



# US PRIVATE CREDIT INITIATIVES

This presentation is for information purposes only, is confidential and may not be reproduced in whole or in part (whether in electronic or hard-copy form).

# A GLOBAL PRIVATE ASSETS EXPERT

Providing a distinct platform of private investment strategies

**USD 16BN+**

AUM<sup>1</sup>

**1999**

Year founded

**11**

Offices

**c.150**

Firm-wide professionals<sup>2</sup>

**c.60**

Investment professionals<sup>2</sup>

**400+ / 800+**

Institutional / private clients<sup>2</sup>

## Investment strategies:

**Private  
Equity**

**Private  
Credit**

**Energy  
Infrastructure**



Capital Dynamics comprises Capital Dynamics Holding AG and its affiliates. (1) Includes both discretionary and advisory assets as of September 30, 2019 across all Capital Dynamics affiliates. (2) As of September 30, 2019.



# US LOWER MID MARKET PRIVATE CREDIT FROM AN EUROPEAN INVESTOR PERSPECTIVE

This presentation is for information purposes only, is confidential and may not be reproduced in whole or in part (whether in electronic or hard-copy form).

# STATE OF U.S. PRIVATE CREDIT MARKET

## ROBUST INVESTOR DEMAND

- Compelling risk-adjusted return
  - Attractive yield profile
  - Predictable income
  - Low volatility
  - Lack of correlation
  - Downside protection
  - Hedged against rising rates
- “All-weather” strategy



## COMPELLING MARKET DYNAMICS

- Significant demand/ “filling a void”
  - Robust economic growth (U.S. market) driving the need for capital
  - Traditional lenders have abandoned the space
  - Record levels of Private Equity dry powder will fuel continued demand
- Borrower benefits
  - Speed
  - Flexibility



Investors are increasing allocations to private credit strategies under their alternatives “basket”

# U.S. DIRECT LENDING INVESTMENT MERITS: A EUROPEAN PERSPECTIVE

## ATTRACTIVE RELATIVE RETURNS

- Higher relative yields...
  - Return enhancement available through leveraged vehicle
  - Arranger-centric model
  - Tax efficient structure
- ... are an offset to potential FX hedging costs

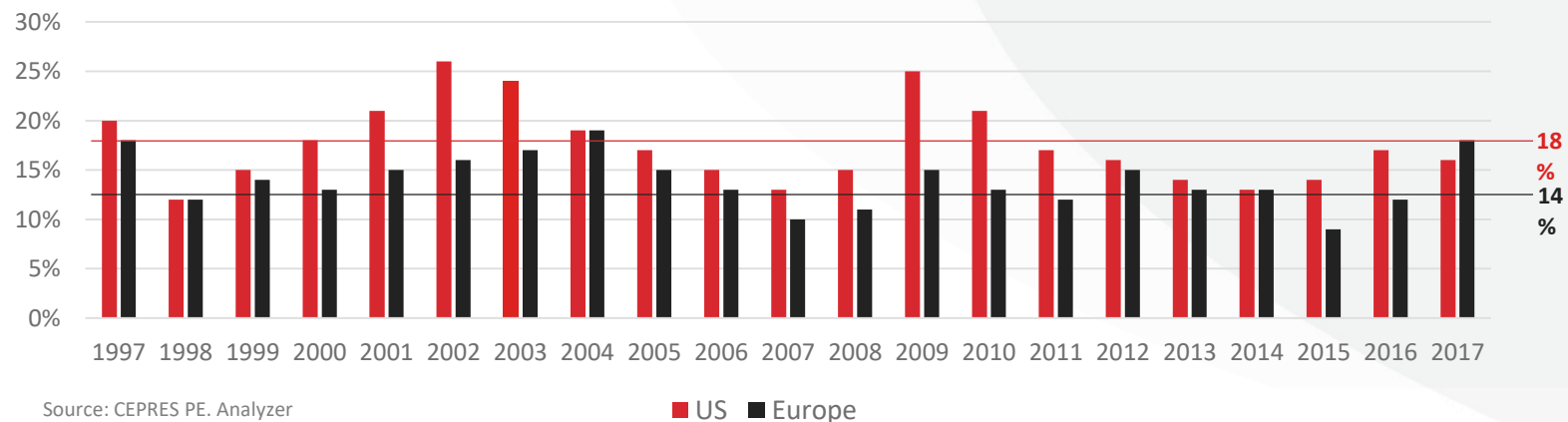
## DIVERSIFICATION

- Geographic diversification
- Significant addressable market
  - U.S. private credit total market size estimated to be over \$900bn (over 80% to non-bank direct lenders)<sup>1</sup>
  - EU private credit market size of €120bn (only 50% to non-bank lenders)<sup>1</sup>
- Broad industry exposure

## STRUCTURAL CONSIDERATIONS

- One contiguous market
  - One language
  - One currency
  - One jurisdiction
  - One bankruptcy regime

Private Debt Market Gross IRR – US vs EUR



# STRUCTURAL CHANGES ARE CREATING CREDIT OPPORTUNITIES IN LOWER MIDDLE MARKET...

- Market consolidation among traditional lenders and, more recently, asset managers
- Record fundraising campaigns by incumbent private credit managers
- The GFC and changes to the regulatory environment has contributed to smaller lenders exiting the market or electing to be acquired



- Concentration of capital focused on the upper middle market and broadly syndicated market
- Fewer providers in the lower middle market leads to lower competitive intensity

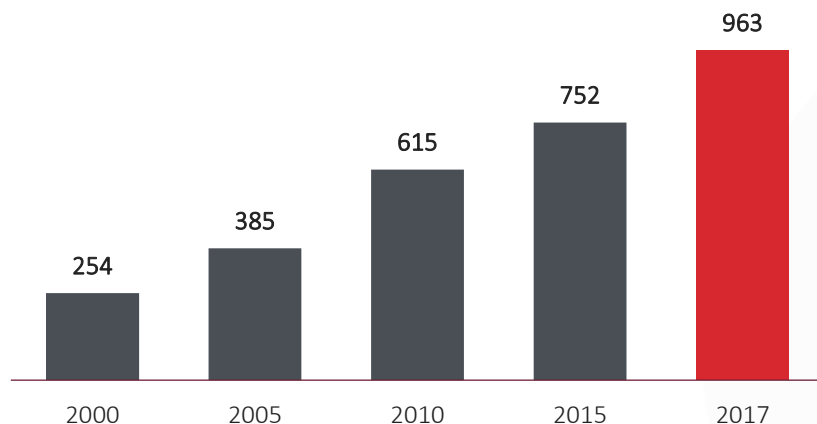


**COMPELLING RISK-ADJUSTED RETURNS**

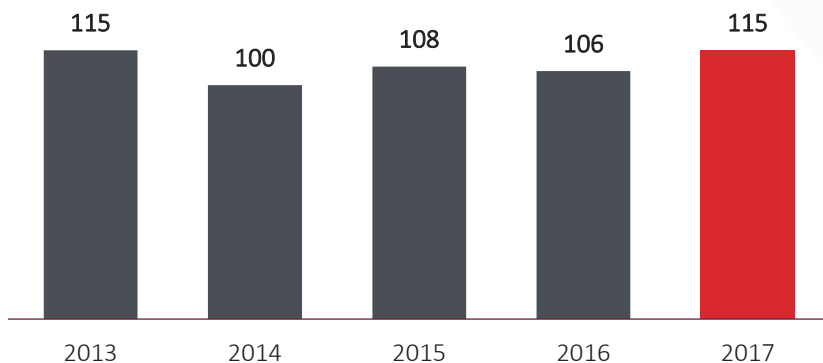
# ...AS SUPPLY AND DEMAND DYNAMICS HAVE EVOLVED

