

ALLIED CAPITAL CORP  
Form 497  
February 25, 2002

*PROSPECTUS SUPPLEMENT*

*(To Prospectus dated December 19, 2001)*

Filed Pursuant to Rule 497 Registration  
Statement No. 333-67336

784,555 Shares  
**COMMON STOCK**

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*All of the 784,555 shares of the common stock, par value \$.0001 per share, of Allied Capital Corporation are being issued and sold by us to an institutional investor at negotiated purchase prices for total offering proceeds to the Company of \$20 million.*

*These negotiated purchase prices, per share, are equal to the Volume Weighted Average Price on the New York Stock Exchange, as reported by Bloomberg L.P. using the AQR function for the shares (the Average Trading Price), less a discount of 3% (the Purchase Price), for each of the fourteen trading days during the period from February 4, 2002 to February 22, 2002 (the Investment Period).*

*The total number of shares offered hereby equals the aggregate number of shares resulting from:*

- (i) the allocation of the purchaser's proposed aggregate investment of \$20 million on a pro rata basis over the Investment Period; and*
- (ii) the purchase, on each day during the Investment Period on which the Average Trading Price exceeds \$22.00 (the Threshold Price) or on which the Average Trading Price is below the Threshold Price and the purchaser chooses to purchase shares at the Threshold Price, of the maximum number of whole shares at the Purchase Price.*

*This results in the purchase of a total of 784,555 shares at an average purchase price per share of \$25.49.*

*Our common stock is traded on the New York Stock Exchange under the symbol ALD. On February 22, 2002, the last reported sales price for the common stock was \$27.00.*

*We are an internally managed closed-end management investment company that has elected to be regulated as a business development company under the Investment Company Act of 1940, as amended. Our investment objective is to achieve current income and capital gains.*

*Please read this prospectus supplement, and the accompanying prospectus, before investing, and keep it for future reference. It contains important information about the Company. To learn more about the Company, you may want to look at the Statement of Additional Information dated December 19, 2001 (known as the SAI). For a free copy of the SAI, contact us at Allied Capital Corporation, 1919 Pennsylvania Avenue, N.W., Washington, DC 20006, 1-888-253-0512. We have filed the SAI with the U.S. Securities and Exchange Commission and have incorporated it by reference into the prospectus. The SAI's table of contents appears on page B-1 of the prospectus. The Commission maintains an Internet website (<http://www.sec.gov>) that contains the SAI, material incorporated by reference and other information about the Company.*

**You should review the information including the risk of leverage, set forth under Risk Factors on page 8 of the prospectus, before investing in common stock of the Company.**

*Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities or passed upon the adequacy or accuracy of this prospectus supplement or the prospectus. Any representation to the contrary is a criminal offense.*

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February 22, 2002

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**We have not authorized any dealer, salesperson or other person to give any information or to make any representation other than those contained or incorporated by reference in this prospectus supplement or the prospectus. You must not rely upon any information or representation not contained or incorporated by reference in this prospectus supplement or the prospectus as if we had authorized it. This prospectus supplement and the prospectus do not constitute an offer to sell or a solicitation of any offer to buy any security other than the registered securities to which they relate, nor do they constitute an offer to sell or a solicitation of an offer to buy any securities in any jurisdiction to any person to whom it is unlawful to make such an offer or solicitation in such jurisdiction. The information contained in this prospectus supplement and the prospectus is accurate as of the dates on their covers.**

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**Information contained or incorporated by reference in this prospectus supplement, and the prospectus, may contain forward-looking statements which can be identified by the use of forward-looking terminology such as may, will, expect, intend, anticipate, estimate, or continue or the negative thereof or other variations thereon or comparable terminology. The matters described in Risk Factors in the prospectus and certain other factors noted throughout this prospectus supplement and the prospectus, and in any exhibits to the registration statement of which this prospectus supplement and the prospectus are a part, constitute cautionary statements identifying important factors with respect to any such forward-looking statements, including certain risks and uncertainties, that could cause actual results to differ materially from those in such forward-looking statements. In this prospectus supplement and the prospectus, unless otherwise indicated, the Company , we , us or our refer to Allied Capital Corporation and its subsidiaries.**

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## FEES AND EXPENSES

This table describes the various costs and expenses that an investor in the Company will bear directly or indirectly.

### Shareholder Transaction Expenses

Privately negotiated  
transaction (as a  
percentage of offering  
price)(1)

3.0%

Dividend reinvestment  
plan fees(2)

None

### Annual Expenses (as a percentage of consolidated net assets attributable to common shares)(3)

Operating expenses(4)

3.4%

Interest payments on  
borrowed funds(5)

5.1%

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Total annual  
expenses(6)

8.5%

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(1) The discount with respect to the shares sold by the Company in this offering is the only sales load paid in connection with this offering.

(2) The expenses of the Company's DRIP plan are included in Operating expenses. The Company has no cash purchase plan. The participants in the DRIP plan will bear a pro rata share of brokerage commissions incurred with respect to open market purchases, if any. See Dividend Reinvestment Plan in the prospectus.

(3) Consolidated net assets attributable to common shares equals net assets (*i.e.*, total assets less total liabilities and preferred stock) at September 30, 2001.

(4) Operating expenses represent the estimated operating expenses of the Company for the year ending December 31, 2001 excluding interest on indebtedness. This percentage for the year ended December 31, 2000 was 3.4%.

(5) The Interest payments on borrowed funds represent estimated interest payments for the year ending December 31, 2001. The Company had outstanding borrowings of \$924.5 million at September 30, 2001. This percentage for the year ended December 31, 2000 was 5.6%. See Risk Factors in the prospectus.

(6) Total annual expenses as a percentage of consolidated net assets attributable to common stock are higher than the total annual expenses percentage would be for a company that is not leveraged. The Company borrows money to leverage its net assets and to increase its total assets. The Securities and Exchange Commission requires that Total annual expenses percentage be calculated as a percentage of *net* assets, rather than the total assets, including assets that have been funded with borrowed money. If the Total annual expenses percentage were calculated instead as a percentage of consolidated total assets, Total annual expenses for the Company would be 4.9% of consolidated total assets.

### Example

The following example, required by the Commission, demonstrates the projected dollar amount of total cumulative expenses that would be incurred over various periods with respect to a hypothetical investment in the Company. In calculating the following expense amounts, we assumed we would have no additional leverage and that

our operating expenses would remain at the levels set forth in the table above.

|   | <u>1 Year</u> | <u>3 Years</u> | <u>5 Years</u> | <u>10 Years</u> |
|---|---------------|----------------|----------------|-----------------|
| You would pay the following expenses on a \$1,000 investment, assuming a 5% annual return | \$113         | \$280          | \$447          | \$868           |

Although the example assumes (as required by the Commission) a 5.0% annual return, our performance will vary and may result in a return of greater or less than 5.0%. In addition, while the example assumes reinvestment of all dividends and distributions at net asset value, participants in the DRIP plan may receive shares that we issue at or above net asset value or purchased by the administrator of the DRIP plan, at the market price in effect at the time, which may be higher than, at, or below net asset value. See *Dividend Reinvestment Plan* in the accompanying prospectus.

**The example should not be considered a representation of future expenses, and the actual expenses may be greater or less than those shown.**

## RECENT DEVELOPMENTS

### Operating Results

For the year ended December 31, 2001, the Company reported net income of \$200.7 million, or \$2.16 per share, an 11% increase on a per share basis as compared to earnings of \$143.1 million, or \$1.94 per share, for 2000. For the three months ended December 31, 2001, the Company reported net income of \$42.9 million, or \$0.43 per share, as compared to net income of \$42.3 million, or \$0.52 per share, for the three months ended December 31, 2000. Net income varies substantially from quarter to quarter due to the varied timing of events that result in net realized and unrealized gains or losses. As a result, quarterly comparisons of net income may not be meaningful.

Net operating income before net realized and unrealized gains or losses was \$179.1 million, or \$1.92 per share for 2001, a 25% increase on a per share basis as compared to net operating income of \$112.7 million, or \$1.53 per share, for 2000. For the fourth quarter of 2001, net operating income before net realized and unrealized gains or losses totaled \$53.0 million, or \$0.53 per share, a 26% increase on a per share basis as compared to fourth quarter 2000 net operating income of \$34.7 million, or \$0.42 per share.

Net realized and unrealized gains totaled \$21.3 million, or \$0.23 per share, for 2001 as compared to \$30.4 million, or \$0.41 per share, for 2000. For the year ended December 31, 2001, the Company recognized realized gains of \$10.1 million and realized losses of \$9.4 million.

During 2001, the Company invested a total of \$680.3 million. After total repayments of \$74.5 million, asset sales of \$130.0 million and valuation changes during the year, total assets increased to \$2.46 billion at December 31, 2001, a 33% increase over total assets of \$1.85 billion at December 31, 2000. Shareholders' equity increased 31% to \$1.35 billion at December 31, 2001 from \$1.03 billion at December 31, 2000. Net asset value per share at December 31, 2001 was \$13.57, a 12% increase over the net asset value per share of \$12.11 at December 31, 2000.

For the year ended December 31, 2001, the Company's total return to shareholders was 35%, including reinvestment of dividends and share price appreciation during the year. The annual return on average assets was 9% and the annual return on average equity was 17% for the year ended December 31, 2001.

For 2001, private finance investments totaled \$287.7 million and commercial real estate investments totaled \$392.6 million. For the fourth quarter of 2001, total new loans and investments were \$170.7 million. At December 31, 2001, the overall weighted average yield on the Company's portfolio was 14.3%, as compared to 14.1% at December 31, 2000.

### Private Finance

The private finance portfolio totaled \$1.60 billion at December 31, 2001. The debt portion of this portfolio, which totaled \$1.11 billion at December 31, 2001, had a weighted average yield of 14.8%, as compared to 14.6% at December 31, 2000. During the fourth quarter of 2001, the Company invested a total of \$60.9 million in its core private finance business. Significant new private finance investments during the fourth quarter of 2001 included:

\$15.0 million in subordinated debt to support the acquisition of HSCA by MedAssets HSCA, a healthcare outsourcing company;

\$13.0 million in subordinated debt and equity capital in a recapitalization of Elmhurst Consulting LLC, an implementation-focused supply chain consulting firm;





\$11.0 million of subordinated debt with warrants to recapitalize Advantage Mayer, Inc., one of the country's leading regional food brokers; and

\$5.1 million in preferred stock to fund the growth of Foresite Towers LLC, a developer of communications towers.

### **CMBS Investing**

During the year ended December 31, 2001, the Company's commercial real estate finance group invested \$390.4 million in non-investment grade commercial mortgage-backed securities (CMBS) in nine separate transactions. For the year ended December 31, 2001, the Company sold a total of \$124.5 million of CMBS. During the fourth quarter of 2001, the Company invested \$109.6 million in CMBS in three separate transactions.

At December 31, 2001, the Company's portfolio of CMBS, all of which was acquired directly from the original issuers, totaled \$582.6 million, or 24% of total assets, and had a weighted average yield to maturity of 14.8%. Because the Company has acquired its CMBS investments at an approximate discount of 50% from the face amount of the bonds, the unamortized discount on the CMBS portfolio at December 31, 2001 totaled \$611.9 million.

From time to time, the Company will purchase lower yielding BB bonds in anticipation of future opportunities to sell such bonds at a premium. In February 2002, the Company completed the sale of \$122.6 million of BB+, BB and BB- bonds that were purchased during 2001, 2000 and 1999.

### **Liquidity and Capital Resources**

During 2001, the Company raised \$286.9 million of new equity in eight separate placements. In addition, the Company obtained additional unsecured long-term debt of \$150 million. The Company also expanded its committed unsecured revolving credit facility to \$497.5 million, of which \$352.8 million was available at December 31, 2001.

At December 31, 2001, the Company had a weighted average cost of debt of 7.0%. At December 31, 2001, the Company had regulatory asset coverage of 245% and the ratio of debt to equity was 0.75 to 1. The Company is required to maintain regulatory asset coverage of at least 200%.

### **Portfolio Quality and Valuation**

The Company employs a grading system to monitor the quality of its portfolio. Grade 1 is for those investments from which a capital gain is expected. Grade 2 is for investments performing in accordance with plan. Grade 3 is for investments that require closer monitoring; however, no loss of interest or principal is expected. Grade 4 is for investments for which some loss of contractually due interest is expected, but no loss of principal is expected. Grade 5 is for investments for which full loss of interest and some loss of principal is expected, and the loan is marked down to net realizable value.

At December 31, 2001, the portfolio of Grade 1 investments totaled \$603.3 million, or 26% of the total portfolio at value; Grade 2 investments totaled \$1.55 billion, or 67% of the total portfolio; Grade 3 investments totaled \$79.5 million, or 3% of the total portfolio; Grade 4 investments totaled \$44.5 million, or 2% of the total portfolio; and Grade 5 investments totaled \$48.5 million, or 2% of the total portfolio. Included in Grade 4 and 5 investments are assets totaling \$6.6 million that are secured by commercial real estate.

For the total investment portfolio, loans greater than 90 days past due were \$39.1 million at value at December 31, 2001, or 2% of the total portfolio. Included in this category are loans valued at



\$14.1 million that are secured by commercial real estate. At December 31, 2001, greater than 30-day delinquencies in the underlying collateral pool related to the CMBS portfolio were 0.45%.

**Quarterly Dividend**

The Company increased its regular quarterly dividend to \$0.53 per share for the first quarter of 2002. The dividend is payable on March 28, 2002 to shareholders of record on March 15, 2002.

For 2001, the Company paid total dividends of \$2.01 per share, a 10.4% increase over total dividends of \$1.82 per share in 2000. The Company's dividend is paid from taxable income. The Board determines the dividend, based on annual estimates of taxable income, which differs from book income due to both timing and absolute differences in income and expense recognition. Changes in unrealized appreciation and depreciation have no impact on the Company's taxable income.

## SUMMARY FINANCIAL INFORMATION

|   | At December 31, |      |
|---|-----------------|------|
|   | 2001            | 2000 |
| <i>(In thousands, except per share amounts)</i> |                 |      |
| <b>ASSETS</b>                                   |                 |      |
| Portfolio at Value:                             |                 |      |
| Private finance                                 |                 |      |
| \$1,595,072                                     | \$1,282,467     |      |
| Commercial real estate finance                  |                 |      |
| 734,518   | 505,534         |      |
| <hr/>   |                 |      |
| <hr/>   |                 |      |
| Total Portfolio at Value                        |                 |      |
| 2,329,590                                       | 1,788,001       |      |
| Cash and cash equivalents                       |                 |      |
| 889   | 2,449           |      |
| Other assets                                    |                 |      |
| 130,234   | 63,367          |      |
| <hr/>   |                 |      |
| <hr/>   |                 |      |
| Total Assets                                    |                 |      |
| \$2,460,713                                     | \$1,853,817     |      |
| <hr/>   |                 |      |
| <hr/>   |                 |      |
| <b>LIABILITIES and SHAREHOLDERS EQUITY</b>      |                 |      |
| Liabilities:                                    |                 |      |
| Debt  |                 |      |
| \$1,020,806                                     | \$786,648       |      |
| Other liabilities                               |                 |      |
| 80,784  | 30,477          |      |
| <hr/>   |                 |      |
| <hr/>   |                 |      |
| 1,101,590                                       | 817,125         |      |
| Preferred stock                                 |                 |      |
| 7,000   | 7,000           |      |
| Common shareholders equity                      |                 |      |
| 1,352,123                                       | 1,029,692       |      |
| <hr/>   |                 |      |
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Total Liabilities and Shareholders

Equity

\$2,460,713 \$1,853,817

Net asset value per common share

\$13.57 \$12.11

Common shares outstanding at end of year

99,607 85,057

| 3 Months Ended December 31 |      | 12 Months Ended December 31 |      |
|----------------------------|------|-----------------------------|------|
| 2001                       | 2000 | 2001                        | 2000 |
| <i>(unaudited)</i>         |      |                             |      |

*(In thousands, except per share amounts)*

Interest and Related Portfolio Income:

Interest and dividend income

\$66,742 \$52,539 \$240,464 \$182,307

Premiums from loan dispositions

434 5,386 2,504 16,138

Fees and other income

15,490 3,810 46,142 13,144

Total Interest and Related Portfolio Income

82,666 61,735 289,110 211,589

Expenses:

Interest

17,130 15,767 65,104 57,412

Employee

7,387 6,519 29,656 26,025

Administrative

5,133 4,724 15,299 15,435

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Total Operating Expenses

29,650 27,010 110,059 98,872

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Net Operating Income Before Net Realized and  
Unrealized Gains (Losses)

53,016 34,725 179,051 112,717

Net Realized and Unrealized Gains (Losses):

Net realized gains (losses)

(7,678) (7,572) 661 15,523

Net unrealized gains (losses)

(2,860) 15,128 20,603 14,861

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Total Net Realized and Unrealized Gains (Losses)

(10,538) 7,556 21,264 30,384

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Net Income Before Income Taxes

42,478 42,281 200,315 143,101

Income tax benefit

412 412

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Net Increase in Net Assets Resulting From Operations

\$42,890 \$42,281 \$200,727 \$143,101

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|  |        |        |        |         |
|--|--------|--------|--------|---------|
| Diluted net operating income per share |        |        |        |         |
| \$0.53                                 | \$0.42 | \$1.92 | \$1.53 |         |
| Diluted earnings per share             |        |        |        |         |
| \$0.43                                 | \$0.52 | \$2.16 | \$1.94 |         |
| Weighted average shares outstanding    |        |        |        | diluted |
| 100,052                                | 81,612 | 93,003 | 73,472 |         |

Certain reclassifications have been made to the 2000 balances to conform to the 2001 financial statement presentation.



## USE OF PROCEEDS

The net proceeds from the sale of the shares, after deducting estimated expenses of this offering, are approximately \$19.95 million. We intend to use the net proceeds from selling shares to finance our Company's growth and for general corporate purposes, which may include investment in private growth companies, purchase of commercial mortgage-backed securities and acquisitions. We may also repay a portion of our revolving line of credit.

We raise new equity from time to time using a shelf registration statement. We raise new equity when we have a clear use of proceeds for attractive investment opportunities. Historically, this process has enabled us to raise equity on an accretive basis for existing shareholders.

## PLAN OF DISTRIBUTION

All of the 784,555 shares of common stock, par value \$0.0001 per share, that we are offering by this prospectus supplement and the accompanying prospectus are being issued and sold to an institutional investor at negotiated purchase prices for total offering proceeds to the Company of \$20 million.

These negotiated purchase prices, per share, are equal to the Volume Weighted Average Price on the New York Stock Exchange, as reported by Bloomberg L.P. using the AQR function for the shares (the Average Trading Price), less a discount of 3.0% (the Purchase Price), for each of the fourteen trading days during the period from February 4, 2002 to February 22, 2002 (the Investment Period). The total number of shares offered hereby equals the aggregate number of shares resulting from:

- (i) the allocation of the purchaser's proposed aggregate investment of \$20 million on a pro rata basis over the Investment Period, and
- (ii) the purchase, on each day during the Investment Period on which the Average Trading Price exceeds \$22.00 (the Threshold Price) or on which the Average Trading Price is below the Threshold Price and the purchaser chooses to purchase shares at the Threshold Price, of the maximum number of whole shares at the Purchase Price. This results in the purchase of a total of 784,555 shares at an average purchase price per share of \$25.49.

The net offering proceeds to us, after deduction of estimated offering expenses of approximately \$50,000, will be approximately \$19.95 million.

## PROSPECTUS

**\$300,000,000**

**Common Stock  
Preferred Stock  
Debt Securities**

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Please read this prospectus, and the accompanying prospectus supplement, if any, before investing, and keep it for future reference. It contains important information about the Company.

To learn more about the Company, you may want to look at the Statement of Additional Information dated December 19, 2001 (known as the SAI ). For a free copy of the SAI, contact us at:

Allied Capital Corporation  
1919 Pennsylvania Avenue, N.W.  
Washington, DC 20006  
1-888-253-0512

The Company has filed the SAI with the U.S. Securities and Exchange Commission and has incorporated it by reference into this prospectus. The SAI's table of contents appears on page 82 of this prospectus.

The Commission maintains an Internet website (<http://www.sec.gov>) that contains the SAI, material incorporated by reference and other information about the Company.

Our common stock is traded on the New York Stock Exchange under the symbol ALD. As of December 19, 2001, the last reported sales price on the New York Stock Exchange for the common stock was \$25.24.

*We may offer, from time to time, up to \$300,000,000 of our common stock, par value \$0.0001 per share, preferred stock, or debt securities in one or more offerings. All shares of common stock, preferred stock, and debt securities that are offered under this prospectus are collectively referred to herein as the Securities.*

*The Securities may be offered at prices and on terms to be described in one or more supplements to this prospectus. In the case of our common stock, the offering price per share less any underwriting commissions or discounts will not be less than the net asset value per share of our common stock at the time we make the offering.*

*We are an internally managed closed-end management investment company that has elected to be regulated as a business development company under the Investment Company Act of 1940, as amended.*

*Our investment objective is to achieve current income and capital gains. We seek to achieve our investment objective by investing primarily in private businesses in a variety of industries throughout the United States. No assurances can be given that we will continue to achieve our objective.*

**You should review the information including the risk of leverage, set forth under Risk Factors on page 8 of this prospectus before investing in Securities of the Company.**

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**Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities or passed upon the adequacy or accuracy of this prospectus. Any representations to the contrary is a criminal offense.**

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**This prospectus may not be used to consummate sales of Securities unless accompanied by a prospectus supplement.**

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December 19, 2001

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**We have not authorized any dealer, salesman or other person to give any information or to make any representation other than those contained or incorporated by reference in this prospectus or any accompanying supplement to this prospectus. You must not rely upon any information or representation not contained or incorporated by reference in this prospectus or the accompanying prospectus supplement as if we had authorized it. This prospectus and any prospectus supplement do not constitute an offer to sell or a solicitation of any offer to buy any security other than the registered securities to which they relate, nor do they constitute an offer to sell or a solicitation of an offer to buy any securities in any jurisdiction to any person to whom it is unlawful to make such an offer or solicitation in such jurisdiction. The information contained in this prospectus and any prospectus supplement is accurate as of the dates on their covers.**

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## PROSPECTUS SUMMARY

*The following summary contains basic information about this offering. It may not contain all the information that is important to an investor. For a more complete understanding of this offering, we encourage you to read this entire document and the documents to which we have referred.*

*In this prospectus or any accompanying prospectus supplement, unless otherwise indicated, the Company, ACC, we, us or our refer to Allied Capital Corporation and its subsidiaries.*

### THE COMPANY (Page 14)

We are a business development company and provide private investment capital to private and undervalued public companies in a variety of different industries throughout the United States. We have been investing in growing businesses for over 40 years and have financed thousands of companies nationwide. Our investment activity is focused in two areas:

private finance, and

commercial real estate finance, primarily the purchase of commercial mortgage-backed securities ( CMBS ). Our investment portfolio includes:

long-term unsecured loans with equity features,

equity investments in middle-market companies, which may or may not constitute a controlling equity interest,

commercial mortgage-backed securities, and

commercial mortgage loans.

