# BARINGS

Barings BDC, Inc. Fourth Quarter 2018 Earnings Presentation

February 28, 2019

### **Forward-Looking Statements**

Cautionary Notice: Certain statements contained in this presentation may be "forward-looking" statements. Investors are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date on which they are made and which reflect management's current estimates, projections, expectations or beliefs, and which are subject to risks and uncertainties that may cause actual results to differ materially. Forward-looking statements include, but are not limited to, the ability of Barings LLC to manage Barings BDC, Inc. ("Barings BDC") and identify investment opportunities, and some of these factors are enumerated in the filings Barings BDC makes with the Securities and Exchange Commission (the "SEC"). These statements are subject to change at any time based upon economic, market or other conditions and may not be relied upon as investment advice or an indication of Barings BDC's investment intent. Important factors that could cause actual results to differ materially from plans, estimates or expectations included in this presentation include, among others, those risk factors detailed in Barings BDC's annual report on Form 10-K for the fiscal year ended December 31, 2018, filed with the SEC on February 27, 2019, and from time to time in Barings BDC's other filings with the SEC. In addition, there is no assurance that Barings BDC or any of its affiliates will purchase additional shares of Barings BDC at any specific discount levels or in any specific amounts. There is no assurance that the market price of Barings BDC's shares, either absolutely or relative to net asset value, will increase as a result of any share repurchases, or that any repurchase plan will enhance stockholder value over the long term. The Company undertakes no obligation to publicly update forward-looking statements, whether as a result of new information, future events or otherwise.

#### **Other Important Information**

Any forecasts in this document are based upon Barings opinion of the market at the date of preparation and are subject to change without notice, dependent upon many factors. Any prediction, projection or forecast is not necessarily indicative of the future or likely performance. Investment involves risk. The value of any investments and any income generated may go down as well as up and is not guaranteed. Past performance is no indication of current or future performance. PAST PERFORMANCE IS NOT NECESSARILY INDICATIVE OF FUTURE RESULTS. Any investment results, portfolio compositions and or examples set forth in this document are provided for illustrative purposes only and are not indicative of any future investment results, future portfolio composition or investments. The composition, size of, and risks associated with an investment may differ substantially from any examples set forth in this document. No representation is made that an investment will be profitable or will not incur losses. Where appropriate, changes in the currency exchange rates may affect the value of investments. Prospective investors should read the offering documents for the details and specific risk factors of any investment vehicle discussed in this document.



## Agenda

#### **MIKE FRENO**

Chairman of the Board, Barings BDC, Inc. Head of Global Markets, Barings LLC

#### **ERIC LLOYD**

Chief Executive Officer, Barings BDC, Inc. Global Head of Private Finance, Barings LLC

#### IAN FOWLER

President, Barings BDC, Inc.

#### **JONATHAN BOCK**

 ${\it Chief Financial Officer, Barings\,BDC, Inc.}$ 

#### 4Q 2018 HIGHLIGHTS (Lloyd)

What were the summary points of the quarter?

#### BBDC INVESTMENT PORTFOLIO (Fowler)

Update on the portfolio ramp.

#### THE MIDDLE-MARKET LANDSCAPE (Fowler)

What are the current conditions in the middle market?

#### **BBDC FINANCIALS (Bock)**

A walk through the balance sheet, income statement and NAV bridge.

#### **1Q 2019 ORIGINATION PIPELINE (Bock)**

What is the level of investment activity post-quarter end?

#### THE BARINGS BRAND AND SHARE REPURCHASE PHILOSOPHY (Freno)

Barings' view on capital allocation and shareholder alignment.

