



Interim Results Presentation 18 October 2011

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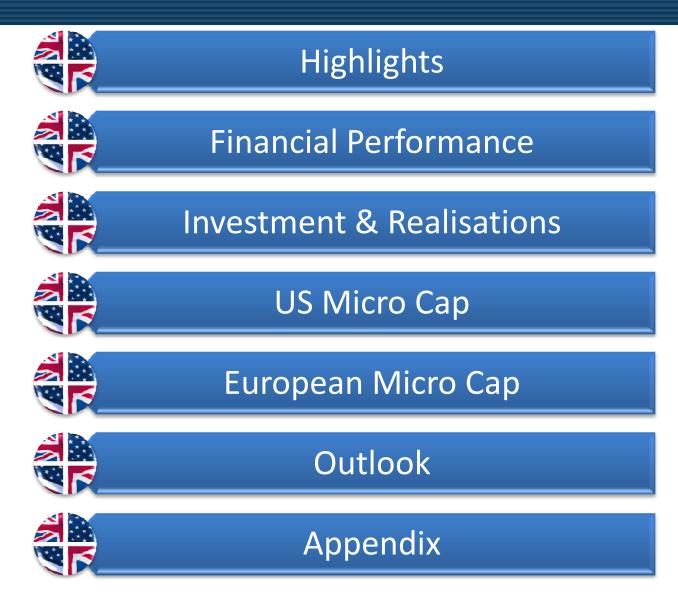
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## **CONTENTS**



#### **HIGHLIGHTS**

#### **Performance**

- 12<sup>th</sup> consecutive quarter of NAV growth
- Total NAV return of 2.9%
- NAV per share up US\$0.16 to US\$9.09
- Dividend of 3.5c per share and a Special Dividend of 3c
- 74% of micro cap companies had YoY EBITDA growth

#### **Portfolio**

- Outperformance despite the challenging environment
- US\$57.3 million invested in US and Europe
- Conservatively valued US micro-cap portfolio at 6.9x

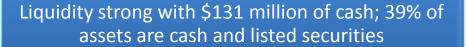
#### **Outlook**

- Healthy pipeline of potential investments in US and Europe
- Potential for significant cash realisations
- Well positioned with significant balance sheet liquidity



#### **FINANCIAL PERFORMANCE**

Total NAV return of 2.9%, despite challenging macro environment



No outstanding debt or long-term obligations other than ZDPs

Factor Energia in the EuroMicrocap Fund, Dantom and Galson Laboratories, were the main sources of NAV growth

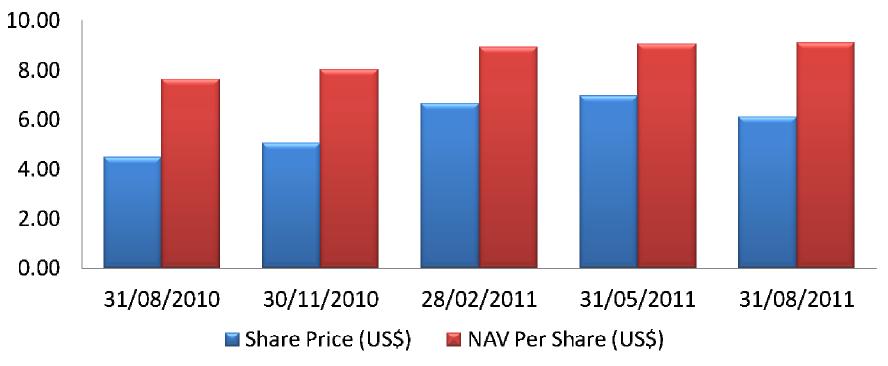
	31.08.11	28.02.11
	US' \$000	US' \$000
Investments	527,572	493,757
Cash and cash equivalents	155, 565	172,267
Other liabilities-net	-6,326	-2,895
Zero Dividend Preference Shares	-85,718	-82,341
Net asset value	591,092	580,788
Number of Ordinary Shares (000's)	65,019	65,019
Net asset value per Ordinary Share	US\$9.09	US\$8.93
Market price per Share	US\$6.10 <sup>1</sup>	US\$6.64 <sup>2</sup>
NAV to market price discount	33%	26%

