# E PennantPark Floating Rate Capital Ltd.

December 31, 2019

NEW YORK • CHICAGO • HOUSTON • LOS ANGELES

### **Forward-looking Statements and Risk Factors**

This presentation may include forward-looking statements. These forward-looking statements include comments with respect to our objectives and strategies and results of our operations.

However, by their nature, these forward-looking statements involve numerous assumptions, uncertainties and opportunities, both general and specific. The risk exists that these statements may not be fulfilled. We caution readers of this presentation not to place undue reliance on these forward-looking statements as a number of factors could cause future company results to differ materially from these statements.

Forward-looking statements may be influenced in particular by factors such as fluctuations in interest rates and stock indices, the effects of competition in the areas in which we operate, and changes in economic, political and regulatory conditions. We caution that the foregoing list is not exhaustive.

When relying on forward-looking statements to make decisions, investors should carefully consider the aforementioned factors as well as other uncertainties and events. The performance data quoted represents past performance and does not guarantee future results. The performance stated may have been due to extraordinary market conditions, which may not be duplicated in the future. Current performance may be lower or higher than the performance data quoted.

We do not undertake to update our forward-looking statements unless required by law.

We refer you to the list of risk factors set forth in our most recent Annual Report on Form 10-K, a copy of which may be obtained on our website at <u>www.pennantpark.com</u> or the SEC's website at <u>www.sec.gov</u>. Specifically, an investment in our common stock involves significant risks, including the risk that the secondary market price of our common stock may decline from the offering price and may be less than our net asset value per share, as well as the risk that the price of our common stock in the secondary market may be highly volatile. Please see a discussion of these risks and other related risks in our most recent Annual Report on Form 10-K under Item 1A - "Risks Relating to an Investment in Our Common Stock".

This is not a prospectus and should under no circumstances be understood to be an offer to sell, or a solicitation of an offer to buy, any security of PennantPark Investment Corporation or PennantPark Floating Rate Capital Ltd. These materials and the presentations of which they are a part, and the summaries contained herein, do not purport to be complete and no obligation to update or otherwise revise such information is being assumed. This presentation contains only such information as is set forth in our reports on Form 10-K or 10-Q and we direct you to these reports for further information on our business including investment objectives, risks and expenses.

## **Established Credit Platform**

# PennantPark

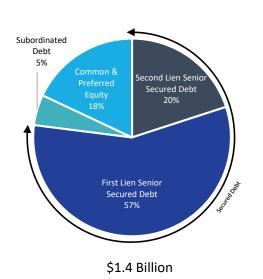
Investment Advisers, LLC

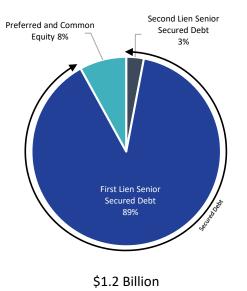
#### \$3.8 billion total Assets Under Management

- E PennantPark
- NASDAQ: "PNNT"
- IPO Date: April 2007
- 77% Secured Debt



- NASDAQ: "PFLT"
- IPO Date: April 2011
- 92% Secured Debt





#### Established Investment Platform

- PennantPark Investment Advisers founded 13 years ago before the financial crisis
- Deep expertise in middle market direct lending
- Longer investment horizon with attractive publicly traded model
- Cohesive, experienced team

#### PFLT

- \$472 million Market Capitalization
- \$12.95 Net Asset Value per Share
- 92% of the Portfolio is Secured debt

# E PennantPark Investment Advisers, LLC

### Founded in 2007 Funded \$10B in 535 companies

#### **Disciplined Investor**

- Value oriented with goal of capital preservation
- Focused approach to ensure good risk/reward
- Patient and prudently leveraged to capture returns during dislocations

#### **Relationship & Solution Driven**

- Team approach
- Build long term relationships trusted partner
- Independent and conflict free

#### **Middle Market Focus**

- Companies with EBITDA of \$10 - \$50 million
- Solutions that traditional lenders find increasingly difficult

#### Consistent Performance & Track Record

 Low volatility of underlying portfolio EBITDA through the Great Recession

#### PFLT

- Only 9 non-accruals out of 373 companies since inception
- Annualized loss ratio only nine basis points