## PRIVATE EQUITY & CREDIT DEMAND

Private Equity Dry Powder  
(in USD billions)<sup>1</sup>

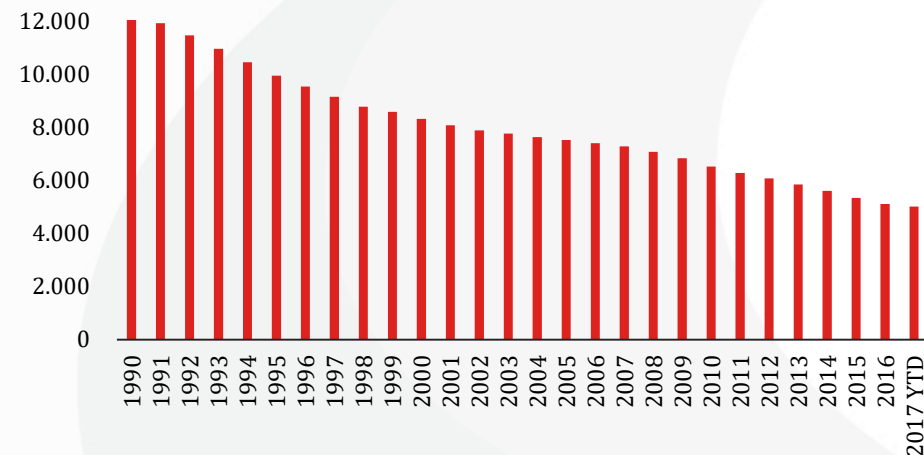


Private Credit Dry Powder  
(in USD billions)<sup>2</sup>



## Vs. LOWER MIDDLE MARKET FINANCING SUPPLY

Commercial Bank Licenses in US<sup>3</sup>



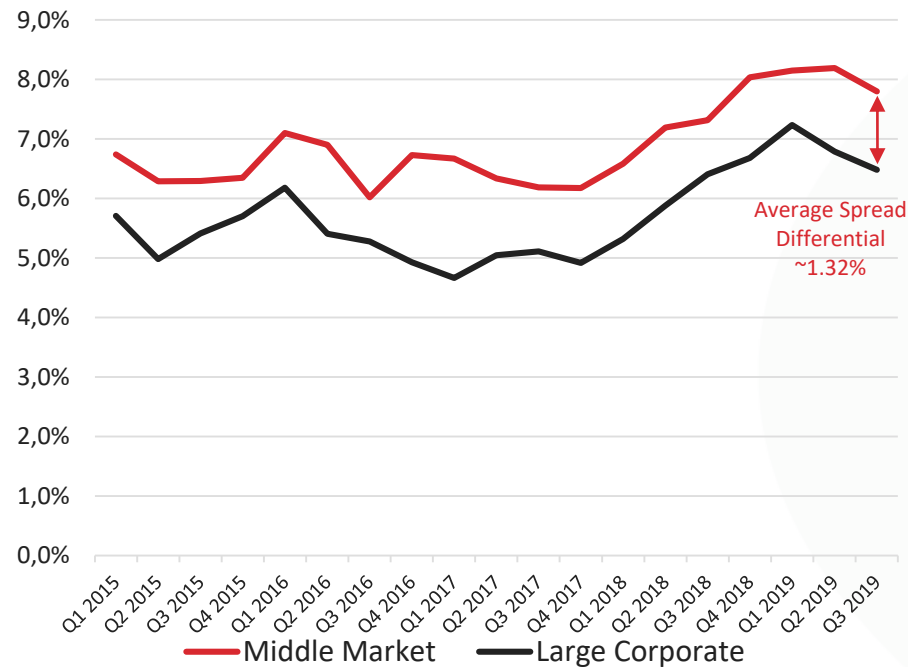
## Middle Market Consolidation



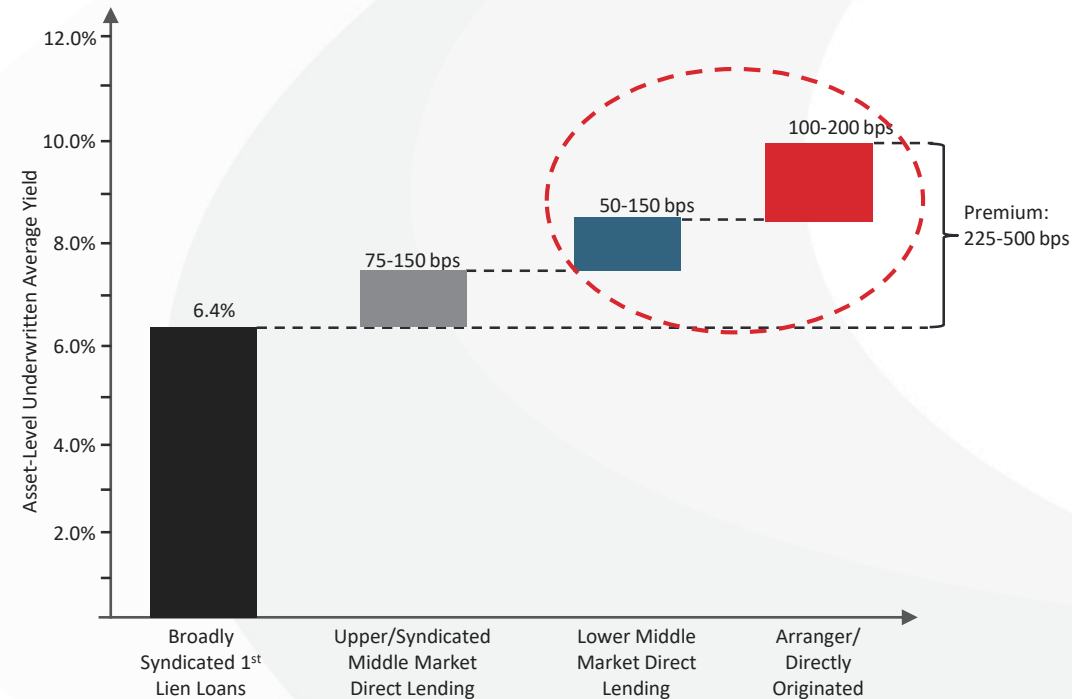
(1) Source: Preqin Private Equity & Venture Capital Spotlight, Volume 13, Issue 3, March 2017. 2016 data as of June 2016. 2017 data as of July 2017, based on Preqin database reported in Bloomberg on 9 August 2017. (2) Source: Preqin Quarterly Update: Private Debt, Q3 2017. Includes direct lending and mezzanine dry powder. 2017 data as of September 2017. (3) Number of commercial banks insured by the Federal Deposit Insurance Committee, as of June 2017.

