# BlackRock Kelso Capital 

Investor Presentation

November 2011

## Forward Looking Statements

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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 considerations. 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. Any performance data quoted in this document 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.
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I. BlackRock Kelso Capital Overview

Investment Selection Criteria

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

## Competitive Position in Industry

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

## Experienced Management

$\checkmark$ Generally require that portfolio companies have an experienced management team
$\checkmark$ 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

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

## Liquidation Value of Assets

$\checkmark$ Enterprise value focus
$\checkmark$ Prospective liquidation value of the assets that collateralize loans
$\checkmark$ 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

Thorough Investment Process

## Due Diligence



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

# II. Financial Summary 

Financial and Portfolio Summary

## Financial Highlights

| Amounts shown on per share basis; share count in millions | Three Months Ending |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9/30/11 |  | 6/30/11 |  | 3/31/11 |  | 12/31/10 |  | 9/30/10 |  |
| Net Investment Income ${ }^{(3)}$ | \$ | 0.29 | \$ | 0.35 | \$ | 0.20 | \$ | 0.03 | \$ | 0.26 |
| Net Realized Gains (Losses) ${ }^{(3)}$ | \$ | 0.02 | \$ | (0.01) | \$ | (0.59) | \$ | (0.39) | \$ | 0.02 |
| Net Unrealized Gains (Losses) ${ }^{(3)}$ | \$ | (0.13) | \$ | 0.19 | \$ | 0.63 | \$ | 0.39 | \$ | (0.03) |
| Net Income ${ }^{(3)}$ | \$ | 0.18 | \$ | 0.53 | \$ | 0.25 | \$ | 0.03 | \$ | 0.25 |
| Net Asset Value at End of Period ${ }^{(4)}$ | \$ | 9.75 | \$ | 9.83 | \$ | 9.56 | \$ | 9.62 | \$ | 9.76 |
| Dividends Declared ${ }^{(3)}$ | \$ | 0.26 | \$ | 0.26 | \$ | 0.32 | \$ | 0.32 | \$ | 0.32 |
| Basic and Diluted Weighted Average Shares Outstanding |  | 73.1 |  | 73.0 |  | 72.8 |  | 70.9 |  | 65.5 |
| Total Shares Outstanding at End of Period |  | 73.0 |  | 73.0 |  | 72.8 |  | 72.6 |  | 65.5 |


| Portfolio Summary |  |  |  |  |  |  |  |  | Portfolio Activity |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ in thousands | 9/30/11 | 6/30/11 | $\square$ | 3/31/11 |  | 12/31/10 |  | 9/30/10 | \$ in thousands | 9/30/11 | ${ }_{6 / 30 / 11}{ }^{\mathrm{Tt}}$ |  | $\begin{array}{\|c\|} \hline \text { hree Months Ending } \\ \hline 3 / 31 / 11 \\ \hline \end{array}$ |  | g $12 / 31 / 10$ |  | 9/30/10 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment Portfolio at Cost ${ }^{(5)}$ | \$ 1,048,672 | \$ 993,646 | s | 980,490 | \$ | 985,678 | \$ | 966,827 |  |  |  |  |  |  |  |  |  |  |
| Investment Portfolio at Fair Value | \$ ${ }_{\text {S }} 1,092,262$ | \$947,656 <br> O5, | \$ | 921,188 | \$ | ${ }^{880,086}$ | \$ | ${ }_{833,747}^{862 \%}$ | New Investments at Cost | \$ 139,402 | \$ | 81,575 | \$ | 39,551 | \$ | 84,240 | \$ | 177,428 |
| Fair Value \% Cost | 94.6\% | 95.4\% |  | 94.0\% |  |  |  |  | Sales, Repayments, Other Exits at Cost | - (87,592) |  | $(71,375)$ |  | $(4,047)$ |  | $(41,038)$ |  | $(100,206)$ |
| Number of Portfolio Companies Average Investment Size at Cost | ¢ $\begin{array}{r}\text { 54 } \\ \hline\end{array}$ | \$ $\begin{array}{r}55 \\ \hline 18,066\end{array}$ | s | 52 18,856 | s | $\begin{array}{r} 50 \\ 19,714 \end{array}$ | \$ | 51 18,957 | Net New Investments at Cost | \$ 51,810 | \$ | 10,200 | \$ | 35,505 | \$ | 43,202 | \$ | 77,223 |
| Yield on Income Producing Capital at Cost | 11.9\%; | 11.5\% |  | 11.4\% |  | 10.9\% |  | 10.5\% | New Portfolio Company Investments | 3 |  | 4 |  | 2 |  | 3 |  | 4 |
| Yield on Senior Secured Loans at Cost Yield on Other Debt Securities at Cost | 111.7\% | 11.1\% |  | 10.8\% |  | 10.1\% |  | 9.4\%\% | Portfolio Company Exits |  |  | 1 |  | - |  | 4 |  | 4 |
| Total Investment Porffolio at Fair Value ${ }^{(6)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Senior Secured Loans \& Notes |  |  |  |  |  | ${ }^{60.6 \%}$ |  |  |  |  |  |  |  |  |  |  |  |  |
| Unsecured \& Subordinated Debt <br> Preferred \& Common Equity \& Warrants | ${ }_{17}^{17.5 \%}$ | 19.4\% |  | $25.0 \%$ $12.8 \%$ |  | ${ }_{13.3 \%}^{26.1 \%}$ |  | 26.3\% |  |  |  |  |  |  |  |  |  |  |

