

### NEW MOUNTAIN FINANCE CORPORATION

# **Q2 2011 Earnings Presentation**

August 12, 2011

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This presentation contains "forward looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, that are subject to risks and uncertainties. All forward-looking statements included in this presentation are made only as of the date hereof and are subject to change without notice. Actual outcomes and results could differ materially from those suggested by this presentation due to the impact of many factors beyond the control of New Mountain Finance Corporation and its operating company, including those listed in the "Risk Factors" section of our filings with the Securities and Exchange Commission ("SEC"). Any such forward-looking statements are made pursuant to the safe harbor provisions available under applicable securities laws and New Mountain Finance Corporation assumes no obligation to update or revise any such forward-looking statements unless required by law.

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**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



## **Q2 2011 Highlights**

- IPO priced on 5/19/2011, total gross proceeds of ~\$130 million
  - Management purchased 2.2 million shares for \$30 million in a concurrent private placement
  - A New Mountain private equity fund owns rights to 20.2 million shares through the contribution of the initial portfolio
- Q2 Adjusted Net Investment Income and dividend of \$0.27 per share vs. guidance on our roadshow of \$0.20 – \$0.25 per share
  - Payable on August 31, 2011 to holders of record as of August 22, 2011
- Q3 dividend of \$0.29 per share announced
  - Payable on September 30, 2011 to holders of record as of September 15, 2011
- Credit performance remains very strong
  - No non-accruals, defaults or credit losses since inception
- Approximately \$140 million of net assets originated in the last 90 days
- Senior Loan Funding ("SLF") credit facility expanded by \$25 million on July 15, 2011 to \$175 million
- Portfolio 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 LLC ("New Mountain" or "NMC"), a leading private equity firm with over \$9 billion of assets under management<sup>(1)</sup>, over 85 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
- Leverage facilities are not tied to trading prices or valuation of securities
  - OpCo Holdings Credit Facility of \$160 million at LIBOR + 3.00%; advance rate: 45% (1<sup>st</sup> lien) / 25% (non-1<sup>st</sup> lien)
  - SLF Credit Facility of \$175 million at LIBOR + 2.25% (non-recourse to OpCo); advance rate: 67% (1<sup>st</sup> lien)



## **Credit Market Conditions**

- Buyer friendly as credit spreads have been widening since early Q2
- Worsening economic outlook
- Europe / U.S. fiscal problems
- Supply / demand dynamics
  - Private equity M&A driving supply
  - Reduced fund-flows and market volatility reducing demand
- While markets have deteriorated dramatically over the last week, NMFC is well positioned to capitalize
  - NMC and NMFC have <u>always</u> proactively focused on defensive, acyclical business models
  - Leverage facilities not subject to margin calls
  - Significant dry powder to take advantage of compelling buying opportunities



### **Credit Performance**

(\$ in millions)

	As of 6/30/2011	Cumulative Since Inception <sup>(1)</sup>
Investments (Cost)	\$524.0	\$909.4
On Internal Watch List (3 or 4 Rating) <sup>(2)</sup>	\$0	\$0
Non-Accrual	\$0	\$0
Default Loss	\$0	\$0

<sup>1</sup> Since inception of predecessor entity in October 2008 through June 30, 2011



<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, respectively, 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.

### **Credit Performance – Operating Company ("OpCo") Portfolio**

	N	MFC Leverage Ratio <sup>(2</sup>	2)
Portfolio Company <sup>(1)</sup>	At Purchase	Current	Change
Company A	3.7x	3.3x	0.4x
Company B	5.0x	3.1x	1.8x
Company C	4.4x	3.8x	0.6x
Company D	4.5x	5.2x	(0.7x)
Company E	6.7x	6.3x	0.4x
Company F	5.2x	3.7x	1.5x
Company G	3.2x	3.1x	0.0x
Company H	4.4x	4.4x	-
Company I	4.9x	4.9x	-
Company J	1.7x	1.6x	0.1x
Company K	2.5x	2.5x	-
Company L	2.8x	2.6x	0.2x
Company M	6.4x	6.0x	0.4x
Company N	5.0x	4.8x	0.2x
Company O	2.5x	2.6x	(0.1x)
Company P	4.8x	4.4x	0.4x
Company Q	1.8x	1.6x	0.3x
Company R	4.3x	3.4x	1.0x
Company S	5.0x	5.0x	-
Weighted Average <sup>(3)</sup>	4.0x	3.8x	0.2x



