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Morgan Stanley













# **An Introduction to Private Credit**

#### Sean Griffin

Chief Executive Officer and Executive Director LSTA, Inc.

#### **PGIM Fixed Income**

# U.S. Economic Update

#### November 2024



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## **Our Consumer Heatmap Is: Warm**



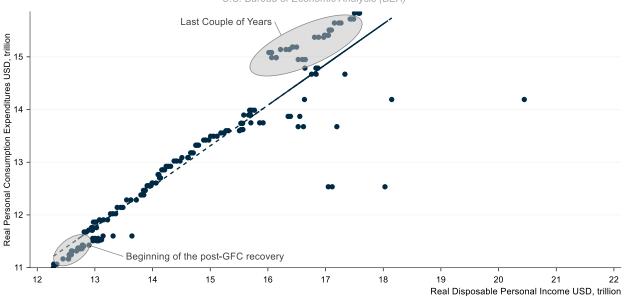
Note: Labor market = Yo'Y Change in Unemployment Rate, Inflation = Yo'Y CPI % NSA, Real Wages = Real Disposable Icome Yo'Y % Savings Rate = Personal Savings as % of Disposable Income, Assets = Yo'Y % Chg in Household Net Worth, Consumption = Real PCE Yo'Y SA %.
Delinquencies = Yo'Y Chg Fed Delinquency Rate on All Consumer Loans %. Real Corporate Revenu = Real Gross Value Added Yo'Y % SA



# This Is Helping Keep The Consumer Afloat

#### Real Disposable Personal Income vs. Real Personal Consumption Expenditures

U.S. Bureau of Economic Analysis (BEA)



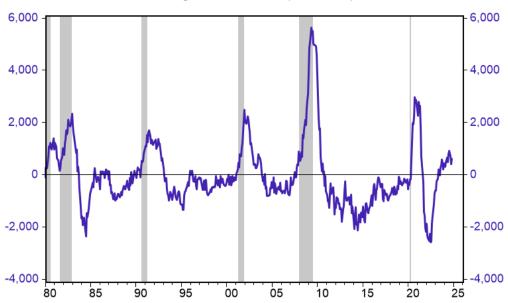
Last Updated: October 28, 2024



# Perspective: The Number Of Unemployed Is Higher Even Ex Temp Layoffs...

Unemployed excluding temporary layoffs

Change - Year to Year (Thousands)

