

# BlackRock TCP Capital Corp. Investor Presentation December 31, 2018

### **Forward Looking Statements**

Prospective investors considering an investment in BlackRock TCP Capital Corp. should consider the investment objectives, ris ks and expenses of the Company carefully before investing. This information and other information about the Company are available in the Company's filings with the Securities and Exchange Commission ("SEC"). Copies are available on the SEC's website at www.sec.gov and the Company's website at http://www.tcpcapital.com. Prospective investors should read these materials carefully before investing.

This presentation may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on estimates, projections, beliefs and assumptions of management of the Company at the time of such statements and are not guarantees of future performance. Forward-looking statements involve risks and uncertainties in predicting future results and conditions. These forward-looking statements do not meet the safe harbor for forward-looking statements pursuant to Section 27A of the Securities Act or Section 21E of the Securities Exchange Act. Actual results could differ materially from those projected in these forward-looking statements due to a variety of factors, including, without limitation, changes in general economic conditions or changes in the conditions of the industries in which the Company makes investments, risks associated with the availability and terms of financing, changes in interest rates, availability of transactions, and regulatory changes. Certain factors that could cause actual results to differ materially from those contained in the forward-looking statements are included in the "Risk Factors" section of the Company's Form 10-K for the year ended December 31,2018, and the Company's subsequent periodic filings with the SEC. Copies are available on the SEC's website at www.sec.gov and the Company's website at http://www.tcpcapital.com. Forward-looking statements are made as of the date of this presentation, or as of the prior date referenced in this presentation, and are subject to change without notice. The Com pany has no duty and does not undertake any obligation to update or revise any forward-looking statements based on the occurrence of future events, the receipt of new information, or otherwise.



# BlackRock TCP Capital Corp - Key Highlights

As of December 31, 2018

#### Who we are

Advised by Tennenbaum Capital Partners ("TCP") with a 20-year history of success in direct lending

**Experienced team** that sources proprietary deal flow and applies a consistent and rigorous investment process

BlackRock platform provides a broad origination network, information advantage, and access to a demonstrated set of proprietary investment opportunities

#### What we do

Value-oriented investing focused on middle-market direct lending

#### Consistent dividend coverage

in all 27 quarters as a public company

Outperformed the Wells Fargo BDC Index by 52% since IPO driven by strong historical returns

#### How we do it

\$1.6 billion diversified portfolio primarily composed of directly originated senior secured floating rate loans with 11.4% weighted average effective yield on debt portfolio<sup>(1)</sup>

#### Diversified low cost

of financing with \$1.0 billion leverage program at a 4.34% weighted average interest rate

**Strong governance and shareholder alignment** with an investor friendly
advisory fee and share purchases by
management and the board

(1) Weighted average annual effective yield includes amortization of deferred debt origination and end-of-term fees and accretion of original issue discount, but excludes market discount, any prepayment and make-whole fee income, and any debt investments that are distressed or on non-accrual status. Weighted average effective yield on the total portfolio (including debt investments that are distressed or on non-accrual status and equity investments) was 10.9% as of 12/31/2018.



# 2018 Highlights

# Asset Coverage Ratio

 TCPC's Board of Directors and shareholders approved a decrease in the minimum asset coverage requirement from 200% to 150%, effective February 9, 2019

# Investor Friendly Advisory Fee

- Lowered the base management fee rate on assets financed with leverage above 1.0x debt to equity to 1.0% from 1.5%
- Lowered the incentive fee rate to 17.5% and the cumulative total return hurdle to 7%

# Rating Agency Action

- Moody's initiated coverage of TCPC with an investment grade rating
- S&P reaffirmed their investment grade rating

#### **Advisor Acquisition**

• TCPC's advisor merged with BlackRock, effective August 1, 2018, providing greater scale and resources, an enhanced ability to source transactions, a commitment to lower the administration expense ratio and access to new technology capabilities

# Capital Markets Access

- \$100 million revolving credit facility at L+2.25% closed in February 2018
- 50 basis point reduction of interest rate on TCPC Funding Facility to L+2.00%