We identify loans and investments through our numerous relationships with:

mezzanine and private equity investors,

investment banks, and

other intermediaries, including professional services firms.

In order to increase our sourcing and origination activities, we have two regional offices in New York and Chicago. We centralize our credit approval function and service our loans through an experienced staff of professionals at our headquarters in Washington, DC.

We have an advantageous tax structure, as compared to operating companies, that allows for the pass-through of income to our shareholders through dividends without the imposition of a corporate level of taxation. See Tax Status.

We are an internally managed diversified closed-end management investment company that has elected to be regulated as a business development company ( BDC ) under the Investment Company Act of 1940, as amended ( 1940 Act ). Our investment objective is to achieve current income and capital gains. We seek to achieve our investment objective by investing in growing businesses in a variety of industries throughout the United States. As a BDC, we are required to meet regulatory tests, the most significant relating to its investments and borrowings. A BDC is required to invest at least 70% of its assets in private or thinly traded public, U.S.-based companies. A BDC must maintain a coverage ratio of assets to senior securities of at least 200%. See Business Certain Government Regulations.

We are quoted on the New York Stock Exchange and trade under the symbol ALD.

### **THE OFFERING** (Page 80)

We may offer, from time to time, up to \$300,000,000 of our Securities, on terms to be determined at the time of offering.

Securities may be offered at prices and on terms described in one or more supplements to this prospectus. In the case of the offering of our common stock, the offering price per share less any underwriting commission or discount will not be less than the net asset value per share of our common stock at the time we make the offering.

Our Securities may be offered directly to one or more purchasers, through agents designated from time to time by us, or to or through underwriters or dealers. The supplement to this prospectus relating to the offering will identify any agents or underwriters involved in the sale of our Securities, and will set forth any applicable purchase price, fee and commission or discount arrangement between our agents and us or among our underwriters or the basis upon which such amount may be calculated.

We may not sell Securities without delivering a prospectus supplement describing the method and terms of the offering of our Securities.

### **USE OF PROCEEDS** (Page 14)

Unless otherwise specified in the prospectus supplement accompanying this prospectus, we intend to use the net proceeds from selling Securities for general corporate purposes, which may include investments in private and undervalued public companies, purchase of CMBS, repayment of indebtedness, acquisitions and other general corporate purposes.

### **DISTRIBUTIONS** (Page 15)

We pay quarterly dividends to holders of our common stock. The amount of our quarterly dividends is determined by the board of directors. Other types of Securities will likely pay distributions in accordance with their terms.

### **DIVIDEND REINVESTMENT PLAN** (Page 74)

We have adopted an opt out dividend reinvestment plan ( DRIP plan ) for our common stockholders. Under the DRIP plan, if your shares of common stock are registered in your name, your dividends will be *automatically* reinvested in additional shares of our common stock unless you opt out of the DRIP plan.

### **PRINCIPAL RISK FACTORS** (Page 8)

Investment in Securities involves certain risks relating to our structure and our investment objective that you should consider before purchasing Securities.

As a BDC, our consolidated portfolio includes securities primarily issued by privately held companies. These investments may involve a high degree of business and financial risk, and they are generally illiquid. A large number of entities and individuals compete for the same kind of investment opportunities as we do.

We borrow funds to make investments in private businesses. As a result, we are exposed to the risks of leverage, which may be considered a speculative investment technique. Borrowings, also known as leverage, magnify the potential for gain and loss on amounts invested and, therefore increase the risks associated with investing in our securities.



Also, we are subject to certain risks associated with investing in non-investment grade CMBS, valuing our portfolio, changing interest rates, accessing addi-

tional capital, fluctuating quarterly results, and operating in a regulated environment. In addition, the loss of pass-through tax treatment could have a material adverse effect on our total return, if any.

### **CERTAIN ANTI-TAKEOVER**

#### **PROVISIONS** *(Page 77)*

Our charter and bylaws, as well as certain statutory and regulatory requirements, contain certain provisions that may have the effect of discouraging a third party from making an acquisition proposal for the Company. These anti-takeover provisions may inhibit a change in control in circumstances that could give the holders of our common stock the opportunity to realize a premium over the market price for our common stock.

**FEES AND EXPENSES**

This table describes the various costs and expenses that an investor in our Securities will bear directly or indirectly.

**Shareholder  
Transaction Expenses**

Sales load (as a percentage of offering price)(1)  
%

Dividend reinvestment plan fees(2)  
None

**Annual Expenses (as a percentage of consolidated net assets attributable to common stock)(3)**

Operating expenses(4)  
3.4%

Interest payments on borrowed funds(5)  
5.1%

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Total annual expenses(6)  
8.5%

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(1) In the event that the Securities to which this prospectus relates are sold to or through underwriters, a corresponding prospectus supplement will disclose the applicable sales load.

(2) The expenses of the Company's DRIP plan are included in Operating expenses. The Company has no cash purchase plan. The participants in the DRIP plan will bear a pro rata share of brokerage commissions incurred with respect to open market purchases, if any. See Dividend Reinvestment Plan.

(3) Consolidated net assets attributable to common stock equals net assets (*i.e.*, total assets less total liabilities and preferred stock) at September 30, 2001.

(4) Operating expenses represent the estimated operating expenses of the Company for the year ending December 31, 2001 excluding interest on indebtedness. This percentage for the year ended December 31, 2000 was 3.4%.

(5) The Interest payments on borrowed funds represents the estimated interest payments of the Company for the year ending December 31, 2001. The Company had outstanding borrowings of \$924.5 million at September 30, 2001. This percentage for the year ended December 31, 2000 was 5.6%. See Risk Factors.

(6) Total annual expenses as a percentage of consolidated net assets attributable to common stock are higher than the total annual expenses percentage would be for a company that is not leveraged. The Company borrows money to leverage its net assets and increase its total assets. The Securities and Exchange Commission requires that Total annual expenses percentage be calculated as a percentage of *net* assets, rather than the total assets, including assets that have been funded with borrowed monies. If the Total annual expenses percentage were calculated instead as a percentage of consolidated total assets, Total annual expenses for the Company would be 4.9% of consolidated total assets.

**Example**

The following example, required by the Commission, demonstrates the projected dollar amount of total cumulative expenses that would be incurred over various periods with respect to a hypothetical investment in the Company. In calculating the following expense amounts, we assumed we would have no additional leverage and that our operating expenses would remain at the levels set forth in the table above. In the event that shares to which this prospectus relates are sold to or through underwriters, a corresponding prospectus supplement will restate this example to reflect the applicable sales load.

|   | <u>1 Year</u> | <u>3 Years</u> | <u>5 Years</u> | <u>10 Years</u> |
|---|---------------|----------------|----------------|-----------------|
| You would pay the following expenses on a \$1,000 investment, assuming a 5.0% annual return |               |                |                |                 |
| \$85  | \$254         | \$425          | \$852          |                 |

Although the example assumes (as required by the Commission) a 5.0% annual return, our performance will vary and may result in a return of greater or less than 5.0%. In addition, while the example assumes reinvestment of all dividends and distributions at net asset value, participants in the DRIP plan may receive shares of common stock that we issue at or above net asset value or are purchased by the administrator of the DRIP plan, at the market price in effect at the time, which may be higher than, at, or below net asset value. See Dividend Reinvestment Plan.

**The example should not be considered a representation of future expenses, and the actual expenses may be greater or less than those shown.**

**SELECTED CONSOLIDATED FINANCIAL DATA**

You should read the consolidated financial information below with the Consolidated Financial Statements and Notes thereto included in this prospectus. Financial information for the years ended December 31, 2000, 1999, 1998, 1997 and 1996 has been derived from audited financial statements. On December 31, 1997, the Company consummated a merger of five predecessor companies. The selected financial data and all other information in this prospectus, unless otherwise indicated, reflects the operations of the Company with all periods restated as if the predecessor companies had merged as of the beginning of the earliest period presented. Quarterly financial information is derived from unaudited financial data, but in the opinion of management, reflects all adjustments (consisting only of normal recurring adjustments) which are necessary to present fairly the results for such interim periods. Interim results at and for the nine months ended September 30, 2001 are not necessarily indicative of the results that may be expected for the year ending December 31, 2001. See **Management's Discussion and Analysis of Financial Condition and Results of Operations** on page 16 for more information.

(In thousands,  
except per share data)

|  | Nine Months Ended |      | Year Ended   |      |
|--|-------------------|------|--------------|------|
|  | September 30,     | 2000 | December 31, | 1999 |
|  | 2001              | 1997 | 1996         | 1997 |

(Unaudited)

**Operating Data:**

Interest and related portfolio income:

|   |           |           |           |           |          |          |          |
|---|-----------|-----------|-----------|-----------|----------|----------|----------|
| Interest and dividends  | \$173,722 | \$129,768 | \$182,307 | \$121,112 | \$80,281 | \$86,882 | \$77,541 |
| Premiums from loan dispositions                                 | 2,070     | 10,752    | 16,138    | 14,284    | 5,949    | 7,277    | 4,241    |
| Post-merger gain on securitization of commercial mortgage loans |           |           | 14,812    |           |          |          |          |
| Fees and other income   | 30,652    | 9,334     | 13,144    | 5,744     | 5,696    | 3,246    | 3,155    |

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|   |         |         |         |         |         |        |        |
|---|---------|---------|---------|---------|---------|--------|--------|
| Total interest and related portfolio income | 206,444 | 149,854 | 211,589 | 141,140 | 106,738 | 97,405 | 84,937 |
|---|---------|---------|---------|---------|---------|--------|--------|

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**Expenses:**

|                |        |        |        |        |        |        |  |
|----------------|--------|--------|--------|--------|--------|--------|--|
| Interest       |        |        |        |        |        |        |  |
| 47,974         | 41,645 | 57,412 | 34,860 | 20,694 | 26,952 | 20,298 |  |
| Employee(1)    |        |        |        |        |        |        |  |
| 22,269         | 19,506 | 26,025 | 22,889 | 18,878 | 10,258 | 8,774  |  |
| Administrative |        |        |        |        |        |        |  |
| 10,166         | 10,711 | 15,435 | 12,350 | 11,921 | 8,970  | 8,289  |  |
| Merger         |        |        |        |        |        |        |  |
|                | 5,159  |        |        |        |        |        |  |

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|--------------------------|--------|--------|--------|--------|--------|--------|--|
| Total operating expenses |        |        |        |        |        |        |  |
| 80,409                   | 71,862 | 98,872 | 70,099 | 51,493 | 51,339 | 37,361 |  |

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|   |        |         |        |        |        |        |  |
|---|--------|---------|--------|--------|--------|--------|--|
| Net operating income before net realized and unrealized gains |        |         |        |        |        |        |  |
| 126,035   | 77,992 | 112,717 | 71,041 | 55,245 | 46,066 | 47,576 |  |

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Net realized and unrealized gains:

Net realized gains

8,339 23,095 15,523 25,391 22,541 10,704 19,155

Net unrealized gains (losses)

23,463 (267) 14,861 2,138 1,079 7,209 (7,412)

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Total net realized and unrealized gains

31,802 22,828 30,384 27,529 23,620 17,913 11,743

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Income before minority interests and income taxes

157,837 100,820 143,101 98,570 78,865 63,979 59,319

Minority interests

1,231 2,427

Income tax expense

787 1,444 1,945

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Net increase in net assets resulting from operations  
 \$157,837 \$100,820 \$143,101 \$98,570 \$78,078 \$61,304 \$54,947

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**Per Share:**

Diluted net operating income per common share(2)  
 \$1.39 \$1.10 \$1.53 \$1.18 \$1.06 \$1.04 \$1.01  
 Diluted earnings per common share  
 \$1.74 \$1.42 \$1.94 \$1.64 \$1.50 \$1.24 \$1.17  
 Dividends per common share(3)  
 \$1.50 \$1.36 \$1.82 \$1.60 \$1.43 \$1.71 \$1.23  
 Weighted average common shares outstanding diluted(4)  
 90,864 70,777 73,472 60,044 51,974 49,251 46,733



| (in thousands,<br>except per share data) | At<br>September 30, |      | At December 31, |      |         |         |
|--|---------------------|------|-----------------|------|---------|---------|
|  | 2001                | 2000 | 1999            | 1998 | 1997(7) | 1996(7) |

(Unaudited)

**Balance Sheet Data:**

|   |             |             |             |           |           |           |
|---|-------------|-------------|-------------|-----------|-----------|-----------|
| Portfolio at value                          | \$2,174,373 | \$1,788,001 | \$1,228,497 | \$807,119 | \$703,331 | \$612,411 |
| Portfolio at cost                           | 2,128,726   | 1,765,895   | 1,222,901   | 803,479   | 697,030   | 618,319   |
| Total assets                                | 2,266,833   | 1,853,817   | 1,290,038   | 856,079   | 807,775   | 713,360   |
| Total debt outstanding(5)                   | 924,484     | 786,648     | 592,850     | 334,350   | 347,663   | 274,997   |
| Preferred stock issued to SBA(5)            | 7,000       | 7,000       | 7,000       | 7,000     | 7,000     | 7,000     |
| Shareholders' equity                        | 1,300,237   | 1,029,692   | 667,513     | 491,358   | 420,060   | 402,134   |
| Shareholders' equity per common share (NAV) | \$13.42     | \$12.11     | \$10.20     | \$8.79    | \$8.07    | \$8.34    |
| Common shares outstanding at period end(4)  | 96,921      | 85,057      | 65,414      | 55,919    | 52,047    | 48,238    |

| September 30, | Nine<br>Months<br>Ended |      |      |      |      |         |
|---------------|-------------------------|------|------|------|------|---------|
|               | 2001                    | 2000 | 2000 | 1999 | 1998 | 1997(7) |

(Unaudited)

**Other Data:**

|                              |           |           |           |           |           |           |           |
|------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Portfolio investments funded | \$509,578 | \$640,196 | \$901,545 | \$751,871 | \$524,530 | \$364,942 | \$283,295 |
| Loan repayments              | 52,016    | 117,940   | 154,112   | 145,706   | 138,081   | 233,005   | 179,292   |
| Loan sales(6)                | 129,980   | 151,834   | 280,244   | 198,368   | 81,013    | 53,912    | 27,715    |
| Realized gains               | 9,942     | 24,664    | 28,604    | 31,536    | 25,757    | 15,804    | 30,417    |
| Realized losses              | (1,603)   | (1,569)   | (13,081)  | (6,145)   | (3,216)   | (5,100)   | (11,262)  |

(1) Employee expenses include formula and cut-off awards of \$91,000 and \$4,797,000 for the nine months ended September 30, 2001 and 2000, respectively, and \$6,183,000, \$6,753,000 and \$7,049,000 for the years ended December 31, 2000, 1999 and 1998, respectively. See Management's Discussion and Analysis of Financial Condition and Results of Operations Results of Operations Comparison of Nine Months Ended September 30, 2001 and 2000 and Fiscal Years Ended December 31, 2000, 1999 and 1998.

(2) Diluted net operating income per common share for the year ended December 31, 1997 excludes merger expenses.

(3)

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Distributions are based on taxable income, which differs from income for financial reporting purposes. In 1997, Allied Capital Corporation (old) distributed \$0.34 per common share representing the 844,914 shares of Allied Capital Lending Corporation distributed in conjunction with the merger. The distribution resulted in a partial return of capital. Also in conjunction with the merger, the Company distributed \$0.17 per common share representing the undistributed earnings of the predecessor companies at December 31, 1997.

- (4) Excludes 259,983 common shares held in the deferred compensation trust at or for the nine months ended September 30, 2000, and 234,977, 516,779 and 810,456 common shares held in the deferred compensation trust at or for the years ended December 31, 2000, 1999, and 1998, respectively. There were no shares held in the deferred compensation trust at or during the nine months ended September 30, 2001.
- (5) See **Senior Securities** on page 37 for more information regarding the Company's level of indebtedness.
- (6) Excludes loans sold through securitization in January 1998. See **Management's Discussion and Analysis of Financial Condition and Results of Operations** **Results of Operations** **Comparison of the Years Ended December 31, 2000, 1999 and 1998**.
- (7) Our current business and investment portfolio resulted from the merger of five affiliated companies on December 31, 1997. The companies that merged were Allied Capital Corporation (old), Allied Capital Corporation II, Allied Capital Advisers, Inc. ( **Advisers** ), Allied Capital Commercial Corporation and Allied Capital Lending Corporation. The five companies are referred to as the predecessor companies. The selected consolidated financial data reflects the operations of the company as if the predecessor companies were merged for these periods.

| (in thousands,<br>except per share data) | 2001        |          |          | 2000        |          |          |          |
|--|-------------|----------|----------|-------------|----------|----------|----------|
|  | Qtr<br>3    | Qtr<br>2 | Qtr<br>1 | Qtr<br>4    | Qtr<br>3 | Qtr<br>2 | Qtr<br>1 |
|  | (unaudited) |          |          | (unaudited) |          |          |          |

**Quarterly Data:**

|   |          |          |          |          |          |          |          |
|---|----------|----------|----------|----------|----------|----------|----------|
| Total interest and related portfolio income                   | \$72,634 | \$68,739 | \$65,071 | \$61,735 | \$55,992 | \$49,965 | \$43,897 |
| Net operating income before net realized and unrealized gains | 44,189   | 42,118   | 39,728   | 34,725   | 30,719   | 24,700   | 22,573   |
| Net increase in net assets resulting from operations          | 59,703   | 46,106   | 52,028   | 42,281   | 36,449   | 34,790   | 29,581   |
| Diluted net operating income per share                        | \$0.47   | \$0.46   | \$0.46   | \$0.43   | \$0.40   | \$0.35   | \$0.34   |
| Diluted earnings per common share                             | 0.63     | 0.51     | 0.60     | 0.52     | 0.48     | 0.50     | 0.45     |
| Dividends declared per common share                           | 0.51     | 0.50     | 0.49     | 0.46     | 0.46     | 0.45     | 0.45     |
| Net asset value per common share(1)                           | 13.42    | 12.79    | 12.26    | 12.11    | 11.56    | 10.96    | 10.44    |

[Additional columns below]

[Continued from above table, first column(s) repeated]

| (in thousands,<br>except per share data) | 1999        |       |       |       |
|--|-------------|-------|-------|-------|
|  | Qtr 4       | Qtr 3 | Qtr 2 | Qtr 1 |
|  | (unaudited) |       |       |       |

**Quarterly Data:**

|   |          |          |          |          |
|---|----------|----------|----------|----------|
| Total interest and related portfolio income                   | \$42,278 | \$37,998 | \$33,186 | \$27,678 |
| Net operating income before net realized and unrealized gains | 21,319   | 19,273   | 16,619   | 13,830   |
| Net increase in net assets resulting from operations          | 30,925   | 26,944   | 22,121   | 18,580   |
| Diluted net operating income per share                        | \$0.34   | \$0.31   | \$0.28   | \$0.24   |
| Diluted earnings per common share                             | 0.49     | 0.44     | 0.38     | 0.33     |
| Dividends declared per common share                           | 0.40     | 0.40     | 0.40     | 0.40     |
| Net asset value per common share(1)                           | 10.20    | 9.66     | 9.17     | 9.00     |

- (1) We determine net asset value per common share as of the last day of the quarter. The net asset values shown are based on outstanding shares at the end of each period, excluding common shares held in the Company's deferred compensation trust.

**WHERE YOU CAN FIND  
ADDITIONAL INFORMATION**

We have filed with the Commission a registration statement on Form N-2 together with all amendments and related exhibits under the Securities Act of 1933, as amended (the Securities Act). The registration statement contains additional information about us and the registered securities being offered by this prospectus. You may inspect the registration statement and the exhibits without charge at the Securities and Exchange Commission at 450 Fifth Street, NW, Washington, DC 20549. You may obtain copies from the Commission at prescribed rates.

We file annual, quarterly and special reports, proxy statements and other information with the Commission. You can inspect, without charge, at the public reference facilities of the Commission at 450 Fifth Street, NW, Washington, DC 20549. The Commission also maintains a web site at <http://www.sec.gov> that contains reports, proxy statements and other information regarding public companies, including our Company. You can also obtain copies of these materials from the public reference section of the Commission at 450 Fifth Street, NW, Washington, DC 20549, at prescribed rates. Please call the Commission at 1-800-SEC-0330 for further information on the public reference room. Copies may also be obtained, after paying a duplicating fee, by electronic request to [publicinfo@sec.gov](mailto:publicinfo@sec.gov) or by written request to Public Reference Section, Washington, DC 20549-0102. You can also inspect reports and other information we file at the offices of the New York Stock Exchange, and you are able to inspect those at 20 Broad Street, New York, NY 10005.

## RISK FACTORS

*Investing in the Company involves a number of significant risks and other factors relating to the structure and investment objective of the Company. As a result, there can be no assurance that the Company will achieve its investment objective. In addition to the information contained in this prospectus, you should consider carefully the following information before making investments in the Securities.*

**Investing in Private Companies Involves a High Degree of Risk.** Our portfolio consists primarily of long-term loans to and investments in private companies. Investments in private businesses involve a high degree of business and financial risk, which can result in substantial losses and accordingly should be considered speculative. There is generally no publicly available information about the companies in which we invest, and we rely significantly on the diligence of our employees and agents to obtain information in connection with our investment decisions. In addition, some smaller businesses have narrower product lines and market shares than their competition, and may be more vulnerable to customer preferences, market conditions or economic downturns, which may adversely affect the return on, or the recovery of, our investment in such businesses.

**Economic Recessions or Downturns Could Impair Our Portfolio Companies and Harm Our Operating Results.** Although our investment strategy focuses on investment in companies in less cyclical industries, some of the companies in which we have made or will make investments may be susceptible to economic slowdowns or recessions. An economic slowdown may impact the ability of a company to engage in a liquidity event or repay our loans. These conditions could lead to financial losses in our portfolio and a decrease in our revenues, net income and assets. See Business Private Finance.

On September 11, 2001, a terrorist attack occurred at the World Trade Center in New York City and the Pentagon in Washington, D.C. This incident has had pervasive negative impacts on several U.S. industries and on the U.S. economy in general. While we were not directly impacted by the event, we believe that we could be impacted indirectly. The indirect impacts may include our need to provide a deferral of interest payments to certain portfolio companies that may be affected by the resulting economic slow down and a decrease in the pace of our investment activity.

Our business of making private equity investments and positioning them for liquidity events also may be impacted by current and future market conditions. The absence of a robust bank lending environment may slow the amount of private equity investment activity generally. As a result, the pace of our investment activity may slow. In addition, significant changes in the capital markets could have an effect on the valuations of private companies and on the potential for liquidity events involving such companies. This could affect the amount and timing of gains realized on our investments. We cannot assure you that the events of September 11, 2001 and the reaction to them may not have other material and adverse implications for us and for the market in general.