<sup>1</sup> Current positions with an initial cost greater than \$7.5mm as of June 30, 2011 (represents 85% of OpCo cost and 85% of OpCo fair value)

<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>3</sup> Includes all OpCo assets except equity and revolvers; weighted by cost

## **Credit Performance – SLF Portfolio**

	N	MFC Leverage Ratio <sup>(2</sup>	2)
Portfolio Company <sup>(1)</sup>	At Purchase	Current	Change
Company T	1.8x	1.8x	-
Company U	4.2x	3.6x	0.6x
Company V	5.0x	3.8x	1.2x
Company W	4.1x	4.1x	(0.0x)
Company X	3.1x	2.1x	1.0x
Company Y	3.7x	3.7x	-
Company Z	3.3x	3.2x	0.1x
Company AA	4.1x	3.7x	0.4x
Company AB	2.2x	2.2x	-
Company AC	4.2x	4.2x	-
Company AD	4.0x	3.4x	0.6x
Company AE	3.6x	3.1x	0.5x
Company AF	3.2x	3.2x	-
Weighted Average <sup>(3)</sup>	3.6x	3.3x	0.3x



<sup>1</sup> Current positions with an initial cost greater than \$7.5mm as of June 30, 2011 (represents 87% of SLF cost and 87% of SLF fair value) <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>3</sup> Includes all SLF assets; weighted by cost

## **Q2** Originations and Repayments

(\$ in millions)

Portfolic	o Originations <sup>(1)</sup>		Amount		Type of		YTM at
Date	Name	Industry	(\$'s Invested)	Tranche Size	Investment	OpCo / SLF	Purchase <sup>(2)</sup>
4/15/11	GREK	Business Services	\$19.4	\$100	1 <sup>st</sup> Lien Unitranche	OpCo	11.5%
4/21/11	SOTERA	Federal Services	\$16.8	\$145	1 <sup>st</sup> Lien	SLF	17.2%
5/2/11	PAE	Federal Services	\$14.7	\$50	1 <sup>st</sup> Lien	SLF	19.8%
5/6/11	Decision Resources	Business Services	\$14.4	\$60	2 <sup>nd</sup> Lien	OpCo	11.3%
6/14/11	U.S. HealthWorks	Healthcare Services	\$19.7	\$65	2 <sup>nd</sup> Lien	OpCo	12.3%
6/21/11	PUREX	Spec. Chem. & Materials	\$9.9	\$97	1 <sup>st</sup> Lien	SLF	13.5%
6/29/11 / 6/30/11	LAWS	Software	\$19.2 / \$3.7	\$1,040 / \$560	1 <sup>st</sup> Lien / Subordinated	SLF / OpCo	18.9% / 13.9%
	Other		\$12.9				OpCo-11.8% /
	Total Originations		\$130.7	-			SLF-17.5% <sup>(4)</sup>
	Repayments <sup>(3)</sup>		(\$42.2)	-			
	Net Originations		\$88.5	-			
	Sales		(\$10.3)				
	Net Originations les	s Sales	\$78.2	- an \$7.5m included in "C	)ther": evoludes impact o	of Attachmate refinancia	ng (hoth the sale

