

**Q4 2011 Earnings Presentation** 

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# **Management Participants**

### **Steven B. Klinsky**

Chairman of the Board of Directors

#### Robert A. Hamwee

Chief Executive Officer, President and Director

#### Adam B. Weinstein

Chief Financial Officer and Treasurer



## Q4 2011 Highlights

- Q4 Adjusted Net Investment Income and dividend of \$0.30 per share
  - Paid on December 30, 2011 to holders of record as of December 15, 2011
- December 31, 2011 book value of \$13.60 per share
- Q1 2012 dividend of \$0.32 per share announced
  - Payable on March 30, 2012 to holders of record as of March 15, 2012
- Credit performance remains very strong
  - <u>De minimis</u> defaults and credit losses since inception
  - ATI Term Loan placed on non-accrual (represents ~0.6% of cost of the portfolio, less than 0.4% of cumulative investments made to date and ~0.1% of fair value of the portfolio)
- Approximately \$56 million of net assets originated in Q4 2011
- IPO proceeds fully deployed and target leverage ratio of ~0.7x achieved
- Portfolio continues to be positioned in recession resistant, acyclical industries



# **Review of NMFC and NMFC Strategy**

- NMFC's portfolio is externally managed by New Mountain Finance Advisers BDC, LLC, which is an affiliate of New Mountain Capital, L.L.C. ("New Mountain" or "NMC"), a leading private equity firm with approximately \$9 billion of assets under management<sup>(1)</sup>, over 90 staff members, and a consistent focus on "defensive growth" business building and deep fundamental research
- NMFC's mandate is to primarily target businesses in the middle market that, consistent with New Mountain's private equity platform, are <u>quality, defensive growth</u> companies, in industries that are <u>well-researched</u> by New Mountain
  - Sustainable, highly differentiated and competitively protected niche
- Mandate achieved by <u>utilizing existing New Mountain investment team</u> as primary underwriting resource; team combines operating executives with financial executives
- Targets loan to value ratios typically less than 50% of both sponsor purchase price and NMC valuation



### **Credit Market Conditions**

- Material improvement in credit markets over last three months
- Brightening U.S. economic outlook
- Reduced fear of European fiscal issues
  - LTRO implementation
- Supply / demand dynamics
  - Private equity M&A continues to drive supply
  - Fund-flows into high yield funds have been very strong
- NMFC works to be well positioned to capitalize on volatile markets:
  - NMC and NMFC have <u>always</u> proactively focused on defensive, acyclical business models
  - Leverage facilities <u>not</u> subject to margin calls



### **Credit Performance**

(\$ in millions, unaudited)

	As of 12/31/2011	Cumulative Since Inception <sup>(1)</sup>
	Cost / FMV	Cost
Investments	\$699.9 / \$703.5	\$1,158.0
On Internal Watch List (3 or 4 Rating) <sup>(2)</sup>	\$4.4 / \$0.8	\$4.4
Non-Accrual	\$4.4 / \$0.8	\$4.4
Default Loss	\$0 / \$0	\$0



<sup>&</sup>lt;sup>1</sup> Since inception of predecessor entity in October 2008 through 12/31/2011

<sup>&</sup>lt;sup>2</sup> Determined on a quarterly basis by Management. In addition to various risk management and monitoring tools, NMFC also uses a four-level numeric investment rating system to characterize and monitor the credit profile and expected level of returns on each portfolio investment. Ratings of 1 and 2 indicate the investment is performing above, or in-line, with expectations, respectively. A rating of 3 indicates the investment is performing below expectations and risk has increased since the original investment. A rating of 4 indicates the investment is performing substantially below expectations and risks have increased substantially since the original investment. Where it is determined that an investment is underperforming, or circumstances suggest that the risk associated with a particular investment has significantly increased, a more aggressive monitoring of the affected portfolio company with be undertaken. The \$4.4m refers to the original first lien investment in ATI Acquisition Company.