**Our Financial Results Could Be Negatively Affected if BLX Fails to Perform as Expected.** Business Loan Express, Inc. ( BLX ) is our largest portfolio investment. Our financial results could be negatively affected if BLX, as a portfolio company, fails to perform as expected. At September 30, 2001, the investment totaled \$225.5 million, or 10% of total assets. In addition, as controlling shareholder of BLX, we have provided an unconditional guaranty to BLX's credit facility lenders in an amount equal to 50% of BLX's total obligations on its \$117.5 million unsecured revolving credit facility. The

amount we have guaranteed at September 30, 2001 was \$50.3 million. This guaranty can only be called in the event of a default by BLX.

**Our Borrowers May Default on Their Payments.** We make unsecured, subordinated loans and invest in equity securities, which may involve a higher degree of repayment risk. We primarily invest in and lend to companies that may have limited financial resources and that may be unable to obtain financing from traditional sources. Numerous factors may affect a borrower's ability to repay its loan, including the failure to meet its business plan, a downturn in its industry or negative economic conditions. Deterioration in a borrower's financial condition and prospects may be accompanied by deterioration in any collateral for the loan.

**Our Portfolio of Investments is Illiquid.** We acquire most of our investments directly from private companies. The majority of the investments in our portfolio will be subject to restrictions on resale or otherwise have no established trading market. The illiquidity of most of our portfolio may adversely affect our ability to dispose of loans and securities at times when it may be advantageous for us to liquidate such investments.

**Our Private Finance Investments May Not Produce Capital Gains.** Private finance investments are typically structured as debt securities with a relatively high fixed rate of interest and with an equity feature such as conversion rights, warrants or options. As a result, private finance investments generate interest income from the time they are made, and may also produce a realized gain from an accompanying equity feature. We cannot be sure that our portfolio will generate a current return or capital gains.

**Investments in Non-Investment Grade Commercial Mortgage-Backed Securities May Be Illiquid and May Have a Higher Risk of Default.** The commercial mortgage-backed securities ( CMBS ) in which we invest are non-investment grade, which means that nationally recognized statistical rating organizations rate them below the top four investment-grade rating categories (i.e., AAA through BBB ), and are sometimes referred to as junk bonds. The non-investment grade CMBS tend to be less liquid, may have a higher risk of default and may be more difficult to value. Non-investment grade securities usually provide a higher yield than do investment-grade bonds, but with the higher return comes greater risk. Non-investment grade securities are considered speculative, and their capacity to pay principal and interest in accordance with the terms of their issue is not ensured.

**Our Portfolio Investments are Recorded at Fair Value as Determined by the Board of Directors in Absence of Readily Ascertainable Public Market Values.** Pursuant to the requirements of the Investment Company Act of 1940 ( 1940 Act ), the Board of Directors is required to value each asset quarterly, and we are required to carry our portfolio at fair value as determined by the Board of Directors. Since there is typically no public market for the loans and equity securities of the companies in which we make investments or the CMBS that we purchase, our Board of Directors estimates the fair value of these investments pursuant to a written valuation policy and a consistently applied valuation process. Unlike banks, we are not permitted to provide a general reserve for anticipated loan losses; we are instead required by the 1940 Act to specifically value each individual investment and record an unrealized loss for an asset that we believe has become impaired. Without a readily ascertainable market value, the estimated value of our portfolio of investments may differ significantly from the values that would be placed on the portfolio if there existed a ready market for the investments. We adjust quarterly the valuation of our portfolio to reflect the Board of Directors estimate of the current fair value of each investment in our portfolio. Any changes in estimated value are recorded in the Company s statement of operations as Net unrealized gains (losses).

**We Borrow Money Which Magnifies the Potential for Gain or Loss on Amounts Invested and May Increase the Risk of Investing in Our Company.** We borrow from, and issue senior debt securities to, banks, insurance companies and other lenders. Lenders of these senior securities have fixed dollar claims on our consolidated assets that are superior to the claims of our common shareholders. Borrowings, also known as leverage, magnify the potential for gain or loss on amounts invested and, therefore, increase the risks associated with investing in our securities. If the value of our consolidated assets increases, then leveraging would cause the net asset value attributable to the Company s common stock to increase more sharply than it would have had we not leveraged. Conversely, if the value of our consolidated assets decreases, leveraging would cause net asset value to decline more sharply than it otherwise would have had we not leveraged. Similarly, any increase in our consolidated income in excess of consolidated interest payable on the borrowed funds would cause our net income to increase more than it would without the leverage, while any decrease in our consolidated income would cause net income to decline more sharply than it would have had we not borrowed. Such a decline could negatively affect our ability to make common stock dividend payments. Leverage is generally considered a speculative investment technique.

At September 30, 2001, the Company had \$924.5 million of outstanding indebtedness, bearing a weighted annual interest cost of 7.1%. In order for us to cover these annual interest payments on indebtedness, we must achieve annual returns on our assets of at least 2.9%.

*Illustration.* The following table illustrates the effect of leverage on returns from an investment in our common stock assuming various annual returns, net of expenses. The

calculations in the table below are hypothetical and actual returns may be higher or lower than those appearing below.

**Assumed Return on the Company's Portfolio**

(net of expenses)

|  | -20%   | -10%   | -5%    | 0%    | 5%   | 10%   | 20%   |
|--|--------|--------|--------|-------|------|-------|-------|
| Corresponding return to shareholder(1) | -40.0% | -22.5% | -13.8% | -5.1% | 3.6% | 12.3% | 29.8% |

(1) The calculation assumes (i) \$2,266.8 million in total assets, (ii) an average cost of funds of 7.1%, (iii) \$924.5 million in debt outstanding and (iv) \$1,300.2 million of shareholders' equity.

**We May Not Borrow Money Unless We Maintain Asset Coverage for Indebtedness of at Least 200% Which May Affect Returns to Shareholders.** We must maintain asset coverage for a class of senior security representing indebtedness of at least 200%. Our ability to achieve our investment objective may depend in part on our continued ability to maintain a leveraged capital structure by borrowing from banks or other lenders on favorable terms. There can be no assurance that we will be able to maintain such leverage. If asset coverage declines to less than 200%, we may be required to sell a portion of our investments when it is disadvantageous to do so. As of September 30, 2001, our asset coverage for senior indebtedness was 255%.

**Changes in Interest Rates May Affect Our Cost of Capital and Net Operating Income.** Because we borrow money to make investments, our net operating income is dependent upon the difference between the rate at which we borrow funds and the rate at which we invest these funds. As a result, there can be no assurance that a significant change in market interest rates will not have a material adverse effect on our portfolio income. In periods of sharply rising interest rates, our cost of funds would increase, which would reduce our net operating income before net realized and unrealized gains. However, there would be no effect on the return, if any, that could be generated from our equity interests. We use a combination of long-term and short-term borrowings and equity capital to finance our investing activities. The Company utilizes its short-term credit facilities only as a means to bridge to long-term financing. Our long-term fixed-rate investments are financed primarily with long-term fixed-rate debt and equity. We may use interest rate risk management techniques in an effort to limit our exposure to interest rate fluctuations. Such techniques may include various interest rate hedging activities to the extent permitted by the 1940 Act.

**Because We Must Distribute Income, We Will Continue to Need Additional Capital to Grow.** We will continue to need capital to fund incremental growth in our investments. Historically, we have borrowed from financial institutions and have issued equity securities. A reduction in the availability of new capital could limit our ability to grow. We must distribute at least 90% of our taxable net operating income excluding net realized long-term capital gains to our stockholders to maintain our regulated investment company ( RIC ) status. As a result such earnings will not be available to fund investment originations. We expect to continue to borrow from financial institutions and sell additional equity securities. If we fail to obtain funds from such sources or from other sources to fund our investments, it could limit our ability to grow, which could have a material adverse



effect on the value of the Company's common stock. In addition, as a business development company ( BDC ), we are generally required to maintain a ratio of at least 200% of total assets to total borrowings, which may restrict our ability to borrow in certain circumstances.

**Loss of Pass-Through Tax Treatment Would Substantially Reduce Net Assets and Income Available for Dividends.** We have operated the Company so as to qualify to be taxed as a RIC under Subchapter M of the Internal Revenue Code of 1986, as amended ( Code ). If we meet source of income, diversification and distribution requirements, the Company qualifies for effective pass-through tax treatment. The Company would cease to qualify for such pass-through tax treatment if it were unable to comply with these requirements, or if it ceased to qualify as a BDC under the 1940 Act. We also could be subject to a 4% excise tax and/or corporate level income tax if we fail to make required distributions as a RIC. If the Company ceased to qualify as a RIC, the Company would become subject to federal income tax as if it were an ordinary corporation, which would substantially reduce our net assets and the amount of income available for distribution to our shareholders.

**We Operate in a Competitive Market for Investment Opportunities.** We compete for investments with many other companies and individuals, some of whom have greater resources than we do. Increased competition would make it more difficult for us to purchase or originate investments at attractive prices. As a result of this competition, sometimes we may be precluded from making otherwise attractive investments.

**Changes in the Law or Regulations that Govern the Company Could Have a Material Impact on the Company or Our Operations.** We are regulated by the Securities and Exchange Commission and the SBA. In addition, changes in the laws or regulations that govern BDCs, RICs, real estate investment trusts ( REITs ) and SBICs may significantly affect our business. Any change in the law or regulations that govern our business could have a material impact on the Company or its operations. Laws and regulations may be changed from time to time, and the interpretations of the relevant laws and regulations also are subject to change.

**Quarterly Results May Fluctuate and May Not Be Indicative of Future Quarterly Performance.** The Company's quarterly operating results could fluctuate and therefore, you should not rely on quarterly results to be indicative of the Company's performance in future quarters. Factors that could cause quarterly operating results to fluctuate include, among others, variations in the investment origination volume and fee income earned, variation in timing of prepayments, variations in and the timing of the recognition of realized and unrealized gains or losses, the degree to which we encounter competition in our markets and general economic conditions.

**Disclosure Regarding Forward-Looking Statements**

Information contained or incorporated by reference in this prospectus, and the accompanying prospectus supplement, if any, may contain forward-looking statements which can be identified by the use of forward-looking terminology such as may, will, expect, intend, anticipate, estimate or continue or the negative thereof or other variations or similar words or phrases. The matters described in Risk Factors and certain other factors noted throughout this prospectus, and the accompanying prospectus supplement, if any, and in any exhibits to the registration statement of which this prospectus, and the accompanying prospectus supplement, if any, is a part, constitute cautionary statements identifying important factors with respect to any such forward-looking statements, including certain risks and uncertainties, that could cause actual results to differ materially from those in such forward-looking statements.

## **THE COMPANY**

Allied Capital is principally engaged in lending to and investing in private and undervalued public companies. The Company is organized in the state of Maryland and is an internally managed closed-end management investment company that has elected to be regulated as a business development company (as defined above, a "BDC") under the 1940 Act.

Our executive offices are located at 1919 Pennsylvania Avenue, NW, Washington, DC 20006 and our telephone number is (202) 331-1112. In addition, we have two regional offices in New York and Chicago. We also have an office in Frankfurt, Germany.

## **USE OF PROCEEDS**

Unless otherwise specified in the prospectus supplement accompanying this prospectus, we intend to use the net proceeds from selling Securities for general corporate purposes, which may include investment in private and undervalued public companies, purchase of commercial mortgage-backed securities, repayment of indebtedness, acquisitions and other general corporate purposes.

We raise equity from time to time using a shelf registration statement. We raise new equity when we have a clear use of proceeds for attractive investment opportunities. Historically, this process has enabled us to raise equity on an accretive basis for existing shareholders of our common stock.

We anticipate that substantially all of the net proceeds of any offering of Securities will be used, as described above, within six months, but in no event longer than two years. Pending investment, we intend to invest the net proceeds of any offering of Securities in time deposits, income-producing securities with maturities of three months or less that are issued or guaranteed by the federal government or an agency of the federal government, and high quality debt securities maturing in one year or less from the time of investment. Our ability to achieve our investment objective may be limited to the extent that the net proceeds of any offering, pending full investment, are held in time deposits and other short-term instruments.

## PRICE RANGE OF COMMON STOCK AND DISTRIBUTIONS

Our common stock is traded on the New York Stock Exchange under the symbol ALD. The following table lists the high and low closing sales prices for the Company's common stock. On December 19, 2001, the last reported closing sale price of the common stock was \$25.24 per share.

|   | Closing Sale Price(1) |     |
|---|-----------------------|-----|
|   | High                  | Low |
| <i>Year ended December 31, 1999</i>           |                       |     |
| First Quarter                                 |                       |     |
| \$20.250                                      | \$16.500              |     |
| Second Quarter                                |                       |     |
| 24.000  | 17.000                |     |
| Third Quarter                                 |                       |     |
| 23.813  | 20.250                |     |
| Fourth Quarter                                |                       |     |
| 23.125  | 16.750                |     |
| <i>Year ended December 31, 2000</i>           |                       |     |
| First Quarter                                 |                       |     |
| \$19.688                                      | \$16.063              |     |
| Second Quarter                                |                       |     |
| 18.688  | 16.563                |     |
| Third Quarter                                 |                       |     |
| 21.125  | 17.438                |     |
| Fourth Quarter                                |                       |     |
| 21.375  | 18.500                |     |
| <i>Year ending December 31, 2001</i>          |                       |     |
| First Quarter                                 |                       |     |
| \$24.436                                      | \$20.125              |     |
| Second Quarter                                |                       |     |
| 25.400  | 19.570                |     |
| Third Quarter                                 |                       |     |
| 24.830  | 21.500                |     |
| Fourth Quarter (through<br>December 19, 2001) |                       |     |
| 26.00   | 21.57                 |     |

(1) Prior to June 6, 2001, the Company's common stock was traded on the Nasdaq National Market under the symbol ALLC. The closing sale prices listed are as reflected on the respective exchanges for the periods presented.

Our common stock continues to trade in excess of net asset value. There can be no assurance, however, that we will maintain a premium to net asset value.

We pay quarterly dividends to stockholders of our common stock. The amount of our quarterly dividends is determined by the Board of Directors. The Company's Board has established a dividend policy to review the dividend rate quarterly and to adjust the quarterly dividend rate as the Company's earnings momentum builds. See Management's Discussion and Analysis of Financial Condition and Results of Operations Equity Capital and

Dividends and Tax Status. We cannot assure that we will achieve investment results or maintain a tax status that will permit any particular level of dividend payment.

Our credit facilities limit our ability to declare dividends if we default under certain provisions.

We have adopted an opt out dividend reinvestment plan ( DRIP plan ) for our common stockholders. Under the DRIP plan, if your shares of our common stock are registered in your name, your dividends will be *automatically* reinvested in additional shares of common stock unless you opt out of the DRIP plan.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

### OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

*The information contained in this section should be read in conjunction with the Selected Consolidated Financial Data and the Company's Consolidated Financial Statements and Notes thereto.*

#### OVERVIEW

The Company provides private investment capital to private and undervalued public companies in a variety of different industries and in diverse geographic locations. Our lending and investment activity is focused in private finance and commercial real estate finance, primarily the purchase of commercial mortgage-backed securities.

The Company's portfolio composition at September 30, 2001, and December 31, 2000, 1999 and 1998 was as follows:

|                                | At<br>September 30,<br>2001 | At<br>December 31, |      |      |
|--------------------------------|-----------------------------|--------------------|------|------|
|                                | 2001                        | 2000               | 1999 | 1998 |
| Private Finance                | 71%                         | 72%                | 53%  | 48%  |
| Commercial Real Estate Finance |                             |                    |      |      |
| 29% 28% 42% 44%                |                             |                    |      |      |
| Small Business Finance         |                             |                    |      |      |
| % % 5% 8%                      |                             |                    |      |      |

The Company's earnings depend primarily on the level of interest and related portfolio income and net realized and unrealized gains earned on the Company's investment portfolio after deducting interest paid on borrowed capital and operating expenses. Interest income results from the stated interest rate earned on a loan and the amortization of loan origination points and discounts. The level of interest income is directly related to the balance of the interest-bearing investment portfolio multiplied by the weighted average yield on the interest-bearing portfolio. The Company's ability to generate interest income is dependent on economic, regulatory and competitive factors that influence interest rates and loan originations, and the Company's ability to secure financing for its investment activities.

#### PORTFOLIO AND INVESTMENT ACTIVITY

Total portfolio investment activity and yields as of and for the three and nine months ended September 30, 2001 and 2000 and as of and for the years ended December 31, 2000, 1999 and 1998 were as follows:

|   | At and for the<br>Three<br>Months Ended<br>September 30, |           | At and for the Nine<br>Months Ended<br>September 30, |           | At and for the<br>Years Ended December 31, |           |         |
|---|--|-----------|--|-----------|--|-----------|---------|
|   | 2001   | 2000      | 2001   | 2000      | 2000                                       | 1999      | 1998    |
| (\$ in millions)  |  |           |  |           |  |           |         |
| Portfolio at Value                                      | \$2,174.4  | \$1,638.2 | \$2,174.4  | \$1,638.2 | \$1,788.0                                  | \$1,228.5 | \$807.1 |
| Investments Funded                                      |  |           |  |           |  |           |         |
| \$209.5 \$237.8 \$509.6 \$640.2 \$901.5 \$751.9 \$524.5 |  |           |  |           |  |           |         |

Repayments

\$7.9 \$59.1 \$52.0 \$117.9 \$154.1 \$145.7 \$138.0

Sales

\$57.5 \$34.7 \$130.0 \$151.8 \$280.2 \$198.4 \$304.4

Yield

14.1% 13.9% 14.1% 13.9% 14.1% 13.0% 12.5%

**Private Finance**

Private finance investment activity and yields as of and for the three and nine months ended September 30, 2001 and 2000 and as of and for the years ended December 31, 2000, 1999 and 1998 were as follows:

|                    | At and for the<br>Three Months<br>Ended Sept. 30, |         | At and for the<br>Nine Months<br>Ended Sept. 30, |         | At and for the Years<br>Ended<br>December 31, |         |         |
|--------------------|---|---------|--|---------|---|---------|---------|
|                    | 2001  | 2000    | 2001   | 2000    | 2000  | 1999    | 1998    |
|                    | (\$ in millions)                                  |         |  |         |   |         |         |
| Portfolio at Value | \$1,539.3   | \$967.5 | \$1,539.3  | \$967.5 | \$1,282.5                                     | \$647.0 | \$388.6 |
| Investments Funded | \$112.7   | \$148.5 | \$226.8  | \$387.6 | \$600.9                                       | \$346.7 | \$236.0 |
| Repayments         | \$5.8   | \$49.6  | \$29.8   | \$88.8  | \$117.7                                       | \$87.5  | \$41.3  |
| Yield              | 14.5%   | 14.6%   | 14.5%  | 14.6%   | 14.6%   | 14.2%   | 14.6%   |

The private finance portfolio increased 20% from December 31, 2000 to September 30, 2001, and increased 98% and 67% during the years ended December 31, 2000 and 1999, respectively. In addition to the \$226.8 million of funded investments for the nine months ended September 30, 2001, the Company invested an additional \$31.7 million in portfolio companies through receipt of payment in-kind securities. Buyout and private finance activity across the industry has been slow during the first nine months of 2001 largely due to credit tightening among senior lenders. Since equity-focused buyout firms generally need both senior and subordinated debt to leverage private equity investments, buyout activity has been reduced due to a lower level of activity in the senior bank market, and in particular the senior syndicated loan market. As a result, the Company's investment activity for the nine months ended September 30, 2001 has been at a slower pace than the comparable period for the prior year.

During the third quarter, the Company closed the controlled buyout of SunSource Inc. on September 26, 2001. Pursuant to the merger agreement signed on June 18, 2001, the Company paid \$10.375 per SunSource common share, or \$71.5 million, in cash for the outstanding common equity of SunSource. On September 28, 2001, SunSource announced that it completed the sale of its STS business unit. Pursuant to this sale, SunSource returned \$15.0 million in cash to the Company, reducing the Company's cost basis. The Company's cost basis in the common stock of SunSource after the return of capital from the STS sale and the capitalization of deal costs was \$58.6 million at September 30, 2001. The SunSource investment has been structured to provide for a current return to be earned through interest on debt and management/ consulting fees for services provided by the Company. In addition, during the third quarter of 2001, the Company earned investment banking fees of \$2.8 million for the acquisition of SunSource and the sale of STS, earned a syndication fee of \$1.6 million for the syndication of SunSource's senior credit facilities and realized a gain of \$2.5 million from the sale of warrants in SunSource prior to the controlled buyout transaction. As part of the STS sale, the Company invested \$3.2 million in the new STS.



The Company's increasing capital base has enabled it to make larger private finance investments, supporting the increase in originations in 2000, 1999 and 1998. Key investment characteristics for new private finance mezzanine investments were as follows:

|  | <b>For the Years<br/>Ended<br/>December 31,</b> |             |             |
|--|---|-------------|-------------|
|  | <b>2000</b>                                     | <b>1999</b> | <b>1998</b> |
| New investment characteristics:              |   |             |             |
| Number of investments                        |   |             |             |
|  | 34  | 27          | 19          |
| Average investment size (millions)           |   |             |             |
|  | \$14.0  | \$12.4      | \$10.6      |
| Average current yield                        |   |             |             |
|  | 14.7%   | 13.6%       | 13.3%       |
| Average portfolio company revenue (millions) |   |             |             |
|  | \$153.5   | \$86.9      | \$81.3      |
| Average portfolio company years in business  |   |             |             |
|  | 36  | 29          | 22          |

The average investment characteristics above are computed using simple averages based upon underwriting data for investment activity for that year. As a result, any one investment may have had individual investment characteristics that may vary significantly from the stated simple average. In addition, average investment characteristics may vary from year to year.

The current yield on the private finance portfolio will fluctuate over time depending on the equity kicker or warrants received with each debt financing. Private finance investments are generally structured such that equity kickers may provide an additional future investment return of up to 10%.

During 2000, the Company acquired BLC Financial Services, Inc. in a going private transaction, which thereafter changed its name to Business Loan Express, Inc. ( BLX ). The Company's investment in BLX is included in the private finance portfolio. See Small Business Finance discussion for more details below.

During the second quarter of 2000, the Company began an initiative to invest in and strategically partner with select private equity funds focused on venture capital investments. The strategy for these fund investments is to provide solid investment returns and build strategic relationships with the fund managers and their portfolio companies. The Company believes that it will have opportunities to co-invest with the funds as well as finance their portfolio companies as they mature.

The Company believes that the fund investment strategy is an effective means of participating in private equity investing through a diverse pooled investment portfolio. The fund concept allows the Company to participate in a pooled investment return without exposure to the risk of any single investment. Since the beginning of 2000, the Company has committed a total of \$44.5 million to eight private equity funds. The committed amount is expected to be invested over the next three years. The Company funded \$0.4 million, \$3.5 million and \$7.0 million of this commitment for the three and nine months ended September 30, 2001 and for the year ended December 31, 2000, respectively.