 $<sup>^{\</sup>rm 1}$  JZCP closing share price at 31 August 2011 was GPB3.75 this has been translated using the exchange rate at this date

 $<sup>^2</sup>$  JZCP closing share price at 28 February 2011 was GBP4.12 this has been translated using the exchange rate at this date



# **SHARE PRICE VS NAV PERFORMANCE**



Date	Share Price	NAV per Share	NAV per Share w/o Div
31/08/2010	4.50	7.62	7.68
30/11/2010	5.05	8.03	8.09
28/02/2011	6.64	8.93	9.15
31/05/2011	6.96	9.06	9.37
31/08/2011	6.10	9.09	9.40



## **PORTFOLIO UPDATE**

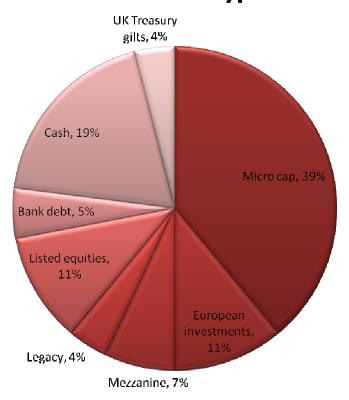
Total amount invested during the period was US\$57.3 million

Liquid, diversified portfolio combining equity and interest earning assets

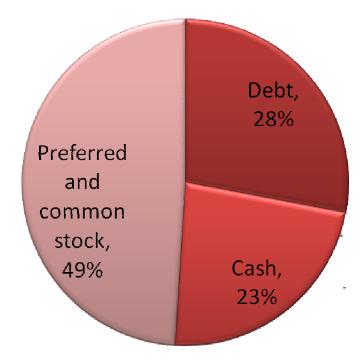
Portfolio mix remains consistent

European investments constitute 9% of NAV

## **Investment types**



### **Securities Breakdown**





#### **INVESTMENT AND REALISATION HIGHLIGHTS**

# Investments

Total: US\$57.3 million

#### • US Micro Cap

- US\$7 million for 41.5% of Southern Parts and Engineering Company
- US\$7.7 million for 40% of Nashville Chemical
- US\$4.5 million for 16% of Justrite
- An additional US\$3.8 million in Milestone Aviation
- European Micro Cap
- €21.3 million for 75% of Grupo Ombuds
- €13 million for 70% of Docout

# Realisations

Total: US\$59.2 million

- AC TECH net proceeds of US\$18.2m, earning a multiple of capital invested of 5.6x and an IRR of 34.6%
- Realisations challenging due to upheaval in the capital markets but we hope to have some good news within the year



### **US MICRO CAP**



YoY EBITDA growth for 74% of our investments



Despite challenging environment \$23m put to work



Conservatively valued portfolio – low average multiple of 6.9x



JZCP has low leverage at 1.3x



Two investments written up: Dantom (\$5.3m) and Galson Laboratories (\$1.4m)



#### **EUROPEAN MICRO CAP**



JZCP is investing up to 20% of its NAV in Europe to diversify its portfolio and enhance shareholder value



#### **FACTOR ENERGIA**

- •A leading business in Spain which provides energy services to SMEs
- •Invested €10.1m to acquire 65% stake
- •Paid 6.5x 2009 EBITDA, 2.2x 2010 EBITDA
- •EBITDA in 2010 reached €9.7m with strong cash generation in excess of €17m at July 2011
- Factor has stopped distributing energy to the public administration and will launch a gas distribution service and tap the mass consumer market
- •Growth rate year to date in excess of 40% and more than 17,200 clients



#### **XACOM**

- •A major firm involved in the development, manufacture and distribution of wireless and mobile telephone equipment
- •Acquired 60% of Xacom for €10m
- •Represents 3.3x 2010 EBITDA purchase multiple
- Xacom has started its international expansion into South America with new offices in Chile and Mexico
- •Successfully launched mobile payment technology to be used by a large telecoms business and a bank
- •Sales growth year on year in excess of 40% maintaining gross margin levels



