

Investing in the U.S. Loan and CLO Markets Conference

November 12-13, 2025 | Tokyo, Japan



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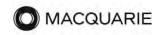
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Welcome

Sean Griffin

Chief Executive Officer and Executive Director, LSTA





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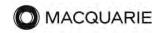
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Private Corporate Credit Market Trends

MODERATOR

Andrew Berlin, Vice President, Director of Policy Research, LSTA

PANELISTS

Derek Fin, Head of APAC Private Credit, Senior Client Portfolio Advisor, Invesco

Tom Hennigan, Chief Operating Office and Chief Risk Officer of Direct Lending, The Carlyle Group

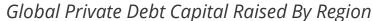
Dai Ikeda, Deputy General Manager, Alternative Funds Investment Department, Sumitomo Mitsui Trust Bank

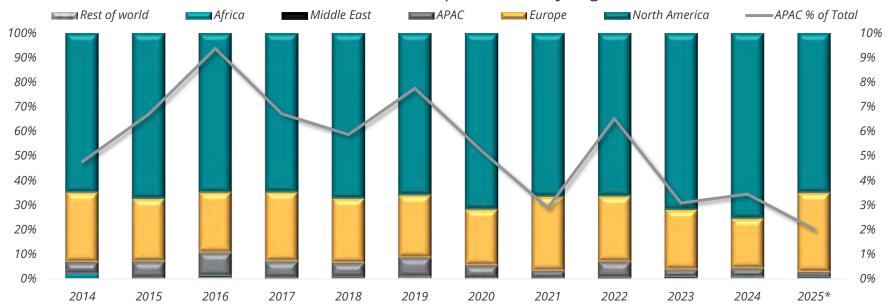
Joyce Jiang, Head of US CLO Research, Leveraged Finance Credit Strategist, Morgan Stanley

David Manzano, Managing Director, Golub Capital

Wednesday, November 12, 2025

APAC Has Been a Relatively Small Allocator to Private Credit

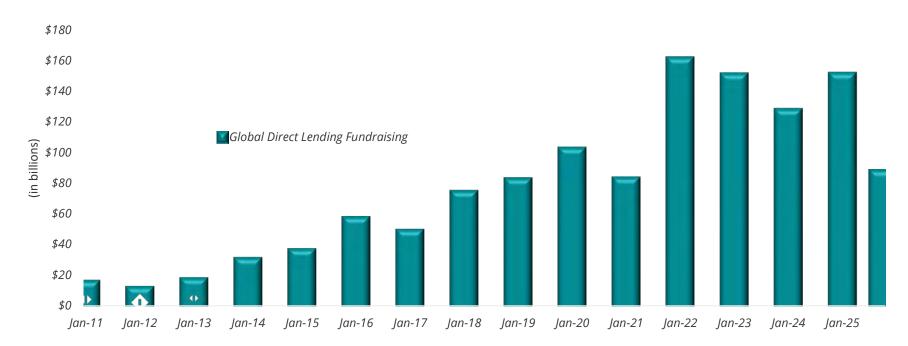




Source: PitchBook | LCD, Morgan Stanley Research. Note: Data as of 6/30/2025



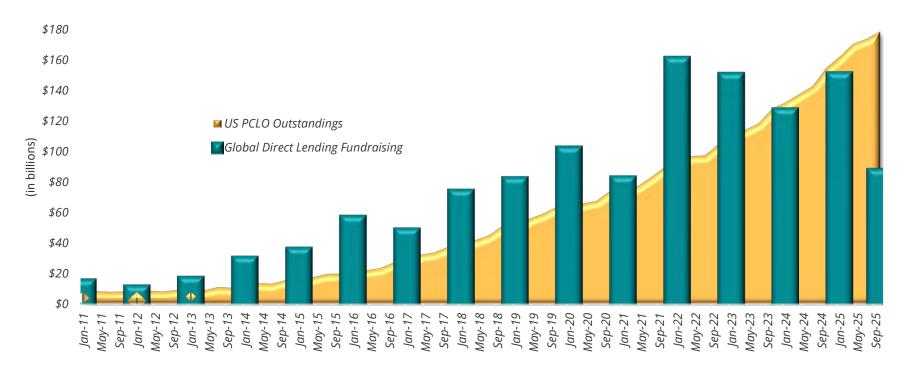
US PCLO Market Has Grown Alongside Direct Lending Inflows



