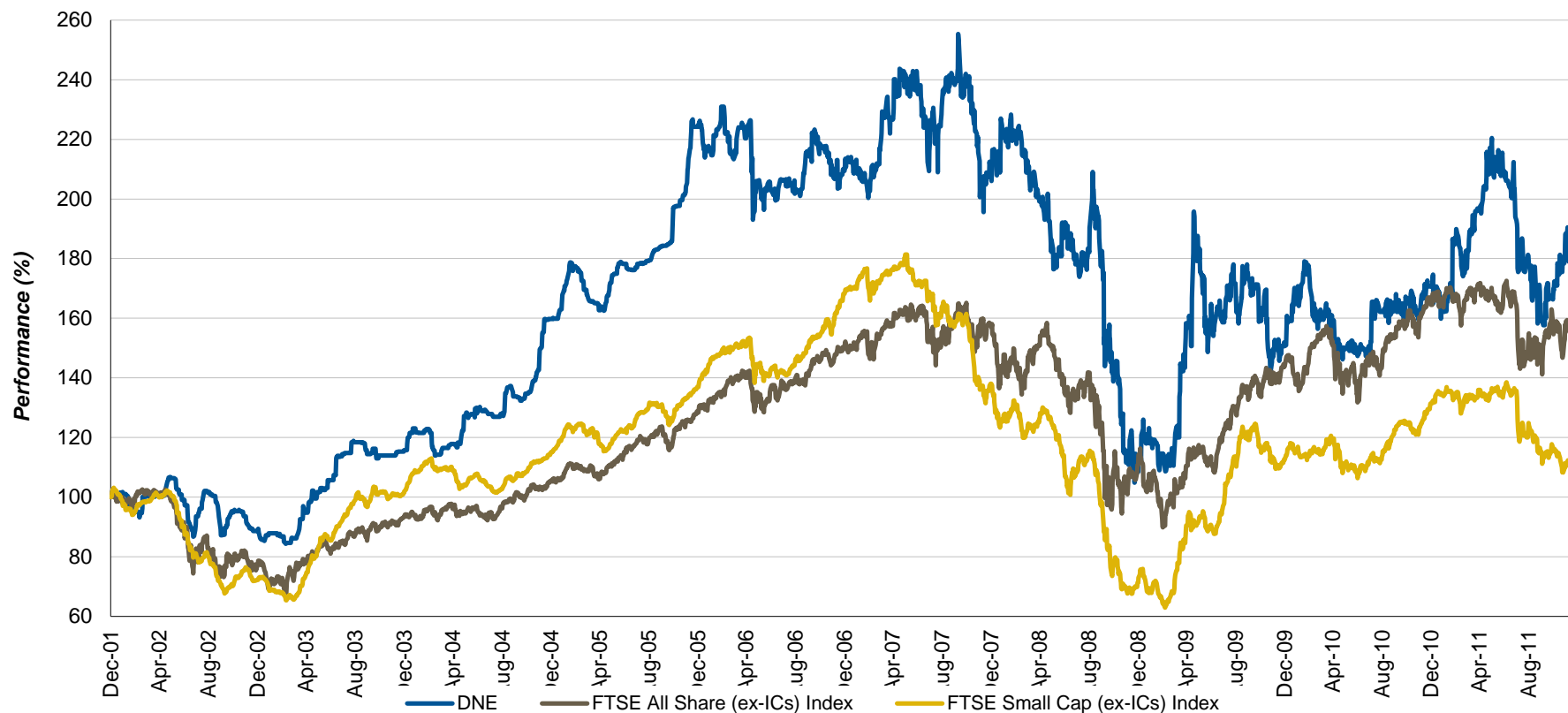
Dunedin Enterprise Investment Trust PLC

Final Results for the year to 31 December 2011

Dunedin Enterprise: performance

- NAV per share up by 8.8% to 541.0p
 - FTSE Small Cap -17.7%
 - FTSE All Share -6.6%
- Share price up by 4.5% from 300p to 313.5p at 31 December 2011
- Share price 381p at 28 February 2012
- Implied discount at 28 February 2012 of 29.6% compared to 39.7% at 31 December 2010
- Investment of £8.0m in Red Commerce
- Sale of SWIP generated £14.5m post year end to be returned to shareholders