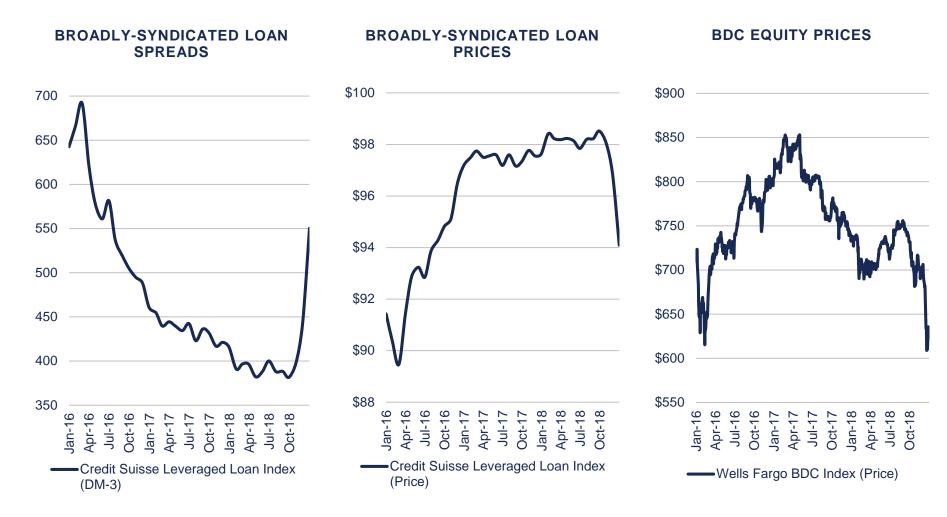


4Q 2018 Highlights



# **Credit Spread Widening and BDC Equity Prices**

Spread widening at the end of 2018 translated into significant pressure on BDC equity prices



AS CREDIT SPREADS WIDENED AND LOAN PRICES FELL IN LATE 2018, **BDC EQUITY PRICES**REFLECTED THIS DECLINE



### **Fourth Quarter 2018 Highlights**

**NET ASSET VALUE** 

Net asset value (NAV) as of December 31st, 2018 was \$10.98 per share

**ORIGINATIONS** 

New investments during the quarter were \$87 million for broadly-syndicated loans (BSL) and \$162 million for middle-market loans (MML) (including one \$7 million add-on), while BSL sales and repayments totaled \$143 million

NET INVESTMENT INCOME

Net investment income for the quarter ended December 31st, 2018 was \$0.16 per share

**PORTFOLIO YIELD** 

The weighted average portfolio yield at fair value<sup>1</sup> as of December 31st, 2018 was 6.1% for broadly-syndicated credit and 7.8% for middle-market credit<sup>2</sup>

**DIVIDEND** 

The Company announced a fourth quarter dividend of \$0.10 per share, paid on December 21st, 2018 to shareholders of record as of December 14th, 2018

CREDIT PERFORMANCE

There were no investments on nonaccrual status as of quarter-end. There were no MML priced below 90% of cost, and 3.3% of BSL were priced below 90% of cost

Data as of December 31, 2018. Refer to slide 18 for fully-reconciled income statement including number of shares used to calculate per-share data.

- 1. Yield at fair value is calculated as current coupon divided by current price.
- 2. Excludes short-term investments.



# **Selected Financial Highlights**

Balance Sheet Highlights	4Q 2018	3Q 2018
Investment Portfolio, at Fair Value	\$1,121.9	\$1,081.2
Total Debt Outstanding	\$570.0	\$210.0
Net Assets	\$563.0	\$611.0
Debt-to-Equity Ratio	1.01x	0.34x
Net Debt-to-Equity Ratio <sup>1</sup>	0.92x	0.69x
Income Statement Highlights		
Total Investment Income	\$16.6	\$4.4
Net Investment Income	\$8.2	\$3.3
Net Unrealized Gains / (Losses) on Current Portfolio <sup>2</sup>	(\$52.3)	\$0.3
Net Income / (Loss)	(\$42.7)	\$3.9
Per-Share Data		
Net Asset Value per share	\$10.98	\$11.91
Net Investment Income per share (basic and diluted) <sup>3</sup>	\$0.16	\$0.06
Net Income / (Loss) per share (basic and diluted) <sup>3</sup>	(\$0.83)	\$0.07
Dividend per share	\$0.10	\$0.03

Amounts in millions, except per-share data and ratios. 3Q18 results are for post-externalization period from August 3, 2018 to September 30, 2018.

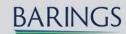


<sup>1.</sup> Net of cash and short-term investments and adjusted for unsettled transactions. Refer to slide 31 for reconciliation of Debt to Net Debt.

<sup>2.</sup> Adjusted to exclude three legacy TCAP restricted assets subject to participation agreements that were fully exited in 4Q18.

<sup>3.</sup> Based on weighted-average shares outstanding during 3Q18 of 54,690,511 and 4Q18 of 51,284,064.

