ALLIED CAPITAL CORP Form 10-Q November 08, 2007

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, DC 20549 FORM 10-O

x Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For The Quarterly Period Ended September 30, 2007

o Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 Commission File Number:

0-22832

#### ALLIED CAPITAL CORPORATION

(Exact Name of Registrant as Specified in its Charter)

#### Maryland

52-1081052

(State or Jurisdiction of Incorporation or Organization)

(IRS Employer Identification No.)

### 1919 Pennsylvania Avenue, N.W. Washington, DC 20006

(Address of Principal Executive Offices)

Registrant s telephone number, including area code: (202) 721-6100

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter periods as the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. YES x NO o

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of accelerated filer and large accelerated filer in Rule 12b-2 of the Exchange Act. Large Accelerated Filer x Accelerated Filer o Non-Accelerated Filer o

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). YES o NO x

On November 7, 2007, there were 154,532,721 shares outstanding of the Registrant s common stock, \$0.0001 par value.

# ALLIED CAPITAL CORPORATION FORM 10-Q TABLE OF CONTENTS

PART I. FINANCIAL INFORMATION	
Item 1. Financial Statements	
Consolidated Balance Sheet as of September 30, 2007 (unaudited) and	
<u>December 31, 2006</u>	1
Consolidated Statement of Operations (unaudited) For the Three and Nine Months Ended	
September 30, 2007 and 2006	2
Consolidated Statement of Changes in Net Assets (unaudited) For the Nine Months Ended	
September 30, 2007 and 2006	3
Consolidated Statement of Cash Flows (unaudited) For the Nine Months Ended September 30, 2007	
<u>and 2006</u>	4
Consolidated Statement of Investments as of September 30, 2007	
(unaudited)	5
Consolidated Statement of Investments as of December 31, 2006	16
Notes to Consolidated Financial Statements	27
Report of Independent Registered Public Accounting Firm	60
Item 2. Management s Discussion and Analysis of Financial Condition and Results of Operations	64
Item 3. Quantitative and Qualitative Disclosures About Market Risk	102
Item 4. Controls and Procedures	103
PART II. OTHER INFORMATION	
Item 1. Legal Proceedings	104
Item 1A. Risk Factors	105
Item 2. Unregistered Sales of Equity Securities and Use of Proceeds	112
Item 3. Defaults Upon Senior Securities	113
Item 4. Submission of Matters to a Vote of Security Holders	113
Item 5. Other Information	113
Item 6. Exhibits	114
<u>Signatures</u>	118
EX-10.20(h)	
<u>EX-15</u> <u>EX-31.1</u>	
EX-31.1 EX-31.2	
EX-32.2	

### **PART I: FINANCIAL INFORMATION**

#### Item 1. Financial Statements

### ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEET

	September 30, 2007		I	December 31, 2006
(in thousands, except per share amounts)	(ur	audited)		
ASSETS				
Portfolio at value:				
Private finance				
Companies more than 25% owned (cost: 2007-\$1,571,149; 2006-\$1,578,822)	\$	1,236,844	\$	1,490,180
Companies 5% to 25% owned (cost: 2007-\$434,164; 2006-\$438,560)	φ	397,930	Ф	449,813
Companies 19% to 25% owned (cost. 2007-\$434,104, 2000-\$438,500) Companies less than 5% owned (cost: 2007-\$2,601,101;		391,930		449,013
2006-\$2,479,981)		2,572,354		2,437,908
2000-42,477,701)		2,372,334		2,737,700
Total private finance (cost: 2007-\$4,606,414; 2006-\$4,497,363)		4,207,128		4,377,901
Commercial real estate finance (cost: 2007-\$96,115; 2006-\$103,546)		119,739		118,183
		,		,
Total portfolio at value (cost: 2007-\$4,702,529;				
2006-\$4,600,909)		4,326,867		4,496,084
Investments in money market and other securities		291,069		202,210
Accrued interest and dividends receivable		74,829		64,566
Other assets		153,940		122,958
Cash		14,816		1,687
Total assets	\$	4,861,521	\$	4,887,505
LIABILITIES AND SHAREHOLDERS	EQUIT	Y		
Liabilities:				
Notes payable and debentures (maturing within one year:				
2007-\$153,000; 2006-\$ )	\$	1,922,370	\$	1,691,394
Revolving line of credit				207,750
Accounts payable and other liabilities		173,368		147,117
Total liabilities		2,095,738		2,046,261
Commitments and contingencies				
Shareholders equity:				
Common stock, \$0.0001 par value, 400,000 shares authorized; 154,506				
and 148,575 shares issued and outstanding at September 30, 2007, and				
December 31, 2006, respectively		15		15
Additional paid-in capital		2,594,406		2,493,335
Common stock held in deferred compensation trust		(37,079)		(28,335)
Notes receivable from sale of common stock		(2,708)		(2,850)
Net unrealized appreciation (depreciation)		(395,216)		(123,084)

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

Undistributed earnings	606,365	502,163
Total shareholders equity	2,765,783	2,841,244
Total liabilities and shareholders equity	\$ 4,861,521	\$ 4,887,505
Net asset value per common share	\$ 17.90	\$ 19.12

1

### ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF OPERATIONS

		nree Months ptember 30,	For the Nine Month Ended September 3	
	2007	2006	2007	2006
(in thousands, except per share amounts)	(una	udited)	(unau	dited)
Interest and Related Portfolio Income:				
Interest and dividends				
Companies more than 25% owned	\$ 28,198	\$ 23,812	\$ 83,895	\$ 77,377
Companies 5% to 25% owned	9,374	10,977	32,111	28,046
Companies less than 5% owned	68,097	63,879	194,460	177,559
Total interest and dividends	105,669	98,668	310,466	282,982
Fees and other income				
Companies more than 25% owned	5,146	6,486	14,552	24,222
Companies 5% to 25% owned	19	10	518	4,008
Companies less than 5% owned	7,534	8,219	18,460	23,638
Total fees and other income	12,699	14,715	33,530	51,868
Total interest and related portfolio income	118,368	113,383	343,996	334,850
Expenses:				
Interest	33,744	26,109	98,368	72,455
Employee	26,306	25,228	76,845	67,054
Employee stock options	18,312	3,649	31,492	11,852
Administrative	10,496	8,153	38,225	29,348
Total operating expenses	88,858	63,139	244,930	180,709
Net investment income before income taxes	29,510	50,244	99,066	154,141
Income tax expense (benefit), including excise tax	11,192	1,586	16,073	13,988
Net investment income	18,318	48,658	82,993	140,153
Net Realized and Unrealized Gains (Losses):				
Net realized gains (losses)	201 502	20.4	267.250	500 500
Companies more than 25% owned	201,582	394	267,359	528,793
Companies 5% to 25% owned	(5,475)	93	(5,171)	(324)
Companies less than 5% owned	16,263	9,429	52,727	14,522
Total net realized gains	212,370	9,916	314,915	542,991
Net change in unrealized appreciation or depreciation	(327,156)	19,312	(272,132)	(471,942)
Total net gains (losses)	(114,786)	29,228	42,783	71,049

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

Net increase (decrease) in net assets resulting from operations	om	\$	(96,468)	\$ 77,886	\$ 1	25,776	\$ 2	11,202
Basic earnings (loss) per common share		\$	(0.63)	\$ 0.54	\$	0.83	\$	1.50
Diluted earnings (loss) per common share		\$	(0.62)	\$ 0.53	\$	0.81	\$	1.47
Weighted average common shares outstanding	basic	1	154,025	144,163	1	51,979	1	41,002
Weighted average common shares outstanding	diluted	1	155,329	147,112	1	54,708	1	44,030

### ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF CHANGES IN NET ASSETS

For the Nine Months Ended September 30,

(in thousands, except per share amounts)	2007		2006
(in thousands, except per share amounts)	(unauc	lited	1)
Operations:	•		
Net investment income	\$ 82,993	\$	140,153
Net realized gains	314,915		542,991
Net change in unrealized appreciation or depreciation	(272,132)		(471,942)
Net increase in net assets resulting from operations	125,776		211,202
Shareholder distributions:			
Common stock dividends	(293,706)		(255,430)
Net decrease in net assets resulting from shareholder distributions	(293,706)		(255,430)
Capital share transactions:			
Sale of common stock	93,784		218,882
Issuance of common stock in lieu of cash distributions	12,447		11,050
Issuance of common stock upon the exercise of stock options	13,307		11,108
Cash portion of option cancellation payment	(52,833)		
Stock option expense	32,069		12,088
Net decrease in notes receivable from sale of common stock	142		1,005
Purchase of common stock held in deferred compensation trust	(9,272)		(7,226)
Distribution of common stock held in deferred compensation trust	528		656
Other	2,297		
Net increase in net assets resulting from capital share transactions	92,469		247,563
Total increase (decrease) in net assets	(75,461)		203,335
Net assets at beginning of period	2,841,244		2,620,546
Net assets at end of period	\$ 2,765,783	\$	2,823,881
Net asset value per common share	\$ 17.90	\$	19.38
Common shares outstanding at end of period	154,506		145,722

The accompanying notes are an integral part of these consolidated financial statements.

3

### ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF CASH FLOWS

For the Nine Months Ended September 30,

(in thousands)		2007		2006
(iii thousands)	(unaudited)			
Cash flows from operating activities:				
Net increase in net assets resulting from operations	\$	125,776	\$	211,202
Adjustments:				
Portfolio investments		(1,236,671)		(1,700,751)
Principal collections related to investment repayments or sales		1,086,513		885,872
Change in accrued or reinvested interest and dividends		(22,812)		1,820
Net collection (amortization) of discounts and fees		(1,215)		(3,644)
Redemption of (investments in) U.S. Treasury bills				(22,875)
Redemption of (investments in) money market securities		(82,219)		7,581
Stock option expense		32,069		12,088
Changes in other assets and liabilities		13,943		33,897
Depreciation and amortization		1,540		1,303
Realized gains from the receipt of notes and other consideration from sale				
of investments, net of collections		(29,716)		(209,049)
Realized losses		81,456		7,063
Net change in unrealized (appreciation) or depreciation		272,132		471,942
Net cash provided by (used in) operating activities		240,796		(303,551)
Cash flows from financing activities:				
Sale of common stock		93,784		218,882
Sale of common stock upon the exercise of stock options		13,307		11,108
Collections of notes receivable from sale of common stock		142		1,005
Borrowings under notes payable		230,000		450,000
Repayments on notes payable and debentures				(53,500)
Net borrowings under (repayments on) revolving line of credit		(207,750)		(91,750)
Cash portion of option cancellation payment		(52,833)		
Purchase of common stock held in deferred compensation trust		(9,272)		(7,226)
Other financing activities		(6,363)		(4,674)
Common stock dividends and distributions paid		(288,682)		(248,479)
Net cash provided by (used in) financing activities		(227,667)		275,366
Net increase (decrease) in cash		13,129		(28,185)
Cash at beginning of period		1,687		31,363
Cash at end of period	\$	14,816	\$	3,178

The accompanying notes are an integral part of these consolidated financial statements.

4

### ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS

**September 30, 2007** 

Private Finance Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	(unaudited) Cost	Value
Companies More Than 25% Owned				
Alaris Consulting, LLC (Business Services)	Senior Loan (16.5%, Due 12/05 12/07) <sup>(6)</sup> Equity Interests Guaranty (\$1,100)	\$ 27,055	\$ 26,987 5,189	\$
AllBridge Financial, LLC (Financial Services)	Equity Interests Standby Letter of Credit (\$30,000)		2,300	2,300
Allied Capital Senior Debt Fund, L.P. <sup>(5)</sup> (Private Debt Fund)	Equity Interests (See Note 3)		19,080	19,535
Avborne, Inc. <sup>(7)</sup> (Business Services)	Preferred Stock (12,500 shares) Common Stock (27,500 shares)		611	850
Avborne Heavy Maintenance, Inc. <sup>(7)</sup> (Business Services)	Preferred Stock (1,568 shares) Common Stock (2,750 shares) Guaranty (\$2,401)		2,401	973
Aviation Properties Corporation (Business Services)	Common Stock (100 shares) Guaranty (\$1,000)		65	
Border Foods, Inc. (Consumer Products)	Preferred Stock (100,000 shares) Common Stock (148,838 shares)		12,721 3,847	2,473
Business Loan Express, LLC (Financial Services)	Class A Equity Interests(25.0% See Note 3) <sup>(6)</sup> Class B Equity Interests Class C Equity Interests Guaranty (\$252,007 See Note 3) Standby Letters of Credit (\$19,000 See Note 3)	95,822	95,822 119,436 109,301	95,822 40,888
Calder Capital Partners, LLC <sup>(5)</sup> (Financial Services)	Senior Loan (8.5%, Due 5/09) <sup>(6)</sup> Equity Interests	2,218	2,218 2,235	2,218 347
Callidus Capital Corporation		6,575	6,575	6,575

Subordinated Debt (18.0%, Due 10/08) (Financial Services) Common Stock (100 shares) 2,067 42,640 35,054 34,914 34,914 Coverall North America, Inc. Unitranche Debt (12.0%, Due 7/11) (Business Services) Subordinated Debt (15.0%, Due 6,000 5,977 7/11) 5,977 Common Stock (884,880 shares) 16,648 23,018 CR Holding, Inc. Subordinated Debt (16.6%, Due 40,602 2/13) 40,452 40,452 33,321 41,034 (Consumer Products) Common Stock (37,200,551 shares) **Direct Capital Corporation** Subordinated Debt (16.0%, Due 37,515 3/13) 37,676 37,515 (Financial Services) Common Stock (2,097,234 shares) 19,250 6,923 Financial Pacific Company Subordinated Debt (17.4%, Due 72,668 2/12 8/12) 72,475 72,475 Preferred Stock (10,964 shares) 10,276 18,454 (Financial Services) Common Stock (14,735 shares) 14,819 47,022 ForeSite Towers, LLC **Equity Interest** 881 (Tower Leasing)

The accompanying notes are an integral part of these consolidated financial statements.

<sup>(1)</sup> Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.

<sup>(2)</sup> Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.

<sup>(3)</sup> Public company.

<sup>(4)</sup> Non-U.S. company or principal place of business outside the U.S.

<sup>(5)</sup> Non-registered investment company.

<sup>(6)</sup> Loan or debt security is on non-accrual status and therefore is considered non-income producing.

<sup>(7)</sup> Avborne, Inc. and Avborne Heavy Maintenance, Inc. are affiliated companies.

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**September 30, 2007** 

Private Finance Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	(unaudited) Cost	Value
Global Communications, LLC (Business Services)	Senior Loan (10.7%, Due 9/02 11/07) <sup>(6)</sup> Subordinated Debt (17.0%, Due 12/03 9/059) Preferred Equity Interest Options	\$ 15,957 11,339	\$ 15,957 11,336 14,067 1,639	\$ 7,576
Gordian Group, Inc. (Business Services)	Senior Loan (10.0%, Due 12/08) <sup>(6)</sup> Common Stock (1,000 shares)	2,625	2,625 6,942	
Hot Stuff Foods, LLC	Senior Loan (8.6%, Due 2/11-2/12) Subordinated Debt (13.8%, Due 8/12	49,550	49,351	49,351
(Consumer Products)	2/13) Subordinated Debt (15.8%, Due 8/12  2/16) Subordinated Debt (16.0%, Due	61,532	61,301	42,191
	2/13) <sup>(6)</sup> Common Stock (1,147,453 shares)	20,841	20,750 56,187	
Huddle House, Inc. (Retail)	Subordinated Debt (15.0%, Due 12/12) Common Stock (415,328 shares)	59,401	59,149 41,533	59,149 44,262
Impact Innovations Group, LLC (Business Services)	Equity Interests in Affiliate			320
Insight Pharmaceuticals Corporation (Consumer Products)	Subordinated Debt (15.0%, Due 9/12) Subordinated Debt (19.0%, Due 9/12) <sup>(6)</sup> Preferred Stock (25,000 shares)	44,257 16,181	44,129 16,130 25,000	44,804 16,626 1,845
Tabel To.	Common Stock (620,000 shares)		6,325	
Jakel, Inc. (Industrial Products)	Subordinated Debt (15.5%, Due 3/08) <sup>(6)</sup>	1,575	1,575	1,575
Legacy Partners Group, Inc. (Financial Services)	Senior Loan (14.0%, Due 5/09) <sup>(6)</sup> Equity Interests	3,843	3,843 4,261	3,843 1,271
Litterer Beteiligungs-GmbH <sup>(4)</sup> (Business Services)	Subordinated Debt (8.0%, Due 3/07) Equity Interest	748	748 1,809	748 1,585

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

MVL Group, Inc. (Business Services)	Senior Loan (12.0%, Due 6/09 7/09) Subordinated Debt (14.5%, Due 6/09	30,674	30,633	30,633
	7/09)	39,937	39,651	39,651
	Common Stock (648,661 shares)		643	4,961
Old Orchard Brands, LLC	Subordinated Debt (18.0%, Due 7/14)	19,433	19,342	19,342
(Consumer Products)	Equity Interests		18,767	19,602
Penn Detroit Diesel Allison, LLC (Business Services)	Subordinated Debt (15.5%, Due 8/13) Equity Interests	39,038	38,880 21,128	38,880 28,795
Powell Plant Farms, Inc. (Consumer Products)	Senior Loan (15.0%, Due 12/07) <sup>(6)</sup>	1,350	1,350	1,350

- (1) Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.
- (2) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.
- (3) Public company.
- (4) Non-U.S. company or principal place of business outside the U.S.
- (5) Non-registered investment company.
- (6) Loan or debt security is on non-accrual status and therefore is considered non-income producing.

6

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**September 30, 2007** 

Private Finance Portfolio Company			(unaudited)	
(in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
Service Champ, Inc. (Business Services)	Subordinated Debt (15.5%, Due 4/12) Common Stock (63,888 shares)	\$ 28,262	\$ 28,165 13,662	\$ 28,165 26,355
Staffing Partners Holding Company, Inc. (Business Services)	Subordinated Debt (13.5%, Due 1/07) <sup>(6)</sup>	541	541	544
Startec Equity, LLC (Telecommunications)	Equity Interests		230	440
Sweet Traditions, Inc. (Retail)	Senior Loan (9.0%, Due 9/08 8/11) <sup>(6)</sup> Preferred Stock (961 Shares) Common Stock (10,000 Shares)	39,692	36,052 950 50	36,673
Triview Investments, Inc. <sup>(8)</sup> (Broadcasting & Cable/Business Services/Consumer Products)	Senior Loan (10.0%, Due 12/07) Subordinated Debt (12.9%, Due 1/10 6/17) Subordinated Debt (12.5%, Due 11/07 3/08%) Common Stock (202 shares) Guaranty (\$900) Standby Letter of Credit (\$200)	433 42,784 1,400	433 42,590 1,400 119,836	433 42,590 1,534 82,777
Worldwide Express Operations, LLC (Business Services)	Subordinated Debt (14.0%, Due 2/14) Equity Interests Warrants	2,800	2,624 12,900 163	2,624 12,900 163
Total companies more than 2	25% owned		\$ 1,571,149	\$ 1,236,844
Companies 5% to 25% Owned				
Advantage Sales & Marketing, Inc. (Business Services)	Subordinated Debt (12.0%, Due 3/14) Equity Interests	\$ 154,642	\$ 154,041	\$ 154,041 11,000

Air Medical Group Holdings LLC (Healthcare Services)	Senior Loan (7.9%, Due 3/11) Equity Interests	1,920	1,866 3,470	1,866 10,800
Alpine ESP Holdings, Inc. (Business Services)	Preferred Stock (622 shares) Common Stock (13,513 shares)		622 14	719 300
Amerex Group, LLC (Consumer Products)	Subordinated Debt (12.0%, Due 1/13) Equity Interests	8,400	8,400 3,509	8,400 15,657
BB&T Capital Partners/Windsor Mezzanine Fund, LLC <sup>(5)</sup> (Private Equity Fund)	Equity Interests		5,873	5,607
Becker Underwood, Inc. (Industrial Products)	Subordinated Debt (14.5%, Due 8/12) Common Stock(5,073 shares)	24,707	24,636 5,813	24,636 4,200
BI Incorporated (Business Services)	Subordinated Debt (13.5%, Due 2/14) Common Stock (40,000 shares)	30,615	30,495 4,000	30,495 7,400

The accompanying notes are an integral part of these consolidated financial statements.

<sup>(1)</sup> Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.

<sup>(2)</sup> Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.

<sup>(3)</sup> Public company.

<sup>(4)</sup> Non-U.S. company or principal place of business outside the U.S.

<sup>(5)</sup> Non-registered investment company.

<sup>(6)</sup> Loan or debt security is on non-accrual status and therefore is considered non-income producing.

Triview Investments, Inc. has a cost basis of \$164.3 million and holds investments in Longview Cable & Data, LLC (Broadcasting & Cable) with a value of \$6.9 million, Triax Holdings, LLC (Consumer Products) with a value of \$62.2 million, and Crescent Hotels & Resorts, LLC and affiliates (Business Services) with a value of \$58.2 million.

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**September 30, 2007** 

Private Finance Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	(unaudited) Cost	Value
CitiPostal, Inc. and Affiliates (Business Services)	Senior Loan (11.1%, Due 8/13-11/14) Equity Interests	\$ 22,208	\$ 22,115 4,543	\$ 22,115 6,900
Creative Group, Inc. (Business Services)	Subordinated Debt (14.0%, Due 9/13) <sup>(6)</sup> Warrant	15,000	13,686 1,387	9,259
Drew Foam Companies, Inc. (Business Services)	Preferred Stock (722 shares) Common Stock (7,287 shares)		722 7	396
MedBridge Healthcare, LLC (Healthcare Services)	Senior Loan (8.0%, Due 8/09) <sup>(6)</sup> Subordinated Debt (10.0%, Due	7,164	7,164	7,164
`	8/14) <sup>(6)</sup> Convertible Subordinated Debt (2.0%,	5,184	5,184	1,723
	Due 8/14) <sup>(6)</sup> Equity Interests	2,970	984 1,416	
MHF Logistical Solutions, Inc. (Business Services)	Subordinated Debt (11.5%, Due 6/12) <sup>(6)</sup> Subordinated Debt (18.0%, Due	33,600	33,448	10,585
(Busiless Scrvices)	6/13) <sup>(6)</sup> Common Stock (20,934 shares) <sup>(12)</sup> Warrants <sup>(12)</sup>	11,211	11,154 20,942	
Multi-Ad Services, Inc. (Business Services)	Unitranche Debt (11.3%, Due 11/11) Equity Interests	19,850	19,748 2,000	19,748 942
PresAir LLC (Industrial Products)	Senior Loan (7.5%, Due 12/10) <sup>(6)</sup> Equity Interests	5,702	5,384 1,341	800
Progressive International Corporation  (Consumer Products)	Subordinated Debt (16.0%, Due 12/09) Preferred Stock (500 shares) Common Stock (197 shares)	3,985	3,970 500 13	3,970 1,017 5,100
	Warrants		13	3,100

Regency Healthcare Group, LLC (Healthcare Services)	Senior Loan (11.1%, Due 6/12) Unitranche Debt (11.1%, Due 6/12) Equity Interests	500 12,000	484 11,953 1,500	484 11,953 1,685
SGT India Private Limited <sup>(4)</sup> (Business Services)	Common Stock (109,524 shares)		4,098	2,625
Soteria Imaging Services, LLC (Healthcare Services)	Subordinated Debt (12.0%, Due 11/10) Equity Interests	14,500	13,702 2,170	13,702 2,641
Universal Environmental Services, LLC (Business Services)	Equity Interests		1,810	ŕ
Total companies 5% to 25% o	wned		\$ 434,164	\$397,930
Companies Less Than 5% Owned				
3SI Security Systems, Inc. (Consumer Products)	Subordinated Debt (14.5%, Due 8/13)	\$ 27,651	\$ 27,547	\$ 27,547
AgData, L.P. (Consumer Services)	Senior Loan (10.3%, Due 7/12)	526	496	496
Axium Healthcare Pharmacy, Inc.	Unitranche Debt (12.0%, Due 12/12)	10,950	10,877	10,877

(1) Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.

Common Stock (26,500 shares)

**Limited Partnership Interest** 

2,650

1,967

1,100

1,856

- (2) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.
- (3) Public company.

(Healthcare Services)

Partnership<sup>(5)</sup>

(Private Equity Fund)

**Baird Capital Partners IV Limited** 

- (4) Non-U.S. company or principal place of business outside the U.S.
- (5) Non-registered investment company.
- (6) Loan or debt security is on non-accrual status and therefore is considered non-income producing.
- (12) Common stock is non-voting. In addition to non-voting stock ownership, the Company has an option to acquire a majority of the voting securities of the portfolio company at fair market value.

The accompanying notes are an integral part of these consolidated financial statements.

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**September 30, 2007** 

Private Finance Portfolio Company			(unaudited)	
(in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
BenefitMall, Inc. (Business Services)	Unitranche Debt (13.3%, Due 8/12) Common Stock (45,528,000 shares) <sup>(12)</sup> Warrants <sup>(12)</sup> Standby Letters of Credit (\$7,986)	\$ 110,030	\$ 109,699 45,528	\$ 109,699 60,376
Broadcast Electronics, Inc. (Business Services)	Senior Loan (9.4%, Due 7/12)	4,925	4,897	4,897
Bushnell, Inc. (Consumer Products)	Subordinated Debt (12.3%, Due 2/14)	41,325	39,685	39,685
Callidus Debt Partners CDO Fund I, Ltd. <sup>(4)(10)</sup> (CDO/CLO)	Class C Notes (12.9%, Due 12/13) Class D Notes (17.0%, Due 12/13)	18,800 9,400	18,935 9,467	18,988 9,494
Callidus Debt Partners CLO Fund III, Ltd. (4)(10) (CDO/CLO)	Preferred Shares (23,600,000 shares, 15.0%) <sup>(11)</sup>		21,980	20,702
Callidus Debt Partners CLO Fund IV, Ltd. (4)(10) (CDO/CLO)	Income Notes (13.5%) <sup>(11)</sup>		12,373	10,758
Callidus Debt Partners CLO Fund V, Ltd. (4)(10) (CDO/CLO)	Income Notes (20.0%) <sup>(11)</sup>		13,988	14,649
Callidus Debt Partners CLO Fund VI, Ltd. (4)(10) (CDO/CLO)	Income Notes (19.8%) <sup>(11)</sup>		25,662	25,662
Callidus MAPS CLO Fund I LLC <sup>(10)</sup>	Class E Notes (10.7%, Due 12/17)	17,000	17,000	16,401
(CDO/CLO)	Income Notes (8.7%) <sup>(11)</sup>		50,090	41,673
Callidus MAPS CLO Fund II, Ltd. (4)(10)	Income Notes (14.8%) <sup>(11)</sup>		18,061	18,061

#### (CDO/CLO)

Camden Partners Strategic				
Fund II, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		997	2,382
Carlisle Wide Plank Floors, Inc. (Consumer Products)	Unitranche Debt (10.0%, Due 6/11) Preferred Stock (400,000 Shares)	3,161	3,123 400	3,123 500
Catterton Partners V, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		3,510	4,038
Catterton Partners VI, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		1,795	1,656
Centre Capital Investors IV, LP <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		2,079	2,170

- (1) Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.
- (2) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.
- (3) Public company.
- (4) Non-U.S. company or principal place of business outside the U.S.
- (5) Non-registered investment company.
- (6) Loan or debt security is on non-accrual status and therefore is considered non-income producing.
- (10) The fund is managed by Callidus Capital, a portfolio company of Allied Capital.
- Represents the effective interest yield earned on the cost basis of these preferred equity investments and income notes. The yield is included in interest income from companies less than 5% owned in the consolidated statement of operations.
- (12) Common stock is non-voting. In addition to non-voting stock ownership, the Company has an option to acquire a majority of the voting securities of the portfolio company at fair market value.

The accompanying notes are an integral part of these consolidated financial statements.