# Fourth Quarter 2018 Financial and Portfolio Highlights

As of December 31, 2018

Dividend Coverage	<ul> <li>Net investment income of \$0.40; dividends of \$0.36 per share</li> </ul>
Deployment	<ul> <li>Deployment of \$176 million gross; \$59 million net of dispositions</li> </ul>
Portfolio	<ul> <li>Effective yield on the debt portfolio of 11.4%<sup>(1)</sup></li> <li>92% of the total portfolio consists of senior secured debt</li> <li>93% of the debt portfolio is floating rate</li> </ul>
Leverage	<ul> <li>Upsized SVCP Facility capacity from \$125 million to \$170 million</li> </ul>



<sup>(1)</sup> Weighted average annual effective yield includes amortization of deferred debt origination and end-of-term fees and accretion of original issue discount, but excludes market discount, any prepayment and make-whole fee income, and any debt investments that are distressed or on non-accrual status. Weighted average effective yield on the total portfolio (including debt investments that are distressed or on non-accrual status and equity investments) was 10.9% as of 12/31/2018.

#### Well-Covered and Consistent Dividend

# Net investment income of \$0.40 per share in Q4 2018

Quarterly dividend of \$0.36 per share paid on December 31, 2018

# Declared Q1 2019 dividend of \$0.36 per share

Payable on March 29, 2019 to holders of record as of March 15, 2019

#### Dividend covered in all 27 quarters since inception

	2012(1,2)	2013	2014	2015	2016	2017		20	18	
20	2012(-,-/	2013	2014	2015	2010		Q1	Q2	Q3	Q4
Per Share										
Regular dividend	\$1.04	\$1.43	\$1.44	\$1.44	\$1.44	\$1.44	\$0.36	\$0.36	\$0.36	\$0.36
Net investment income	\$1.42	\$1.65	\$1.55	\$1.64	\$1.51	\$1.59	\$0.37	\$0.41	\$0.42	\$0.40
Regular dividend coverage	137%	115%	108%	114%	105%	110%	103%	114%	117%	111%
Special dividend	\$0.05	\$0.10	\$0.10							

There is no guarantee that quarterly distributions will continue to be made at historical levels.



<sup>(1)</sup> Incentive compensation was waived prior to January 1, 2013.

 $<sup>(2) \ \</sup> Dividends \ and \ net \ investment \ income \ in \ 2012 \ reflect \ the \ 3 \ quarters \ post-IPO \ (Q2,Q3 \ and \ Q4).$ 

### **Conservatively Positioned and Diversified Portfolio**

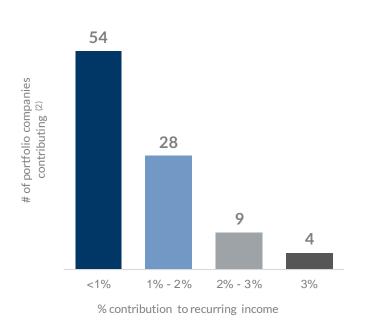
\$1.6 billion portfolio fair value

92% of portfolio is senior secured debt

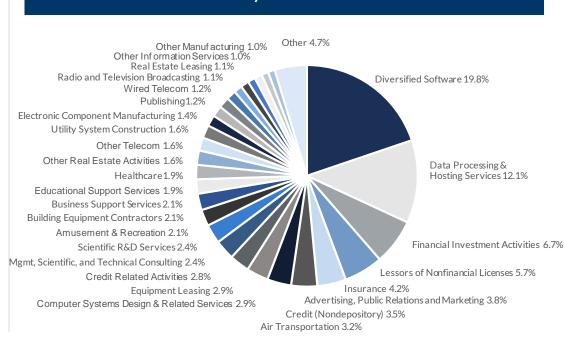
Majority of our portfolio companies contribute <1% to recurring income

11.4% weighted average effective yield on debt portfolio<sup>(1)</sup>

#### **Diversified Income Contribution**



#### Industry Diversification



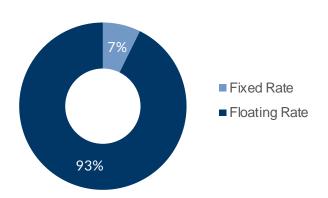
- (1) Weighted average annual effective yield includes amortization of deferred debt origination and end-of-term fees and accretion of original issue discount, but excludes market discount, any prepayment and make-whole fee income, and any debt investments that are distressed or on non-accrual status. Weighted average effective yield on the total portfolio (including debt investments that are distressed or on non-accrual status and equity investments) was 10.9% as of 12/31/2018.
- (2) Excludes equity investments