# WE ARE SEEING ATTRACTIVE RELATIVE YIELDS IN LOWER MIDDLE MARKET...

## 3-MONTH AVERAGE NEW-ISSUE YIELDS<sup>1</sup>



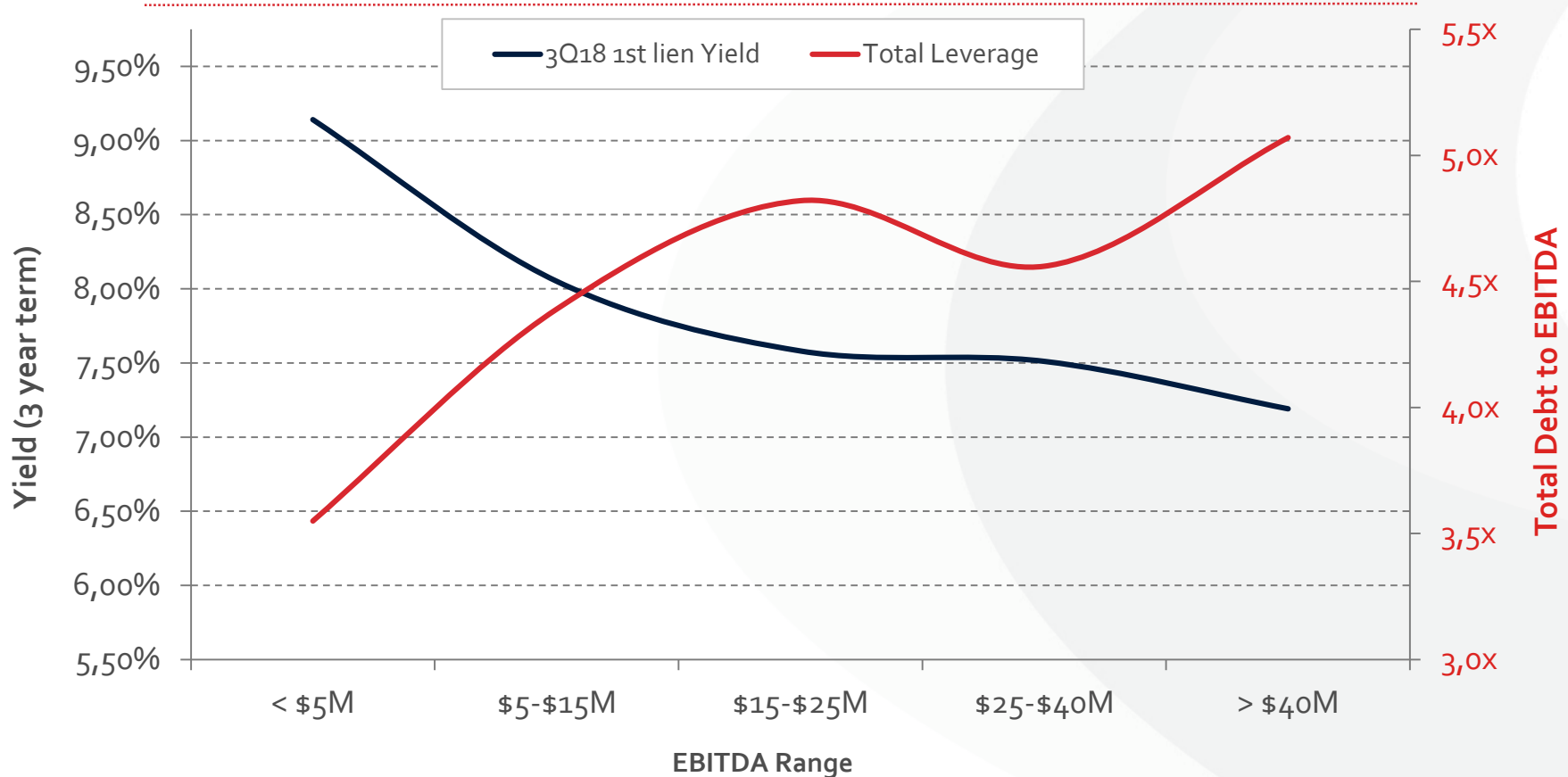
## LOWER MIDDLE MARKET FOCUS/STRUCTURING RETURNS<sup>2</sup>



(1) Source: LCD Middle Market Weekly, S&P Global Market Intelligence. Thomson Reuters LPC's Middle Market Weekly Yields, October 2019. Middle Market is defined as businesses with EBTDA of \$50 million or less, and / or those with loan issues of \$350 million or less. Information is as of October 2019. (2) Source: Capital Dynamics. Thomson Reuters LPC. Cliffwater Research, S&P LCD October 2019 for average market yields. Past performance is not a reliable indicator of future results.

# ...WITH APPEALING RISK PROFILES COMPARED TO LARGER SIZED BUSINESSES

3Q18: 1ST LIEN YIELDS VS. LEVERAGE BY EBITDA SIZE<sup>1</sup>



(1) LPC's 3Q18 Middle Market Sponsored Private/Club Deal Analysis, October 16, 2018. (excludes unitranche)

# LOWER COMPETITIVE INTENSITY ALLOWS LENDERS TO MAINTAIN DISCIPLINE

Investor Protection	Lower Middle Market	Upper Middle Market	Broadly Syndicated Market
TTM Leverage (avg <sup>1</sup> )	~3.5x – 4.5x	~4.0x – 5.0x	~>5.0x
Equity cushions	>45%	>40%	>35%
Financial maintenance covenants	Yes 20-30% cushion	>75% Wide cushions	NA
EBITDA definitions	Addbacks for fees, costs and expenses that are reasonable and documented- often with a dollar threshold for any TTM Period.	Numerous Addbacks including synergies and cost savings up to 25% of EBITDA	For additional debt incurrence tests- Numerous addbacks including synergies and cost savings up to 40% of EBITDA
Restricted Payments	Uncommon	Starter Basket plus an unlimited amount so long as leverage is ~2x less than closing leverage	Starter Basket plus an unlimited amount so long as leverage is ~1x less than closing leverage

(1) LPC's 3Q18 Middle Market Sponsored Private/Club Deal Analysis, October 16, 2018. (excludes unitranche)

# INVESTMENT MANAGER SELECTION IS IMPORTANT

## Sourcing Strength

- Multi-channel sourcing delivers opportunities through the cycle
- Maximizes investment opportunity set
- Provides for credit discipline / selectivity
- Drives portfolio diversification

## Experienced Team

- Structuring experience – focus on downside protection
- Direct origination and underwriting capabilities
- Ability to manage through cycles – familiarity with bankruptcy regimes, creditor rights; hands-on restructuring experience

## Flexible Investment Mandate

- Mandate that offers flexibility to invest in the most compelling opportunity given prevailing market conditions

## Robust Platform

- Proven underwriting and investment processes
- Strong risk management infrastructure – people/IT
- Resourced to support active portfolio management