9

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**September 30, 2007** 

Private Finance Portfolio Company			(unaudited)	
(in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
CK Franchising, Inc. (Consumer Services)	Senior Loan (11.0%, Due 7/12) Subordinated Debt (15.0%, Due 7/17) Preferred Stock (1,486,004 shares) Common Stock (8,793,408 shares)	\$ 30,150 1,000	\$ 29,959 1,000 1,486 8,793	\$ 29,959 1,000 1,486 8,793
Commercial Credit Group, Inc. (Financial Services)	Subordinated Debt (14.8%, Due 2/11) Preferred Stock (74,978 shares) Warrants	12,000	12,025 18,018	12,025 19,469
Community Education Centers, Inc. (Education Services)	Subordinated Debt (13.5%, Due 11/13)	34,878	34,800	34,800
Compass Group Diversified Holdings, LLC <sup>(3)</sup> (Financial Services)	Senior Loan (8.0%, Due 11/11)	2,000	1,896	1,896
Component Hardware Group, Inc. (Industrial Products)	Subordinated Debt (13.5%, Due 1/13)	18,363	18,290	18,290
Cook Inlet Alternative Risk, LLC (Business Services)	Unitranche Debt (10.8%, Due 4/13) Equity Interests	100,000	99,507 640	99,507 1,700
Cortec Group Fund IV, L.P. <sup>(5)</sup> (Private Equity)	Limited Partnership Interest		3,383	2,906
CSAV, Inc. (Business Services)	Subordinated Debt (11.7%, Due 6/13)	37,500	37,500	37,500
Diversified Mercury Communications, LLC (Business Services)	Senior Loan (9.0%, Due 3/13)	233	217	217
Digital VideoStream, LLC (Business Services)	Unitranche Debt (11.0%, Due 2/12) Convertible Subordinated Debt (10.0%, Due 2/16)	17,677 4,017	17,586 4,003	17,586 4,100

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

Distant Lands Trading Co. (Consumer Products)	Senior Loan (10.3%, Due 11/11) Unitranche Debt (11.0%, Due 11/11) Common Stock (4,000 shares)	10,000 42,375	9,963 42,216 4,000	9,963 42,216 2,652
Driven Brands, Inc. d/b/a Meineke and Econo Lube (Consumer Services)	Senior Loan (8.9%, Due 6/11) Subordinated Debt (12.1%, Due 6/12 6/13) Common Stock (11,675,331 shares) <sup>(12)</sup> Warrants <sup>(12)</sup>	36,070 83,000	35,942 82,736 29,455	35,942 82,736 17,977
Dynamic India Fund IV <sup>(4)(5)</sup> (Private Equity Fund)	Equity Interests		6,050	6,215
EarthColor, Inc. (Business Services)	Subordinated Debt (15.0%, Due 11/13) Common Stock (73,540 shares) <sup>(12)</sup> Warrants <sup>(12)</sup>	127,000	126,440 73,540	126,440 42,884
eCentury Capital Partners, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		6,899	2,615

- (1) Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.
- (2) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.
- (3) Public company.
- (4) Non-U.S. company or principal place of business outside the U.S.
- (5) Non-registered investment company.
- (6) Loan or debt security is on non-accrual status and therefore is considered non-income producing.
- (12) Common stock is non-voting. In addition to non-voting stock ownership, the Company has an option to acquire a majority of the voting securities of the portfolio company at fair market value.

**Table of Contents** 

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**September 30, 2007** 

23

Private Finance Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	(unaudited) Cost	Value
Elexis Beta GmbH <sup>(4)</sup> (Industrial Products)	Options		\$ 426	\$ 50
Farley s & Sathers Candy Company, Inc. (Consumer Products)	Subordinated Debt (11.4%, Due 3/11)	\$ 8,000	7,978	7,978
FCP-BHI Holdings, LLC d/b/a Bojangles (Consumer Products)	Subordinated Debt (12.8%, Due 9/13) Equity Interests	24,000	23,882 1,000	23,882 1,000
Fidus Mezzanine Capital, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		3,294	3,294
Frozen Specialties, Inc. (Consumer Products)	Warrants		435	230
Garden Ridge Corporation (Retail)	Subordinated Debt (7.0%, Due 5/12) <sup>(6)</sup>	20,500	20,500	20,500
Geotrace Technologies, Inc. (Energy Services)	Subordinated Debt (10.0%, Due 6/09) Warrants	7,347	7,167 2,350	7,167 3,000
Grant Broadcasting Systems II (Broadcasting & Cable)	Subordinated Debt (5.0%, Due 6/11)	3,005	3,005	3,005
Grotech Partners, VI, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		8,808	6,970
Havco Wood Products LLC (Industrial Products)	Senior Loan (9.9%, Due 8/11) Unitranche Debt (11.5%, Due 8/11) Equity Interests	1,150 7,600	1,134 6,740 1,055	1,134 6,740 3,200
Haven Eldercare of New England, LLC (Healthcare Services)	Subordinated Debt (12.0%, Due 8/09)	1,927	1,927	1,927
HealthASPex Services Inc. (Business Services)	Senior Loan (8.0%, Due 7/08) <sup>(6)</sup>	500	500	133

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

Higginbotham Insurance Agency, Inc. (Business Services)	Senior Loan (7.9%, Due 8/12)  Subordinated Debt (13.6%, Due 8/13 8/14)  Common Stock (28,277 shares) <sup>(12)</sup> Warrant <sup>(12)</sup>	15,196 46,855	15,099 46,626 26,522	15,099 46,626 26,522
The Hillman Companies, Inc. (3) (Consumer Products)	Subordinated Debt (10.0%, Due 9/11)	44,580	44,450	44,450
The Homax Group, Inc. (Consumer Products)	Senior Loan (9.1%, Due 10/12) Subordinated Debt (12.0%, Due 4/14) Preferred Stock (89 shares) Common Stock (28 shares) Warrants	11,027 14,000	11,027 13,225 89 6 1,106	11,027 13,225 74
Ideal Snacks Corporation (Consumer Products)	Senior Loan (9.5%, Due 6/10)	35	35	35
Integrity Interactive Corporation (Business Services)	Unitranche Debt (10.5%, Due 2/12)	12,434	12,331	12,331
International Fiber Corporation (Industrial Products)	Subordinated Debt (14.0%, Due 6/12) Preferred Stock (25,000 shares)	24,447	24,354 2,500	24,354 2,200

<sup>(1)</sup> Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.

<sup>(2)</sup> Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.

<sup>(3)</sup> Public company.

<sup>(4)</sup> Non-U.S. company or principal place of business outside the U.S.

<sup>(5)</sup> Non-registered investment company.

<sup>(6)</sup> Loan or debt security is on non-accrual status and therefore is considered non-income producing.

<sup>(12)</sup> Common stock is non-voting. In addition to non-voting stock ownership, the Company has an option to acquire a majority of the voting securities of the portfolio company at fair market value.

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**September 30, 2007** 

Private Finance Portfolio Company			(unaudited)	
(in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
Jones Stephens Corporation (Consumer Products)	Senior Loan (8.9%, Due 9/12)	\$ 5,558	\$ 5,545	\$ 5,545
K2 Advisors Subsidiary Holdings, LLC (Business Services)	Senior Loan (8.7%, Due 4/13)	9,836	9,836	9,836
Kodiak Fund LP <sup>(5)</sup> (Private Equity Fund)	Equity Interests		9,423	2,853
Line-X, Inc. (Consumer Products)	Senior Loan (12.0%, Due 8/11) Unitranche Debt (12.0% Due 8/11) Standby Letter of Credit (\$1,500)	1,100 48,355	1,084 48,185	1,084 48,185
MedAssets, Inc. (Business Services)	Preferred Stock (227,865 shares) Common Stock (50,000 shares)		2,049	3,845 100
Mid-Atlantic Venture Fund IV, L.P. (5) (Private Equity Fund)	Limited Partnership Interest		6,975	2,861
NetShape Technologies, Inc. (Industrial Products)	Senior Loan (8.9%, Due 2/13)	5,661	5,630	5,630
Network Hardware Resale, Inc. (Business Services)	Unitranche Debt (10.5%, Due 12/11) Convertible Subordinated Debt	20,805	20,913	20,913
	(9.8%, Due 12/15)	13,242	13,304	14,959
Norwesco, Inc.  (Industrial Products)	Subordinated Debt (12.6%, Due 1/12 7/12) Common Stock (559,603 shares) <sup>(12)</sup> Warrants <sup>(12)</sup>	82,812	82,546 38,313	82,546 118,118
Novak Biddle Venture Partners III, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		1,910	1,983
Oahu Waste Services, Inc. (Business Services)	Stock Appreciation Rights		239	1,000

Odyssey Investment Partners Fund III, LP <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		1,542	2,162
Passport Health Communications, Inc. (Healthcare Services)	Preferred Stock (651,381 shares) Common Stock (19,680 shares)		2,000 48	2,398 48
Pendum, Inc. (Business Services)	Subordinated Debt (17.0%, Due 1/11) <sup>(6)</sup> Preferred Stock (82,715 shares) Warrants	34,028	34,028	
Performant Financial Corporation (Business Services)	Common Stock (478,816 shares)		734	

- (1) Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.
- (2) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.
- (3) Public company.
- (4) Non-U.S. company or principal place of business outside the U.S.
- (5) Non-registered investment company.
- (6) Loan or debt security is on non-accrual status and therefore is considered non-income producing.
- (12) Common stock is non-voting. In addition to non-voting stock ownership, the Company has an option to acquire a majority of the voting securities of the portfolio company at fair market value.

The accompanying notes are an integral part of these consolidated financial statements.

12

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**September 30, 2007** 

Private Finance Portfolio Company			(unaudited)	
(in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
Postle Aluminum Company, LLC (Industrial Products)	Unitranche Debt (11.0%, Due 10/12) Equity Interests	\$61,750	\$ 61,489 2,500	\$ 61,489 3,100
Pro Mach, Inc. (Industrial Products)	Subordinated Debt (13.0%, Due 6/12) Equity Interests	14,525	14,466 1,500	14,466 1,600
Promo Works, LLC (Business Services)	Unitranche Debt (10.3%, Due 12/11) Guaranty (\$600)	26,215	25,995	25,995
S.B. Restaurant Company (Retail)	Unitranche Debt (9.8%, Due 4/11) Preferred Stock (54,125 shares) Warrants Standby Letters of Credit (\$2,540)	29,001	28,739 135 619	28,739 135 2,100
SBBUT, LLC (Consumer Products)	Equity Interests			
Service Center Metals, LLC (Industrial Products)	Subordinated Debt (15.5%, Due 9/11) Equity Interests	5,000	4,980 313	4,980 337
Snow Phipps Group, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		2,317	2,317
SPP Mezzanine Funding, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		2,364	2,928
SPP Mezzanine Funding II, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		2,750	2,409
Stag-Parkway, Inc. (Business Services)	Unitranche Debt (10.8%, Due 7/12)	51,000	50,799	50,799
STS Operating, Inc. (Industrial Products)	Subordinated Debt (11.0%, Due 1/13)	30,386	30,268	30,268
Summit Energy Services, Inc. (Business Services)	Senior Loan (10.4%, Due 8/13) Common Stock (89,406 shares)	60,000	59,824 2,000	59,824 2,000
Tappan Wire and Cable Inc.	Senior Loan (15.0%, Due 8/14)	24,100	23,970	23,970

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

(Business Services)	Common Stock (15,000 shares) <sup>(12)</sup> Warrant <sup>(12)</sup>		2,250	2,250
The Step2 Company, LLC (Consumer Products)	Unitranche Debt (11.0%, Due 4/12) Equity Interests	96,041	95,672 2,483	95,672 3,003
Tradesmen International, Inc. (Business Services)	Subordinated Debt (12.0%, Due 12/09)	9,136	8,668	8,668
TransAmerican Auto Parts, LLC (Consumer Products)	Subordinated Debt (14.0%, Due 11/12) Equity Interests	23,955	23,746 1,198	23,746 1,016
Trover Solutions, Inc. (Business Services)	Senior Loan (11.3%, Due 5/12 11/12)	77,000	76,725	76,725
Universal Air Filter Company (Industrial Products)	Senior Loan (12.0%, Due 11/12)	14,875	14,810	14,810

- (1) Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.
- (2) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.
- (3) Public company.
- (4) Non-U.S. company or principal place of business outside the U.S.
- (5) Non-registered investment company.
- (6) Loan or debt security is on non-accrual status and therefore is considered non-income producing.
- (12) Common stock is non-voting. In addition to non-voting stock ownership, the Company has an option to acquire a majority of the voting securities of the portfolio company at fair market value.

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**September 30, 2007** 

Private Finance Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	(unaudited) Cost	Value
shares)				
Updata Venture Partners II, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		\$ 4,727	\$ 6,148
Venturehouse-Cibernet Investors, LLC (Business Services)	Equity Interest			54
Venturehouse Group, LLC <sup>(5)</sup> (Private Equity Fund)	Equity Interest			1,381
VICORP Restaurants, Inc. (Retail)	Warrants		33	
Walker Investment Fund II, LLLP <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		1,330	358
WMA Equity Corporation and Affiliates d/b/a Wear Me Apparel (Consumer Products)	Subordinated Debt (13.6%, Due 4/13) Subordinated Debt (9.0%, Due 4/14) <sup>(6)</sup> Common Stock (100 shares)	\$ 125,000 13,033	123,971 13,033 46,046	123,971 13,033 14,428
Webster Capital II, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		538	538
Woodstream Corporation (Consumer Products)	Subordinated Debt (12.0%, Due 2/15) Common Stock (7,500 shares) Warrants	90,000	89,560 7,500	89,560 7,500
York Insurance Services Group, Inc. (Business Services)	Subordinated Debt (14.5%, Due 1/14) Common Stock (15,000 shares)	44,916	44,734 1,500	44,734 2,000
Other companies	Other debt investments <sup>(6)</sup> Other equity investments	6,516	6,516 8	6,511

Total companies less than 5% owned	\$ 2,601,101	\$ 2,572,354
	<b>.</b>	<b>*</b> 4 <b>*</b> 2 • <b>*</b> 4 <b>*</b> 2 • <b>*</b>
Total private finance (151 portfolio investments)	\$4,606,414	\$4,207,128

- (1) Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.
- (2) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.
- (3) Public company.
- (4) Non-U.S. company or principal place of business outside the U.S.
- (5) Non-registered investment company.
- (6) Loan or debt security is on non-accrual status and therefore is considered non-income producing.

The accompanying notes are an integral part of these consolidated financial statements.

14

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**Commercial Real Estate Finance** (in thousands, except number of loans)

**September 30, 2007** 

	Interest	Number of	(unaudited)		<b>l</b> )	
	<b>Rate Ranges</b>	Loans		Cost		Value
Commercial Mortgage Loans						
	Up to 6.99%	3	\$	20,388	\$	19,838
	7.00% 8.99%	8		21,623		21,623
	9.00% 10.99%	3		8,371		8,371
	11.00% 12.99%	1		10,453		10,453
	15.00% and					
	above	2		3,970		3,970
Total commercial mortgage loans <sup>(13)</sup>		17	\$	64,805	\$	64,255
Real Estate Owned			\$	15,568	\$	21,979
Equity Interests <sup>(2)</sup> Companies more than 25% ow	ned		\$	15,742	\$	33,505
Guarantees (\$6,871)						
Standby Letter of Credit (\$1,295)						
Total commercial real estate finance			\$	96,115	\$	119,739
Total portfolio			\$4	,702,529	\$4	,326,867

	Yield	Cost	Value
Liquidity Portfolio <sup>(14)</sup>			
American Beacon Money Market Select FD Fund	5.4%	\$ 126,410	\$ 126,410
American Beacon Money Market Fund	5.2%	40,102	40,102
SEI Daily Income Tr Prime Obligation Fund	5.2%	34,151	34,151
Total liquidity portfolio		\$ 200,663	\$ 200,663
Other Investments in Money Market Securities <sup>(14)</sup>			
Columbia Treasury Reserves Money Market Fund	5.3%	\$ 90,406	\$ 90,406

- (1) Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for
  - a single issuer. The maturity dates represent the earliest and the latest maturity dates.
- (2) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.
- (3) Public company.
- (4) Non-U.S. company or principal place of business outside the U.S.
- (5) Non-registered investment company.
- (13) Commercial mortgage loans totaling \$19.1 million at value were on non-accrual status and therefore were considered non-income producing.
- <sup>(14)</sup> Included in investments in money market and other securities on the accompanying Consolidated Balance Sheet.

The accompanying notes are an integral part of these consolidated financial statements.

15

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS

Private Finance		<b>December 31, 2006</b>		
Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
Companies More Than 25% Owned				
Alaris Consulting, LLC (Business Services)	Senior Loan (16.5%, Due 12/05 12/07) <sup>(6)</sup> Equity Interests Guaranty (\$1,100)	\$ 27,055	\$ 26,987 5,305	\$
Avborne, Inc. <sup>(7)</sup> (Business Services)	Preferred Stock (12,500 shares) Common Stock (27,500 shares)		610	918
Avborne Heavy Maintenance, Inc. <sup>(7)</sup> (Business Services)	Preferred Stock (1,568 shares) Common Stock (2,750 shares) Guaranty (\$2,401)		2,401	
Border Foods, Inc. (Consumer Products)	Preferred Stock (100,000 shares) Common Stock (148,838 shares)		12,721 3,848	
Business Loan Express, LLC (Financial Services)	Class A Equity Interests (25.0%) <sup>(6)</sup> Class B Equity Interests Class C Equity Interests Guaranty (\$189,706 See Note 3) Standby Letters of Credit (\$25,000 See Note 3)	66,622	66,622 119,436 109,301	66,622 79,139 64,976
Calder Capital Partners, LLC <sup>(5)</sup> (Financial Services)	Senior Loan (8.0%, Due 5/09) <sup>(6)</sup> Equity Interests	975	975 2,076	975 2,076
Callidus Capital Corporation (Financial Services)	Subordinated Debt (18.0%, Due 10/08) Common Stock (100 shares)	5,762	5,762 2,058	5,762 22,550
Coverall North America, Inc. (Business Services)	Unitranche Debt (12.0%, Due 7/11) Subordinated Debt (15.0%, Due 7/11) Common Stock (884,880 shares)	36,500 6,000	36,333 5,972 16,649	36,333 5,972 19,619
CR Brands, Inc.	Subordinated Debt (16.6%, Due			

Table of Contents 33

Common Stock (37,200,551 shares)

2/13)

(Consumer Products)

39,573

39,401

33,321

39,401

25,738

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

Financial Pacific Company (Financial Services)	Subordinated Debt (17.4%, Due 2/12 8/12) Preferred Stock (10,964 shares) Common Stock (14,735 shares)	71,589	71,362 10,276 14,819	71,362 15,942 65,186
ForeSite Towers, LLC (Tower Leasing)	Equity Interests		7,620	12,290
Global Communications, LLC (Business Services)	Senior Loan (10.7%, Due 9/02 11/07) <sup>(6)</sup> Subordinated Debt (17.0%, Due 12/03 9/059) Preferred Equity Interest Options	15,957 11,339	15,957 11,336 14,067 1,639	15,957 11,237
Gordian Group, Inc. (Business Services)	Senior Loan (10.0%, Due 6/06 12/08) <sup>(6)</sup> Common Stock (1,000 shares)	11,792	11,803 6,762	

16

<sup>(1)</sup> Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.

<sup>(2)</sup> Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.

<sup>(3)</sup> Public company.

<sup>(4)</sup> Non-U.S. company or principal place of business outside the U.S.

<sup>(5)</sup> Non-registered investment company.

<sup>(6)</sup> Loan or debt security is on non-accrual status and therefore is considered non-income producing.

<sup>(7)</sup> Avborne, Inc. and Avborne Heavy Maintenance, Inc. are affiliated companies.

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**December 31, 2006** 

Private Finance Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
Healthy Pet Corp. (Consumer Services)	Senior Loan (9.9%, Due 8/10) Subordinated Debt (15.0%, Due 8/10)	\$ 27,038 43,720	\$ 27,038 43,579	\$ 27,038 43,579
	Common Stock (30,142 shares)	,	30,142	28,921
HMT, Inc. (Energy Services)	Preferred Stock (554,052 shares) Common Stock (300,000 shares) Warrants		2,637 3,000 1,155	2,637 8,664 3,336
Huddle House, Inc. (Retail)	Senior Loan (8.9%, Due 12/11) Subordinated Debt (15.0%, Due	19,950	19,950	19,950
	12/12) Common Stock (415,328 shares)	58,484	58,196 41,662	58,196 41,662
Impact Innovations Group, LLC (Business Services)	Equity Interests in Affiliate			873
Insight Pharmaceuticals Corporation (Consumer Products)	Subordinated Debt (16.1%, Due 9/12) Preferred Stock (25,000 shares) Common Stock (620,000 shares)	60,049	59,850 25,000 6,325	59,850 7,845
Jakel, Inc. (Industrial Products)	Subordinated Debt (15.5%, Due 3/08) <sup>(6)</sup> Preferred Stock (6,460 shares) Common Stock (158,061 shares)	15,192	15,192 6,460 9,347	6,655
Legacy Partners Group, LLC (Financial Services)	Senior Loan (14.0%, Due 5/09) <sup>(6)</sup> Subordinated Debt (18.0%, Due 5/09) <sup>(6)</sup> Equity Interests	7,646 2,952	7,646 2,952 4,248	4,843
Litterer Beteiligungs-GmbH <sup>(4)</sup> (Business Services)	Subordinated Debt (8.0%, Due 3/07) Equity Interest	692	692 1,809	692 1,199
Mercury Air Centers, Inc. (Business Services)	Subordinated Debt (16.0%, Due 4/09 11/12) Common Stock (57,970 shares) Standby Letters of Credit (\$1,581)	49,358	49,217 35,053	49,217 195,019

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

MVL Group, Inc. (Business Services)	Senior Loan (12.0%, Due 6/09 7/09) Subordinated Debt (14.5%, Due	27,299	27,245	27,245
	6/09)	35,846	35,478	35,478
	Common Stock (648,661 shares)		643	
Penn Detroit Diesel Allison, LLC	Subordinated Debt (15.5%, Due			
	8/13)	38,173	37,994	37,994
(Business Services)	Equity Interests		21,128	25,949
Powell Plant Farms, Inc. (Consumer Products)	Senior Loan (15.0%, Due 12/07) <sup>(6)</sup> Subordinated Debt (20.0%, Due	35,040	26,192	26,192
	6/03) <sup>(6)</sup>	19,291	19,223	962
	Preferred Stock (1,483 shares) Warrants			
Service Champ, Inc.	Subordinated Debt (15.5%, Due 4/12)	27,733	27,619	27,619
(Business Services)	Common Stock (63,888 shares)	21,133	13,662	16,786
(Dustiless Services)	Common Stock (05,000 shares)		15,002	10,700

17

<sup>(1)</sup> Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.

<sup>(2)</sup> Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.

<sup>(3)</sup> Public company.

<sup>(4)</sup> Non-U.S. company or principal place of business outside the U.S.

<sup>(5)</sup> Non-registered investment company.

<sup>(6)</sup> Loan or debt security is on non-accrual status and therefore is considered non-income producing.

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**December 31, 2006** 

Private Finance Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
Staffing Partners Holding Company, Inc. (Business Services)	Subordinated Debt (13.5%, Due 1/07) <sup>(6)</sup>	\$ 540	\$ 540	\$ 486
Startec Global Communications Corporation  (Telecommunications)	Senior Loan (10.0%, Due 5/07 5/09) Common Stock (19,180,000 shares)	15,965	15,965 37,256	15,965 11,232
Sweet Traditions, LLC (Retail)	Senior Loan (9.0%, Due 8/11) Equity Interests Standby Letter of Credit (\$120)	39,022	35,172 450	35,172 450
Triview Investments, Inc. <sup>(8)</sup> (Broadcasting & Cable/Business Services/Consumer Products)	Senior Loan (9.6%, Due 6/07 12/07) Subordinated Debt (16.0%, Due 9/11 7/12) Subordinated Debt (7.9%, Due 11/07 7/089) Common Stock (202 shares) Guaranty (\$800) Standby Letter of Credit (\$200)	14,758 56,288 4,327	14,747 56,008 4,327 98,604	14,747 56,008 4,342 31,322
Total companies more than 2 Companies 5% to 25% Owned	25% owned		\$ 1,578,822	\$ 1,490,180
Advantage Sales & Marketing, Inc. (Business Services)	Subordinated Debt (12.0%, Due 3/14) Equity Interests	\$ 152,320	\$ 151,648	\$ 151,648 11,000
Air Medical Group Holdings LLC (Healthcare Services)	Senior Loan (9.9%, Due 3/11) Subordinated Debt (14.0%, Due 11/12) Equity Interests	1,828 35,180	1,763 35,128 3,470	1,763 35,128 5,950
Alpine ESP Holdings, Inc. (Business Services)	Preferred Stock (622 shares) Common Stock (13,513 shares)		622 14	602

Amerex Group, LLC (Consumer Products)	Subordinated Debt (12.0%, Due 1/13) Equity Interests	8,400	8,400 3,546	8,400 13,823
BB&T Capital Partners/Windsor Mezzanine Fund, LLC <sup>(5)</sup> (Private Equity Fund)	Equity Interests		5,873	5,554
Becker Underwood, Inc. (Industrial Products)	Subordinated Debt (14.5%, Due 8/12) Common Stock (5,073 shares)	24,244	24,163 5,813	24,163 3,700
BI Incorporated (Business Services)	Subordinated Debt (13.5%, Due 2/14) Common Stock (40,000 shares)	30,269	30,135 4,000	30,135 4,100

- (1) Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.
- (2) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.
- (3) Public company.
- (4) Non-U.S. company or principal place of business outside the U.S.
- (5) Non-registered investment company.
- (6) Loan or debt security is on non-accrual status and therefore is considered non-income producing.
- Triview Investments, Inc. holds investments in Longview Cable & Data, LLC (Broadcasting & Cable) with a cost of \$67.3 million and a value of \$7.5 million, Triax Holdings, LLC (Consumer Products) with a cost of \$98.9 million and a value of \$91.5 million, and Crescent Hotels & Resorts, LLC and affiliates (Business Services) with a cost of \$7.5 million and a value of \$7.3 million.

The accompanying notes are an integral part of these consolidated financial statements.

18

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**December 31, 2006** 

Private Finance		D	ecember 31, 2	000
Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
CitiPostal, Inc. and Affiliates (Business Services)	Senior Loan (11.1%, Due 8/13-11/14) Equity Interests	\$ 20,670	\$ 20,569 4,447	\$ 20,569 4,700
Creative Group, Inc. (Business Services)	Subordinated Debt (12.0%, Due 9/13) Warrant	15,000	13,656 1,387	13,656 1,387
Drew Foam Companies, Inc. (Business Services)	Preferred Stock (722 shares) Common Stock (7,287 shares)		722 7	722 7
MedBridge Healthcare, LLC (Healthcare Services)	Senior Loan (6.0%, Due 8/09) <sup>(6)</sup> Subordinated Debt (10.0%, Due	7,164	7,164	7,164
(======================================	8/14) <sup>(6)</sup> Convertible Subordinated Debt (2.0%,	5,184	5,184	1,813
	Due 8/14) <sup>(6)</sup> Equity Interests	2,970	984 1,306	
Multi-Ad Services, Inc. (Business Services)	Unitranche Debt (11.3%, Due 11/11) Equity Interests	20,000	19,879 2,000	19,879 2,000
Nexcel Synthetics, LLC (Consumer Products)	Subordinated Debt (14.5%, Due 6/09) Equity Interests	10,998	10,978 1,755	10,978 1,486
PresAir LLC (Industrial Products)	Senior Loan (7.5%, Due 12/10) <sup>(6)</sup> Equity Interests	5,810	5,492 1,336	2,206
Progressive International Corporation (Consumer Products)	Subordinated Debt (16.0%, Due 12/09) Preferred Stock (500 shares) Common Stock (197 shares) Warrants	7,553	7,533 500 13	7,533 1,024 2,300
Regency Healthcare Group, LLC (Healthcare Services)	Senior Loan (11.1%, Due 6/12) Unitranche Debt (11.1%, Due 6/12) Equity Interests	1,250 20,000	1,232 19,908 1,500	1,232 19,908 1,616

SGT India Private Limited <sup>(4)</sup> (Business Services)	Common Stock (109,524 shares)		3,944	3,346
Soteria Imaging Services, LLC	Subordinated Debt (11.6%, Due			
	11/10)	18,500	17,569	17,569
(Healthcare Services)	Equity Interests		2,163	2,541
Universal Environmental Services,	Unitranche Debt (14.5%, Due 2/09)	10.000	10.062	10.211
LLC (Business Services)	Equity Interests	10,989	10,962 1,795	10,211
Total companies 5% to 25% or	wned		\$ 438,560	\$449,813
Companies Less Than 5% Owned				
3SI Security Systems, Inc.	Subordinated Debt (14.5%, Due			
(Consumer Products)	8/13)	\$ 26,857	\$ 26,740	\$ 26,740
AgData, L.P.	Unitranche Debt (10.3%, Due 7/12)	11,330	11,269	11,269
(Consumer Services)				
Anthony, Inc.	Subordinated Debt (13.3%, Due 8/11			
(Industrial Products)	9/12)	14,818	14,768	14,768
	a	• • • •	1.61	4.64
Axium Healthcare Pharmacy, Inc.	Senior Loan (12.0%, Due 12/12) Unitranche Debt (12.0%, Due 12/12)	200 9,000	161 8,956	161 8,956
(Healthcare Services)	Common Stock (26,500 shares)	9,000	2,650	2,650
Baird Capital Partners IV Limited Partnership <sup>(5)</sup>	Limited Partnership Interest			

876

876

(Private Equity Fund)

The accompanying notes are an integral part of these consolidated financial statements.