# Credit Performance - Operating Company ("OpCo") Portfolio

NMFC Leverage Ratio (2)

Portfolio Company (1) Company A Company B	4.8x 5.0x 3.1x 5.5x	4.7x 3.5x 3.1x	Positive / (Negative)  0.1x 1.5x
Company A	4.8x 5.0x 3.1x 5.5x	4.7x 3.5x	0.1x 1.5x
	5.0x 3.1x 5.5x	3.5x	1.5x
Company B	3.1x 5.5x		
	5.5x	3.1x	
Company C			(0.0x)
Company D		5.0x	0.5x
Company E	4.9x	4.4x	0.6x
Company F	4.3x	2.9x	1.4x
Company G	5.0x	4.6x	0.4x
Company H	4.5x	4.5x	-
Company I	2.5x	1.9x	0.6x
Company J	4.4x	3.3x	1.1x
Company K	3.7x	2.7x	0.9x
Company L	3.2x	3.2x	-
Company M	3.2x	3.6x	(0.4x)
Company N	4.1x	4.1x	-
Company O	5.2x	2.7x	2.5x
Company P	4.7x	4.7x	(0.0x)
Company Q	4.6x	4.7x	(0.0x)
Company R	5.0x	5.0x	0.1x
Company S	3.4x	3.8x	(0.4x)
Company T	3.3x	3.2x	0.1x
Company U	6.7x	6.4x	0.2x
Company V	6.4x	5.4x	1.0x
Company W	2.5x	2.4x	0.2x
Company X	2.8x	2.5x	0.3x
Company Y	1.8x	1.3x	0.5x
Weighted Average <sup>(3)</sup>	4.1x	3.8x	0.3x
Memo: Weighted Average (9/30/2011)	4.2x	3.8x	0.3x
Memo: Weighted Average (6/30/2011)	4.0x	3.8x	0.2x



<sup>&</sup>lt;sup>1</sup> Current positions with an initial cost greater than \$7.5mm as of 12/31/2011 (represents 85% of OpCo cost and 86% of OpCo fair value)

<sup>&</sup>lt;sup>2</sup> Defined as total debt (assuming par for debt senior to our security, purchase price for our security, and no value for debt subordinated to our security) less total cash for the period, divided by the trailing twelve month EBITDA as of the most recently reported fiscal quarter 8

<sup>&</sup>lt;sup>3</sup> Includes all OpCo assets except equity, revolvers and one portfolio company where EBITDA is not a relevant metric; weighted by cost

# Credit Performance - Senior Loan Funding ("SLF") Portfolio

NMEC Leverage Patio (2)

	NMFC Leverage Ratio '-'				
			Variance		
Portfolio Company <sup>(1)</sup>	At Purchase	Current	Positive / (Negative)		
Company Z	4.2x	3.4x	0.8x		
Company AA	1.6x	1.9x	(0.3x)		
Company AB	3.2x	3.9x	(0.6x)		
Company AC	4.2x	3.7x	0.5x		
Company AD	3.5x	3.5x	-		
Company AE	3.6x	3.0x	0.6x		
Company AF	3.8x	4.0x	(0.2x)		
Company AG	2.2x	0.7x	1.6x		
Company AH	4.0x	3.3x	0.7x		
Company AI	3.4x	3.1x	0.3x		
Company AJ	1.8x	1.2x	0.6x		
Company AK	4.2x	3.4x	0.8x		
Company AL	3.1x	1.8x	1.4x		
Company AM	3.3x	3.0x	0.2x		
Company AN	4.1x	4.0x	0.1x		
Company AO	3.1x	2.9x	0.2x		
Weighted Average <sup>(3)</sup>	3.4x	3.0x	0.4x		
Memo: Weighted Average (9/30/2011)	3.5x	3.1x	0.4x		
Memo: Weighted Average (6/30/2011)	3.6x	3.3x	0.3x		



<sup>&</sup>lt;sup>1</sup> Current positions with an initial cost greater than \$7.5mm as of 12/31/2011 (represents 85% of SLF cost and 85% of SLF fair value)

<sup>&</sup>lt;sup>2</sup> Defined as total debt (assuming par for debt senior to our security, purchase price for our security, and no value for debt subordinated to our security) less total cash for the period, divided by the trailing twelve month EBITDA as of the most recently reported fiscal quarter