#### PFLT

#### **Conservative Portfolio Construction**

- 102 companies in 42 different industries
- Weighted average debt/EBITDA through PFLT security is 4.2x
- Weighted average cash interest coverage is 2.4x
- 89% of portfolio is first lien senior secured
- Incumbency: about 75% of investments made to existing borrowers who we know well

# Why is PFLT Well Positioned?

Experienced Team	<ul> <li>Decades of experience in middle market sponsor-driven direct lending</li> <li>Investment committee has worked together for over 20 years</li> <li>Stable, consistent investment team</li> <li>Headquarters in New York with offices in Los Angeles, Chicago, and Houston</li> </ul>
Expansive Relationship Network	<ul> <li>Independent</li> <li>Established institutionalized relationships</li> <li>Focus on building long-term trust</li> <li>Brand recognition with about 190 sponsors financed</li> </ul>
Strong Capital Base	<ul> <li>Permanent equity capital of \$502 million</li> <li>Monthly dividend of 9.5 cents per share</li> <li>Leader in the BDC space as measured by expense and efficiency ratios</li> <li>Senior Secured Loan Fund Joint Venture, PSSL, with Kemper Corporation has up to \$650 million of investment capacity</li> </ul>
Attractive and Diversified Financing	<ul> <li>\$520 million of credit facility at L+225</li> <li>\$139 million, long-term, 3.83% bond offering in Israel</li> <li>\$228 million of Asset Backed Debt financing 4.1%, with a final maturity of 12 years.</li> <li>Credit facility and Asset Backed Financing use cost accounting on underlying portfolio</li> <li>Debt/Equity Ratio now targeted at 1.4 – 1.7x should improve ROE while maintaining a prudent debt profile</li> </ul>

### **Underwriting Philosophy & Process<sup>1</sup>**

#### **Investment Philosophy**

- Capital preservation is paramount
- Companies with positive cash flow (in order to de-risk)
- Companies owned by reputable financial sponsors with track records supporting portfolio companies
- Run by experienced management teams with capability to pursue growth
- Companies in non-cyclical industries with strong competitive positions and viable reason to exist
- Companies with multiple potential exit strategies in middle-market companies
- Focus on companies in non-cyclical industries that have a viable reason to exist

#### **Underwriting Process**

Sourcing & Industry Expertise	Due Diligence & Underwriting	Investment Committee	Structuring & Documentation	Monitoring
<ul> <li>Broad network of industry contacts</li> </ul>	<ul> <li>Deep dive, PE-style, diligence</li> </ul>	<ul> <li>Memos focus on downside cases to ensure that risks</li> </ul>	<ul> <li>Deep experience across multiple credit cycles</li> </ul>	<ul> <li>Proactive portfolio review</li> <li>Monthly financials</li> </ul>
<ul> <li>Long-term relationships with middle market PE sponsors and portfolio</li> </ul>	<ul> <li>Review historical and prospective data</li> <li>On-site company visits, calls</li> </ul>	<ul><li>are thoroughly understood</li><li>Evaluate from an owner's perspective</li></ul>	<ul><li>negotiating structures</li><li>Construct attractive risk-reward profile</li></ul>	supplemented with monitoring of key developments
companies <ul> <li>Proprietary origination</li> </ul>	<ul><li>with competitors and clients</li><li>Diligence alongside PE sponsor</li></ul>	s amongst IC needed conditions that enforce nce alongside PE preserve investor capit	conditions that enforce	<ul> <li>Board observer rights when possible</li> </ul>
<ul> <li>Screen companies using value-oriented philosophy</li> </ul>			borrower discipline and preserve investor capital	<ul> <li>Quarterly independent third party valuations</li> </ul>

1. The execution of the investment process described herein indicates the Manager's current approach to investing, and this investment approach may be modified in the future by the Manager in its sole discretion at any time and without further notice to investors in response to changing market conditions, or in any manner it believes is consistent with the overall investment objective of an individual fund/vehicle.