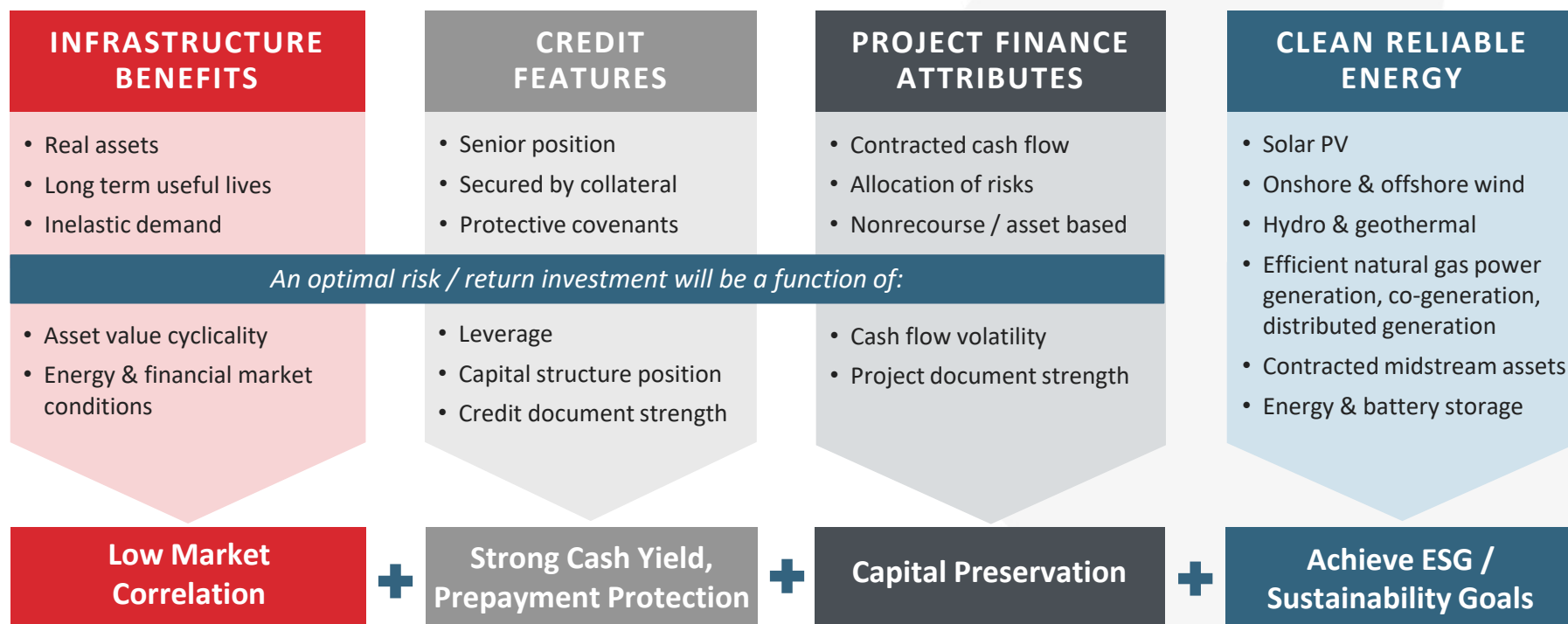


# NORTH AMERICAN CLEAN ENERGY INFRASTRUCTURE CREDIT

This presentation is for information purposes only, is confidential and may not be reproduced in whole or in part (whether in electronic or hard-copy form).

# WHY INVEST IN CLEAN ENERGY INFRASTRUCTURE CREDIT?

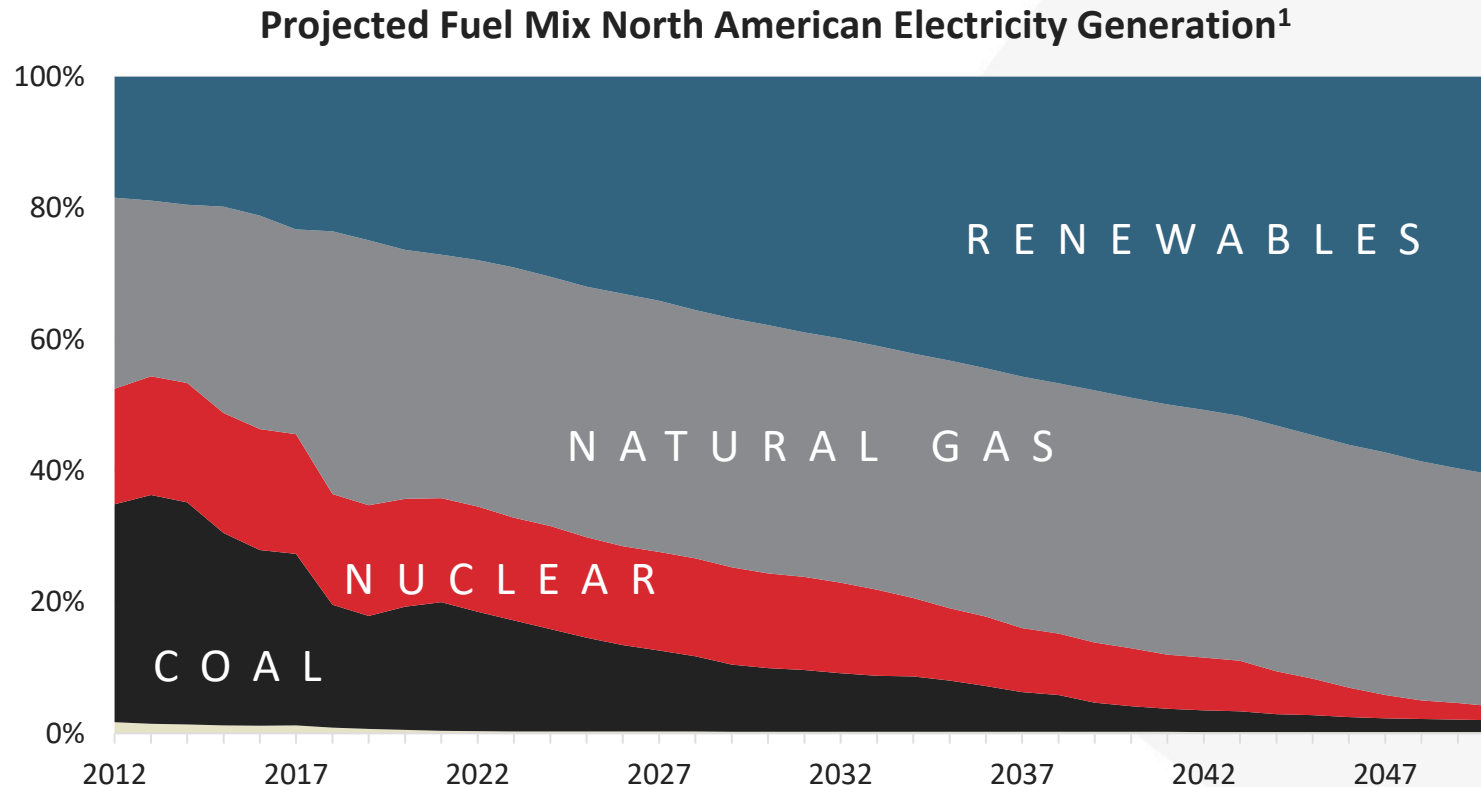
Compared to similarly rated corporate credits, infrastructure debt has a **lower 10 year default rate** (8% v. 18%), **higher average recovery rate** (86% v. 73%), and **lower rating volatility** according to a Moody's study spanning 1983-2016<sup>1</sup>



(1) Per Moody's Infrastructure Default and Recovery Rate 1983-2016 study: Average Ba-rated cumulative default rates of infrastructure credit were 8% compared to 18% for non-financial corporate issuers, average senior secured recovery rates were 86% for infrastructure credit compared to 73% for non-financial corporate issuers, and average one-year rating volatility was 0.17 notches per Credit compared to 0.42 notches for non-financial corporate issuers.

# WHAT ARE THE DRIVERS OF U.S. ENERGY INFRASTRUCTURE INVESTMENT?

RENEWABLES AND NATURAL GAS WILL DRIVE INVESTMENT OPPORTUNITIES

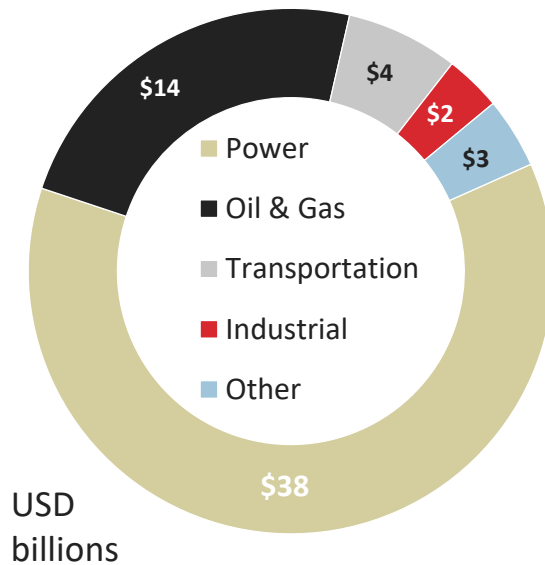


(1) Source: Bloomberg New Energy Finance Outlook 2018. "Renewables" includes Hydro, Geothermal, Biomass, Onshore Wind, Offshore Wind, Utility-scale PV, Small-scale PV, and Solar thermal.