<sup>&</sup>lt;sup>3</sup> Includes all SLF assets; weighted by cost

# **Q4** Originations and Repayments

(\$ in millions)

Portfolio Originations <sup>(1)</sup>		tfolio Originations <sup>(1)</sup>		Amount (\$'s Transho		Advance	YTM at Purchase <sup>(3)</sup>	
Date <sup>(2)</sup>	Name	Industry	(\$'s Invested)	Tranche Size	Type of Investment	Advance Rate	Unlevered	Levered
10/18/11	TRIPLE POINT	Software	\$13.9	\$165	1 <sup>st</sup> Lien	67%	9.5%	23.6%
10/19/11	Renaissance Learning	Education	\$19.0	\$75	2 <sup>nd</sup> Lien	25%	14.4%	17.9%
10/26/11	<b>OPENLINK</b>	Software	\$14.7	\$340	1 <sup>st</sup> Lien	67%	8.8%	18.6%
11/18/11/ 11/29/11/ 11/29/11		Consumer Services	\$11.2 / \$3.6 / \$0.1	\$150 / \$45 / N/A	1 <sup>st</sup> Lien / Subordinated / Equity	67% / 0% / 0%	9.8% / 22.7% / N/A	22.6% / 22.7% / N/A
	Other		\$26.2	Q3 2011	Q2 2011		OpCo-12.9%/	OpCo-18.9%/
	Total Originations		\$88.7	\$159.9	\$130.7		SLF-8.5% <sup>(4)</sup>	SLF-19.7% <sup>(4)</sup>
	Repayments		(\$32.8)	(\$11.5)	(\$42.2)			
	Net Originations		\$55.9	\$148.4	\$88.5			
	Sales		(\$16.9)	(\$18.5)	(\$10.3)			
	Net Originations less	s Sales	\$39.0	\$129.9	\$78.2			



<sup>&</sup>lt;sup>1</sup> Origination commitments over \$7.5m shown, originations less than \$7.5m included in "Other"; excludes U.S. Treasury bill, Physio-Control and Datatel bridges, PIK, revolvers, and Global Knowledge and Transplace, which were committed to in Q3 2011 but not funded until Q4 2011

<sup>&</sup>lt;sup>2</sup> Date of commitment

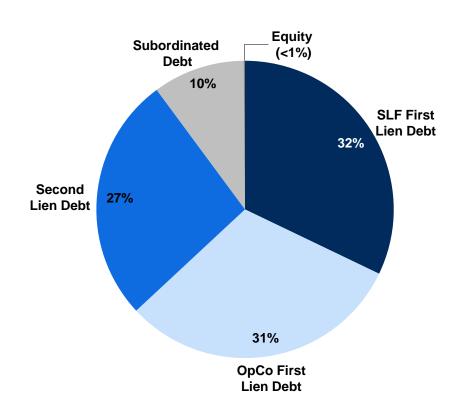
<sup>&</sup>lt;sup>3</sup> Assumes that investments are purchased at purchase price on settlement date and held until their respective maturities with no prepayments or losses and are exited at par at maturity. The actual yield to maturity may be higher or lower due to the future selection of LIBOR contracts by the individual companies in our portfolio or other factors. See "Important Notice and Safe Harbor Statement."

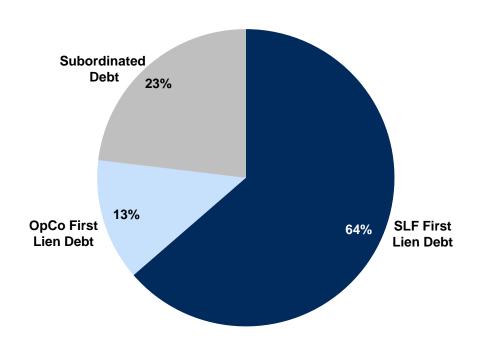
<sup>&</sup>lt;sup>4</sup> Weighted average YTM