**BBDC Investment Portfolio** 



### **Investment Activity**

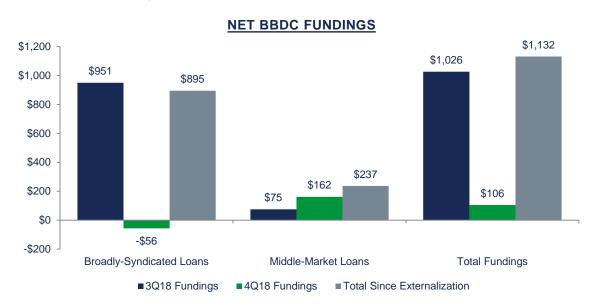
Summary of investment activity during the quarter ended December 31st, 2018

#### • Middle-market loans:

- Principal value of new investment commitments<sup>1</sup> and fundings were \$169 million and \$162 million, respectively
  - Includes one add-on investment for \$7 million
- No sales or repayments

#### • Broadly-syndicated loans:

- Net decrease in investments of \$56 million
  - Purchases totaled \$87 million
  - Sales and repayments totaled \$143 million
- Net realized loss on sales of \$0.7 million



All amounts in millions. 3Q18 amounts are for post-externalization period from August 3, 2018 to September 30, 2018. Excludes short-term investments. 1. Commitments include delayed-draw term loans.



# **Total Portfolio Composition**

### A diverse portfolio of 99% senior secured, first lien assets

nvestment Portfolio		BSL	Middle Market	To	tal
Total Investments and Commitments (\$mm)		\$846	\$249	\$1,	096
Unfunded Delayed Draw Commitments (\$mm)		\$1	\$18	\$:	19
Total Investments at Fair Value (\$mm)		\$846	\$231	\$1,	077
Assets on Non-Accrual		\$0	\$0	\$	0
Assets Valued Below 90% of Cost		3.3%	0.0%	2.	6%
verage Spread		L+327 bps	L+502 bps	L+36	5 bps
ield at Fair Value of Investments (%) <sup>1</sup>		6.1%	7.8%	6.	5%
rtfolio Statistics					
lumber of Portfolio Companies		120	19	1	39
verage Position Size per Issuer (% of Portfolio)		0.8%	5.3%	0.	7%
Veighted-Average Senior Leverage (Debt/EBITDA)		4.9x	4.6x	4.	8x
/eighted-Average Total Leverage (Debt/EBITDA)		6.3x	5.0x	6.	0x
Veighted-Average Interest Coverage		3.2x	2.8x	3.	1x
Nedian EBITDA (\$mm)		\$303	\$38	\$2	63
Seniority Segm	ent	Mood	dy's Industry Diversif	ication	
		Top 10 Industries		#	%
Second		Healthcare And Pharm	naceuticals	20	13
Lien 1%		Services: Business		12	10
21%		Banking, Finance, Insu	rance And Real Estate	11	9%
		High Tech Industries		12	99
		Transportation: Cargo		4	5%
		Containers, Packaging	And Glass	5	5%
		Retail		7	59
		Capital Equipment		7	49
First	BSL 79%	Automotive		3	3%
Lien 99%		Services: Consumer Other (17)		4 54	39 33
9976		Total		139	100

Data as of December 31, 2018. Excludes short-term investments.



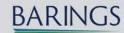
<sup>1.</sup> Yield at Fair Value is calculated as current coupon divided by current price.

# **Top 10 Investments**

Top 10 Holdings (as of December 31, 2018)						
Issuer	Moody's Industry	Segment	Principal Amount (\$)	Cost (\$)	Fair Value (\$)	% of Portfolio
BDP International, Inc.	Transportation: Cargo	ММ	25,000,000	24,502,972	24,347,685	2.3%
Accurus Aerospace	Aerospace and Defense	ММ	25,000,000	24,636,436	24,312,943	2.3%
Holley Performance Products (Holley Purchaser, Inc.)	Automotive	ММ	22,535,000	22,204,286	21,971,625	2.0%
Transportation Insight, LLC	Transportation: Cargo	MM	19,483,068	19,245,141	19,007,740	1.8%
Trystar, Inc.	Energy: Electricity	MM	17,850,676	17,916,020	17,682,349	1.6%
JS Held, LLC	Services: Business	MM	17,593,912	17,403,946	17,179,827	1.6%
Sophia Holding Finance, L.P.	High Tech Industries	BSL	15,925,386	15,975,609	15,305,411	1.4%
Reynolds Group Holdings Ltd.	Containers, Packaging and Glass	BSL	15,421,320	15,498,970	14,650,254	1.4%
ION Trading Technologies Ltd.	High Tech Industries	BSL	14,819,339	14,786,308	13,967,227	1.3%
Tahoe Subco 1 Ltd	Services: Business	BSL	14,960,151	14,967,158	13,902,318	1.3%
Top 10			188,588,851	187,136,845	182,327,378	16.9%
Rest of Portfolio			944,023,579	941,557,870	894,304,426	83.1%
Total Portfolio			\$1,132,612,430	\$1,128,694,716	\$1,076,631,804	100.0%