[^0]
## Select Historical Financial Information

## Financial History

## \$ in thousands, except per share data

Net Investment Income Before Incentive Fees Net Investment Income Before Incentive Fees per share ${ }^{(3)}$
Net Investment Income
Net Investment Income per share ${ }^{(3)}$
Net Investment Income, as adjusted ${ }^{(7)}$
Adjusted Net Investment Income per share
Net Realized / Unrealized Gains (Losses)
Net Realized / Unrealized Gains (Losses) per share ${ }^{(3)}$

## Net Income

Net Income per share ${ }^{(3)}$
Dividends Declared
Dividends Declared per share ${ }^{(3)}$
Total Net Assets
Net Asset Value per share ${ }^{(4)}$
Book Debt / Book Equity Ratio
Book Debt / Book Equity Ratio, Net of Available Cash ${ }^{(8)}$

| Three Months Ending |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Full Year |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9/30/11 |  | 6/30/11 |  | 3/31/11 |  | 12/31/10 |  | 9/30/10 |  | 6/30/10 |  | 3/31/10 |  | 12/31/09 |  | 9/30/09 |  | 12/31/10 |  | 12/31/09 |
| \$ | 20,965 | \$ | 25,739 | \$ | 14,877 | \$ | 16,968 | \$ | 16,811 | \$ | 20,421 | \$ | 20,759 | \$ | 21,803 | \$ | 21,782 | \$ | 74,959 | \$ | 92,871 |
| \$ | 0.29 | \$ | 0.35 | \$ | 0.20 | \$ | 0.24 | \$ | 0.26 | \$ | 0.36 | \$ | 0.37 | \$ | 0.39 | \$ | 0.39 | \$ | 1.20 | \$ | 1.66 |
| \$ | 20,965 | \$ | 25,739 | \$ | 14,877 | \$ | 2,354 | \$ | 16,811 | \$ | 20,421 | \$ | 20,265 | \$ | 4,984 | \$ | 21,782 | \$ | 59,851 | \$ | 76,053 |
| \$ | 0.29 | \$ | 0.35 | \$ | 0.20 | \$ | 0.03 | \$ | 0.26 | \$ | 0.36 | \$ | 0.36 | \$ | 0.09 | \$ | 0.39 | \$ | 0.96 | \$ | 1.36 |
| \$ | 18,008 | \$ | 20,897 | \$ | 14,606 | \$ | 13,777 | \$ | 13,020 | \$ | 16,290 | \$ | 16,764 | \$ | 18,499 | \$ | 17,585 | \$ | 59,851 | \$ | 76,053 |
| \$ | 0.25 | \$ | 0.29 | \$ | 0.20 | \$ | 0.19 | \$ | 0.20 | \$ | 0.28 | \$ | 0.30 | \$ | 0.33 | \$ | 0.31 | \$ | 0.96 | \$ | 1.36 |
| \$ | $(8,027)$ | \$ | 13,179 | \$ | 3,138 | \$ | 62 | \$ | (496) | \$ | 1,914 | \$ | 10,218 | \$ | 11,355 | \$ | 9,364 | \$ | 11,699 | \$ | $(8,813)$ |
| \$ | (0.11) | \$ | 0.18 | \$ | 0.04 | \$ | 0.00 | \$ | (0.01) | \$ | 0.03 | \$ | 0.18 | \$ | 0.20 | \$ | 0.17 | \$ | 0.19 | \$ | (0.16) |
| \$ | 12,937 | \$ | 38,918 | \$ | 18,015 | \$ | 2,416 | \$ | 16,316 | \$ | 22,335 | \$ | 30,483 | \$ | 16,339 | \$ | 31,146 | \$ | 71,550 | \$ | 67,240 |
| \$ | 0.18 | \$ | 0.53 | \$ | 0.25 | \$ | 0.03 | \$ | 0.25 | \$ | 0.39 | \$ | 0.54 | \$ | 0.29 | \$ | 0.55 | \$ | 1.14 | \$ | 1.20 |
| \$ | 18,984 | \$ | 18,983 | \$ | 23,354 | \$ | 23,222 | \$ | 20,964 | \$ | 18,157 | \$ | 18,112 | \$ | 18,072 | \$ | 9,015 | \$ | 80,456 | \$ | 44,821 |
| \$ | 0.26 | \$ | 0.26 | \$ | 0.32 | \$ | 0.32 | \$ | 0.32 | \$ | 0.32 | \$ | 0.32 | \$ | 0.32 | \$ | 0.16 | \$ | 1.28 | \$ | 0.80 |
| \$ | 711,784 | \$ | 717,617 | \$ | 695,433 | \$ | 698,480 | \$ | 639,078 | \$ | 642,416 | \$ | 552,954 | \$ | 539,563 | \$ | 540,376 | \$ | 698,480 | \$ | 539,563 |
| \$ | 9.75 | \$ | 9.83 | \$ | 9.56 | \$ | 9.62 | \$ | 9.76 | \$ | 9.83 | \$ | 9.77 | \$ | 9.55 | \$ | 9.59 | \$ | 9.62 | \$ | 9.55 |
|  | 0.45x |  | 0.38x |  | 0.40x |  | 0.24x |  | 0.32x |  | 0.23x |  | 0.46x |  | 0.55x |  | 0.64x |  | 0.24x |  | 0.55x |
|  | 0.40x |  | 0.32x |  | 0.32x |  | 0.24x |  | 0.24x |  | 0.19x |  | 0.45x |  | 0.54x |  | 0.64x |  | $0.24 \times$ |  | $0.54 x$ |