## Commercial Real Estate Finance

Commercial real estate finance investment activity and yields as of and for the three and nine months ended September 30, 2001 and 2000 and as of and for the years ended December 31, 2000, 1999 and 1998 were as follows:

|                    | At and for the<br>Three Months<br>Ended<br>September 30, |         | At and for the<br>Nine Months<br>Ended<br>September 30, |         | At and for the<br>Years Ended<br>December 31, |         |         |
|--------------------|--|---------|---|---------|---|---------|---------|
|                    | 2001   | 2000    | 2001  | 2000    | 2000  | 1999    | 1998    |
| (\$ in millions)   |  |         |   |         |   |         |         |
| Portfolio at Value | \$635.1  | \$600.0 | \$635.1   | \$600.0 | \$505.5                                       | \$520.0 | \$355.0 |
| Investments Funded | \$96.8   | \$52.6  | \$282.8   | \$143.7 | \$149.0                                       | \$288.7 | \$214.6 |
| Repayments         | \$2.1  | \$6.5   | \$22.2  | \$20.8  | \$24.8  | \$51.5  | \$92.5  |
| Sales              | \$57.5   | \$1.6   | \$130.0   | \$53.1  | \$151.7                                       | \$86.1  | \$256.9 |
| Yield              | 13.5%  | 13.2%   | 13.5%   | 13.2%   | 13.1%   | 12.3%   | 10.4%   |

The commercial real estate finance portfolio increased 26% from December 31, 2000 to September 30, 2001, and decreased 3% and increased 46% for the years ended December 31, 2000 and 1999, respectively. During 1998, the Company reduced its commercial mortgage loan origination activity for its own portfolio due to declining interest rates and began to sell its loans to other lenders. Then, beginning in the fourth quarter of 1998, the Company began to take advantage of a unique market opportunity to acquire non-investment grade commercial mortgage-backed securities ( CMBS ) at significant discounts from the face amount of the bonds. Turmoil in the capital markets at that time created a lack of liquidity for the traditional buyers of non-investment grade bonds. As a result, yields on these collateralized bonds increased, thus providing an attractive investment opportunity. The Company believes that CMBS is an attractive asset class because of the yields that can be earned on a security that is secured by commercial mortgage loans. The Company has opportunistically purchased CMBS since the fourth quarter of 1998. The Company plans to continue its CMBS investment activity, however, in order to maintain a balanced portfolio the Company expects that purchased CMBS will continue to represent approximately 20% to 25% of total assets during 2001. The Company's CMBS investment activity level will be dependent upon its ability to purchase CMBS at attractive yields.

The Company purchases CMBS at an approximate discount of 50% from the face amount of the bonds. During the third quarter of 2001, the Company purchased \$96.8 million in CMBS with a face value of \$171.1 million and a weighted average yield to maturity of 15.0% after assuming a 1% loss rate on the underlying collateral mortgage pool. During the nine months ended September 30, 2001 the Company purchased \$256.1 million in CMBS with a face value of \$449.0 million. During the first quarter of 2001, the Company also purchased \$24.6 million in non-investment grade securities related to a collateralized debt issuance secured by CMBS and investment grade real estate investment trust bonds. The weighted average yield to maturity on purchases made during the first nine months of 2001 is 15.0% after assuming a 1% loss rate on the underlying collateral mortgage pool. During 2000 and 1999, the Company purchased \$124.3 million and \$245.9 million in CMBS with a face amount of \$244.6 million and \$507.9 million and a weighted average yield to maturity of 14.7% and 14.6% after assuming a 1% loss rate on the underlying collateral mortgage pool, respectively.

As a part of the Company's strategy to maximize its return on equity capital, the Company sold CMBS bonds rated BB+, BB and BB- during the third quarter of 2001,



the first nine months of 2001 and the fourth quarter of 2000 totaling \$55.6 million, \$124.5 million and \$98.7 million, respectively. These bonds had an effective yield of 10.4%, 10.3% and 11.5%, and were sold for \$56.7 million, \$126.8 million and \$102.5 million, respectively, resulting in realized gains on the sales. The sale of these lower-yielding bonds increased the Company's overall liquidity. The effective yield on the Company's remaining purchased CMBS portfolio at September 30, 2001 was 15.2%, after assuming a 1% loss on the entire underlying mortgage loan pool. At September 30, 2001 and December 31, 2000 and 1999, the value of the purchased CMBS portfolio was \$472.1 million, \$311.3 million and \$277.7 million and the unamortized discount was \$510.3 million, \$364.9 million and \$291.5 million, respectively.

The original principal balance of the underlying pool of the approximately 3,300 loans that are collateral for the Company's CMBS had underwritten loan to value ( LTV ) and underwritten debt service coverage ratios ( DSCR ) as follows:

| Loan to Value Ranges | \$               | % |
|----------------------|------------------|---|
|                      | (\$ in millions) |   |
| Less than 60%        |                  |   |
| \$2,060.4 11%        |                  |   |
| 60-65%               |                  |   |
| 1,663.9 9%           |                  |   |
| 65-70%               |                  |   |
| 2,834.0 16%          |                  |   |
| 70-75%               |                  |   |
| 5,838.7 33%          |                  |   |
| 75-80%               |                  |   |
| 5,332.0 30%          |                  |   |
| Greater than 80%     |                  |   |
| 214.3 1%             |                  |   |
| <hr/>                |                  |   |
|                      |                  |   |
| \$17,943.3 100%      |                  |   |

Weighted average LTV  
69.7%

| Debt Service Coverage Ratio Ranges | \$               | % |
|------------------------------------|------------------|---|
|                                    | (\$ in millions) |   |
| Greater than 2.00                  |                  |   |
| \$556.6 3%                         |                  |   |
| 1.76-2.00                          |                  |   |
| 551.8 3%                           |                  |   |
| 1.51-1.75                          |                  |   |
| 2,046.3 11%                        |                  |   |
| 1.26-1.50                          |                  |   |
| 10,393.0 58%                       |                  |   |

1.00-1.25  
4,395.6 25%

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\$17,943.3 100%

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Weighted average DSCR  
1.40

The Company has been liquidating much of its whole commercial mortgage loan portfolio so that it can redeploy the proceeds into higher yielding assets and for the three and nine months ended September 30, 2001, the Company sold \$1.9 million and \$7.6 million, respectively of commercial mortgage loans. For the years ended December 31, 2000 and 1999, the Company sold \$53.1 million and \$86.1 million of commercial mortgage loans, respectively. At September 30, 2001, the Company's whole commercial real estate loan portfolio had been reduced to \$86.2 million from \$106.4 million at December 31, 2000.

During 1998, the Company sold through securitization approximately \$295 million in lower yielding commercial mortgage loans and sold whole loans to third parties aggregating approximately \$33.5 million.

## Small Business Finance

On December 31, 2000, the Company acquired 95% of BLC Financial Services, Inc. in a going private buyout transaction for \$95.2 million. The Company issued approximately 4.1 million shares, or \$86.1 million of new equity, and paid \$9.1 million in cash to acquire BLC, which is now BLX.

As part of the transaction, the Company recapitalized its Allied Capital Express operations as an independently managed private portfolio company and merged it into BLX. As part of the recapitalization, the Company contributed certain assets, including the online rules-based underwriting technology and fixed assets, and transferred 37 employees into the private portfolio company. Upon completion of the transaction, the Company's investment in BLX totaled \$204.1 million and consisted of \$74.5 million of 25% subordinated debt, \$25.1 million of preferred stock, and \$104.5 million of common stock. BLX is included in the private finance portfolio.

At September 30, 2001, BLX had a 3-year \$117.5 million revolving credit facility ( BLX Credit Facility ), which was increased to \$124.0 million in October 2001. As the controlling shareholder of BLX, the Company has provided an unconditional guaranty to the BLX Credit Facility lenders in an amount of up to 50% of the total obligations (consisting of principal, accrued interest and other fees) of BLX on the line of credit. The amount guaranteed by the Company at September 30, 2001 was \$50.3 million. This guaranty can be called by the lenders only in the event of a default by BLX. BLX was in compliance with the terms of the BLX Credit Facility at September 30, 2001.

Prior to its contribution to BLX, Allied Capital Express loan activity and yields as of and for the years ended December 31, 2000, 1999 and 1998 were as follows:

| (\$ in millions)       | 2000 | 1999   | 1998   |
|------------------------|------|--------|--------|
| Portfolio at Value     | \$   | \$61.4 | \$63.6 |
| New Investments        |      |        |        |
| \$151.6 \$116.5 \$73.9 |      |        |        |
| Repayments             |      |        |        |
| \$11.6 \$6.7 \$4.2     |      |        |        |
| Sales                  |      |        |        |
| \$128.5 \$112.3 \$47.5 |      |        |        |
| Yield                  |      |        |        |
| 11.5% 11.2%            |      |        |        |

Allied Capital Express loan origination activity for 2000 and 1999 increased due to the opening of new regional office locations and from opportunities created by the Company's Internet site launched in the fall of 1999. Loans in the Allied Capital Express program were originated for sale; therefore, the increase in loan sales was the result of the increase in originations. In addition, beginning in 1999, the Company began to sell 90% of the unguaranteed portion of SBA 7(a) loans through a structured finance agreement with a commercial paper conduit. Allied Capital Express targeted small commercial real estate loans that were, in many cases, originated in conjunction with SBA 7(a) loans. SBA 7(a) loans were originated with variable interest rates priced at spreads ranging from 1.75% to 2.75% over the prime lending rate.

**RESULTS OF OPERATIONS**

**Comparison of Nine Months Ended September 30, 2001 and 2000**

The following table summarizes Allied Capital's operating results for the nine months ended September 30, 2001 and 2000.

|  | For the Nine<br>Months Ended<br>September 30, |           | Percent  |        |
|--|---|-----------|----------|--------|
|  | 2001  | 2000      | Change   | Change |
| (\$ in thousands, except per share amounts)  |   |           |          |        |
| <b>Interest and Related Portfolio Income</b> |   |           |          |        |
| Interest and dividends                       | \$173,722                                     | \$129,768 | \$43,954 | 34%    |
| Premiums from loan dispositions              | 2,070   | 10,752    | (8,682)  | (81%)  |
| Fees and other income                        | 30,652  | 9,334     | 21,318   | 228%   |
| <hr/>  |   |           |          |        |
| <hr/>  |   |           |          |        |
| <hr/>  |   |           |          |        |
| <hr/>  |   |           |          |        |
| Total interest and related portfolio income  | 206,444                                       | 149,854   | 56,590   | 38%    |
| <hr/>  |   |           |          |        |
| <hr/>  |   |           |          |        |
| <hr/>  |   |           |          |        |
| <hr/>  |   |           |          |        |
| <b>Expenses</b>                              |   |           |          |        |
| Interest                                     | 47,974  | 41,645    | 6,329    | 15%    |
| Employee                                     | 22,269  | 19,506    | 2,763    | 14%    |
| Administrative                               | 10,166  | 10,711    | (545)    | (5%)   |
| <hr/>  |   |           |          |        |
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Total operating expenses  
80,409 71,862 8,547 12%

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Net operating income before net realized and  
unrealized gains  
126,035 77,992 48,043 62%

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**Net Realized and Unrealized Gains**

Net realized gains  
8,339 23,095 (14,756) (64%)  
Net unrealized gains  
23,463 (267) 23,730 8,888%

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Total net realized and unrealized gains  
31,802 22,828 8,974 39%

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Net increase in net assets resulting from operations  
\$157,837 \$100,820 \$57,017 57%

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Diluted net operating income per share  
\$1.39 \$1.10 \$0.29 26%

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Diluted earnings per share  
\$1.74 \$1.42 \$0.32 23%

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Weighted average shares outstanding diluted  
90,864 70,777 20,087 28%

Net increase in net assets resulting from operations (NIA) results from total interest and related portfolio income earned, less total expenses incurred in the operations of the Company, plus net realized and unrealized gains or losses.

Total interest and related portfolio income is primarily a function of the level of interest income earned and the balance of portfolio assets. In addition, total interest and

related portfolio income includes dividend income, premiums from loan dispositions, prepayment premiums, and fees and other income.

|   | <b>For the Nine<br/>Months Ended<br/>September 30,</b> |             |
|---|--|-------------|
|   | <b>2001</b>  | <b>2000</b> |
| (\$ in millions, except per share amounts)  |  |             |
| Total Interest and Related Portfolio Income | \$206.4  | \$149.9     |
| Per share                                   |  |             |
| \$2.27 \$2.11                               |  |             |

The increase in interest income earned results primarily from continued growth of the Company's investment portfolio and the Company's focus on increasing its overall portfolio yield. The Company's investment portfolio, excluding non-interest bearing equity interests in portfolio companies, increased by 17% to \$1,732.0 million at September 30, 2001 from \$1,485.0 million at September 30, 2000. The weighted average yield on the interest bearing investments in the portfolio at September 30, 2001 and 2000 was as follows:

|                                | <b>September 30,</b> |             |
|--------------------------------|----------------------|-------------|
|                                | <b>2001</b>          | <b>2000</b> |
| Private Finance                | 14.5%                | 14.6%       |
| Commercial Real Estate Finance |                      |             |
| 13.5% 13.2%                    |                      |             |
| Small Business Finance         |                      |             |
| % 12.3%                        |                      |             |
| Total Portfolio                |                      |             |
| 14.1% 13.9%                    |                      |             |

Included in premiums from loan dispositions are premiums from loan sales and premiums received on the early repayment of loans. Premiums from loan sales were \$0.5 million and \$8.7 million for the nine months ended September 30, 2001 and 2000, respectively. Premium income results from the premium paid by purchasers on loans sold less the origination commissions associated with the loans sold. For the nine months ended September 30, 2000, premiums from loan sales resulted primarily from the sale of loans originated through Allied Capital Express. Upon the merger of the Allied Capital Express operations into BLX, the premium from loan sales earned historically is intended to be replaced with interest income earned by the Company from its subordinated debt investment in BLX as well as fees earned from its guaranty of the BLX Credit Facility and its management contract with BLX.

Prepayment premiums were \$1.6 million and \$2.1 million for the nine months ended September 30, 2001 and 2000, respectively. While the scheduled maturities of private finance and commercial real estate loans range from five to ten years, it is not unusual for the Company's borrowers to refinance or pay off their debts to the Company ahead of schedule. Because the Company seeks to finance primarily seasoned, performing companies, such companies at times can secure lower cost financing as their balance sheets strengthen, or as more favorable interest rates become available. Therefore, the Company generally structures its loans to require a prepayment premium for the first three to five years of the loan.

Fees and other income include diligence, financial structuring, management and guaranty fees of \$29.7 million and \$5.4 million for the nine months ended September 30, 2001 and 2000, respectively. Fees and other income for the nine months ended September 30, 2001 include fees earned from the SunSource buyout transaction totaling



\$4.4 million discussed above. The Company continues to emphasize new financial structuring, diligence and portfolio management activity that generates additional fee income. Because individual fees for any one activity can vary in size, fee income may vary substantially from quarter to quarter.

Operating expenses include interest, employee and administrative expenses. The Company's single largest expense is interest on indebtedness. The fluctuations in interest expense during the nine months ended September 30, 2001 and 2000 are attributable to changes in the level of borrowings by the Company and its subsidiaries under various notes payable and debentures and revolving credit facilities. The Company's borrowing activity and weighted average interest cost, including fees and closing costs, were as follows:

|                          | (\$ in millions) | At and for the<br>Nine Months<br>Ended<br>September 30, |         |
|--------------------------|------------------|---|---------|
|                          |                  | 2001  | 2000    |
| Total Outstanding Debt   |                  | \$924.5   | \$762.2 |
| Average Outstanding Debt |                  |   |         |
|                          | \$821.9 \$684.3  |   |         |
| Weighted Average Cost    |                  |   |         |
|                          | 7.1% 8.1%        |   |         |
| BDC Asset Coverage*      |                  |   |         |
|                          | 255% 236%        |   |         |

\* As a BDC, the Company is generally required to maintain a ratio of 200% of total assets to total borrowings.

Employee expenses include salaries, employee benefits and formula and cut-off awards. The increase in salaries and employee benefits for the periods presented reflects wage increases and the experience level of employees hired. Total employees were 95 and 136 at September 30, 2001 and 2000, respectively. As part of the recapitalization of Allied Capital Express discussed above, employees of the Company were transferred to the portfolio company at the end of 2000. Expenses related to employees dedicated to Allied Capital Express are reflected in employee expense for the nine months ended September 30, 2000. The formula and cut-off awards totaled \$4.8 million for the nine months ended September 30, 2000. The formula award vested over a three-year period which ended on December 31, 2000.

Administrative expenses include the leases for the Company's headquarters in Washington, DC, and its regional offices, travel costs, stock record expenses, directors' fees, legal and accounting fees and various other expenses. Administrative expenses for the nine months ended September 30, 2000 included expenses related to Allied Capital Express regional offices. The cost of these regional offices was transferred to BLX at the beginning of 2001. For the nine months ended September 30, 2001 and 2000, employee and administrative costs as a percentage of total interest and related portfolio income less interest expense plus net realized and unrealized gains was 17% and 19%, respectively.

Net realized gains resulted from the sale of equity securities associated with certain private finance investments and the realization of unamortized discount resulting from the sale and early repayment of private finance loans, commercial mortgage loans and

Purchased CMBS bonds, offset by losses on investments. Realized gains and losses were as follows:

|                      | For the Nine<br>Months Ended<br>September 30, |        |
|----------------------|---|--------|
|                      | 2001  | 2000   |
| (\$ in millions)     |   |        |
| Realized Gains       | \$9.9   | \$24.7 |
| Realized Losses      |   |        |
| (1.6) (1.6)          |   |        |
| <hr/>                |   |        |
| <hr/>                |   |        |
| Net Realized Gains   |   |        |
| \$8.3 \$23.1         |   |        |
| <hr/>                |   |        |
| <hr/>                |   |        |
| Net Unrealized Gains |   |        |
| \$23.5 \$(0.3)       |   |        |
| <hr/>                |   |        |
| <hr/>                |   |        |

Realized gains for the nine months ended September 30, 2001 primarily resulted from transactions involving three private finance portfolio companies, FTI Consulting, Inc. (\$4.6 million), SunSource Inc. (\$2.5 million) as discussed above, and Southwest PCS, LLC (\$0.8 million), and the sale of Purchased CMBS BB bonds (\$1.7 million). Realized gains for the nine months ended September 30, 2000 resulted primarily from transactions involving seven portfolio companies. The Company reversed previously recorded unrealized appreciation totaling \$3.8 million and \$6.2 million when gains were realized for the nine months ended September 30, 2001 and 2000, respectively.

Realized losses for the nine months ended September 30, 2001 and 2000 resulted from the continued liquidation of the Company's whole loan commercial real estate portfolio, as well as other small losses in the private finance portfolio. The Company reversed previously recorded unrealized depreciation totaling \$1.5 million and \$1.3 million when the related losses were realized in the nine months ended September 30, 2001 and 2000, respectively.

Net unrealized gains for the nine months ended September 30, 2001 and 2000 consisted of valuation changes resulting from the Board of Directors' valuation of the Company's assets and the effect of reversals of unrealized appreciation or depreciation resulting from realized gains or losses.

The Company increased the value of its equity investment in BLX by \$15.5 million at March 31, 2001. During the first quarter, BLX secured a 3-year \$117.5 million revolving credit facility and completed a \$65 million securitization of unguaranteed SBA 7(a) loans. As a result of the elimination of the refinancing risk that existed at the time of the merger, and BLX's progress in merger integration, the Company increased the value of its equity investment. The Company also increased the value of its investment in Wyo-Tech Acquisition Corporation by \$8.8 million and \$28.3 million at March 31, 2001 and September 30, 2001, due to its continued growth and positive performance. In addition to BLX and Wyo-Tech, the Company increased the value of other portfolio companies by \$11.3 million in

total for the nine months ended September 30, 2001. These companies increased in value because of continued positive performance, and valuation data that would indicate that a valuation increase was necessary.

During the nine months ended September 30, 2001, the Company reversed previously recorded unrealized appreciation totaling \$8.9 million on investments that the Company believed required adjustment based upon the portfolio company's performance in a weaker economy or a lower valuation multiple at which these companies would be expected to be sold in today's economy.

During the nine months ended September 30, 2001, the Company decreased the value of its common equity investments in Startec Global Communications Corporation by \$3.0 million at March 31, 2001, and decreased the value of its debt investment in NETtel Communications, Inc. by \$5.0 million at March 31, 2001 and \$2.0 million at September 30, 2001. In addition, the Company decreased the value of other portfolio companies by a total of \$19.2 million for the nine months ended September 30, 2001.

At September 30, 2001, net unrealized appreciation in the portfolio totaled \$42.8 million and was composed of unrealized appreciation of \$99.1 million, resulting primarily from appreciated equity interests in portfolio companies, and unrealized depreciation of \$56.3 million, resulting primarily from underperforming loan and equity interests in the portfolio. Net realized and unrealized gains can vary substantially on a quarterly basis.

The Company employs a standard grading system for the entire portfolio. Grade 1 is used for those investments from which a capital gain is expected. Grade 2 is used for investments performing in accordance with plan. Grade 3 is used for investments that require closer monitoring; however, no loss of interest or principal is expected. Grade 4 is used for investments for which some loss of contractually due interest is expected, but no loss of principal is expected. Grade 5 is used for investments for which some loss of principal is expected and the investment is written down to net realizable value.

At September 30, 2001, the Company's portfolio was graded as follows:

| Grade         | Portfolio<br>at Value | Percentage of<br>Total Portfolio |
|---------------|-----------------------|----------------------------------|
| (in millions) |                       |                                  |
| 1             | \$479.4               | 22.1%                            |
| 2             | 1,561.7               | 71.8%                            |
| 3             | 57.3                  | 2.6%                             |
| 4             | 48.0                  | 2.2%                             |
| 5             | 28.0                  | 1.3%                             |
|               | \$2,174.4             | 100.0%                           |

Grade 5 private finance investments at September 30, 2001, totaled \$26.0 million, at value, or 1.2%, of the Company's total portfolio. Total Grade 4 and 5 assets as a percentage of the total portfolio at value at September 30, 2001 and December 31, 2000 and 1999 were 3.5%, 5.7% and 3.8%, respectively. The Company expects that a certain number of portfolio companies will be in the Grade 4 or 5 category from time to time. Part of the business of private finance is working with troubled portfolio companies to improve their businesses and protect the Company's investment. The number of portfolio companies and related investment amount included in Grade 4 and 5 may fluctuate significantly from quarter to quarter as the Company helps these companies work through their problems. The Company continues to follow its historical practices of working with a troubled portfolio company in order to



recover the maximum amount of the Company's investment, but records unrealized depreciation for the expected full amount of the potential loss when such exposure is identified.

At September 30, 2001, delinquencies in the underlying collateral pool for the Company's CMBS portfolio were 0.30%. The yield used to accrue interest on this portfolio assumes a 1% loss rate on the entire underlying collateral mortgage pool, and as of

September 30, 2001, no losses have been realized. The Company has been closely monitoring the performance of all of the loans in the underlying collateral pools securing its CMBS investments since September 11, 2001, particularly the hospitality properties which constitute 7% of the collateral loans. The Company has surveyed and analyzed the performance of the hotel properties and has currently determined that an increase in delinquencies for this property type should be expected in the near term. The Company will continue to closely monitor this asset class as well as all of the loans securing its CMBS investments. The Company believes that the current performance of the underlying loans would not require an adjustment to its yield assumptions, but these assumptions will continue to be monitored and adjusted in the future, if necessary.