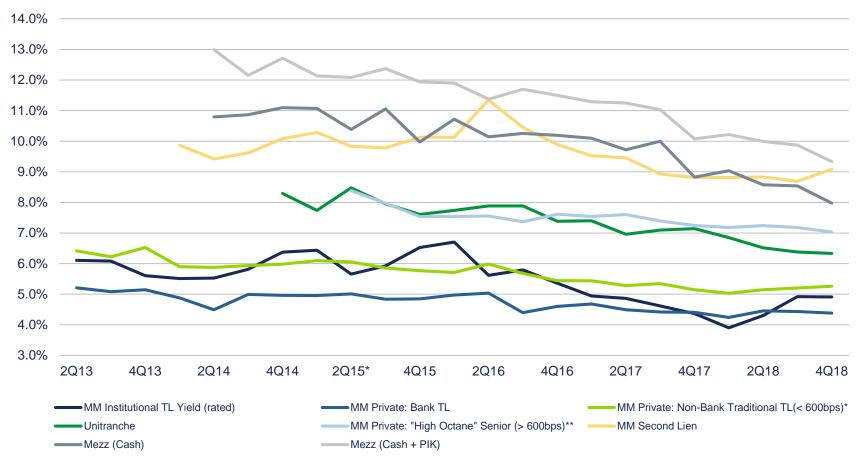






In 4Q18, senior and unitranche spreads were little changed, while mezz continued to tighten as it diverged from second lien spreads

#### QUARTERLY MIDDLE-MARKET SPREADS ACROSS THE CAPITAL STRUCTURE



Source: LPC

Includes non-sponsored loans submitted by direct lenders beginning 4Q18.

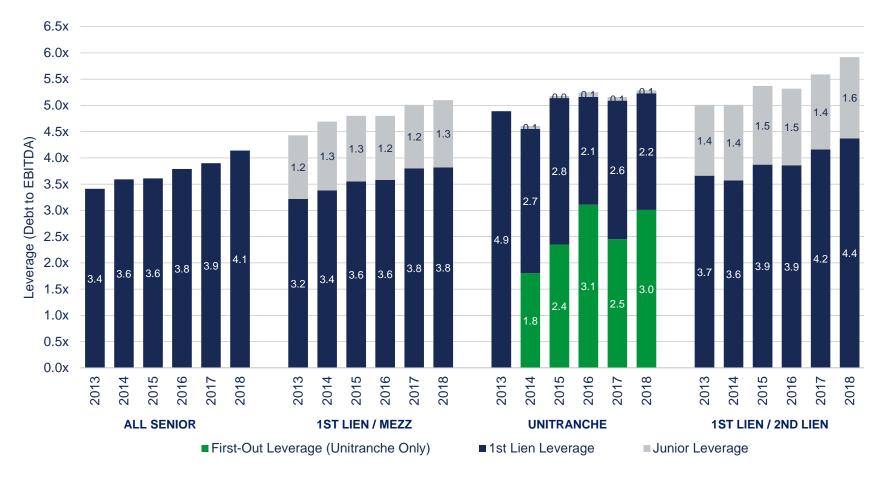
<sup>\*\*</sup>High octane senior is non-bank term loans that are not unitranche but rather lower levered first lien facilities for tougher/smaller credits priced 600bps and up.



<sup>\*</sup>Non-bank traditional TL is for "traditional" senior deals priced below 600bps, breakout/spread ceiling began in 2Q15.

