

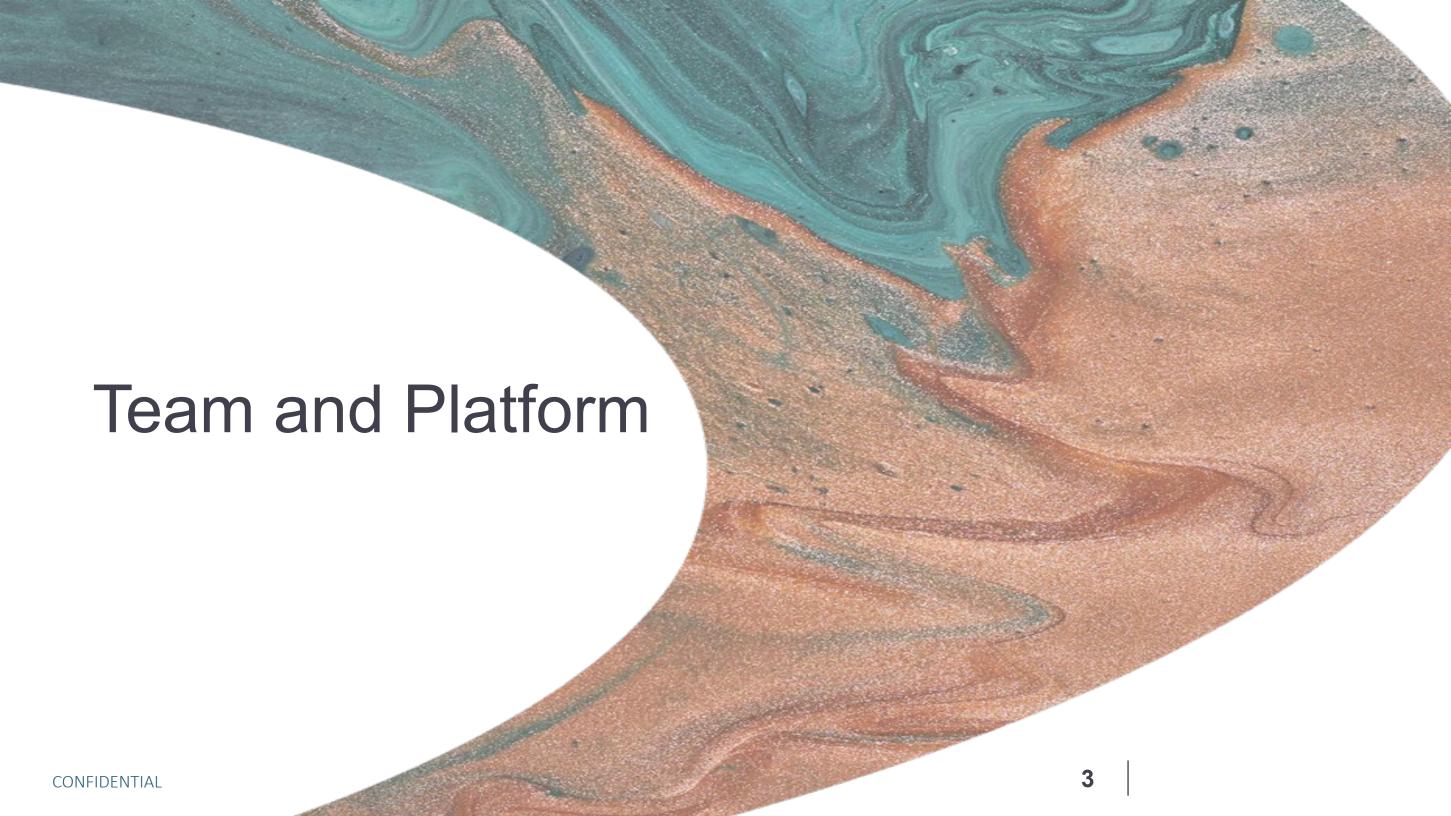


Jens Ernberg Co-head Private Credit

Agenda

Private credit should be viewed as an all-weather strategy that can be expected to perform well in environments of rising rates, high inflation, and even heightened geopolitical risk

- 1. Team and Platform
- 2. Market Opportunity
- 3. Direct Lending in Times of High Inflation
- 4. Direct Lending in a Rising Interest Rate Environment



Dedicated Private Credit Team, Supported By A Powerful Global Asset Management Platform

Private Credit Investment Team¹



Jens Ernberg Co-head of Private Credit



Thomas Hall, CFA Co-head of Private Credit



Matthew Bandini Managing Director



Bryan Chen
Senior Vice President
RI Committee Member



Zach Crowley Associate

Investment Committee ("IC") Members



William Sze Senior Analyst

Private Credit Support Team



Jason Gu Private Credit Fund Operations



Yelena Kuznetsova Private Credit Marketing & Comms.