# **Q4** Originations and Repayments

#### Originations by Type<sup>(1)</sup>

#### Sales / Repayments by Type<sup>(1)</sup>







# **Investment Activity Since Quarter End**

(\$ in m	nillions)		Amount					
Portfol	io Originations <sup>(1)</sup>		(\$'s	Tranche	Type of	Advance	YTM at P	urchase <sup>(3)</sup>
Date <sup>(2)</sup>	Name	Industry	Invested)	Size	Investment	Rate	Unlevered	Levered
1/19/12	W Western Dental	Healthcare Services	\$9.3	\$210	1 <sup>st</sup> Lien	45%	12.3%	20.8%
1/25/12	<b> ≅</b> TEKELEC	Software	\$12.3	\$125	1 <sup>st</sup> Lien	67%	9.9%	24.6%
2/7/12	Rocket	Software	\$12.3 / \$4.9	\$105 / \$300	2 <sup>nd</sup> Lien / 1 <sup>st</sup> Lien	45% / 67% <sup>(5)</sup>	11.5% / 7.9%	17.7% / 17.8%
2/16/12	asurion	Business Services	\$11.6	\$1,000	Subordinated	25% <sup>(5)</sup>	12.5%	15.4%
3/5/12	<b>Aspen</b> Dental	Healthcare Services	\$12.7	\$320	1 <sup>st</sup> Lien	67% <sup>(5)</sup>	7.8%	18.1%
	Other		\$13.9		-		OpCo-13.5%/	OpCo-18.6%/
	Total Originations		\$77.0	•			SLF-8.7% <sup>(4)</sup>	SLF-20.9% <sup>(4)</sup>
	Repayments		(\$20.9)	•				-
	Net Originations		\$56.1	-				
	Sales		(\$27.3)	•				
	Net Originations less	s Sales	\$28.8	-				

#### **Investment Pipeline**

- \$65 million of potential investments in near-term pipeline
- Over \$75 million additional in earlier-stage pipeline



<sup>&</sup>lt;sup>1</sup> Origination commitments over \$7.5m shown, originations less than \$7.5m included in "Other"

<sup>&</sup>lt;sup>2</sup> Date of commitment

<sup>&</sup>lt;sup>3</sup> Assumes that investments are purchased at purchase price on settlement date and held until their respective maturities with no prepayments or losses and are exited at par at maturity. The actual yield to maturity may be higher or lower due to the future selection of LIBOR contracts by the individual companies in our portfolio or other factors. See "Important Notice and Safe Harbor Statement."

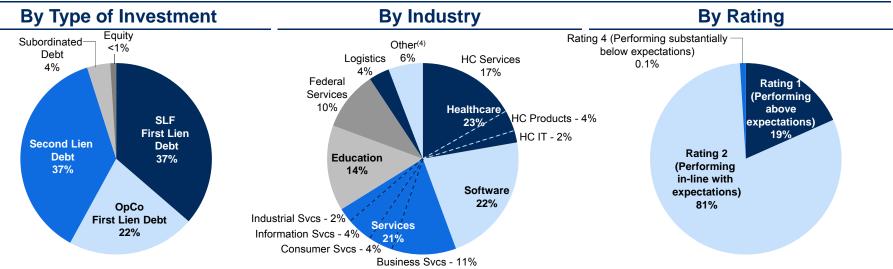
<sup>&</sup>lt;sup>4</sup> Weighted average YTM

<sup>&</sup>lt;sup>5</sup> Hypothetical leverage; not yet approved in credit facility

### **Investment Portfolio Review**

(unaudited)	As of 12/31/2011	As of 9/30/2011	As of 6/30/2011
Fair Value	\$704 million	\$604 million	\$544 million
Unadjusted / Adjusted YTM <sup>(1)</sup>	10.7% / 13.1%	10.9% / 14.0%	10.4% / 12.7%
YTM at Cost <sup>(2)</sup>	10.3%	10.0%	9.7%
# Portfolio Companies	55	50	47
Middle Market Focus (%<\$100m EBITDA <sup>(3)</sup> / % Facilities <\$300m)	79% / 82%	79% / 84%	80% / 85%

