# BLACKROCK KELSO CAPITAL

**Investor Presentation** 

August 2010

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I. BlackRock Kelso Capital Overview

### **Key Company Strengths**

### BlackRock Kelso Capital has an experienced investment team, strong sponsorship, and an exemplary investment track record

- ✓ Experienced, dedicated team with diverse backgrounds in commercial lending, private debt and equity investing, investment banking, and corporate law
- ✓ Access to deep resources provided by BlackRock and the Kelso Principals
  - ✓ Provides critical competitive advantage in credit sourcing, selection, and portfolio monitoring
- ✓ Strong, consistent performance of BKCC
  - ✓ Conservatively constructed and seasoned portfolio with unlevered and levered weighted average yields on income-producing securities of 10.5% and 11.7% at cost and 12.4% and 14.3% at fair market value<sup>(1)</sup>
  - ✓ Trailing four quarters net investment income of \$1.19 per share<sup>(1)</sup>
  - ✓ Q3 2010 dividend of \$0.32 per share
- ✓ Proven transaction sourcing capabilities
  - ✓ Sourced and analyzed more than 1,650 investment opportunities, making 110 investments since inception<sup>(1)</sup>
- ✓ Demonstrated ability to deploy capital consistent with its investment policies

# BLACKROCK KELSO CAPITAL

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# **Unique Capabilities Provide Competitive Advantage**

### BlackRock Kelso Capital seeks the most attractive risk-adjusted rate of return in the capital structure of middle-market companies

- Focused origination strategy that leverages many longstanding relationships with buyout funds, advisory firms, institutional investors, pension funds, and law and accounting firms
- High credit and underwriting standards that are built upon an extensive "hands-on" due diligence process
- Focus on originated transactions which are actively negotiated
- Access to world-class investment partners, BlackRock and the Kelso Principals

### **Dynamic Origination Strategy**

- Extensive relationships with middle market financial sponsors and senior executives
- 13 seasoned investment professionals with longstanding relationships and a proactive direct origination effort
- Direct relationships with transaction principals allow for higher risk-adjusted returns through direct negotiations
- BKCC leads or plays a role in structuring a substantial majority of transactions

### Meticulous Approach to Diligence and Risk Management

- Time-tested private equity approach to credit and underwriting with primary focus on capital preservation
- Detailed "hands-on" diligence with focus on business fundamentals and quality management teams
- Well diversified by asset type and industry sector
- Utilization of BlackRock's platform for sector, industry, and economic analysis
- Access to the Kelso Principals' industry and transaction experience

### **BKCC** Underwrites to a "Zero-Loss Tolerance" Performance Hurdle

### Longstanding Relationships with World-class Investment Partners

# BLACKROCK

- Industry recognized infrastructure and investment management support
- Nearly 200 investment professionals in traditional fixed income and alternatives portfolios
- 45 research analysts with average investment experience of 12 years



- More than 100 private equity investments with total capitalization of more than \$35 billion
- Access to long-standing relationships with management teams and deal flow
- Knowledge of diverse set of industries

#### **Investment Committee Members**

#### Senior Executives of BlackRock, Inc.

- Laurence D. Fink Chairman & Chief Executive Officer
- Robert S. Kapito *President*
- Richard S. Davis Managing Director
- Sacha M. Bacro Managing Director
- Rick M. Rieder Managing Director
- James E. Keenan, CFA Managing Director
- Leland T. Hart Managing Director

**Executives of BKCC** 

- James R. Maher Chairman & Chief Executive Officer
- Michael B. Lazar *Chief Operating Officer*

#### **Principals of Kelso & Company**

- Frank T. Nickell President & Chief Executive Officer
- Michael B. Goldberg Managing Director
- Frank J. Loverro Managing Director
- George E. Matelich Managing Director

**II. Current Market Opportunity** 

### **Current Market Opportunity**

### Lower leverage multiples of cash flow today are resulting in better loan-to-value coverage

- ✓ Total debt multiples of newly-issued leveraged loans remain well below historical average levels<sup>(1)</sup>
- ✓ Equity contribution levels to leveraged buyouts have increased substantially since 2007
- ✓ Junior debt providers are able to enter the capital structure at substantially lower levels than in previous years

#### Fewer market participants yield significantly improved all-in return opportunities

- $\checkmark$  Pricing across all levels of the capital structure is higher
- ✓ Participants are able to demand higher upfront and commitment fees for providing debt capital
- $\checkmark$  Issuers frequently provide an equity stake in the form of warrants or co-investment to enhance returns

#### The middle market has offered and is expected to continue to offer the most attractive investment profile

- ✓ Relative size of the middle market has historically left it underserved by capital providers
- ✓ Transactions with more conservative capital structures and higher pricing are expected to continue