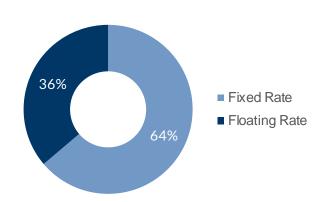


# **Strategically Positioned Balance Sheet**

#### Predominantly Floating Rate Asset Portfolio

#### Liabilities Primarily Fixed Rate





#### Positive annual impact on net income of base rate increases in interest rates (1)

Basis Point Change	Net Investment Income	Net Investment Income Per Share
Up 300 basis points	+\$35,427,573	+\$0.60
Up 200 basis points	+\$23,618,382	+\$0.40
Up 100 basis points	+\$11,809,191	+\$0.20
Down 100 basis points	(\$11,809,191)	(\$0.20)
Down 200 basis points	(\$21,670,546)	(\$0.37)

<sup>(1)</sup> Assumes concurrent contractual rate resets for assets and liabilities, and excludes the related incentive compensation impact. Actual results may differ. Please refer to page 75 of the Company's 10-K as of December 31, 2018.



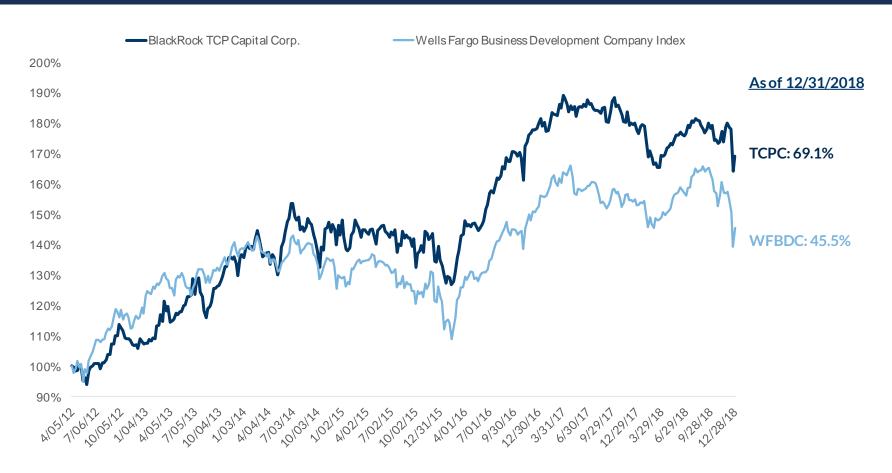
# **Strong Track Record of Positive Performance**

#### Book Value per Share and Dividends Paid



# **TCPC Relative Outperformance**

#### Outperformed the Wells Fargo BDC Index by 52% since our IPO(1)



<sup>(1)</sup> Assumes a fixed investment on April 6, 2012 in BlackRock TCP Capital Corp. and the Wells Fargo Business Development Company Index. Assumes all dividends are reinvested on the respective dividend payment dates without commissions. The WFBDC Index is a float adjusted, capitalization -weighted Index that is intended to measure the performance of all business development companies that are listed on the New York Stock Exchange or Nasdaq and satisfy specified capitalization and other eligibility requirements. It is not possible to invest directly in an unmanaged index. Source: FactSet





# **Competitive Advantages of BlackRock**

BlackRock's \$6.0 trillion<sup>(1)</sup> investment platform creates substantial scale and scope that seeks to provide insight, access, and expertise in sourcing and underwriting differentiated investment opportunities

#### **Global Credit Expertise**

- \$93 billion<sup>(1)</sup> in AUM across credit asset classes globally
- 160+<sup>(1)</sup> Global Credit investment professionals

#### **Information Edge**

- Broad access to management teams
- Expertise across asset classes, investment styles, products and industries

#### One Stop Shop

- Full range of strategies and risk profiles
- Global presence: North America, Europe and Asia