<sup>(1)</sup> Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.

<sup>(2)</sup> Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.

<sup>(3)</sup> Public company.

<sup>(4)</sup> Non-U.S. company or principal place of business outside the U.S.

<sup>(5)</sup> Non-registered investment company.

<sup>(6)</sup> Loan or debt security is on non-accrual status and therefore is considered non-income producing.

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**December 31, 2006** 

Private Finance		December 31, 2000		
Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
Bantek West, Inc. (Business Services)	Subordinated Debt (11.6%, Due 1/11) <sup>(6)</sup>	\$ 30,000	\$ 30,000	\$ 21,463
Benchmark Medical, Inc. (Healthcare Services)	Warrants		18	
BenefitMall, Inc. (Business Services)	Unitranche Debt (13.3%, Due 8/12) Common Stock (45,528,000 shares) <sup>(11)</sup> Warrants <sup>(11)</sup> Standby Letters of Credit (\$9,981)	110,030	109,648 45,528	109,648 43,578
Breeze-Eastern Corporation <sup>(3)</sup> (Industrial Products)	Senior Loan (10.1%, Due 5/11)	10,000	10,000	10,000
Broadcast Electronics, Inc. (Business Services)	Senior Loan (9.1%, Due 7/12)	4,963	4,930	4,930
C&K Market, Inc. (Retail)	Subordinated Debt (14.0%, Due 12/08)	27,819	27,738	27,738
Callidus Debt Partners CDO Fund I, Ltd. (4)(9) (CDO/CLO)	Class C Notes (12.9%, Due 12/13) Class D Notes (17.0%, Due 12/13)	18,800 9,400	18,951 9,476	18,951 9,476
Callidus Debt Partners CLO Fund III, Ltd. <sup>(4)(9)</sup> (CDO/CLO)	Preferred Shares (23,600,000 shares, 12.7%) (12)		23,285	23,010
Callidus Debt Partners CLO Fund IV, Ltd. (4)(9) (CDO/CLO)	Income Notes (13.8%) <sup>(12)</sup>		12,986	12,986
Callidus Debt Partners CLO Fund V, Ltd. (4)(9) (CDO/CLO)	Income Notes (15.8%) <sup>(12)</sup>		13,769	13,769
	Class E Notes (10.9%, Due 12/17)	17,000	17,000	17,155

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

Callidus MAPS CLO Fund I LLC <sup>(9)</sup> (CDO/CLO)	Income Notes (15.9%) <sup>(12)</sup>		50,960	47,421
Camden Partners Strategic Fund II, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		2,141	2,873
Carlisle Wide Plank Floors, Inc. (Consumer Products)	Unitranche Debt (10.5%, Due 6/11) Preferred Stock (400,000 Shares)	14,000	13,900 400	13,900 400
Catterton Partners V, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		3,306	3,412
Catterton Partners VI, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		531	531
Centre Capital Investors IV, LP <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		1,991	1,889

- (1) Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.
- (2) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.
- (3) Public company.
- (4) Non-U.S. company or principal place of business outside the U.S.
- (5) Non-registered investment company.
- (6) Loan or debt security is on non-accrual status and therefore is considered non-income producing.
- (9) The fund is managed by Callidus Capital, a portfolio company of Allied Capital.
- (11) Common stock is non-voting. In addition to non-voting stock ownership, the Company has an option to acquire a majority of the voting securities of the portfolio company at fair market value.
- (12) Represents the effective yield earned on these preferred equity investments. The yield is included in interest income from companies less than 5% owned in the consolidated statement of operations.

The accompanying notes are an integral part of these consolidated financial statements.

20

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**December 31, 2006** 

Private Finance Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
Commercial Credit Group, Inc. (Financial Services)	Subordinated Debt (14.8%, Due 2/11) Preferred Stock (32,500 shares) Warrants	\$ 5,000	\$ 4,959 3,900	\$ 4,959 3,900
Community Education Centers, Inc. (Education Services)	Subordinated Debt (16.0%, Due 12/10)	34,158	34,067	34,067
Compass Group Diversified Holdings LLC <sup>(3)</sup> (Financial Services)	Senior Loan (8.4%, Due 11/11)	8,500	8,375	8,375
Component Hardware Group, Inc. (Industrial Products)	Subordinated Debt (13.5%, Due 1/13)	18,158	18,075	18,075
Cook Inlet Alternative Risk, LLC (Business Services)	Unitranche Debt (10.0%, Due 4/12) Equity Interests	67,500	67,146 2,000	67,146 2,300
Cortec Group Fund IV, L.P. <sup>(5)</sup> (Private Equity)	Limited Partnership Interest		1,137	1,137
CSAV, Inc. (Business Services)	Subordinated Debt (11.9%, Due 6/13)	37,500	37,500	37,500
DCWV Acquisition Corporation (Consumer Products)	Senior Loan (8.9%, Due 7/12) Unitranche Debt (11.0%, Due 7/12)	2,074 16,788	2,060 16,694	2,060 16,694
Deluxe Entertainment Services Group, Inc. (Business Services)	Subordinated Debt (13.6%, Due 7/11)	30,000	30,000	30,000
Distant Lands Trading Co. (Consumer Products)	Senior Loan (10.6%, Due 11/11) Unitranche Debt (11.0%, Due 11/11) Common Stock (4,000 shares)	2,700 54,375	2,656 54,130 4,000	2,656 54,130 2,975
Drilltec Patents & Technologies Company, Inc.	Subordinated Debt (18.0%, Due 8/06)	4,119	4,119	4,119

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

(Energy Services)	Subordinated Debt (16.5%, Due 8/06) <sup>(6)</sup>	10,994	10,918	9,121
Driven Brands, Inc. d/b/a Meineke and Econo	Senior Loan (8.9%, Due 6/11) Subordinated Debt (12.1%, Due 6/12	37,070	36,918	36,918
Lube (Consumer Services)	6/13) Common Stock (11,675,331 shares) <sup>(11)</sup>	83,000	82,684 29,455	82,684 19,702
	Warrants <sup>(11)</sup>			
Digital VideoStream, LLC (Business Services)	Unitranche Debt (11.0%, Due 2/12) Convertible Subordinated Debt	19,127	19,021	19,021
	(10.0%, Due 2/16)	3,730	3,714	3,714
Dynamic India Fund IV <sup>(4)(5)</sup> (Private Equity Fund)	Equity Interests		3,850	3,850
EarthColor, Inc. (Business Services)	Senior Loan (7.4%, Due 11/11) Subordinated Debt (15.0%, Due 11/13)	35,000 107,000	35,000 106,478	35,000 106,478
	Common Stock (53,540 shares) <sup>(11)</sup> Warrants <sup>(11)</sup>	,	53,540	53,540
eCentury Capital Partners,	Limited Partnership Interest		( 274	2.000
L.P. <sup>(5)</sup> (Private Equity Fund)			6,274	2,090

- (1) Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.
- (2) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.
- (3) Public company.
- (4) Non-U.S. company or principal place of business outside the U.S.
- (5) Non-registered investment company.
- (6) Loan or debt security is on non-accrual status and therefore is considered non-income producing.
- (11) Common stock is non-voting. In addition to non-voting stock ownership, the Company has an option to acquire a majority of the voting securities of the portfolio company at fair market value.

The accompanying notes are an integral part of these consolidated financial statements.

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**December 31, 2006** 

Private Finance		December 31, 2000			
Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value	
Elexis Beta GmbH <sup>(4)</sup> (Industrial Products)	Options		\$ 426	\$ 50	
Farley s & Sathers Candy Company, Inc. (Consumer Products)	Subordinated Debt (11.4%, Due 3/11)	\$ 20,000	19,931	19,931	
Frozen Specialties, Inc. (Consumer Products)	Warrants		435	320	
Garden Ridge Corporation (Retail)	Subordinated Debt (7.0%, Due 5/12) <sup>(6)</sup>	22,500	22,500	22,500	
Geotrace Technologies, Inc. (Energy Services)	Subordinated Debt (10.0%, Due 6/09) Warrants	23,945	22,481 2,350	22,481 1,900	
Ginsey Industries, Inc. (Consumer Products)	Subordinated Debt (12.5%, Due 3/07)	2,743	2,743	2,743	
Grant Broadcasting Systems II (Broadcasting & Cable)	Subordinated Debt (5.0%, Due 6/11)	3,005	3,005	3,005	
Grotech Partners, VI, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		8,223	6,088	
Havco Wood Products LLC (Industrial Products)	Unitranche Debt (11.1%, Due 8/11) Equity Interests	19,654	18,615 1,049	18,615 3,000	
Haven Eldercare of New England, LLC <sup>(10)</sup> (Healthcare Services)	Subordinated Debt (12.0%, Due 8/09)	2,827	2,827	2,827	
Haven Healthcare Management, LLC <sup>(10)</sup> (Healthcare Services)	Subordinated Debt (18.0%, Due 4/07)	140	140	140	
HealthASPex Services Inc. (Business Services)	Senior Loan (4.0%, Due 7/08)	500	500	500	
The Hillman Companies, Inc. <sup>(3)</sup>	Subordinated Debt (10.0%, Due 9/11)	44,580	44,427	44,427	

(Consumer Products)				
The Homax Group, Inc. (Consumer Products)	Senior Loan (9.2%, Due 10/12) Subordinated Debt (12.0%, Due 4/14) Preferred Stock (89 shares) Common Stock (28 shares) Warrants	12,485 14,000	12,485 13,171 89 6 1,106	12,485 13,171 89 6 1,106
Hot Stuff Foods, LLC (Consumer Products)	Senior Loan (8.9%, Due 2/11-2/12) Subordinated Debt (13.7%, Due 8/12 2/13) Subordinated Debt (16.0%, Due 2/13) <sup>(6)</sup>	48,580 60,606 20,841	48,351 60,353 20,749	48,351 60,353 8,460
	Common Stock (1,122,452 shares) <sup>(11)</sup> Warrants <sup>(11)</sup>	20,011	56,186	3,.33
Ideal Snacks Corporation (Consumer Products)	Senior Loan (9.0%, Due 6/10)	5,850	5,815	5,815
Integrity Interactive Corporation (Business Services)	Unitranche Debt (10.5%, Due 2/12)	29,500	29,314	29,314
International Fiber Corporation (Industrial Products)	Subordinated Debt (14.0%, Due 6/12) Preferred Stock (25,000 shares)	21,986	21,914 2,500	21,914 2,200

<sup>(1)</sup> Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.

The accompanying notes are an integral part of these consolidated financial statements.

<sup>(2)</sup> Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.

<sup>(3)</sup> Public company.

<sup>(4)</sup> Non-U.S. company or principal place of business outside the U.S.

<sup>(5)</sup> Non-registered investment company.

<sup>(6)</sup> Loan or debt security is on non-accrual status and therefore is considered non-income producing.

<sup>(10)</sup> Haven Eldercare of New England, LLC and Haven Healthcare Management, LLC are affiliated companies.

<sup>(11)</sup> Common stock is non-voting. In addition to non-voting stock ownership, the Company has an option to acquire a majority of the voting securities of the portfolio company at fair market value.

**Table of Contents** 

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**December 31, 2006** 

47

Private Finance		Dec	tember 31, 2	UUU
Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
Kodiak Fund LP <sup>(5)</sup> (Private Equity Fund)	Equity Interests		\$ 4,700	\$ 4,656
Line-X, Inc. (Consumer Products)	Senior Loan (9.1%, Due 8/11) Unitranche Debt (10.0% Due 8/11) Standby Letter of Credit (\$1,500)	\$ 2,000 48,509	1,981 48,306	1,981 48,306
MedAssets, Inc. (Business Services)	Preferred Stock (227,865 shares) Common Stock (50,000 shares)		2,049	3,623 250
MHF Logistical Solutions, Inc. (Business Services)	Subordinated Debt (11.5%, Due 6/12) Subordinated Debt (18.0%, Due 6/13) <sup>(6)</sup> Common Stock (20,934 shares) <sup>(11)</sup>	33,600 11,211	33,448 11,155 20,942	33,448 8,719
Mid-Atlantic Venture Fund IV, L.P. <sup>(5)</sup>	Warrants <sup>(11)</sup> Limited Partnership Interest		6,974	3,221
(Private Equity Fund)  Mogas Energy, LLC  (Energy Services)	Subordinated Debt (9.5%, Due 3/12 4/12) Warrants	16,336	15,100 1,774	16,318 6,250
Network Hardware Resale, Inc. (Business Services)	Unitranche Debt (10.5%, Due 12/11) Convertible Subordinated Debt (9.8%, Due 12/15)	37,154 12,000	37,357 12,068	37,357 12,559
Norwesco, Inc. (Industrial Products)	Subordinated Debt (12.6%, Due 1/12 7/12) Common Stock (559,603 shares) <sup>(11)</sup> Warrants <sup>(11)</sup>	82,486	82,172 38,313	82,172 83,329
Novak Biddle Venture Partners III, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		1,834	1,947
Oahu Waste Services, Inc. (Business Services)	Stock Appreciation Rights		239	800

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

Odyssey Investment Partners Fund III,				
LP <sup>(5)</sup>	Limited Partnership Interest		1,883	1,744
(Private Equity Fund)				
Palm Coast Data, LLC (Business Services)	Senior Loan (8.9%, Due 8/10) Subordinated Debt (15.5%, Due 8/12	15,306	15,243	15,243
	8/15)	30,396	30,277	30,277
	Common Stock (21,743 shares) <sup>(11)</sup> Warrants <sup>(11)</sup>		21,743	41,707
Passport Health				
Communications, Inc.	Subordinated Debt (14.0%, Due 4/12)	10,145	10,101	10,101
(Healthcare Services)	Preferred Stock (651,381 shares)		2,000	2,189
Performant Financial Corporation (Business Services)	Common Stock (478,816 shares)		734	

- (1) Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.
- (2) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.
- (3) Public company.
- (4) Non-U.S. company or principal place of business outside the U.S.
- (5) Non-registered investment company.
- (6) Loan or debt security is on non-accrual status and therefore is considered non-income producing.
- (11) Common stock is non-voting. In addition to non-voting stock ownership, the Company has an option to acquire a majority of the voting securities of the portfolio company at fair market value.

The accompanying notes are an integral part of these consolidated financial statements.

**Table of Contents** 

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**December 31, 2006** 

49

D. 4		Dec	tember 31, 2	000
Private Finance Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
Postle Aluminum Company, LLC (Industrial Products)	Unitranche Debt (11.0%, Due 10/12) Equity Interests	\$ 57,500	\$ 57,189 2,500	\$ 57,189 2,500
Pro Mach, Inc. (Industrial Products)	Subordinated Debt (12.5%, Due 6/12) Equity Interests	14,471	14,402 1,500	14,402 2,200
Promo Works, LLC (Business Services)	Unitranche Debt (10.3%, Due 12/11) Guaranty (\$1,200)	31,000	30,727	30,727
S.B. Restaurant Company (Retail)	Unitranche Debt (9.8%, Due 4/11) Preferred Stock (54,125 shares) Warrants Standby Letters of Credit (\$2,611)	41,501	41,094 135 619	41,094 135 1,200
SBBUT, LLC (Consumer Products)	Equity Interests			
Service Center Metals, LLC (Industrial Products)	Subordinated Debt (15.5%, Due 9/11) Equity Interests	5,000	4,976 312	4,976 318
Soff-Cut Holdings, Inc. (Industrial Products)	Preferred Stock (300 shares) Common Stock (2,000 shares)		300 200	300 180
SPP Mezzanine Funding, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		2,551	2,825
SPP Mezzanine Funding II, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		326	326
Stag-Parkway, Inc. (Business Services)	Unitranche Debt (10.8%, Due 7/12)	63,000	62,711	62,711
STS Operating, Inc. (Industrial Products)	Subordinated Debt (15.0%, Due 1/13)	30,156	30,021	30,021
The Step2 Company, LLC (Consumer Products)	Unitranche Debt (10.5%, Due 4/12) Equity Interests	67,898	67,457 2,000	67,457 1,763

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

Tradesmen International, Inc. (Business Services)	Subordinated Debt (12.0%, Due 12/09) Warrants	15,000	14,468 710	14,468 3,300
TransAmerican Auto Parts, LLC (Consumer Products)	Subordinated Debt (14.0%, Due 11/12) Equity Interests	12,947	12,892 1,190	12,892 747
Universal Air Filter Company (Industrial Products)	Unitranche Debt (11.0%, Due 11/11)	19,117	19,026	19,026
Updata Venture Partners II, L.P. <sup>(5)</sup> (Private Equity Fund)	Limited Partnership Interest		5,477	5,158
Venturehouse-Cibernet Investors, LLC (Business Services)	Equity Interest		42	42
Venturehouse Group, LLC <sup>(5)</sup> (Private Equity Fund)	Equity Interest		598	365
VICORP Restaurants, Inc. (Retail)	Warrants		33	

The accompanying notes are an integral part of these consolidated financial statements.

24

<sup>(1)</sup> Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.

<sup>(2)</sup> Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.

<sup>(3)</sup> Public company.

Non-U.S. company or principal place of business outside the U.S.

<sup>(5)</sup> Non-registered investment company.

<sup>(6)</sup> Loan or debt security is on non-accrual status and therefore is considered non-income producing.

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**December 31, 2006** 

Private Finance Portfolio Company (in thousands, except number of shares)	Investment <sup>(1)(2)</sup>	Principal	Cost	Value
Walker Investment Fund II, LLLP <sup>(5)</sup>	Limited Partnership Interest		\$ 1,329	\$ 458
(Private Equity Fund)				
Wear Me Apparel Corporation (Consumer Products)	Subordinated Debt (15.0%, Due 12/10) Warrants	\$40,000	39,407 1,219	39,407 5,120
Wilton Industries, Inc. (Consumer Products)	Subordinated Debt (16.0%, Due 6/08)	2,400	2,400	2,400
(Consumer Froducts)				
Woodstream Corporation (Consumer Products)	Subordinated Debt (13.5%, Due 11/12 5/13) Common Stock (180 shares) Warrants	53,114	52,989 673	52,989 3,885 2,815
York Insurance Services Group,	Subordinated Debt (14.5%, Due			
Inc. (Business Services)	1/14) Common Stock (15,000 shares)	44,249	44,045 1,500	44,045 1,500
Other companies	Other debt investments <sup>(6)</sup> Other equity investments	223	223 8	218
Total companies less than 5%	% owned		\$ 2,479,981	\$ 2,437,908
Total private finance (145 pc	ortfolio investments)		\$4,497,363	\$4,377,901

<sup>(1)</sup> Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for a single issuer. The maturity dates represent the earliest and the latest maturity dates.

<sup>(2)</sup> Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.

<sup>(3)</sup> Public company.

<sup>(4)</sup> Non-U.S. company or principal place of business outside the U.S.

<sup>(5)</sup> Non-registered investment company.

<sup>(6)</sup> Loan or debt security is on non-accrual status and therefore is considered non-income producing.

The accompanying notes are an integral part of these consolidated financial statements.

25

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF INVESTMENTS (Continued)

**Commercial Real Estate Finance** (in thousands, except number of loans)

	Interest	Number		December	er 31, 2006		
	Rate Ranges	of Loans	Cost			Value	
Commercial Mortgage Loans							
	Up to 6.99%	3	\$	20,470	\$	19,692	
	7.00% 8.99%	9		24,092		24,073	
	9.00% 10.99%	4		24,117		24,117	
	15.00% and						
	above	2		3,970		3,970	
Total commercial mortgage loans <sup>(13)</sup>		18	\$	72,649	\$	71,852	
Real Estate Owned			\$	15,708	\$	19,660	
<b>Equity Interests</b> <sup>(2)</sup> Companies more than 25% owns (Guarantees \$6,871)	ed		\$	15,189	\$	26,671	
Total commercial real estate finance			\$	103,546	\$	118,183	
Total portfolio			\$4	,600,909	\$4	,496,084	

	Yield	Cost	Value
Liquidity Portfolio			
American Beacon Money Market Select FD Fund <sup>(14)</sup>	5.3%	\$ 85,672	\$ 85,672
Certificate of Deposit (Due March 2007) <sup>(14)</sup>	5.6%	40,565	40,565
American Beacon Money Market Fund <sup>(14)</sup>	5.2%	40,384	40,384
SEI Daily Income Tr Prime Obligation Fund <sup>(14)</sup>	5.2%	34,671	34,671
Blackrock Liquidity Funds <sup>(14)</sup>	5.2%	476	476
Total liquidity portfolio		\$ 201,768	\$ 201,768
Other Investments in Money Market Securities <sup>(14)</sup>			
Columbia Treasury Reserves Money Market Fund	5.2%	\$ 441	\$ 441
Columbia Money Market Reserves	5.2%	\$ 1	\$ 1

- (1) Interest rates represent the weighted average annual stated interest rate on loans and debt securities, which are presented by nature of indebtedness for
  - a single issuer. The maturity dates represent the earliest and the latest maturity dates.
- (2) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted.
- (3) Public company.
- (4) Non-U.S. company or principal place of business outside the U.S.
- (5) Non-registered investment company.
- (13) Commercial mortgage loans totaling \$18.9 million at value were on non-accrual status and therefore were considered non-income producing.
- <sup>(14)</sup> Included in investments in money market and other securities on the accompanying Consolidated Balance Sheet.

The accompanying notes are an integral part of these consolidated financial statements.

26

## ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Information at and for the three and nine months ended September 30, 2007 and 2006 is unaudited) Note 1. Organization

Allied Capital Corporation, a Maryland corporation, is a closed-end, non-diversified management investment company that has elected to be regulated as a business development company ( BDC ) under the Investment Company Act of 1940 ( 1940 Act ). Allied Capital Corporation ( ACC ) has a real estate investment trust subsidiary, Allied Capital REIT, Inc. ( Allied REIT ), and several subsidiaries that are single member limited liability companies established for specific purposes, including holding real estate properties. ACC also has a subsidiary, A.C. Corporation ( AC Corp ), that generally provides diligence and structuring services, as well as transaction, management, consulting, and other services, including underwriting and arranging senior loans, to the Company and its portfolio companies.

ACC and its subsidiaries, collectively, are referred to as the Company. The Company consolidates the results of its subsidiaries for financial reporting purposes.

Pursuant to Article 6 of Regulation S-X, the financial results of the Company s portfolio investments are not consolidated in the Company s financial statements. Portfolio investments are held for purposes of deriving investment income and future capital gains.

The investment objective of the Company is to achieve current income and capital gains. In order to achieve this objective, the Company has primarily invested in debt and equity securities of private companies in a variety of industries.

## Note 2. Summary of Significant Accounting Policies Basis of Presentation

The consolidated financial statements include the accounts of ACC and its subsidiaries. All intercompany accounts and transactions have been eliminated in consolidation. Certain reclassifications have been made to the 2006 balances to conform with the 2007 financial statement presentation.

The accompanying unaudited consolidated financial statements of the Company have been prepared in accordance with U.S. generally accepted accounting principles (GAAP) for interim financial information. Accordingly, they do not include all of the information and footnotes required by GAAP for complete consolidated financial statements. In the opinion of management, the unaudited consolidated financial results of the Company included herein contain all adjustments (consisting of only normal recurring accruals) necessary to present fairly the financial position of the Company as of September 30, 2007, the results of operations for the three and nine months ended September 30, 2007 and 2006, and changes in net assets and cash flows for the nine months ended September 30, 2007 and 2006. The results of operations for the three and nine months ended September 30, 2007, are not necessarily indicative of the operating results to be expected for the full year.

The private finance portfolio and the interest and related portfolio income and net realized gains (losses) on the private finance portfolio are presented in three categories: companies more than 25% owned, which represent portfolio companies where the Company directly or indirectly owns more than 25% of the outstanding voting securities of such portfolio company or where the Company controls the portfolio company s board of directors and, therefore, are deemed controlled by the Company under the 1940 Act; companies owned 5% to 25%, which represent portfolio companies where the Company directly or indirectly owns 5% to 25% of the outstanding voting securities of such portfolio company or where the Company holds one or more seats on the portfolio company s board of directors and, therefore, are deemed to be an affiliated person under the 1940 Act; and companies less than 5% owned which represent portfolio companies where the Company directly or indirectly

27

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 2. Summary of Significant Accounting Policies, continued

owns less than 5% of the outstanding voting securities of such portfolio company and where the Company has no other affiliations with such portfolio company. The interest and related portfolio income and net realized gains (losses) from the commercial real estate finance portfolio and other sources, including investments in money market and other securities, are included in the companies less than 5% owned category on the consolidated statement of operations.

In the ordinary course of business, the Company enters into transactions with portfolio companies that may be considered related party transactions.

#### Valuation of Portfolio Investments

The Company, as a BDC, has invested in illiquid securities including debt and equity securities of companies and CDO and CLO bonds and preferred shares/income notes. The Company s investments may be subject to certain restrictions on resale and generally have no established trading market. The Company values substantially all of its investments at fair value as determined in good faith by the Board of Directors in accordance with the Company s valuation policy. The Company determines fair value to be the amount for which an investment could be exchanged in an orderly disposition over a reasonable period of time between willing parties other than in a forced or liquidation sale. The Company s valuation policy considers the fact that no ready market exists for substantially all of the securities in which it invests. The Company s valuation policy is intended to provide a consistent basis for determining the fair value of the portfolio. The Company will record unrealized depreciation on investments when it believes that an investment has become impaired, including where collection of a loan or realization of an equity security is doubtful, or when the enterprise value of the portfolio company does not currently support the cost of the Company s debt or equity investments. Enterprise value means the entire value of the company to a potential buyer, including the sum of the values of debt and equity securities used to capitalize the enterprise at a point in time. The Company will record unrealized appreciation if it believes that the underlying portfolio company has appreciated in value and/or the Company s equity security has also appreciated in value. The value of investments in publicly traded securities is determined using quoted market prices discounted for restrictions on resale, if any.

### Loans and Debt Securities

The Company s loans and debt securities generally do not trade. The Company typically exits its loans and debt securities upon the sale or recapitalization of the portfolio company. Therefore, the Company generally determines the enterprise value of the portfolio company and then allocates that value to the loans and debt securities in order of the legal priority of contractual obligations, with the remaining value, if any, going to the portfolio company s outstanding equity securities. For loans and debt securities, fair value generally approximates cost unless the borrower s enterprise value, overall financial condition or other factors lead to a determination of fair value at a different amount. The value of loan and debt securities may be greater than the Company s cost basis if the amount that would be repaid on the loan or debt security upon the sale or recapitalization of the portfolio company is greater than the Company s cost basis.

When the Company receives nominal cost warrants or free equity securities ( nominal cost equity ), the Company allocates its cost basis in its investment between its debt securities and its

28

#### **Table of Contents**

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### Note 2. Summary of Significant Accounting Policies, continued

nominal cost equity at the time of origination. At that time, the original issue discount basis of the nominal cost equity is recorded by increasing the cost basis in the equity and decreasing the cost basis in the related debt securities.

Interest income is recorded on an accrual basis to the extent that such amounts are expected to be collected. For loans and debt securities with contractual payment-in-kind interest, which represents contractual interest accrued and added to the loan balance that generally becomes due at maturity, the Company will not accrue payment-in-kind interest if the portfolio company valuation indicates that the payment-in-kind interest is not collectible. In general, interest is not accrued on loans and debt securities if the Company has doubt about interest collection or where the enterprise value of the portfolio company may not support further accrual. Loans in workout status do not accrue interest. In addition, interest may not accrue on loans or debt securities to portfolio companies that are more than 50% owned by the Company depending on such company s capital requirements. Loan origination fees, original issue discount, and market discount are capitalized and then amortized into interest income using a method that approximates the effective interest method. Upon the prepayment of a loan or debt security, any unamortized loan origination fees are recorded as interest income and any unamortized original issue discount or market discount is recorded as a realized gain.

The weighted average yield on loans and debt securities is computed as the (a) annual stated interest on accruing loans and debt securities plus the annual amortization of loan origination fees, original issue discount, and market discount on accruing loans and debt securities less the annual amortization of loan origination costs, divided by (b) total loans and debt securities at value. The weighted average yield is computed as of the balance sheet date.