# These factors enable BKCC to invest with <u>lower</u> risk for <u>higher</u> returns

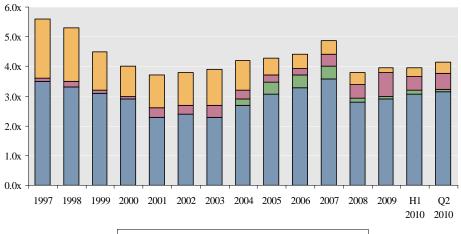
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# **Improved Risk Profile for Leveraged Loan Investing**

Average debt multiples for new-issue leveraged loans in 2010 remain significantly lower than previous highs during the pre-2001 and 2006-2007 time periods

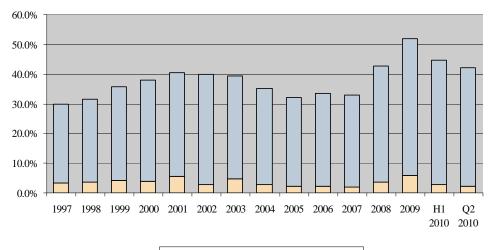
- Total leverage for new transactions was 4.2x in Q2 2010 versus 4.9x in 2007
- First lien lending leverage was 3.2x in Q2 2010, allowing other forms of junior secured and subordinated debt to enter the capital structure at lower levels





■ First Lien ■ Second Lien ■ Other Sr. Debt ■ Sub Debt

#### Average Equity Contribution to Leveraged Buyouts



□ Rollover Equity □ Contributed Equity

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# Equity contribution levels to leveraged buyouts remain above 40.0%, providing a greater capital cushion for debt investors

- Total contributed equity to new LBO transactions in Q2 2010 represented 42.1% of capital versus an average of 38.6% over the past decade
- Equity contribution levels remain approximately 10 percentage points higher than those required during the 2005-2007 period

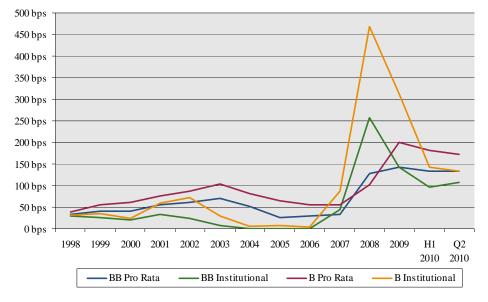
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### Lenders Are Being Well Compensated Despite Improved Investment Risk Profiles

Pricing on leveraged loans across the capital structure remains attractive despite the considerable improvement witnessed since March 2009

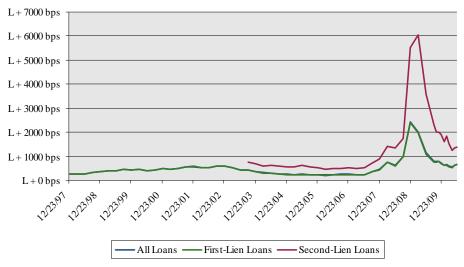
- Market decline of 2008 has redefined the levels of "appropriate risk-adjusted compensation"
- Leveraged loan spreads remain at historically elevated levels despite a significant narrowing versus the market trough in March 2009
- Secondary market spreads continue to drive higher pricing for primary issuances

#### Financing sources are demanding higher upfront compensation as a means of lowering risk exposure



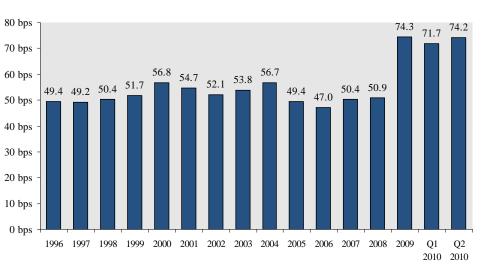
Average Upfront Fees on New Issue Leveraged Loans by Rating<sup>(1)</sup>

Source: Standard & Poor's LCD Leveraged Lending Review 2Q 2010 <sup>(1)</sup>Original issue discounts are included in upfront fees, beginning in 2001 period