# Dedicated Team with Experience

- Cycle-tested team organized along 19 industry verticals with an emphasis on less competitive situations
- Over two decades managing global credit strategies

#### **Differentiated Sourcing**

- One of the largest credit counterparties globally
- Unmatched market access and corporate relationships

#### Strong Risk Management

- Firm-wide culture of risk management
- Dedicated risk professionals with independent reporting lines



### Breadth and Depth of the BlackRock's Global Credit Platform

#### Global Credit AUM: \$93 billion<sup>(1)</sup>

#### **Leveraged Finance**

- High Yield
- Bank Loans
- CLOs

#### **Multi-Strategy Credit**

- Pan-Credit Solutions
- Hedge Fund Strategies

#### **Private Credit**

- Direct Lending
- Opportunistic Credit
- Specialty Finance

#### BlackRock Investment Institute, Risk and Quantitative Analysis, Aladdin

BlackRock leverages expertise across liquid and illiquid credit and seeks to deliver optimal solutions for its clients



### TCPC's Risk-Mitigated Platform Well-Positioned in Today's Environment

#### Middle-Market Environment

#### **Opportunities**

- ~200,000<sup>(1)</sup> U.S. middle-market businesses, representing one-third of private sector GDP, many with limited access to capital
- Middle market businesses continue to perform well; annualized revenue growth rate of 7.9%<sup>(1)</sup>

#### Challenges

- Uptick in new market participants is intensifying competition and pressuring yields
- Terms, covenants and loan documents increasingly borrower friendly
- Elevated debt to EBITDA multiples vs historical trends

#### **TCP's Competitive Advantages**

- ✓ **Long history and track record** of success. 20+ years of experience lending across market cycles is a key competitive advantage in building relationships and reputation with borrowers/deal sources, and managing risk.
- ✓ TCP has always had a **robust direct origination platform.** BlackRock platform expands this access to deal flow, allowing for continued selectivity in underwriting.
- ✓ TCP often **leads or co-leads transactions**, playing an active role in due diligence, deal structuring, setting terms and monitoring investments. Direct relationships with borrowers can benefit and protect shareholders.
- ✓ The TCP team has **deep experience in both performing and distressed credit** and seeks to structure deals that are downside protected and have a proven history of successfully working out troubled credits.
- ✓ Deal team members are responsible for originating, structuring and monitoring investments **aligning interests** over the life of an investment.



# **Quarterly Operating Results**

		2018	3		2017
Unaudited (\$ in thousands, except per share amounts)	Q4	Q3	Q2	Q1	Q4
Investmentincome					
Interest income	\$47,657	\$49,348	\$48,318	\$ 43,825	\$ 46,424
Lease income	74	74	74	74	71
Dividend income	646	59	29	18	237
Other income	6	-	-	298	375
Total investment income	48,383	49,481	48,421	44,215	47,107
Expenses					
Interest and other debt expenses	10,651	10,072	10,104	9,642	9,004
Management and advisory fees	6,030	6,265	6,178	5,706	5,937
Incentive fee	5,840	6,128	5,987	5,391	N/A <sup>(1)</sup>
Administrative expenses	600	600	597	597	597
Legal fees, professional fees and due diligence expenses	668	625	580	434	358
Other expenses	1,140	1,279	1,029	880	1,259
Total expenses	24,929	24,969	24,475	22,650	17,155
Net investment income before taxes	23,454	24,512	23,946	21,565	29,952
Excise taxes	93	-	-	-	36
Net investment income	23,361	24,512	23,946	21,565	29,916
Net realized and unrealized gain (loss)	(24,383)	(9,320)	(19,828)	5,624	(10,283)
Incentive allocation distributions	N/A <sup>(1)</sup>	N/A <sup>(1)</sup>	N/A <sup>(1)</sup>	N/A <sup>(1)</sup>	(5,983)
Net increase in net assets to common equity	\$ (1,022)	\$ 15,192	\$4,118	\$ 27,189	\$ 13,650
Earningspershare	\$ (0.02)	\$ 0.26	\$ 0.07	\$0.46	\$0.23
Net investment income per share <sup>(2)</sup>	\$0.40	\$0.42	\$0.41	\$0.37	\$0.41
Dividend per share	\$0.36	\$0.36	\$0.36	\$0.36	\$0.36
Weighted average common shares outstanding	58,787,623	58,806,049	58,823,534	58,844,381	58,809,888
Ending common shares outstanding	58,774,607	58,800,001	58,813,014	58,836,148	58,847,256

<sup>(1)</sup> Effective January 1, 2018, incentive compensation is paid as a fee. Prior to January 1, 2018, incentive allocation was paid as a partnership allocation and distribution. Refer to Note 3 of the financial statements included in Form 10-K for the period ended December 31, 2018.