Robert Napolitano
Product Development and
Strategy



Alyssa Penwell Head of Legal Funds Global

25

Andrew Bernstein Head of Private Equity



Janusz Heath Head of Investment Management



Jens Ernberg Co-head of Private Credit



Thomas Hall, CFA Co-head of Private Credit

Investment Committee Observers and ESG



Bryn Gostin IC Observer Head of RI Committee



Reid Conway
Global Chief Compliance Officer
IC Observer



Philippe Jost
Head of Risk & Solutions
IC Observer
RI Committee Member



Verena Rossolatos ESG Specialist

Capital Dynamics Overview

USD 14 bn+²

14 Offices

150+ Employees 550+ / 950+

Institutional / Private Clients

(1) All information as of June 30, 2022 unless otherwise stated. (2)) As of September 30, 2022. Assets Under Management are calculated based on the total commitments as of the final closing date for all funds currently managed by Capital Dynamics, including amounts that have been distributed. Assets Under Advisement includes assets for which Capital Dynamics provides services such as reporting, monitoring and risk management.

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Challenging Market Dynamics

Investors are being challenged by the current macro environment

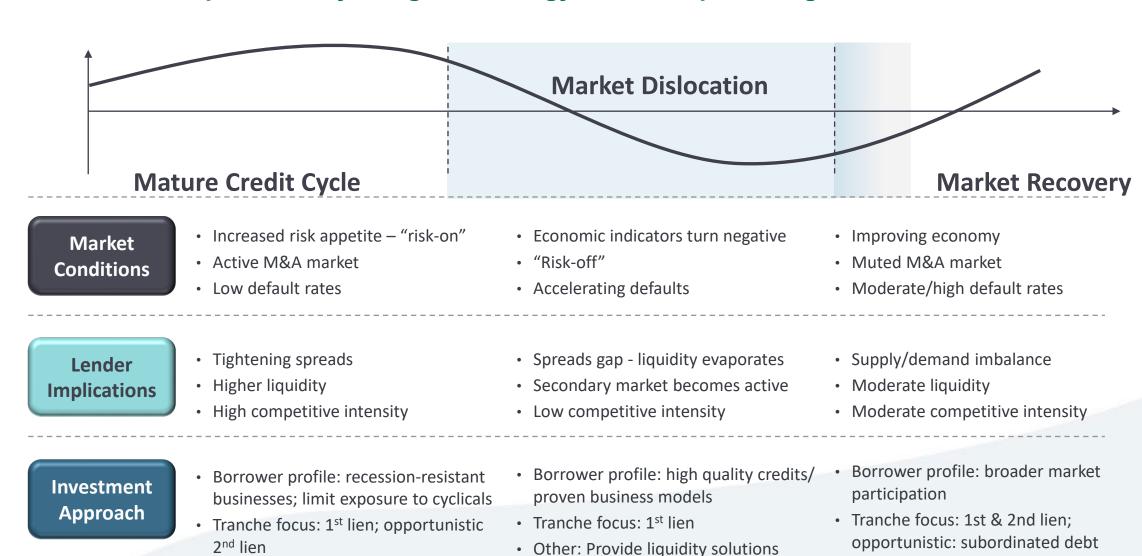
- Inflation
- Rising interest rates
- Geopolitical risk

- Increased volatility
- Pressure on asset prices
- Recessionary fears



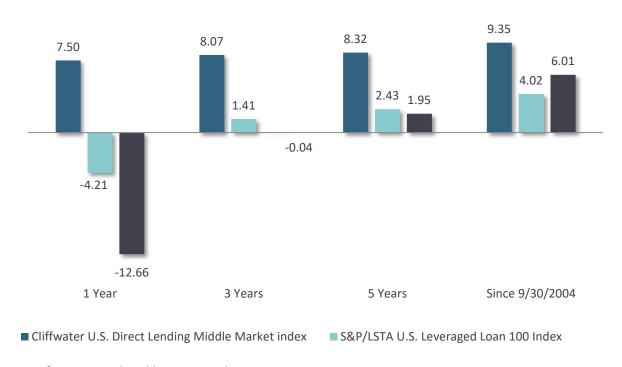
"All-Weather" Strategy That Does Not Rely on Market-Timing

Experienced team capable of adjusting the strategy based on prevailing market conditions