Average Discounted Spread of Leveraged Loans







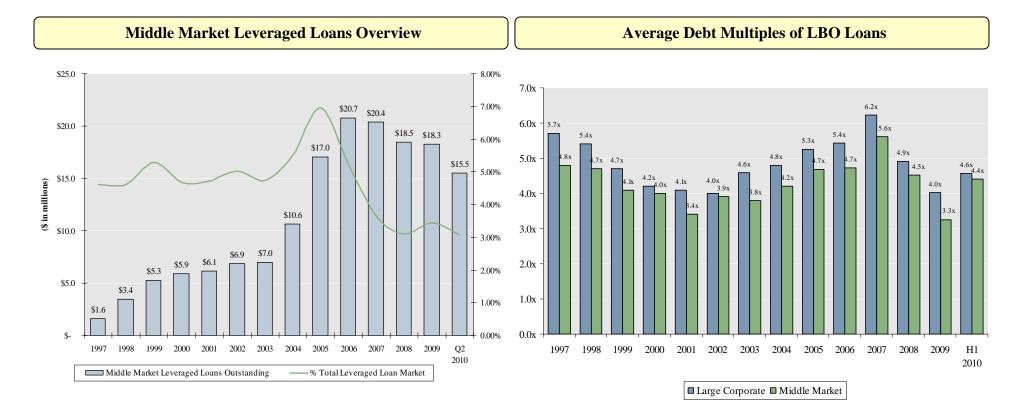
# **Middle Market Offers Attractive Opportunities For Investors**

### **General Characteristics**

- ✓ Typically \$50 million to \$1 billion in revenues
- ✓ Fundamental credit analysis comparatively more important
- ✓ If rated, rating agencies likely assign lower rating
- Middle-market investments typically include inherent structural and credit protections
- ✓ High level of acquisition activity (realization opportunities)

#### **Benefits**

- ✓ Attractive yields
- ✓ Conservative capital structures
- ✓ Strong recovery rates
- ✓ Smaller investor groups and active lender involvement
- ✓ Involvement of equity sponsors
- ✓ Issuer diversification



Source: Standard & Poor's LCD High End Middle Market Lending Review 2Q 2010

# **BKCC Offers the Best Platform to Take Advantage of this Market Opportunity**

### Successful Track Record of Middle Market Investing

- ✓ Dedicated team of investment professionals with long-standing relationships and a proactive direct origination focus
- ✓ Industry-leading, "hands-on" diligence approach focusing on long-term business fundamentals and capital preservation
- ✓ Active support of world-class investment partners in BlackRock, Inc. and the Kelso Principals
- ✓ Completed 110 investments in middle market companies since inception<sup>(1)</sup>
- ✓ Declared \$6.52 per share in dividends to shareholders since inception<sup>(2)</sup>

### Business Development Company Fund Structure

- Conservatively structured and highly regulated asset class (maximum one-toone leverage allowance)
- ✓ Highly visible investment income and dividend generation
- ✓ Mark-to-market accounting requirements ensure accurate and timely valuations for investors
- ✓ Well capitalized with \$485.0 million in excess asset coverage<sup>(1)</sup>

### Investor-friendly Fee Structure

- Shareholder-friendly fee arrangement resulting from performance incentive fee subject to both a hurdle and a high water mark structure
- ✓ 50% catch-up provision favors investors

   the Investment Advisor does not earn full incentive fees until investors have received a 13.3% return
- Lower costs than many finance competitors and internally managed BDCs
- ✓ Transparent payment structure

<sup>(1)</sup> As of June 30, 2010
 <sup>(2)</sup> Dividend amount includes Q3 2010 dividend declared on August 4, 2010 to be paid on October 1, 2010

**III. Differentiated Underwriting Process** 

### **Investment Selection Criteria**

### Focus on Value and Cash Flow

- ✓ Premium on fundamental analysis and value from an investor's perspective
- ✓ Invest at low multiples of operating cash flow in companies profitable at the time of investment on an operating cash flow basis
- Typically do not invest in start-up companies or companies having speculative business plans

### **Competitive Position in Industry**

- ✓ Companies that have strong market positions and are well suited to capitalize on growth opportunities
- Companies that demonstrate significant competitive advantages that aid to protect their market position and profitability

#### **Experienced Management**

- ✓ Generally require that portfolio companies have an experienced management team
- ✓ Generally require portfolio companies to have in place proper incentives to induce management to succeed and to act in concert with investor interests, which may include a significant equity stake