## Select Historical Portfolio Information

## Portfolio History

\$ in thousands, except per share data As of and for the Three Months Ending,

Investment Portfolio at Cost ${ }^{(5)}$
Investment Portfolio at Fair Value ${ }^{(5)}$
Fair Value \% Cos

Number of Portfolio Companies
Average Investment Size at Cost
Weighted Average Yield on Invested Capital at Cost Weighted Average Yield on Senior Secured Loans at Cost Weighted Average Yield on Other Debt Securities at Cost

Total Investment Portfolio at Fair Value ${ }^{(6)}$ Senior Secured Loans \& Notes
Unsecured \& Subordinated Debt
Preferred \& Common Equity \& Warrants

New Investments at Cost
Sales, Repayments, Other Exits at Cost Net New Investments at Cost

Number of New Portfolio Company Investments Number of Portfolio Company Exits

| 9/30/11 |  | 6/30/11 |  | 3/31/11 |  | 12/31/10 |  | 9/30/10 |  | 6/30/10 |  | 3/31/10 |  | 12/31/09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$------------- | \$ | 993,646 | \$ | 980,490 | \$ | 985,678 | \$ | 966,827 | \$ | 886,663 | \$ | 957,362 | \$ | 1,054,820 |
| \$ 992,262 | \$ | $\begin{array}{r} 947,656 \\ 95.4 \% \end{array}$ | \$ | $\begin{array}{r} 921,188 \\ 94.0 \% \end{array}$ | \$ | $\begin{array}{r} 880,086 \\ 89.3 \% \end{array}$ | \$ | $\begin{array}{r} 833,747 \\ 86.2 \% \end{array}$ | \$ | $\begin{array}{r} 753,591 \\ 85.0 \% \end{array}$ | \$ | $\begin{array}{r} 803,329 \\ 83.9 \% \end{array}$ | \$ | $\begin{gathered} 846,742 \\ 80.3 \% \end{gathered}$ |
| 54 |  | 55 |  | 52 |  | 50 |  | 51 |  | 51 |  | 55 |  | 57 |
| \$ 19,420 | \$ | 18,066 | \$ | 18,856 | \$ | 19,714 | \$ | 18,957 | \$ | 17,386 | \$ | 17,407 | \$ | 18,506 |
| 11.9\% |  | 11.5\% |  | 11.4\% |  | 10.9\% |  | 10.5\% |  | 10.5\% |  | 11.6\% |  | 11.2\% |
| 11.7\% |  | 11.1\% |  | 10.8\% |  | 10.1\% |  | 9.4\% |  | 10.0\% |  | 10.3\% |  | 9.4\% |
| 12.1\% |  | 11.9\% |  | 12.2\% |  | 12.1\% |  | 11.9\% |  | 11.3\% |  | 13.9\% |  | 14.2\% |
| 71.2\% |  | 68.1\% |  | 62.2\% |  | 60.6\% |  | 61.1\% |  | 70.1\% |  | 66.8\% |  | 64.8\% |
| 17.2\% |  | 19.4\% |  | 25.0\% |  | 26.1\% |  | 26.3\% |  | 17.4\% |  | 26.3\% |  | 30.6\% |
| 11.5\% |  | 12.5\% |  | 12.8\% |  | 13.3\% |  | 12.6\% |  | 12.5\% |  | 7.0\% |  | 4.6\% |