Leverage follows an upward trajectory, with all structures at new highs in 2018

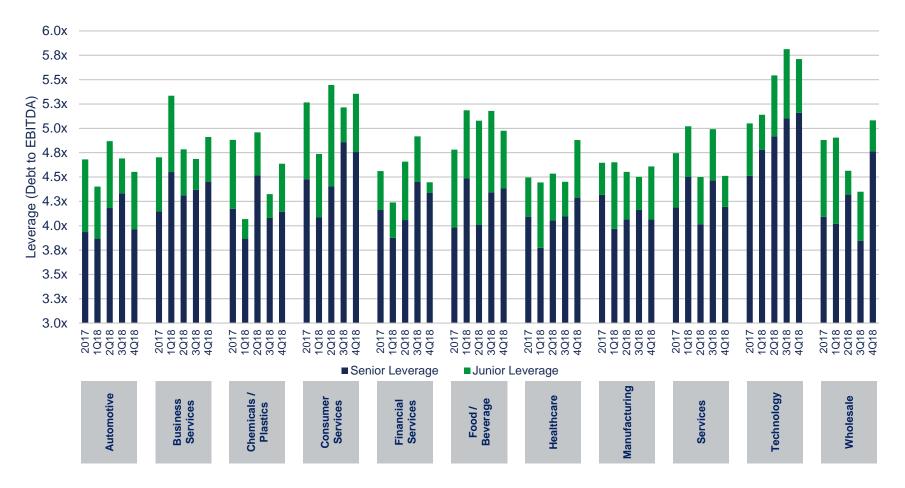
#### ANNUAL LEVERAGE BY CAPITAL STRUCTURE





Technology leverage surpassed all other sectors by a meaningful amount in 2018

#### AVERAGE LEVERAGE BY INDUSTRY: 2018 (QUARTERLY) & 2017 (FULL YEAR)



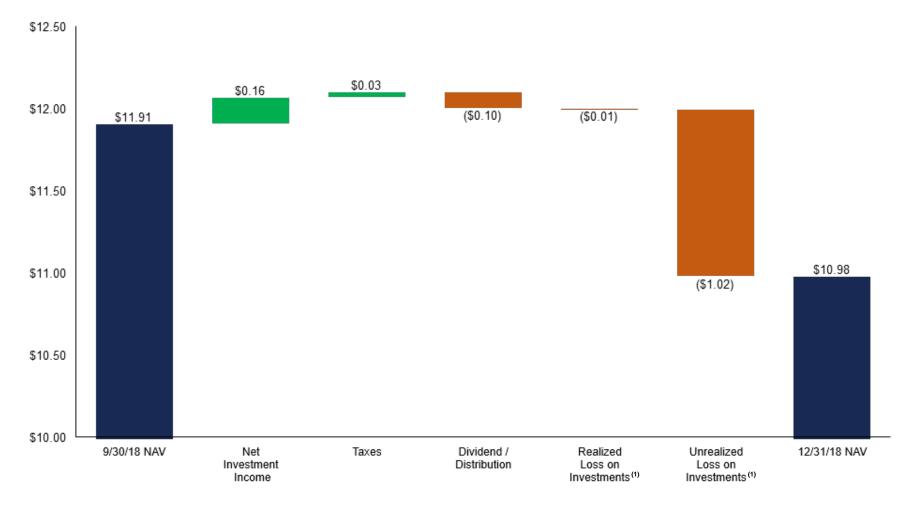


**BBDC Financials** 



# Net Asset Value (NAV) Bridge – 3Q18 to 4Q18

As of December 31st, BBDC NAV was \$10.98/share, down from \$11.91/share last quarter. The vast majority of the book value decline came from net unrealized losses on the portfolio due to the market volatility in December



<sup>1.</sup> Adjusted to exclude the impact of three legacy TCAP restricted assets subject to participation agreements that were fully exited in 4Q18.



# **BBDC Income Statement**

	4Q18	3Q18	Total Since Externalization
	Three Months Ended December 31, 2018	Period from August 3, 2018 through September 30, 2018	Period from August 3, 2018 through December 31, 2018
Investment income:			
Interest income	\$16,355,639	\$3,876,365	\$20,232,004
Dividend income		200,777	200,777
Fee and other income	233,606	8,663	242,269
Interest income from cash and cash equivalents	12,406	321,928	334,334
Total investment income	16,601,651	4,407,733	21,009,384
Operating expenses:			
Interest and other financing fees	4,582,454	160,497	4,742,951
Base management fee	2,671,953	1,546,675	4,218,628
Compensation expenses	116,119	88,539	204,658
General and administrative expenses	1,517,878	326,479	1,844,357
Total operating expenses	8,888,404	2,122,190	11,010,594
Base management fee waived	(493,290)	(993,317)	(1,486,607)
Net operating expenses	8,395,114	1,128,873	9,523,987
Net investment income (loss)	8,206,537	3,278,860	11,485,397
Realized and unrealized gains (losses) on investments:			
Net realized gains (losses)	3,320,776	575,155	3,895,931
Net unrealized appreciation (depreciation)	(55,953,537)	257,362	(55,696,175)
Net realized and unrealized gains (losses)	(52,632,761)	832,517	(51,800,244)
Income tax benefit (provision)	1,745,939	(200,777)	1,545,162
Net increase (decrease) in net assets resulting from operations	(\$42,680,285)	\$3,910,600	(\$38,769,685)
Net investment income (loss) per share—basic and diluted	\$0.16	\$0.06	\$0.22
Net increase (decrease) in net assets resulting from operations per share—basic and diluted	(\$0.83)	\$0.07	(\$0.74)
Weighted average shares outstanding—basic and diluted	51,284,064	54,690,511	52,615,060