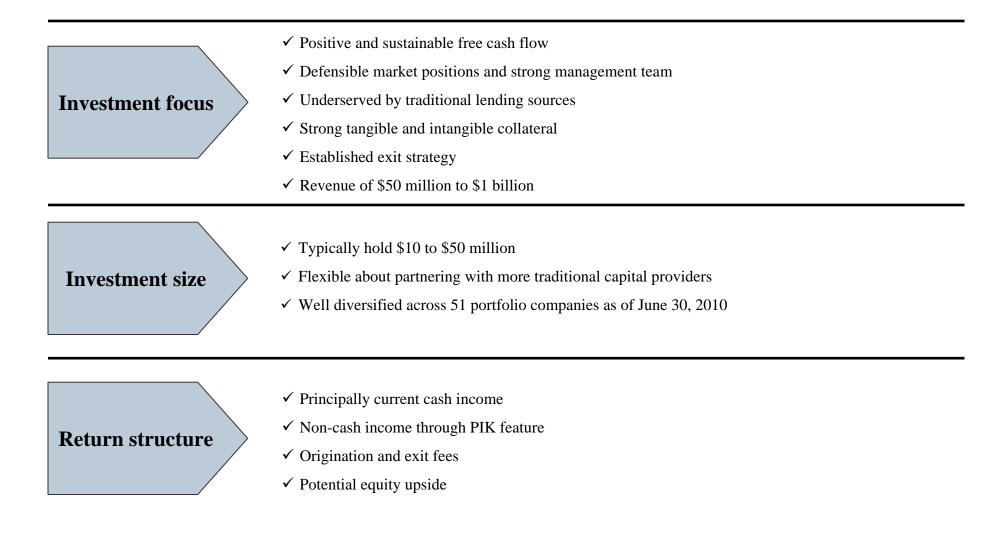
### **Investment Exit Strategy**

- ✓ Internally generated cash flow for debt repayment
- ✓ Strategic acquisition by other industry participants
- ✓ Initial public offering of common stock or another capital market transaction
- ✓ Exit equity investments via repurchases by the company and sales pursuant to M&A

### Liquidation Value of Assets

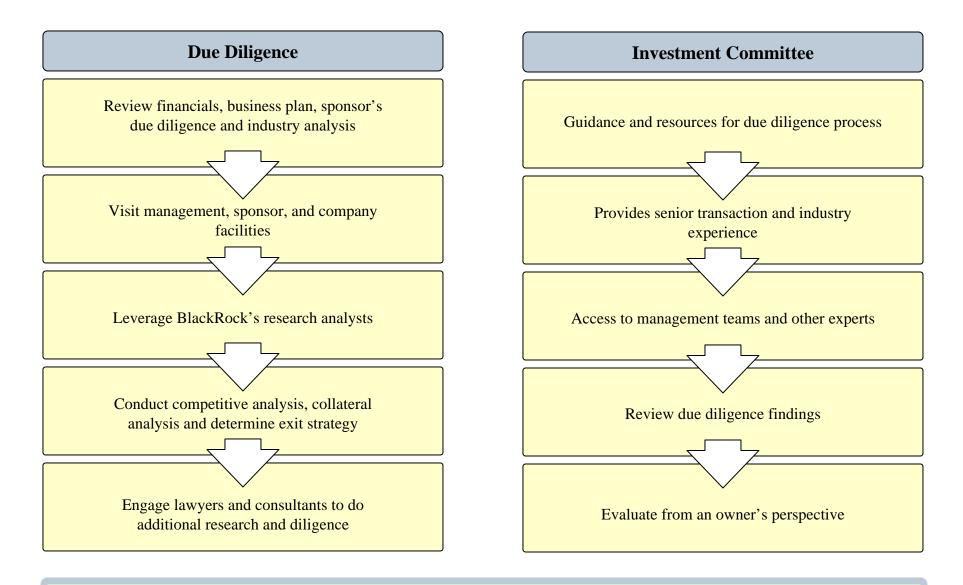
- ✓ Enterprise value focus
- ✓ Prospective liquidation value of the assets that collateralize loans
- ✓ Emphasize both tangible assets, such as accounts receivable, inventory, equipment and real estate, as well as intangible assets, such as intellectual property, customer lists, networks, and databases

### **Investment Structuring Characteristics**



BKCC has a fundamental, value-oriented strategy with a focus on conservative loan-to-value investing

### **Thorough Investment Process**



Post approval, BlackRock Kelso Capital works to structure investments quickly and effectively

### **Comprehensive Portfolio Management**

#### **Detailed review and rating process**

- Review financial statements and reports
- Evaluate adherence to business plan and covenants
- Compare to other industry participants

#### Financial performance of existing portfolio companies is evaluated by the deal team on at least a quarterly basis

- Monthly and/or quarterly financials are analyzed by the deal team
- Discussions with management are conducted to review the performance of the businesses
- In many cases, BKCC maintains observation rights or seats on the portfolio companies' boards of directors