| $\$ \quad 139,402$ <br> $(87,592)$ | \$ | $\begin{array}{r} 81,575 \\ (71,375) \\ \hline \end{array}$ | \$ | $\begin{aligned} & 39,551 \\ & (4,047) \\ & \hline \end{aligned}$ | \$ | $\begin{gathered} 84,240 \\ (41,038) \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 177,428 \\ (100,206) \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 127,847 \\ (181,349) \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 16,442 \\ (72,676) \\ \hline \end{gathered}$ | \$ | $\begin{array}{r} 8,585 \\ (55,976) \\ \hline \end{array}$ |
| \$ 51,810 | \$ | 10,200 | \$ | 35,505 | \$ | 43,202 | \$ | 77,223 | \$ | $(53,502)$ | \$ | $(56,235)$ | \$ | $(47,391)$ |
| 3 |  | 4 |  | 2 |  | 3 |  | 4 |  | 1 |  | - |  | - |
| ----1 |  | 1 |  | - |  | 4 |  | 4 |  | 5 |  | 2 |  | 3 |

## Portfolio Evolution

## Quarterly Cost / FMV / Borrowings ${ }^{(5,9)}$




## Defensive Portfolio Composition

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

- As of September 30, 2011, senior debt comprised $71.2 \%$ of the total portfolio at fair market value


Please see Notes to the Investor Presentation on page 21

## Conservatively Positioned Portfolio

## Portfolio Composition by Investment Rating at Fair Market Value ${ }^{(1)}$

Portfolio Ratings by Market Value Over Time



Please see Notes to the Investor Presentation on page 21

## Increased Liquidity and Investment Capacity

## BKCC continues to pursue a conservative strategy of capital preservation

- Conservative dividend distribution policy
- $\$ 392.2$ million in excess asset coverage ( $1: 1$ test) and subject to compliance with applicable covenants and borrowing base limitations, the remaining amount available under the Company's credit facility was $\$ 232.6$ September 30, 2011 ${ }^{(13)}$

Quarterly Dividends (\$ Per Share)


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

## Portfolio Summary

For the quarters ending
New Investments at Cost
Senior Secured Loans
Senior Secured Notes
Subordinated / Unsecured Debt
Equity Warrants
Preferred Equity
Common Equity
LP/LLC Interests
Total Invested Assets at FMV
Weighted Average Yield ${ }^{(11)}$
3-Month LIBOR
Spread
Total Net Assets
Total Net Assets and Liabilities
Borrowings ${ }^{\text {(9) }}$
Investment Income
Interest Expense
Other Expenses
Management Fee
Incentive Fee
Net Investment Income
Net Investment Income per share
Net Investment Income per share as adjusted ${ }^{(7)}$
Net Investment Income per share before incentive fee Earnings per share
Earnings per share
Net Asset Value per share