### **Equity Securities**

The Company s equity securities in portfolio companies for which there is no liquid public market are valued at fair value based on the enterprise value of the portfolio company, which is determined using various factors, including cash flow from operations of the portfolio company, multiples at which private companies are bought and sold, and other pertinent factors, such as recent offers to purchase a portfolio company, recent transactions involving the purchase or sale of the portfolio company s equity securities, liquidation events, or other events. The determined equity values are generally discounted when the company has a minority ownership position, restrictions on resale, specific concerns about the receptivity of the capital markets to a specific company at a certain time, or other factors.

The value of the Company s equity investments in private debt and equity funds are generally valued at the fund s net asset value. The value of the Company s equity securities in public companies for which market quotations are readily available is based on the closing public market price on the balance sheet date. Securities that carry certain restrictions on sale are typically valued at a discount from the public market value of the security.

Dividend income on preferred equity securities is recorded as dividend income on an accrual basis to the extent that such amounts are expected to be collected and to the extent that the Company has the option to receive the dividend in cash. Dividend income on common equity securities is recorded on the record date for private companies or on the ex-dividend date for publicly traded companies.

29

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 2. Summary of Significant Accounting Policies, continued

Collateralized Debt Obligations ( CDO ) and Collateralized Loan Obligations ( CLO )

CDO and CLO bonds and preferred shares/ income notes ( CDO/ CLO Assets ) are carried at fair value, which is based on a discounted cash flow model that utilizes prepayment, re-investment and loss assumptions based on historical experience and projected performance, economic factors, the characteristics of the underlying cash flow, and comparable yields for similar bonds and preferred shares/income notes, when available. The Company recognizes unrealized appreciation or depreciation on its CDO/ CLO Assets as comparable yields in the market change and/or based on changes in estimated cash flows resulting from changes in prepayment, re-investment or loss assumptions in the underlying collateral pool. The Company determines the fair value of its CDO/CLO Assets on an individual security-by-security basis.

The Company recognizes interest income on the preferred shares/income notes using the effective interest method, based on the anticipated yield and the estimated cash flows over the projected life of the investment. Yields are revised when there are changes in actual or estimated cash flows due to changes in prepayments and/or re-investments, credit losses or asset pricing. Changes in estimated yield are recognized as an adjustment to the estimated yield over the remaining life of the preferred share/income notes from the date the estimated yield was changed. CDO and CLO bonds have stated interest rates.

### Net Realized Gains or Losses and Net Change in Unrealized Appreciation or Depreciation

Realized gains or losses are measured by the difference between the net proceeds from the repayment or sale and the cost basis of the investment without regard to unrealized appreciation or depreciation previously recognized, and include investments charged off during the period, net of recoveries. Net change in unrealized appreciation or depreciation primarily reflects the change in portfolio investment values during the reporting period, including the reversal of previously recorded unrealized appreciation or depreciation when gains or losses are realized. Net change in unrealized appreciation or depreciation also reflects the change in the value of U.S. Treasury bills and deposits of proceeds from sales of borrowed Treasury securities, and depreciation on accrued interest and dividends receivable and other assets where collection is doubtful.

#### Fee Income

Fee income includes fees for loan prepayment premiums, guarantees, commitments, and services rendered by the Company to portfolio companies and other third parties such as diligence, structuring, transaction services, management and consulting services, and other services. Loan prepayment premiums are recognized at the time of prepayment. Guaranty and commitment fees are generally recognized as income over the related period of the guaranty or commitment, respectively. Diligence, structuring, and transaction services fees are generally recognized as income when services are rendered or when the related transactions are completed. Management, consulting and other services fees are generally recognized as income as the services are rendered.

30

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 2. Summary of Significant Accounting Policies, continued

#### Guarantees

Guarantees meeting the characteristics described in FASB Interpretation No. 45, *Guarantor s Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others* (the Interpretation ) and issued or modified after December 31, 2002, are recognized at fair value at inception. Guarantees made on behalf of portfolio companies are considered in determining the fair value of the Company s investments. See Note 5.

### Financing Costs

Debt financing costs are based on actual costs incurred in obtaining debt financing and are deferred and amortized as part of interest expense over the term of the related debt instrument using a method that approximates the effective interest method. Costs associated with the issuance of common stock are recorded as a reduction to the proceeds from the sale of common stock. Financing costs generally include underwriting, accounting and legal fees, and printing costs.

#### Dividends to Shareholders

Dividends to shareholders are recorded on the record date.

### Stock Compensation Plans

The Company has a stock-based employee compensation plan. See Note 9. Effective January 1, 2006, the Company adopted the provisions of FASB Statement No. 123 (Revised 2004), *Share-Based Payment* (the SFAS 123R ). The SFAS 123R was adopted using the modified prospective method of application, which required the Company to recognize compensation costs on a prospective basis beginning January 1, 2006. Accordingly, the Company did not restate prior year financial statements. Under this method, the unamortized cost of previously awarded options that were unvested as of January 1, 2006, is recognized over the remaining service period in the statement of operations beginning in 2006, using the fair value amounts determined for pro forma disclosure under the SFAS 123R. With respect to options granted on or after January 1, 2006, compensation cost based on estimated grant date fair value is recognized over the related service period in the consolidated statement of operations. The stock option expense for the three and nine months ended September 30, 2007 and 2006, was as follows:

	For the Moi End Septem	nths ded	For the Nino Months Ended September 3		
	2007	2006	2007	2006	
(\$ in millions, except per share amounts)					
Employee Stock Option Expense:					
Options granted:					
Previously awarded, unvested options as of January 1, 2006	\$ 1.7	\$ 3.2	\$ 8.2	\$ 9.9	
Options granted on or after January 1, 2006	2.2	0.4	8.9	2.0	
Total options granted	3.9	3.6	17.1	11.9	
Options cancelled in connection with tender offer (see Note 9)	14.4		14.4		
Total employee stock option expense	\$ 18.3	\$ 3.6	\$ 31.5	\$ 11.9	
Per basic share	\$ 0.12	\$ 0.03	\$ 0.21	\$ 0.08	
Per diluted share	\$ 0.12	\$ 0.02	\$ 0.20	\$ 0.08	

31

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 2. Summary of Significant Accounting Policies, continued

*Options Granted.* In addition to the employee stock option expense for options granted, for both the nine months ended September 30, 2007 and 2006, administrative expense included \$0.2 million of expense related to options granted to directors during each respective period. Options were granted to non-officer directors in the second quarters of 2007 and 2006. Options granted to non-officer directors vest on the grant date and therefore, the full expense is recorded on the grant date.

The stock option expense for options granted shown in the table above was based on the underlying value of the options granted by the Company. The fair value of each option grant was estimated on the date of grant using the Black-Scholes option pricing model and expensed over the vesting period. The following weighted average assumptions were used to calculate the fair value of options granted during the three and nine months ended September 30, 2007 and 2006:

	For the Months Septem	Ended	For the Ni Months End September		
	2007	2006	2007	2006	
Expected term (in years)	5.0	5.0	5.0	5.0	
Risk-free interest rate	4.6%	4.7%	4.6%	4.8%	
Expected volatility	24.4%	26.8%	26.4%	29.1%	
Dividend yield	8.9%	9.0%	8.9%	9.0%	
Weighted average fair value per option	\$ 2.51	\$ 3.12	\$ 2.96	\$ 3.47	

The expected term of the options granted represents the period of time that such options are expected to be outstanding. To determine the expected term of the options, the Company used historical data to estimate option exercise time frames, including considering employee terminations. The risk free rate was based on the U.S. Treasury bond yield curve at the date of grant. Expected volatilities were determined based on the historical volatility of the Company s common stock over a historical time period consistent with the expected term. The dividend yield was determined based on the Company s historical dividend yield over a historical time period consistent with the expected term.

To determine the stock options expense for options granted, the calculated fair value of the options granted is applied to the options granted, net of assumed future option forfeitures. The Company estimates that the employee-related stock option expense under SFAS 123R that will be recorded in the Company s statement of operations, excluding the expense related to the options cancelled in connection with the tender offer, will be approximately \$21.0 million, \$9.5 million, and \$2.8 million for the years ended December 31, 2007, 2008, and 2009, respectively, which includes approximately \$10.9 million, \$6.6 million, and \$2.8 million, respectively, related to options granted since adoption of SFAS 123R (January 1, 2006). This estimate may change if the Company s assumptions related to future option forfeitures change. This estimate does not include any expense related to future stock option grants as the fair value of those stock options will be determined at the time of grant. The aggregate total stock option expense remaining as of September 30, 2007, is expected to be recognized over an estimated weighted-average period of 1.2 years.

*Options Cancelled in Connection with Tender Offer.* As discussed in Note 9, the Company completed a tender offer in July 2007, whereby the Company accepted for cancellation 10.3 million vested options held by employees and non-officer directors of the Company in exchange for an option cancellation payment (OCP). The OCP was equal to the in-the-money value of the stock

32

#### **Table of Contents**

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 2. Summary of Significant Accounting Policies, continued

options cancelled, determined using the Weighted Average Market Price of \$31.75, and was paid one-half in cash and one-half in unregistered shares of the Company s common stock. In accordance with the terms of the tender offer, the Weighted Average Market Price represented the volume weighted average price of the Company s common stock over the fifteen trading days preceding the first day of the offer period, or June 20, 2007. Because the Weighted Average Market Price at the commencement of the tender offer on June 20, 2007, was higher than the market price of the Company s common stock at the close of the offer on July 18, 2007, SFAS 123R required the Company to record employee-related stock option expense of \$14.4 million and administrative expense related to stock options cancelled that were held by non-officer directors of \$0.4 million. The same amounts were recorded as an increase to additional paid-in capital and, therefore, had no effect on the Company s net asset value. The portion of the OCP paid in cash of \$52.8 million reduced the Company s additional paid-in capital and therefore reduced the Company s net asset value. For income tax purposes, the Company s tax deduction resulting from the OCP will be similar to the tax deduction that would have resulted from an exercise of stock options in the market. Any tax deduction for the Company resulting from the OCP or an exercise of stock options in the market is limited by Section 162(m) of the Code for persons subject to Section 162(m).

#### Federal and State Income Taxes and Excise Tax

The Company intends to comply with the requirements of the Internal Revenue Code ( Code ) that are applicable to regulated investment companies ( RIC ) and real estate investment trusts ( REIT ). ACC and any subsidiaries that qualify as a RIC or a REIT intend to distribute or retain through a deemed distribution all of their annual taxable income to shareholders; therefore, the Company has made no provision for income taxes exclusive of excise taxes for these entities.

If the Company does not distribute at least 98% of its annual taxable income in the year earned, the Company will generally be required to pay an excise tax equal to 4% of the amount by which 98% of the Company s annual taxable income exceeds the distributions from such taxable income during the year earned. To the extent that the Company determines that its estimated current year annual taxable income will be in excess of estimated current year dividend distributions from such taxable income, the Company accrues excise taxes on estimated excess taxable income as taxable income is earned using an annual effective excise tax rate. The annual effective excise tax rate is determined by dividing the estimated annual excise tax by the estimated annual taxable income.

Income taxes for AC Corp are accounted for under the asset and liability method. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases as well as operating loss and tax credit carryforwards. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled.

## Per Share Information

Basic earnings per common share is calculated using the weighted average number of common shares outstanding for the period presented. Diluted earnings per common share reflects the potential dilution that could occur if options to issue common stock were exercised into common stock. Earnings per share is computed after subtracting dividends on preferred shares, if any.

33

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 2. Summary of Significant Accounting Policies, continued

### Use of Estimates in the Preparation of Financial Statements

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from these estimates.

The consolidated financial statements include portfolio investments at value of \$4.3 billion and \$4.5 billion at September 30, 2007, and December 31, 2006, respectively. At September 30, 2007, and December 31, 2006, 89% and 92%, respectively, of the Company s total assets represented portfolio investments whose fair values had been determined by the Board of Directors in good faith in the absence of readily available market values. Because of the inherent uncertainty of valuation, the Board of Directors determined values may differ significantly from the values that would have been used had a ready market existed for the investments, and the differences could be material.

## **Recent Accounting Pronouncements**

In June 2006, the FASB issued Interpretation No. 48, *Accounting for Uncertainty in Income Taxes*, which clarifies the accounting for uncertainty in income taxes recognized in an enterprise s financial statements in accordance with FASB Statement No. 109, *Accounting for Income Taxes*. This interpretation is effective for fiscal years beginning after December 15, 2006. The adoption of this interpretation did not have a significant effect on the Company s consolidated financial position or its results of operations.

In September 2006, the FASB issued Statement No. 157, *Fair Value Measurements*. This statement defines fair value, establishes a framework for measuring fair value in generally accepted accounting principles, and expands disclosures about fair value measurements. This statement is effective for financial statements issued for fiscal years beginning after November 15, 2007, and interim periods within those fiscal years. The Company is currently analyzing the effect of adoption of this statement on its consolidated financial position and results of operations.

In February 2007, the FASB issued Statement No. 159, *The Fair Value Option for Financial Assets and Financial Liabilities Including an Amendment of FASB Statement No. 115.* This statement permits an entity to choose to measure many financial instruments and certain other items at fair value. This statement applies to all reporting entities, and contains financial statement presentation and disclosure requirements for assets and liabilities reported at fair value as a consequence of the election. This statement is effective for fiscal years beginning after November 15, 2007, and interim periods within those fiscal years. The Company is currently analyzing the effect of adoption of this statement on its consolidated financial position and results of operations.

34

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### Note 3. Portfolio

#### Private Finance

At September 30, 2007, and December 31, 2006, the private finance portfolio consisted of the following:

		2007		2006			
( <b>h</b> : - 111 )	Cost	Value	Yield <sup>(1)</sup>	Cost	Value	Yield <sup>(1)</sup>	
(\$ in millions)							
Loans and debt securities:							
Senior loans	\$ 523.9	\$ 481.6	9.3%	\$ 450.0	\$ 405.2	8.4%	
Unitranche debt <sup>(2)</sup>	698.1	698.1	11.5%	800.0	799.2	11.2%	
Subordinated debt	2,052.7	1,927.1	12.6%	2,038.3	1,980.8	12.9%	
Total loans and debt							
securities <sup>(3)</sup>	3,274.7	3,106.8	11.8%	3,288.3	3,185.2	11.9%	
Equity securities:							
Preferred shares/income notes							
of CLOs (4)	142.2	131.5	15.1%	101.1	97.2	15.5%	
Other equity securities	1,189.5	968.8		1,108.0	1,095.5		
Total equity securities	1,331.7	1,100.3		1,209.1	1,192.7		
Total	\$4,606.4	\$4,207.1		\$4,497.4	\$4,377.9		

(4)

<sup>(1)</sup> The weighted average yield on loans and debt securities is computed as the (a) annual stated interest on accruing loans and debt securities plus the annual amortization of loan origination fees, original issue discount, and market discount on accruing loans and debt securities less the annual amortization of loan origination costs, divided by (b) total loans and debt securities at value. At September 30, 2007, and December 31, 2006, the cost and value of subordinated debt included the Class A equity interests in BLX and the guaranteed dividend yield on these equity interests, to the extent it was accrued, was included in interest income. During the fourth quarter of 2006, the Class A equity interests were placed on non-accrual status. The weighted average yield on the preferred shares/income notes of CLOs is calculated as the (a) effective interest yield on the preferred shares/income notes of CLOs, divided by (b) total preferred shares/income notes of CLOs at value. The weighted average yields are computed as of the balance sheet date. The yield on the CLO assets represents the yield used for recording interest income. The market yield used in the valuation of the CLO assets may be different than the interest yields.

<sup>(2)</sup> Unitranche debt is a single debt investment that is a blend of senior and subordinated debt terms.

<sup>(3)</sup> The total principal balance outstanding on loans and debt securities was \$3,298.5 million and \$3,322.3 million at September 30, 2007, and December 31, 2006, respectively. The difference between principal and cost is represented by unamortized loan origination fees and costs, original issue discounts, and market discounts totaling \$23.8 million and \$34.0 million at September 30, 2007, and December 31, 2006, respectively.

Investments in the preferred shares/income notes of CLOs earn a current return that is included in interest income in the accompanying consolidated statement of operations.

The Company s private finance investment activity principally involves providing financing through privately negotiated long-term debt and equity investments. The Company s private finance debt and equity investments are generally issued by private companies and are generally illiquid and may be subject to certain restrictions on resale.

The Company s private finance debt investments are generally structured as loans and debt securities that carry a relatively high fixed rate of interest, which may be combined with equity features, such as conversion privileges, or warrants or options to purchase a portion of the portfolio company s equity at a pre-determined strike price, which is generally a nominal price for warrants or options in a private company. The annual stated interest rate is only one factor in pricing the investment relative to the Company s rights and priority in the portfolio company s capital structure,

35

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### Note 3. Portfolio, continued

and will vary depending on many factors, including if the Company has received nominal cost equity or other components of investment return, such as loan origination fees or market discount. The stated interest rate may include some component of contractual payment-in-kind interest, which represents contractual interest accrued and added to the loan balance that generally becomes due at maturity.

At September 30, 2007, and December 31, 2006, 89% and 86%, respectively, of the private finance loans and debt securities had a fixed rate of interest and 11% and 14%, respectively, had a floating rate of interest. Senior loans may carry a fixed rate of interest or a floating rate of interest, usually set as a spread over LIBOR, and may require payments of both principal and interest throughout the life of the loan. Senior loans generally have contractual maturities of three to six years and interest is generally paid to the Company monthly or quarterly. Unitranche debt generally carries a fixed rate of interest and may require payments of both principal and interest throughout the life of the loan. Unitranche debt generally has contractual maturities of five to six years and interest is generally paid to the Company quarterly. Subordinated debt generally carries a fixed rate of interest generally with contractual maturities of five to ten years and generally has interest-only payments in the early years and payments of both principal and interest in the later years, although maturities and principal amortization schedules may vary. Interest is generally paid to the Company quarterly.

Equity securities consist primarily of securities issued by private companies and may be subject to certain restrictions on their resale and are generally illiquid. The Company may make equity investments for minority stakes in portfolio companies or may receive equity features, such as nominal cost warrants, in conjunction with its debt investments. The Company may also invest in the equity (preferred and/or voting or non-voting common) of a portfolio company where the Company sequity ownership may represent a significant portion of the equity, but may or may not represent a controlling interest. If the Company invests in non-voting equity in a buyout investment, the Company generally has the option to acquire a controlling stake in the voting securities of the portfolio company at fair market value. The Company may incur costs associated with making buyout investments that will be included in the cost basis of the Company sequity investment. These include costs such as legal, accounting and other professional fees associated with diligence, referral and investment banking fees, and other costs. Equity securities generally do not produce a current return, but are held with the potential for investment appreciation and ultimate gain on sale.

*Business Loan Express, LLC.* BLX originates, sells, and services primarily real estate secured loans, including real estate secured conventional loans, loans under the Small Business Administration s 7(a) Guaranteed Loan Program, and small commercial real estate loans. BLX is headquartered in New York, NY.

The Company s investment in BLX totaled \$324.6 million at cost and \$136.7 million at value, which included unrealized depreciation of \$187.9 million, at September 30, 2007, and \$295.3 million at cost and \$210.7 million at value, which included unrealized depreciation of \$84.6 million, at December 31, 2006. In the first half of 2007, the Company increased its investment in BLX by \$29.2 million by acquiring additional Class A equity interests. In addition, in the first quarter of 2007, the chief executive officer of BLX invested \$3.0 million in the form of Class A equity interests in BLX. The Company plans to purchase these interests from him in conjunction with a restructuring of BLX s operations. The purpose of these additional investments was to fund payments to the SBA in the first quarter of 2007 discussed below and to provide additional equity capital to BLX.

36

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### Note 3. Portfolio, continued

Total interest and related portfolio income earned from the Company s investment in BLX for the three and nine months ended September 30, 2007 and 2006, was as follows:

		e Three s Ended aber 30,	For the Nine Months Ended September 30		
(\$ in millions)	2007	2006	2007	2006	
Interest income on subordinated debt and Class A equity interests	\$	\$ 4.1	\$	\$ 11.9	
Fees and other income	1.3	2.0	4.1	6.3	
Total interest and related portfolio income	\$ 1.3	\$ 6.1	\$ 4.1	\$ 18.2	

Interest and dividend income from BLX for the three and nine months ended September 30, 2006, included interest income of \$2.0 million and \$5.7 million, respectively, which was paid in kind. The interest paid in kind was paid to the Company through the issuance of additional Class A equity interests. In the fourth quarter of 2006, the Company placed its investment in BLX s 25% Class A equity interests on non-accrual status. As a result, there was no interest income from the Company s investment in BLX for the three or nine months ended September 30, 2007.

In consideration for providing a guaranty on BLX s revolving credit facility and standby letters of credit (discussed below), the Company earned fees of \$1.3 million and \$4.1 million for the three and nine months ended September 30, 2007, respectively, and \$1.5 million and \$4.6 million for the three and nine months ended September 30, 2006, respectively, which were included in fees and other income. As of September 30, 2007, BLX had not yet paid the \$4.1 million in such fees earned by the Company in 2007 and, as a result, such fees were included as a receivable in other assets. The remaining fees and other income in 2006 relate to management fees from BLX. The Company has not charged BLX management fees in 2007.

Net change in unrealized appreciation or depreciation included a net decrease of \$84.1 million and \$103.2 million for the three and nine months ended September 30, 2007, respectively. Net change in unrealized appreciation or depreciation for the three and nine months ended September 30, 2006, included a net decrease of \$34.3 million and \$67.9 million, respectively, on the Company s investment in BLX.

BLX is a national, non-bank lender that currently participates in the SBA s 7(a) Guaranteed Loan Program and its wholly-owned subsidiary is licensed by the SBA as a Small Business Lending Company (SBLC). The Office of the Inspector General of the SBA (OIG) and the United States Secret Service are conducting ongoing investigations of allegedly fraudulently obtained SBA-guaranteed loans issued by BLX. Specifically, on or about January 9, 2007, BLX became aware of an indictment captioned as the United States v. Harrington, No. 2:06-CR-20662 pending in the United States District Court for the Eastern District of Michigan. The indictment alleged that a former BLX employee in the Detroit office engaged in the fraudulent origination of loans guaranteed, in substantial part, by the SBA. The Company understands that BLX is working cooperatively with the U.S. Attorney s Office and the investigating agencies with respect to this matter. On October 1, 2007, the former BLX employee pled guilty to one count of conspiracy to fraudulently originate SBA-guaranteed loans and one count of making a false statement before a grand jury. The OIG and the U.S. Department of Justice are also conducting a civil investigation of BLX s lending practices in

### **Table of Contents**

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### Note 3. Portfolio, continued

various jurisdictions. As an SBA lender, BLX is also subject to other SBA and OIG audits, investigations, and reviews. In addition, the Office of the Inspector General of the U.S. Department of Agriculture is conducting an investigation of BLX slending practices under the Business and Industry Loan (B&I) program. These investigations, audits and reviews are ongoing.

These investigations, audits and reviews, changes in the laws or regulations that govern SBLCs or the SBA 7(a) Guaranteed Loan Program, or changes in government funding for this program could have a material adverse impact on BLX and, as a result, could negatively affect the Company s financial results. The Company has considered BLX s current regulatory issues and ongoing investigations and litigation in performing the valuation of BLX at September 30, 2007. The Company is monitoring the situation.

On March 6, 2007, BLX entered into an agreement with the SBA. According to the agreement, BLX remains a preferred lender in the SBA 7(a) Guaranteed Loan Program and retains the ability to sell loans into the secondary market. As part of this agreement, BLX agreed to the immediate payment of approximately \$10 million to the SBA to cover amounts paid by the SBA with respect to some of the SBA-guaranteed loans that have been the subject of the charges by the U.S. Attorney s Office for the Eastern District of Michigan against Mr. Harrington. As part of the SBA s increased oversight, the agreement provides that any loans originated and closed by BLX during the term of the agreement will be reviewed by an independent third party selected by the SBA prior to the sale of such loans into the secondary market. The agreement also requires BLX to repurchase the guaranteed portion of certain loans that default after having been sold into the secondary market, and subjects such loans to a similar third party review prior to any reimbursement of BLX by the SBA. In connection with this agreement, BLX also entered into an escrow agreement with the SBA and an escrow agent in which BLX agreed to deposit \$10 million with the escrow agent for any additional payments BLX may be obligated to pay to the SBA in the future. BLX remains subject to SBA rules and regulations and as a result may be required to make additional payments to the SBA in the ordinary course of business. The agreement states that nothing in the agreement shall affect the rights of BLX to securitize or service its loans. Notwithstanding the foregoing, in October 2007, BLX received a notice from the SBA that outlines certain conditions to the SBA s authorization for BLX to securitize the unguaranteed portions of SBA loans.

BLX has a separate non-recourse warehouse facility to enable it to securitize the unguaranteed portion of its SBA loans. BLX has been receiving temporary extensions of the warehouse facility, and the current extension expires on December 31, 2007. BLX is in negotiations with the warehouse facility providers to renew and amend the facility. If the current facility were to expire without renewal, the warehouse facility notes would become due and payable, and substantially all collections on the unguaranteed interests that currently are in the warehouse facility would be applied to repay the outstanding amounts owing to the warehouse providers until the warehouse providers were paid in full, similar to an amortizing term loan. In this event, the warehouse providers would not have recourse to BLX for repayment of the warehouse facility notes. In addition, BLX would not have the right to sell additional unguaranteed interests in SBA loans into this facility. In the event that BLX is unable to meet the SBA s conditions for securitization of the unguaranteed portions of SBA loans discussed above or if the warehouse providers do not agree to an extension of the warehouse facility,

38

### **Table of Contents**

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### Note 3. Portfolio, continued

BLX will be required to seek alternative sources of capital to finance SBA loan originations and could incur higher capital costs.

At September 30, 2007, BLX had a three-year \$500.0 million revolving credit facility provided by third-party lenders that matures in March 2009. The revolving credit facility may be expanded to \$600.0 million through new or additional commitments at BLX s option. This facility provides for a sub-facility for the issuance of letters of credit for up to an amount equal to 25% of the committed facility. Upon the closing of this revolving credit facility in January 2006, the Company agreed to provide an unconditional guaranty to these revolving credit facility lenders in an amount equal to 50% of the total obligations (consisting of principal, letters of credit issued under the facility, accrued interest, and other fees) of BLX under this facility. On September 27, 2007, the Company increased the guaranty amount to 60% of the total obligations in connection with an amendment to and waivers under the facility as discussed below. At September 30, 2007, the principal amount outstanding on the revolving credit facility was \$322.5 million and letters of credit issued under the facility were \$89.5 million. The total obligation guaranteed by the Company at September 30, 2007, was \$249.0 million. At September 30, 2007, the Company had also provided four standby letters of credit totaling \$19.0 million in connection with four term securitization transactions completed by BLX.

The guaranty on the BLX revolving line of credit facility can be called by the lenders in the event of a default, which includes the occurrence of certain defaults under the Company s revolving credit facility. Among other requirements, the BLX facility requires that BLX maintain compliance with certain financial covenants such as interest coverage, maximum debt to net worth, asset coverage, and maintenance of certain asset quality metrics. In addition, BLX would have an event of default if BLX failed to maintain its lending status with the SBA and such failure could reasonably be expected to result in a material adverse effect on BLX, or if BLX failed to maintain certain financing programs for the sale or long-term funding of BLX s loans. In September 2007, BLX received waivers until January 31, 2008, from its lenders with respect to non-compliance with certain facility covenants, and amended certain facility covenants through January 31, 2008. In addition, BLX previously received waivers from its lenders with respect to certain other covenants to permit BLX to comply with its obligations under its agreement with the SBA. BLX s agreement with the SBA has reduced BLX s liquidity due to the working capital required to comply with the agreement. BLX is in negotiations with its lenders to amend the credit facility covenants, but there can be no assurance that such negotiations will be successful. If the credit facility lenders do not agree to amend the covenants or to waive compliance with the covenants in periods subsequent to January 31, 2008, BLX would be in default under the credit facility.

On or about January 16, 2007, BLX and its subsidiary Business Loan Center LLC (BLC) became aware of a lawsuit titled, United States, ex rel James R. Brickman and Greenlight Capital, Inc. v. Business Loan Express LLC f/k/a Business Loan Express, Inc.; Business Loan Center LLC f/k/a Business Loan Center, Inc.; Robert Tannenhauser; Matthew McGee; and George Harrigan, 05-CV-3147 (JEC), that is pending in the United States District Court for the Northern District of Georgia. The complaint includes allegations arising under the False Claims Act and relating to alleged fraud in connection with SBA guarantees on shrimp vessel loans made by BLX and BLC. On April 9, 2007, BLX, BLC and the other defendants filed motions to dismiss the complaint in its entirety. The motions are pending.