Source: Intex, Morgan Stanley Research, Pregin



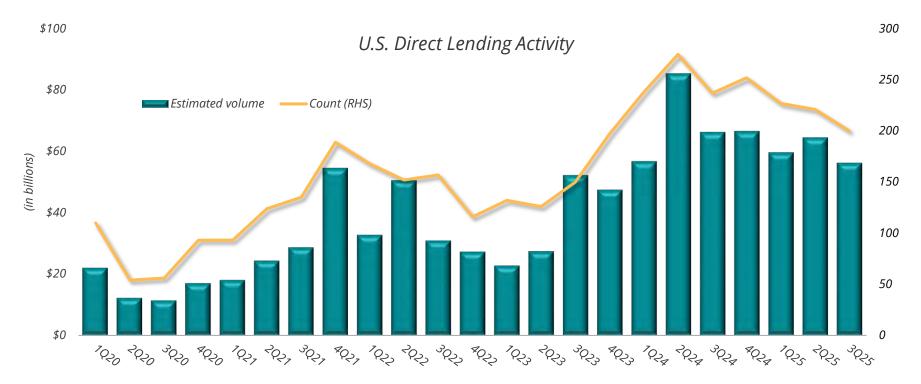
US PCLO Market Has Grown Alongside Direct Lending Inflows



Source: Intex, Morgan Stanley Research, Preqin



Direct Lending Volume and Deal Count Have Slowed

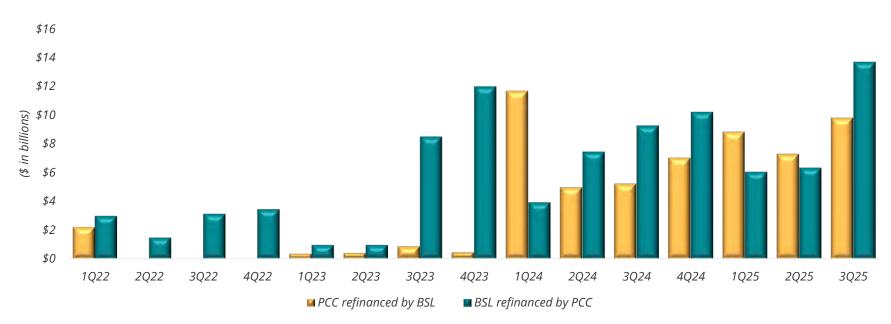


Source: PitchBook | LCD



Borrower Financing Optionality Has Created Tug-of-War Between PCC and BSL Markets