#### Fair Value as of 12/31/2011





<sup>&</sup>lt;sup>1</sup> References to "Adjusted Yield to Maturity" assume that the investments in our portfolio as of a certain date, the "Portfolio Date", are purchased at fair value on that date and held until their respective maturities with no prepayments or losses and are exited at par at maturity. This calculation excludes the impact of existing leverage, except for the non-recourse debt of SLF. SLF is treated as a fully levered asset of the operating company, with SLF's net asset value being included for yield calculation purposes. The actual yield to maturity may be higher or lower due to the future selection of LIBOR contracts by the individual companies in our portfolio or other factors. See "Important Notice and Safe Harbor Statement." References to "Unadjusted Yield to Maturity" have the same assumptions as Adjusted Yield to Maturity except that SLF is not treated as a fully levered asset of the operating company, but rather the assets themselves are consolidated into the operating company.

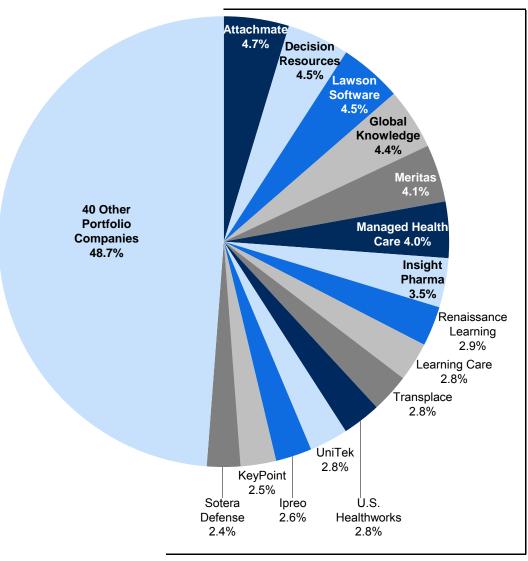
<sup>&</sup>lt;sup>2</sup> References to "YTM at Cost" have the same assumptions as Unadjusted YTM except that investments are purchased at adjusted cost (estimated) rather than fair value on the Portfolio Date (see footnote 2 on p. 16 for "Adjustments") and the LIBOR curve as of 12/31/2011 is used for all periods shown.

<sup>&</sup>lt;sup>3</sup> LTM EBITDA at the time of investment, weighted by fair value

<sup>&</sup>lt;sup>4</sup> Includes 2% media, 1% specialty chemicals and materials, 1% power generation, 1% information technology, and 1% telecommunications

### **Investment Portfolio Review – As of 12/31/2011**

#### **Portfolio Names By Fair Value**



Top 15 portfolio companies represent \$360.3 million, or 51.3%, of consolidated investments

Memo: Top 15 Portfolio Companies
As of 9/30/2011 As of 6/30/2011

\$325.5m	\$306.4m
53.9%	56.3%



### **Net Asset Value – As of 12/31/2011**

(\$ in millions, unaudited)

#### Net Asset Value (1)

Unconsolidated		Consolidated		
OpCo Portfolio	\$446.5	Portfolio	\$703.5	
SLF Equity	91.1	Cash & Equivalents	15.3	
Cash & Equivalents	15.3	Other Assets (2)	11.8	
Other Assets (2)	11.8			
Total Assets	564.7	Total Assets	730.6	
Less: OpCo Debt	(129.0)	Less: Total Debt	(295.0)	
Less: Other Liabilities (3)	(15.1)	Less: Other Liabilities (3)	(15.1)	
NAV	\$420.5	NAV	\$420.5	
Shares Outstanding	30.9	Debt / Equity	0.70x	
NAV / Share	\$13.60			
Memo: NAV / Share at 9/30/2011	\$13.32	Memo: Debt / Equity at 9/30/2011	0.55x	
Memo: NAV / Share at 6/30/2011 <sup>(4)</sup>	\$13.98	Memo: Debt / Equity at 6/30/2011	0.37x	

### **Investment Capacity – As of 12/31/2011**

Total Capacity	\$47.6
Undrawn SLF Credit Facility	9.1
Undrawn OpCo Credit Facility	31.0
Available Cash & Equivalents <sup>(5)</sup>	\$7.5



<sup>&</sup>lt;sup>1</sup> Financials for OpCo unless otherwise noted

<sup>&</sup>lt;sup>2</sup> Includes interest receivable of \$7.3m, deferred credit facility costs of \$3.7m, and other assets of \$0.8m