| Dec-07 | Mar-08 | Jun-08 |  | Sep-08 |  | Dec-08 |  | Mar-09 |  | Jun-09 |  | Sep-09 |  | Dec-09 |  | Mar-10 |  | Jun-10 |  | Sep-10 |  | Dec-10 |  | Mar-11 | Jun-11 |  | Sep-11 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 76.2 | \$ 94.6 | \$ | 80.0 | \$ | 8.7 | \$ | 13.9 | \$ | 15.3 | \$ | 11.9 | \$ | 11.0 | \$ | 8.6 | \$ | 16.4 | \$ | 127.8 | \$ | 177.4 | \$ | 84.2 | \$ 39.6 | \$ | 81.5 | \$ | 139.4 |
| 713.2 | 702.9 |  | 695.4 |  | 642.3 |  | 576.0 |  | 558.2 |  | 528.1 |  | 520.1 |  | 503.2 |  | 489.8 |  | 443.4 |  | 427.6 |  | 450.3 | 485.2 |  | 532.6 |  | 592.1 |
| 44.8 | 51.4 |  | 52.5 |  | 51.5 |  | 52.3 |  | 51.3 |  | 52.3 |  | 51.7 |  | 48.4 |  | 48.3 |  | 86.9 |  | 86.5 |  | 88.3 | 88.1 |  | 112.6 |  | 114.6 |
| 289.1 | 306.9 |  | 363.9 |  | 324.0 |  | 271.7 |  | 280.1 |  | 276.6 |  | 275.7 |  | 260.2 |  | 211.6 |  | 132.0 |  | 221.0 |  | 232.1 | 230.4 |  | 184.1 |  | 171.1 |
| 1.1 | 1.2 |  | 1.3 |  | 1.1 |  | 0.0 |  | 0.0 |  | 0.1 |  | 0.2 |  | 1.0 |  | 3.8 |  | 4.6 |  | 5.2 |  | 5.6 | 4.6 |  | 4.6 |  | 5.0 |
| 14.2 | 9.0 |  | 5.7 |  | 5.7 |  | 10.2 |  | 8.4 |  | 7.7 |  | 6.8 |  | 5.9 |  | 6.1 |  | 5.3 |  | 5.4 |  | 6.6 | 6.2 |  | 6.1 |  | 7.7 |
| 12.3 | 11.6 |  | 11.2 |  | 10.6 |  | 9.3 |  | 9.2 |  | 16.2 |  | 18.0 |  | 18.9 |  | 24.5 |  | 62.7 |  | 71.7 |  | 83.2 | 81.1 |  | 78.2 |  | 71.5 |
| 29.0 | 26.0 |  | 25.8 |  | 21.9 |  | 12.5 |  | 10.8 |  | 8.3 |  | 12.4 |  | 13.1 |  | 21.9 |  | 21.9 |  | 23.7 |  | 23.4 | 25.6 |  | 29.5 |  | 30.2 |
| \$ 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 | \$ | 841.1 | \$ | 889.5 | \$ 921.2 | \$ | 947.7 | \$ | 992.3 |
| 12.4\% | 11.3\% |  | .3\% |  | 11.9\% |  | 11.0\% |  | 10.4\% |  | 10.4\% |  | 10.9\% |  | 11.2\% |  | 11.6\% |  | 10.5\% |  | 10.5\% |  | 10.9\% | 11.4\% |  | 11.5\% |  | 11.9\% |
| 4.7\% | 2.7\% |  | 2.8\% |  | 3.9\% |  | 1.4\% |  | 1.2\% |  | 0.6\% |  | 0.3\% |  | 0.2\% |  | 0.3\% |  | 0.5\% |  | 0.3\% |  | 0.3\% | 0.3\% |  | 0.2\% |  | 0.4\% |
| 7.7\% | 8.6\% |  | 8.5\% |  | 8.0\% |  | 9.6\% |  | 9.2\% |  | 9.8\% |  | 10.7\% |  | 11.0\% |  | 11.3\% |  | 10.0\% |  | 10.2\% |  | 10.6\% | 11.1\% |  | 11.3\% |  | 11.5\% |
| \$ 728.2 | \$ 671.1 | \$ | 672.2 | \$ | 641.2 | \$ | 510.3 | \$ | 495.5 | \$ | 514.0 | \$ | 540.4 | \$ | 539.6 | \$ | 553.0 | \$ | 642.4 | \$ | 639.1 | \$ | 698.5 | \$ 695.4 | \$ | 717.6 | \$ | 711.8 |