Dunedin Enterprise: share price total return over ten years to 31.12.11



Dunedin Enterprise: NAV and share price

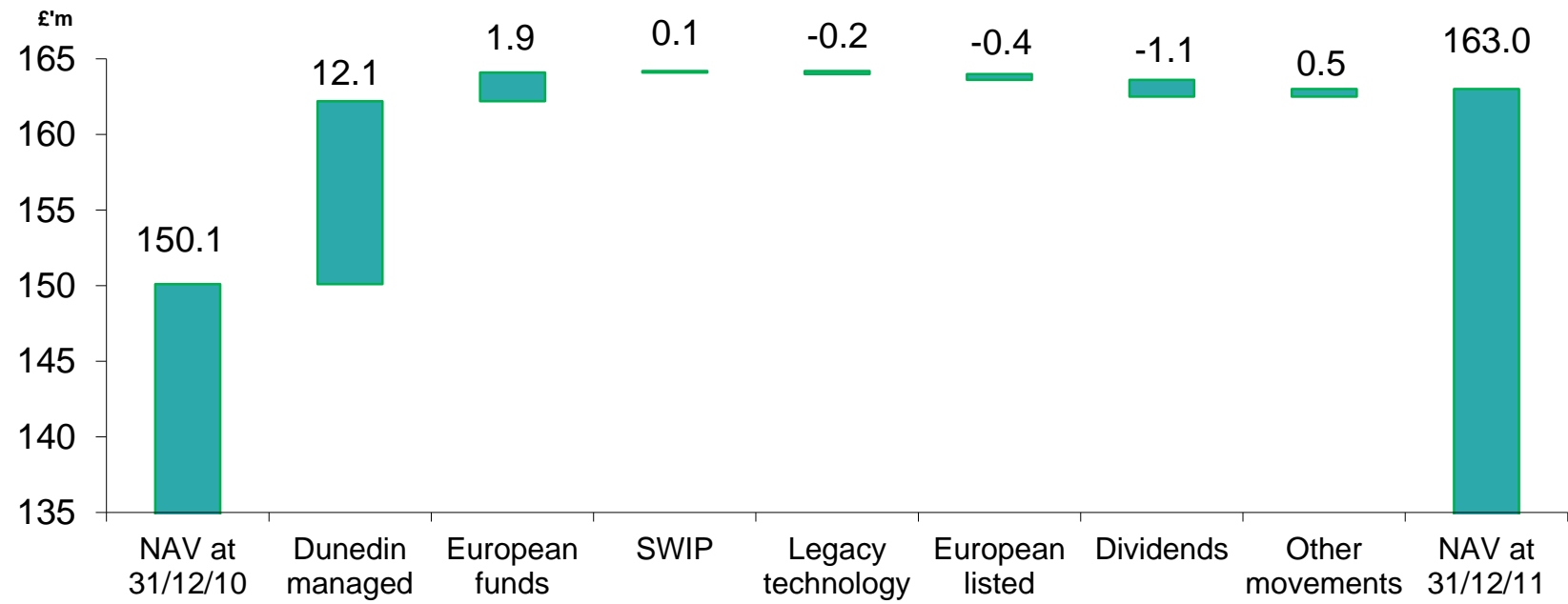


Dunedin Enterprise: investment portfolio

£m

	Valuation at 31-12-10 £'m	Additions in year £'m	Disposals in year £'m	Realised movement £'m	Unrealised movement £'m	Valuation at 31-12-11 £'m
Dunedin managed	87.2	9.9	(5.3)	(0.3)	12.4	103.9
Third party European funds	12.5	7.2	(1.8)	0.6	1.3	19.8
European listed private equity	11.6	-	(11.2)	(0.4)	-	-
Legacy technology funds	1.7	0.1	(0.1)	0.1	(0.3)	1.5
	113.0	17.2	(18.4)	-	13.4	125.2
SWIP Private Equity Fund of Funds	14.4	-	-	-	0.1	14.5
	127.4	17.2	(18.4)	-	13.5	139.7

Dunedin Enterprise: NAV performance attribution



Dunedin Enterprise: portfolio valuation movements

Company	Reason for movement	£m change
Capula	Strong earnings growth on increased order intake	7.0
WFEL	Strong earnings growth and bank debt repayment	5.0
Practice Plan	Increased earnings from acquisitions	2.3
European funds	Valuation increases in Egeria and Realza funds	1.9
Red Commerce	Increased earnings from record placement of contractors	1.6
Enrich	Provision of funding to meet working capital requirements	(0.8)
OSS	Earnings growth offset by increased debt to fund acquisitions	(1.4)
Weldex	Lower forecast earnings on reduced rates for cranes	(1.4)
RSL Steeper	Lower earnings from NHS pricing pressures	(1.7)
Other movements		1.0
		13.5