<sup>&</sup>lt;sup>3</sup> Includes payable for unsettled securities purchased of \$7.6m, management fee payable of \$2.2m, incentive fee payable of \$2.3m, interest payable of \$1.7m, and other liabilities of \$1.3m

<sup>&</sup>lt;sup>4</sup> 6/30/2011 NAV / share adjusted for payment of Q2 dividend

<sup>&</sup>lt;sup>5</sup> Cash & equivalents plus interest receivable less other liabilities

## **OpCo Adjusted Consolidated Income Statement**

(\$ in millions, unaudited)(1)

	Three Months Ended 12/31/2011			Adj. Three Months Ended	
	Unadjusted	Adjustments (2)	Adjusted	9/30/2011	6/30/2011
Investment income					
Interest income	\$17.0	(\$0.3)	\$16.7	\$13.7	\$11.7
Other income	0.2		0.2	0.2	0.3
Total investment income	17.2	(0.3)	16.9	13.9	12.0
Expenses					
Interest and other credit facility expenses	2.3		2.3	1.7	1.5
Management fee	2.2		2.2	1.9	0.8
Incentive fee	2.3		2.3	0.7	0.5
Administrative expenses (net of reimb. expenses of \$0.5, \$0.2, and \$0.2)	0.2		0.2	0.3	0.1
Professional fees (net of reimb. expenses of \$0.4, \$0.8, and \$0.1)	0.1		0.1	0.1	0.5
Other general and administrative expenses	0.5	_	0.5	0.4	0.2
Total expenses	7.6	-	7.6	5.1	3.6
Net investment income	9.6	(0.3)	9.3	8.8	8.4
Realized gain (loss) on investments	2.3	(1.2)	1.1	0.0	(0.4)
Net change in unrealized appreciation (depreciation) of investments	6.0	1.5	7.5	(20.1)	0.6
Net increase (decrease) in capital resulting from operations	\$17.9	- -	\$17.9	(\$11.3)	\$8.7
Dividend per share (Based on Adjusted NII)			\$0.30	\$0.29	\$0.27



<sup>&</sup>lt;sup>1</sup> Numbers may not add due to rounding; adjustments sum to zero

<sup>&</sup>lt;sup>2</sup> Under GAAP, NMFC's IPO did not step-up the cost basis of the Company's existing investments to fair market value at the IPO date. Since the total value of the Company's investments at the time of the IPO was greater than the investments' cost basis, a larger amount of amortization of purchase or original issue discount, as well as different amounts in realized gain and unrealized appreciation, may be recognized under GAAP in each period than if the step-up had occurred. The Company tracks the transferred (or fair market) value of each of its investments as of the time of the IPO and, for purposes of the incentive fee calculation, adjusts Pre-Incentive Fee Net Investment Income to reflect the amortization of purchase or original issue discount on our investments as if each investment was purchased at the date of the IPO, or stepped up to fair market value. The Company also uses the transferred (or fair market) value of each of its investments as of the time of the IPO to adjust capital gains or losses and unrealized capital depreciation.

# **Dividend – Q1 2012**

(\$ in millions, unaudited)

	6/30/2011	9/30/2011	12/31/2011	Estimated 3/31/2012
Net Asset Value	\$440.6	\$411.9	\$420.5	
NAV / Share <sup>(1)</sup>	\$13.98	\$13.32	\$13.60	
Hurdle Rate	\$8.6	\$8.8	\$8.2	\$8.4
Catch-up	2.2	2.2	2.1	2.1
Total	10.8	11.0	10.3	10.5
Pre-Incentive Fee Adjusted NII	\$8.9	\$9.5	\$11.6	\$12.2 - \$12.6
Quarter Over Quarter Change		6.4%	21.8%	5.1% - 8.4%
Adjusted NII	\$8.4	\$8.8	\$9.3	\$9.7 - \$10.0
Adjusted NII / Share	\$0.27	\$0.29	\$0.30	\$0.32