# **BBDC Balance Sheet**

	December 31, 2018	September 30, 2018
Assets:		
Investments at fair value:		
Non-Control / Non-Affiliate investments	\$1,076,631,804	\$1,036,189,705
Short-term investments	45,223,941	45,000,000
Total investments at fair value	1,121,855,745	1,081,189,705
Cash	12,426,982	116,678,976
Receivable from unsettled transactions	22,909,998	172,801,396
Other assets	10,384,350	6,764,133
Total assets	\$1,167,577,075	\$1,377,434,210
Liabilities:		
Borrowings under credit facility	\$570,000,000	\$210,000,000
Payable from unsettled transactions	28,533,014	544,174,355
Other liabilities	6,076,774	12,277,912
Total liabilities	604,609,788	766,452,267
Total net assets	562,967,287	610,981,943
Total liabilities and net assets	\$1,167,577,075	\$1,377,434,210
Net asset value per share	\$10.98	\$11.91



# **Debt Summary**

On February 21<sup>st</sup>, 2019, BBDC closed an \$800 million 5-year revolving credit facility, and subsequently terminated \$150 million of the SPV revolving credit facility

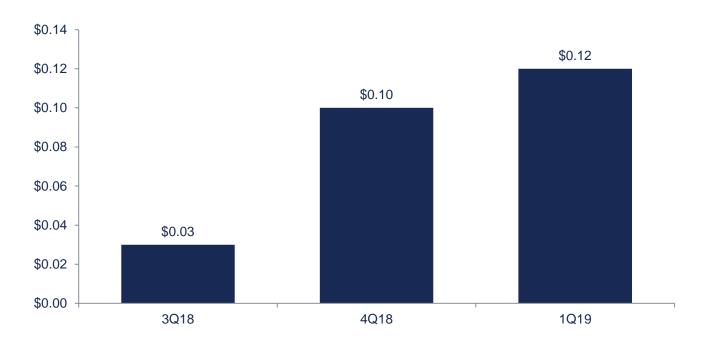
				Current (As	of 2/27/2019)	As of 12/	/31/2018
(dellar amounts in millions)	Porrower	Colleteral	Maturity	Principal Amount	Principal Amount	Principal Amount	Principal Amount
(dollar amounts in millions)	Borrower	Collateral	<u>Date</u>	Committed	Outstanding	Committed	Outstanding
Secured Revolving Facilities							
Revolving Credit Facility	Barings BDC, Inc.	MML and BSL	Feb-2024	800.0	0.0	n/a	n/a
Revolving Credit Facility - Class A	Barings BDC Senior Funding I, LLC	BSL	Aug-2019	100.0	90.0	250.0	190.0
Revolving Credit Facility - Class A-1	Barings BDC Senior Funding I, LLC	BSL	Aug-2020	500.0	450.0	500.0	380.0
Total Debt				\$1,400.0	\$540.0	\$750.0	\$570.0



# **Quarterly Dividends**

Barings BDC has declared a first quarter dividend of \$0.12 per share

#### BARINGS BDC DIVIDENDS DECLARED PER SHARE





**1Q 2019 Origination Pipeline** 



## **Investment Activity Since Quarter End**

Below is a summary of Barings BDC's investment activity since December 31st, 2018