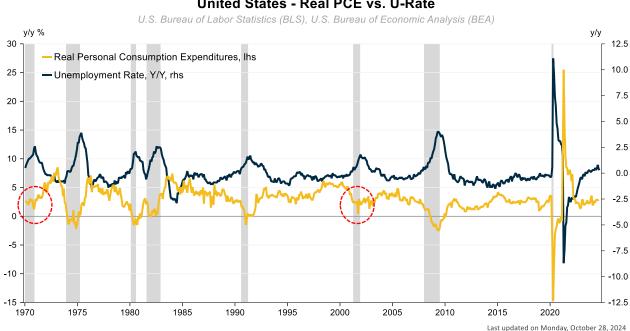


Source: Haver Analytics as of November 5, 2024



## ...And Here Is Why That Matters (But Note, Spending Doesn't Always Fall When The U-rate Rises – But It Does Slow)

#### United States - Real PCE vs. U-Rate

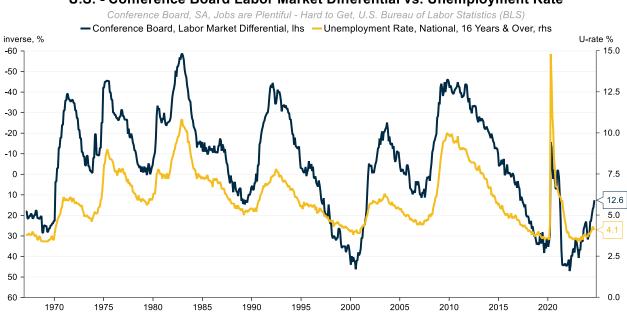


Source: Macrobond



#### **A View Into Labor Market Fundamentals**

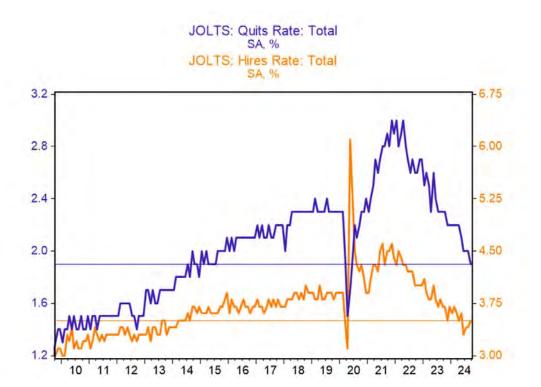
#### U.S. - Conference Board Labor Market Differential vs. Unemployment Rate



Source: Macrobond

Last updated on Monday, October 28, 2024

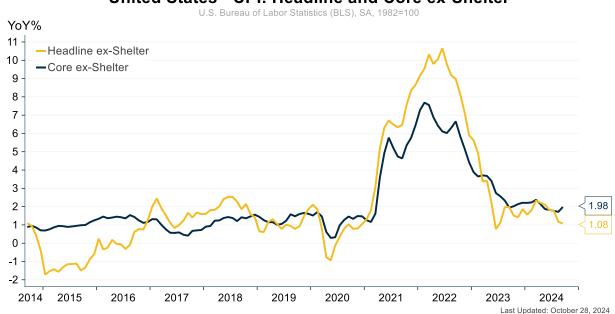






# **Most Inflation Components Have Slowed...**

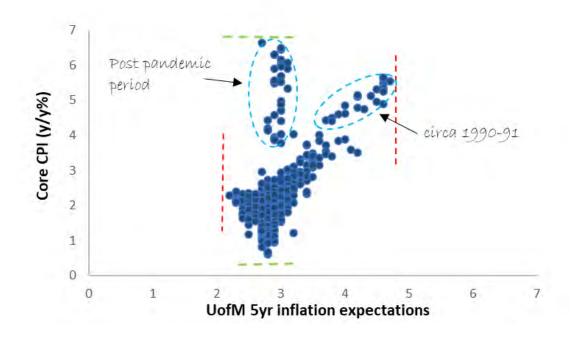
#### **United States - CPI: Headline and Core ex-Shelter**



Source: Macrobond

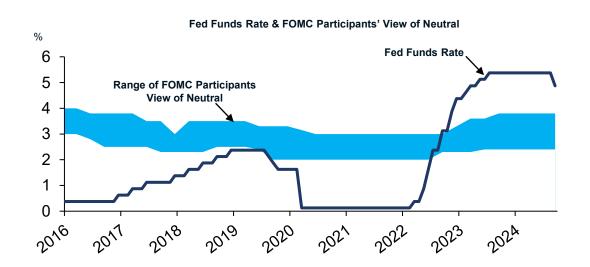


# A useful perspective on inflation expectations (they were relatively anchored the entire post-covid window)





## **Fed Policy Is Restrictive Compared to Neutral**





# **Higher For Longer OR, Normal For Longer?**



#### Presenter Biographies



Tom Porcelli is Chief U.S. Economist at PGIM Fixed Income. Mr. Porcelli is responsible for leading the formulation of PGIM Fixed Income's views on the U.S. economy, contributing to the internal investment process, and engaging with clients and key stakeholders on timely macroeconomic developments. Prior to joining the Firm, he was Chief U.S. Economist at RBC Capital Markets for 14 years. In that role, he focused on forecasting and creating narratives around the U.S. economic backdrop as part of the global economic effort. Mr. Porcelli worked closely with the various functional units within RBC Capital Markets and traveled globally to meet with RBC clients to share his insights on the U.S. economy and markets. Before RBC he worked as an economist at Merrill Lynch where he was a member of the team responsible for economic forecasting and Fed watching. Mr. Porcelli began his career at the Federal Reserve Bank of New York working on the Open Market Desk. In this capacity, he was closely involved with the execution of and analysis around monetary policy. In addition, he was responsible for disseminating pertinent economic and market analysis to policy makers in an effort to provide them with critical information used in the policy making process. Mr. Porcelli appears regularly on Bloomberg and CNBC and is quoted widely in the global press. He holds a Master's degree from Columbia University.