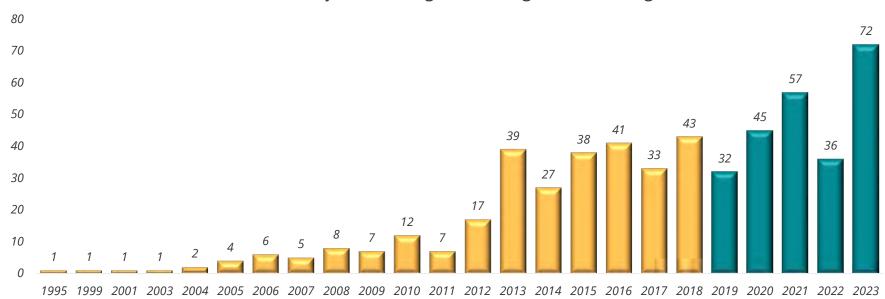


Source: Pitchbook LCD



Entrants to Direct Lending Have Increased Significantly



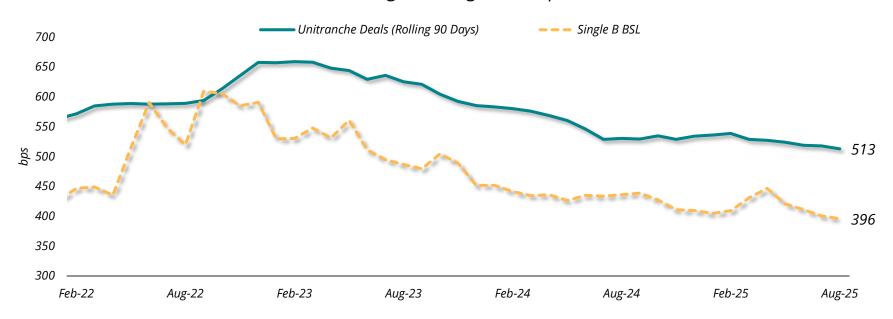


Source: Golub Capital internal analysis and Preqin. Utilizes Preqin's database of first-time direct lending funds launched by an asset manager globally. The dataset includes 535 first-time direct lending funds launched from 1995-2023. As of 2/1/2025.



PCC Spreads Have Compressed As Competition Increases and M&A Supply Softens

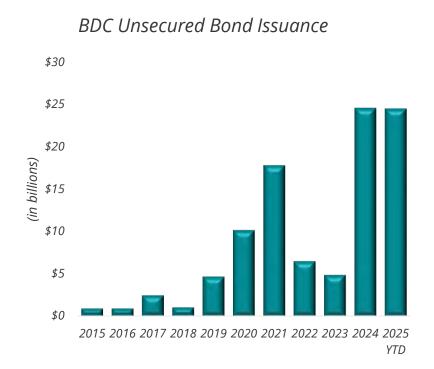
Direct Lending New Origination Spreads



Source: KBRA, PitchBook | LCD, Morgan Stanley Research



Unsecured Bonds Have Become a Larger Source of Funding for BDCs





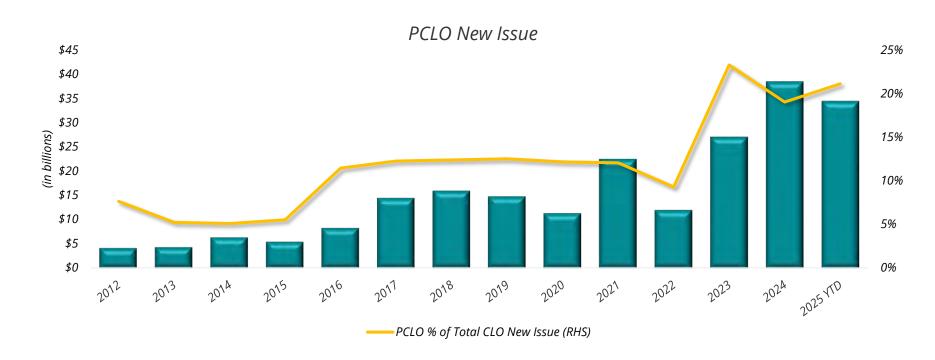


Source: S&P Global Ratings. Data through June 2025. Other includes secured and convertible notes, term loan, and other forms of funding.

Source: Truist Securities. Data through 10/9/2025



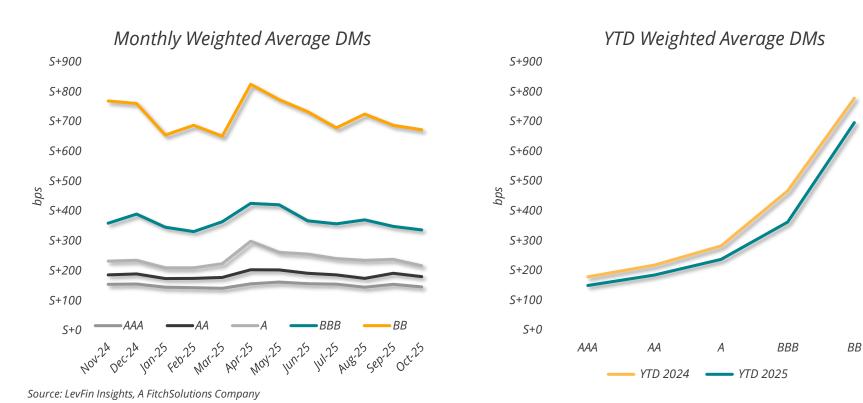
PCLOs Have Grown to ~20% of Total US CLO Issuance