#### **EUROPEAN MICRO CAP**



#### **DOCOUT**

- Docout is a provider of digitalization, document processing and storage services
- Acquired 38% for €11m
- Represents an 8.8x 2010 EBITDA purchase multiple and a cash multiple of 6.0x
- Docout is trading close to plan with top line growth of 40%, expecting a 2011 EBITDA close to €6.5m, 3.1x purchase multiple
- The company expects to double recurring quarterly top line revenue in 2011
- JZCP provided a €2m working capital facility
- Currently negotiating with strategic clients to extend the operating activities to Mexico and the United Kingdom



#### **GRUPO OMBUDS**

- Provider of security, surveillance and facility services to public sector and blue-chip clients
- Ombuds' success is due to strong organic growth and a focused buy-and-build strategy in the Spanish security market
- Acquired 75% of Ombuds for €12.7m, 2.4x 2010 EBITDA with net cash included and 2.5x 2011 expected EBITDA.
- JZCP provided a senior loan of €5m and a subordinated loan of €3.5m
- Advanced negotiations with first add-on



## OUTLOOK

## **Strong financial condition**

**Healthy pipeline** 

Consistent Value Orientated Approach

- Well positioned with significant balance sheet liquidity
- Continued active investment across verticals in US and in Europe
- Ongoing NAV appreciation
- Progressive dividend policy





**Appendix** 



#### **ABOUT US**

- JZ Capital Partners Limited is one of the oldest closed ended investment companies listed on the Main Market of the London Stock Exchange
- Approximately \$700m of assets
- Principally invests in US and European micro cap companies
- Guernsey resident tax efficient vehicle
- Two classes of shares in issue Zero Dividend Preference and Ordinary Shares
- Advisor is Jordan/Zalaznick Advisers founded in 1986
  - Led by Jay Jordan and David Zalaznick invested together for 30 years
  - Gordon Nelson (CIO) worked with Jay and David for 20 years
  - Todd Hamilton Managing Director of Bolder Capital, the driver of micro cap strategy
- Two distinct teams, in US and Europe, dedicated to building micro cap portfolios
- The European team includes Jock Green-Armytage and Miguel Rueda who have worked together for ten years

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#### WHAT IS OUR INVESTMENT STRATEGY?

- Strategic build-ups in the inefficient micro cap market in the US and Europe
- JZCP buys at reasonable entry multiples and modest leverage
  - Average micro-cap purchase multiple of 6.0x trailing EBITDA
  - Average debt multiple senior to JZCP is 1.3x for the micro-cap portfolio
  - · Will add leverage to enhance returns with well performing investments
- In the US, JZCP has senior operating executives that provide supervision and strategic advice
  - Five executives to date hands-on operating industry professionals
- Co-investments with well-known, successful micro cap private equity firms
- Significant proprietary deal flow
  - Large network of long-term sourcing relationships
  - No auctions



#### **INVESTMENT CASE**

- 30 year track record in the micro cap buy out market
- Over 70 realisations, 3.7x multiple of capital invested and 40% IRR
- Offer shareholders access to US and European micro cap market
- Exceptionally strong balance sheet with large cash reserves for investment
- Diversified, liquid and conservatively valued portfolio
  - 42 companies, 8 industries
  - \$270m cash and liquid securities
  - Micro cap investments valued under 6.9x EBITDA
- Benefitting from return profile of small cap funds versus larger cap funds
- Consistent NAV growth
- Trading at a significant discount 33%



# MAJOR HOLDINGS

Company	Туре	Value (US\$'000s)	% of Total
Pro /	N		
Safety Insurance Group, Inc.	Listed equities	45,093	9%
Wound Care Solutions, LLC	Micro cap	42,943	8%
Accutest Holdings, Inc.	Micro cap	42,160	8%
recurest from this just the	mero cap	12,100	570
Dantom Systems, Inc.	Micro cap	40,266	8%
TAL International Group, Inc.	Listed equities	31,130	6%
Continental Cement Company, LLC	Mezzanine	28,564	5%
		·	
Factor Energia, S.A.	European	27,733	5%
Dental Services Group, Inc.	Micro cap	24,852	5%
BG Holdings, Inc.	Micro can	24,822	5%
DO HOIGINGS, IIIC.	Micro cap	Z4,0ZZ	370
Healthcare Products Holdings, Inc.	Legacy	22,458	4%
Top 10 Holdings		330,021	63%

JZCP's 10 largest investments account for approximately 63% of the portfolio on 31 August 2011