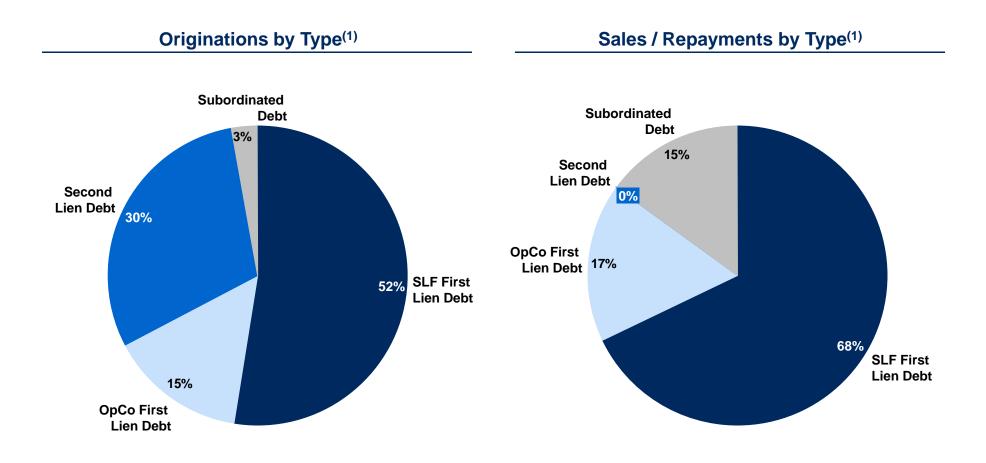
N M F New Mountain Finance Corporation <sup>1</sup> Originations over \$7.5m shown, originations less than \$7.5m included in "Other"; excludes impact of Attachmate refinancing (both the sale and subsequent purchase); excludes purchase of U.S. Treasury bill

 $^{\rm 2}$  Unlevered for OpCo assets and fully levered for SLF assets

<sup>3</sup> Includes sales due to refinancings

<sup>4</sup> Weighted average YTM

## **Q2** Originations and Repayments





## **Investment Activity Since Quarter End**

(\$ in mil	lions)						
Portfolio	Originations <sup>(1)</sup>		Amount		Type of		YTM at
Date	Name	Industry	(\$'s Invested)	Tranche Size	Investment	OpCo / SLF	Purchase <sup>(2)</sup>
7/13/11	SRA	Federal Services	\$14.3	\$875	1 <sup>st</sup> Lien	SLF	18.7%
7/29/11	MERITAS	Education	\$9.9 / \$19.7	\$125 / \$65	1 <sup>st</sup> Lien / 2 <sup>nd</sup> Lien	SLF / OpCo	18.6% / 13.2%
8/3/11	<b>III IPREO</b>	Information Services	\$15.7	\$115	1 <sup>st</sup> Lien	SLF	21.3%
8/5/11	Company X	Education	\$24.5 / \$2.5	\$25 / \$58	Subordinated / Equity	OpCo / OpCo	13.2% / N/A
8/8/11	Company Y	Logistics	\$19.5	\$40	Subordinated	OpCo	11.9%
	Total		\$106.1				OpCo-12.8% / SLF-19.6% <sup>(3)</sup>

#### **Investment Pipeline**

- \$110 million of potential investments in near-term pipeline
- Over \$100 million additional in earlier-stage pipeline

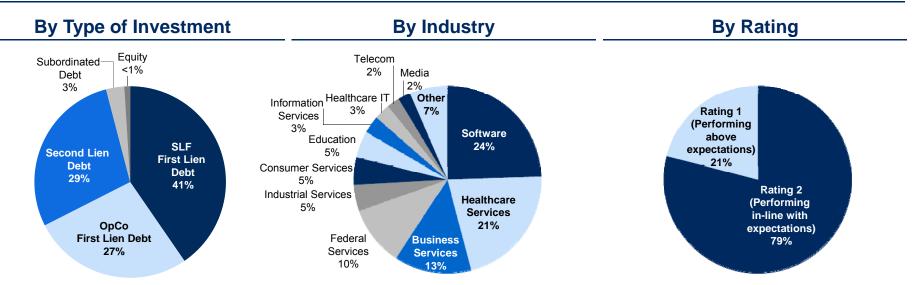


<sup>1</sup> Originations and commitments over \$7.5m

 $^{\rm 2}$  Unlevered for OpCo assets and fully levered for SLF assets

#### **Investment Portfolio Review – As of June 30, 2011**

Fair Value	\$544 million
Unadjusted / Adjusted YTM <sup>(1)</sup>	10.4% / 12.7%
Number of Portfolio Companies	47
Middle Market Focus (As of 6/30/11)	80% of Portfolio Companies < \$100m of EBITDA <sup>(2)</sup> ; 85% of Facilities < \$300 million