Source: Morgan Stanley Research, PitchBook | LCD. *Data through 9/30/2025.

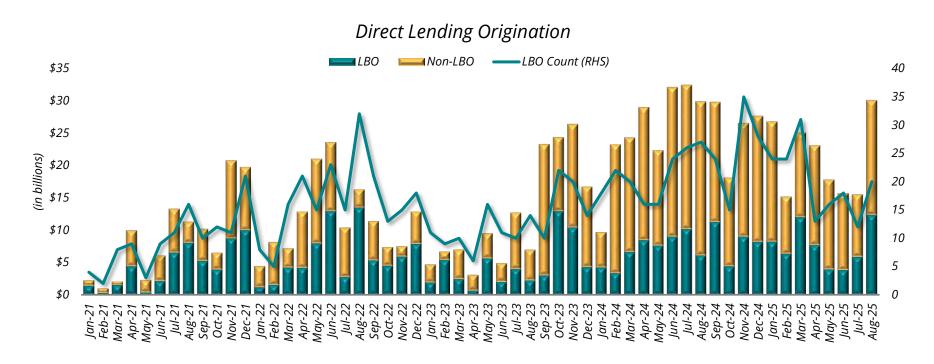


PCLO Spreads Have Tightened





Supply Proceeds Mix Has Been Largely Non-LBO



Source: KBRA, Morgan Stanley Research



Q&A





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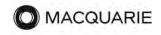
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Inside the Manager's Playbook: How Global Managers Are Positioning for the Next Decade of Private Credit

MODFRATOR

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

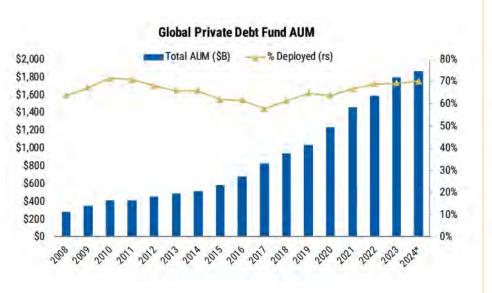
PANFLISTS

Patrick Linnemann, Senior Managing Director, Direct Lending Investment Team, Blue Owl
Saahil Mahajan, Managing Director, U.S. Private Debt, Investment Committee Member, Benefit Street Partners
Eric Muller, Portfolio Manager & Partner, CEO – BDCs, Oakhill Advisors
Joseph Taylor, Managing Director, Head of Capital Markets, Pinebridge Investments
Kyle Ulep, Managing Director, Large Cap Private Credit, PGIM Private Capital