# WHY FOCUS ON THE NORTH AMERICAN MARKET?

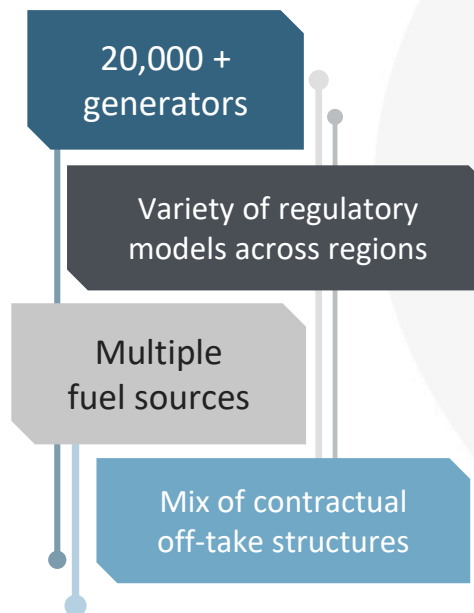
## LARGE OPPORTUNITY SET

**Americas Project Finance Loans Q2 2017 – Q1 2018<sup>1</sup>**



## COMPELLING MARKET DYNAMICS

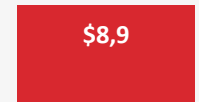
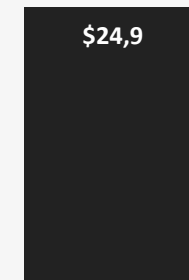
**Investment diversity offers wide range of risk / return opportunities**



## EUROPEAN COMPARISON

**Regional differences drive the increase in alternative lending**

All time Unlisted Infrastructure Debt Fundraising by Primary Geographic Focus, (USD billions)<sup>3</sup>



### NORTH AMERICA

- Deregulation
- Private asset ownership
- Potential for higher yields despite FX costs

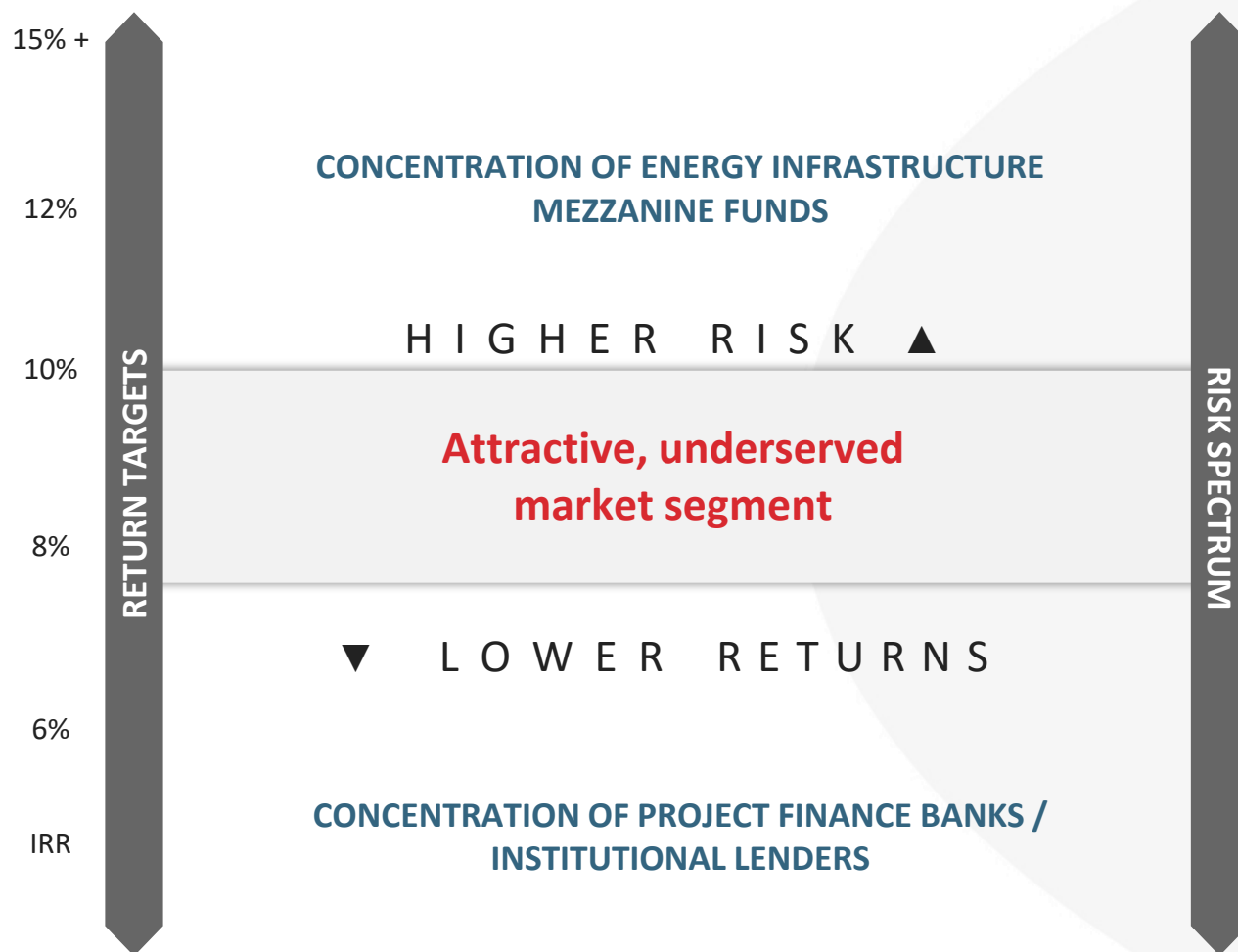
### EUROPE

- More regulation
- Assets owned by utilities and strategics
- Project finance dominated by banks and insurance companies

(1) Source: Thomson Reuters Global Project Finance Review (2) Renewable Assets (Owners) League Tables. Bloomberg New Energy Finance. October 31, 2018. Includes projects commissioned, financing secured and/or under construction. Such information has not been independently verified by Capital Dynamics. The information provided herein is based on matters as they exist as of the date of preparation on October 31, 2018 and not as of any future date. (3) 2018 Preqin Global Infrastructure Report.