39

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### Note 3. Portfolio, continued

At December 31, 2006, the Company held all of BLX s Class A and Class B equity interests, and 94.9% of the Class C equity interests. At September 30, 2007, the Company held 97.1% of the Class A equity interests, all of the Class B equity interests and 94.9% of the Class C equity interests. BLX has an equity appreciation rights plan for management that may dilute the value available to the Class C equity interest holders. As a limited liability company, BLX s taxable income flows through directly to its members. BLX s annual taxable income generally differs from its book income for the fiscal year due to temporary and permanent differences in the recognition of income and expenses. BLX s taxable income is first allocated to the Class A equity interests to the extent that guaranteed dividends are paid in cash or in kind on such interests, with the remainder being allocated to the Class B and C equity interests.

At the time of the corporate reorganization of BLX, Inc. from a C corporation to a limited liability company in 2003, for tax purposes BLX had a built-in gain representing the aggregate fair market value of its assets in excess of the tax basis of its assets. As a RIC, the Company will be subject to special built-in gain rules on the assets of BLX. Under these rules, taxes will be payable by the Company at the time and to the extent that the built-in gains on BLX s assets at the date of reorganization are recognized in a taxable disposition of such assets in the 10-year period following the date of the reorganization. At such time, the built-in gains realized upon the disposition of these assets will be included in the Company s taxable income, net of the corporate level taxes paid by the Company on the built-in gains. At the date of BLX s reorganization, the Company estimated that its future tax liability resulting from the built-in gains may total up to a maximum of \$40 million. However, if these assets are disposed of after the 10-year period, there will be no corporate level taxes on these built-in gains. While the Company has no obligation to pay the built-in gains tax until these assets or its interests in BLX are disposed of in the future, it may be necessary to record a liability for these taxes, if any, in the future should the Company intend to sell the assets of or its interests in BLX within the 10-year period. At September 30, 2007, and December 31, 2006, the Company considered the impact on the fair value of its investment in BLX due to BLX s tax attributes as an LLC and has also considered the impact on the fair value of its investment due to estimated built-in gain taxes, if any, in determining the fair value of its investment in BLX.

*Mercury Air Centers, Inc.* In April 2004, the Company completed the purchase of a majority ownership in Mercury Air Centers, Inc. (Mercury).

At December 31, 2006, the Company s investment in Mercury totaled \$84.3 million at cost and \$244.2 million at value, which included unrealized appreciation of \$159.9 million.

In August 2007, the Company completed the sale of its majority equity interest in Mercury and realized a gain of \$259.5 million, subject to post-closing adjustments. Approximately \$11 million of the Company s proceeds from the sale of its equity is subject to certain holdback provisions. In addition, the Company was repaid approximately \$51 million of subordinated debt outstanding to Mercury at closing.

Mercury owned and operated fixed base operations generally under long-term leases from local airport authorities, which consisted of terminal and hangar complexes that serviced the needs of the general aviation community. Mercury was headquartered in Richmond Heights, OH.

40

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### Note 3. Portfolio, continued

Total interest and related portfolio income earned from the Company s investment in Mercury for the three and nine months ended September 30, 2007 and 2006, was as follows:

	For the Three Months Ended September 30,				For the Nine Months Ende September 30		
(\$ in millions)	2	007	2	006	2	007	2006
Interest income	\$	1.0	\$	2.0	\$	5.1	\$ 7.3
Fees and other income			·	0.1		0.2	0.4
Total interest and related portfolio income	\$	1.0	\$	2.1	\$	5.3	\$ 7.7

Net change in unrealized appreciation or depreciation for the three months ended September 30, 2007, included the reversal of \$234.8 million of previously recorded unrealized appreciation associated with the realization of a gain on the sale of the Company s majority equity interest in Mercury. Net change in unrealized appreciation or depreciation for the nine months ended September 30, 2007, included an increase in unrealized appreciation totaling \$74.9 million for the first half of 2007 and the reversal of \$234.8 million associated with the sale of the Company s majority equity interest in the third quarter of 2007. Net change in unrealized appreciation or depreciation for the three and nine months ended September 30, 2006, included an increase in unrealized appreciation of \$59.8 million and \$64.1 million, respectively, related to the Company s investment in Mercury.

Advantage Sales and Marketing, Inc. In June 2004, the Company completed the purchase of a majority voting ownership in Advantage, which was subject to dilution by a management option pool. Advantage is a sales and marketing agency providing outsourced sales, merchandising, and marketing services to the consumer packaged goods industry. Advantage has offices across the United States and is headquartered in Irvine, CA.

On March 29, 2006, the Company sold its majority equity interest in Advantage. The Company was repaid its \$184 million in subordinated debt outstanding and realized a gain at closing on its equity investment sold of \$433.1 million, subject to post-closing adjustments. Subsequent to closing on this sale, the Company realized additional gains in 2006 resulting from post-closing adjustments totaling \$1.3 million. The Company s realized gain was \$434.4 million for the year ended December 31, 2006, subject to post-closing adjustments and excluding any earn-out amounts. In addition, the Company was entitled to receive additional consideration through an earn-out payment based on Advantage s 2006 audited results. The earn-out payment totaled \$3.1 million, subject to potential post-determination adjustments, and was recorded as a realized gain in the second quarter of 2007.

As consideration for the common stock sold in the transaction, the Company received a \$150 million subordinated note, with the balance of the consideration paid in cash. In addition, a portion of the Company s cash proceeds from the sale of the common stock were placed in escrow, subject to certain holdback provisions. At September 30, 2007, the amount of the escrow included in other assets in the accompanying consolidated balance sheet was approximately \$25 million.

Total interest and related portfolio income earned from the Company s investment in Advantage while the Company held a majority equity interest for the nine months ended September 30, 2006, was \$14.1 million. Net change in unrealized appreciation or depreciation for the nine months ended

41

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 3. Portfolio, continued

September 30, 2006, included the reversal of \$389.7 million of previously recorded unrealized appreciation associated with the realization of a gain on the sale of the Company s majority equity interest in Advantage in the first quarter of 2006.

In connection with the sale transaction, the Company retained an equity investment in the business valued at \$15 million at closing as a minority shareholder. During the fourth quarter of 2006, Advantage made a distribution on this minority equity investment, which reduced the Company s cost basis to zero and resulted in a realized gain of \$4.8 million.

The Company s investment in Advantage, which was composed of subordinated debt and a minority equity interest, totaled \$154.0 million at cost and \$165.0 million at value at September 30, 2007, and \$151.6 million at cost and \$162.6 million at value at December 31, 2006. This investment was included in companies 5% to 25% owned in the consolidated financial statements as the Company continues to hold a seat on Advantage s board of directors.

*Collateralized Loan Obligations ( CLOs ) and Collateralized Debt Obligations ( CDOs ).* At September 30, 2007, and December 31, 2006, the Company owned bonds and preferred shares/income notes in CLOs and a CDO as follows:

		2007		2006			
(4.1	Cost	Value	$Yield^{(1)}$	Cost	Value	Yield <sup>(1)</sup>	
(\$ in millions)							
$Bonds^{(2)}$ :							
Callidus Debt Partners CDO Fund I, Ltd.	\$ 28.4	\$ 28.5	14.2%	\$ 28.4	\$ 28.4	14.3%	
Callidus MAPS CLO Fund I LLC	17.0	16.4	11.1%	17.0	17.2	10.8%	
Total bonds	45.4	44.9	13.1%	45.4	45.6	12.9%	
Preferred Shares/ Income Notes(3):							
Callidus Debt Partners CLO Fund III, Ltd.	22.0	20.7	15.9%	23.3	23.0	12.8%	
Callidus Debt Partners CLO Fund IV, Ltd.	12.4	10.8	15.6%	13.0	13.0	13.8%	
Callidus Debt Partners CLO Fund V, Ltd.	14.0	14.6	19.1%	13.8	13.8	15.8%	
Callidus MAPS CLO Fund I LLC	50.1	41.7	10.4%	51.0	47.4	17.1%	
Callidus MAPS CLO Fund II, Ltd.	18.0	18.0	14.8%				
Callidus Debt Partners CLO Fund VI, Ltd.	25.7	25.7	19.8%				
Total preferred shares/ income notes	142.2	131.5	15.1%	101.1	97.2	15.5%	
-							
Total	\$187.6	\$ 176.4		\$ 146.5	\$ 142.8		

<sup>(1)</sup> The yield on these debt and equity securities is included in interest income in the accompanying consolidated statement of operations. The weighted average yield is calculated as the (a) annual stated interest on the accruing bonds or the effective interest yield on the preferred shares/income notes, divided by (b) CLO and CDO assets at value. The market yield used in the valuation of the CLO and CDO assets may be different than the interest yields shown above.

<sup>(2)</sup> These securities are included in private finance subordinated debt.

(3) These securities are included in private finance equity securities.

The initial yields on the cost basis of the CLO preferred shares and income notes are based on the estimated future cash flows from the underlying collateral assets expected to be paid to these CLO classes. As each CLO preferred share or income note ages, the estimated future cash flows are updated based on the estimated performance of the underlying collateral assets, and the respective yield on the cost basis is adjusted as necessary. As future cash flows are subject to uncertainties and contingencies that are difficult to predict and are subject to

42

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 3. Portfolio, continued

future events that may alter current assumptions, no assurance can be given that the anticipated yields to maturity will be achieved.

The bonds, preferred shares and income notes of the CLOs and CDO in which the Company has invested are junior in priority for payment of interest and principal to the more senior notes issued by the CLOs and CDO. Cash flow from the underlying collateral assets in the CLOs and CDO is generally allocated first to the senior bonds in order of priority, then any remaining cash flow is generally distributed to the preferred shareholders and income note holders. To the extent there are defaults and unrecoverable losses on the underlying collateral assets that result in reduced cash flows, the preferred shares/income notes will bear this loss first and then the subordinated bonds would bear any loss after the preferred shares/income notes.

At September 30, 2007, and December 31, 2006, the face value of the CLO and CDO bonds held by the Company were subordinate to approximately 82% to 84% and 82% to 85%, respectively, of the face value of the securities issued in these CLOs and CDO. At September 30, 2007, and December 31, 2006, the face value of the CLO preferred shares/income notes held by the Company were subordinate to approximately 86% to 94% and 86% to 92%, respectively, of the face value of the securities issued in these CLOs.

At September 30, 2007, and December 31, 2006, the underlying collateral assets of these CLO and CDO investments, consisting primarily of senior debt, were issued by 486 issuers and 465 issuers, respectively, and had balances as follows:

	2007	2006
(\$ in millions)		
Bonds	\$ 273.3	\$ 245.4
Syndicated loans	2,471.8	1,769.9
Cash <sup>(1)</sup>	33.1	59.5
Total underlying collateral assets	\$ 2,778.2	\$ 2,074.8

## (1) Includes undrawn liability amounts.

At September 30, 2007, there was one defaulted obligor that was included in the underlying collateral assets of Callidus Debt Partners CLO Fund IV, Ltd. and Callidus MAPS CLO Fund I LLC. At December 31, 2006, there was one defaulted obligor in the underlying collateral assets of Callidus MAPS CLO Fund I LLC. There were no other delinquencies in the underlying collateral assets in the other CLO and CDO issuances owned by the Company. At September 30, 2007, and December 31, 2006, the total face value of defaulted obligations was \$6.4 million and \$9.6 million, respectively, or approximately 0.2% and 0.5% of the total underlying collateral assets, respectively.

Allied Capital Senior Debt Fund, L.P. The Company is a special limited partner in the Allied Capital Senior Debt Fund, L.P. (the Fund), a private fund that generally invests in senior, unitranche and second lien debt. The Company has committed \$31.8 million to the Fund, which is a portfolio company, of which \$19.1 million has been funded. At September 30, 2007, the Company s investment in the Fund totaled \$19.1 million at cost and \$19.5 million at value. The Fund has closed on \$125 million in equity capital commitments. As a special limited partner, the Company expects to earn an incentive allocation of 20% of the annual net income of the Fund, subject to certain

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 3. Portfolio, continued

performance benchmarks. The value of the Company s investment in the Fund is based on the net asset value of the Fund, which reflects the capital invested plus its allocation of the net earnings of the Fund, including the incentive allocation.

AC Corp is the investment manager to the Fund. Callidus Capital Corporation, a portfolio investment controlled by the Company, acts as special manager to the Fund. An affiliate of the Company is the general partner of the Fund, and AC Corp serves as collateral manager to a warehouse financing vehicle associated with the Fund. AC Corp will earn a management fee of up to 2% of the net asset value of the Fund and will pay Callidus 25% of that management fee to compensate Callidus for its role as special manager.

In connection with the Fund s formation in June 2007, the Company sold an initial portfolio of approximately \$183 million of seasoned assets with a weighted average yield of 10.3% to a warehouse financing vehicle associated with the Fund. In the third quarter of 2007, the Company sold \$14.8 million of seasoned assets with a weighted average yield of 8.6% to the warehouse financing vehicle. The Company may sell additional loans to the Fund or the warehouse financing vehicle. In addition, during the third quarter of 2007, the Company repurchased one asset totaling \$12.0 million from the Fund, which the Company had sold to the Fund in June 2007.

*Loans and Debt Securities on Non-Accrual Status.* At September 30, 2007, and December 31, 2006, private finance loans and debt securities at value not accruing interest were as follows:

	2007	2006
(\$ in millions)		
Loans and debt securities in workout status		
Companies more than 25% owned	\$ 51.6	\$ 51.1
Companies 5% to 25% owned	13.1	4.0
Companies less than 5% owned	20.7	31.6
Loans and debt securities not in workout status		
Companies more than 25% owned	116.2	87.1
Companies 5% to 25% owned	16.4	7.2
Companies less than 5% owned	13.0	38.9
Total	\$ 231.0	\$ 219.9

44

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 3. Portfolio, continued

*Industry and Geographic Compositions.* The industry and geographic compositions of the private finance portfolio at value at September 30, 2007, and December 31, 2006, were as follows:

	2007	2006
Industry		
Business services	37%	39%
Consumer products	24	20
Industrial products	11	9
Financial services	10	9
Retail	5	6
Consumer services	4	6
CLO/CDO <sup>(1)</sup>	4	3
Healthcare services	2	3
Energy services		2
Other	3	3
Total	100%	100%
Geographic Region <sup>(2)</sup>		
Mid-Atlantic	36%	31%
Midwest	29	30
Southeast	19	18
West	14	17
Northeast	2	4
Total	100%	100%

At September 30, 2007, and December 31, 2006, the commercial real estate finance portfolio consisted of the following:

	2007			2006			
	Cost	Value	Yield <sup>(1)</sup>	Cost	Value	Yield <sup>(1)</sup>	
(\$ in millions)							
Commercial mortgage loans	\$ 64.8	\$ 64.2	6.4%	\$ 72.6	\$ 71.9	7.5%	
Real estate owned	15.6	22.0		15.7	19.6		

<sup>(1)</sup> These funds invest in senior debt representing a variety of industries and are managed by Callidus Capital, a portfolio company of Allied Capital.

<sup>(2)</sup> The geographic region for the private finance portfolio depicts the location of the headquarters for the Company s portfolio companies. The portfolio companies may have a number of other locations in other geographic regions. *Commercial Real Estate Finance* 

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

Equity interests	15.7	33.5	15.2	26.7	
Total	\$ 96.1	\$ 119.7	\$ 103.5	\$ 118 <b>2</b>	

<sup>(1)</sup> The weighted average yield on the commercial mortgage loans is computed as the (a) annual stated interest on accruing loans plus the annual amortization of loan origination fees, original issue discount, and market discount on accruing loans less the annual amortization of origination costs, divided by (b) total interest-bearing investments at value. The weighted average yield is computed as of the balance sheet date.

45

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 3. Portfolio, continued

Commercial Mortgage Loans and Equity Interests. The commercial mortgage loan portfolio contains loans that were originated by the Company or were purchased from third-party sellers. At September 30, 2007, and December 31, 2006, approximately 87% and 96%, respectively, of the Company s commercial mortgage loan portfolio was composed of fixed rate loans and approximately 13% and 4%, respectively, was composed of adjustable rate loans. At September 30, 2007, and December 31, 2006, loans with a value of \$19.1 million and \$18.9 million, respectively, were not accruing interest. Loans greater than 120 days delinquent generally do not accrue interest.

Equity interests consist primarily of equity securities issued by privately owned companies that invest in single real estate properties. These equity interests may be subject to certain restrictions on their resale and are generally illiquid. Equity interests generally do not produce a current return, but are generally held in anticipation of investment appreciation and ultimate realized gain on sale.

The property types and the geographic composition securing the commercial mortgage loans and equity interests at value at September 30, 2007, and December 31, 2006, were as follows:

	2007	2006
Property Type		
Hospitality	44%	45%
Office	21	20
Retail	19	19
Recreation	14	1
Housing		13
Other	2	2
Total	100%	100%
Geographic Region		
Southeast	36%	36%
Mid-Atlantic	31	35
Midwest	25	21
Northeast	8	8
West		
Total	100%	100%
46		

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

### Note 4. Debt

At September 30, 2007, and December 31, 2006, the Company had the following debt:

		2007			2006			
(\$ in millions)	Facility Amount	Amount Drawn	Annual Interest Cost <sup>(1)</sup>	Facility Amount	Amount Drawn	Annual Interest Cost <sup>(1)</sup>		
Notes payable and debentures:								
Privately issued unsecured notes payable Publicly issued unsecured	\$1,042.4	\$1,042.4	6.1%	\$1,041.4	\$1,041.4	6.1%		
notes payable	880.0	880.0	6.7%	650.0	650.0	6.6%		
Total notes payable and debentures	1,922.4	1,922.4	6.4%	1,691.4	1,691.4	6.3%		
Revolving line of credit <sup>(4)</sup>	922.5		<b>%</b> )	922.5	207.7	6.4%(2)		
Total debt	\$2,844.9	\$1,922.4	6.6%(3)	\$2,613.9	\$1,899.1	6.5%(3)		

- (1) The weighted average annual interest cost is computed as the (a) annual stated interest on the debt plus the annual amortization of commitment fees, other facility fees and amortization of debt financing costs that are recognized into interest expense over the contractual life of the respective borrowings, divided by (b) debt outstanding on the balance sheet date.
- (2) There were no amounts drawn on the revolving line of credit at September 30, 2007. The annual interest cost at December 31, 2006, reflects the interest rate payable for borrowings under the revolving line of credit. In addition to the current interest payable, there were annual costs of commitment fees, other facility fees and amortization of debt financing costs of \$4.1 million and \$3.9 million at September 30, 2007, and December 31, 2006, respectively.
- (3) The annual interest cost for total debt includes the annual cost of commitment fees, other facility fees and amortization of debt financing costs on the revolving line of credit regardless of the amount outstanding on the facility as of the balance sheet date.
- (4) At September 30, 2007, \$859.0 million remained unused and available on the revolving line of credit, net of amounts committed for standby letters of credit of \$63.5 million issued under the credit facility.

## Notes Payable and Debentures

*Privately Issued Unsecured Notes Payable.* The Company has privately issued unsecured long-term notes to institutional investors. The notes have five- or seven-year maturities and have fixed rates of interest. The notes require payment of interest only semi-annually, and all principal is due upon maturity. At September 30, 2007, the notes had maturities from May 2008 to May 2013. The notes may be prepaid in whole or in part, together with an interest premium, as stipulated in the note agreements.

The Company also has privately issued five-year unsecured long-term notes denominated in Euros and Sterling for a total U.S. dollar equivalent of \$15.2 million. The notes have fixed interest rates and have substantially the same terms as the Company s other unsecured notes. The Euro notes require annual interest payments and the Sterling notes require semi-annual interest payments until maturity. Simultaneous with issuing the notes, the Company entered into a cross currency swap with a financial institution which fixed the Company s interest and principal payments in U.S. dollars for the life of the debt.

*Publicly Issued Unsecured Notes Payable.* At September 30, 2007, the Company had outstanding publicly issued unsecured notes as follows:

		Amount		<b>Maturity Date</b>	
(\$ in millions)					
6.625% Notes due 2011		\$	400.0	July 15, 2011	
6.000% Notes due 2012			250.0	April 1, 2012	
6.875% Notes due 2047			230.0	April 15, 2047	
Total	:	\$	880.0		
	47				

Vear

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 4. Debt, continued

The 6.625% Notes due 2011 and the 6.000% Notes due 2012 require payment of interest only semi-annually, and all principal is due upon maturity. The Company has the option to redeem these notes in whole or in part, together with a redemption premium, as stipulated in the notes.

On March 28, 2007, the Company completed the issuance of \$200.0 million of 6.875% Notes due 2047 for net proceeds of \$193.0 million. In April 2007, the Company issued additional notes, through an over-allotment option, totaling \$30.0 million for net proceeds of \$29.1 million. Net proceeds are net of underwriting discounts and estimated offering expenses.

The 6.875% Notes due 2047 require payment of interest only quarterly, and all principal is due upon maturity. The Company may redeem these notes in whole or in part at any time or from time to time on or after April 15, 2012, at par and upon the occurrence of certain tax events as stipulated in the notes.

Scheduled Maturities. Scheduled future maturities of notes payable at September 30, 2007, were as follows:

Amount Maturing

Amour	
	(\$ in millions)
2007	\$
2008	153.0
2009	269.9
2010	408.0
2011	472.5
Thereafter	619.0
Total	\$ 1.922.4

### Revolving Line of Credit

At September 30, 2007, and December 31, 2006, the Company had an unsecured revolving line of credit with a committed amount of \$922.5 million that expires on September 30, 2008. At the Company s option, borrowings under the revolving line of credit generally bear interest at a rate equal to (i) LIBOR (for the period the Company selects) plus 1.05% or (ii) the higher of the Federal Funds rate plus 0.50% or the Bank of America, N.A. prime rate. The revolving line of credit requires the payment of an annual commitment fee equal to 0.20% of the committed amount (whether used or unused). The revolving line of credit generally requires payments of interest at the end of each LIBOR interest period, but no less frequently than quarterly, on LIBOR based loans and monthly payments of interest on other loans. All principal is due upon maturity.

The annual cost of commitment fees, other facility fees and amortization of debt financing costs was \$4.1 million and \$3.9 million at September 30, 2007, and December 31, 2006, respectively.

The revolving credit facility provides for a sub-facility for the issuance of letters of credit for up to an amount equal to 16.66% of the committed facility or \$153.7 million. The letter of credit fee is 1.05% per annum on letters of credit issued, which is payable quarterly.

48

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 4. Debt, continued

The average debt outstanding on the revolving line of credit was \$62.3 million and \$137.3 million, respectively, for the nine months ended September 30, 2007 and 2006. The maximum amount borrowed under this facility and the weighted average stated interest rate for the nine months ended September 30, 2007 and 2006, were \$225.5 million and 6.4%, respectively, and \$540.3 million and 6.3%, respectively. At September 30, 2007, the amount available under the revolving line of credit was \$859.0 million, net of amounts committed for standby letters of credit of \$63.5 million issued under the credit facility.

### Covenant Compliance

The Company has various financial and operating covenants required by the privately issued unsecured notes payable and the revolving line of credit outstanding at September 30, 2007, and December 31, 2006. These covenants require the Company to maintain certain financial ratios, including debt to equity and interest coverage, and a minimum net worth. These credit facilities provide for customary events of default, including, but not limited to, payment defaults, breach of representations or covenants, cross-defaults, bankruptcy events, failure to pay judgments, attachment of the Company s assets, change of control and the issuance of an order of dissolution. Certain of these events of default are subject to notice and cure periods or materiality thresholds. The Company s credit facilities limit its ability to declare dividends if the Company defaults under certain provisions. As of September 30, 2007, and December 31, 2006, the Company was in compliance with these covenants.

The Company has certain financial and operating covenants that are required by the publicly issued unsecured notes payable, including that the Company will maintain a minimum ratio of 200% of total assets to total borrowings, as required by the Investment Company Act of 1940, as amended, while these notes are outstanding. As of September 30, 2007, and December 31, 2006, the Company was in compliance with these covenants.

### **Note 5. Guarantees and Commitments**

In the ordinary course of business, the Company has issued guarantees and has extended standby letters of credit through financial intermediaries on behalf of certain portfolio companies. All standby letters of credit have been issued through Bank of America, N.A. As of September 30, 2007, and December 31, 2006, the Company had issued guarantees of debt, rental obligations, and lease obligations aggregating \$263.9 million and \$202.1 million, respectively, and had extended standby letters of credit aggregating \$63.5 million and \$41.0 million, respectively. Under these arrangements, the Company would be required to make payments to third-party beneficiaries if the portfolio companies were to default on their related payment obligations. The maximum amount of potential future payments was \$327.4 million and \$243.1 million at September 30, 2007, and December 31, 2006, respectively.

49

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 5. Guarantees and Commitments, continued

As of September 30, 2007, the guarantees and standby letters of credit expired as follows:

	Total	2007	2008	2009	2010	2011	fter 011
(in millions)							
Guarantees	\$ 263.9	\$ 3.0	\$ 3.0	\$ 251.5	\$	\$ 4.4	\$ 2.0
Standby letters of credit <sup>(1)</sup>	63.5		63.5				
•							
Total <sup>(2)</sup>	\$ 327.4	\$ 3.0	\$66.5	\$ 251.5	\$	\$ 4.4	\$ 2.0

- (1) Standby letters of credit are issued under the Company s revolving line of credit that expires in September 2008. Therefore, unless a standby letter of credit is set to expire at an earlier date, it is assumed that the standby letters of credit will expire contemporaneously with the expiration of the Company s line of credit in September 2008.
- (2) The Company s most significant commitments relate to its investment in Business Loan Express, LLC (BLX), which commitments totaled \$271.0 million at September 30, 2007. At September 30, 2007, the principal components of these guarantees included a guarantee of 60% of the outstanding total obligations on BLX s revolving line of credit, which expires in March 2009, for a total guaranteed amount of \$249.0 million and standby letters of credit totaling \$19.0 million in connection with term securitizations completed by BLX. See Note 3. In the ordinary course of business, the Company enters into agreements with service providers and other parties that may contain provisions for the Company to indemnify or guaranty certain minimum fees to such parties under certain circumstances.

At September 30, 2007, the Company had outstanding commitments to fund investments totaling \$469.0 million, including \$426.6 million related to private finance investments and \$42.4 related to commercial real estate finance investments.

### Note 6. Shareholders Equity

Sales of common stock for the nine months ended September 30, 2007 and 2006, were as follows:

	2007	2006
(in millions)		
Number of common shares	3,325	8,175
Gross proceeds	\$ 97,256	\$ 229,804
Less costs, including underwriting fees	(3,472)	(10,922)
Net proceeds	\$ 93,784	\$ 218,882

The Company issued 0.5 million shares of common stock upon the exercise of stock options during both the nine months ended September 30, 2007 and 2006. In addition, in July 2007, the Company issued 1.7 million unregistered shares of common stock upon the cancellation of stock options pursuant to a tender offer. See Note 9.

50

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

# Note 6. Shareholders Equity, continued

The Company has a dividend reinvestment plan, whereby the Company may buy shares of its common stock in the open market or issue new shares in order to satisfy dividend reinvestment requests. If the Company issues new shares, the issue price is equal to the average of the closing sale prices reported for the Company s common stock for the five consecutive trading days immediately prior to the dividend payment date. For the nine months ended September 30, 2007 and 2006, the Company issued new shares in order to satisfy dividend reinvestment requests. Dividend reinvestment plan activity for the nine months ended September 30, 2007 and 2006, was as follows:

	For th Months Septem	<b>Ended</b>
	2007	2006
(in millions, except per share amounts)		
Shares issued	0.4	0.4
Average price per share	\$ 30.05	\$ 29.95

## **Note 7. Earnings Per Common Share**

Earnings per common share for the three and nine months ended September 30, 2007 and 2006, were as follows:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2007	2006	2007	2006
(in millions, except per share amounts)				
Net increase (decrease) in net assets resulting from operations	\$ (96.5)	\$ 77.9	\$ 125.8	\$211.2
Weighted average common shares outstanding basic Dilutive options outstanding	154.0 1.3	144.2 2.9	152.0 2.7	141.0
Weighted average common shares outstanding diluted	155.3	147.1	154.7	144.0
Basic earnings (loss) per common share	\$ (0.63)	\$ 0.54	\$ 0.83	\$ 1.50
Diluted earnings (loss) per common share	\$ (0.62)	\$ 0.53	\$ 0.81	\$ 1.47

### **Note 8. Employee Compensation Plans**

The Company has deferred compensation plans. Amounts deferred by participants under the deferred compensation plans are funded to a trust, which is managed by a third-party trustee. The accounts of the deferred compensation trust are consolidated with the Company s accounts. The assets of the trust are classified as other assets and the liability to the plan participants is included in other liabilities in the accompanying financial statements. The deferred compensation plan accounts at September 30, 2007, and December 31, 2006, totaled \$21.6 million and \$18.6 million, respectively.