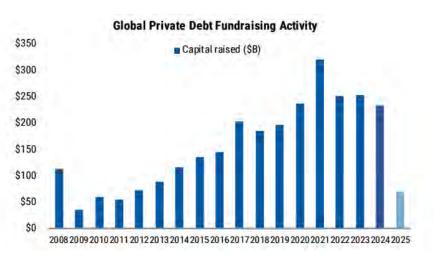
Wednesday, November 12, 2025

Global Demand for Private Credit

\$1.9 Trillion - 30% Dry Powder



\$70BN+ Raised in 1Q'25



Source: Pitchbook-LCD, Morgan Stanley Research as of 9/30/24

Source: PitchBook-LCD, Morgan Stanley Research as of 03/31/25



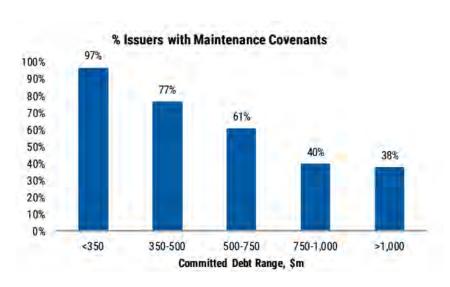
US Supply of Private Credit Loans

Slower Originations Growth



Source: US Direct Lending Market - KBRA, Morgan Stanley Research, 8/25

Deal Size & Maintenance Covenants



Source: : US Direct Lending Market, S&P, Morgan Stanley Research, 8/25



Questions & Answers





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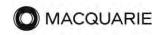
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Specialized Lending and the New Opportunities Across Private Credit

MODERATOR

Tess Virmani, Executive Vice President, Deputy General Counsel & Head of Policy, LSTA

PANELISTS

Harlan Cherniak, Head of Infrastructure Debt - Americas, Macquarie Asset Management

Daniel Pietrzak, Partner, Global Head of Private Credit, KKR

Claus Vinge Skrumsager, Managing Director and Head of Secured Private Credit, Morgan Stanley Investment Management



The Role of Rating Agencies in Providing Credit Transparency in Private Credit

Winnie Fong, CFA

Managing Director, Head of Structured Credit and Global Private Credit Fitch Ratings



Private Credit - Through the Years

Private credit has been around, when non-bank entities began lending directly to companies. However, it has exp erienced several key milestones in its development, including:

1980 - Private Placements Broaden

- Insurance companies started acting as direct lenders to companies with strong borrowing histories
- Business Development Companies (BDCs) were created by the U.S. Congress as amendments to the Investment Company Act of 1940

2015 - Lev. Lending Guidance (for US Corp.)

Fitch rates Corporate Private Credit and MM CLO – 350
 Corporate Private Monitored Ratings, 1200 Corporate
 Credit Opinions for PC/MM CLO

2019 - COVID-19 Pandemic

- Businesses sought flexible financing to recover, which further accelerated the growth of private credit.
- Corporate Direct Lending-Private Credit grew to \$1.6 trillion, grown at average annual rate of 20% over past 5 years, expecting \$3.5 trillion by 2028 (Blackrock)

2005 - Initial BDCs

First rated Fitch BDC

2006 - Corporate Direct Lending

- Lenders financed smaller, middle market companies:
 \$100 billion
- Asset Backed Finance (ABF) \$3.1 trillion with 36%
 Private ABF and 64% in Public Securitizations

2020 - Expansion of ABF

 Private ABF\$5.2 trillion – 41% in Private ABF, 39% in Public Securitizations and 20% in government emergency fiscal support, expecting to grow

2008 - Great Financial Crisis - Basel 3

 Private credit funds became popular as banks tightened lending

2010 - Dodd-Frank Act

 Dodd-Frank Act added stricter rules to traditional bank lending, which helped fuel growth of private credit

2023 - Russia's War in Ukraine

- SVB and Regional Banks crisis
- Basel 3 Endgame higher risk capital requirement on large banks and small banks de-risking

2024 - Present

 Emergence of Private Credit Market: Corporate Direct Lending, Structured Credit, Business Development Corp, Asset Backed Finance (ABF), Fund Financing, Infrastructure Debt



Private Markets Universe

Asset Backed Finance \$5.5 Trillion - \$19 Trillion

Commercial Real Estate

CRE CLO Warehouse, CMBS: multifamily, office, industrial, medical, or hospitality (hotel/lodging/gaming)

Esoteric/Financial Assets

Music or other royalty payments, Insurance premiums, Structured Settlements, Media and Entertainment rights, Trade Finance

Residential

Non-qualified mortgage (Non-QM), Single-Family Rental (SFR), performing (agency and nonagency) loans, Servicing Rights, Property Home Builder

Consumer Finance

All pools of loans/receivables backed by an individual's willingness to pay (use of Fico score and debt-to-income ratio, etc.)