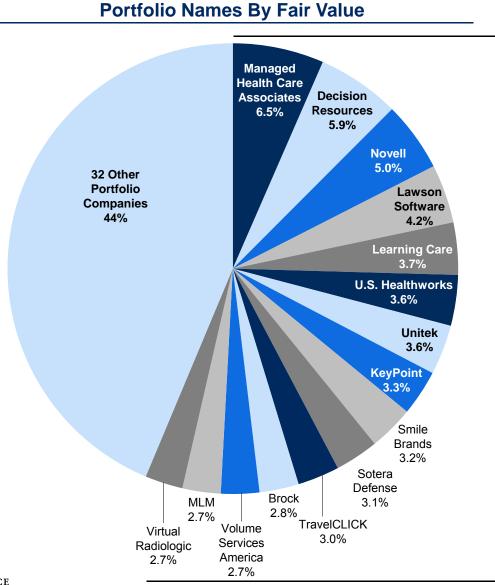


#### Fair Value as of June 30, 2011



<sup>1</sup> References to "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 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 12
<sup>2</sup> LTM EBITDA at the time of investment, weighted by fair value as of June 30, 2011

### **Investment Portfolio Review – As of June 30, 2011**

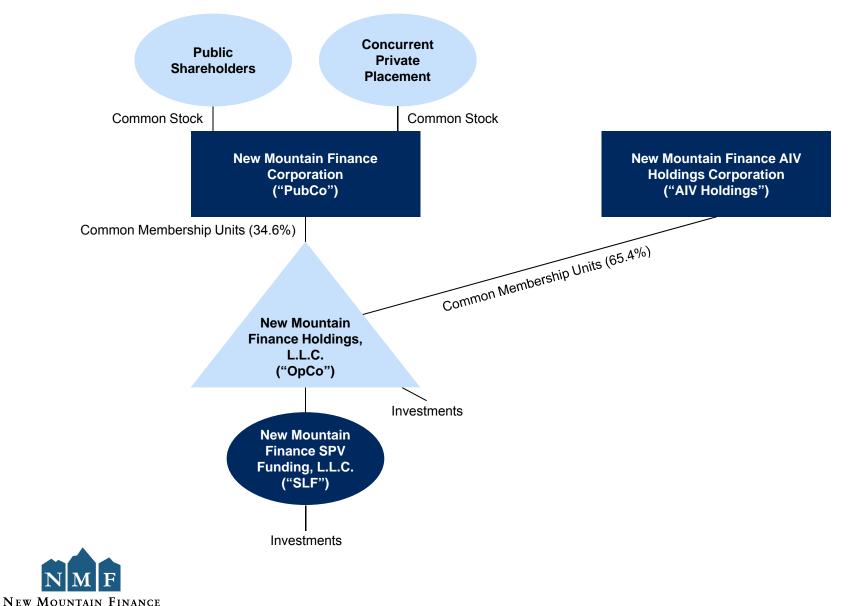


Top 15 portfolio companies represent \$306.4 million, or 56%, of consolidated investments



## **Structure Chart**

CORPORATION



## Net Asset Value – As of 6/30/2011

#### (\$ in millions)

#### Net Asset Value <sup>(1)</sup>

Unconsolidated	
OpCo Portfolio	\$322.5
SLF Equity	94.9
Cash & Equivalents	77.9
Other Assets <sup>(2)</sup>	8.4
Total Assets	503.7
Less: OpCo Debt	(34.3)
Less: Other Liabilities (3)	(28.8)
NAV	\$440.6
Shares Outstanding	30.9
NAV / Share	\$14.25
NAV / Share Adjusted for Payment of Q2 Dividend	\$13.98
PubCo NAV / Share	\$14.25
PubCo NAV / Share Adjusted for Payment of Q2 Dividend	\$13.98
Memo: NAV / Share at IPO	\$13.94

Consolidated	
Portfolio	\$544.3
Cash & Equivalents	77.9
Other Assets <sup>(2)</sup>	8.4
Total Assets	630.6
Less: Total Debt	(161.2)
Less: Other Liabilities (3)	(28.8)
NAV	\$440.6
Debt / Equity	0.37x

#### Investment Capacity – As of 6/30/2011

48.1
125.7
\$44.8



<sup>1</sup> Financials for OpCo unless otherwise noted

<sup>2</sup> Includes interest receivable of \$4.0m, deferred credit facility costs of \$3.6m, and other assets of \$0.8m