The Company has an Individual Performance Award ( IPA ), which was established as a long-term incentive compensation program for certain officers. In conjunction with the program, the Board

51

### **Table of Contents**

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 8. Employee Compensation Plans, continued

of Directors has approved non-qualified deferred compensation plans ( DCP II ), which are managed through a trust by a third-party trustee. The administrator of the DCP II is the Compensation Committee of the Company s Board of Directors ( DCP II Administrator ).

The IPA is generally determined annually at the beginning of each year but may be adjusted throughout the year. The IPA is deposited in the trust in four equal installments, generally on a quarterly basis, in the form of cash. The Compensation Committee of the Board of Directors designed the DCP II to require the trustee to use the cash to purchase shares of the Company s common stock in the open market. During the nine months ended September 30, 2007 and 2006, 0.3 million and 0.2 million shares were purchased in the DCP II, respectively.

All amounts deposited and then credited to a participant s account in the trust, based on the amount of the IPA received by such participant, are credited solely for purposes of accounting and computation and remain assets of the Company and subject to the claims of the Company s general creditors. Amounts credited to participants under the DCP II are immediately vested and generally non-forfeitable once deposited by the Company into the trust. A participant s account shall generally become distributable only after his or her termination of employment, or in the event of a change of control of the Company. Upon the participant s termination of employment, one-third of the participant s account will be immediately distributed in accordance with the plan, one-half of the then current remaining balance will be distributed on the first anniversary of his or her employment termination date and the remainder of the account balance will be distributed on the second anniversary of the employment termination date. Distributions are subject to the participant s adherence to certain non-solicitation requirements. All DCP II accounts will be distributed in a single lump sum in the event of a change of control of the Company. To the extent that a participant has an employment agreement, such participant s DCP II account will be fully distributed in the event that such participant s employment is terminated for good reason as defined under that participant s employment agreement. Sixty days following a distributable event, the Company and each participant may, at the discretion of the Company, and subject to the Company s trading window during that time, redirect the participant s account to other investment options.

During any period of time in which a participant has an account in the DCP II, any dividends declared and paid on shares of the Company s common stock allocated to the participant s account shall be reinvested in shares of the Company s common stock.

The IPA amounts are contributed into the DCP II trust and invested in the Company s common stock. The accounts of the DCP II are consolidated with the Company s accounts. The common stock is classified as common stock held in deferred compensation trust in the accompanying financial statements and the deferred compensation obligation, which represents the amount owed to the employees, is included in other liabilities. Changes in the value of the Company s common stock held in the deferred compensation trust are not recognized. However, the liability is marked to market with a corresponding charge or credit to employee compensation expense. At September 30, 2007, and December 31, 2006, common stock held in DCP II was \$37.1 million and \$28.3 million, respectively, and the IPA liability was \$38.9 million and \$33.9 million, respectively. At September 30, 2007, and December 31, 2006, the DCP II held 1.3 million shares and 1.0 million shares, respectively, of the Company s common stock.

52

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 8. Employee Compensation Plans, continued

The IPA expense for the three and nine months ended September 30, 2007 and 2006, was as follows:

	Months	For the Three Months Ended September 30,		Nine Ended per 30,
(\$ in millions)	2007	2006	2007	2006
IPA contributions	\$ 2.4	\$ 2.1	\$ 7.4	\$ 6.0
IPA mark to market expense (benefit)	(2.0)	1.2	(3.6)	0.6
Total IPA expense (benefit)	\$ 0.4	\$ 3.3	\$ 3.8	\$ 6.6

The Company also has an individual performance bonus ( IPB ), which is distributed in cash to award recipients throughout the year (beginning in February of each year) as long as the recipient remains employed by the Company. If a recipient terminates employment during the year, any remaining cash payments under the IPB would be forfeited. For the three months ended September 30, 2007 and 2006, the IPB expense was \$2.6 million and \$2.3 million, respectively. For the nine months ended September 30, 2007 and 2006, the IPB expense was \$7.1 million and \$5.9 million, respectively. The IPA and IPB expenses are included in employee expenses.

# **Note 9. Stock Option Plan**

The purpose of the stock option plan ( Option Plan ) is to provide officers and non-officer directors of the Company with additional incentives. Options are exercisable at a price equal to the fair market value of the shares on the day the option is granted. Each option states the period or periods of time within which the option may be exercised by the optionee, which may not exceed ten years from the date the option is granted. The options granted to officers generally vest ratably over up to a three year period. Options granted to non-officer directors vest on the grant date.

All rights to exercise options terminate 60 days after an optionee ceases to be (i) a non-officer director, (ii) both an officer and a director, if such optionee serves in both capacities, or (iii) an officer (if such officer is not also a director) of the Company for any cause other than death or total and permanent disability. In the event of a change of control of the Company, all outstanding options will become fully vested and exercisable as of the change of control.

At December 31, 2006, there were 32.2 million shares authorized under the Option Plan. On May 15, 2007, the Company s stockholders voted to increase the number of shares of common stock authorized for issuance to 37.2 million shares.

On July 18, 2007, the Company completed a tender offer related to the Company s offer to all optionees who held vested in-the-money stock options as of June 20, 2007, the opportunity to receive an option cancellation payment (OCP) equal to the in-the-money value of the stock options cancelled, determined using the Weighted Average Market Price of \$31.75, which would be paid one-half in cash and one-half in unregistered shares of the Company s common stock. The Company accepted for cancellation 10.3 million vested options, which in the aggregate had a weighted average exercise price of \$21.50. This resulted in a total option cancellation payment of approximately \$105.6 million, of which \$52.8 million was paid in cash and \$52.8 million was paid through the issuance of 1.7 million unregistered shares of the Company s common stock, determined

53

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 9. Stock Option Plan, continued

using the Weighted Average Market Price of \$31.75. The Weighted Average Market Price represented the volume weighted average price of the Company s common stock over the fifteen trading days preceding the first day of the offer period, or June 20, 2007. See Note 2 Stock Compensation Plans.

At September 30, 2007, (subsequent to the completion of the tender offer) and December 31, 2006, the number of shares available to be granted under the Option Plan was 10.7 million and 1.6 million, respectively.

Information with respect to options granted, exercised, cancelled in tender offer and forfeited under the Option Plan for the nine months ended September 30, 2007, was as follows:

	Shares	Ar Ex Pr	eighted verage xercise ice Per Share	Weighted Average Contractual Remaining Term (Years)	]	ggregate Intrinsic Value at Iber 30, 2007 <sup>(1)</sup>
(in millions, except per share amounts)						
Options outstanding at January 1, 2007	23.2	\$	24.92			
Granted	6.6	\$	29.52			
Exercised	(0.5)	\$	25.19			
Cancelled in tender offer <sup>(2)</sup>	(10.3)	\$	21.50			
Forfeited	(0.5)	\$	28.94			
Options outstanding at September 30, 2007	18.5	\$	28.36	6.82	\$	21.2
Exercisable at September 30, 2007 <sup>(3)</sup>	11.8	\$	27.99	6.78	\$	17.5
Exercisable and expected to be exercisable at						
September 30, 2007 <sup>(4)</sup>	18.0	\$	28.34	6.82	\$	20.9

During the nine months ended September 30, 2006, 1.8 million options were granted, 0.5 million options were exercised and 0.3 million options were forfeited.

The fair value of the shares vested during the nine months ended September 30, 2007 and 2006, was \$21.6 million and \$16.1 million, respectively. The total intrinsic value of the options exercised during the nine months ended September 30, 2007 and 2006, was \$2.6 million and \$3.4 million, respectively.

### **Note 10. Dividends and Distributions and Taxes**

The Company s Board of Directors declared and the Company paid a dividend of \$0.63, \$0.64 and \$0.65 per common share for the first, second and third quarters of 2007, respectively, and \$0.59, \$0.60 and \$0.61 per common

<sup>(1)</sup> Represents the difference between the market value of the options at September 30, 2007, and the cost for the option holders to exercise the options.

<sup>(2)</sup> See description of the tender offer above.

<sup>(3)</sup> Represents vested options.

<sup>(4)</sup> The amount of options expected to be exercisable at September 30, 2007, is calculated based on an estimate of expected forfeitures.

share for the first, second and third quarters of 2006, respectively.

54

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 10. Dividends and Distributions and Taxes, continued

These dividends totaled \$293.7 million and \$255.4 million for the nine months ended September 30, 2007 and 2006, respectively. The Company declared an extra cash dividend of \$0.05 per share during 2006 and this was paid to shareholders on January 19, 2007. The Company declared an extra cash dividend of \$0.03 per share during 2005, which was paid to shareholders on January 27, 2006.

The Company s Board of Directors declared a dividend of \$0.65 per common share for the fourth quarter of 2007, and an extra cash dividend of \$0.07 per share.

At December 31, 2006, the Company had excess taxable income of \$402.8 million available for distribution to shareholders in 2007. Excess taxable income for 2006 represents \$126.7 million of ordinary income and \$276.1 million of net long-term capital gains.

Dividends paid in 2007 will first be paid out of the excess taxable income carried over from 2006. For the first, second and third quarters of 2007, the Company paid dividends of \$293.7 million. The remainder of 2006 excess taxable income to be distributed during the fourth quarter of 2007 is \$109.1 million. In accordance with regulated investment company distribution rules, the Company was required to declare current year dividends to be paid from carried over excess taxable income from 2006 before the Company filed its 2006 tax return in September 2007, and the Company must pay such dividends by December 31, 2007. To comply with these rules, on July 27, 2007, the Company s Board of Directors declared a \$0.65 per share dividend for both the third and fourth quarters of 2007. The Company s Board of Directors also declared an extra dividend of \$0.07 per share on September 14, 2007. The third quarter dividend was paid on September 26, 2007, and the fourth quarter dividend will be paid on December 26, 2007. The extra dividend will be paid on December 27, 2007. The Company expects that substantially all of the 2007 dividend payments will be made from excess 2006 taxable earnings.

Given that substantially all of the 2007 dividend payments will be made from excess taxable income carried over from 2006, the Company currently expects to carry over substantially all of its estimated annual taxable income for 2007 for distribution to shareholders in 2008. The Company will generally be required to pay a nondeductible excise tax equal to 4% of the amount by which 98% of the Company s annual taxable income exceeds the distributions from such taxable income during the year. The Company accrues an excise tax on the estimated excess taxable income earned for the respective periods. For the three and nine months ended September 30, 2007, the Company recorded an excise tax of \$9.0 million and \$16.6 million, respectively. For the three and nine months ended September 30, 2006, the Company recorded an excise tax of \$2.5 million and \$14.1 million, respectively.

In addition to excess taxable income carried forward, the Company has cumulative deferred taxable income related to installment sale gains of \$221.9 million as of December 31, 2006. These gains have been recognized for financial reporting purposes in the respective years they were realized, but are generally deferred for tax purposes until the notes or other amounts received from the sale of the related investments are collected in cash.

The Company s consolidated subsidiary, AC Corp, is subject to federal and state income taxes. For the three months ended September 30, 2007 and 2006, the income tax expense was \$2.2 million and the income tax benefit was \$0.6 million, respectively, and for the nine months ended September 30, 2007 and 2006, the income tax benefit was \$0.5 million and the income tax expense was \$0.2 million, respectively.

55

## **Table of Contents**

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 11. Supplemental Disclosure of Cash Flow Information

The Company paid interest of \$81.2 million and \$50.1 million, respectively, for the nine months ended September 30, 2007 and 2006.

Non-cash operating activities for the nine months ended September 30, 2007 and 2006, totaled \$58.4 million and \$308.1 million, respectively. Non-cash operating activities for the nine months ended September 30, 2006, included a note received as consideration from the sale of the Company s equity investment in Advantage of \$150.0 million and a note received as consideration from the sale of the Company s equity investment in STS Operating, Inc. of \$30.0 million.

Non-cash financing activities included the issuance of common stock in lieu of cash distributions totaling \$12.4 million and \$11.1 million, for the nine months ended September 30, 2007 and 2006, respectively. Non-cash financing activities for the nine months ended September 30, 2007, also included the payment of one-half of the value of the option cancellation payment in connection with the tender offer, or \$52.8 million, through the issuance of 1.7 million unregistered shares of the Company s common stock. See Notes 2 and 9.

56

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

# **Note 12. Financial Highlights**

	At and for the Nine Months Ended September 30,				At and for the Year Ended December 31,	
	2	2007(1)		2006		2006
		(unaudit	ed)			
Per Common Share Data						
Net asset value, beginning of period	\$	19.12	\$	19.17	\$	19.17
Net investment income <sup>(2)</sup>		0.54		0.97		1.30
Net realized gains <sup>(2)(3)</sup>		2.03		3.77		3.66
Net investment income plus net realized gains <sup>(2)</sup>		2.57		4.74		4.96
Net change in unrealized appreciation or depreciation <sup>(2)(3)</sup>		(1.76)		(3.27)		(3.28)
Net increase in net assets resulting from operations (2)		0.81		1.47		1.68
Decrease in net assets from shareholder distributions		(1.92)		(1.80)		(2.47)
Net increase in net assets from capital share transactions <sup>(2)(4)</sup>		0.23		0.54		0.74
Decrease in net assets from the cash portion of the option cancellation payment <sup>(2)(5)</sup>		(0.34)				
Net asset value, end of period	\$	17.90	\$	19.38	\$	19.12
•						
Market value, end of period	\$	29.39	\$	30.21	\$	32.68
Total return <sup>(6)</sup>		(4.2)%		9.2%		20.6%
Ratios and Supplemental Data						
(\$ and shares in thousands, except per share amounts)						
Ending net assets	\$	2,765.8	\$	2,823.9	\$	2,841.2
Common shares outstanding at end of period		154.5		145.7		148.6
Diluted weighted average common shares outstanding		154.7		144.0		145.6
Employee, employee stock option and administrative		5 0 C C		2 000		<b>5.20</b> %
expenses/average net assets <sup>(7)</sup>		5.06%		3.99%		5.38%
Total operating expenses/average net assets <sup>(7)</sup>		8.46%		6.65%		9.05%
Net investment income/average net assets <sup>(7)</sup>		2.87%		5.16%		6.90%
Net increase in net assets resulting from operations/average		1 2507		7 700		9 0407
net assets <sup>(7)</sup> Portfolio turnover rate <sup>(7)</sup>		4.35% 24.43%		7.78% 23.61%		8.94% 27.05%
Average debt outstanding	\$	1,909.5	Φ	1,433.5	\$	1,491.0
Average debt outstanding  Average debt per share <sup>(2)</sup>	\$	12.34	\$	9.95	\$	10.24
Triciage door per mare	Ψ	1 <b>4.</b> J T	Ψ	1.10	Ψ	10.47

The results for the nine months ended September 30, 2007, are not necessarily indicative of the operating results to be expected for the full year.

- (2) Based on diluted weighted average number of common shares outstanding for the period.
- (3) Net realized gains and net change in unrealized appreciation or depreciation can fluctuate significantly from period to period. As a result, quarterly comparisons may not be meaningful.
- (4) Excludes capital share transactions related to the cash portion of the option cancellation payment.
- (5) See Notes 2 and 9 to the consolidated financial statements above for further discussion.
- (6) Total return assumes the reinvestment of all dividends paid for the periods presented.
- (7) The ratios for the nine months ended September 30, 2007 and 2006, do not represent annualized results.

57

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 13. Litigation

On June 23, 2004, the Company was notified by the SEC that the SEC was conducting an informal investigation of the Company. The investigation related to the valuation of securities in the Company s private finance portfolio and other matters. On June 20, 2007, the Company announced that it entered into a settlement with the SEC that resolved the SEC s informal investigation. As part of the settlement and without admitting or denying the SEC s allegations, the Company agreed to the entry of an administrative order. In the order the SEC alleged that, between June 30, 2001, and March 31, 2003, the Company did not maintain books, records and accounts which, in reasonable detail, supported or accurately and fairly reflected valuations of certain securities in the Company s private finance portfolio and, as a result, did not meet certain recordkeeping and internal controls provisions of the federal securities laws. In the administrative order, the SEC ordered the Company to continue to maintain certain of its current valuation-related controls. Specifically, for a period of two years, the Company has undertaken to: (1) continue to employ a Chief Valuation Officer, or a similarly structured officer-level employee, to oversee its quarterly valuation processes; and (2) continue to employ third-party valuation consultants to assist in its quarterly valuation processes.

On December 22, 2004, the Company received letters from the U.S. Attorney for the District of Columbia requesting the preservation and production of information regarding the Company and Business Loan Express, LLC in connection with a criminal investigation relating to matters similar to those investigated by and settled with the SEC as discussed above. The Company produced materials in response to the requests from the U.S. Attorney s office and certain current and former employees were interviewed by the U.S. Attorney s Office. The Company has voluntarily cooperated with the investigation.

In late December 2006, the Company received a subpoena from the U.S. Attorney for the District of Columbia requesting, among other things, the production of records regarding the use of private investigators by the Company or its agents. The Board established a committee, which was advised by its own counsel, to review this matter. In the course of gathering documents responsive to the subpoena, the Company became aware that an agent of the Company obtained what were represented to be telephone records of David Einhorn and which purport to be records of calls from Greenlight Capital during a period of time in 2005. Also, while the Company was gathering documents responsive to the subpoena, allegations were made that the Company s management had authorized the acquisition of these records and that management was subsequently advised that these records had been obtained. The Company s management has stated that these allegations are not true. The Company is cooperating fully with the inquiry by the U.S. Attorney s Office.

On February 13, 2007, Rena Nadoff filed a shareholder derivative action in the Superior Court of the District of Columbia, captioned Rena Nadoff v. Walton, et al., CA 001060-07, seeking unspecified compensatory and other damages, as well as equitable relief on behalf of Allied Capital Corporation. The complaint was summarily dismissed in July 2007. The complaint alleged breach of fiduciary duty by the Board of Directors arising from internal control failures and mismanagement of Business Loan Express, LLC, an Allied Capital portfolio company. On October 5, 2007, Rena Nadoff sent a letter to the Company s Board of Directors with substantially the same claims and a request that the Board of Directors investigate the claims and take appropriate action. The Board of Directors has established a committee, which is advised by its own counsel, to review the matter.

On February 26, 2007, Dana Ross filed a class action complaint in the U.S. District Court for the District of Columbia in which she alleges that Allied Capital Corporation and certain members of

58

### **Table of Contents**

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

## Note 13. Litigation, continued

management violated Sections 10(b) and 20(a) of the Securities Exchange Act of 1934 and Rule 10b-5 thereunder. Thereafter, the court appointed new lead counsel and approved new lead plaintiffs. On July 30, 2007, plaintiffs served an amended complaint. Plaintiffs claim that, between November 7, 2005, and January 22, 2007, Allied Capital either failed to disclose or misrepresented information about its portfolio company, Business Loan Express, LLC. Plaintiffs seek unspecified compensatory and other damages, as well as other relief. The Company believes the lawsuit is without merit, and intends to defend the lawsuit vigorously. On September 13, 2007, the Company filed a motion to dismiss the lawsuit. The motion is pending.

In addition, the Company is party to certain lawsuits in the normal course of business.

While the outcome of any of the open legal proceedings described above cannot at this time be predicted with certainty, the Company does not expect these matters will materially affect its financial condition or results of operations.

59

### **Table of Contents**

### **Report of Independent Registered Public Accounting Firm**

The Board of Directors and Shareholders

Allied Capital Corporation:

We have reviewed the accompanying consolidated balance sheet of Allied Capital Corporation and subsidiaries, including the consolidated statement of investments, as of September 30, 2007, the related consolidated statements of operations, for the three- and nine-month periods ended September 30, 2007 and 2006, and the consolidated statements of changes in net assets and cash flows and the financial highlights (included in Note 12) for the nine-month periods ended September 30, 2007 and 2006. These consolidated financial statements and financial highlights are the responsibility of the Company s management.

We conducted our reviews in accordance with standards of the Public Company Accounting Oversight Board (United States). A review of interim financial information consists principally of applying analytical procedures and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with standards of the Public Company Accounting Oversight Board (United States), the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our reviews, we are not aware of any material modifications that should be made to the consolidated financial statements and financial highlights referred to above for them to be in conformity with U.S. generally accepted accounting principles.

We have previously audited, in accordance with standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheet of Allied Capital Corporation and subsidiaries, including the consolidated statement of investments, as of December 31, 2006, and the related consolidated statements of operations, changes in net assets and cash flows (not presented herein), and the financial highlights, for the year then ended; and in our report dated February 28, 2007, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet including the consolidated statement of investments as of December 31, 2006, is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.

Washington, D.C.

November 7, 2007

60

# Schedule 12-14 ALLIED CAPITAL CORPORATION AND SUBSIDIARIES

# ALLIED CAPITAL CORPORATION AND SUBSIDIARIES SCHEDULE OF INVESTMENTS IN AND ADVANCES TO AFFILIATES

Amount of
<b>Interest or</b>
Dividends

PRIVATE FINANCE Portfolio Company		Credited	inus	December 31, 2006	Gross	Gross	September 30,
(in thousands)	Investment <sup>(1)</sup>	to Income <sup>(6)</sup>	Other <sup>(2)</sup>	Value	Additions(3)	Reductions <sup>(4)</sup>	Value
Companies Mon	re Than 25% Own	ed					
Alaris Consulting, LLC (Business Services)	Senior Loan <sup>(5)</sup> Equity Interests			\$	\$ 572 1,025	\$ (572) (1,025)	\$
AllBridge Financial, LLC (Financial Services)	Equity Interests				2,300		2,300
Allied Capital Senior Debt Fund, L.P. (Private Debt Fund)	Equity Interests				19,535		19,535
Avborne, Inc. (Business Services)	Preferred Stock Common Stock			918		(68)	850
Avborne Heavy Maintenance, Inc. (Business Services)	Preferred Stock Common Stock				973		973
Aviation Properties Corporation (Business Services)	Common Stock				65	(65)	

	_						
Border Foods, Inc. (Consumer Products)	Preferred Stock Common Stock				2,473		2,473
Business Loan Express, LLC (Financial	Class A Equity						
Services)	Interests <sup>(5)</sup>			66,622	29,200		95,822
	Class B Equity Interests			79,139		(38,251)	40,888
	Class C Equity Interests			64,976		(64,976)	
Calder Capital Partners, LLC (Financial	Senior Loan <sup>(5)</sup>		\$ 33	975	1,326	(83)	2,218
Services)	Equity Interests			2,076	159	(1,888)	347
Callidus Capital Corporation (Financial	Senior Loan Subordinated	\$ 42			2,100	(2,100)	
Services)	Debt Common Stock	850		5,762 22,550	813 20,090		6,575 42,640
Coverall North America, Inc. (Business	Unitranche Debt Subordinated	3,240		36,333	27	(1,446)	34,914
Services)	Debt Common Stock	687		5,972 19,619	5 3,399		5,977 23,018
CR Holding, Inc. (Consumer	Subordinated Debt	5,092		39,401	1,051		40,452
Products)	Common Stock			25,738	15,296		41,034
Direct Capital Corporation (Financial	Subordinated Debt	3,451			37,515		37,515
Services)	Common Stock				19,250	(12,327)	6,923
Financial Pacific Company	Subordinated Debt	9,473		71,362	1,113		72,475
(Financial		7,475					
Services)	Preferred Stock Common Stock			15,942 65,186	2,512	(18,164)	18,454 47,022
ForeSite Towers, LLC	Equity Interest	1,269		12,290		(11,409)	881

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

(Tower Leasing)						
Global Communications LLC (Business Services)	Senior Loan <sup>(5)</sup> Subordinated Debt <sup>(5)</sup> Preferred Equity Interest Options		15,957 11,237		(8,381) (11,237)	7,576
Gordian Group, Inc. (Business Services)	Senior Loan <sup>(5)</sup> Common Stock	(11)		9,169	(9,169)	
Healthy Pet Corp. (Consumer Services)	Senior Loan Subordinated Debt Common Stock	1,309 2,893	27,038 43,579 28,921	6,350 580 1,221	(33,388) (44,159) (30,142)	
HMT, Inc. (Energy Services)	Preferred Stock  Common Stock  Warrants		2,637 8,664 3,336		(2,637) (8,664) (3,336)	
Hot Stuff Foods, LLC <sup>(7)</sup> (Consumer Products)	Senior Loan Subordinated Debt Subordinated Debt <sup>(5)</sup> Common Stock	3,106 5,601		49,681 61,302 8,461	(330) (19,111) (8,461)	49,351 42,191
Huddle House, Inc. (Retail)	Senior Loan Subordinated Debt Common Stock	426 6,731	19,950 58,196 41,662	1,131 2,729	(19,950) (178) (129)	59,149 44,262

See related footnotes at the end of this schedule.

Amount of Interest or Dividends

PRIVATE FINANCE Portfolio Company		Credited	December 31, 2006	Gross	Gross	Sept	tember 30, 2007
(in thousands)	Investment <sup>(1)</sup>	to Income <sup>(6)</sup> Other <sup>(2)</sup>	Value	Additions <sup>(3)</sup>	Reductions(4)		Value
Impact Innovations Group, LLC (Business Services)	Equity Interests in Affiliate	\$	873		(553)		320
Insight Pharmaceuticals  Corporation	Subordinated Debt Subordinated Debt <sup>(5)</sup>	\$ 4,406	43,884 15,966	\$ 920 660	\$	\$	44,804 16,626
(Consumer Products)	Preferred Stock Common Stock		7,845		(6,000)		1,845
Jakel, Inc. (Industrial Products)	Subordinated Debt <sup>(5)</sup> Preferred Stock Common Stock	1	6,655	9,037 9,347 6,460	(14,117) (9,347) (6,460)		1,575
Legacy Partners Group, Inc. (Financial Services)	Senior Loan (5) Subordinated Debt Equity Interests		4,843	2,804 2,952 1,271	(3,804) (2,952)		3,843
Litterer Beteiligungs-GmbH (Business Services)	Subordinated Debt Equity Interest	32	692 1,199	56 386			748 1,585
Mercury Air Centers, Inc. (Business Services)	Subordinated Debt Common Stock	5,054	49,217 195,019	1,654	(50,871) (195,019)		
MVL Group, Inc. (Business Services)	Senior Loan	2,743 4,408	27,245 35,478	3,388 4,173			30,633 39,651

	Subordinated Debt Common Stock			4,961		4,961
Old Orchard Brands, LLC (Consumer Products)	Senior Loan Subordinated Debt Equity Interests	347 1,498		23,500 19,342 19,602	(23,500)	19,342 19,602
Penn Detroit Diesel Allison, LLC (Business Services)	Subordinated Debt Equity Interests	4,525	37,994 25,949	886 2,846		38,880 28,795
Powell Plant Farms, Inc. (Consumer Products)	Senior Loan <sup>(5)</sup> Subordinated Debt <sup>(5)</sup> Preferred Stock Warrants		26,192 962	3,950 18,261	(28,792) (19,223)	1,350
Service Champ, Inc. (Business Services)	Subordinated Debt Common Stock	3,317	27,619 16,786	546 9,569		28,165 26,355
Staffing Partners Holding Company, Inc. (Business Services)	Subordinated Debt <sup>(5)</sup>		486	58		544
Startec Global Communications Corporation (Telecommunications)	Senior Loan Common Stock	723	15,965 11,232	26,023	(15,965) (37,255)	
Startec Equity, LLC (Telecommunications)	Equity Interests			440		440
Sweet Traditions, Inc. (Retail)	Senior Loan <sup>(5)</sup> Preferred Stock Common Stock	1,088	35,172 400 50	1,501 550	(950) (50)	36,673

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

Triview Investments, Inc. (Broadcasting &	Senior Loan Subordinated	966	14,747	11	(14,325)	433
Cable/ Business Services/	Debt Subordinated	9,934	56,008	32,009	(45,427)	42,590
Consumer Products)	Debt <sup>(5)</sup> Common	592	4,342	792	(3,600)	1,534
	Stock	37	31,322	53,458	(2,003)	82,777
Worldwide Express Operations, LLC (Business Services)	Subordinated Debt Equity	65		2,800	(176)	2,624
,	Interests Warrants			12,900 163		12,900 163
Total companies more owned	than 25%	\$83,895	\$1,490,180			\$1,236,844
Companies 5% to 25% Owned						
Advantage Sales &						
Marketing, Inc.	Subordinated Debt	\$14,002	\$ 151,648	\$ 2,393	\$	\$ 154,041
(Business Services)	Equity Interests		11,000			11,000
Air Medical Group Holdings LLC	Senior Loan	167	1,763	5,233	(5,130)	1,866
(Healthcare Services)	Subordinated Debt	1,931	35,128	318	(35,446)	
	Equity Interests		5,950	4,850		10,800
Alpine ESP Holdings, Inc.	Preferred Stock		602	117		719
			602	117 300		719 300
Inc.	Stock Common	764	602 8,400			

See related footnotes at the end of this schedule.