✓ Auto. Credit Card. Home Improvement.

Education/student loans, Solar, Timeshare, Unsecured credit

Hard Assets

Loans and leases against physical assets: aircraft, shipping, manufacturing, agriculture equipment, rail, shipping, fiber, networks, cell towers, data centers, rental card, corporate fleets

Fund Finance \$1.2 Trillion

Subscription Lines

PE NAV

NAV Loans

Equity Feeder

PE CFOs

Non-Bank Financial Institutions \$800 Billion (BDC + Perpetual Funds)

BDCs

Perpetual Funds

Pension Funds

Asset Managers

Infrastructure Finance \$800 Billion (Infra & PF)

Natural Resources

LNG, Oil and Gas, RNG, other materials and chemicals

Infrastructure

Data Center, Fiber, Toll Roads, Bridges, Airports, etc.

Power

Combined Cycle Gas Turbine, Renewables (Solar, Wind, Battery, etc.)

LATAM

Encompasses all assets (i.e. Natural Resources, Power, and Infra)

Structured Credit and Corporate \$1.7 Trillion (Corp)

Private Debt / Direct Lending

Corporate private monitored ratings, corporate credit opinions

CLC

Credit facility backed by corporate or pool of credits: infrastructure loans, subline loans, SRT

Credit Feeder

Rated Note Feeder Backed by Diversified Hybrid Portfolio

Estimated Size \$10 Trillion

Enhancing Transparency in an Opaque Market

Opaque Private Credit Markets

Private credit markets lack standardization and public disclosures, complicating risk assessment for investors and regulators.

Role of Rating Agencies

Rating agencies provide public and private credit ratings across various instruments, enhancing market transparency.

Standardized Credit Benchmarks

Credit ratings offer standardized benchmarks, enabling informed decisions and improving investor confidence.

Analyst Contributions

Analysts actively participate in credit discussions, illuminating opaque markets to support private credit growth.

Supporting Regulatory Compliance

Role of Rating Agencies

Rating agencies help institutional investors comply with regulatory requirements by providing reliable credit ratings.

Impact on Risk-Based Capital

Credit ratings influence risk-based capital charges, affecting the capital efficiency of insurance companies.

Regulatory Filings Support

Ratings support filings with regulatory bodies like the NAIC, enhancing compliance and reporting accuracy.

Capital Optimization Benefits

Higher ratings reduce capital charges, enabling insurers to optimize portfolios and increase private credit allocations.

Mitigating Systemic Risk

Role of Rating Agencies

Rating agencies integrate private credit data to reflect accurate risk and support market transparency.

Regulatory Monitoring

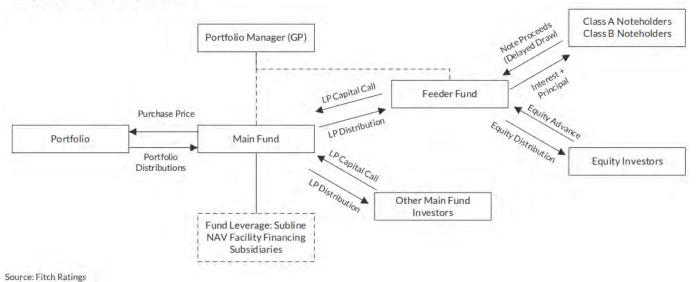
Regulators use detailed statistics to monitor spillover risks and stress scenarios in interconnected markets.

Market Stability and Growth

Comprehensive risk assessments help maintain market stability and encourage sustainable private credit growth.