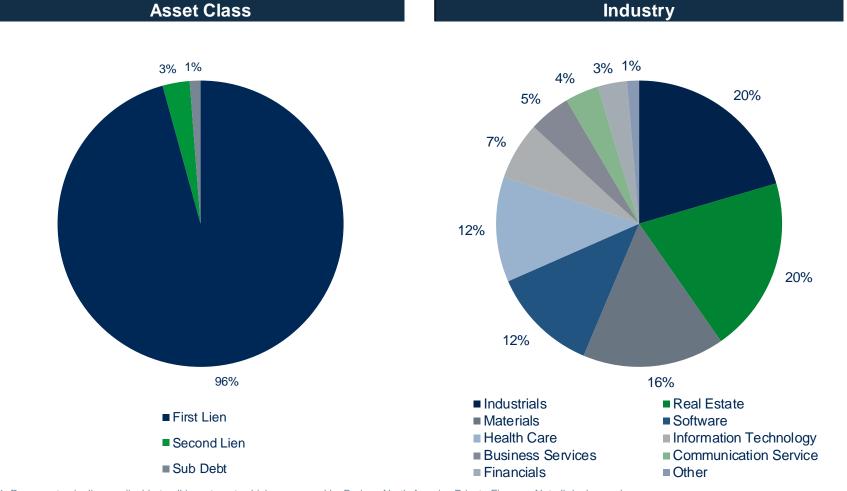
- From January 1<sup>st</sup>, 2019 through February 26<sup>th</sup>, 2019, Barings BDC made approximately \$44 million of new middle-market private debt commitments, of which approximately \$16 million have closed and funded. Of the commitments:
  - 100% were in first lien senior secured loans
  - 100% were floating rate
  - The weighted-average origination margin (DM-3) was 5.8%
  - Additionally, BBDC sold \$4.8 million of an existing investment to another private credit manager



### **Investment Pipeline**

Below is a summary of Barings North America Private Finance probability-weighted pipeline

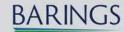
- As of February 25<sup>th</sup>, 2019, Barings North America Private Finance group had a probability-weighted pipeline of approximately \$543 million<sup>1</sup>
- The following is a breakdown of the pipeline by seniority and by industry



<sup>1.</sup> Represents pipeline applicable to all investment vehicles managed by Barings North America Private Finance. Not all deals may be suitable for Barings BDC. Barings BDC allocations to be determined in accordance with Barings Global Private Finance allocation policy.



**The Barings Brand and Share Repurchase Philosophy** 



### **Who We Are**

Barings is a \$303+ BILLION global financial services firm dedicated to meeting the evolving investment and capital needs of our clients and customers. Through ACTIVE ASSET MANAGEMENT and DIRECT ORIGINATION, we provide innovative solutions and access to differentiated opportunities across public and private capital markets.

A subsidiary of MASSMUTUAL, we have the financial stability and flexibility to take a long-term approach.



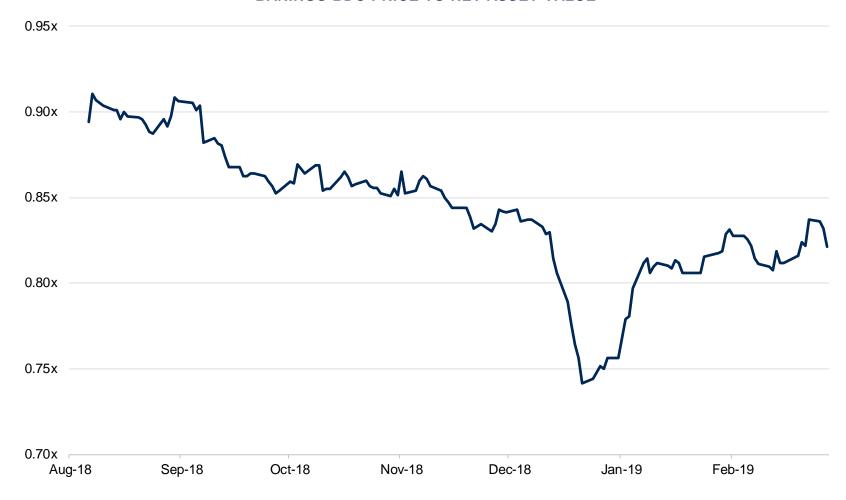
Barings' **GLOBAL FOOTPRINT** gives us a broader perspective, access to a diverse set of opportunities and the ability to truly partner with our clients to invest across global markets.