Earnings-based valuation

- Comply with IPEV guidelines
- Maintainable earnings
- Accrued interest of £13.8m (31/12/10: £8.2m)
- 12 out of 14 companies budgeting for increased profits
- 2 companies budgeting lower profits

Average valuation multiples: Dunedin managed direct investments

Weighted Average	31 December 2011	30 June 2011	31 December 2010
EBITA	8.1	8.6	8.5
EBITDA	6.8	7.1	7.0

At 31 Dec 2011

EBITA multiples range from 5.2x to 11.6x

EBITDA multiples range from 4.7x to 8.9x

Average valuation multiples: Dunedin managed direct investments

Key Sector Comparison	31 December 2011	30 June 2011	31 December 2010
Support Services	16.3	20.7	20.5

Represents 60% of the aggregate portfolio value (48% at 31 December 2010)

Average valuation multiples: Dunedin managed direct investments

Debt multiples	31 December 2011	30 June 2011	31 December 2010
EBITA multiple	2.5x	2.7x	3.0x
EBITDA multiple	2.1x	2.2x	2.5x

Note

Debt defined as banking facilities drawn less cash at 31 December 2011

EBITA and EBITDA per investment valuation

Portfolio Gearing: Dunedin managed direct investments

Gearing as multiple of EBITDA	No. of companies	% of total valuation
Multiple < 1	5	43%
Multiple 1 to 2	1	5%
Multiple 2 to 3	5	38%
Multiple > 3	2	14%

Portfolio Gearing: Dunedin managed direct investments

Maturity of Portfolio Company Debt	
Repayable in 2012	13%
Repayable in 2013	13%
Repayable in 2014	12%
Repayable in 2015	10%
Repayable thereafter	52%
	100%

All companies are covenant compliant and all are expecting to repay debt as scheduled

Dunedin Enterprise: currency factors

Euro Exchange Rate	at 31 December 2011	€1.20 to £1	
	at 31 December 2010	€1.16 to £1	
	at 31 December 2011	£: 75%	€: 25%
	at 31 December 2010	£: 63%	€: 37%

Increase in Sterling weighting reflects valuation uplifts and the sale of European quoted holdings offsetting European fund drawdowns

Impact of exchange rate movement on portfolio valuations in the year was £0.8m (equates to 2.8p per share)

Dunedin Enterprise: third party European fund movements

	Commitment	Drawn to date (No. of investment)	Outstanding commitment	Valuation at 31 December 2011	
	€m	€m	€m	€m	£m
FSN Capital (Nordic - €375m)	12.7	6.4 (7)	6.3	4.8	4.0
Realza (Iberia - €170m)	15.0	4.1 (2)	10.9	6.4	5.3
Egeria (Netherlands - €500m)	10.0	5.5 (5)	4.5	6.7	5.6
Innova (Eastern Europe - €450m)	15.0	2.8 (3)	12.2	2.2	1.8
Capiton (Germany - €350m)	15.0	4.2 (4)	10.8	3.7	3.1
	67.7	23.0 (21)	44.7	23.8	19.8

Dunedin Enterprise: strategy and commitments

- Dunedin managed funds

DBF II : £75m commitment of which 78% drawn - o/s commitment £21.9m

Investment period extended to September 2012

DBF I & EHF : investment periods expired, £1.0m remains undrawn and available

- Third party European funds

- 5 commitments made in 2008 and 2009

- No new commitments will be made

- Commitments to date €67.7m, being £56.6m (at 31.12.11 exchange rate)

- Drawdowns to date £19.2m – o/s commitment £37.4m

- In order to continue to deliver on the strategy approved by Shareholders on 28 November 2011 the Trust has committed £25m to the UK lower mid-market through Dunedin

Commitment strategy

	31 December 2011 £m
Cash and near cash	23.5
Revolving credit facility	10.0
Undrawn commitments - Dunedin	(22.9)
Undrawn commitments - Europe	<u>(37.4)</u>
Unfunded commitments	<u>(27.1)</u>