#### Update memos are prepared for each portfolio company by the respective deal team at least quarterly

Memos are reviewed at the weekly investment professionals' meeting

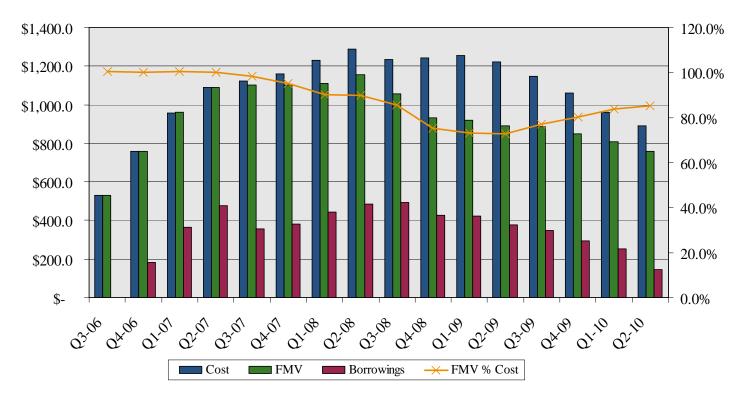
#### A separate investment rating meeting is held and attended by all transaction professionals each quarter

- Each investment is reviewed by its primary deal team and given a suggested rating level to be discussed among all transaction professionals
- At the conclusion of discussion, and subject to the approval of senior management, the chief financial officer records the internal investment ratings for review by the Board of Directors

All investments that are rated at levels other than the highest rating are reviewed on a weekly basis by the transaction professionals and management

**IV. Portfolio Overview and Performance Record** 

# **Portfolio Evolution**



**Quarterly Cost/FMV/Borrowings**<sup>(1)</sup>

	Q3-06	Q4-06	Q1-07	Q2-07	Q3-07	Q4-07	Q1-08	Q2-08	Q3-08	Q4-08	Q1-09	Q2-09	Q3-09	Q4-09	Q1-10	Q2-10
Cost	\$ 529.4	\$ 756.3	\$ 954.8	\$ 1,087.9	\$ 1,120.7	\$ 1,161.0	\$ 1,228.1	\$ 1,286.4	\$ 1,235.1	\$ 1,241.1	\$ 1,256.2	\$ 1,220.8	\$ 1,149.2	\$ 1,058.7	\$ 960.0 \$	889.8
FMV	531.6	758.2	959.8	1,087.3	1,101.3	1,103.8	1,109.0	1,155.8	1,057.1	932.1	917.9	889.5	884.9	850.7	806.0	756.8
Borrowings	-	180.3	364.6	476.2	355.0	381.3	444.9	484.0	491.0	426.0	421.5	376.0	347.5	296.0	253.5	145.0
FMV % Cost	100.4%	100.3%	100.5%	99.9%	98.3%	95.1%	90.3%	89.8%	85.6%	75.1%	73.1%	72.9%	77.0%	80.3%	84.0%	85.0%
Borrowings % FMV	0.0%	23.8%	38.0%	43.8%	32.2%	34.5%	40.1%	41.9%	46.4%	45.7%	45.9%	42.3%	39.3%	34.8%	31.5%	19.2%

(1) Cost, FMV and borrowings as reported in public filings; cost basis includes unearned income

### **Defensive Portfolio Composition**

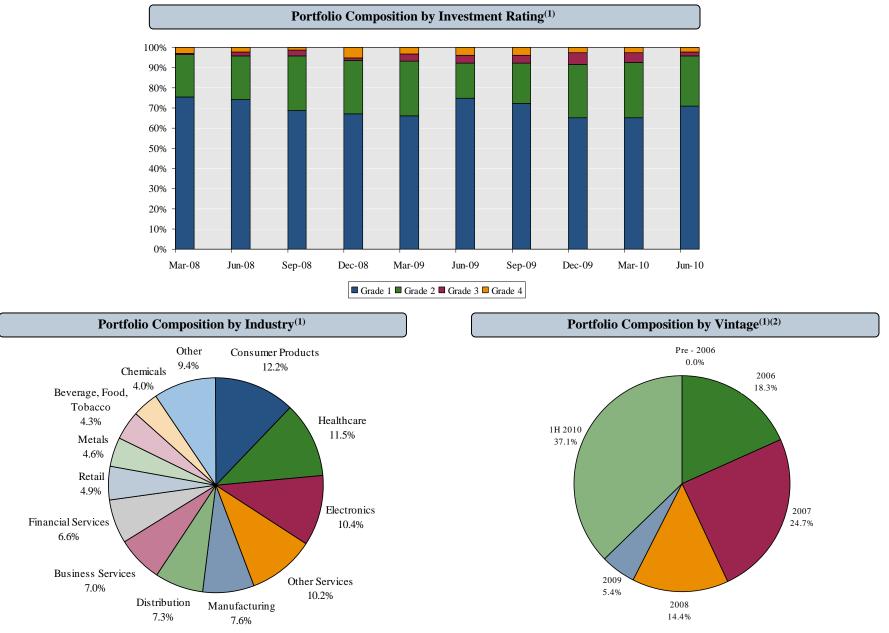
BKCC's senior debt focus and conservative investment composition have helped its portfolio performance during the current recession