A DIFFERENTIATED APPROACH  
INTERESTING IN THE CURRENT  
MARKET ENVIRONMENT

# CEIC TARGETS AN ATTRACTIVE AND UNDERSERVED MARKET SEGMENT<sup>1</sup>



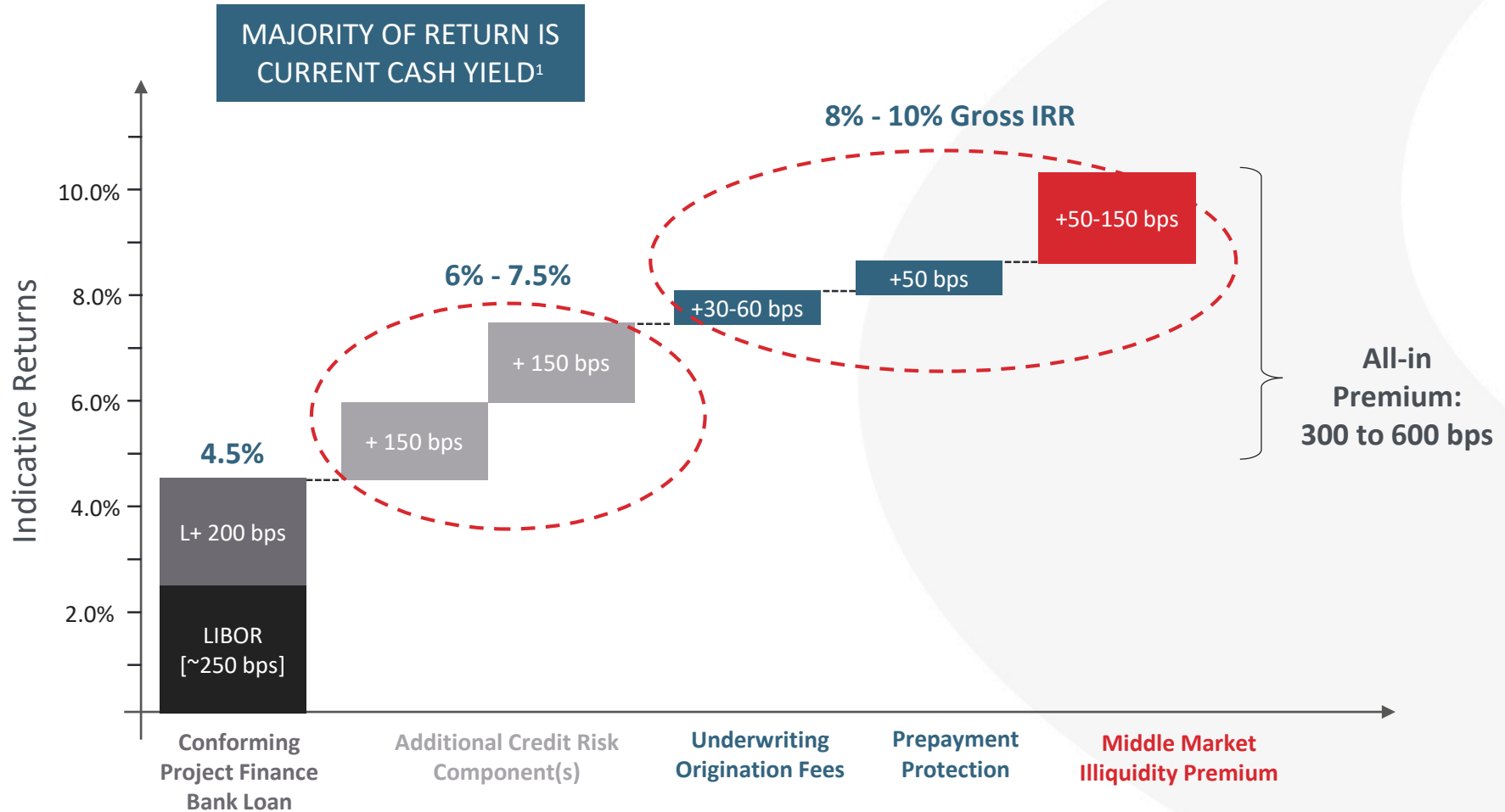
(1) There is no guarantee that the investment will be made in accordance with the terms shown or that the target returns will be achieved. The estimated target returns are gross of fees, expense and carried interest, which in the aggregate, may be substantial. Actual returns may be higher or lower.

# KEY RELATIONSHIPS, FLEXIBLE CAPITAL AND INDUSTRY EXPERTISE ALL CONTRIBUTE TO IDENTIFYING THE OPTIMAL RELATIONSHIP BETWEEN RISK AND RETURN IN CLEAN ENERGY INFRASTRUCTURE CREDIT



Source: There is no guarantee that the investment will be made in accordance with the terms shown or that the target returns will be achieved. The estimated target returns are gross of fees, expense and carried interest, which in the aggregate, may be substantial. Actual returns may be higher or lower.

# DIRECT ORIGINATION STRATEGY AND STRUCTURING CAPABILITIES ENHANCE RETURNS



(1) There is no guarantee that the investment will be made in accordance with the terms shown or that the target returns will be achieved. The estimated target returns are gross of fees, expense and carried interest, which in the aggregate, may be substantial. Actual returns may be higher or lower.

# KEY CLEAN ENERGY INFRASTRUCTURE INVESTMENT RISKS AND MITIGANTS

## KEY ENERGY INFRASTRUCTURE RISKS

### Commodity Price Risk

- Electric Market Prices
- Fuel Supply and Price Risk
- Mismatch and Basis Risk

### Construction and Operating Risks

- Contracting Delays
- Cost Overruns
- Plant Outages and Cost Containment

### Development and Technology Risks

- Permitting and regulatory risks
- Delay and Cost Overruns
- Outages and Performance

## KEY MITIGANTS

Project Finance  
structure allocates risks  
away from borrower

- Long term Power Purchase Agreements and / or Hedges
- Electric Capacity Markets
- Fuel Supply Agreements
- Conservative underwriting price decks

- Fixed price, date certain, turnkey EPC Contracts
- Long term Operating & Maintenance (O&M) Agreements and Equipment Service Agreements (LTSA)

- No development risk taken
- Require Proven Technology from top tier providers (e.g. Siemens, GE, Mitsubishi, etc.)

**Minimal Commodity  
and Price Risks**

**Minimal Construction  
and Operating Risks**

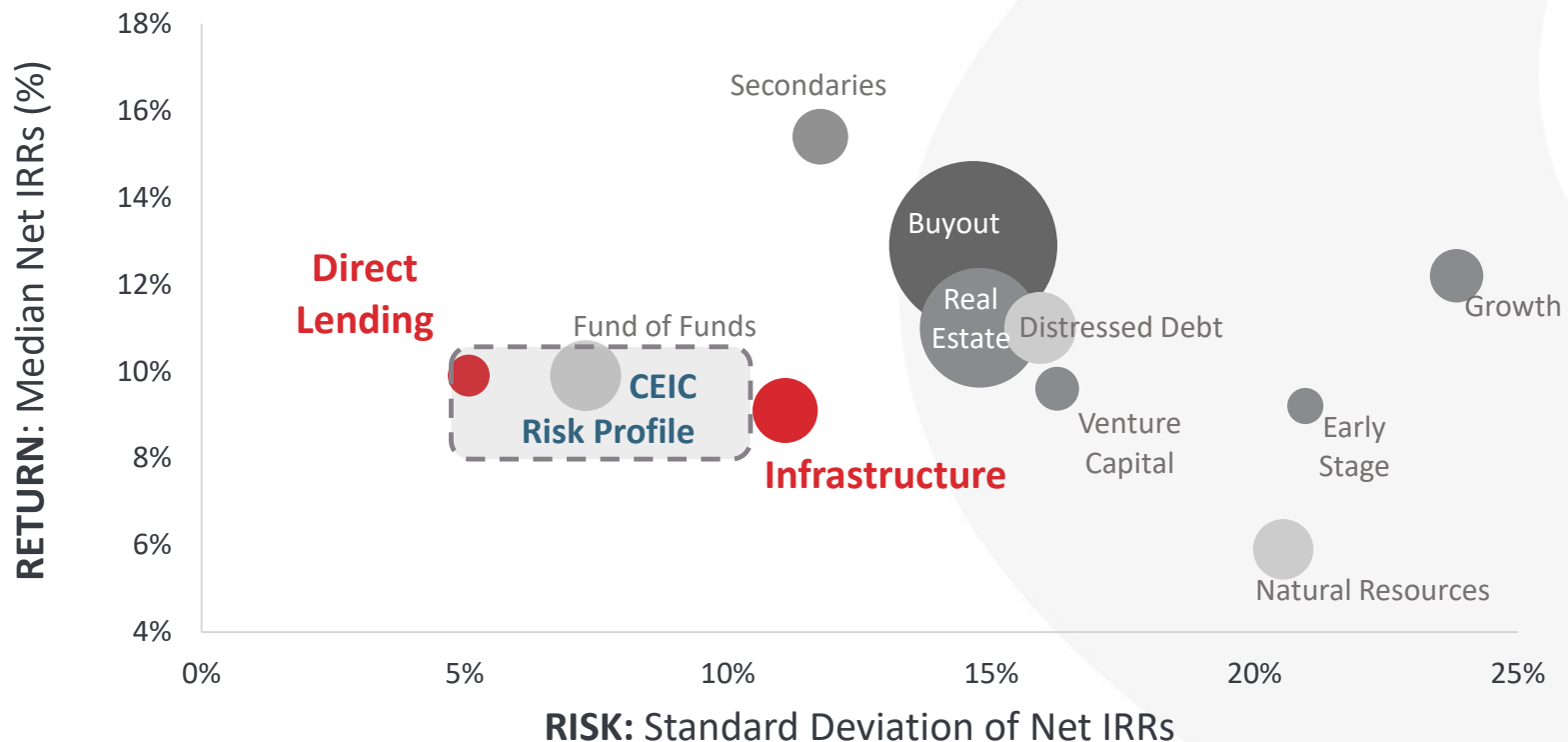
**No Development Risk and  
Limited Technology Risk**