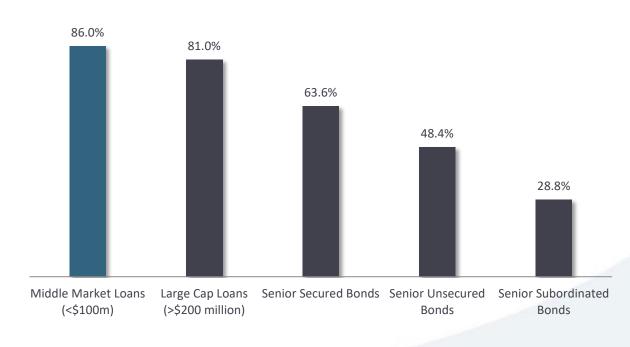
The Asset Class has Consistently Outperformed its Peers...

Credit Benchmark Returns¹ (%)



■ BofAML U.S. High Yield Master II Index

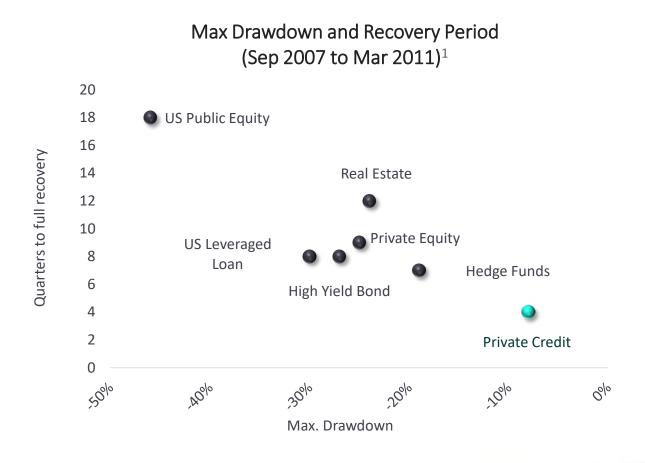
Historical Distribution of Recovery Rates from Defaulted Loans²



(1) Cliffwater, Bloomberg, Federal Reserve Bank of St. Louis, Total return indices as of June 30, 2022. (2) Source: Moody's/LSTA ultimate recovery rates from 1989 to 2013.

...And Provided Investors with Strong Downside Protection

Battle tested asset class - the Global Financial Crisis ("GFC")





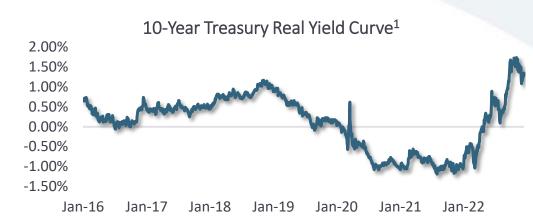
⁽¹⁾ Cliffwater Direct Lending "US Direct Lending: Comparative Performance Through the Financial Crisis" July 30th, 2019. US Public Equity represented by Russell 3000 Index, US Leveraged Loan represented by S&P/LSTA U.S. Leveraged Loan Index, High Yield Bond represented by Bloomberg Barclays High Yield Bond Index, Private Equity represented by Cambridge Private Equity Universe Index, Real Estate represented by NCREIF Property, Hedge Funds represented by HFRI Fund Weighted Index and Private Credit represented by Cliffwater Direct Lending Index. (2) Cambridge Associates Horizon Returns based on net returns to limited partners Index.



Inflation and Rising Rates are Pressuring Asset Prices and Corporate Margins, While Fueling Market Volatility

Floating rates and conservative structuring in the LMM Offers Risk Mitigation

- With inflation running well above target, central banks are increasing interest rates leading to:
 - Margin compression and diminished cash flows for corporates
 - Increased cost of capital for borrowers
 - Pressure on asset prices and fixed income returns
 - Increased market volatility
- Floating rate loans tend to outperform in rising interest rate environments
- Lower middle market direct lending provides investor protections against the impacts of inflation and increased financing costs