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# The Evolution and Expansion of the Private Credit Market

#### **Moderator:**

Tess Virmani, Deputy General Counsel, EVP – Head of Policy, LSTA

#### **Speakers:**

Harlan Cherniak, MD, Head of Infrastructure & Investment Grade Credit - Americas, Macquarie Asset Management

Ed Cong, Partner, Portfolio Manager, Marathon Asset Management

Gregory Robbins, Vice Chair, Golub Capital

Vishwanath Tirupattur, MD, Chief Fixed Income Strategist & Director of Quantitative Research, Morgan Stanley

John Wright, Partner, Global Head of Credit, Bain Capital



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Tess Virmani
Deputy General Counsel
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LSTA, Inc.



John Wright
Partner, Global Head of Credit
Bain Capital

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# A Manager's View on Private Credit

#### **Moderator:**

Erica Frontiero, Senior Advisor, LSTA & CEO, EF Advisors

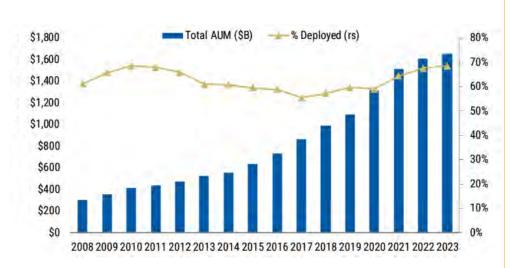
#### **Speakers:**

Kevin Lawi, Managing Director, Head of Private Credit, UBS Asset Management - Credit Investment Group Jennie Mazzucco, Principal, Direct Lending Investment Team - Blue Owl Eric Muller, Portfolio Manager & Partner, Chief Executive Officer -BDCs —Oak Hill Advisors Kort Schnabel, Partner, Ares Credit Group, Co-Head of U.S. Direct Lending, Co-President of Ares Capital Corporation Howard Sharp, Chairman and Co-Head, Private Credit, BSP-Alcentra Joe Taylor, Managing Director, Head of Capital Markets, Private Credit, Pinebridge Investments

# Global Demand for Private Credit

## \$1.7 Trillion - 30% Dry Powder

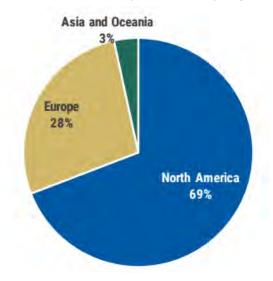
#### Global 4Q'23 Private Debt Funds AUM



Source: PitchBook, LCD, KBRA,, Morgan Stanley Research as of 12/31/23

#### 70% raised in North America

#### **Private Debt Capital Raised by Region**



Source: PitchBook, LCD, KBRA,, Morgan Stanley Research as of 6/30/23

# Partnerships – Better Together?



Q&A







# Accessing Private Credit and the Evolving Role of Banks

#### Moderator:

Andrew Berlin, VP, Director of Policy Research, LSTA

#### **Speakers:**

Jeff Dickson, Executive Managing Director, Head of Alternatives, PGIM Private Capital Derek Fin, Senior Client Portfolio Manager, Global Private Credit Group, Invesco Sujaan Joshi, Managing Director, CLO Syndicate, Bank of America Securities Daniel Strong, CFA, Executive Director, Structured Credit Group, SMBC

# PCLO vs BSL CLO Structural Features

#### Credit Enhancement



- PCLO AAA attachment points are around 42% compared to as low as 36% for BSL CLOs
- Equity tranches are thicker in PCLOs than in BSL CLOs