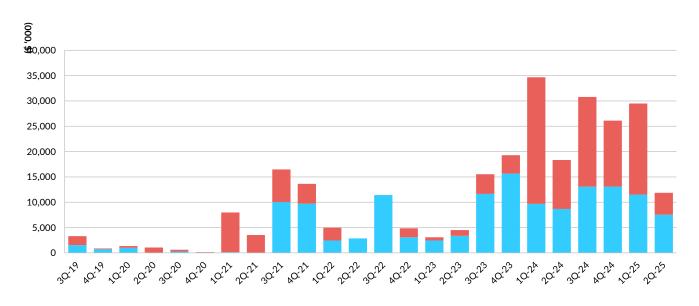
Fitch Published New Criteria: Feeder Fund Debt Rating Criteria

Simplified Feeder Fund Structure



Private Debt/Syndicated Loan Take-Outs

Private Debt/Syndicated Loan Take Outs



Private debt for syndicated loan take out

Syndicated loan for private debt take out

Source: Fitch Ratings, LevFin Insights



Fitch Has Insights Into Over 1,600 Private Debt Transactions

- Views include over 1,250 Credit Opinions done for purposes of rating PC CLO tranches
- Fitch also maintains over 380 Privately Monitored Ratings (PMRs) on private loans placed with insurance companies



Source: Fitch Ratings

Data Center Securitizations

Supportive Industry Fundamentals and Demand Conditions

- Cloud computing, digital transformation, and AI among key growth drivers
- · Significant need for debt capital structured, corporate & project finance
- Power capacity/availability becoming more limited in Tier 1 markets creating significant barriers to entry. Access to power in new developments may take up to five years.
- Data Center portion of overall US power demand expected to grow from 5.2% in 2025 to 11.7% by 2030.
- Future development expanding into fast growing emerging markets including Atlanta, Ohio, Las Vegas, Denver, Houston, among others.
- Hyperscale continues to be the largest growth area with Amazon, Meta, Google and Microsoft leading the way.

Growing Structured Finance Execution; Fitch Participation

- \$49B of rated SF Data Center securitizations since 2018 with the majority in the ABS market.
- Across CMBS and ABS, annual data center securitization issuance could reach \$30-\$40 bn in 2026 and 2027
- Published final criteria in September 2025 proposing a uniform approach to data center cash flows and valuation across Structured Finance with the introduction of a paydown tool to review long term ABS cashflows
- In 2025, we've rated 3 CMBS deals (AAAsf) and our inaugural ABS deal (Asf).



Legend

- Primary Markets (Existing Demand of 800MW+)
- Secondary Markets (Lower but fast growing demand)
- Emerging Markets (Emerging demand in markets where power is still abundant)

Source McKinney Collect, Equity research, TO Sources Fitch Ratings

SWCH Commercial Mortgage Trust 2025-DATA

Commercial Mortgage Pass-Through Certificates, Series 2025-DATA

e 4,162,000,1	000 51,6 February 2040
e 187,000.0	300 43.8 February 2042
146,900,0	000 37.7 Fellenary 2042
e 207,000,0	29.0 February 2040
373.500.0	000 \$3.5 February 2043
203,600,0	50 February 2040
120,000,0	000 0.0 February 2040
2,400,000	000
	120,000 2,400,000

FitchRatings

Urbacon DC Limited Partnership Secured Data Center Revenue Term Notes. Series 2025-1

Capital Structure

Class	Expected Rating	Outlook:	Amount (CAD)	NCF (x)	ARD	Legal Fina Manualt
Class A-Z.	Alf	50ble	320,000,000	12.5	Aug. 2020	Aug. 2005
Total			320,000,000			
Name All He	ne sense	na William record	ner monet certra esse	mental and control	O - Administration	and town



Major Themes in 2025 in Private Credit

Strategic Partnerships

Banks and Private Credit - Why partnerships are forming?

Scale and Synergies

Platform Building in Infrastructure, Energy and Data

Long term assets: Data Centers, Renewables, Logistics and Energy Infrastructure

Real Assets and Durable Revenue Streams

Physical assets with inflation-hedging and long term cash flows

Long-Term Capital Commitment and Global Expansion

Complex, Multijurisdictional Transactions

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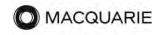
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