Revolving credit facility of £10m expires on 31 August 2012

Renewal of the facility will be sought

Projections continue to show no borrowing requirement for the foreseeable future

Dunedin Enterprise: new investment activity

- New investment of £17.2m to 31 December 2011
 - £9.9m in Dunedin managed funds
 - £7.2m in Third party European funds
 - £0.1m in Legacy technology funds
- £8.0m invested in management buyout of Red Commerce on 2 July 2011
- Within European funds £3.0m drawn by Capiton and £2.6m by FSN

Dunedin Enterprise: new investment activity

- Red Commerce
 - £42.5m secondary management buyout
 - Global supplier of SAP experts to international corporations and consultancies
 - global footprint with access to over 200,000 SAP experts in 80 countries, and offices in the UK, Germany, France, Scandinavia, Switzerland and Brazil.
 - Clients include Bosch, Johnson & Johnson and Novartis. Included within the Sunday Times Fast Track 100 for three consecutive years
 - Dunedin DebtBridge™ facilitated certainty of completion
 - Dunedin equity stake 65% (Dunedin Enterprise – 19.3%)
 - Organic and acquisitions growth
 - Year to 31 March 2011:- Turnover £60.3m (net fee income £15.0m) EBITA £5.4m
 - Valuation 7.8x EBITA and 7.9x EBITDA

—www.redcommerce.com

Dunedin Enterprise: realisations

- Total realisations of £18.4m
- £11.2m realised from sale of entire remaining holding in European listed stocks
- £4.5m generated from the redemption of loan stock by Practice Plan

Dunedin Enterprise: ten largest investments

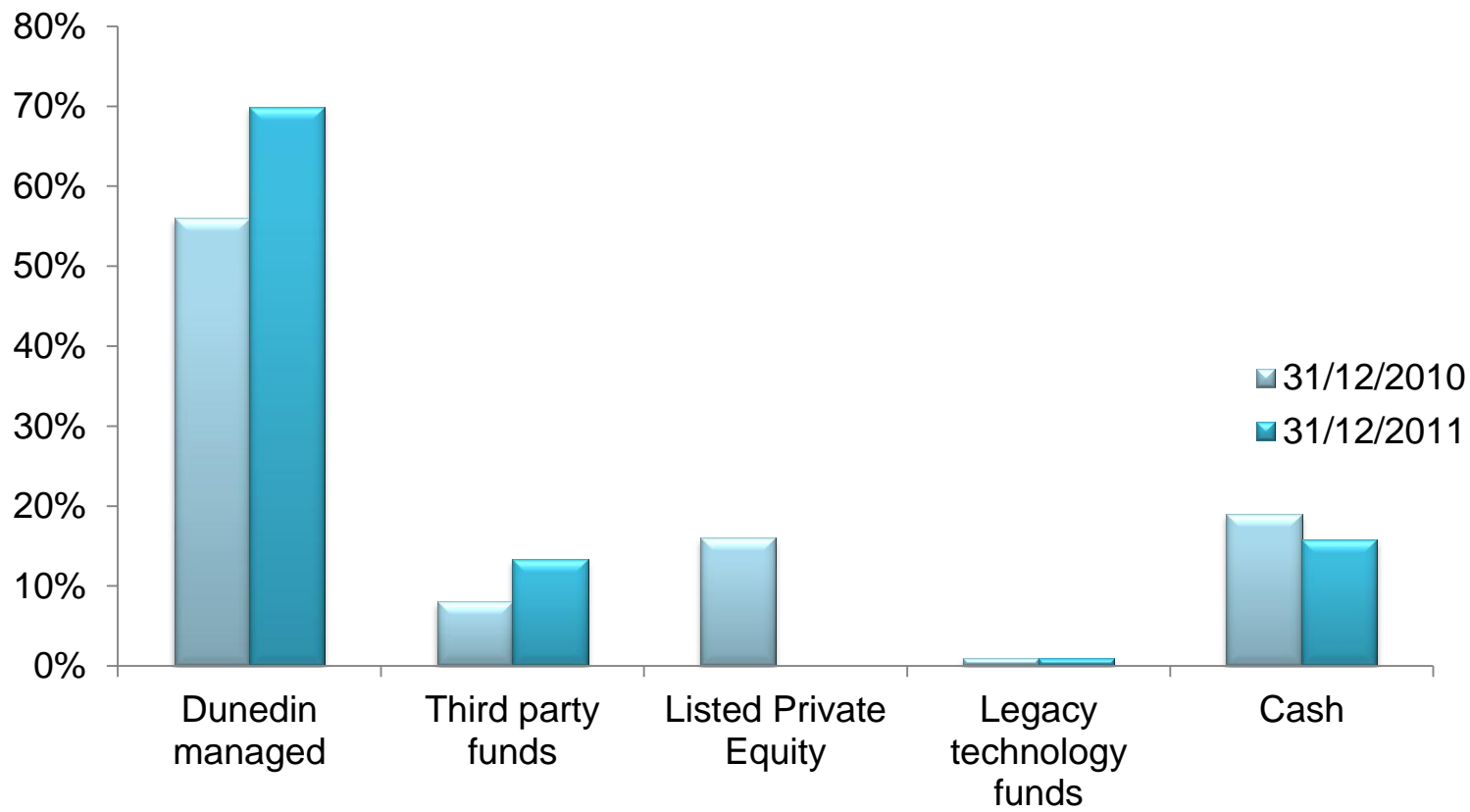
	Total Dunedin equity %	Dunedin Enterprise equity %	Cost of investment £m	Directors valuation £m	% of net assets %
SWIP Private Equity Fund of Funds II Plc	4.0	4.0	15.0	14.5	8.9
WFEL Holdings Limited	74.0	23.2	6.9	12.2	7.5
Capula Group Limited	73.8	37.5	8.4	11.5	7.0
Practice Plan Group Holdings Limited	49.6	26.2	5.6	11.3	6.9
CitySprint Group Limited	40.0	11.9	9.8	11.0	6.8
Red Commerce Limited	65.0	19.3	8.0	9.6	5.9
OSS Environmental Holdings Limited	40.2	40.2	6.0	9.5	5.9
Weldex (International) Offshore Limited	51.0	15.1	9.5	8.4	5.2
etc.venues Group Limited	53.4	27.9	3.4	8.1	4.9
CGI Group Limited	41.4	41.4	8.5	5.7	3.5
			81.1	101.8	62.5