For the total investment portfolio, loans greater than 120 days delinquent were \$61.6 million at value at September 30, 2001, or 2.8% of the total portfolio. Included in this category are loans valued at \$10.4 million that are fully secured by real estate. Loans greater than 120 days delinquent generally do not accrue interest. Loans greater than 120 days delinquent at December 31, 2000 were \$56.4 million at value, or 3.2% of the total portfolio, which included \$13.3 million that were fully secured by real estate. As a provider of long-term privately negotiated investment capital, it is not atypical to defer payment of principal or interest from time to time. As a result, the amount of the portfolio that is greater than 120 days delinquent may vary from quarter to quarter. The terms of the private finance agreements frequently provide an opportunity for portfolio companies to restructure their debt and equity capital. During such restructuring, the Company may not receive or accrue interest or dividend payments. The investment portfolio is priced to provide current returns for our shareholders assuming that a portion of the portfolio at any time may not be accruing interest currently. The Company also prices its investments for a total return including current interest or dividends plus capital gains from the sale of equity securities. Therefore, the amount of loans greater than 120 days delinquent is not necessarily an indication of future principal loss or loss of anticipated investment return. The Company's portfolio grading system is used as a means to assess loss of investment return (Grade 4 assets) or loss of investment principal (Grade 5 assets).

The Company has elected to be taxed as a regulated investment company ( RIC ) under Subchapter M of the Internal Revenue Code of 1986, as amended ( Code ). As long as the Company qualifies as a RIC, the Company is not taxed on its investment company taxable income or realized capital gains, to the extent that such income or gains are distributed, or deemed to be distributed, to shareholders on a timely basis. Annual tax distributions may differ from NIA for the fiscal year due to timing differences in the recognition of income and expenses, returns of capital and net unrealized appreciation or depreciation, which are not included in taxable income.

In order to maintain its RIC status, the Company must, in general, (1) continue to qualify as a BDC; (2) derive at least 90% of its gross income from dividends, interest, gains from the sale of securities and other specified types of income; (3) meet investment diversification requirements as defined in the Code; and (4) distribute annually to shareholders at least 90% of its investment company taxable income as defined in the Code. The Company intends to take all steps necessary to continue to meet the RIC qualifications. However, there can be no assurance that the Company will continue to qualify for such treatment in future years.

The weighted average common shares outstanding used to compute basic earnings per share were 89.3 million and 70.6 million for the nine months ended September 30, 2001

and 2000, respectively. The increases in the weighted average shares reflect the issuance of new shares and the issuance of shares pursuant to a dividend reinvestment plan.

All per share amounts included in management's discussion and analysis have been computed using the weighted average shares used to compute diluted earnings per share, which were 90.9 million and 70.8 million for the nine months ended September 30, 2001 and 2000, respectively.



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**Expenses**

Interest

57,412 34,860 22,552 65% 34,860 20,694 14,166 68%

Employee

19,842 16,136 3,706 23% 16,136 11,829 4,307 36%

Administrative

15,435 12,350 3,085 25% 12,350 11,921 429 4%

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Total operating expenses

92,689 63,346 29,343 46% 63,346 44,444 18,902 43%

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Formula and cut-off awards

6,183 6,753 (570) (8%) 6,753 7,049 (296) (4%)

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Net operating income before net realized and unrealized gains  
112,717 71,041 41,676 59% 71,041 55,245 15,796 29%

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**Net Realized and Unrealized Gains**

Net realized gains  
15,523 25,391 (9,868) (39%) 25,391 22,541 2,850 13%  
Net unrealized gains  
14,861 2,138 12,723 595% 2,138 1,079 1,059 98%

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Total net realized and unrealized gains  
30,384 27,529 2,855 10% 27,529 23,620 3,909 17%

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|----------------------------|--------|--------|-------|--------|--------|--------|-----|--|
| Income before income taxes |        |        |       |        |        |        |     |  |
| 143,101                    | 98,570 | 44,531 | 45%   | 98,570 | 78,865 | 19,705 | 25% |  |
| Income tax expense         |        |        |       |        |        |        |     |  |
|                            | 0%     | 787    | (787) | (100%) |        |        |     |  |

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|--|----------|----------|-----|----------|----------|----------|-----|--|
| Net increase in net assets resulting from operations |          |          |     |          |          |          |     |  |
| \$143,101  | \$98,570 | \$44,531 | 45% | \$98,570 | \$78,078 | \$20,492 | 26% |  |

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|--|--------|--------|-----|--------|--------|--------|-----|--|
| Diluted net operating income per share |        |        |     |        |        |        |     |  |
| \$1.53                                 | \$1.18 | \$0.35 | 30% | \$1.18 | \$1.06 | \$0.12 | 11% |  |

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Diluted earnings per share  
\$1.94 \$1.64 \$0.30 18% \$1.64 \$1.50 \$0.14 9%

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Weighted average shares outstanding diluted  
73,472 60,044 13,428 22% 60,044 51,974 8,070 16%

Net increase in net assets resulting from operations (NIA) results from total interest and related portfolio income earned, less total expenses incurred in the operations of the Company, plus net realized and unrealized gains or losses.

Total interest and related portfolio income is primarily a function of the level of interest income earned and the balance of portfolio assets. In addition, total interest and



related portfolio income includes premiums from loan dispositions, prepayment premiums, and investment advisory fees and other income.

|   | <u>2000</u>                             | <u>1999</u> | <u>1998</u> |
|---|---|-------------|-------------|
|   | (in millions, except per share amounts) |             |             |
| Total Interest and Related Portfolio Income |   |             |             |
| \$211.6                                     | \$141.1                                 | \$106.7     |             |
| Per share                                   |   |             |             |
| \$2.88                                      | \$2.35                                  | \$2.05      |             |

The increase in interest income earned results primarily from continued growth of the Company's investment portfolio and the Company's focus on increasing its overall portfolio yield. The Company's investment portfolio, excluding non-interest bearing equity interests in portfolio companies, increased by 29% to \$1,471.8 million at December 31, 2000 from \$1,141.2 million at December 31, 1999, and increased by 51% during 1999 from \$757.7 million at December 31, 1998. The weighted average yield on the interest bearing investments in the portfolio at December 31, 2000, 1999 and 1998 was as follows:

|                                | <u>2000</u> | <u>1999</u> | <u>1998</u> |
|--------------------------------|-------------|-------------|-------------|
| Private Finance                | 14.6%       | 14.2%       | 14.6%       |
| Commercial Real Estate Finance |             |             |             |
| 13.1%                          | 12.3%       | 10.4%       |             |
| Small Business Finance         |             |             |             |
| 11.5%                          | 11.2%       |             |             |
| Total Portfolio                |             |             |             |
| 14.1%                          | 13.0%       | 12.5%       |             |

Included in net premiums from loan dispositions are premiums from loan sales and premiums received on the early repayment of loans. Premiums from loan sales were \$13.3 million, \$10.5 million and \$3.8 million for the years ended December 31, 2000, 1999 and 1998, respectively. This premium income results primarily from the premium paid by purchasers of loans originated through Allied Capital Express, less the origination commissions associated with the loans sold. In addition to selling the guaranteed portion of the SBA 7(a) loans, in 1999 the Company began to sell 90% of the unguaranteed portion of SBA 7(a) loans through a structured finance agreement with a commercial paper conduit. The 176% increase in premiums from loan sales in 1999 is primarily the result of a significant increase in the sale of the guaranteed SBA 7(a) loans and unguaranteed portions of SBA 7(a) loans. SBA 7(a) loan sales were \$101.0 million, \$93.7 million and \$37.0 million for the years ended December 31, 2000, 1999 and 1998, respectively. Upon the merger of the Allied Capital Express operations into BLX, the premium from loan sales earned historically is intended to be replaced with interest income earned by the Company from its subordinated debt investment in BLX as well as fees earned from its management contract with BLX.

Prepayment premiums were \$2.8 million, \$3.8 million and \$2.2 million for the years ended December 31, 2000, 1999 and 1998, respectively. While the scheduled maturities of private finance and commercial real estate loans range from five to ten years, it is not unusual for the Company's borrowers to refinance or pay off their debts to the Company ahead of schedule. Because the Company seeks to finance primarily seasoned, performing companies, such companies at times can secure lower cost financing as their balance sheets strengthen, or as more favorable interest rates become available. Therefore, the Company generally structures its loans to require a prepayment premium for the first three to five years of the loan.

Total interest and related portfolio income for 1998 includes a one-time gain on sale of \$14.8 million resulting from a commercial mortgage loan securitization transaction that

was completed in January 1998. Excluding the 1998 gain on sale, total interest and related portfolio income increased for the year ended December 31, 1999 by 53% as compared to the year ended December 31, 1998. The proceeds of \$238.4 million from this transaction were used to repay outstanding debt.

Operating expenses include interest, employee and administrative expenses. The Company's single largest expense is interest on indebtedness. The fluctuations in interest expense during 2000, 1999 and 1998 are attributable to changes in the level of borrowings by the Company and its subsidiaries under various notes payable and debentures and revolving credit facilities. The Company's borrowing activity and weighted average interest cost, including fees and closing costs, were as follows:

|                          | <u>2000</u>      | <u>1999</u> | <u>1998</u> |
|--------------------------|------------------|-------------|-------------|
|                          | (\$ in millions) |             |             |
| Total Outstanding Debt   | \$786.6          | \$592.9     | \$334.4     |
| Average Outstanding Debt | \$707.4          | \$461.5     | \$261.3     |
| Weighted Average Cost    | 8.3%             | 7.9%        | 7.5%        |
| BDC Asset Coverage*      | 245%             | 228%        | 273%        |

\* As a BDC, the Company is generally required to maintain a ratio of 200% of total assets to total borrowings.

Employee expenses include salaries, employee benefits and formula and cut-off awards. The increase in salaries and employee benefits for the periods presented reflects the increase in total employees, combined with wage increases and the experience level of employees hired. Total employees were 97, 129 and 106 at December 31, 2000, 1999 and 1998, respectively. As part of the recapitalization of Allied Capital Express discussed above, 37 employees of the Company were transferred to the portfolio company at the end of 2000. Expenses related to these employees are reflected in employee expense for the year. The formula and cut-off awards totaled \$6.2 million, \$6.8 million and \$7.0 million for the years ended December 31, 2000, 1999 and 1998, respectively.

The formula award expense totaled \$5.7 million, \$6.2 million and \$6.2 million for the years ended December 31, 2000, 1999 and 1998, respectively. The formula award was designed as an incentive compensation program that would replace canceled stock options that were canceled as a result of the Company's 1997 Merger and would balance share ownership among key officers. The formula award vested over a three-year period, on the anniversary date of the Merger, beginning on December 31, 1998.

The cut-off award expense totaled \$0.5 million, \$0.6 million and \$0.8 million for the years ended December 31, 2000, 1999 and 1998, respectively. The cut-off award was designed to cap the appreciated value in unvested options at the Merger announcement date in order to set the foundation to balance option awards upon the Merger. The cut-off award will only be payable if the award recipient is employed by the Company on a future vesting date.

Administrative expenses include the leases for the Company's headquarters in Washington, DC and its regional offices, travel costs, stock record expenses, directors' fees, legal and accounting fees and various other expenses. For the years ended December 31, 2000, 1999 and 1998, employee and administrative costs as a percentage of total interest and related portfolio income less interest expense plus net realized and unrealized gains was 19%, 21% and 22%, respectively.



Net realized gains resulted from the sale of equity securities associated with certain private finance investments and the realization of unamortized discount resulting from the sale and early repayment of private finance loans, commercial mortgage loans and Purchased CMBS bonds, offset by losses on investments. Realized gains and losses and net unrealized gains for the years ended December 31, 2000, 1999 and 1998 were as follows:

|                      | <u>2000</u>   | <u>1999</u> | <u>1998</u> |
|----------------------|---------------|-------------|-------------|
|                      | (in millions) |             |             |
| Realized Gains       |               |             |             |
| \$28.6               | \$31.5        | \$25.8      |             |
| Realized Losses      |               |             |             |
| (13.1)               | (6.1)         | (3.3)       |             |
| <hr/>                |               |             |             |
| <hr/>                |               |             |             |
| <hr/>                |               |             |             |
| Net Realized Gains   |               |             |             |
| \$15.5               | \$25.4        | \$22.5      |             |
| <hr/>                |               |             |             |
| <hr/>                |               |             |             |
| <hr/>                |               |             |             |
| Net Unrealized Gains |               |             |             |
| \$14.9               | \$2.1         | \$1.1       |             |
| <hr/>                |               |             |             |
| <hr/>                |               |             |             |
| <hr/>                |               |             |             |

Realized gains during 2000 resulted primarily from transactions involving eight investments Southwest PCS, L.P. (\$11.5 million), Grant Television, Inc. (\$5.4 million), CMBS bonds sold (\$3.9 million), Julius Koch USA, Inc. (\$1.7 million), Wilmar Industries, Inc. (\$1.2 million), Hotelevision (\$1.0 million), FTI Consulting, Inc. (\$0.7 million) and Panera Bread Co. (\$0.7 million). The Company reversed previously recorded unrealized appreciation of \$7.5 million when these gains were realized in 2000. Realized gains in 1999 and 1998 resulted primarily from transactions involving 6 and 10 portfolio companies, and the Company reversed previously recorded unrealized appreciation of \$14.6 million and \$8.1 million, respectively, when these gains were realized.

Realized losses in 2000, 1999 and 1998 represented 0.7%, 0.5% and 0.4% of the Company's total assets, respectively. Realized losses of \$13.1 million during 2000 resulted primarily from two portfolio investments NETtel Communications, Inc. (\$8.5 million) and Total Foam, Inc. (\$1.3 million). The remaining losses consisted of several losses of less than \$0.5 million each. Losses realized in 2000 had been recognized in NIA over time as unrealized depreciation when the Company determined that the respective portfolio security's value had become impaired. Thus, the Company reversed previously recorded unrealized depreciation totaling \$12.0 million, \$5.4 million and \$3.6 million when the related losses were realized in 2000, 1999 and 1998, respectively.

Net unrealized gains for 2000, 1999 and 1998 consisted of valuation changes resulting from the Board of Directors valuation of the Company's assets and the effect of reversals of unrealized appreciation or depreciation resulting from realized gains or losses. At December 31, 2000, net unrealized appreciation in the portfolio totaled \$19.4 million and was composed of unrealized appreciation of \$49.1 million, resulting primarily from appreciated equity interests in portfolio investments, and unrealized depreciation of \$29.7 million resulting primarily from underperforming loan and equity interests in the portfolio. At December 31, 1999 and 1998, net unrealized appreciation in the portfolio totaled \$4.5 million and \$2.4 million, respectively, and was composed of unrealized appreciation of \$32.1 million and \$27.3 million, and unrealized depreciation of \$27.6 million and \$24.9 million, respectively.

The Company employs a standard grading system for the entire portfolio. Grade 1 is used for those investments from which a capital gain is expected. Grade 2 is used for investments performing in accordance with plan. Grade 3 is used for investments that require closer monitoring; however, no loss of interest or principal is expected. Grade 4 is used for investments for which some loss of contractually due interest is expected, but no

loss of principal is expected. Grade 5 is used for investments for which some loss of principal is expected and the investment is written down to net realizable value.

At December 31, 2000, the Company's portfolio was graded as follows:

| Grade            | Portfolio<br>at Value | Percentage of<br>Total Portfolio |
|------------------|-----------------------|----------------------------------|
| (\$ in millions) |                       |                                  |
| 1                | \$208.3               | 11.7%                            |
| 2                | 1,461.7               | 81.7%                            |
| 3                | 15.4                  | 0.9%                             |
| 4                | 76.0                  | 4.2%                             |
| 5                | 26.6                  | 1.5%                             |
| <hr/>            |                       |                                  |
| <hr/>            |                       |                                  |
| \$1,788.0 100.0% |                       |                                  |
| <hr/>            |                       |                                  |
| <hr/>            |                       |                                  |

Included in Grade 4 and 5 investments are assets totaling \$20.5 million and \$10.6 million that are secured by commercial real estate at December 31, 2000 and 1999, respectively. Grade 5 private finance investments at December 31, 2000 and 1999 totaled \$18.7 million and \$12.6 million at value, or 1.0% and 1.0% of the Company's total portfolio, respectively. The Company continues to follow its historical practices of working with a troubled portfolio company in order to recover the maximum amount of the Company's investment, but records unrealized depreciation for the expected full amount of the potential loss when such exposure is identified.

At December 31, 2000, delinquencies in the underlying collateral pool for the Company's CMBS portfolio were 0.38%. The yield used to accrue interest on this portfolio assumes a 1% loss rate on the entire underlying collateral mortgage pool.

For the total investment portfolio, loans greater than 120 days delinquent were \$56.4 million at value at December 31, 2000, or 3.2% of the total portfolio. Included in this category are loans valued at \$13.3 million that are fully secured by commercial real estate. Loans greater than 120 days delinquent at December 31, 1999 were \$18.6 million at value, or 1.5% of the total portfolio, which included \$11.7 million that were fully secured by real estate. As a provider of long-term privately negotiated investment capital, it is not atypical to defer payment of principal or interest from time to time. As a result, the amount of the portfolio that is greater than 120 days delinquent may vary from quarter to quarter. The terms of the private finance agreements frequently provide an opportunity for portfolio companies to restructure their debt and equity capital. During such restructuring, the Company may not receive or accrue interest or dividend payments. The investment portfolio is priced to provide current returns for our shareholders assuming that a portion of the portfolio at any time may not be accruing interest currently. The Company also prices its investments for a total return including current interest or dividends plus capital gains from the sale of equity securities. Therefore, the amount of loans greater than 120 days delinquent is not necessarily an indication of

future principal loss or loss of anticipated investment return. The Company's portfolio grading system is used as a means to assess loss of investment return (Grade 4 assets) or loss of investment principal (Grade 5 assets).

The weighted average common shares outstanding used to compute basic earnings per share were 73.2 million, 59.9 million and 51.9 million for the years ended December 31, 2000, 1999 and 1998, respectively. The increases in the weighted average shares reflect the





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Revolving credit facilities:

Revolving line of credit

467.5 207.0 5.5% 0.5%

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Total debt

\$1,199.8 \$924.5 7.1% 2.9%

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- (1) The annual interest cost includes the cost of commitment fees and other facility fees.  
(2) The annual portfolio return to cover interest payments is calculated as the September 30, 2001 annualized cost of debt per class of financing divided by total assets at September 30, 2001.

**Unsecured Long-term Notes.** The Company has issued long-term debt to institutional lenders, primarily insurance companies. The notes have five- or seven-year maturities, with maturity dates beginning in 2003. The notes require payment of interest only semi-annually, and all principal is due upon maturity.

On October 30, 2001, the Company issued \$150 million of five-year unsecured long-term debt, financed primarily by insurance companies. The five-year notes were priced at 7.16% and have substantially the same terms as the Company's existing unsecured long-term notes.

**SBA Debentures.** The Company, through its SBIC subsidiary, has debentures payable to the SBA with terms of ten years. The notes require payment of interest only semi-annually, and all principal is due upon maturity. The Company may currently borrow up to \$101.8 million from the SBA under the SBIC program. At September 30, 2001, the

Company has a commitment to borrow up to an additional \$14.8 million above the amount outstanding from the SBA. The commitment expires on September 30, 2005.

**Auction Rate Reset Note.** The Company has a \$80.8 million Auction Rate Reset Senior Note Series A that matures on December 2, 2002 and bears interest at the three-month London Inter-Bank Offer Rate ( LIBOR ) plus 1.75% which adjusts quarterly. Interest is due quarterly and the Company, at its option, may pay or defer and capitalize such interest payments. The amount outstanding on the note will increase as interest due is deferred and capitalized. As a means to repay the note, the Company has entered into an agreement to issue \$80.8 million of debt, equity or other securities in one or more public or private transactions, or prepay the Auction Rate Reset Note, on or before August 31, 2002. If the note is prepaid, the Company will pay a fee equal to 0.5% of the aggregate amount of the note outstanding.

**Revolving Line of Credit.** As of September 30, 2001, the Company has a \$467.5 million unsecured revolving line of credit that expires in August 2003 with the right to extend maturity for one additional year at the Company's sole option, under substantially similar terms. This facility may be expanded up to \$600 million. At the Company's option, the credit facility bears interest at a rate equal to (i) the one-month LIBOR plus 1.25% or (ii) the higher of (a) the Bank of America, N.A. prime rate or (b) the Federal Funds rate plus 0.50%. The credit facility requires monthly payments of interest, and all principal is due upon maturity.

### **Equity Capital and Dividends**

The Company raises debt and equity capital for continued investment in its portfolio. Because the Company is a RIC, it distributes its income and requires external capital for growth. Because the Company is a BDC, it is limited in the amount of debt capital it may use to fund its growth, since it is generally required to maintain a ratio of 200% of total assets to total borrowings, or approximately 1 to 1 debt to equity capital ratio.

To support its growth during the nine months ended September 30, 2001, the Company raised \$237.0 million in new equity capital primarily through the sale of shares from its shelf registration statement. The Company issues equity from time to time when it has a clear use of proceeds for attractive investment opportunities. Historically, this process has enabled the Company to raise equity on an accretive basis for existing shareholders. At September 30, 2001, total shareholders' equity had increased to \$1.3 billion.

The Company's Board reviews the dividend rate quarterly, and adjusts the quarterly dividend rate throughout the year as the Company's earnings momentum builds. For the first, second and third quarter of 2001, the Board declared a \$0.49, \$0.50 and \$0.51 per common share dividend, respectively. For the fourth quarter of 2001, the Board has declared a dividend of \$0.51 per common share. Dividends are paid from the Company's taxable income.

As a result of growth in ordinary taxable income combined with the increased size and diversity of the Company's portfolio and its projected future capital gains, the Company's Board of Directors will continue to evaluate whether to retain or distribute capital gains as they occur. The Company's dividend policy allows the Company to continue to distribute some capital gains, but will also allow the Company to retain gains that exceed a normal capital gains distribution level, and therefore avoid any unusual spike

in dividends in any one year. The dividend policy also enables the Board to selectively retain gains to support future growth.

The Company plans to maintain a strategy of financing its operations, dividend requirements and future investments with cash from operations, through borrowings under short- or long-term credit facilities or other debt securities, through asset sales, or through the sale or issuance of new equity capital. The Company maintains a matched-funding philosophy that focuses on matching the estimated maturities of its loan and investment portfolio to the estimated maturities of its borrowings. The Company will utilize its short-term credit facilities only as a means to bridge to long-term financing, which may result in temporary differences in the matching of estimated maturities. The Company evaluates its interest rate exposure on an ongoing basis. To the extent deemed necessary, the Company may hedge variable and short-term interest rate exposure through interest rate swaps or other techniques. At September 30, 2001, the Company's debt to equity ratio was 0.71 to 1 and weighted average cost of funds was 7.1%. There are no significant maturities of long-term debt until 2003. The Company believes that it has access to capital sufficient to fund its ongoing investment and operating activities, and from which to pay dividends.