# **Table of Contents**

Amount of
Interest or
Dividende

		Divide	ends	D 1			
PRIVATE FINANCE				December 31,			September 30,
Portfolio Company		Credited		2006	Gross	Gross	2007
(in thousands)	Investment <sup>(1)</sup>	to Income <sup>(6)</sup>	Other <sup>(2)</sup>	Value	Additions(3)	Reductions <sup>(4)</sup>	Value
BB&T Capital Partners/Windsor Mezzanine Fund, LLC (Private Equity Fund)	Equity Interests			\$ 5,554	\$ 53	\$	\$ 5,607
Becker Underwood, Inc.	Subordinated Debt	\$ 2,711		24,163	473		24,636
(Industrial Products)	Common Stock			3,700	500		4,200
BI Incorporated	Subordinated Debt	3,137		30,135	360		30,495
(Business Services)	Common Stock			4,100	3,300		7,400
CitiPostal, Inc. and Affiliates (Business	Senior Loan Equity	1,754		20,569	2,326	(780)	22,115
Services)	Interests			4,700	2,287	(87)	6,900
Creative Group, Inc.	Subordinated Debt <sup>(5)</sup>	480		13,656	30	(4,427)	9,259
(Business Services)	Warrant			1,387		(1,387)	
Drew Foam Companies, Inc. (Business	Preferred Stock Common			722		(326)	396
Services)	Stock			7		(7)	
MedBridge Healthcare, LLC (Healthcare Services)	Senior Loan <sup>(5)</sup> Subordinated Debt <sup>(5)</sup> Convertible			7,164 1,813		(90)	7,164 1,723

	Subordinated Debt <sup>(5)</sup> Equity Interests				110	(110)	
MHF Logistical Solutions,Inc <sup>(8)</sup> (Business Services)	Subordinated Debt <sup>(5)</sup> Subordinated Debt <sup>(5)</sup> Common Stock Warrants				27,518	(16,933)	10,585
Multi-Ad Services, Inc. (Business Services)	Unitranche Debt Equity Interests	1,716		19,879 2,000	19	(150) (1,058)	19,748 942
Nexcel Synthetics, LLC (Consumer Products)	Subordinated Debt Equity Interests	611		10,978 1,486	199 269	(11,177) (1,755)	
PresAir LLC (Industrial Products)	Senior Loan <sup>(5)</sup> Equity Interests		\$ 27	2,206	5	(1,406) (5)	800
Progressive International Corporation (Consumer Products)	Subordinated Debt Preferred Stock Common Stock Warrants	842		7,533 1,024 2,300	121 2,800	(3,684)	3,970 1,017 5,100
Regency Healthcare Group, LLC (Healthcare Services)	Senior Loan Unitranche Debt Equity Interests	88 1,448		1,232 19,908 1,616	2 45 69	(750) (8,000)	484 11,953 1,685
SGT India Private Limited (Business Services)	Common Stock			3,346	155	(876)	2,625
Soteria Imaging Services, LLC	Subordinated Debt	1,645		17,569	1,133	(5,000)	13,702

(Healthcare Services)	Equity Interests		2,541	100		2,641
Universal						
Environmental						
Services, LLC	Unitranche					
	Debt	815	10,211	777	(10,988)	
(Business	Equity					
Services)	Interests			15	(15)	
Total companies 5% to 25%						
owned		\$32,111	\$449,813			\$397,930

This schedule should be read in conjunction with the Company s consolidated financial statements, including the consolidated statement of investments and Note 3 to the consolidated financial statements. Note 3 includes additional information regarding activities in the private finance portfolio.

- (1) Common stock, preferred stock, warrants, options, and equity interests are generally non-income producing and restricted. The principal amount for loans and debt securities and the number of shares of common stock and preferred stock is shown in the consolidated statement of investments as of September 30, 2007.
- (2) Other includes interest, dividend, or other income which was applied to the principal of the investment and therefore reduced the total investment. These reductions are also included in the Gross Reductions for the investment, as applicable.
- (3) Gross additions include increases in the cost basis of investments resulting from new portfolio investments, paid-in-kind interest or dividends, the amortization of discounts and closing fees, the exchange of one or more existing securities for one or more new securities and the movement of an existing portfolio company into this category from a different category. Gross additions also include net increases in unrealized appreciation or net decreases in unrealized depreciation.
- (4) Gross reductions include decreases in the cost basis of investments resulting from principal collections related to investment repayments or sales, the exchange of one or more existing securities for one or more new securities and the movement of an existing portfolio company out of this category into a different category. Gross reductions also include net increases in unrealized depreciation or net decreases in unrealized appreciation.
- (5) Loan or debt security is on non-accrual status at September 30, 2007, and is therefore considered non-income producing. Loans or debt securities on non-accrual status at the end of the period may or may not have been on non-accrual status for the full period.
- (6) Represents the total amount of interest or dividends credited to income for the portion of the year an investment was included in the companies more than 25% owned or companies 5% to 25% owned categories, respectively.
- (7) In the first quarter of 2007, the Company exercised its option to acquire a majority of the voting securities of Hot Stuff Foods, LLC (Hot Stuff) at fair market value. Therefore, Hot Stuff was reclassified to companies more than 25% owned in the first quarter of 2007. At December 31, 2006, the Company s investment in Hot Stuff was included in the companies less than 5% owned category.
- (8) In the second quarter of 2007, the Company obtained a seat on the board of directors of MHF Logistical Solutions, Inc. (MHF). Therefore, MHF was reclassified to companies 5% to 25% owned in the second quarter of 2007. At

December 31, 2006, the Company  $\,$  s investment in MHF was included in the companies less than 5% owned category.

63

### Item 2. Management s Discussion and Analysis of Financial Condition and Results of Operations

The following analysis of the financial condition and results of operations of the Company should be read in conjunction with the Company s Consolidated Financial Statements and the Notes thereto included herein and in the Company s annual report on Form 10-K for the year ended December 31, 2006. In addition, this quarterly report on Form 10-Q contains certain forward-looking statements. These statements include the plans and objectives of management for future operations and financial objectives and 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 evariations thereon or comparable terminology. These forward-looking statements are subject to the inherent uncertainties in predicting future results and conditions. Certain factors that could cause actual results and conditions to differ materially from those projected in these forward-looking statements are set forth below in the Risk Factors section. Other factors that could cause actual results to differ materially include:

changes in the economy and general economic conditions;

risks associated with possible disruption in our operations due to terrorism;

future changes in laws or regulations and conditions in our operating areas; and

other risks and uncertainties as may be detailed from time to time in our public announcements and SEC filings. Financial or other information presented for private finance portfolio companies has been obtained from the portfolio companies, and the financial information presented may represent unaudited, projected or pro forma financial information, and therefore may not be indicative of actual results. In addition, the private equity industry uses financial measures such as EBITDA or EBITDAM (Earnings Before Interest, Taxes, Depreciation, Amortization and, in some instances, Management fees) in order to assess a portfolio company s financial performance and to value a portfolio company. EBITDA and EBITDAM are not intended to represent cash flow from operations as defined by U.S. generally accepted accounting principles and such information should not be considered as an alternative to net income, cash flow from operations or any other measure of performance prescribed by U.S. generally accepted accounting principles.

### **OVERVIEW**

As a business development company, we are in the private equity business. Specifically, we provide long-term debt and equity investment capital to companies in a variety of industries. Our private finance activity principally involves providing financing to middle market U.S. companies through privately negotiated long-term debt and equity investment capital. Our financing is generally used to fund buyouts, acquisitions, growth, recapitalizations, note purchases, and other types of financings. We generally invest in private companies though, from time to time, we may invest in companies that are public but lack access to additional public capital. Our investment objective is to achieve current income and capital gains.

Our portfolio composition at September 30, 2007 and 2006, and December 31, 2006, was as follows:

	Septem	September 30,	
	2007	2006	2006
Private finance	97%	97%	97%
Commercial real estate finance	3%	3%	3%
6	4		

#### **Table of Contents**

Our earnings depend primarily on the level of interest and dividend income, fee and other income, and net realized and unrealized gains or losses on our investment portfolio after deducting interest expense on borrowed capital, operating expenses and income taxes, including excise tax. Interest income results from the stated interest rate earned on a loan or debt security and the amortization of loan origination fees and discounts. The level of interest income is directly related to the balance of the interest-bearing investment portfolio outstanding during the period multiplied by the weighted average yield. Our ability to generate interest income is dependent on economic, regulatory, and competitive factors that influence new investment activity, interest rates on the types of loans we make, the level of repayments in the portfolio, the amount of loans and debt securities for which interest is not accruing and our ability to secure debt and equity capital for our investment activities. The level of fee income is primarily related to the level of new investment activity and the level of fees earned from portfolio companies. The level of investment activity can vary substantially from period to period depending on many factors, including the amount of debt and equity capital available to middle market companies, the level of merger and acquisition activity for such companies, the general economic environment, and the competitive environment for the types of investments we make.

Because we are a regulated investment company for tax purposes, we intend to distribute substantially all of our annual taxable income available for distribution to shareholders as dividends to our shareholders. See Other Matters below.

#### PORTFOLIO AND INVESTMENT ACTIVITY

The total portfolio at value, investment activity, and the yield on interest-bearing investments at and for the three and nine months ended September 30, 2007 and 2006, and at and for the year ended December 31, 2006, were as follows:

	At and for the Three Months Ended September 30,			Ended	At and for the Nine Months Ended September 30,				At and for the Year Ended December 31,		
	2007		2006		2007		2006		2006		
(\$ in millions)											
Portfolio at value	\$4,3	26.9	\$4	,119.6	\$4,	,326.9	\$4	,119.6	\$	4,496.1	
Investments funded	\$ 5'	77.5	\$	629.5	\$1,	,236.7	\$ 1	,880.8	\$	2,437.8	
Change in accrued or reinvested											
interest and dividends <sup>(1)</sup>	\$	5.1	\$	7.2	\$	22.8	\$	(1.8)	\$	11.3	
Principal collections related to											
investment repayments or sales <sup>(2)</sup>	\$ 3:	51.1	\$	116.3	\$1,	086.5	\$	885.9	\$	1,055.3	
Yield on interest-bearing portfolio											
investments <sup>(3)</sup>		11.9%		12.4%		11.9%		12.4%		11.9%	

- (1) Includes changes in accrued or reinvested interest related to our investments in money market securities of \$1.9 million and \$1.3 million for the three months ended September 30, 2007 and 2006, respectively, and \$6.6 million, \$3.0 million, and \$3.1 million for the nine months ended September 30, 2007 and 2006, and for the year ended December 31, 2006, respectively.
- (2) Principal collections related to investment repayments or sales for the three and nine months ended September 30, 2007, included collections of \$14.8 million and \$197.2 million, respectively, related to the sale of loans to the Allied Capital Senior Debt Fund, L.P. See discussion below.
- (3) The weighted average yield on interest-bearing investments is computed as the (a) annual stated interest on accruing loans and debt securities plus the annual amortization of loan origination fees, original issue discount, and

market discount on accruing loans and debt securities less the annual amortization of loan origination costs, plus the effective interest yield on the preferred shares/ income notes of CLOs divided by (b) total interest-bearing investments at value. The weighted average yield is computed as of the balance sheet date.

65

# **Table of Contents**

### **Private Finance**

The private finance portfolio at value, investment activity, and the yield on loans and debt securities at and for the three and nine months ended September 30, 2007 and 2006, and at and for the year ended December 31, 2006, were as follows:

			ree Mont ember 30,			nd for the nded Sept	At and for the Year Ended			
	200	7	200	06	200	7	200	6	Decemb 200	
<i>(</i> Φ • • • • • • • • • • • • • • • • • • •	Value	Yield <sup>(1)</sup>	Value	Yield <sup>(1)</sup>	Value	Yield <sup>(1)</sup>	Value	Yield <sup>(1)</sup>	Value	Yield <sup>(1)</sup>
( <b>\$ in millions</b> ) Portfolio at										
value:										
Loans and debt securities:										
Senior loans	\$ 481.6	9.3%	\$ 342.4	8.7%	\$ 481.6	9.3%	\$ 342.4	8.7%	\$ 405.2	8.4%
Unitranche debt	698.1	11.5%	745.8	11.2%	698.1	11.5%	745.8	11.2%	799.2	11.2%
Subordinated										
debt	1,927.1	12.6%	1,817.0	13.7%	1,927.1	12.6%	1,817.0	13.7%	1,980.8	12.9%
Total loans and debt securities Equity	3,106.8	11.8%	2,905.2	12.5%	3,106.8	11.8%	2,905.2	12.5%	3,185.2	11.9%
Securities: Preferred shares/incom notes of CLOs <sup>(2)</sup>	e 131.5	15.1%	87.7	13.7%	131.5	15.1%	87.7	13.7%	97.2	15.5%
Other equity	101.0	10.17,0	0,	101,70	101.0	10.17,6	0,	101, ,0	7	10.0 %
securities	968.8		994.9		968.8		994.9		1,095.5	
Total equity securities	1,100.3		1,082.6		1,100.3		1,082.6		1,192.7	
Total portfolio	\$4,207.1		\$3,987.8		\$4,207.1		\$3,987.8		\$4,377.9	
Investments funded <sup>(3)</sup> Change in	\$ 576.1		\$ 629.2		\$ 1,219.9		\$ 1,866.6		\$ 2,423.4	
accrued or reinvested interest and dividends	\$ 4.4		\$ 5.8		\$ 17.3		\$ (5.4)		\$ 7.2	

Principal collections related to investment repayments or

repayments or sales<sup>(4)</sup> \$ 346.2 \$ 115.6 \$ 1,063.3 \$ 868.0 \$ 1,015.4

- (1) The weighted average yield on loans and debt securities is computed as the (a) annual stated interest on accruing loans and debt securities plus the annual amortization of loan origination fees, original issue discount, and market discount on accruing loans and debt securities less the annual amortization of loan origination costs, divided by (b) total loans and debt securities at value. The weighted average yield on the preferred shares/income notes of CLOs is calculated as the (a) effective interest yield on the preferred shares/income notes of CLOs, divided by (b) preferred shares/income notes of CLOs at value. The weighted average yields are computed as of the balance sheet date.
- (2) Investments in the preferred shares/income notes of CLOs earn a current return that is included in interest income in the consolidated statement of operations.
- (3) Investments funded for the nine months ended September 30, 2006, and for the year ended December 31, 2006, included debt investments in certain portfolio companies received in conjunction with the sale of such companies. See Private Finance, Investments Funded below.
- (4) Includes collections from the sale or repayment of senior loans totaling \$312.6 million, \$268.3 million, and \$322.7 million for the nine months ended September 30, 2007 and 2006, and for the year ended December 31, 2006, respectively.

Our investment activity is focused on making long-term investments in the debt and equity of primarily private middle market companies. Debt investments may include senior loans, unitranche debt (a single debt investment that is a blend of senior and subordinated debt terms), or subordinated debt (with or without equity features). The junior debt that we invest in that is lower in repayment priority than senior debt is also known as mezzanine debt. Equity investments may include a minority equity stake in connection with a debt investment or a substantial equity stake in connection with a buyout transaction. In a buyout transaction, we generally invest in senior and/or subordinated debt and equity (preferred and/or voting or non-voting common) where our equity ownership represents a significant portion of the equity, but may or may not represent a controlling interest.

We intend to take a balanced approach to private equity investing that emphasizes a complementary mix of debt investments and buyout investments. The combination of these two types

66

#### **Table of Contents**

of investments provides current interest and related portfolio income and the potential for future capital gains. In addition, we may invest in funds that are managed or co-managed by us that are complementary to our business of investing in middle market companies, such as the Allied Capital Senior Debt Fund (discussed below). Investments in funds may provide current interest and related portfolio income, including management fees.

The private equity investment marketplace for middle market companies remained active through September 30, 2007. Purchase price multiples remained high and debt pricing remained competitive. We did not fund as many investments during the nine months ended September 30, 2007, as we did during the nine months ended September 30, 2006, because we believed that many new investment opportunities were mis-priced or over-leveraged, and therefore, did not present an opportunity to make a reasonable investment return. For 2006, we reviewed over \$65 billion in prospective investments and we closed on approximately 3% of the potential new investments that we reviewed. For the nine months ended September 30, 2007, we reviewed over \$67 billion in prospective investments and we closed on approximately 2% of the potential new investments we reviewed.

The level of investment activity for investments funded and principal repayments for private finance investments can vary substantially from period to period depending on the number and size of investments that we make or that we exit and many other factors, including the amount of debt and equity capital available to middle market companies, the level of merger and acquisition activity for such companies, the general economic environment, and the competitive environment for the types of investments we make.

67

#### **Table of Contents**

*Investments Funded.* Investments funded and the weighted average yield on loans and debt securities funded for the nine months ended September 30, 2007 and 2006, and for the year ended December 31, 2006, consisted of the following:

# For the Nine Months Ended September 30, 2007

	Debt Inve	stments		yout tments	Total			
	Amount	Yield <sup>(1)</sup>	Amount	$Yield^{(1)}$	Amount	Yield <sup>(1)</sup>		
(\$ in millions)								
Loans and debt securities:								
Senior loans	\$ 285.6	10.3%	\$ 83.0	10.7%	\$ 368.6	10.4%		
Unitranche debt <sup>(2)</sup>	104.0	10.8%			104.0	10.8%		
Subordinated debt	279.0	12.4%	186.3	12.1%	465.3	12.3%		
Total loans and debt securities	668.6	11.3%	269.3	11.7%	937.9	11.4%		
Equity	155.2(4)(5)		126.8		282.0			
	****							
Total	\$823.8		\$ 396.1		\$ 1,219.9			
					· ·			

## For the Nine Months Ended September 30, 2006

	Debt Inves	stments		yout tments	Total		
	Amount	Yield <sup>(1)</sup>	Amount	Yield <sup>(1)</sup>	Amount	Yield <sup>(1)</sup>	
(\$ in millions)							
Loans and debt securities:							
Senior loans	\$ 202.4	9.4%	\$ 167.3	8.8%	\$ 369.7	9.1%	
Unitranche debt <sup>(2)</sup>	348.7	10.6%	146.5	12.9%	495.2	11.3%	
Subordinated debt <sup>(3)</sup>	508.0	13.1%	250.8	13.9%	758.8	13.3%	
Total loans and debt securities	1,059.1	11.5%	564.6	12.1%	1,623.7	11.8%	
Equity	$62.9_{(4)}$		180.0		242.9		
Total	\$ 1,122.0		\$ 744.6		\$ 1,866.6		

## For the Year Ended December 31, 2006

	<b>Debt Investments</b>		<b>Buyout In</b>	vestments	Total		
(\$ in millions)	Amount	Yield <sup>(1)</sup>	Amount	Yield <sup>(1)</sup>	Amount	Yield <sup>(1)</sup>	
Loans and debt securities:							

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

Senior loans	\$ 245.4	9.4% \$ 239.8	8.9% \$ 485.2	9.2%
Unitranche debt <sup>(2)</sup>	471.7	10.7% 146.5	12.9% 618.2	11.3%
Subordinated debt <sup>(3)</sup>	510.7	13.0% 423.8	14.4% 934.5	13.6%
Total loans and debt securities	1,227.8	11.4% 810.1	12.5% 2,037.9	11.9%
Equity	91.4(4)	294.1	385.5	
Total	\$1,319.2	\$ 1,104.2	\$ 2,423.4	

- (1) The weighted average yield on interest-bearing investments is computed as the (a) annual stated interest on accruing interest-bearing investments, divided by (b) total interest-bearing investments funded.
- (2) Unitranche debt is a single debt investment that is a blend of senior and subordinated debt terms. The yield on a unitranche investment reflects the blended yield of senior and subordinated debt.
- (3) Debt investments funded for the nine months ended September 30, 2006, and for the year ended December 31, 2006, included a \$150 million subordinated debt investment in Advantage Sales & Marketing, Inc. received in conjunction with the sale of Advantage and a \$30 million subordinated debt investment in STS Operating, Inc. received in conjunction with the sale of STS.
- (4) Equity investments for the nine months ended September 30, 2007 and 2006, and for the year ended December 31, 2006, included \$42.4 million, \$12.5 million, and \$26.1 million, respectively, in investments in the preferred shares/income notes of collateralized loan obligations (CLOs) that are managed by Callidus Capital Corporation, a portfolio company controlled by us. These CLOs primarily invest in senior debt.
- (5) Equity investments for the nine months ended September 30, 2007, included \$19.1 million invested in the Allied Capital Senior Debt Fund, L.P. See discussion below.

68

#### **Table of Contents**

We generally fund new investments using cash. In addition, we may acquire securities in exchange for our common equity. Also, we may acquire new securities through the reinvestment of previously accrued interest and dividends in debt or equity securities, or the current reinvestment of interest and dividend income through the receipt of a debt or equity security (payment-in-kind income). From time to time we may opt to reinvest accrued interest receivable in a new debt or equity security in lieu of receiving such interest in cash.

We may underwrite or arrange senior loans related to our portfolio investments or for other companies that are not in our portfolio. When we underwrite or arrange senior loans, we may earn a fee for such activities. Senior loans underwritten or arranged by us may or may not be funded by us at closing. When these senior loans are closed, we may fund all or a portion of the underwritten commitment pending sale of the loan to other investors, which may include loan sales to Callidus Capital Corporation (Callidus), a portfolio company controlled by us, or funds managed by Callidus or by us, including the Allied Capital Senior Debt Fund, L.P. (discussed below). After completion of loan sales, we may or may not retain a position in these senior loans. We generally earn a fee on the senior loans we underwrite or arrange whether or not we fund the underwritten commitment. In addition, we may fund most or all of the debt and equity capital upon the closing of certain buyout transactions, which may include investments in lower-yielding senior debt. Subsequent to the closing, the portfolio company may refinance all or a portion of the lower-yielding senior debt, which would reduce our investment. Principal collections include repayments of senior debt funded by us that was subsequently sold by us or refinanced or repaid by the portfolio companies.

Allied Capital Senior Debt Fund, L.P. AC Corp is the investment manager to the Allied Capital Senior Debt Fund, L.P. (the Fund), a private fund that generally invests in senior, unitranche and second lien debt. The Fund has closed on \$125 million in equity capital commitments. Callidus acts as special manager to the Fund. One of our affiliates is the general partner of the Fund, and AC Corp serves as collateral manager to a warehouse financing vehicle associated with the Fund. AC Corp will earn a management fee of up to 2% of the net asset value of the Fund and will pay Callidus 25% of that management fee to compensate Callidus for its role as special manager.

We are a special limited partner in the Fund, which is a portfolio investment, and have committed \$31.8 million to the Fund, of which \$19.1 million has been funded. At September 30, 2007, our investment in the Fund totaled \$19.1 million at cost and \$19.5 million at value. As a special limited partner, we expect to earn an incentive allocation of 20% of the annual net income of the Fund, subject to certain performance benchmarks. The value of our investment in the Fund is based on the net asset value of the Fund, which reflects the capital invested plus our allocation of the net earnings of the Fund, including the incentive allocation.

In connection with the Fund s formation in June 2007, we sold an initial portfolio of approximately \$183 million of seasoned assets with a weighted average yield of 10.3% to a warehouse financing vehicle associated with the Fund. In the third quarter of 2007, we sold \$14.8 million of seasoned assets with a weighted average yield of 8.6% to the warehouse financing vehicle. We may sell additional loans to the Fund or the warehouse financing vehicle. In addition, during the third quarter of 2007, we repurchased one asset totaling \$12.0 million from the Fund, which we had sold to the Fund in June 2007.

*Yield.* The weighted average yield on the private finance loans and debt securities was 11.8% at September 30, 2007, as compared to 12.5% and 11.9% at September 30, 2006, and December 31, 2006, respectively. The weighted average yield on the private finance loans and debt securities may fluctuate from period to period depending on the yield on new loans and debt securities funded, the yield on loans and debt securities repaid, the amount of loans and debt securities for which interest is not accruing (see Portfolio Asset Quality Loans and Debt Securities on Non-Accrual Status

69

#### **Table of Contents**

below) and the amount of lower-yielding senior or unitranche debt in the portfolio at the end of the period. Yields on loans and debt securities have been generally lower because of the supply of capital available to middle market companies.

The yield on the private finance loans and debt securities has declined partly due to our strategy to pursue investments where our position in the portfolio company capital structure is more senior, such as senior debt and unitranche investments that typically have lower yields than subordinated debt investments. In addition, during the fourth quarter of 2006, the guaranteed dividend yield on our investment in BLX s 25% Class A equity interests was placed on non-accrual status. The Class A equity interests are included in our loans and debt securities. See Business Loan Express, LLC below.

*Outstanding Investment Commitments.* At September 30, 2007, we had outstanding private finance investment commitments as follows:

	Companies More Than		5	panies % to 5%		ompanies ess Than			
	25% (	25% Owned <sup>(1)</sup>		Owned		5% Owned		Total	
(\$ in millions)									
Senior loans	\$	12.4	\$	15.0	\$	123.0	\$	150.4(2)	
Unitranche debt						45.4		45.4	
Subordinated debt		18.0		0.1				18.1	
Total loans and debt securities		30.4		15.1		168.4		213.9	
Equity securities		118.5		16.1		78.1		212.7(3)	
Total	\$	148.9	\$	31.2	\$	246.5	\$	426.6	

<sup>(1)</sup> Includes various commitments to Callidus Capital Corporation (Callidus), a portfolio company controlled by us, which owns 80% (subject to dilution) of Callidus Capital Management, LLC, an asset management company that structures and manages collateralized debt obligations (CDOs), collateralized loan obligations (CLOs), and other related investments, as follows:

	mitted nount	Amount Drawn	Amo Avai to Dra	lable be
(\$ in millions)				
Revolving line of credit for working capital	\$ 4.0	\$	\$	4.0
Subordinated debt to support warehouse facilities & warehousing				
activities(*)	18.0			18.0
Purchase of preferred equity in future CLO transactions (**)				
Total	\$ 22.0	\$	\$	22.0

- (\*) Callidus has a synthetic credit facility with a third party for up to approximately \$66 million. We have agreed to designate our subordinated debt commitment for Callidus to draw upon to provide first loss capital as needed to support this facility.
- (\*\*) Subsequent to September 30, 2007, we made an additional commitment to Callidus to purchase preferred equity in future CLO transactions of \$27.5 million.
- (2) Includes \$133.6 million in the form of revolving senior debt facilities to 31 portfolio companies.
- (3) Includes \$94.2 million to 21 private equity and venture capital funds, including \$4.3 million in co-investment commitments to one private equity fund, and \$12.7 million committed to the Allied Capital Senior Debt Fund, L.P. (see discussion above).

In addition to these outstanding investment commitments at September 30, 2007, we may be required to fund additional amounts under earn-out arrangements primarily related to buyout transactions in the future if those companies meet agreed-upon performance targets. We also had

70

#### **Table of Contents**

commitments to private finance portfolio companies in the form of standby letters of credit and guarantees totaling \$319.2 million. See Financial Condition, Liquidity and Capital Resources.

*Business Loan Express, LLC.* BLX originates, sells, and services primarily real estate secured loans, including real estate secured conventional loans, loans under the SBA 7(a) Guaranteed Loan Program, and small commercial real estate loans. BLX is headquartered in New York, NY and maintains offices in other U.S. locations. We acquired BLX in 2000.

At September 30, 2007, our investment in BLX totaled \$324.6 million at cost and \$136.7 million at value, or 2.8% of our total assets, which included unrealized depreciation of \$187.9 million. See Results of Operations, Valuation of Business Loan Express, LLC for a discussion of the determination of the value of BLX at September 30, 2007. In the first half of 2007, we increased our investment in BLX by \$29.2 million by acquiring additional Class A equity interests. In addition, in the first quarter of 2007, the chief executive officer of BLX invested \$3.0 million in the form of Class A equity interests in BLX. We plan to purchase these interests from him in conjunction with a restructuring of the BLX operations as discussed below. The purpose of these additional investments was to fund payments to the SBA in the first quarter of 2007 discussed below and to provide additional equity capital to BLX.