Dunedin Enterprise: outlook

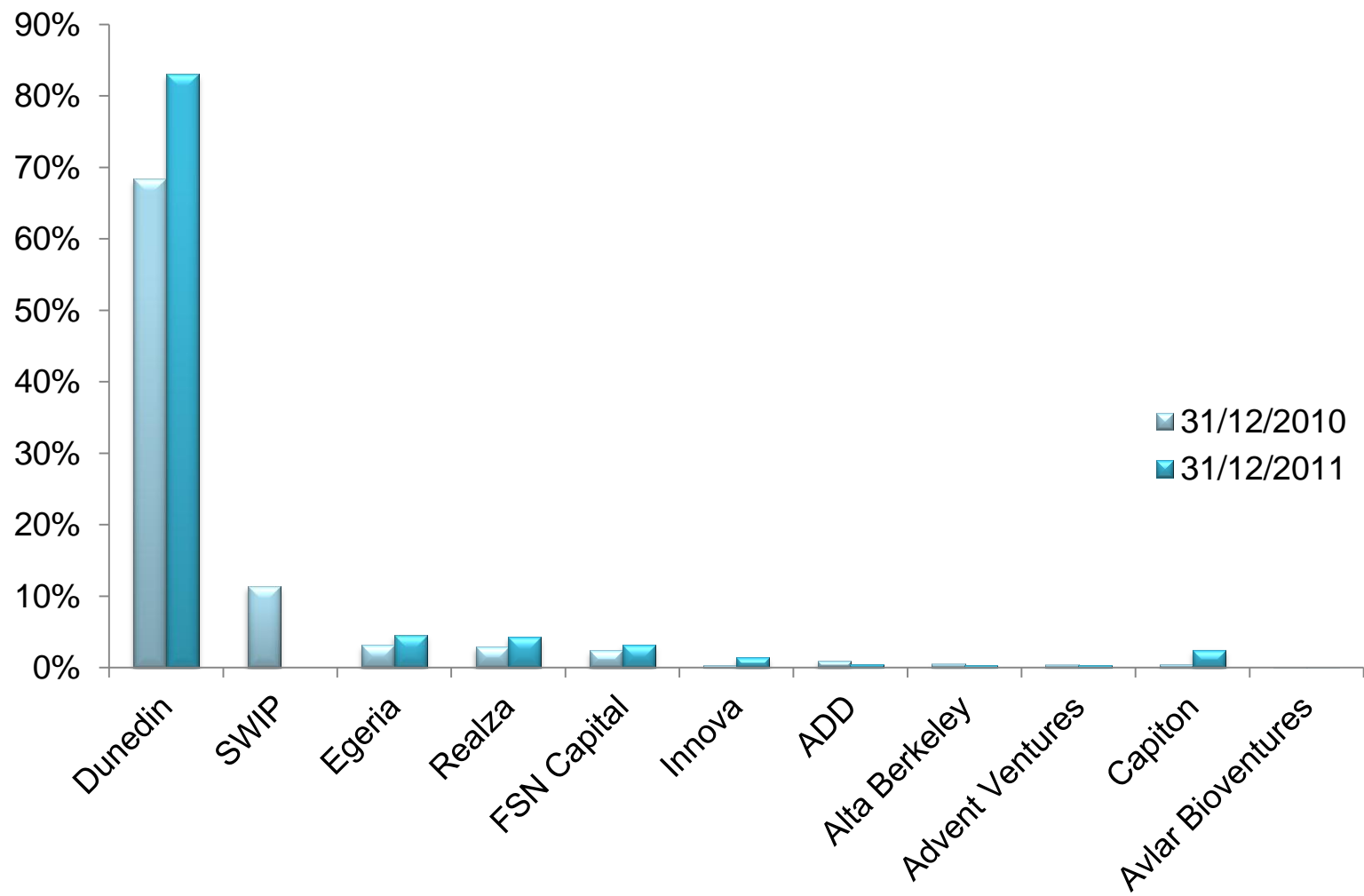
- Portfolio is in good shape
- Upturn in realisation prospects
- DBFII and European funds active in the new investment market
- Sufficient funds to meet forecast drawdowns