**SENIOR SECURITIES**

Information about our senior securities is shown in the following tables as of the fiscal year ended December 31, unless otherwise noted. The          indicates information which the Commission expressly does not require to be disclosed for certain types of senior securities.

| Class and Year                           | Total Amount<br>Outstanding<br>Exclusive of<br>Treasury<br>Securities(1) | Asset<br>Coverage<br>Per Unit(2) | Involuntary<br>Liquidating<br>Preference<br>Per Unit(3) | Average<br>Market Value<br>Per Unit(4) |
|--|--|----------------------------------|---|--|
| <b>Unsecured Long-term Notes Payable</b> |  |                                  |   |  |
| 1991                                     |  |                                  |   |  |
| \$0 \$0 \$                               | N/A  |                                  |   |  |
| 1992                                     |  |                                  |   |  |
| 0 0                                      | N/A  |                                  |   |  |
| 1993                                     |  |                                  |   |  |
| 0 0                                      | N/A  |                                  |   |  |
| 1994                                     |  |                                  |   |  |
| 0 0                                      | N/A  |                                  |   |  |
| 1995                                     |  |                                  |   |  |
| 0 0                                      | N/A  |                                  |   |  |
| 1996                                     |  |                                  |   |  |
| 0 0                                      | N/A  |                                  |   |  |
| 1997                                     |  |                                  |   |  |
| 0 0                                      | N/A  |                                  |   |  |
| 1998                                     |  |                                  |   |  |
| 180,000,000                              | 2,734  | N/A                              |   |  |
| 1999                                     |  |                                  |   |  |
| 419,000,000                              | 2,283  | N/A                              |   |  |
| 2000                                     |  |                                  |   |  |
| 544,000,000                              | 2,445  | N/A                              |   |  |
| 2001 (as of September 30,<br>unaudited)  |  |                                  |   |  |
| 544,000,000                              | 2,545  | N/ASBA Debentures(5)             |   |  |
| 1991                                     |  |                                  |   |  |
| \$49,800,000 \$3,834 \$                  | N/A  |                                  |   |  |
| 1992                                     |  |                                  |   |  |
| 49,800,000                               | 5,789  | N/A                              |   |  |
| 1993                                     |  |                                  |   |  |
| 49,800,000                               | 6,013  | N/A                              |   |  |
| 1994                                     |  |                                  |   |  |
| 54,800,000                               | 3,695  | N/A                              |   |  |
| 1995                                     |  |                                  |   |  |
| 61,300,000                               | 2,868  | N/A                              |   |  |
| 1996                                     |  |                                  |   |  |
| 61,300,000                               | 2,485  | N/A                              |   |  |
| 1997                                     |  |                                  |   |  |
| 54,300,000                               | 2,215  | N/A                              |   |  |
| 1998                                     |  |                                  |   |  |
| 47,650,000                               | 2,734  | N/A                              |   |  |
| 1999                                     |  |                                  |   |  |
| 62,650,000                               | 2,283  | N/A                              |   |  |
| 2000                                     |  |                                  |   |  |
| 78,350,000                               | 2,445  | N/A                              |   |  |

2001 (as of September 30,  
unaudited)

87,000,000 2,545 N/A **Auction Rate Reset**

**Note**

1991

\$0 \$0 \$ N/A

1992

0 0 N/A

1993

0 0 N/A

1994

0 0 N/A

1995

0 0 N/A

1996

0 0 N/A

1997

0 0 N/A

1998

0 0 N/A

1999

0 0 N/A

2000

76,598,000 2,445 N/A

2001 (as of September 30,  
unaudited)

80,784,000 2,545 N/A

| Class and Year  | Total Amount<br>Outstanding<br>Exclusive of<br>Treasury<br>Securities(1) | Asset<br>Coverage<br>Per Unit(2) | Involuntary<br>Liquidating<br>Preference<br>Per Unit(3) | Average<br>Market Value<br>Per Unit(4) |
|---|--|----------------------------------|---|--|
| <b>Overseas Private Investment Corporation Loan</b>                       |  |                                  |   |  |
| 1991  |  |                                  |   |  |
| \$0 \$0 \$  | N/A  |                                  |   |  |
| 1992  |  |                                  |   |  |
| 0 0   | N/A  |                                  |   |  |
| 1993  |  |                                  |   |  |
| 0 0   | N/A  |                                  |   |  |
| 1994  |  |                                  |   |  |
| 0 0   | N/A  |                                  |   |  |
| 1995  |  |                                  |   |  |
| 0 0   | N/A  |                                  |   |  |
| 1996  |  |                                  |   |  |
| 8,700,000   | 2,485  | N/A                              |   |  |
| 1997  |  |                                  |   |  |
| 8,700,000   | 2,215  | N/A                              |   |  |
| 1998  |  |                                  |   |  |
| 5,700,000   | 2,734  | N/A                              |   |  |
| 1999  |  |                                  |   |  |
| 5,700,000   | 2,283  | N/A                              |   |  |
| 2000  |  |                                  |   |  |
| 5,700,000   | 2,445  | N/A                              |   |  |
| 2001 (as of September 30,<br>unaudited)                                   |  |                                  |   |  |
| 5,700,000   | 2,545  | N/A                              |   |  |
| <b>Revolving Lines of Credit</b>  |  |                                  |   |  |
| 1991  |  |                                  |   |  |
| \$0 \$0 \$  | N/A  |                                  |   |  |
| 1992  |  |                                  |   |  |
| 0 0   | N/A  |                                  |   |  |
| 1993  |  |                                  |   |  |
| 0 0   | N/A  |                                  |   |  |
| 1994  |  |                                  |   |  |
| 32,226,000  | 3,695  | N/A                              |   |  |
| 1995  |  |                                  |   |  |
| 20,414,000  | 2,868  | N/A                              |   |  |
| 1996  |  |                                  |   |  |
| 45,099,000  | 2,485  | N/A                              |   |  |
| 1997  |  |                                  |   |  |
| 38,842,000  | 2,215  | N/A                              |   |  |
| 1998  |  |                                  |   |  |
| 95,000,000  | 2,734  | N/A                              |   |  |
| 1999  |  |                                  |   |  |
| 82,000,000  | 2,283  | N/A                              |   |  |
| 2000  |  |                                  |   |  |
| 82,000,000  | 2,445  | N/A                              |   |  |
| 2001 (as of September 30,<br>unaudited)                                   |  |                                  |   |  |
| 207,000,000   | 2,545  | N/A                              |   |  |
| <b>Master Repurchase Agreement and Master Loan and Security Agreement</b> |  |                                  |   |  |

|   |             |       |    |     |
|---|-------------|-------|----|-----|
| 1991                                    | \$0         | \$0   | \$ | N/A |
| 1992                                    | 0           | 0     |    | N/A |
| 1993                                    | 0           | 0     |    | N/A |
| 1994                                    | 23,210,000  | 3,695 |    | N/A |
| 1995                                    | 0           | 0     |    | N/A |
| 1996                                    | 85,775,000  | 2,485 |    | N/A |
| 1997                                    | 225,821,000 | 2,215 |    | N/A |
| 1998                                    | 6,000,000   | 2,734 |    | N/A |
| 1999                                    | 23,500,000  | 2,283 |    | N/A |
| 2000                                    | 0           | 0     |    | N/A |
| 2001 (as of September 30,<br>unaudited) | 0           | 0     |    | N/A |



| Class and Year                          | Total Amount<br>Outstanding<br>Exclusive of<br>Treasury<br>Securities(1) | Asset<br>Coverage<br>Per Unit(2) | Involuntary<br>Liquidating<br>Preference<br>Per Unit(3) | Average<br>Market Value<br>Per Unit(4) |
|---|--|----------------------------------|---|--|
| <b>Senior Note Payable(6)</b>           |  |                                  |   |  |
| 1991                                    |  |                                  |   |  |
| \$0 \$0 \$                              | N/A  |                                  |   |  |
| 1992                                    |  |                                  |   |  |
| 20,000,000                              | 5,789  | N/A                              |   |  |
| 1993                                    |  |                                  |   |  |
| 20,000,000                              | 6,013  | N/A                              |   |  |
| 1994                                    |  |                                  |   |  |
| 20,000,000                              | 3,695  | N/A                              |   |  |
| 1995                                    |  |                                  |   |  |
| 20,000,000                              | 2,868  | N/A                              |   |  |
| 1996                                    |  |                                  |   |  |
| 20,000,000                              | 2,485  | N/A                              |   |  |
| 1997                                    |  |                                  |   |  |
| 20,000,000                              | 2,215  | N/A                              |   |  |
| 1998                                    |  |                                  |   |  |
| 0 0                                     | N/A  |                                  |   |  |
| 1999                                    |  |                                  |   |  |
| 0 0                                     | N/A  |                                  |   |  |
| 2000                                    |  |                                  |   |  |
| 0 0                                     | N/A  |                                  |   |  |
| 2001 (as of September 30,<br>unaudited) |  |                                  |   |  |
| 0 0                                     | N/A  |                                  |   |  |
| <b>Bonds Payable</b>                    |  |                                  |   |  |
| 1991                                    |  |                                  |   |  |
| \$0 \$0 \$                              | N/A  |                                  |   |  |
| 1992                                    |  |                                  |   |  |
| 0 0                                     | N/A  |                                  |   |  |
| 1993                                    |  |                                  |   |  |
| 0 0                                     | N/A  |                                  |   |  |
| 1994                                    |  |                                  |   |  |
| 0 0                                     | N/A  |                                  |   |  |
| 1995                                    |  |                                  |   |  |
| 98,625,000                              | 2,868  | N/A                              |   |  |
| 1996                                    |  |                                  |   |  |
| 54,123,000                              | 2,485  | N/A                              |   |  |
| 1997                                    |  |                                  |   |  |
| 0 0                                     | N/A  |                                  |   |  |
| 1998                                    |  |                                  |   |  |
| 0 0                                     | N/A  |                                  |   |  |
| 1999                                    |  |                                  |   |  |
| 0 0                                     | N/A  |                                  |   |  |
| 2000                                    |  |                                  |   |  |
| 0 0                                     | N/A  |                                  |   |  |
| 2001 (as of September 30,<br>unaudited) |  |                                  |   |  |
| 0 0                                     | N/A  |                                  |   |  |
| <b>Reverse Repurchase Agreements(7)</b> |  |                                  |   |  |
| 1991                                    |  |                                  |   |  |
| \$2,761,000 \$3,834 \$                  | N/A  |                                  |   |  |
| 1992                                    |  |                                  |   |  |
| 0 0                                     | N/A  |                                  |   |  |
| 1993                                    |  |                                  |   |  |

|   |     |
|---|-----|
| 0 0                                     | N/A |
| 1994                                    |     |
| 0 0                                     | N/A |
| 1995                                    |     |
| 0 0                                     | N/A |
| 1996                                    |     |
| 0 0                                     | N/A |
| 1997                                    |     |
| 0 0                                     | N/A |
| 1998                                    |     |
| 0 0                                     | N/A |
| 1999                                    |     |
| 0 0                                     | N/A |
| 2000                                    |     |
| 0 0                                     | N/A |
| 2001 (as of September 30,<br>unaudited) |     |
| 0 0                                     | N/A |

| Class and Year                                      | Total Amount<br>Outstanding<br>Exclusive of<br>Treasury<br>Securities(1) | Asset<br>Coverage<br>Per Unit(2) | Involuntary<br>Liquidating<br>Preference<br>Per Unit(3) | Average<br>Market Value<br>Per Unit(4) |
|---|--|----------------------------------|---|--|
| <b>Redeemable Cumulative Preferred Stock(5)</b>     |  |                                  |   |  |
| 1991  |  |                                  |   |  |
| \$1,000,000   | \$338  | \$100                            | N/A   |  |
| 1992  |  |                                  |   |  |
| 1,000,000   | 526  | 100                              | N/A   |  |
| 1993  |  |                                  |   |  |
| 1,000,000   | 546  | 100                              | N/A   |  |
| 1994  |  |                                  |   |  |
| 1,000,000   | 351  | 100                              | N/A   |  |
| 1995  |  |                                  |   |  |
| 1,000,000   | 277  | 100                              | N/A   |  |
| 1996  |  |                                  |   |  |
| 1,000,000   | 242  | 100                              | N/A   |  |
| 1997  |  |                                  |   |  |
| 1,000,000   | 217  | 100                              | N/A   |  |
| 1998  |  |                                  |   |  |
| 1,000,000   | 267  | 100                              | N/A   |  |
| 1999  |  |                                  |   |  |
| 1,000,000   | 225  | 100                              | N/A   |  |
| 2000  |  |                                  |   |  |
| 1,000,000   | 242  | 100                              | N/A   |  |
| 2001 (as of September 30,<br>unaudited)             |  |                                  |   |  |
| 1,000,000   | 252  | 100                              | N/A   |  |
| <b>Non-Redeemable Cumulative Preferred Stock(5)</b> |  |                                  |   |  |
| 1991  |  |                                  |   |  |
| \$6,000,000   | \$338  | \$100                            | N/A   |  |
| 1992  |  |                                  |   |  |
| 6,000,000   | 526  | 100                              | N/A   |  |
| 1993  |  |                                  |   |  |
| 6,000,000   | 546  | 100                              | N/A   |  |
| 1994  |  |                                  |   |  |
| 6,000,000   | 351  | 100                              | N/A   |  |
| 1995  |  |                                  |   |  |
| 6,000,000   | 277  | 100                              | N/A   |  |
| 1996  |  |                                  |   |  |
| 6,000,000   | 242  | 100                              | N/A   |  |
| 1997  |  |                                  |   |  |
| 6,000,000   | 217  | 100                              | N/A   |  |
| 1998  |  |                                  |   |  |
| 6,000,000   | 267  | 100                              | N/A   |  |
| 1999  |  |                                  |   |  |
| 6,000,000   | 225  | 100                              | N/A   |  |
| 2000  |  |                                  |   |  |
| 6,000,000   | 242  | 100                              | N/A   |  |
| 2001 (as of September 30,<br>unaudited)             |  |                                  |   |  |
| 6,000,000   | 252  | 100                              | N/A   |  |

(1) Total amount of each class of senior securities outstanding at the end of the period presented.

- (2) The asset coverage ratio for a class of senior securities representing indebtedness is calculated as the Company's consolidated total assets, less all liabilities and indebtedness not represented by senior securities, divided by senior securities representing indebtedness. This asset coverage ratio is multiplied by \$1,000 to determine the Asset Coverage Per Unit. The asset coverage ratio for a class of senior securities that is preferred stock is calculated as the Company's consolidated total assets, less all liabilities and indebtedness not represented by senior securities, divided by senior securities representing indebtedness, plus the involuntary liquidation preference of the preferred stock (see footnote 3). The Asset Coverage Per Unit for preferred stock is expressed in terms of dollar amounts per share.
- (3) The amount to which such class of senior security would be entitled upon the involuntary liquidation of the issuer in preference to any security junior to it.
- (4) Not applicable, as senior securities are not registered for public trading.
- (5) Issued by the Company's SBIC subsidiary to the SBA. These categories of senior securities are not subject to the asset coverage requirements of the 1940 Act. See Certain Government Regulations SBA Regulations.
- (6) The Company was the obligor on \$15 million of the senior notes. The Company's SBIC subsidiary was the obligor on the remaining \$5 million, which is not subject to the asset coverage requirements of the 1940 Act.
- (7) U.S. government agency guaranteed loans sold under agreements to repurchase. The Company was advised by the Staff of the Commission that these reverse repurchase agreements were not considered a class of senior security representing indebtedness and thus were not subject to the asset coverage requirements of the 1940 Act.

## BUSINESS

As a business development company, we provide private investment capital to private companies and undervalued public companies in a variety of different industries and in diverse geographic locations throughout the United States. We have been investing in growing businesses for over 40 years and have financed thousands of private companies nationwide. Today, our investment activity is focused in two areas:

### Private finance and

Commercial real estate finance, primarily the purchase of CMBS.

Our investment portfolio consists primarily of long-term unsecured loans with equity features, equity investments in middle-market companies, which may or may not constitute a controlling equity interest, commercial mortgage-backed securities, and commercial mortgage loans. At September 30, 2001, our investment portfolio totaled \$2.2 billion. Our investment objective is to achieve current income and capital gains.

### Private Finance

We provide long-term debt and equity financing to private companies nationwide. Our core private finance activities target a market niche between the senior debt financing provided by traditional lenders, such as banks, commercial finance companies and insurance companies, and the equity capital provided by private equity investors. These types of investments are commonly referred to as mezzanine investments.

Our private financing is generally used to fund growth, buyouts, acquisitions, recapitalizations, note purchases, and bridge financings. We generally invest in private companies though, from time to time, we may invest in undervalued public companies that lack access to public capital and whose securities may not be marginable. We target two types of companies when seeking new investments. The first type of company we seek is a market leader in a stable industry that has demonstrated over many years of operations that it can successfully achieve its business plan and thereby achieve our investment objective. The second type of company we seek is an emerging company in a growing industry that is positioned for significant growth. We have spent over 40 years refining our highly selective investment discipline, which is founded on seeking portfolio companies having key characteristics and targeting specific industries.

We primarily originate mezzanine investments generally ranging in size from \$5 million to \$35 million. Our private finance mezzanine investments are generally structured as an unsecured, subordinated loan that carries a relatively high fixed interest rate (generally 12% to 18%), with interest-only payments in the early years and payments of both principal and interest in the later years, with maturities of five to ten years. Approximately 97% of the loans and debt securities in the private finance portfolio have fixed rates of interest. Our private finance mezzanine investments typically include equity features, such as warrants or options to buy a minority interest in the portfolio company. We also make preferred and common equity investments, particularly when we see unique opportunities to profit from the growth of an emerging company. At September 30, 2001, 71% of the private finance portfolio consisted of loans and debt securities, and 29% consisted of equity securities. Our nationwide private finance portfolio includes investments in a wide variety of industries, including non-durable consumer products, business services, financial services, light industrial products, broadcasting and cable, and education.

Capital providers for the finance of private companies can be generally categorized as shown in the diagram below:

**Capital Provider**

Banks Commercial  
Finance Companies Private  
Placement/ High Yield  
Allied Capital Private  
Mezzanine Funds Private  
Equity Funds

---

**Primary Business**

**Focus** Senior, short- term  
debt Asset-based  
lending Large  
credits  
(private  
> \$50 mm)  
(public  
> \$150 mm) Unsecured  
long- term debt with  
warrants

Preferred and common  
equity Unsecured long-  
term debt with warrants

Preferred and common  
equity Equity

---

**Typical Pricing**

**Spectrum\*** LIBOR+  
[graphic of arrow  
stretching between  
LIBOR+ and 30%+ ]  
30%+

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\* Based on market experience of our marketing and investment professionals.

Banks are primarily focused on providing senior secured and unsecured short-term debt. They typically do not provide meaningful long-term unsecured loans. Commercial finance companies are primarily focused on providing senior secured long-term debt. The private placement and high-yield debt markets are focused primarily on very large financing transactions, typically in excess of the financings we do. We generally do not compete with banks, commercial finance companies, or the private placement/high yield market. Instead, we compete directly with the private mezzanine sector of the private equity market. Private mezzanine funds are also focused on providing unsecured long-term debt to private companies for the types of transactions discussed above. We believe that we have key structural and operational advantages when compared to private mezzanine funds.

Our scale of operations, equity capital base, and successful track record as a private finance investor has enabled us to borrow long-term capital to leverage our returns on our common equity. Therefore, our access to debt capital reduces our total cost of capital. In many cases, a private mezzanine fund is unable to access the debt capital markets, and therefore must achieve an unleveraged equity return for their investors. Our lower cost of capital gives us a

pricing advantage when competing for new investments. In addition, the perpetual nature of our corporate structure enables us to be a better long-term partner for our portfolio companies than a traditional mezzanine fund, which typically has a finite life.

We estimate that we fund approximately 2% of all the private finance investments that we review. When assessing a prospective investment, we look for a company that has achieved, or has the potential to achieve, market leadership in a niche, critical mass and longevity, and a sustainable cash flow. We also look for companies that, because of their industry and business plan, can demonstrate minimal vulnerability to changes in economic cycles. Since our debt securities are primarily unsecured in nature, we look for companies in industries that are less cyclical, cash flow intensive, and can demonstrate a high return on their invested capital. We generally do not target companies in industries where businesses tend to be vulnerable to changes in economic cycles, are capital intensive, and have low returns on their invested capital. We generally target and do not target the following industries, though we will consider investments in any industry if the prospective

company demonstrates unique characteristics that make it an attractive investment opportunity:

**Industries Targeted**

*Less Cyclical/Cash Flow Intensive/  
High Return on Capital*

---

Consumer products  
Business services  
Financial services  
Light industrial products  
Broadcasting/Cable

**Industries Not Targeted**

*Cyclical/Capital Intensive/  
Low Return on Capital*

---

Heavy equipment  
Natural resources  
Commodity retail  
Low value-add distribution  
Agriculture  
Transportation

Another critical element of our investment discipline is to invest in companies with a significant equity capital base, and a strong private equity sponsor. For example, in 2000, 75% of our core private mezzanine financings were completed in conjunction with private equity firms, which provided capital that is junior to ours. We believe strong equity sponsorship significantly strengthens our position as a long-term lender. A strong equity sponsor provides not only strong equity capital beneath our investment, but also provides a reliable source of additional equity capital if the portfolio company requires additional financing. Private equity sponsors also help us confirm our own due diligence findings when assessing a new investment opportunity, and they provide assistance and leadership to the portfolio company's management team throughout our investment period.

We target a total return of 18% to 25% for our private finance mezzanine investments. The typical private finance mezzanine structure focuses, first and foremost, on the protection of our investment principal. Our debt instruments generally provide for a contractual interest rate ranging from 12% to 18%, which provides current interest income. The debt instruments also have restrictive covenants that protect our interests in the transaction. The warrants we receive with our debt securities generally require only a minimal cost to exercise, and thus as the portfolio company appreciates in value, we achieve additional investment return from this equity interest. We seek to achieve additional investment returns of up to 10% from the appreciation and sale of our warrants.

Generally, our warrants expire five years after the related debt is repaid. The warrants typically include registration rights, which allow us to sell the securities if the portfolio company completes a public offering. In most cases, the warrants also have a put option that requires that the borrower repurchase our equity position after a specified period of time at a formula price or at its fair market value. Most of the gains we realize from our warrant portfolio arise as a result of the sale of the portfolio company to another business, or through a recapitalization. Historically, we have not been dependent on the public equity markets for the sale of our warrant positions. From time to time, we may also acquire preferred or common equity in a company as a part of our core private finance investing activities. Preferred



equity investments may be structured with a dividend yield of up to 8% which would provide us with a current return. With respect to preferred or common equity investments, we target an investment return of 25% to 40%.