(1) There is no guarantee that target returns will be achieved. The estimated target returns are gross of fees, expenses and carried interest, which in the aggregate may be significant. Actual returns may be higher or lower.  
(2) Per Moody's 'Infrastructure Default and Recovery Rate 1983-2015' study

# COMPARING RISK AND RETURN BY FUND STRATEGY

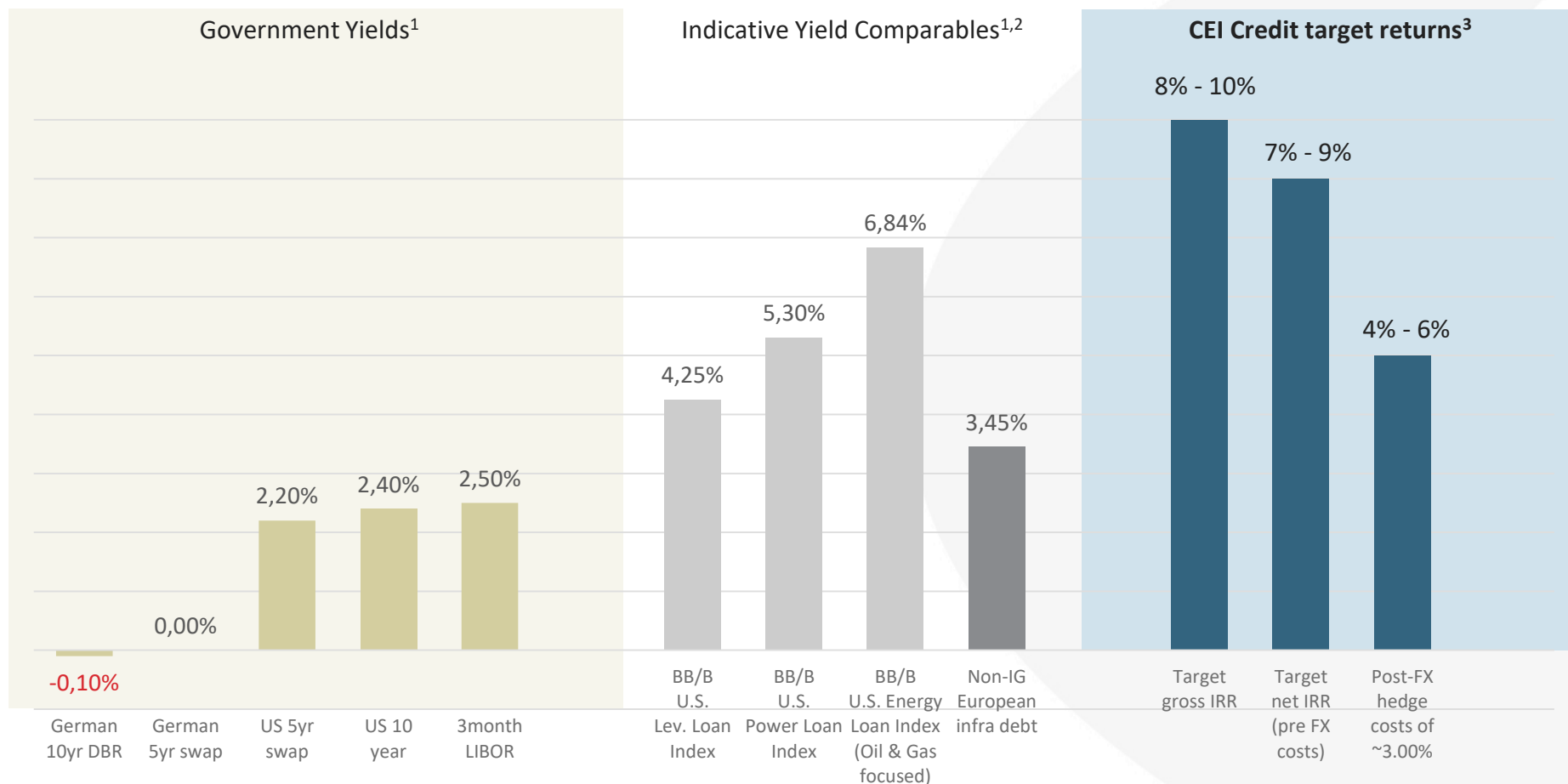
VINTAGE YEAR 2005-2015

The combination of infrastructure and direct lending asset classes offers compelling risk/return



Source: 19 October 2018, Preqin Alternative Assets Monitor. Past performance is not a reliable indication of future performance. Net IRRs are net of all fees, expenses and carried interest.  
CEIC: Clean Energy Infrastructure Credit

# FIXED INCOME DATA POINTS FOR US AND EUROPE



(1) Bank of America Energy and Power Leveraged Finance Weekly Market Update, May 22, 2019, averaged U.S. loan indices show YTD Return. (2) European loan levels are approximated based on data points from Infraction as of March 2019. (3) There is no guarantee that the investment will be made in accordance with the terms shown or that the target returns will be achieved. The estimated target returns are gross of fees, expense and carried interest, which in the aggregate, may be substantial. Actual returns may be higher or lower.

# EXECUTIVE SUMMARY

## Clean Energy Infrastructure Credit in North America is an attractive investment opportunity for European Investors



### Compelling asset class

- Strong and stable cash yield<sup>1</sup>
- Protective credit benefits
- Attractive relative to similarly rated corporate debt
- Large opportunity set



### Differentiated approach can yield optimal results

- Seek opportunities in underserved area of the capital markets
- **Target optimal risk / return niche 8 - 10% gross IRR<sup>1</sup>**
- Provide flexible capital across debt securities and clean energy infrastructure asset class



### Attractive in current market conditions

- Offering downside protection
- Secured by hard assets with long useful lives
- Non-correlated / low volatility
- Helping to meet ESG / Sustainability goals

(1) There is no guarantee that target returns will be achieved. The estimated target returns are gross of fees, expense and carried interest, which in the aggregate, may be substantial. Actual returns may be higher or lower. (2) Represents investments prior to Paul Colatrella joining Capital Dynamics in 2018.