Appendix 1

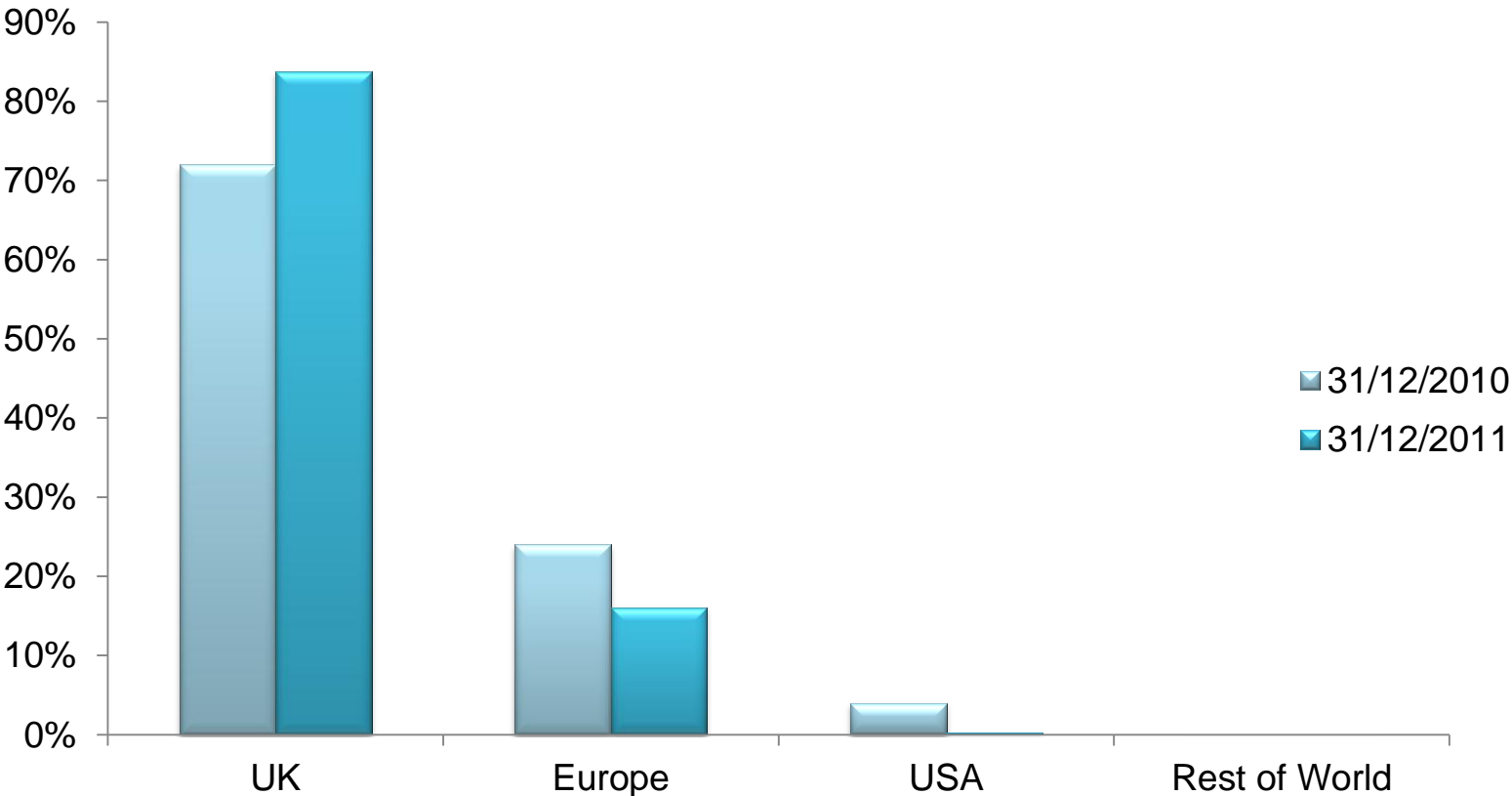
Dunedin Enterprise: investment structure