In addition to our primary core private finance mezzanine investment activities, from time-to-time we may acquire more than 50% of the common stock of a company in a control buyout transaction. In addition to our common equity investment, we may also provide additional capital to the controlled portfolio company in the form of senior loans,

subordinated debt or preferred stock. The types of companies that we would acquire through a control buyout transaction are the same types of companies that we would invest in through our core mezzanine investment activities. In particular, we may see opportunities to acquire illiquid public companies and take them private. We intend to be selective about the companies in which we would acquire a controlling interest to ensure that we maintain a diversified portfolio with respect to industry types and geographic locations.

We generally structure our control investments such that we receive a current return through a combination of interest income on our senior loans and subordinated debt, dividends on our preferred and/or common stock, and/or a management/consulting fee to compensate us for the managerial assistance that we provide to a controlled portfolio company. For these types of investments, we target a current return of 12% to 17% on the total investment. In addition to the current return, we target an overall investment return on control investments of 25% to 40%.

When we acquire a controlling interest in a company, we may have the opportunity to acquire the company's equity with Allied Capital's common stock. The issuance of our stock as consideration provides us with the benefit of raising equity without having to access the public markets in an underwritten offering, including the added benefit of the elimination of any underwriter commissions.

As a BDC, we make managerial assistance available to the portfolio companies in which we invest. Therefore, in addition to the interest, dividend and management fee income received from our private finance investments, we may charge consulting, structuring or syndication fees to our portfolio companies in return for the financial and managerial services that we provide related to our borrowers' debt and equity capital needs.

We hold a portion of our private finance investments in a wholly owned subsidiary, Allied Investment Corporation. Allied Investment is a BDC and is licensed and regulated by the Small Business Administration to operate as a small business investment company ( SBIC ). See Certain Government Regulations below for further information about SBIC regulation.

In addition to funding private finance investments as described above, since the second quarter of 2000 we have made commitments to invest in select private equity funds. In addition to the return we expect to achieve from these investments, we believe we can achieve strategic benefits from these funds, including technology expertise for private finance portfolio companies, co-investment opportunities and increased deal flow. We may make additional commitments to other such funds, but expect our total investment in this area to remain a small percentage of our total portfolio.

## **Commercial Real Estate Finance**

**Commercial Mortgage Loans.** We have been a commercial real estate lender for many years, and maintain a small whole commercial mortgage loan portfolio. During 1998, we significantly reduced our middle-market commercial real estate lending activities because we believed that the market was under-pricing commercial real estate loans, and that the returns on senior commercial real estate loans were below a level that would result in a fair return on equity for our shareholders.

Since 1999, we have been liquidating a significant portion of our whole commercial mortgage loan portfolio. We believe that we can redeploy the proceeds into higher yielding

investments. We continue to derive income from the interest charged on the whole commercial mortgage loan portfolio through contractual interest and amortization of discounts.

**Commercial Mortgage-Backed Securities.** The same pricing pressures that caused us to reduce our origination of commercial mortgage loans in 1998 created significant liquidity problems for many other real estate lenders who had remained active lenders as pricing declined throughout 1998. In the fourth quarter of 1998, many of these lenders experienced severe liquidity constraints that caused them to exit the commercial mortgage-backed securities market. This liquidity turmoil in the real estate capital markets created a unique opportunity for us to acquire newly issued, non-investment grade commercial mortgage-backed securities ( Purchased CMBS ) at significant discounts from the face amount of the bonds and at attractive yields.

As an investor, we believe that Purchased CMBS has attractive risk/return characteristics. The Purchased CMBS in which we invest are non-investment grade, which means that nationally recognized statistical rating organizations rate them below the top four investment-grade rating categories (i.e., AAA through BBB ), and are sometimes referred to as junk bonds. Unlike most junk bonds, which are typically unsecured debt instruments, the non-investment grade Purchased CMBS in which we invest are secured by mortgage loans with real estate collateral. Our Purchased CMBS are fully collateralized by senior mortgage loans on commercial real estate properties where the loans are, on average, supported by a 30% equity investment. We acquire our Purchased CMBS on the initial issuance of the CMBS bond offering, and are able to underwrite and negotiate to purchase the securities at a significant discount from their face amount, generally resulting in an estimated yield to maturity ranging from 13% to 16%. Our negotiated discount and estimated yield to maturity assumes a 1% loss rate on the entire underlying commercial mortgage loan collateral pool, which takes into consideration certain business and economic uncertainties and contingencies. We find the yields for Purchased CMBS very attractive given their collateral protection.

We believe this risk/return dynamic exists in this market today because there are significant barriers to entry for a non-investment grade CMBS investor. First, non-investment grade CMBS are long-term investments and require long-term investment capital. Our capital structure, which is in excess of 50% equity capital, is well suited for this asset class. Second, when we purchase CMBS in an initial issuance, we re-underwrite every mortgage loan in the underlying collateral pool, and we meet with the issuer to discuss the nature and type of loans we will accept into the pool. We have significant commercial mortgage loan underwriting expertise, both in terms of the number of professionals we employ and the depth of their commercial real estate experience. Access to this type of expertise is another barrier to entry into this market.

As a non-investment grade CMBS investor, we recognize that non-investment grade securities have a higher degree of risk than do investment grade bonds. Non-investment grade securities are considered speculative, and their capacity to pay principal and interest in accordance with the terms of their issue is not ensured. They tend to be less liquid, may have a higher risk of default, and may be more difficult to value. We invest in non-investment grade CMBS represented by the BB to non-rated tranches of a CMBS issuance. Due to the underlying structure of the CMBS issuances, our CMBS tranches receive principal payments only after the securities that are senior to our securities are repaid. Thus, if losses are incurred in the underlying mortgage loan collateral pool, we would experience these losses.

To mitigate this risk, we perform extensive due diligence prior to an investment in Purchased CMBS. When we evaluate a CMBS investment, we use the same underwriting procedures and criteria for the mortgage loans in the collateral pool as we do for all of the loans we originate. These underwriting procedures and criteria are described in detail below. We will only invest in CMBS when we believe, as a result of our underwriting procedures, that the underlying mortgage pool adequately secures our position. Our portfolio of CMBS is secured by approximately 3,300 commercial real estate properties located in diverse geographic locations across the United States in a wide variety of property types, including retail, multi-family housing, office, and hospitality. See Management's Discussion and Analysis of Financial Condition and Results of Operations for a summary of the loan to value ratios and debt service coverage ratios of the mortgage loans securing our Purchased CMBS investments.

Our Purchased CMBS activity complements our private finance activity because it provides a steady stream of recurring interest income. In addition, given our depth of our commercial real estate experience and the extensive due diligence that we perform prior to an investment in Purchased CMBS, we may receive structuring and diligence fees upon the purchase of CMBS bonds. These fees are separately negotiated for each transaction. In order to maintain a balanced investment portfolio, we expect to limit our Purchased CMBS activity to approximately 20% to 25% of total assets.

### **Small Business Finance**

On December 31, 2000, Allied Capital and BLC Financial Services, Inc. ( BLC ) completed a merger whereby Allied Capital acquired BLC. The effect of the merger was to create an independently managed, private portfolio company of Allied Capital to focus exclusively on small business lending, including the origination of SBA 7(a) loans. BLC changed its name to Business Loan Express, Inc. ( BLX ).

As part of this transaction, on December 28, 2000, we recapitalized our wholly owned small business lending subsidiary, Allied Capital SBLC Corporation, as an independently managed private portfolio company. Allied SBLC established a separate board of directors, and the employees and operations attributed to Allied Capital Express, including the online loan origination technology, were transferred to Allied SBLC. We restructured previous intercompany debt owed to us by Allied SBLC at the time of the recapitalization as \$74.5 million in subordinated debt now owed by the new portfolio company. Allied SBLC was subsequently merged into BLX and we received \$25.1 million in BLX preferred stock in exchange for our equity in Allied SBLC.

BLX is currently financed with a combination of senior and subordinated debt, and preferred and common equity. Allied Capital owns 94.9% of BLX. Allied Capital's investment in BLX is expected to generate interest income, dividends and fee income. In addition, we believe there is opportunity to add value to the new portfolio company and to position the investment for a future capital gain. The Company has entered into a management contract with BLX to provide management services, including certain technology and transition services. Our investment in BLX is included in our private finance portfolio.

BLX is a non-bank small business lender licensed as a participant in the SBA 7(a) Guaranteed Loan Program. BLX has a total of 31 offices nationwide, and SBA Preferred Lender status in 66 markets. BLX believes it will be a technology leader in online small business loan origination, and will have significant online loan origination relationships as

well as solid core broker relationships in the small business community. BLX is licensed by the SBA as a Small Business Lending Company ( SBLC ), and therefore, changes in the laws or regulations that govern SBLCs could have a material impact on BLX or its operations.

### **Investment Advisory Services**

We are a registered investment adviser, pursuant to the Investment Advisers Act of 1940, and have an investment advisory agreement to manage a private investment fund. The revenue generated from this agreement is not material to the Company's operations.

### **Loan Sourcing**

We have established a business development group within Allied Capital that actively sources new investment opportunities. We maintain a network of hundreds of relationships with investors, lenders and intermediaries including:

private mezzanine and equity investors;

investment banks;

business and mortgage brokers;

national retail financial services companies; and

banks, law firms and accountants.

We believe that our experience and reputation provide a competitive advantage in originating new investments. We have established an extensive network of investment referral relationships over our history. We are recognized as a pioneer in the private finance industry, and have developed a reputation in the commercial real estate finance market for our ability to finance complex transactions.

### **Investment Approval and Underwriting Procedures**

In assessing new investment opportunities, we maintain conservative credit standards based on our underwriting guidelines, a thorough due diligence process, and a centralized credit approval process requiring committee review, all of which are described below. The combination of conservative underwriting standards and our credit-oriented culture has resulted in a record of minimal realized losses.

**Private Finance.** We generally require that the companies in which we invest demonstrate strong market position, sales growth, positive cash flow, and profitability, as discussed above. We emphasize the quality of management, and seek experienced entrepreneurs with a management track record, relevant industry experience and a significant equity stake in the business. In a typical private financing, we thoroughly review, analyze and substantiate, through due diligence, the business plan and operations of the potential portfolio company. We perform financial due diligence, often with assistance of an accounting firm; perform operational due diligence, often with the assistance of an industry consultant; study the industry and competitive landscape; and conduct numerous reference checks with current and former employees, customers, suppliers and competitors. The typical private finance transaction requires two to three months of diligence and structuring before funding occurs.

Private finance transactions are approved by an investment committee consisting of our most senior private finance professionals and chaired by our Chairman and Chief Executive Officer. The private finance approval process benefits from the experience of the investment committee members and from the experience of our other investment professionals who together with the committee members, on average, have over twelve years of professional experience. For every transaction of \$10 million or greater, we also require approval from the Executive Committee of the Board of Directors in addition to the investment committee approval. Even after all such approvals are received, due diligence must be successfully completed with final investment committee approval before funds are disbursed to a portfolio company.

**Purchased CMBS.** We receive extensive packages of information regarding the mortgage loans comprising a CMBS pool. We work with the issuer, the investment bank, and the rating agencies in performing our diligence on a CMBS purchase. The typical CMBS purchase takes between two to three months to complete because of the breadth and depth of our diligence procedures. We re-underwrite all of the underlying commercial mortgage loans securing the CMBS. We challenge the estimate of underwritable cash flow and challenge necessary carve-outs, such as replacement reserves. We study the trends of the industry and geographic location of each property, and independently assess our own estimate of the anticipated cash flow over the period of the loan. Our loan officers physically inspect most of the collateral properties, and assess appraised values based on our own opinion of comparable market values.

Based on the findings of our diligence procedures, we may reject certain mortgage loans from inclusion in the pool. We then formulate our negotiated purchase price and discount to achieve an effective yield on our investment over a ten-year period to approximate 13% to 16%. In computing this estimated yield, we assume a 1% loss rate on the entire underlying mortgage pool.

CMBS transactions are approved by an investment committee and, because of their size, every CMBS transaction is reviewed and approved by the Executive Committee of the Board of Directors. The investment committee for CMBS transactions consists of our most senior commercial real estate professionals and is chaired by our Chairman and Chief Executive Officer.

## **Portfolio Management**

**Portfolio Diversity.** We monitor the portfolio to maintain both industry and geographic diversity. We currently do not have a policy with respect to concentrating (i.e., investing 25% or more of our total assets) in any industry or group of industries and currently our portfolio is not concentrated. We may or may not concentrate in any industry or group of industries in the future.

**Loan Servicing.** Our loan servicing staff is responsible for routine loan servicing, which includes:

delinquency monitoring;

payment processing;

borrower inquiries;

escrow analysis and processing;

third-party reporting; and

insurance and tax administration.



In addition, our staff is responsible for special servicing activities including delinquency monitoring and collection, workout administration and management of foreclosed assets.

### Portfolio Monitoring and Valuation

We use a grading system in order to help us monitor the credit quality of our portfolio and the potential for capital gains. The grading system assigns grades to investments from 1 to 5, and the portfolio was graded at September 30, 2001 as follows:

| Grade | Description  | Portfolio at Value | Percentage of Total Portfolio |
|-------|--|--------------------|-------------------------------|
|       |  | (in millions)      |                               |
| 1     | Probable capital gain                                      | \$ 479.4           | 22.1%                         |
| 2     | Performing security  | 1,561.7            | 71.8%                         |
| 3     | Close monitoring no loss of principal or interest expected | 57.3               | 2.6%                          |
| 4     | Workout Some loss of interest expected                     | 48.0               | 2.2%                          |
| 5     | Workout Some loss of principal expected                    | 28.0               | 1.3%                          |
|       |  | \$2,174.4          | 100.0%                        |

The 1940 Act requires that the Board of Directors value each asset in the portfolio on a quarterly basis. As a BDC, we are required to value our portfolio of illiquid private or illiquid public securities at fair value. Fair value reflects what you would expect to receive in a current sale, with current sale generally accepted to mean an orderly disposition over a reasonable period of time. We are not permitted to have a general loan loss reserve, but instead must value each specific investment. We have a written valuation policy that governs the valuation of our assets, and we follow a consistent valuation process quarterly. In valuing each individual investment, we consider the financial performance of each portfolio company, loan payment histories, indications of potential equity realization events, and current collateral values, and then determine whether the value of each asset should be increased through unrealized appreciation or decreased through unrealized depreciation. After each investment professional has made his or her determination of value, members of senior management review the valuations. These valuations are then presented to the board of directors for review and approval.

As a general rule, we do not value our loans above principal balance, but loans are subject to depreciation events when the asset is considered impaired. Also as a general rule, equity securities may be assigned appreciation if circumstances warrant. With respect to private equity securities, each investment is valued using industry valuation benchmarks, and then the value is assigned a discount reflecting the illiquid nature of the investments as well as our minority, non-control position. When an external event such as a purchase transaction, public offering, or subsequent equity sale occurs, the pricing indicated by the external event is used to corroborate our private equity valuation. Equity securities in public companies that carry certain restrictions on sale are generally valued at a discount from the public market value of the securities. Restricted and unrestricted publicly traded stocks may also be valued at discounts due to the size of our investment, restrictions on trading or market liquidity concerns.

We monitor loan delinquencies in order to assess the appropriate course of action and overall portfolio quality. With respect to our private finance portfolio, investment professionals closely monitor the status and performance of each individual investment





throughout each quarter. This portfolio company monitoring process includes discussions with the senior management team of the company's financial performance, the review of current financial statements and attendance at portfolio company board meetings. Through the process, investments that may require closer monitoring are generally detected early, and for each such investment, an appropriate course of action is determined. For the private finance portfolio, loan delinquencies or payment default is not necessarily an indication of credit quality or the need to pursue active workout of a portfolio investment. Because we are a provider of long-term privately negotiated investment capital, it is not atypical for us to defer payment of principal or interest from time to time. As a result, the amount of our private finance portfolio that is delinquent at any one time may vary. The terms of our private finance agreements frequently provide an opportunity for our portfolio companies to restructure their debt and equity capital. During such restructuring, we may not receive or accrue interest or dividend payments. Our senior investment professionals actively work with the portfolio company in these instances to negotiate an appropriate course of action.

We price our private finance investment portfolio to provide adequate current returns for our shareholders assuming that a portion of the portfolio at any time may not be accruing interest currently. We also price our investments for a total return including current interest or dividends plus capital gains from sale of equity securities. Therefore, the amount of loans that are delinquent is not necessarily an indication of future principal loss or loss of anticipated investment return. Our portfolio grading system is used as a means to assess loss of investment return (Grade 4 assets) or loss of investment principal (Grade 5 assets). We expect that a certain number of portfolio companies will be in the Grade 4 or 5 category from time to time. Part of the business of private finance is working with troubled portfolio companies to improve their businesses and protect our investment. The number of portfolio companies and related investment amount included in Grade 4 and 5 may fluctuate significantly from quarter to quarter as we help these companies work through their problems. We continue to follow our historical practices of working with a troubled portfolio company in order to recover the maximum amount of our investment, but record unrealized depreciation for the expected full amount of the potential loss when such exposure is identified.

With respect to our commercial real estate portfolio, the following outlines the treatment of each delinquency category:

|                   |   |
|-------------------|---|
| 30 Days Past Due  | Our loan servicing staff monitors loans and contacts borrowers for collection.  |
| 60 Days Past Due  | We generally transfer loans to professionals responsible for special servicing activity for monitoring, collection and development of a workout plan, if necessary.   |
| 90 Days Past Due  | Our accounting department reviews loans in conjunction with the professional responsible for special servicing to determine whether the loans should be placed on a non-accrual status or whether a valuation adjustment is required. |
| 120 Days Past Due | Generally, we place such loans on non-accrual status and the loan is an active workout.   |

With respect to our Purchased CMBS portfolio, we monitor the performance of the individual loans in the underlying collateral pool through market data and discussions with the pool master servicers and special servicers. The master servicers are responsible for the day-to-day loan servicing functions, including billing, payment processing, collections on loans less than 60 days past due, tax and insurance escrow processing, and annual property inspections. The special servicers are responsible for collections on loans greater than 60 days past due, including workout administration and management of foreclosed properties. We discuss the status of past due or underperforming loans with the master servicers on a monthly basis. When a loan moves to a special servicer, a workout plan is formulated by the special servicer and generally reviewed by us as the directing certificate holder. Once reviewed by us, the special servicer carries out the workout plan, updating us on the status at least monthly. We have the ability to replace the named special servicer at any time.

Since the market for CMBS bonds is relatively illiquid, we do not believe that the fair value of our Purchased CMBS bonds is greater than cost where we intend to hold the investment to maturity, but these CMBS bonds are subject to depreciation events if the fair value is determined to be less than its cost basis. The fair value of these investments considers the current and expected future performance of the underlying loan collateral pool, and the related underlying cash flows that would be generated by the pool as a result of that performance. If we determine that any CMBS bonds will be sold, these bonds will be classified as held for sale and unrealized appreciation or depreciation will be recorded based upon the price at which the CMBS bonds could then be sold.

### Investment Gains and Losses

As an investor focused primarily on debt investments, our investment decisions are based on credit dynamics. Our underwriting focuses on the preservation of principal, and we will pursue our available means to recover our capital investment. As a result of this investment discipline and credit culture, we have a history of low levels of loan losses, and have a demonstrated track record of successfully resolving troubled credit situations with minimal losses. Our realized gains from the sale of our equity interests have historically exceeded losses, as is reflected in the chart below.

|                               | Nine Months Ended September 30, |             | Year Ended December 31, |             |           |           |            |
|-------------------------------|---------------------------------|-------------|-------------------------|-------------|-----------|-----------|------------|
|                               | 2001                            | 2000        | 2000                    | 1999        | 1998      | 1997      | 1996       |
| Realized gains                | \$9,942                         | \$24,664    | \$28,604                | \$31,536    | \$25,757  | \$15,804  | \$30,417   |
| Realized losses               | \$(1,603)                       | \$(1,569)   | \$(13,081)              | \$(6,145)   | \$(3,216) | \$(5,100) | \$(11,262) |
| Net realized gains            | \$8,339                         | \$23,095    | \$15,523                | \$25,391    | \$22,541  | \$10,704  | \$19,155   |
| Total assets                  | \$2,266,833                     | \$1,731,773 | \$1,853,817             | \$1,290,038 | \$856,079 | \$807,775 | \$713,360  |
| Realized losses/ Total assets | 0.07%                           | 0.09%       | 0.7%                    | 0.5%        | 0.4%      | 0.6%      | 1.6%       |

### Employees

At September 30, 2001, we employed 95 individuals including investment and portfolio management professionals, operations professionals and administrative staff. The majority of these individuals are located in the Washington, DC office. We believe that our relations with our employees are excellent.



**Legal Proceedings**

We are a party to certain lawsuits in the normal course of our business. While the outcome of these legal proceedings cannot at this time be predicted with certainty, we do not expect that these proceedings will have a material effect upon our financial condition or results of operations.