<sup>(2)</sup> After incentive compensation and taxes

# **Financial Highlights**

		2017			
		Unaudited			
(\$ per share)	Q4	Q3	Q2	Q1	Q4
Net investment income	0.40	0.42	0.41	0.37	0.41
Net realized & unrealized gains (losses)	(0.42)	(0.16)	(0.34)	0.09	(0.18)
Net increase in net assets from operations	(0.02)	0.26	0.07	0.46	0.23
Dividend paid	(0.36)	(0.36)	(0.36)	(0.36)	(0.36)
Net asset value	14.13	14.51	14.61	14.90	14.80

		2018				
	Q4	Q3	Q2	Q1	Q4	
Total fair value of investments (000s)	\$ 1,597,286	\$ 1,560,113	\$1,613,831	\$ 1,620,388	\$ 1,514,533	
Number of portfolio companies	95	95	97	97	96	
Average investment size (000s)	\$ 16,814	\$ 16,422	\$ 16,637	\$ 16,705	\$ 15,776	
Debt/equity ratio <sup>(1)</sup>	.86x	.79x	.83x	.77x	.75x	
Debt/equity ratio, net of cash <sup>(1)(2)</sup>	.83x	.75x	.80x	.76x	.67x	



<sup>(1)</sup> Excludes SBIC debt, which is exempt from regulatory asset coverage requirements

<sup>(2)</sup> Net of trades pending settlement

# Portfolio Highlights

			2017		
Asset Mix of the Investment Portfolio (in thousands)	Q4	Q3	Q2	Q1	Q4
Senior secured debt	\$1,471,583	\$1,433,044	\$ 1,490,181	\$ 1,505,586	\$ 1,404,729
Junior debt	43,526	\$ 43,277	\$43,009	\$ 42,750	\$ 41,008
Equity	82,177	\$83,792	\$80,641	\$72,052	\$ 68,796
Total investments	\$ 1,597,286	\$ 1,560,113	\$ 1,613,831	\$ 1,620,388	\$ 1,514,533

			2017		
Portfolio Activity (in thousands)	Q4	Q3	Q2	Q1	Q4
Gross new commitments	\$ 176,379	\$ 163,734	\$ 124,821	\$ 169,069	\$ 213,034
Exits (includes repayments)	\$ 117,078	\$ 211,468	\$ 113,281	\$ 70,968	\$ 221,613
Net commitments	\$ 59,301	\$ (47,734)	\$ 11,540	\$ 98,101	\$ (8,579)



# **Quarterly Balance Sheets**

			2018		2017
(in thousands, except per share data)			Unaudited		Unaudited
ASSETS	Q4	Q3	Q2	Q1	Q4
Investments at fair value	\$ 1,597,286	\$1,560,113	\$1,613,831	\$ 1,620,388	\$ 1,514,533
Cash and cash equivalents	27,920	90,283	27,592	13,737	86,625
Accrued interest income	21,701	22,517	23,388	21,147	19,368
Receivable for investments sold	-	59	7,938	199	431
Other assets	12,629	12,237	12,004	10,145	8,465
Total assets	1,659,536	1,685,209	1,684,753	1,665,616	1,629,422
LIABILITIES					
Debt, net of unamortized issuance costs	\$805,202	\$764,349	\$802,094	\$768,655	\$725,200
Payable for investments purchased	909	53,041	7,457	1,405	16,475
Interest payable	8,748	5,445	8,253	5,164	7,772
Incentive allocation payable	5,840	6,128	5,987	5,391	5,983
Other liabilities	8,362	3,233	1,780	8,426	3,264
Total liabilities	829,061	832,196	825,571	789,041	758,694
NET ASSETS	\$830,475	\$853,013	\$859,182	\$876,575	\$870,728
NET ASSETS PER SHARE	\$ 14.13	\$ 14.51	\$ 14.61	\$ 14.90	\$ 14.80