| 1,121.8 | 1,125.0 |  | 1,172.4 |  | 1,142.1 |  | 966.2 |  | 935.5 |  | 908.7 |  | 905.8 |  | 879.5 |  | 838.5 |  | 812.4 |  | 917.5 |  | 915.6 | 1,009.4 |  | 1,032.5 |  | 1,060.5 |
| 381.3 | 444.9 |  | 484.0 |  | 491.0 |  | 426.0 |  | 421.5 |  | 376.0 |  | 347.5 |  | 296.0 |  | 253.5 |  | 145.0 |  | 205.5 |  | 170.0 | 275.0 |  | 275.0 |  | 317.5 |
| \$ 35.4 | \$ 35.7 | \$ | 34.9 | \$ | 37.4 | \$ | 35.2 | \$ | 31.8 | \$ | 33.4 | \$ | 29.4 | \$ | 30.3 | \$ | 27.8 | \$ | 28.2 | \$ | 24.8 | \$ | 25.0 | \$ 25.2 | \$ | 37.1 | \$ | 33.3 |
| 5.8 | 5.2 |  | 4.3 |  | 4.3 |  | 4.8 |  | 1.8 |  | 1.7 |  | 1.5 |  | 1.4 |  | 1.1 |  | 1.7 |  | 1.7 |  | 1.7 | 3.6 |  | 4.1 |  | 4.2 |
| 1.8 | 1.7 |  | 1.7 |  | 1.7 |  | 1.1 |  | 1.5 |  | 1.6 |  | 1.5 |  | 2.5 |  | 1.6 |  | . 9 |  | 2.2 |  | 1.9 | 2.2 |  | 2.4 |  | 3.0 |
| 5.6 | 5.6 |  | 5.6 |  | 5.8 |  | 5.7 |  | 4.7 |  | 4.6 |  | 4.6 |  | 4.6 |  | 4.3 |  | 4.2 |  | 4.1 |  | 4.4 | 4.5 |  | 4.9 |  | 5.1 |
| - | - |  | - |  | - |  | - |  | - |  | - |  |  |  | 16.8 |  | 0.5 |  | - |  | - |  | 14.6 | - |  | - |  | - |
| \$ 22.1 | \$ 23.2 | \$ | 23.3 | \$ | 25.6 | \$ | 23.5 | \$ | 23.8 | \$ | 25.5 | \$ | 21.8 | \$ | 5.0 | \$ | 20.3 | \$ | 20.4 | \$ | 16.8 | \$ | 2.4 | \$ 14.9 | \$ | 25.7 | \$ | 21.0 |
| \$ 0.43 | \$ 0.44 | \$ | 0.44 | \$ | 0.47 | \$ | 0.42 | \$ | 0.43 | \$ | 0.46 | \$ | 0.39 | \$ | 0.09 | \$ | 0.36 | \$ | 0.36 | \$ | 0.26 | \$ | 0.03 | \$ 0.20 | \$ | 0.35 | \$ | 0.29 |
|  |  |  |  |  |  |  |  | \$ | 0.35 | \$ | 0.37 | \$ | 0.31 | \$ | 0.33 | \$ | 0.30 | \$ | 0.28 | \$ | 0.20 | \$ | 0.19 | \$ 0.20 | \$ | 0.29 | \$ | 0.25 |
| \$ 0.43 | \$ 0.44 | \$ | 0.44 | \$ | 0.47 | \$ | 0.42 | \$ | 0.43 | \$ | 0.46 | \$ | 0.39 | \$ | 0.39 | \$ | 0.37 | \$ | 0.36 | \$ | 0.26 | \$ | 0.24 | \$ 0.20 | \$ | 0.35 | \$ | 0.29 |
| \$ (0.31) | \$ (0.75) | \$ | 0.22 | \$ | (0.34) | \$ | (1.88) | \$ | (0.07) | \$ | 0.43 | \$ | 0.55 | \$ | 0.29 | \$ | 0.54 | \$ | 0.39 | \$ | 0.25 | \$ | 0.03 | \$ 0.25 | \$ | 0.53 | \$ | 0.18 |
| \$ 0.43 | \$ 0.43 |  | 0.43 | \$ | 0.43 | \$ | 0.43 | \$ | 0.16 | \$ | 0.16 | \$ | 0.16 | \$ | 0.32 | \$ | 0.32 | \$ | 0.32 | \$ | 0.32 | \$ | 0.32 | \$ 0.32 | \$ | 0.26 | \$ | 0.26 |
| \$ 13.78 | \$ 12.60 | \$ | 12.31 | \$ | 11.52 | \$ | 9.23 | \$ | 9.04 | \$ | 9.24 | \$ | 9.59 | \$ | 9.55 | \$ | 9.77 | \$ | 9.9 .83 | \$ | . 9.76 | \$ | 9.62 | \$ 9.56 | \$ | 9.83 | \$ | 9.75 |