- Portfolio Composition by Investment Type<sup>(1)</sup>
- As of June 30, 2010, senior debt comprised 70.1% of the total portfolio at fair market value

-	Q4-05	Q1-06	Q2-06	Q3-06	Q4-06	Q1-07	Q2-07	Q3-07	Q4-07	Q1-08	Q2-08	Q3-08	Q4-08	Q1-09	Q2-09	Q3-09	Q4-09	Q1-10	Q2-10
% Senior Debt	95.1%	98.2%	97.5%	86.6%	80.6%	70.5%	72.2%	70.8%	68.7%	68.0%	64.7%	65.6%	67.4%	66.4%	65.3%	64.6%	64.8%	66.8%	70.1%
% Sub Debt	4.9%	1.8%	2.4%	12.7%	16.9%	24.7%	21.4%	23.4%	26.2%	27.7%	31.5%	30.6%	29.1%	30.5%	31.1%	31.1%	30.6%	26.3%	17.4%
% Equity	0.1%	0.0%	0.1%	0.8%	2.5%	4.8%	6.4%	5.8%	5.1%	4.3%	3.8%	3.7%	3.4%	3.1%	3.6%	4.2%	4.6%	7.0%	12.5%

<sup>(1)</sup> Based on fair market value of investments, as reported in public filings

### **Conservatively Positioned Portfolio**



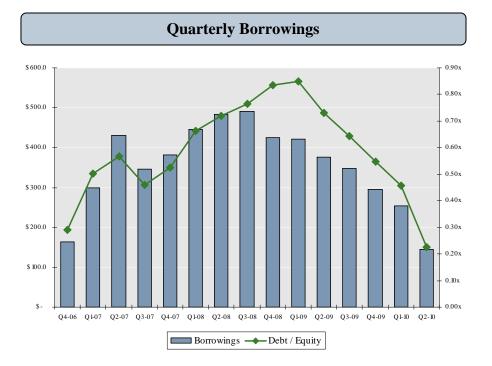
<sup>(1)</sup> Based on fair market value of investments as of June 30, 2010

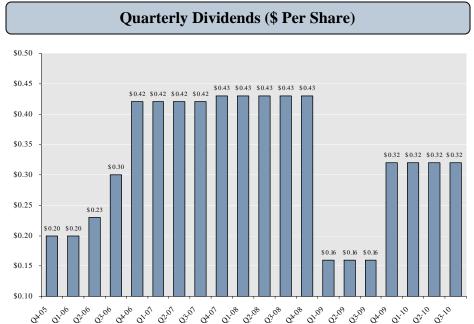
<sup>(2)</sup> Represents date of original investment or date of subsequent amendment if amendment resulted in a re-pricing of the original investment terms

# **Increased Liquidity and Investment Capacity**

BKCC has pursued a conservative strategy of capital preservation since Q4 2008

- Significant reduction in new investments
- Conservative dividend distribution policy
- \$485.0 million in excess asset coverage (1:1 test) and \$314.0 million in borrowing base availability as of June 30, 2010



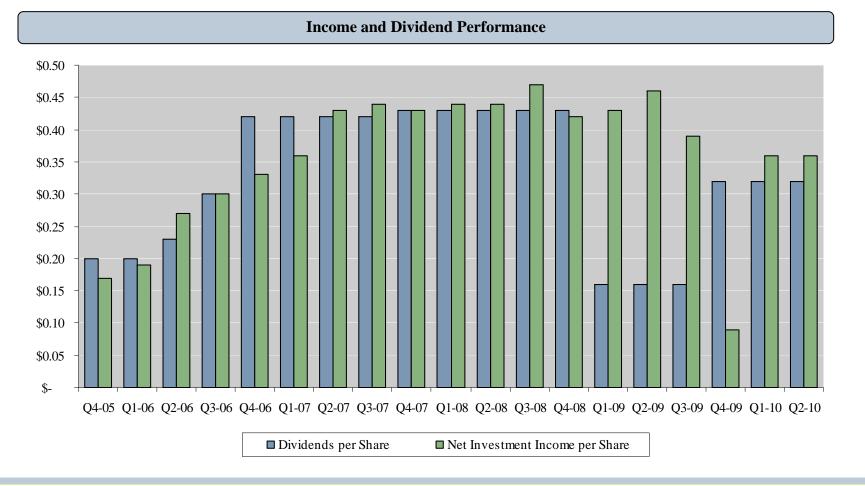


BKCC has significant capacity to take advantage of new investment opportunities in today's market