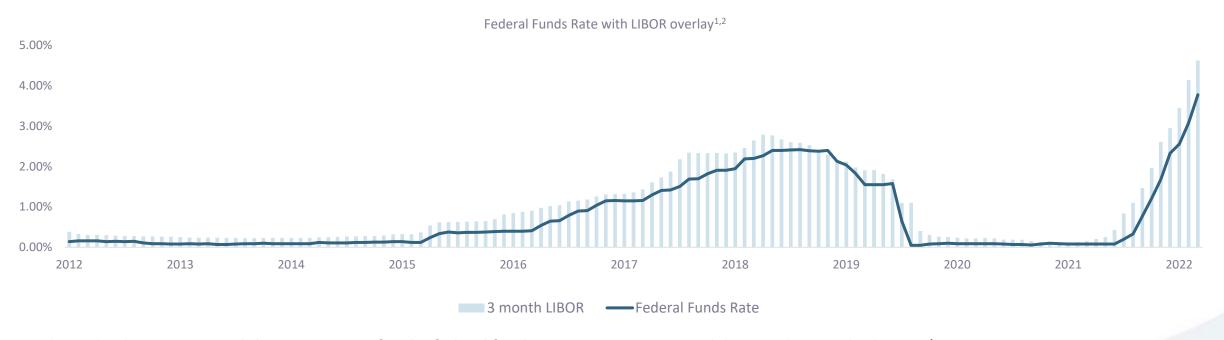




⁽¹⁾ Board of Governors of the Federal Reserve System (US), Market Yield on U.S. Treasury Securities at 10-Year Constant Maturity, Quoted on an Investment Basis, Inflation-Indexed [DFII10], retrieved from FRED, Federal Reserve Bank of St. Louis; https://fred.stlouisfed.org/series/DFII10, December 19, 2022. (2) Note: US policy rate shows the upper bound of the Federal Funds Rate. Source: Fitch Ratings.

A Hedge Against Rising Rates

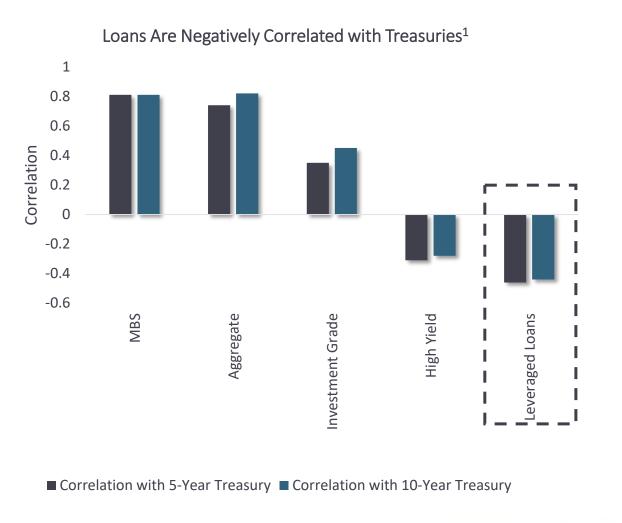
Floating rate loans mean higher all in nominal returns for investors in times of rising rates

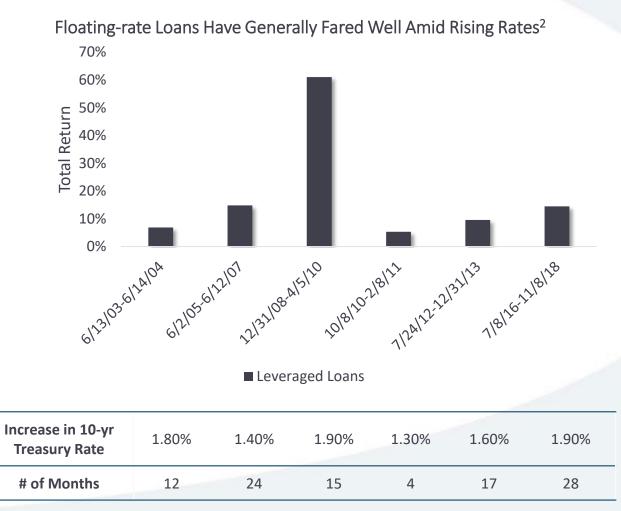


- The Federal Reserve raised the target range for the federal funds rate to 4.25%-4.50% while SOFR has reached 3.89%¹
- Economists predict the federal funds rate in the US will climb to 4.50% by year end and 5.25% by the end of 2023³
- Senior secured loans are priced with a spread over a base rate, LIBOR or its replacement SOFR, that floats with rising rates, protecting nominal and real yields earned by investors

⁽¹⁾ Board of Governors of the Federal Reserve System (US), Federal Funds Effective Rate [FEDFUNDS], retrieved from FRED, Federal Reserve Bank of St. Louis as of December 20, 2022 (2) Fedprimaterate.com: 3-month LIBOR. (3) Federal Reserve; Federal Funds Rate Dotplot