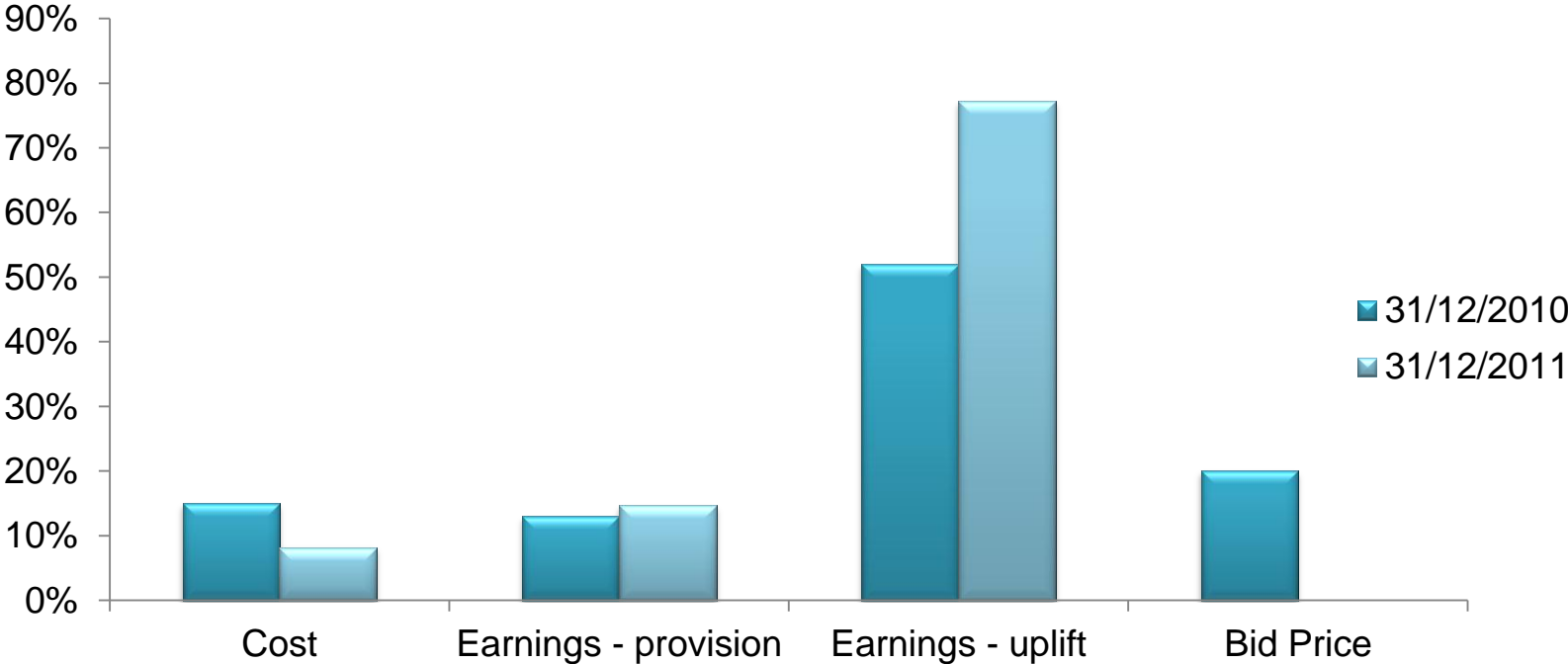
Dunedin Enterprise: manager allocation



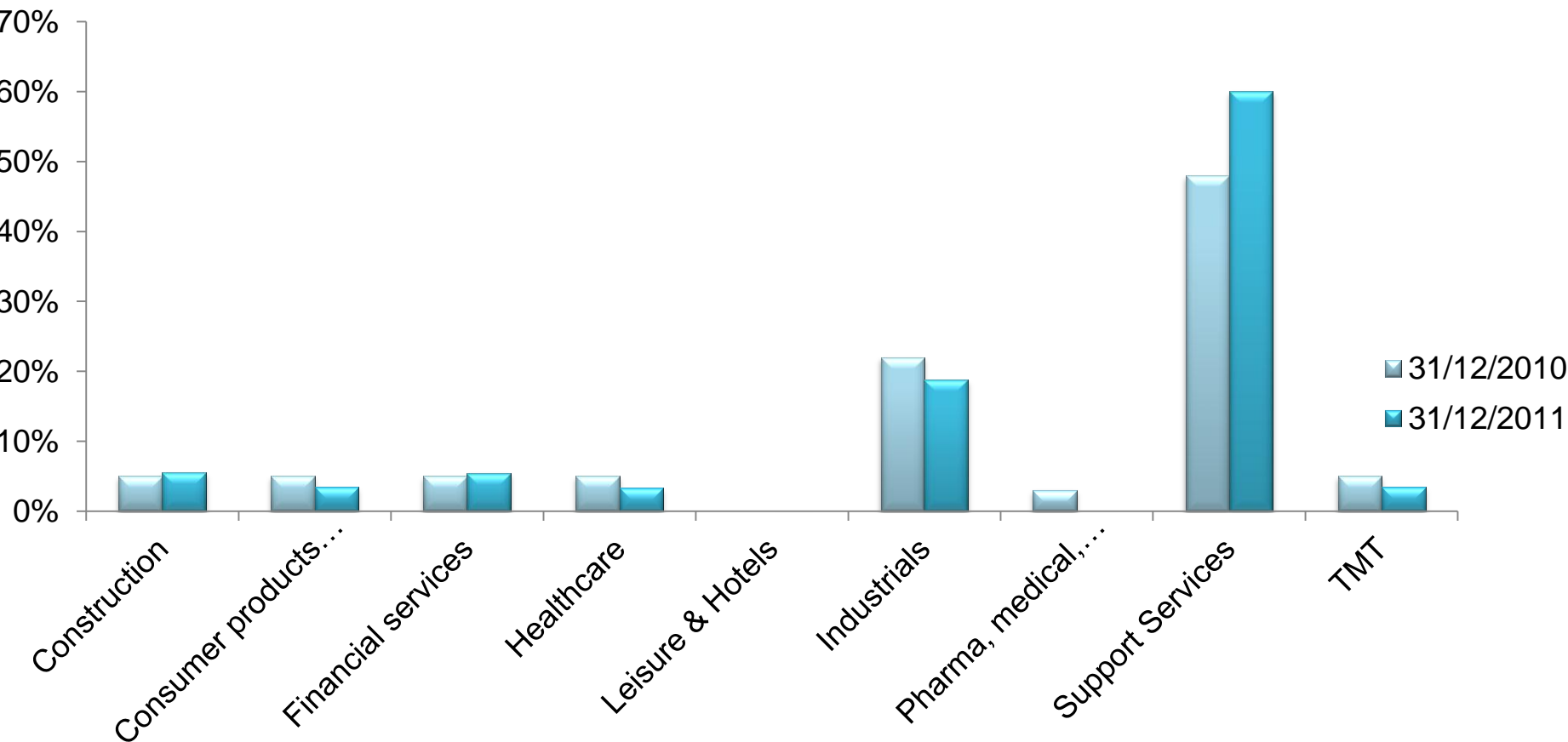
Dunedin Enterprise: geographic allocation



Dunedin Enterprise: valuation method



Dunedin Enterprise: sector



Dunedin Enterprise: deal type