### **Conservative Dividend Management**

#### BKCC resumed paying a normalized dividend in Q4 2009

- Net investment income has exceeded dividends paid by \$0.56 per share in 2009 and \$0.08 per share in H1 2010
  - Q2 2010 net investment income and dividends paid were \$0.36 and \$0.32, respectively



Net investment income distribution requirement of 90% implies significant current embedded value in BKCC

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#### Source: Public filings

## **Portfolio Evolution**

For the quarters ending	Ι	Dec-05	Mar-	06 .	Jun-06	Sep-06	Dec-	-06	Mar-07		Jun-07	Sep-07	Dec-07	Mar-	08	Jun-08	Sep-08	Dec-08	Mar-09	Jun-09	Sep-09	Ι	Dec-09	Mar-10	Jun-10
Origination	\$	137.8	\$ 7	2.7 \$	188.3	\$ 190.9	\$ 29	93.9	\$ 213.9	9\$	297.2	\$ 124.0	\$ 76.2	\$ 9	4.6	\$ 80.0	\$ 8.7	\$ 13.9	\$ 15.3	\$ 11.9	\$ 11	0 \$	8.6	\$ 16.4	\$ 127.8
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Senior Secured Loans		131.0	20	0.9	355.2	460.1	58	81.8	647.	2	748.1	734.9	713.2	70	2.9	695.4	642.3	576.0	558.2	528.1	520	1	503.2	489.8	443.4
Senior Secured Notes		-		-	-	-		29.0	29.	6	37.4	45.0	44.8		1.4	52.5	51.5	52.3	51.3	52.3			48.4	48.3	86.9
Subordinated Debt		6.7		3.6	8.9	67.4	12	28.3	236.	9	232.5	257.5	289.1		6.9	363.9	324.0	271.7	280.1	276.6			260.2	211.6	132.0
Equity Warrants		0.1		0.1	0.4	0.4		1.0	1.4		2.0	0.9	1.1		1.2	1.3	1.1	0.0					1.0	3.8	4.6
Preferred Equity		-		-	-	1.1	1	11.9	11.		25.4	18.1	14.2		9.0	5.7	5.7	10.2	8.4	7.7		-	5.9	6.1	5.3
Common Equity		-		-	-	2.2		5.8	10.		12.4	12.6	12.3		1.6	11.2	10.6	9.3	9.2				18.9	25.6	62.7
LP/LLC Interests		-		-	-	0.3		0.3	22.	0	29.6	32.4	29.0	-	6.0	25.8	21.9	12.5	10.8	8.3			13.1	21.9	21.9
Total Invested Assets <sup>(1)</sup>	\$	137.8	\$ 20	4.5 \$	364.4	\$ 531.6	\$ 75	58.2	\$ 959.	8 \$	1,087.3	\$ 1,101.3	\$ 1,103.8	\$ 1,10	9.0	\$ 1,155.8	\$ 1,057.1	\$ 932.1	\$ 917.9	\$ 889.5	\$ 884	9 \$	850.7	\$ 807.1	\$ 756.8
Weighted Average Yield <sup>(2)</sup>		10.7%	10	9%	11.4%	12.0%	12	2.5%	12.69	6	12.5%	12.5%	12.4%	5 11.	3%	11.3%	11.9%	11.0%	10.4%	5 10.4%	6 10.9	%	11.2%	11.6%	10.5%
3-Month LIBOR		4.5%	5	3%	5.5%	5.4%	5	5.4%	5.39	6	5.4%	5.2%	4.7%	2.	7%	2.8%	3.9%	1.4%	1.2%	6 0.6%	6 0.3	%	0.2%	0.3%	0.5%
Spread		6.2%	5	6%	5.9%	6.6%	7	7.1%	7.39	%	7.1%	7.3%	7.7%	8.	6%	8.5%	8.0%	9.6%	9.2%	5 9.8%	6 10.7	%	11.0%	11.3%	10.0%
Total Net Assets	\$	528.7	\$ 54	2.4 \$	554.4	\$ 565.8	\$ 50	61.8	\$ 598.	7 \$	761.2	\$ 754.2	\$ 728.2	\$ 67	1.1	\$ 672.2	\$ 641.2	\$ 510.3	\$ 495.5	\$ 514.0	\$ 540	4 \$	539.6	\$ 553.0	\$ 642.4