# **Investor Friendly Advisory Fee Structure**

	BlackRock TCP Capital Corp. ( <u>Thru 2/8/2019</u> )	BlackRock TCP Capital Corp. ( <u>Post 2/8/2019</u> )	Average Externally Managed BDC <sup>(1)</sup>
Base Management Fee	<ul> <li>1.5% on gross assets (less cash and cash equivalents)</li> </ul>	■ 1.5% up to 1.0x debt to equity; 1.0% above 1.0x debt to equity. Based on gross assets (less cash and cash equivalents)	■ 1.50% - 1.75% on gross assets (up to 1.0x debt to equity; 1.0% above 1.0x debt to equity for those BDCs that have adopted a reduced minimum asset coverage ratio)
Incentive Fee Hurdle	<ul> <li>8% annualized total return on NAV, cumulative (infinite) lookback</li> </ul>	<ul> <li>7% annualized total return on NAV, cumulative (infinite) lookback</li> </ul>	<ul> <li>7% annualized NII return on NAV, no lookback</li> </ul>
Incentive Compensation	hurdle		<ul> <li>Capital Gains: 20% of cumulative net realized gains less net unrealized depreciation</li> </ul>
	<ul> <li>Ordinary Income: 20% subject to a <u>cumulative (infinite)</u>, annualized 8% total return hurdle</li> </ul>	<ul> <li>Ordinary Income: 17.5%         <ul> <li>subject to a <u>cumulative</u></li> <li>(infinite), annualized 7% total return hurdle</li> </ul> </li> </ul>	<ul> <li>Ordinary Income: 20% subject to quarterly hurdle rate calculated quarterly</li> </ul>

(1) Source: SEC filings. Represents average fee structure for publicly traded, externally managed BDCs with a market capitalization of more than \$200 million. As of December 31, 2018.



### **Diversified Sources of Funding**

#### TCPC is investment grade rated by Standard & Poor's and Moody's

As of December 31, 2018, \$ in millions

Source	Capacity	Drawn Amount	Available	Pricing	Maturity
SVCP 2022 Facility	\$ 170.0	\$ 82.0 (4)	\$ 88.0	L + 2.25%	Feb-22
2019 Convertible Notes	107.5 (1)	107.5	-	5.25%	Dec-19
2022 Convertible Notes	138.0 (2)	138.0	-	4.625%	Mar-22
2022 Notes	174.5 <sup>(3)</sup>	174.5	-	4.125%	Aug-22
TCPC Funding Facility	300.0	212.0	88.0	L + 2.00% <sup>(5)</sup>	May-22
SBA Debentures	150.0	98.0	52.0	2.77% (6)	2024-2028
Total leverage	\$ 1,040.0	\$ 812.0	\$ 228.0	4.34% (7)	
Cash			27.9		
Net settlements			(0.9)		
Unamortized debt issuance costs		(6.8)			
Net leverage		\$ 805.2	\$ 255.0		

<sup>(1) \$108</sup> million par. Carrying value shown.



<sup>(2) \$140</sup> million par. Carrying value shown.

<sup>(3) \$175</sup> million par. Carrying value shown.

<sup>(4)</sup> As of December 31, 2018, \$3.0 million of the outstanding amount were short-term borrowings bearing interest at a rate of Prime plus 2.25%.

<sup>(5)</sup> Subject to certain funding requirements.

<sup>(6)</sup> Weighted average interest rate, excluding fees of 0.36% or 0.35%.

<sup>(7)</sup> Combined weighted-average interest rate on amounts outstanding as of December 31, 2018.

# **Corporate Information**

#### **Securities Listing**

NASDAQ: TCPC

#### Research Coverage

- Bank of America Merrill Lynch
- Citigroup Global Markets
- D.A. Davidson
- Deutsche Bank
- JMP Securities
- Keefe, Bruyette & Woods
- National Securities
- Oppenheimer
- Raymond James
- Wells Fargo

#### **Transfer Agent**

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