# **BBDC Trading Discount**

Barings BDC traded at 0.83x NAV as of February 26th

#### BARINGS BDC PRICE TO NET ASSET VALUE<sup>1</sup>





## **Barings' View on Capital Allocation & Shareholder Value**

Permanent capital management requires a "best in class" permanent approach

#1 BENEFIT - SHARE REPURCHASES BELOW NET ASSET
VALUE IMPROVE SHAREHOLDER RETURN

FOUR CORE BELIEFS
WE HOLD AT BARINGS
RELATED TO
MANAGING
PERMANENT CAPITAL
VEHICLES

#2 BELIEF - IF SHAREHOLDERS ARE BEING ASKED TO BELIEVE IN A MANAGER'S UNDERWRITING, THEN A MANAGER SHOULD TOO

#3 CONSISTENCY - SHARE REPURCHASES ARE SIMPLY ANOTHER FORM OF ORIGINATION AND SHOULD BE LOOKED AT ON THAT BASIS

#4 LONG-TERM - PERMANENT CAPITAL REQUIRES A LONG-TERM APPROACH TO SHAREHOLDER VALUE

IF BARINGS BDC TRADES BELOW NAV, BARINGS AIMS TO REPURCHASE 2.5% OF THE OUTSTANDING SHARES, INCREASING TO 5.0% IF SHARES TRADE BELOW 0.90X NAV.



# **Barings' Commitment to Long-Term Alignment**

BARINGS DEMONSTRATED SIGNIFICANT ALIGNMENT OF INTERESTS WITH SHAREHOLDERS
IN EXECUTING THE EXTERNALIZATION TRANSACTION, AND WE ARE COMMITTED TO
UPHOLDING A PHILOSOPHY OF ALIGNMENT GOING FORWARD

1 COMMITMENT TO TRANSACTION	2  MANAGER WITH 'SKIN IN THE GAME'	3 ALIGNED FEE STRUCTURE	4 SHARE REPURCHASES
Significant payment of \$85 million to shareholders	<ul> <li>Parent company, MassMutual, is invested alongside</li> </ul>	8% hurdle rate in line with Barings' stated dividend yield	Barings BDC aims to repurchase 2.5% of the
<ul> <li>Barings invested \$100 million in BBDC at NAV</li> </ul>	shareholders in portfolio companies	<ul><li>target</li><li>Lower management fee that</li></ul>	outstanding shares if shares trade below NAV, increasing to
Post-close \$50 million tender offer that was accretive to NAV	<ul> <li>Barings has always invested with a long-term horizon and a</li> </ul>	steps up over time as the portfolio ramps	5.0% of the outstanding shares if shares trade below 0.90x

Look-back feature that comes

into effect once ramped

focus on capital preservation

· Significant ownership in BBDC,

approximately 26.6% as of

Feb. 27<sup>th</sup>

• \$50 million secondary Rule

10b5-1 purchase plan

completed



NAV

### **Barings BDC Corporate Data**

#### **Board of Directors**

**MICHAEL FRENO** 

Chairman of BBDC Board, Head of Global Markets at Barings

TOM FINKE

Chairman and CEO of Barings

**ERIC LLOYD** 

CEO of BBDC, Head of Global Private Finance at Barings

TOM OKEL

Executive Director of Catawba Lands Conservancy, a nonprofit land trust

JILL OLMSTEAD

Chief Human Resources Officer at LendingTree

MARK MULHERN

Senior Vice President and CFO at Highwoods Properties, a real estate investment trust

**JOHN SWITZER** 

Retired Managing Partner at KPMG

**Investment Committee** 

**ERIC LLOYD** 

Chief Executive Officer

IAN FOWLER

President

JONATHAN BOCK

Chief Financial Officer

TOM MCDONNELL

High Yield Portfolio Manager

**Corporate Officers** 

**ERIC LLOYD** 

Chief Executive Officer

IAN FOWLER

President

JONATHAN BOCK

Chief Financial Officer

**JANICE BISHOP** 

Secretary and Chief Legal Officer

**CHRIS CARY** 

Treasurer

**ROB KNOX** 

Principal Accounting Officer

**MELISSA LAGRANT** 

Chief Compliance Officer

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www.computershare.com/investor

Website

www.baringsbdc.com



# Appendix: Reconciliation of Debt to Net Debt and Calculation of Net Debt-to-Equity Ratio

	December 31, 2018	September 30, 2018
Borrowings under credit facility (debt)	\$570,000,000	\$210,000,000
minus: Cash	(12,426,982)	(116,678,976)
minus: Short-term investments	(45,223,941)	(45,000,000)
plus: Payable from unsettled transactions	28,533,014	544,174,355
minus: Receivable from unsettled transactions	(22,909,998)	(172,801,396)
Total net debt	517,972,093	419,693,983
Total net assets	562,967,287	610,981,943
Total net debt-to-equity ratio	0.92x	0.69x