Total interest and related portfolio income earned from our investment in BLX for the nine months ended September 30, 2007 and 2006, was as follows:

	2007	2006
(\$ in millions)		
Interest income on subordinated debt and Class A equity interests	\$	\$ 11.9
Fees and other income	4.1	6.3
Total interest and related portfolio income	\$ 4.1	\$ 18.2

Interest and dividend income from BLX for the nine months ended September 30, 2006, included interest income of \$5.7 million, which was paid in kind. The interest paid in kind was paid to us through the issuance of additional Class A equity interests. In the fourth quarter of 2006, we placed our investment in BLX s 25% Class A equity interests on non-accrual status. As a result, there was no interest income from our investment in BLX for the nine months ended September 30, 2007, and this resulted in lower interest income from our investment in BLX for the first nine months of 2007 compared to the first nine months of 2006.

In consideration for providing a guaranty on BLX s revolving credit facility and standby letters of credit (discussed below), we earned fees of \$4.1 million and \$4.6 million for the nine months ended September 30, 2007 and 2006, respectively, which were included in fees and other income. As of September 30, 2007, BLX had not yet paid the \$4.1 million in such fees earned by us in 2007 and, as a result, such fees were included as a receivable in other assets. The remaining fees and other income in 2006 relate to management fees from BLX. We have not charged BLX management fees in 2007.

Net change in unrealized appreciation or depreciation included a net decrease of \$103.2 million for the nine months ended September 30, 2007, and a net decrease of \$67.9 million for the nine months ended September 30, 2006. See Results of Operations, Valuation of Business Loan Express, LLC below.

BLX is a national, non-bank lender that currently participates in the SBA is 7(a) Guaranteed Loan Program and its wholly-owned subsidiary is licensed by the SBA as a Small Business Lending Company (SBLC). The Office of the Inspector General of the SBA (OIG) and the United States Secret Service are conducting ongoing investigations of allegedly fraudulently obtained SBA-guaranteed loans issued by BLX. Specifically, on or about January 9, 2007, BLX became aware of an

71

#### **Table of Contents**

indictment captioned as the United States v. Harrington, No. 2:06-CR-20662 pending in the United States District Court for the Eastern District of Michigan. The indictment alleged that a former BLX employee in the Detroit office engaged in the fraudulent origination of loans guaranteed, in substantial part, by the SBA. We understand that BLX is working cooperatively with the U.S. Attorney s Office and the investigating agencies with respect to this matter. On October 1, 2007, the former BLX employee pled guilty to one count of conspiracy to fraudulently originate SBA-guaranteed loans and one count of making a false statement before a grand jury. The OIG and the U.S. Department of Justice are also conducting a civil investigation of BLX s lending practices in various jurisdictions. As an SBA lender, BLX is also subject to other SBA and OIG audits, investigations, and reviews. In addition, the Office of the Inspector General of the U.S. Department of Agriculture is conducting an investigation of BLX s lending practices under the Business and Industry Loan (B&I) program. These investigations, audits and reviews are ongoing.

These investigations, audits and reviews, changes in the laws or regulations that govern SBLCs or the SBA 7(a) Guaranteed Loan Program, or changes in government funding for this program could have a material adverse impact on BLX and, as a result, could negatively affect our financial results. We have considered BLX s current regulatory issues and ongoing investigations and litigation in performing the valuation of BLX at September 30, 2007. See Results of Operations, Valuation of Business Loan Express, LLC below. We are monitoring the situation. We retained a third party to work with BLX to review BLX s internal control systems. The third party conducted the review and offered recommendations to strengthen BLX s controls, which are being implemented.

On March 6, 2007, BLX entered into an agreement with the SBA. According to the agreement, BLX remains a preferred lender in the SBA 7(a) Guaranteed Loan Program and retains the ability to sell loans into the secondary market. As part of this agreement, BLX agreed to the immediate payment of approximately \$10 million to the SBA to cover amounts paid by the SBA with respect to some of the SBA-guaranteed loans that have been the subject of the charges by the U.S. Attorney s Office for the Eastern District of Michigan against Mr. Harrington. As part of the SBA s increased oversight, the agreement provides that any loans originated and closed by BLX during the term of the agreement will be reviewed by an independent third party selected by the SBA prior to the sale of such loans into the secondary market. The agreement also requires BLX to repurchase the guaranteed portion of certain loans that default after having been sold into the secondary market, and subjects such loans to a similar third party review prior to any reimbursement of BLX by the SBA. In connection with this agreement, BLX also entered into an escrow agreement with the SBA and an escrow agent in which BLX agreed to deposit \$10 million with the escrow agent for any additional payments BLX may be obligated to pay to the SBA in the future. BLX remains subject to SBA rules and regulations and as a result may be required to make additional payments to the SBA in the ordinary course of business. The agreement states that nothing in the agreement shall affect the rights of BLX to securitize or service its loans. Notwithstanding the foregoing, in October 2007, BLX received a notice from the SBA that outlines certain conditions to the SBA s authorization for BLX to securitize the unguaranteed portions of SBA loans.

BLX has been receiving temporary extensions of the warehouse facility, and the current extension expires on December 31, 2007. BLX is in negotiations with the warehouse facility providers to renew and amend the facility. If the current facility were to expire without renewal, the warehouse facility notes would become due and payable, and substantially all collections on the unguaranteed interests that currently are in the warehouse facility would be applied to repay the outstanding amounts owing to the warehouse providers until the warehouse providers were paid in full, similar to an amortizing term loan. In this event, the warehouse providers would not have recourse to BLX for repayment of the warehouse facility notes. In addition, BLX would not have the

72

#### **Table of Contents**

right to sell additional unguaranteed interests in SBA loans into this facility. In the event that BLX is unable to meet the SBA s conditions for securitization of the unguaranteed portions of SBA loans discussed above or if the warehouse providers do not agree to an extension of the warehouse facility, BLX will be required to seek alternative sources of capital to finance SBA loan originations and could incur higher capital costs.

At September 30, 2007, BLX had a three-year \$500.0 million revolving credit facility provided by third-party lenders that matures in March 2009. The revolving credit facility may be expanded to \$600.0 million through new or additional commitments at BLX s option. This facility provides for a sub-facility for the issuance of letters of credit for up to an amount equal to 25% of the committed facility. Upon the closing of this revolving credit facility in January 2006, we agreed to provide an unconditional guaranty to these revolving credit facility lenders in an amount equal to 50% of the total obligations (consisting of principal, letters of credit issued under the facility, accrued interest, and other fees) of BLX under this facility. On September 27, 2007, we increased the guaranty amount to 60% of the total obligations in connection with an amendment to and waivers under the facility as discussed below. At September 30, 2007, the principal amount outstanding on the revolving credit facility was \$322.5 million and letters of credit issued under the facility were \$89.5 million. The total obligation guaranteed by us at September 30, 2007, was \$249.0 million. At September 30, 2007, we had also provided four standby letters of credit totaling \$19.0 million in connection with four term securitization transactions completed by BLX.

The guaranty on the BLX revolving line of credit facility can be called by the lenders in the event of a default, which includes the occurrence of certain defaults under our revolving credit facility. Among other requirements, the BLX facility requires that BLX maintain compliance with certain financial covenants such as interest coverage, maximum debt to net worth, asset coverage, and maintenance of certain asset quality metrics. In addition, BLX would have an event of default if BLX failed to maintain its lending status with the SBA and such failure could reasonably be expected to result in a material adverse effect on BLX, or if BLX failed to maintain certain financing programs for the sale or long-term funding of BLX s loans. In September 2007, BLX received waivers until January 31, 2008, from its lenders with respect to non-compliance with certain facility covenants, and amended certain facility covenants through January 31, 2008. In addition, BLX previously received waivers from its lenders with respect to certain other covenants to permit BLX to comply with its obligations under its agreement with the SBA. BLX s agreement with the SBA has reduced the company s liquidity due to the working capital required to comply with the agreement. BLX is in negotiations with its lenders to amend the credit facility covenants, but there can be no assurance that such negotiations will be successful. If the credit facility lenders do not agree to amend the covenants or to waive compliance with the covenants in periods subsequent to January 31, 2008, BLX would be in default under the credit facility.

We have been working with BLX on evaluating a number of strategic alternatives for BLX and have concluded that the company needs to make a strategic shift in its business operations and de-emphasize government guaranteed lending programs. BLX plans instead to further build its conventional small business and small commercial real estate lending activity. To effect this change in strategy, Robert Tannenhauser, BLX s current CEO, will take on the role of chairman on an interim basis and John Scheurer, an Allied Capital managing director, will assume the role of interim CEO of BLX. Under its new business plan, BLX intends to reduce its annual loan origination volume by about 30% in the next fiscal year, and then over time, it plans to rebuild its loan origination volume in conventional and commercial real estate loans. The inherent risks in repositioning the business have been considered in our valuation of BLX at September 30, 2007. We continue to work with BLX on restructuring its operations and financing facilities and we plan to support the company through its transition.

73

#### **Table of Contents**

On or about January 16, 2007, BLX and its subsidiary Business Loan Center LLC (BLC) became aware of a lawsuit titled, United States, ex rel James R. Brickman and Greenlight Capital, Inc. v. Business Loan Express LLC f/k/a Business Loan Express, Inc.; Business Loan Center LLC f/k/a Business Loan Center, Inc.; Robert Tannenhauser; Matthew McGee; and George Harrigan, 05-CV-3147 (JEC), that is pending in the United States District Court for the Northern District of Georgia. The complaint includes allegations arising under the False Claims Act and relating to alleged fraud in connection with SBA guarantees on shrimp vessel loans made by BLX and BLC. On April 9, 2007, BLX, BLC and the other defendants filed motions to dismiss the complaint in its entirety. The motions are pending.

*Mercury Air Centers, Inc.* At December 31, 2006, our investment in Mercury Air Centers, Inc. (Mercury) totaled \$84.3 million at cost and \$244.2 million at value, or 5.0% of our total assets, which included unrealized appreciation of \$159.9 million. We completed the purchase of a majority ownership in Mercury in April 2004.

In August 2007, we completed the sale of our majority equity interest in Mercury and realized a gain of \$259.5 million, subject to post-closing adjustments. Approximately \$11 million of our proceeds from the sale of our equity is subject to certain holdback provisions. In addition, we were repaid approximately \$51 million of subordinated debt outstanding to Mercury at closing.

Mercury owned and operated fixed base operations generally under long-term leases from local airport authorities, which consisted of terminal and hangar complexes that serviced the needs of the general aviation community. Mercury was headquartered in Richmond Heights, OH.

Total interest and related portfolio income earned from our investment in Mercury for the nine months ended September 30, 2007 and 2006, was as follows:

	2007	2006
(\$ in millions)		
Interest income	\$ 5.1	\$ 7.3
Fees and other income	0.2	0.4
Total interest and related portfolio income	\$ 5.3	\$ 7.7

Net change in unrealized appreciation or depreciation for the three months ended September 30, 2007, included the reversal of \$234.8 million of previously recorded unrealized appreciation associated with the realization of a gain on the sale of our majority equity interest in Mercury. Net change in unrealized appreciation or depreciation for the nine months ended September 30, 2007, included an increase in unrealized appreciation totaling \$74.9 million for the first half of 2007 and the reversal of \$234.8 million associated with the sale of our majority equity interest in the third quarter of 2007. Net change in unrealized appreciation or depreciation for the three and nine months ended September 30, 2006, included an increase in unrealized appreciation of \$59.8 million and \$64.1 million, respectively, related to our investment in Mercury.

Advantage Sales & Marketing, Inc. At December 31, 2005, our investment in Advantage totaled \$257.7 million at cost and \$660.4 million at value, or 16.4% of our total assets, which included unrealized appreciation of \$402.7 million. Advantage is a sales and marketing agency providing outsourced sales, merchandising, and marketing services to the consumer packaged goods industry. Advantage has offices across the United States and is headquartered in Irvine, CA. We completed the purchase of a majority ownership in Advantage in June 2004.

On March 29, 2006, we sold our majority equity interest in Advantage. We were repaid our \$184 million in subordinated debt outstanding and realized a gain at closing on our equity investment sold of \$433.1 million, subject to post-closing adjustments. Subsequent to closing on this sale, we

74

#### **Table of Contents**

realized additional gains in 2006 resulting from post-closing adjustments totaling \$1.3 million. Our realized gain was \$434.4 million for the year ended December 31, 2006, subject to post-closing adjustments and excluding any earn-out amounts. In addition, we were entitled to receive additional consideration through an earn-out payment based on Advantage s 2006 audited results. The earn-out payment totaled \$3.1 million, subject to potential post-determination adjustments, and was recorded as a realized gain in the second quarter of 2007.

As consideration for the common stock sold in the transaction, we received a \$150 million subordinated note, with the balance of the consideration paid in cash. In addition, a portion of our cash proceeds from the sale of the common stock were placed in escrow, subject to certain holdback provisions. At September 30, 2007, the amount of the escrow included in other assets on our consolidated balance sheet was approximately \$25 million. For tax purposes, the receipt of the \$150 million subordinated note as part of our consideration for the common stock sold and the hold back of certain proceeds in escrow has allowed us, through installment treatment, to defer the recognition of taxable income for a portion of our realized gain until the note or other amounts are collected.

Total interest and related portfolio income earned from our investment in Advantage while we held a majority equity interest was \$14.1 million (which included a prepayment premium of \$5.0 million), for the nine months ended September 30, 2006. In addition, we earned structuring fees of \$2.3 million on our new \$150 million subordinated debt investment in Advantage upon the closing of the sale transaction in 2006. Net change in unrealized appreciation or depreciation for the nine months ended September 30, 2006, included the reversal of \$389.7 million of previously recorded unrealized appreciation associated with the realization of a gain on the sale of our majority equity interest in Advantage in the first quarter of 2006.

In connection with the sale transaction, we retained an equity investment in the business valued at \$15 million at closing as a minority shareholder. During the fourth quarter of 2006, Advantage made a distribution on this minority equity investment, which reduced our cost basis to zero and resulted in a realized gain of \$4.8 million.

Our investment in Advantage at September 30, 2007, which was composed of subordinated debt and a minority equity interest, totaled \$154.0 million at cost and \$165.0 million at value, which included unrealized appreciation of \$11.0 million.

Investments in Collateralized Loan Obligations and Collateralized Debt Obligations (CLO/CDO Assets). At September 30, 2007, we had investments in six CLO issuances and one CDO bond, which represented 3.6% of our total assets. These CLO/CDO Assets are primarily invested in senior corporate loans. At September 30, 2007, the total face value of defaulted obligations in our CLO/CDO Assets was \$6.4 million or approximately 0.2% of the total underlying collateral assets. During the third quarter of 2007, the debt capital markets were volatile and market yields widened. With respect to the CLO market, we believe investor demand for pricing increased. As a result, the market yields for our investments in CLO preferred shares/income notes have increased, and as a result, the fair value of our investments in total has decreased. At September 30, 2007, the market yields used to value our preferred shares/income notes were 20% to 21%, with the exception of the income notes in one CLO with a cost and value of \$18.0 million where we used a market yield of 15.9% due to the characteristics of this issuance. Net change in unrealized appreciation or depreciation for the three and nine months ended September 30, 2007, included a net decrease of \$5.9 million and \$7.5 million, respectively, related to our investments in CLO/CDO Assets. We received valuation assistance from Duff & Phelps for our investments in the CLO/CDO Assets as of September 30, 2007. See **Results of Operations** Valuation Methodology Private Finance below for further discussion of the third-party valuation assistance we received.

75

#### **Table of Contents**

#### **Commercial Real Estate Finance**

The commercial real estate finance portfolio at value, investment activity, and the yield on interest-bearing investments at and for the three and nine months ended September 30, 2007 and 2006, and at and for the year ended December 31, 2006, were as follows:

		At and for the Three Months Ended September 30,				At and for the Nine Months Ended September 30,					At and for the Year Ended December 31,				
		20	07		20	006	2007			2006			2006		
(\$ in millions)	V	alue	Yield <sup>(1)</sup>	V	alue	Yield <sup>(1)</sup>	1	alue	Yield <sup>(1</sup>	)	Value	Yield <sup>(1)</sup>	V	alue	Yield <sup>(1)</sup>
Portfolio at value:															
Commercial mortgage loans	\$	64.2	6.4%	\$	94.4	7.7%	\$	64.2	6.4%		94.4	7.7%	\$	71.9	7.5%
Real estate owned		22.0			15.3			22.0			15.3			19.6	
Equity interests		33.5			22.1			33.5			22.1			26.7	
Total portfolio	\$ 1	119.7		\$ 1	31.8		\$	119.7		5	\$ 131.8		\$	118.2	
Investments funded Change in accrued or reinvested	\$	1.4		\$	0.3		\$	16.8		Š	\$ 14.2		\$	14.4	
interest Principal collections related to investment repayments or sales	\$	(1.2)		\$	0.1		\$	(1.1)			0.6 5 17.9		\$	1.0 39.9	

At September 30, 2007, we had outstanding funding commitments related to commercial mortgage loans and equity interests of \$42.4 million, and commitments in the form of standby letters of credit and guarantees related to equity interests of \$8.2 million.

<sup>(1)</sup> The weighted average yield on the interest-bearing investments is computed as the (a) annual stated interest on accruing loans plus the annual amortization of loan origination fees, original issue discount, and market discount on accruing interest-bearing investments less the annual amortization of origination costs, divided by (b) total interest-bearing investments at value. The weighted average yield is computed as of the balance sheet date. Interest-bearing investments for the commercial real estate finance portfolio include all investments except for real estate owned and equity interests.

Sale of CMBS Bonds and Collateralized Debt Obligation Bonds and Preferred Shares. On May 3, 2005, we completed the sale of our portfolio of commercial mortgage-backed securities (CMBS) and real estate related collateralized debt obligation (CDO) bonds and preferred shares. Under the sale agreement, we agreed not to primarily invest in CMBS and real estate-related CDOs and refrain from certain other real estate-related investing or servicing activities for a period of three years, or through May 2008, subject to certain limitations and excluding our existing portfolio and related activities.

76

#### **Table of Contents**

#### PORTFOLIO ASSET QUALITY

**Portfolio by Grade.** We employ a grading system for our 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 investment return or principal is expected. Grade 4 is used for investments that are in workout and for which some loss of current investment return is expected, but no loss of principal is expected. Grade 5 is used for investments that are in workout and for which some loss of principal is expected.

At September 30, 2007, and December 31, 2006, our portfolio was graded as follows:

		2007	2006				
Grade	Portfolio at Value	Percentage of Total Portfolio	Portfolio at Value	Percentage of Total Portfolio			
(\$ in millions)							
1	\$ 1,605.3	37.1%	\$ 1,307.3	29.1%			
2	2,320.6	53.6	2,672.3	59.4			
3	258.1	6.0	308.1	6.9			
4	90.5	2.1	84.2	1.9			
5	52.4	1.2	124.2	2.7			
	\$ 4,326.9	100.0%	\$ 4,496.1	100.0%			

The amount of the portfolio in each grading category may vary substantially from period to period resulting primarily from changes in the composition of the portfolio as a result of new investment, repayment, and exit activity, changes in the grade of investments to reflect our expectation of performance, and changes in investment values.

Total Grade 4 and 5 portfolio assets were \$142.9 million and \$208.4 million, respectively, or were 3.3% and 4.6%, respectively, of the total portfolio value at September 30, 2007, and December 31, 2006. Grade 4 and 5 assets include loans, debt securities, and equity securities. We expect that a number of investments will be in the Grades 4 or 5 categories from time to time. Part of the private equity business is working with troubled portfolio companies to improve their businesses and protect our investment. The number and amount of investments included in Grade 4 and 5 may fluctuate from period to period. We continue to follow our historical practice of working with portfolio companies in order to recover the maximum amount of our investment.

At September 30, 2007, and December 31, 2006, \$120.4 million and \$135.9 million, respectively, of our investment in BLX at value was classified as Grade 3, which included our Class A equity interests and certain of our Class B equity interests that were not depreciated. At September 30, 2007, and December 31, 2006, \$16.3 million and \$74.8 million, respectively, of our investment in BLX at value was classified as Grade 5, which included certain of our Class B equity interests and our Class C equity interests that were depreciated. See Private Finance, Business Loan Express, LLC above.

77

#### **Table of Contents**

*Loans and Debt Securities on Non-Accrual Status.* At September 30, 2007, and December 31, 2006, loans and debt securities at value not accruing interest for the total investment portfolio were as follows:

	2007	2006
(\$ in millions)		
Loans and debt securities in workout status (classified as Grade 4 or 5) <sup>(1)</sup>		
Private finance		
Companies more than 25% owned	\$ 51.6	\$ 51.1
Companies 5% to 25% owned	13.1	4.0
Companies less than 5% owned	20.7	31.6
Commercial real estate finance	12.4	12.2
Loans and debt securities not in workout status		
Private finance		
Companies more than 25% owned	116.2	87.1
Companies 5% to 25% owned	16.4	7.2
Companies less than 5% owned	13.0	38.9
Commercial real estate finance	6.7	6.7
Total	\$ 250.1	\$ 238.8
Percentage of total portfolio	5.8%	5.3%

In general, interest is not accrued on loans and debt securities if we have doubt about interest collection or where the enterprise value of the portfolio company may not support further accrual. In addition, interest may not accrue on loans to portfolio companies that are more than 50% owned by us depending on such company s capital requirements. To the extent interest payments are received on a loan that is not accruing interest, we may use such payments to reduce our cost basis in the investment in lieu of recognizing interest income. At September 30, 2007, and December 31, 2006, our Class A equity interests in BLX of \$95.8 million and \$66.6 million, respectively, which represented 2.2% and 1.5% of the total portfolio at value, respectively, were included in non-accruals. See Private Finance, Business Loan Express, LLC above.

*Loans and Debt Securities Over 90 Days Delinquent.* Loans and debt securities greater than 90 days delinquent at value at September 30, 2007, and December 31, 2006, were as follows:

	2007	2006
(\$ in millions)		
Private finance	\$ 160.8	\$ 46.5
Commercial mortgage loans	1.9	1.9
Total	\$ 162.7	\$ 48.4
Percentage of total portfolio	3.8%	1.1%

The amount of loans and debt securities over 90 days delinquent increased to \$162.7 million at September 30, 2007, from \$48.4 million at December 31, 2006. The increase in loans and debt securities over 90 days delinquent

<sup>(1)</sup> Workout loans and debt securities exclude equity securities that are included in the total Grade 4 and 5 assets above.

primarily relates to not receiving payment on our Class A equity interests of BLX of \$95.8 million, which represented 2.2% of the total portfolio at value, at September 30, 2007. The Class A equity interests were placed on non-accrual during the fourth quarter of 2006. See Private Finance, Business Loan Express, LLC above.

78

### **Table of Contents**

The amount of the portfolio that is on non-accrual status or greater than 90 days delinquent may vary from period to period. Loans and debt securities on non-accrual status and over 90 days delinquent should not be added together as they are two separate measures of portfolio asset quality. Loans and debt securities that are in both categories (i.e., on non-accrual status <u>and</u> over 90 days delinquent) totaled \$162.7 million and \$44.3 million at September 30, 2007, and December 31, 2006, respectively.

#### PORTFOLIO RETURNS

Since our merger on December 31, 1997, through September 30, 2007, our combined aggregate cash flow internal rate of return, or IRR, has been approximately 21% for private finance and CMBS/CDO investments exited during this period. The IRR is calculated using the aggregate portfolio cash flow for all investments exited over this period. For investments exited during this period, we invested capital totaling \$4.6 billion. The weighted average holding period of these investments was 37 months. Investments are considered to be exited when the original investment objective has been achieved through the receipt of cash and/or non-cash consideration upon the repayment of our debt investment or sale of an equity investment, or through the determination that no further consideration was collectible and, thus, a loss may have been realized. The aggregate cash flow IRR for private finance investments exited was approximately 21% and for CMBS/CDO investments exited was approximately 24% for the same period. The weighted average holding period of the private finance and CMBS/CDO investments was 47 months and 22 months, respectively, for the same period. These IRR results represent historical results. Historical results are not necessarily indicative of future results.

#### OTHER ASSETS AND OTHER LIABILITIES

Other assets is composed primarily of fixed assets, assets held in deferred compensation trusts, prepaid expenses, deferred financing and offering costs, and accounts receivable, which includes amounts received in connection with the sale of portfolio companies, including amounts held in escrow, and other receivables from portfolio companies. At September 30, 2007, and December 31, 2006, other assets totaled \$153.9 million and \$123.0 million, respectively. The increase since year end was primarily the result of increased prepaid expenses related to tax deposits, deferred financing costs, and escrow receivables.

Accounts payable and other liabilities is primarily composed of the liabilities related to the deferred compensation trust and accrued interest, bonus and taxes, including excise tax. At September 30, 2007, and December 31, 2006, accounts payable and other liabilities totaled \$173.4 million and \$147.1 million, respectively. The increase since year end was primarily the result of an increase in the accrued interest payable of \$18.5 million and an increase in the liability related to the deferred compensation trust of \$7.9 million. Accrued interest fluctuates from period to period depending on the amount of debt outstanding and the contractual payment dates of the interest on such debt.

79

### **Table of Contents**

## **RESULTS OF OPERATIONS**

# Comparison of the Three and Nine Months Ended September 30, 2007 and 2006

The following table summarizes our operating results for the three and nine months ended September 30, 2007 and 2006.

	For the Three Months Ended September 30,				For the Nine Months Ended September 30,			
				Percent				Percent
(in thousands, except per share amounts)	2007	2006	Change	Change	2007	2006	Change	Change
Interest and Related Portfolio Income:								
Interest and dividends	\$ 105,669	\$ 98,668	\$ 7,001	7%	\$ 310,466	\$ 282,982	\$ 27,484	10%
Fees and other income	12,699	14,715	(2,016)	(14%)	33,530	51,868	(18,338)	(35%)
Total interest and related portfolio income	118,368	113,383	4,985	4%	343,996	334,850	9,146	3%
Expenses:								
Interest Employee	33,744 26,306	26,109 25,228	7,635 1,078	29% 4%	98,368 76,845	72,455 67,054	25,913 9,791	36% 15%
Employee stock options	18,312	3,649	14,663	402%	31,492	11,852	19,640	166%
Administrative	10,496	8,153	2,343	29%	38,225	29,348	8,877	30%
Total operating expenses	88,858	63,139	25,719	41%	244,930	180,709	64,221	36%
Net investment income before income taxes	29,510	50,244	(20,734)	(41%)	99,066	154,141	(55,075)	(36%)
Income taxes Income tax expense (benefit), including excise tax	11,192	1,586	9,606	606%	16,073	13,988	2,085	15%
Net investment income	18,318	48,658	(30,340)	(62%)	82,993	140,153	(57,160)	(41%)

Edgar Filing: ALLIED CAPITAL CORP - Form 10-Q

Net Realized and
Unrealized Gains
(Losses):

(Losses):								
Net realized	010.070	0.016	202.454	*	214.015	5.40.001	(220, 07.6)	*
gains	212,370	9,916	202,454	<b>ጥ</b>	314,915	542,991	(228,076)	ጥ
Net change in unrealized appreciation or depreciation	(327,156)	19,312	(346,468)	*	(272,132)	(471,942)	199,810	*
Total net gains								
(losses)	(114,786)	29,228	(144,014)	*	42,783	71,049	(28,266)	*
Net income (loss)	\$ (96,468)	\$ 77,886	\$ (174,354)	(224%)	\$ 125,776	\$ 211,202	\$ (85,426)	(40%)
Diluted earnings								
(loss) per								
common share	\$ (0.62)	\$ 0.53	\$ (1.15)	(217%)	\$ 0.81	\$ 1.47	\$ (0.66)	(45%)
Weighted average common shares outstanding diluted	155,329	147,112	8,217	6%	154,708	144,030	10,678	7%

<sup>\*</sup> Net change in unrealized appreciation or depreciation and net gains (losses) can fluctuate significantly from period to period. As a result, comparisons may not be meaningful.

80

### **Table of Contents**

*Total Interest and Related Portfolio Income*. Total interest and related portfolio income includes interest and dividend income and fees and other income.

*Interest and Dividends*. Interest and dividend income for the three and nine months ended September 30, 2007 and 2006, was composed of the following:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2007	2006	2007	2006
(\$ in millions)				
Interest:				
Private finance loans and debt securities	\$ 94.1	\$ 87.9	\$ 280.4	\$ 253.8
Preferred shares/income notes of CLOs	4.3	3.0	11.5	8.3
Commercial mortgage loans	1.1	1.7	4.9	6.5
Cash, U.S. Treasury bills, money market and other securities	5.6	5.0	11.8	10.9
Total interest	105.1	97.6	308.6	279.5
Dividends	0.6	1.1	1.9	3.5
Total interest and dividends	\$ 105.7	\$ 98.7	\$ 310.5	\$ 283.0