## III. Current Market Environment

## Leveraged Loan Investing Continues to Strengthen...

Average debt multiples for middle-market loans in the year-to-date 9/30/11 ("YTD 2011") remained lower than previous highs during the pre-1999 and 2005-2007 time periods, but have rebounded significantly from 2009

- Total leverage for new transactions was 4.2x in YTD 2011, a significant increase from the 3.4x average in 2009 but below the 4.8 x average in 2007
- Senior lending leverage (first lien, second lien, and other senior debt) was 3.9 x in YTD 2011, versus 4.4 x in 2007 and an average of 3.4x from 2001 - 2009
- Senior leverage consisted of 93.8\% of total debt in YTD 2011, a significant increase from the 2000 - 2009 average of $83.8 \%$

Equity contribution levels to leveraged buyouts were slightly above historical averages in YTD 2011

- Total contributed equity to new LBO transactions in YTD 2011 represented $39.2 \%$ of capital versus an average of $38.5 \%$ over the past decade
- Total contributed equity to LBO transaction peaked in 2009 at $50.8 \%$ of capital
- Equity contribution levels in YTD 2011 were approximately 6.0\% higher than those required during the 2005-2007 period


Average Equity Contribution to LeveragedBuyouts
Average Debt Multiples of Middle-Market Loans

$\square$ Rollover Equity $\quad \square$ New Contributed Equity

## Pricing on Leveraged Loans has Narrowed...

Pricing on leveraged loans across the capital structure has narrowed significantly since March 2009

- Leveraged loan spreads, average upfront fees, and commitment fees are all greater than the 2005 - 2007 average

Average Upfront Fees on New Iss ue Leveraged Loans by Rating ${ }^{(12)}$


$$
\boxed{-B B} \text { Pro Rata } \quad \text { BB Institutional } \_ \text {B Pro Rata } \_ \text {B Institutional }
$$

Source: Standard \& Poor's LCD Leveraged Lending Review 3Q 2011
Please see Notes to the Investor Presentation on page 21

## Average Discounted Spread of Leveraged Loans



Average Initial Financing Commitment Fee


## However, the Middle Market Offers More Attractive Opportunities For Investors

## General Characteristics

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

Middle Market Leveraged Loans Overview


Source: Standard \& Poor's LCD High End Middle Market Lending Review 3Q 2011

## Benefits

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

## Average Debt Multiples of LBO Loans



BlackRock Kelso Capital
IV. Notes to the Investor Presentation

## Notes to the Investor Presentation

${ }^{(1)}$ As of September 30, 2011
${ }^{(2)}$ Dividend amount includes Q4 2011 dividend of \$0.26 declared on November 3, 2011 to be paid on January 4, 2012
${ }^{(3)}$ Income statement data per share utilizes basic and diluted weighted average shares outstanding during the relevant period
${ }^{(4)}$ Balance sheet per share data utilizes total shares outstanding at end of period
${ }^{(5)}$ Calculations for periods prior to Q1 2011 are net of unearned income, as represented in public filings
${ }^{(6)}$ Total investment portfolio excludes cash and cash equivalents and is gross of unearned income for periods prior to Q1 2011


 September 30, 2011 for additional information on these non-GAAP financial measures
${ }^{(8)}$ Book debt adjusted for cash and cash equivalents
${ }^{(9)}$ Borrowings consists of debt, as listed in public filings
${ }^{(10)}$ Represents date of original investment or date of subsequent amendment if amendment resulted in a re-pricing of the original investment terms
${ }^{(11)}$ Yield on invested capital for all debt or income-producing securities on a cost basis
${ }^{(12)}$ Original issue discounts are included in upfront fees, beginning in 2011
${ }^{(13)}$ Asset coverage ratio was 323\% as of September 30, 2011
${ }^{(14)}$ Schedules may not foot due to rounding


[^0]:    Please see Notes to the Investor Presentation on page 21