Total Net Assets and Liabilities	\$	542.2	\$ 55	0.0 \$	580.6	\$ 581.4	\$ 70	66.3	\$ 975.	0 \$	1,261.5	\$ 1,122.0	\$ 1,121.8	\$ 1,12	5.0	\$ 1,172.4	\$ 1,142.1	\$ 966.2	\$ 935.5	\$ 908.7	\$ 905	8 \$	879.6	\$ 838.5	\$ 812.4
Leverage	\$	-	\$	- \$	- 1	\$-	\$ 18	80.3	\$ 364.	6\$	476.2	\$ 355.0	\$ 381.3	\$ 44	4.9	\$ 484.0	\$ 491.0	\$ 426.0	\$ 421.5	\$ 376.0	\$ 347	5 \$	296.0	\$ 253.5	\$ 145.0
Investment Income		10.0		8.7	12.1	15.1	1	17.9	25.	1	33.2	34.2	35.4	3	5.7	34.9	37.4	35.2	31.8	33.4	29	4	30.3	27.8	28.2
Interest Expense		-		-	-	-		0.3	3.1	7	5.4	5.3	5.8		5.2	4.3	4.3	4.8	1.8	1.7	1	5	1.4	1.1	1.7
Other Expenses		1.5		0.7	0.7	0.9		0.1	0.	9	1.2	1.4	1.8		1.7	1.7	1.7	1.1	1.5	1.5	1	5	2.5	1.6	1.9
Management Fee		2.3		1.3	1.4	1.9		2.2	2.	8	3.4	5.3	5.6		5.6	5.6	5.8	5.7	4.7	4.6	i 4	6	4.6	4.3	4.2
Incentive Fee		-		-	-	1.3		3.1	3.1	7	5.8	(0.1)	-		-	-	-	-	-	-			16.8	0.5	-
Net Investment Income	\$	6.2	\$	6.7 \$	10.0	\$ 11.0	\$ 1	12.2	\$ 14.	0\$	17.4	\$ 22.4	\$ 22.1	\$ 2	3.2	\$ 23.3	\$ 25.6	\$ 23.5	\$ 23.8	\$ 25.5	\$ 21	9 \$	5.0	\$ 20.3	\$ 20.4
	,																								
Net Investment Income per share	\$	0.17	\$ 0	.19 \$	0.27	\$ 0.30	\$ (	0.33	\$ 0.3	6\$	0.43	\$ 0.44	\$ 0.43	\$ 0	.44	\$ 0.44	\$ 0.47	\$ 0.42	\$ 0.43	\$ 0.46	\$ 0.3	9 \$	0.09	\$ 0.36	\$ 0.36
Net Investment Income per share as adjusted <sup>(3)</sup>																			\$ 0.35	\$ 0.37				\$ 0.30	\$ 0.28
Net Investment Income per share before incentive fees	\$	0.17	\$ 0	.19 \$	0.27	\$ 0.33	\$ (	0.41	\$ 0.4	6\$	0.57	\$ 0.44	\$ 0.43	\$ 0	.44	\$ 0.44	\$ 0.47	\$ 0.42	\$ 0.43	\$ 0.46	\$ 0.3	9 \$	0.39	\$ 0.37	\$ 0.36
Earnings per share	\$	0.18	\$ 0	.20 \$	0.31	\$ 0.31	\$ (	0.31	\$ 0.4	4 \$	0.31	\$ 0.05	\$ (0.31	) \$ (0	.75)	\$ 0.22	\$ (0.34)	\$ (1.88	\$ (0.07	) \$ 0.43	\$ 0.5	5 \$	0.29	\$ 0.54	\$ 0.39
Dividends per share	\$	0.20	\$ 0	.20 \$	0.23	\$ 0.30	\$ (	0.42	\$ 0.4	2 \$	0.42	\$ 0.42	\$ 0.43	\$ 0	.43	\$ 0.43	\$ 0.43	\$ 0.43	\$ 0.16	\$ 0.16	\$ 0.1	6 \$	0.32	\$ 0.32	\$ 0.32
Net Asset Value per share	\$	14.50	\$ 15	.38 \$	15.03	\$ 15.04	\$ 14	4.93	\$ 14.9	5 \$	14.88	\$ 14.51	\$ 13.78	\$ 12	.60	\$ 12.31	\$ 11.52	\$ 9.23	\$ 9.04	\$ 9.24	\$ 9.5	9 \$	9.55	\$ 9.77	\$ 9.83
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Source: Company filings

<sup>(1)</sup> On a fair market value basis, as reported in public filings

<sup>(2)</sup> Yield on invested capital for all debt or income-producing securities on a cost basis

(3) BKCC's "as adjusted" results are non-GAAP financial measures that reflect incentive management fees based on the formula BKCC utilizes for each trailing four-fiscal quarter period,

with the formula applied to the current quarter