**PORTFOLIO COMPANIES**

The following is a listing of our portfolio companies in which we had an equity investment at September 30, 2001. We make available significant managerial assistance to our portfolio companies. Other than loans to the portfolio company, our only relationship with each portfolio company is our investment. For information relating to the amount and nature of our investments in portfolio companies, see the Consolidated Statement of Investments at September 30, 2001 at pages F-5 to F-12.

| Name and Address<br>of Portfolio Company   | Nature of its<br>Principal Business | Title of Securities<br>Held by the Company | Percentage<br>of Class<br>Held(1) |
|--|-------------------------------------|--|-----------------------------------|
| Acme Paging, L.P.<br><br>1336 Basswood, Suite F<br>Schaumburg, IL 60173  | Paging Services                     | Limited Partnership<br>Interests           | 1.8%                              |
| Allied Office Products, Inc.<br>Office Products Warrants<br>to Purchase 2.0%<br>75 Route 17 South<br>Common Stock<br>Hasbrouck Heights, NJ 07604   |                                     |  |                                   |
| American Barbecue & Grill,<br>Inc.<br>Restaurant Chain Warrants<br>to Purchase 17.3%<br>7300 W. 110th Street,<br>Suite 570<br>Common Stock<br>Overland Park, KS 66210                        |                                     |  |                                   |
| American HomeCare Supply,<br>LLC<br>Home Medical Warrants<br>to 2.1%<br>One First Avenue<br>Equipment Purchase Class<br>A<br>Suite 100<br>Provider Common<br>Units<br>Conshohocken, PA 19428 |                                     |  |                                   |
| Aspen Pet Products, Inc.<br>Pet Product Series B<br>Preferred 40.8%<br>11701 East 53rd Ave.<br>Provider Stock<br>Denver, CO 80239<br>Series A Common<br>Stock 4.7%                           |                                     |  |                                   |
| ASW Holding Corporation<br>Steel Wool<br>Manufacturer Warrants to<br>Purchase 5.0%<br>2825 W. 31st Street<br>Common Stock  |                                     |  |                                   |

Chicago, IL 60623

Aurora Communications,  
LLC  
Radio Stations Redeemable  
Preferred 3.2%  
3 Stamford Landing,  
Suite 210  
Equity Interest  
46 Southfield Avenue

Stamford, CT 06902

Autania AG  
Machine and  
Tool Common  
Stock 6.2%  
Industriestrasse 7  
Manufacturer  
65779 Kelkheim

Germany

Avborne, Inc.  
Aviation Services Warrants  
to Purchase 3.5%  
c/o Trivest, Inc.  
Common Stock  
2665 S. Bayshore Dr.,  
Suite 800

Miami, FL 33133-5462

Blue Rhino Corporation  
Propane Cylinder  
Exchange Warrants to  
Purchase 12.9%  
104 Cambridge Plaza Drive  
Common Stock  
Winston-Salem, NC 27104

Border Foods, Inc.  
Mexican Ingredient  
& Series A  
Convertible 9.4%  
J Street  
Food Product Preferred  
Stock  
Deming Industrial Park  
Manufacturer Warrants to  
Purchase 6.2%  
Deming, NM 88030  
Common Stock  
Business Loan Express, Inc.  
Small Business  
Lender Preferred  
Stock 100.0%  
645 Madison Ave.  
Common Stock 94.9%  
19th Floor

New York, NY 10022

Camden Partners Strategic  
Fund II, L.P. (formerly  
Cahill-Warnock Strategic  
Partners Fund II, L.P.)  
Private Equity  
Fund Limited  
Partnership 4.2%  
One South Street  
Interest  
Suite 2150

Baltimore, MD 21202

CampGroup, LLC  
Recreational  
Camp Warrants to  
Purchase 2.6%  
4 New King Street  
Operator Common  
Stock  
White Plains, NY 10604



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| Name and Address<br>of Portfolio Company  | Nature of its<br>Principal Business | Title of Securities<br>Held by the Company | Percentage<br>of Class<br>Held(1) |
|---|-------------------------------------|--|-----------------------------------|
| Candlewood Hotel Company<br>9342 East Central<br>Wichita, KS 67206  | Extended Stay<br>Facilities         | Series A Convertible<br>Preferred Stock    | 5.0%                              |
| Celebrities, Inc.<br>Radio Stations Warrants to<br>Purchase 25.0%<br>408-412 W. Oakland Park<br>Common Stock<br>Boulevard   |                                     |  |                                   |
| Ft. Lauderdale, FL<br>33311-1712  |                                     |  |                                   |
| Colibri Holding Corporation<br>Outdoor Living<br>Products Common<br>Stock 3.4%<br>2201 S. Walbash Street  |                                     |  |                                   |
| Warrants to<br>Purchase 2.0%<br>Denver, CO 80231<br>Common Stock  |                                     |  |                                   |
| The Color Factory Inc.<br>Cosmetic<br>Manufacturer Preferred<br>Stock 100.0%<br>11312 Penrose Street<br>Common Stock 99.3%<br>Sun Valley, CA 91352  |                                     |  |                                   |
| Component Hardware Group,<br>Inc.<br>Designer &<br>Developer Class A Preferred<br>Stock 9.1%<br>1890 Swarthmore Ave.<br>of Hardware Common<br>Stock 8.2%<br>P.O. Box 2020<br>Components<br>Lakewood, NJ 08701                                 |                                     |  |                                   |
| Convenience Corporation of<br>America<br>Convenience Store<br>Chain Series A Preferred<br>Stock 10.0%<br>711 N. 108th Court<br>Warrants to<br>Purchase 4.0%<br>Omaha, NE 68154<br>Senior Preferred Stock<br>Cooper Natural Resources,<br>Inc. |                                     |  |                                   |

Sodium Sulfate  
Producer Warrants to  
Purchase 2.5%  
P.O. Box 1477  
Common Stock  
Seagraves, TX 79360  
Series A  
Convertible 100% Preferred  
Stock Warrants to  
Purchase 36.8% Series A  
Convertible  
Preferred Stock  
CorrFlex Graphics, LLC  
Packaging  
Manufacturer Warrants to  
Purchase 4.5%  
P.O. Box 1337  
Common Stock  
Monroe, NC 28110  
Options to  
Purchase 7.0% Common  
Stock  
Coverall North America, Inc.  
Commercial  
Cleaning Warrants to  
Purchase 15.0%  
500 West Cypress Creek Rd.  
Service Common Stock  
Ste. 580

Ft. Lauderdale, FL 33309

Csabai Canning Factory Rt.  
Food Processing Hungarian  
Quotas 9.2%  
5600 Békéscasba

Békis: vt 52-54 Hungary

CyberRep  
Operator of Call Service  
Centers Warrants to  
Purchase 24.8%  
8300 Greensboro Drive, 6th  
Floor  
Common Stock  
McLean, VA 22102

The Debt Exchange, Inc.  
Online Sales of Series B  
Convertible 49.0%  
101 Arch Street, Suite 410  
Distressed Assets Preferred  
Stock  
Boston, MA 02110

Directory Investment  
Corporation  
Telephone  
Directories Common  
Stock 50.0%

1919 Pennsylvania Avenue,  
N.W.

Washington, DC 20006

Directory Lending  
Corporation  
Telephone  
Directories Common  
Stock 50.0%  
1919 Pennsylvania Avenue,  
N.W.

Washington, DC 20006

Drilltec Patents &  
Technologies Company, Inc.  
Drill Pipe  
Packager Warrants to  
Purchase 15.0%  
10875 Kempwood Drive,  
Suite 2  
Common Stock  
Houston, TX 77043

eCentury Capital Partners,  
L.P.  
Private Equity  
Fund Limited  
Partnership 25.0%  
1101 Connecticut Ave, NW  
Interest  
7th Floor

Washington, DC 20036

EDM Consulting, LLC  
Environmental Common  
Stock 25.0%  
14 Macopin Avenue  
Consulting  
Montclair, NJ 07043

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|---|---|--|-----------------------------------|
| <p>Elaxis Beta GmbH<br/>Ulmenstrabe 22<br/>60325 Frankfurt am Main<br/>Germany</p>  | <p>Distance Measurement<br/>Device<br/>Manufacturer</p> | <p>Options to Purchase<br/>Shares</p>      | <p>9.8%</p>                       |
| <p>Esquire Communications Ltd.<br/>Court Reporting Warrants to<br/>Purchase 3.0%<br/>216 E. 45th Street, 8th floor<br/>Services Common Stock<br/>New York, NY 10017</p>   |   |  |                                   |
| <p>E-Talk Corporation<br/>Telecommunications Warrants to<br/>Purchase 5.5%<br/>4425 Cambridge Road<br/>Software Provider Common<br/>Stock<br/>Fort Worth, TX 76155-2692</p>   |   |  |                                   |
| <p>Executive Greetings, Inc.<br/>Personalized Business Warrants<br/>to Purchase 1.1%<br/>120 Industrial Park Access Road<br/>Products Common Stock<br/>New Hartford, CT 06057</p>   |   |  |                                   |
| <p>ExTerra Credit Recovery, Inc.<br/>Consumer Finance Series A<br/>Preferred Stock 0.9%<br/>35 Lennon Lane, Suite 200<br/>Receivable Collections Common<br/>Stock 0.7%<br/>Walnut Creek, CA 94598</p>   |   |  |                                   |
| <p>Warrants to<br/>Purchase 0.7% Common<br/>Stock<br/>Fairchild Industrial Products<br/>Company<br/>Industrial Controls Warrants to<br/>Purchase 20.0%<br/>3920 Westpoint Boulevard<br/>Manufacturer Common Stock<br/>Winston-Salem, NC 27013</p> |   |  |                                   |
| <p>Galaxy American Communications,<br/>Inc.<br/>Cable Television Option to<br/>Purchase 51.0%<br/>1220 N. Main Street<br/>Operator Common LLC<br/>Interest<br/>Sikeston, MO 63801</p>   |   |  |                                   |
| <p>Garden Ridge Corporation</p>   |   |  |                                   |

Home Decor Retailer Series A  
Preferred Stock 2.6%  
650 Madison Avenue  
Common Stock 4.7%  
New York, NY 10022

Gibson Guitar Corporation  
Guitar Manufacturer Warrants to  
Purchase 3.0%  
1818 Elm Hill Pike  
Common Stock  
Nashville, TN 37210

Ginsey Industries, Inc.  
Bathroom  
Accessories Convertible  
Debentures 7.0%  
281 Benigno Boulevard  
Manufacturer Warrants to  
Purchase 16.0%  
Bellmawr, NJ 08031  
Common Stock

Global Communications I, LLC  
Muzak Franchisee Preferred  
Equity 59.3%  
201 East 69th Street  
Interest  
New York, NY 10021  
Options for  
Common 59.3% Membership  
Interest  
Grant Broadcasting Systems II  
Television Stations Warrants to  
Purchase 25.0%  
919 Middle River Drive,  
Common Stock  
Suite 409  
Warrants to Purchase 25.0%  
Ft. Lauderdale, FL 33304  
Common Stock in Affiliate  
Company  
Grant Television, Inc.  
Television Stations Equity  
Interest 20.0%  
(See Grant Broadcasting System II)

Grotech Partners VI, L.P.  
Private Equity Fund Limited  
Partnership 3.1%  
c/o Gntech Capital Group  
Interest  
9690 Deereco Road

Suite 800

Timonium, MD 21093

The Hartz Mountain Corporation  
Pet Supply Common  
Stock 2.0%  
400 Plaza Drive

Manufacturer Warrants to  
Purchase 3.5%  
Secaucus, NJ 07094  
Common Stock  
HealthASPex, Inc.  
Third Party Class A  
Preferred 26.2%  
2812 Trinity Square Drive  
Administrator Stock  
Carrollton, TX 75006  
Common Stock 26.2%  
HMT, Inc.  
Storage Tank Common  
Stock 27.3%  
1422 FM 1960 W.  
Maintenance & Warrants to  
Purchase 10.0%  
Suite 350  
Repair Common Stock  
Houston, TX 77068

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|---|-------------------------------------|--|-----------------------------------|
| Hotelevision, Inc.<br>599 Lexington Avenue<br>Suite 2300<br>New York, NY 10022  | Hotel Cable-TV<br>Network           | Series 3<br>Preferred Stock                | 16.2%                             |
| Icon International, Inc.<br>Corporate<br>Barter Class A<br>Common Stock 0.8%<br>281 Tressor Boulevard<br>Services Class C<br>Common Stock 0.2%<br>8th Floor<br><br>Stamford, CT 06901   |                                     |  |                                   |
| Impact Innovations<br>Group<br>Information<br>Technology Warrants<br>to Purchase 4.0%<br>5825 Glenridge Drive<br>Services<br>Provider Common<br>Stock<br>Building II, Suite 107<br><br>Atlanta, GA 30328  |                                     |  |                                   |
| International Fiber<br>Corporation<br>Cellulose and<br>Fiber Common<br>Stock 11.0%<br>50 Bridge Street<br>Producer Warrants to<br>Purchase 2.9%<br>North Tonawanda, NY<br>14120<br>Common Stock<br>iSolve Incorporated<br>Corporate Barter<br>Services Series<br>A 2.9%<br>281 Tresser Boulevard<br>Preferred Stock<br>Two Stamford Plaza<br>Common<br>Stock 1.1%<br>Stamford, CT 06901 |                                     |  |                                   |
| JRI Industries, Inc.<br>Machinery<br>Manufacturer Warrants<br>to Purchase 7.5%<br>2958 East Division  |                                     |  |                                   |

Common Stock  
Springfield, MO 65803

Julius Koch USA, Inc.  
Mini-Blind  
Cord Warrants to  
Purchase 45.0%  
387 Church Street  
Manufacturer Common  
Stock  
New Bedford, MA  
02745

Kirker Enterprises, Inc.  
Nail Enamel Warrants  
to Purchase 22.5%  
55 East 6th Street  
Manufacturer Series B  
Common Stock  
Paterson, NJ 07524

Equity Interest in  
Affiliate  
Company 22.5%  
Kirkland s, Inc.  
Home  
Furnishing Series D  
Preferred Stock 3.3%  
P.O. Box 7222  
Retailer Warrants to  
Purchase 4.2%  
Jackson, TN  
38308-7222

Common Stock  
Kyrus Corporation  
Value-Added  
Reseller, Warrants to  
Purchase 8.0%  
25 Westridge Market  
Place  
Computer  
Systems Common  
Stock  
Chandler, NC 28715

Liberty-Pittsburgh  
Systems, Inc.  
Business Forms  
Printing Common  
Stock 17.2%  
265 Executive Drive

Plainview, NY 11803

Logic Bay Corporation  
Computer-Based Series  
C Redeemable 29.4%  
7900 International Drive  
Training  
Developer Preferred  
Stock  
Suite 750



Minneapolis, MN 55425

Love Funding  
Corporation  
Mortgage  
Services Series D  
Preferred Stock 26.0%  
1220 19th Street, NW,  
Suite 801

Washington, DC 20036

Magna Card, Inc.  
Magnet  
Packager Preferred  
Stock 6.3%  
10315 South Dolifield  
Rd.  
and  
Distributor Common  
Stock 5.4%  
Owings Mills, MD  
21117

Master Plan, Inc.  
Healthcare  
Outsourcing Common  
Stock 13.6%  
21540 Plummer Street

Chatsworth, CA 91311

MedAssets.com, Inc.  
Healthcare  
Outsourcing Series B  
Convertible 6.4%  
21540 Plummer Street  
Preferred Stock  
Chatsworth, CA 91311  
Warrants to  
Purchase 2.9% Preferred  
Stock  
Mid-Atlantic Venture  
Fund IV, L.P.  
Private Equity  
Fund Limited  
Partnership 7.3%  
128 Goodman Drive  
Interest  
Bethlehem, PA 18015

Midview Associates,  
L.P.  
Residential  
Land Warrants to  
purchase 35.0%  
2 Eaton Street,  
Suite 1101  
Development partnership  
interests  
Hampton, VA 23669



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| Name and Address<br>of Portfolio Company   | Nature of its<br>Principal Business | Title of Securities<br>Held by the Company           | Percentage<br>of Class<br>Held(1) |
|--|-------------------------------------|--|-----------------------------------|
| Monitoring Solutions, Inc.<br>4303 South High School Road<br>Indianapolis, IN 46241  | Air Emissions<br>Monitoring         | Common Stock<br>Warrants to Purchase<br>Common Stock | 25.0%<br>50.0%                    |
| MortgageRamp.com, Inc.<br>Internet Based Class A<br>Common 8.0%<br>116 Welsh Road<br>Loan Origination Stock<br>Horsham, PA 19044<br>Service Platform<br>Morton Grove   |                                     |  |                                   |
| Pharmaceuticals, Inc.<br>Generic Drug Redeemable<br>Convertible 27.8%<br>6451 West Main Street<br>Manufacturer Preferred<br>Stock<br>Morton Grove, IL 60053  |                                     |  |                                   |
| MVL Group, Inc.<br>Market Research Warrants to<br>Purchase 8.0%<br>1061 E. Indiantown Road<br>Services Common Stock<br>Suite 300   |                                     |  |                                   |
| Jupiter, FL 33477  |                                     |  |                                   |
| Nobel Learning Communities,<br>Inc.<br>Educational<br>Services Series D<br>Convertible 100.0%<br>1400 N. Providence Road,<br>Preferred Stock<br>Suite 3055<br>Warrants to<br>Purchase 13.1%<br>Media, PA 19063<br>Common Stock |                                     |  |                                   |
| North American Archery, LLC<br>Sporting<br>Equipment Debentures<br>Convertible 26.9%<br>1733 Gunn Highway<br>Manufacturer into LLC<br>Equity<br>Odessa, FL 33556<br>Interest   |                                     |  |                                   |
| Novak Biddle Venture Partners<br>III, LP<br>Private Equity Fund Limited<br>Partnership 2.9%<br>1750 Tysons Boulevard<br>Interest   |                                     |  |                                   |

Suite 1190

McLean, VA 22102

Nursefinders, Inc.

Home Healthcare Warrants  
to Purchase 3.4%  
1200 Copeland Road, Suite 200  
Providers Common Stock  
Arlington, TX 76011

Onyx Television GmbH

Cable Television Preferred  
Units 12.0%  
Immedia Park 6b

50670 Koln

Germany

Opinion Research Corporation  
Corporate

Marketing Warrants to  
Purchase 8.0%  
P.O. Box 183  
Research Firm Common  
Stock  
Princeton, NJ 08542

Oriental Trading Company, Inc.

Direct Marketer Redeemable  
Preferred 1.7%  
108th Street, 4206 South  
of Toys Stock  
Omaha, NE 68137

Class A Common  
Stock 1.7% Warrants to  
Purchase 1.4% Common  
Stock

Outsource Partners, Inc.

Outsourced Facility Warrants  
to Purchase 4.0%  
200 Mansell Court East  
Services Provider Preferred  
Stock

Suite 500

Warrants to  
Purchase 4.0%  
Roswell, GA 30076  
Common Stock

Packaging Advantage  
Corporation

Personal Care, Common  
Stock 9.9%

4633 Downey Road

Household and Warrants to  
Purchase 5.5%

Los Angeles, CA 90058

Disinfectant  
Product Common  
Stock Packager

Physicians Specialty  
Corporation  
Physician Practice Common  
Stock 80.3%  
1150 Lake Hearn Drive  
Management Services  
Atlanta, GA 30342

Provider  
Pico Products, Inc.  
Satellite/Television Common  
Stock 5.0%

12500 Foothill Boulevard  
Component Warrants to  
Purchase 15.0%  
Lakeview Terr., CA 91342

Manufacturer Common  
Stock  
Polaris Pool Systems, Inc.  
Pool Cleaner Warrants to  
Purchase 2.1%  
P.O. Box 1149  
Manufacturer Common  
Stock  
San Marcos, CA 92079-1149

Professional Paint, Inc.  
Paint Manufacturer Series  
A-1 Senior 100.0%  
3900 Joliet Street  
Exchangeable Preferred  
Denver, CO 80239  
Stock Common  
Stock 11.0%

| Name and Address<br>of Portfolio Company   | Nature of its<br>Principal Business | Title of Securities<br>Held by the<br>Company | Percentage<br>of Class<br>Held(1) |
|--|-------------------------------------|---|-----------------------------------|
| Progressive International  |                                     |   |                                   |
| Corporation<br>Retail Kitchenware Redeemable<br>Preferred 12.5%<br>6111 S. 228th Street<br>Stock<br>P.O. Box 97045<br>Common Stock 0.02%<br>Kent, WA 98064<br>Warrants to<br>Purchase 6.2% Common<br>Stock |                                     |   |                                   |
| Prosperco Finaz Holding AG<br>Financial Services Debt<br>Convertible into 8.5%<br>Schützengasse 25<br>Common Stock<br>CH-8001 Zürich<br>Common Stock 2.6%<br>Switzerland                                   |                                     |   |                                   |
| Warrants to<br>Purchase 5.0% Common<br>Stock<br>Raytheon Aerospace, LLC<br>Aviation Maintenance and Class B<br>LLC Interest 6.7%<br>555 Industrial Drive South<br>Logistics<br>Madison, MS 39110           |                                     |   |                                   |
| Redox Brands, Inc.<br>Cleaning Products Warrants to<br>Purchase 3.3%<br>9100 Centre Point Drive<br>Common Stock<br>Suite 200   |                                     |   |                                   |
| West Chester, OH 45069   |                                     |   |                                   |
| Schwinn Holdings Corporation<br>Bicycle Manufacturer/ Warrants to<br>Purchase 0.7%<br>1690 38th Street<br>Distributor Common Stock<br>Boulder, CO 80301  |                                     |   |                                   |
| Seasonal Expressions, Inc.<br>Decorative Ribbon Series A<br>Preferred Stock 50.0%<br>230 5th Avenue, Suite 1007<br>Manufacturer<br>New York, NY 10001  |                                     |   |                                   |

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Soff-Cut Holdings, Inc.  
Concrete Sawing Series A Preferred  
Stock 4.0%  
1112 Olympic Drive  
Equipment Manufacturer Common  
Stock 2.7%  
Corona, CA 91719  
Warrants to  
Purchase 6.7% Common  
Stock  
Southern Communications, LLC  
Communications Tower Equity  
Interest 85.0%  
1919 Pennsylvania Ave., NW  
Leasing  
Washington, DC 20006

Spa Lending Corporation  
Health Spas Series A Preferred  
Stock 100.0%  
1919 Pennsylvania Avenue, N.W.  
Series B Preferred Stock 68.4%  
Washington, DC 20006  
Series C Preferred  
Stock 46.3% Common  
Stock 62.1%  
Staffing Partners Holding  
Company, Inc.  
Temporary Employee Redeemable  
Preferred 48.3%  
104 Church Lane #100  
Services Stock  
Baltimore, MD 21208  
Class A-1  
Common 50.0% Stock Class  
A-2  
Common 24.4% Stock Class  
B Common 24.0% Stock  
Startec Global Communications  
Corporation  
Integrated Common Stock 1.3%  
10411 Motor City Drive  
Communications Warrants  
to 0.9%  
Bethesda, MD 20852  
Service Provider Purchase  
Common Stock  
STS Operating, Inc.  
Engineering Design and Common  
Stock 42.2%  
2301 Windsor Court  
Services  
Addison, IL 60101

SunSource Inc.  
Wholesale Machinery and Common  
Stock 93.2%  
One Logan Square  
Supplies  
Philadelphia, PA 19013

Sure-Tel, Inc.

Prepaid Telephone Series A  
Convertible 41.7%  
5 North McCormick  
Services Company Redeemable  
Preferred  
Oklahoma City, OK 73127  
Stock Warrants to  
Purchase 9.6% Common  
Stock Options to  
Purchase 41.7% Common  
Stock  
Total Foam, Inc.  
Packaging Systems Common  
Stock 49.0%  
P.O. Box 688  
Ridgefield, CT 06877



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|--|-------------------------------------|--|-----------------------------------|
| Tubbs Snowshoe Company, LLC<br>52 River Road<br>Stowe, VT 05672  | Snowshoe Manufacturer               | Warrants to Purchase<br>Common Units<br>Equity Interests in<br>Affiliate Company | 7.7%<br><br>10.9%                 |
| United Pet Group, Inc.<br>Manufacturer of<br>Pet Warrants to<br>Purchase 0.8%<br>125 High Street<br>Products Common<br>Stock<br>Boston, MA 02110   |                                     |  |                                   |
| Udata Venture<br>Partners II, L.P.<br>Private Equity<br>Fund Limited<br>Partnership 16.1%<br>11600 Sunrise Valley<br>Drive<br>Interest<br>Reston, VA 20191                               |                                     |  |                                   |
| Velocita, Inc.<br>Fiber Optic<br>Network Warrants to<br>Purchase 0.6%<br>(formerly PF.Net<br>Common Stock<br>Communications, Inc.)<br><br>677 Washington Blvd.<br><br>Stamford, CT 06912 |                                     |  |                                   |