### **PFLT Has a Compelling Track Record**

Portfolio growth has been measured and consistent with market opportunity

Low loss experience: Only nine basis points of net realized and unrealized loss since inception

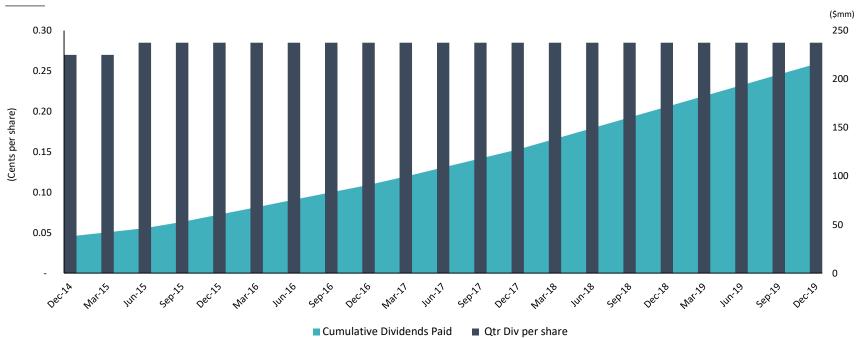
- Only 9 non-accruals out of 373 companies since inception



#### Portfolio Size and Debt Yield

### **PFLT Has a Compelling Track Record**

- Consistent, steady dividend stream since inception
- Run rate net investment income covers the dividend
- Net investment income positioned for growth with a gradual increase in the Debt to Equity ratio

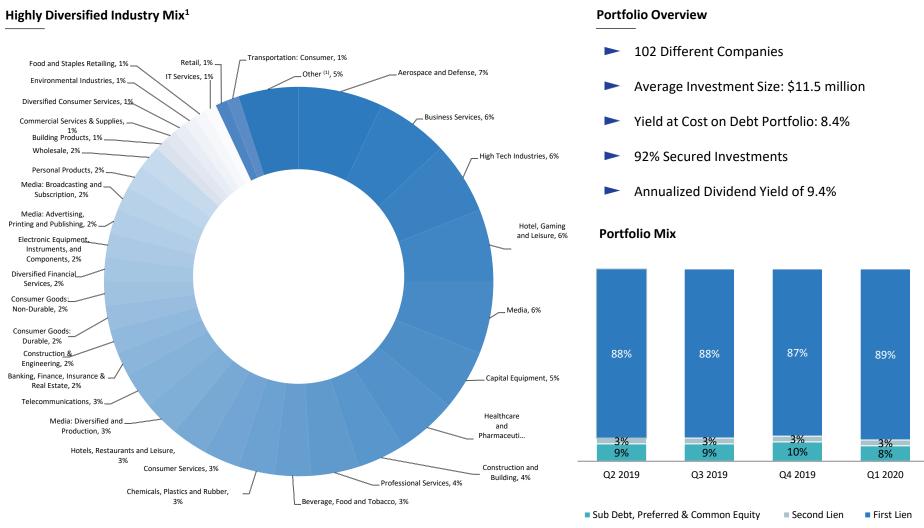


#### **Quarterly Dividends & Cumulative Dividends Paid**

- Invests in primarily middle market, directly originated first lien loans
- \$650 million of total capacity
- Total commitments of \$230 million in notes and equity from PFLT and Kemper Corporation
- Up to \$420 million of third party debt financing
- Expands ability to serve sponsor and borrower clients with larger bite sizes
- Generating a higher ROE and NII per share for PFLT

- Consists of a diversified portfolio of middle market loans
- \$301.4 million in total size
- > PFLT retaining \$55.4 million of the Preferred Shares and \$18 million of the Class D Notes
- **\$228** million of third-party debt financing at 4.1%, with a final maturity of 12 years.
- Diversifies PFLT's capital base and assists in achieving leverage targets

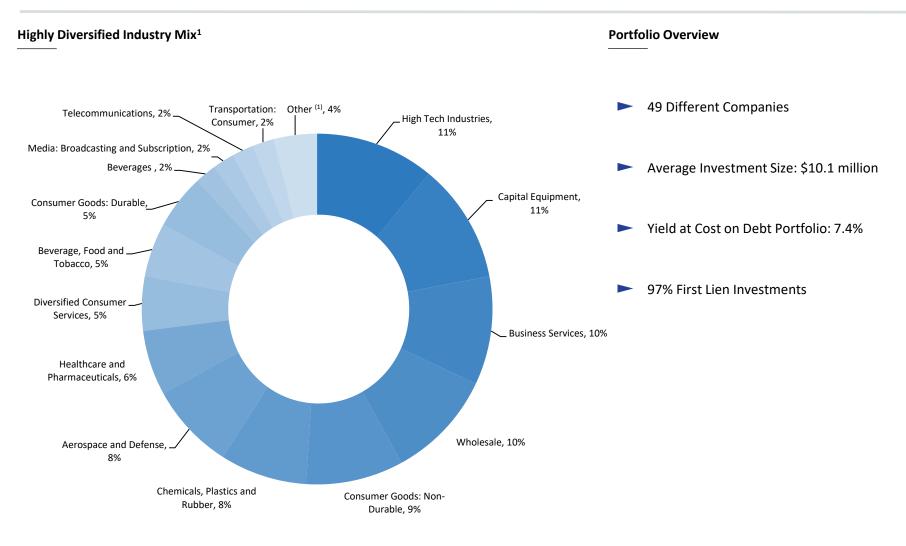
### **Overall Portfolio as of December 31, 2019**