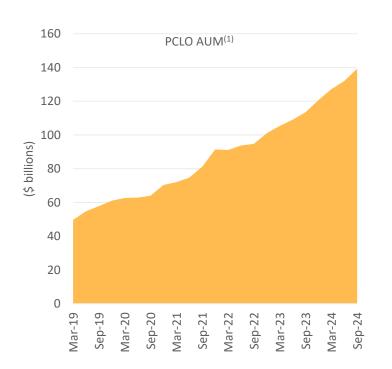
#### AAA Breakeven CDRs

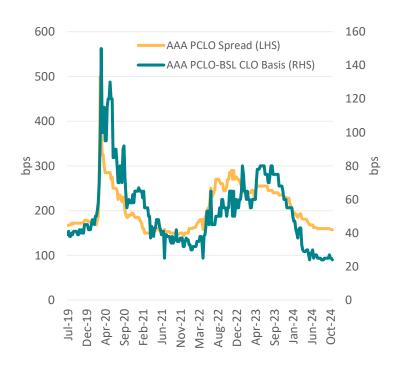


- Assumes 10% CPR and \$100 reinvestment
- PCLO AAA breakeven CDRs are N/A starting at 60% recovery

29 **LSTA** Source: BofA Global Research, Intex

# PCLO Market Growth Has Resulted in AAA Spread Compression

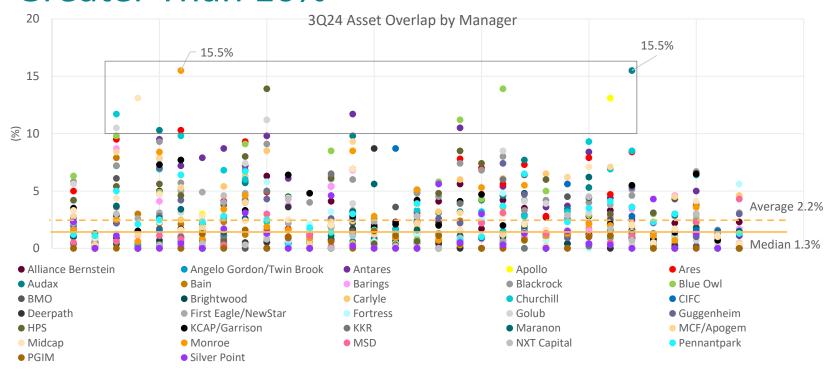




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Source: Creditflux, SMBC

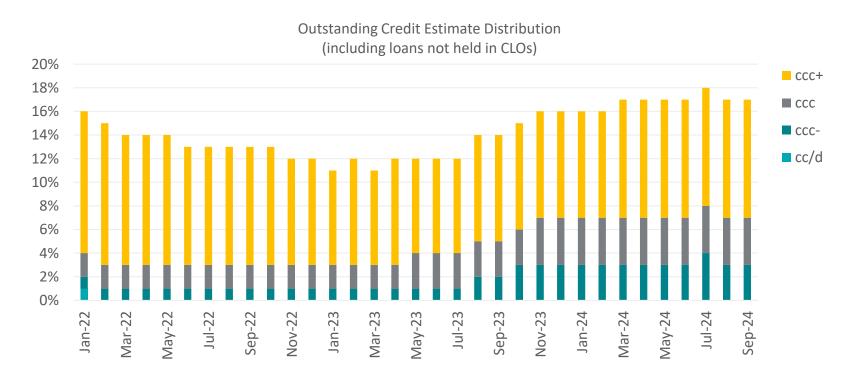
# Few PCLOs Have Collateral Pool Overlap **Greater Than 10%**



Source: S&P Global Ratings

# How Much Tail Risk Is In PCC Portfolios?

• Using S&P's Credit Estimate universe as a proxy, roughly 17% of the PCC market is rated ccc+ or below



Source: S&P Global Ratings

Q&A

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