We believe our Q1 2012 Pre-Incentive Fee Adjusted NII will be in the \$12.2 - \$12.6 million range and therefore our board of directors has declared a first quarter dividend of \$0.32 per share

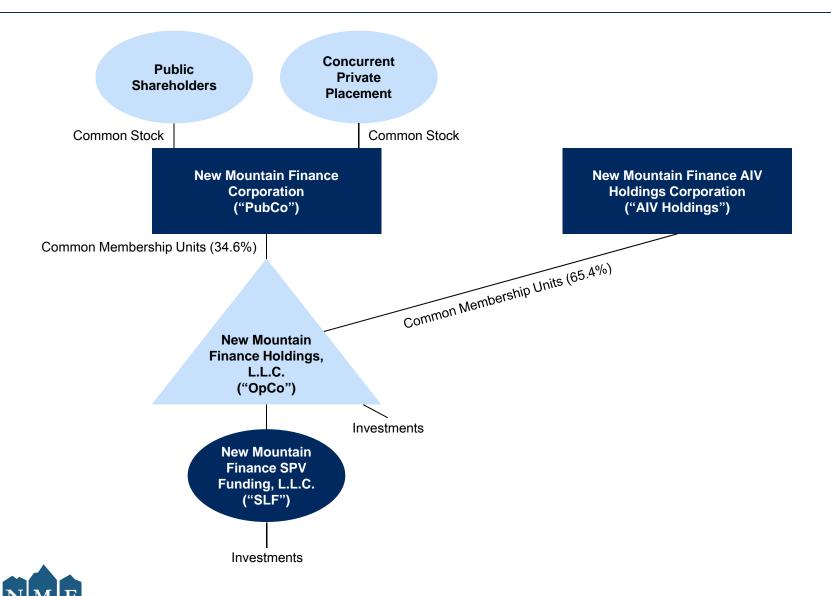




# **Appendix A: Structure Chart**

NEW MOUNTAIN FINANCE

Corporation



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# Appendix B: Adjusted Consolidated Income Statement

(\$ in millions, unaudited)(1)

	ОрСо			PubCo	
	Three Months Ended		Three Months Ended 12/31/2011	Adjustments <sup>(2)</sup>	Adjusted Three Months Ended 12/31/2011
Investment income					
Interest income	\$17.0		\$5.9	(\$0.1)	\$5.8
Other income	0.2		0.1		0.1
Total investment income	17.2		6.0	(0.1)	5.9
Expenses					
Interest and other credit facility expenses	2.3		0.8		0.8
Management fee	2.2		0.8		0.8
Incentive fee	2.3	34.6%	0.8		0.8
Administrative expenses	0.2	PubCo Ownership	0.1		0.1
Professional fees	0.1		0.0		0.0
Other general and administrative expenses	0.5		0.2		0.2
Total expenses	7.6		2.7		2.7
Net investment income	9.6		3.3	(0.1)	3.2
Realized gain (loss) on investments	2.3		0.8	(0.4)	0.4
Net change in unrealized appreciation (depreciation) of investments	6.0		2.1	0.5	2.6
Net increase (decrease) in capital resulting from operations	\$17.9		\$6.2	-	\$6.2
Dividend per Share					\$0.30



<sup>&</sup>lt;sup>1</sup> Numbers may not add due to rounding; adjustments sum to zero

<sup>&</sup>lt;sup>2</sup> Under GAAP, NMFC's IPO did not step-up the cost basis of the Company's existing investments to fair market value at the IPO date. Since the total value of the Company's investments at the time of the IPO was greater than the investments' cost basis, a larger amount of amortization of purchase or original issue discount, as well as different amounts in realized gain and unrealized appreciation, may be recognized under GAAP in each period than if the step-up had occurred. The Company tracks the transferred (or fair market) value of each of its investments as of the time of the IPO and, for purposes of the incentive fee calculation, adjusts Pre-Incentive Fee Net Investment Income to reflect the amortization of purchase or original issue discount on our investments as if each investment was purchased at the date of the IPO, or stepped up to fair market value. The Company also uses the transferred (or fair market) value of each of its 20 investments as of the time of the IPO to adjust capital gains or losses and unrealized capital depreciation.