#### Total Portfolio: \$1,176 million

Excluding investment in PSSL. Total of 42 industries. "Other" includes, 1% or less to each Beverages /Food Products/Health Providers and Services/Healthcare Equipment and Supplies/Healthcare Providers and Services/Healthcare Technology/Leisure Products/Software/Wireless Telecommunication Services.

### PSSL Portfolio as of December 31, 2019



#### Total Portfolio: \$493 million

1. Total of 18 industries. "Other" includes Banking, Finance, Insurance and Real Estate / Media: Diversified and Production / Retail.

# **Selected Financial Highlights**

(\$mm, except per share data)	March Q2 2019	June Q3 2019	September Q4 2019	December Q1 2020
Investment Portfolio	\$961	\$1,072	\$1,082	\$1,176
PFLT Investment in PSSL	\$173	\$172	\$172	\$172
PSSL Investment Portfolio	\$502	\$470	\$489	\$493
Debt (Cost)	\$491	\$554	\$632	\$702
Net Assets	\$513	\$507	\$503	\$502
Ending Debt to Equity	0.96x	1.11x	1.27x	1.42X
PFLT Originations	\$136	\$183	\$141	\$239
PSSL Originations	\$25	\$8	\$53	\$69

Per Share Data:				
Net Asset Value	\$13.24	\$13.07	\$12.97	\$12.95
Core Net Investment Income <sup>1</sup>	\$0.30	\$0.29	\$0.29	\$0.29
Dividends declared	\$0.285	\$0.285	\$0.285	\$0.285

1. Core Net Investment Income per Share is a non-GAAP financial measure.

Extensive and diverse sourcing network

**Focused on companies with strong free cash flow and de-leveraging capabilities** 

Value oriented with a goal of capital preservation

Privately negotiated middle market loans provide attractive risk/return

Returns driven by interest payments from primarily secured debt

# **PFLT Selected Investments**

	Compassion-First Pet Hospitals	PRODUCTS	Commission* A better way to manage your cash flow	<b>EEN</b> INDUSTRIES
Revolver First Lien Secured Debt Equity	Revolver First Lien Secured Debt Delayed-Draw Term Loan	Revolver First Lien Secured Debt	Revolver First Lien Term Loan Equity	Revolver First Lien Term Loan Equity
Sagewind Capital	Quad-C Management	Altamont Capital Partners	Lightyear Capital	Sentinel Capital
ECRM.		LOOMBART The Relief's Largert Bick/Beter of Ophilades (Equipment	MARKETPLACE EVENTS	
First Lien Secured Debt	Revolver First Lien Term Loan Equity	Revolver First Lien Secured Debt	Revolver First Lien Secured Debt	Revolver First Lien Secured Debt Equity
Snow Phipps Group	Norwest Equity Partners	Atlantic Street Capital	Sentinel Capital Partners	Mountaingate Capital
	PERFORCE	QUESTEX		SCHLESINGER
Revolver First Lien Secured Debt	First Lien Term Loan Revolver	Revolver First Lien Term Loan	Revolver First Lien Term Loan	First Lien Term Loan Equity
Windjammer Capital	Clearlake Capital	MidOcean Partners	Arlington Capital Partners	Gauge Capital
	Smartronix	S? SOLUTIONREACH	StrataTech Bocchion	A T H E N E
Revolver First Lien Secured Debt Equity	First Lien Term Loan	Revolver First Lien Term Loan	First Lien Secured Debt Equity	Revolver First Lien Term Loan
Center Rock Capital Partners	OceanSound Partners	Summit Partners LP	The Halifax Group	Arlington Capital Partners