<sup>3</sup> Includes payable for unsettled securities purchased of \$22.9m, management fee payable of \$0.8m, incentive fee payable of \$0.5m, interest payable of \$1.1m, and other liabilities of \$3.5m

<sup>4</sup> Cash & equivalents less net current liabilities less Q2 dividend of \$0.27 per share

<sup>5</sup> Based on upsized SLF Credit Facility of \$175.0m

## **OpCo Adjusted Consolidated Income Statement (Full Quarter)**

(\$ in millions)<sup>(1)</sup>

	Three months ended June 30, 2011	Adjustments	Adjusted Three months ended June 30, 2011
nvestment income			
Interest income	\$12.8	(\$1.1)	\$11.7
Other income	0.3		0.3
Total investment income	13.1		12.0
Expenses			
Interest and other credit facility expenses	1.5		1.5
Management fee	0.8		0.8
Incentive fee	0.5		0.5
Professional fees	0.5		0.5
Administrative Expense	0.1		0.1
Other general and administrative expenses	0.2		0.2
Total expenses	3.6		3.6
Net investment income	9.6		8.4
Realized gains on investments	6.7	(7.0)	(0.4)
Net change in unrealized (depreciation) appreciation of investments	(7.6)	8.2	0.6
Net increase in capital resulting from operations	\$8.7	-	\$8.7
Dividend per share (Based on Adjusted NII)			\$0.27

Note:	
SLF investment income	\$3.8
SLF expenses	(1.3)
Net SLF investment income	\$2.5



## **Dividend – Q3 2011**

(\$ in millions)

NAV at 6/30/2011	\$440.6	
Hurdle Rate - 2.0% (8% Annualized) Catch-up - 0.5% (2% Annualized)	\$8.8 2.2 \$11.0 Anywhere in range yields S million of Adju due to catch-	\$8.8 Isted NII
Adjusted NII - Q3 Estimate	\$8.8	
# of Shares Dividend per Share	30.9 <b>\$0.29</b>	

We believe our Q3 2011 Adjusted NII will be in the \$8.8 million – \$11.0 million range and therefore our board of directors has declared a third quarter dividend of \$0.29 per share





# NEW MOUNTAIN FINANCE CORPORATION

## **Appendix A: Adjusted Consolidated Income Statement** (Partial Quarter)

(\$ in millions) <sup>(1)</sup>	ОрСо			PubCo	
	Period from 5/19/11 to 6/30/11		Period from 5/19/11 to 6/30/11	Adjustments	Adjusted Period from 5/19/11 to 6/30/11
Investment income					
Interest income	\$7.0		\$2.4	(\$0.2)	\$2.2
Other income	0.3		0.1		0.1
Total investment income	7.3		2.5		2.3
Expenses					
Interest and other credit facility expenses	0.9		0.3		0.3
Management fee	0.8	34.6% PubCo Ownership	0.3		0.3
Incentive fee	0.5		0.2		0.2
Professional fees	0.3		0.1		0.1
Administrative Expense	0.0	e merenip	0.0		0.0
Other general and administrative expenses	0.1		0.0		0.0
Total expenses	2.7		0.9		0.9
Net investment income	4.6		1.6		1.4
Realized loss on investments	(0.4)		(0.1)	0.1	(0.1)
Net change in unrealized appreciation of investments	1.1		0.4	0.1	0.5
Unrealized appreciation in OpCo <sup>(2)</sup>			6.2		6.2
Net increase in capital resulting from operations	\$5.3		\$8.0	-	\$8.0
Dividend per Share (Based on Adjusted NII for 5/1	9/11 - 6/30/11)				\$0.13
Plus: Adjusted NII for 3/31/11 - 5/18/11 Total Dividend per Share					\$0.14 \$0.27



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

<sup>2</sup> New Mountain Finance used the proceeds from its IPO and concurrent private placement to purchase units in the Operating Company at \$13.75 per unit (its IPO price per share). At the IPO date, \$13.75 per unit represented a discount to the actual net asset value per unit of the Operating Company. As a result, New Mountain Finance experienced immediate unrealized appreciation on its investment in the Operating Company equal to the difference between the cost of \$13.75 per unit and the actual net asset value per unit