Floating Rate Loans Outperform in Rising Rate Environments





⁽¹⁾ JPMorgan, S&P/LCD as of December 31, 2020. MBS is represented by the JP Morgan MBS Bond Index, Aggregate is represented by the Bloomberg Barclays US Aggregate Bond Index, Investment Grade is represented by the JP Morgan US Liquid Index (JULI High-Grade Index), High Yield is represented by the JP Morgan US High Yield Index, and Leveraged Loans is represented by the JP Morgan Leveraged Loans Index. (2) Fidelity Viewpoints, Investing In Loans: Leveraged loans may offer higher yields and inflation protection, published September 13, 2021



Advantages for Lower Middle Market Focused Direct Lenders

Underwriting

- Lenders are intimately involved in directing the diligence process
 - ✓ **Longer underwriting timelines** allow lenders to better identify resilient companies and validate underwriting merits e.g., pricing power

Yield

- Significant and consistent **yield premium (~250-500 bps)** over core and upper middle market
 - ✓ Yield has been relatively constant over time uncorrelated return

Structure

- Conservative leverage <50% LTV with average leverage < 4x (vs. 5.5x in core middle market) and full complement of maintenance covenants
 - ✓ Gives companies the flexibility to manage through cycles
 - ✓ Covenants allow for early intervention by lenders if borrowers underperform

Diversification

- U.S. middle market is vast and diverse
 - ✓ Deep opportunity set
 - ✓ Provides for diversified portfolio construction with limited correlation across portfolio investments

What are the Driving Factors of Risk Adjusted Returns in the LMM?

Lead Arranger And Syndication

The Team assumes the role of a "lead arranger" for the majority of transactions

Advantages include:

- Advantaged economics
- Risk mitigation
- Enhanced sourcing

Financial Maintenance Covenants

Financial maintenance covenants provide downside protection

Advantages include:

- Early warnings signs
- Course corrections
- Enhanced recoveries

Due Diligence and Structuring

Lower middle market investing allows for direct engagement with teams and sponsors

Advantages include:

- Control documentation
- Validate underwriting assumptions
- Enhanced reporting

Real Yield Premium

Sponsor is typically first institutional capital into entrepreneur-owned businesses

Advantages include:

- Higher yields and relative risk adjusted returns
- Conservative structuring

LMM vs. Core/Upper MM vs. Broadly Syndicated Loans

Company Size (EBITDA)

All-in Yields

Covenants

Leverage

Geographic Scope

Liquidity

Volatility

Underwriting periods

of Lenders/Facility

Competitive Intensity

Control of structure and price

Reporting / management interaction

LMM	
USD 5- 30 million	
11.0 - 13.0 %	
Always	
2.5 - 5.0x	
Concentrated	
Limited	
Low	
4-8 weeks	
1-4	
Modest	
High	
Monthly / Frequent	

Core/Upper	BSL
USD 25 – 100 million	> USD 75 million
8.5 - 11.0%	8.0 - 10.0%
Rarely	Almost Never
3.5 – 6.5x	4.5 – 7.5+x
Broad	Broad
Modest	High
Modest	High
2-4 weeks	1-3 weeks
1 - 10	10 - 50+
High	High
Modest	Limited
Quarterly / Infrequent	Quarterly / Infrequent

How Have the Markets Informed Our Underwriting?

Underwriting standards and approach are unchanged, but we are armed with powerful lessons learned from the pandemic as well as recent economic headwinds

Company profile

- ✓ Market leadership
- Predictable demand drivers
- Favorable industry dynamics
- Robust cash flow generation
- Experienced management team
- Capable sponsor
- **ESG** sustainability

Transaction dynamics

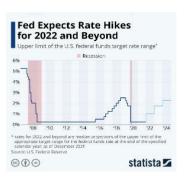
- Limited competition
- ✓ Strong asset coverage
- Conservative structuring
- Powerful investor protections

Market test

- ✓ Demonstrated resiliency
- ✓ Pricing Power
- ✓ Management actions
- ✓ Sponsor support
 - Business continuity

Recap: US LMM Direct Lending Is Well-Positioned to Weather the Current Macro Environment

Macro Factors



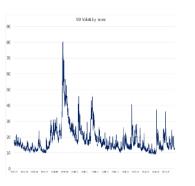
Rising Interest Rates

✓ Floating rate loans provide a hedge against rising interest rates



High Inflation

- Conservative structuring
- ✓ Differentiated sourcing → Selectivity and diversification
- Underwriting market leaders with pricing power



Market Volatility

Private markets
are less
susceptible than
public markets to
short-term investor
sentiment and
expectations



Geopolitical Risk

- ✓ US-centric strategy provides insulation
- ✓ Tailwinds from relative strength of the US economy and localized demand
- ✓ Greater energy and food independence

Defensive Attributes



Jens Ernberg

Managing Director

Co-head of Private Credit

Jernberg@capdyn.com

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