**Klaus Gierling**

Managing Director  
Capital Dynamics GmbH  
Possartstrasse 13  
81679 Munich  
Germany

[kgierling@capdyn.com](mailto:kgierling@capdyn.com)

Office: +49 89 2000 418-13  
Mobile: +49 172 1499 422

**Markus Langner**

Managing Director  
Capital Dynamics GmbH  
Possartstrasse 13  
81679 Munich  
Germany

[mlangner@capdyn.com](mailto:mlangner@capdyn.com)

Office: +49 89 2000 418-14  
Mobile: +49 172 1499 420

# DISCLOSURE STATEMENT

**For investors based in the United Kingdom and the European Union**, this presentation is being communicated to you by Capital Dynamics Ltd (CDL). CDL is a firm authorized and regulated by the UK Financial Conduct Authority as an Alternative Investment Fund Manager.

**For all other investors**, the presentation is being communicated by the firm entity acting as the manager or general partner, adviser to the client or such other firm entity authorized to make this communication as appropriate.

Capital Dynamics Group is an independent asset management firm focusing on private assets and comprises Capital Dynamics Holding AG and its affiliates.

# DISCLAIMER

“Capital Dynamics” comprises Capital Dynamics Holding AG and its affiliates.

The information contained herein is provided for informational purposes only and is not and may not be relied on as investment advice, as an offer to sell, or a solicitation of an offer to buy securities. Any such offer or solicitation shall be made pursuant to a private placement memorandum furnished by Capital Dynamics. No person has been authorized to make any statement concerning the information contained herein other than as set forth herein, and any such statement, if made, may not be relied upon. This document is strictly confidential, is intended only for the person to whom it has been and may not be shown, reproduced or redistributed in whole or in part (whether in electronic or hard copy form) to any person other than the authorized Recipient, or used for any purpose other than the authorized purpose, without the prior written consent of Capital Dynamics.

Further, this document may contain information that has been provided by a number of sources not affiliated with Capital Dynamics. Capital Dynamics has not verified any such information. Nothing contained herein shall constitute any representation or warranty and no responsibility or liability is accepted by Capital Dynamics as to the accuracy or completeness of any information supplied herein.

This document may contain past performance and projected performance information. It must be noted that past performance and projected performance is not a reliable indicator or guarantee of future results and there can be no assurance that any fund managed by Capital Dynamics will achieve comparable results. Certain statements contained in this document may include statements of future expectations and other forward-looking statements. Due to various risks and uncertainties, actual events or results or actual performance may differ materially from those reflected or contemplated in such forward-looking statements.

Except where otherwise indicated herein, the information provided herein, including any forecasts contained herein and their underlying assumptions, are based on matters as they exist as of the date of preparation and not as of any future date, and will not be updated or otherwise revised to reflect information that subsequently becomes available, or circumstances existing or occurring after the date hereof. Capital Dynamics does not purport that any such assumptions will reflect actual future events, and reserves the right to change its assumptions without notice to the Recipient. Any forecasts contained herein are intended to be provided in on-on-one presentations to the Recipient. Capital Dynamics has not independently verified the information provided and does not assume responsibility for the accuracy or completeness of such information.

The Recipient should not construe the contents of this document as legal, tax, accounting, investment or other advice. Each investor should make its own inquiries and consult its advisors as to any legal, tax, financial and other relevant matters concerning an investment in any fund or other investment vehicle. Capital Dynamics does not render advice on tax accounting matters to clients. This document was not intended or written to be used, and it cannot be used by any taxpayer for the purpose of avoiding penalties which may be imposed on the taxpayer under U.S. federal tax laws. Federal and state tax laws are complex and constantly changing. The Recipient should always consult with a legal or tax adviser for information concerning its individual situation.

When considering alternative investments, such as private equity funds, the Recipient should consider various risks including the fact that some funds may use leverage and engage in a substantial degree of speculation that may increase the risk of investment loss, can be illiquid, are not required by law to provide periodic pricing or valuation information to investors, may involve complex tax structures and delays in distributing important tax information, often charge high fees, and in many cases the underlying investments are not transparent and are known only to the investment manager. Any such investment involves significant risks, including the risk that an investor will lose its entire investment.

By accepting delivery of this document, each Recipient agrees to the foregoing and agrees to return the document to Capital Dynamics promptly upon request.

# MATERIAL NOTES TO INVESTORS

## The United Kingdom

This document has been issued by Capital Dynamics Limited who is authorised and regulated by the Financial Conduct Authority ("FCA"). This document is addressed only to persons falling within one or more of the following exemptions from the restrictions in section 21 of the Financial Services and Markets Act 2000 ("FSMA"):

- authorised firms under FSMA and certain other investment professionals falling within article 19 of the FSMA (Financial Promotion) Order 2005 ("FPO") and their directors, officers and employees acting for such entities in relation to investment; and
- high value entities falling within article 49 FPO and their directors, officers and employees acting for such entities in relation to investment,

in addition to other persons who are classified as a Professional Client or Eligible Counterparty in accordance with the rules of the FCA. Accordingly, this document is not required to comply with the detailed rules on financial promotions in the FCA's Conduct of Business Sourcebook. The distribution of this document to any person in the United Kingdom not falling within one of the above categories is not permitted by the Issuer and may contravene FSMA. No person falling outside those categories should treat this document as constituting a promotion to him, or act on it for any purposes whatsoever.

**Austria, Belgium, Cyprus, Czech Republic, Denmark, Finland, France, Germany, Greece, Liechtenstein, Luxembourg, Malta, Netherlands, Norway, Poland, Portugal, Republic of Ireland, Spain, Sweden:** Material is presented to investors qualifying as professional investors (as that term is defined under the Alternative Investment Directive) by Capital Dynamics Ltd. Capital Dynamics Ltd is authorized and regulated by the Financial Conduct Authority (FCA). Any Recipient not interested in the analysis described herein should return this document to Capital Dynamics Limited, Whitfield Court, 2nd Floor, 30-32 Whitfield Street, London W1T 2RQ, United Kingdom and contact Capital Dynamics as soon as possible (t. +44 20 7297 0200). Furthermore, please kindly note that any fund to which this document relates does not exist as at the date of this document and it is not yet possible to subscribe for interests in such fund. Capital Dynamics Limited reserves the right to amend or change the purpose (also in a material way) of any fund to which this document relates or to decide not to proceed with the establishment of a new fund. **Additional information for investors based in Germany:** Capital Dynamics GmbH is registered as an investment intermediary ("Finanzanlagenvermittler") according to § 34f para. 1 sentence 1 no. 2 and 3 German Commerce and Industry Regulation Act with the Chamber of Commerce and Industry Munich (Balanstr. 55 – 59, 81541 Munich). The register number is D-F-155-9YP3-61. The registration is published on the following website: [www.vermittlerregister.info](http://www.vermittlerregister.info).

**Switzerland:** This document does not constitute an offer or a distribution of commitments to any person in Switzerland, or an invitation to participate in any fund to which this document relates by any person in Switzerland. Such fund has not appointed a Swiss representative or a Swiss paying agent and the commitments in such fund may therefore not be distributed to investors in or from Switzerland. The intention is to establish a Luxembourg feeder fund which will appoint State Street Bank GmbH, Munich, Zurich Branch, Beethovenstrasse 19, P.O. Box, CH-8027 Zurich, Switzerland, as its Swiss representative and paying agent. Any distribution of shares in the Luxembourg feeder fund in Switzerland would be exclusively made to, and directed at, qualified investors, as defined in the Swiss Collective Investment Schemes Act of 23 June 2006, as amended and its implementing ordinance. Accordingly, the Fund has not been and will not be registered with the Swiss Financial Market Supervisory Authority FINMA.