# Earnings Presentation

First Quarter ended March 31, 2016

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Some of the statements in this presentation constitute forward-looking statements, which relate to future events or our future performance or financial condition. The forward-looking statements contained in this presentation involve risks and uncertainties, including statements as to: our future operating results; changes in political, economic or industry conditions, the interest rate environment or conditions affecting the financial and capital markets, which could result in changes to the value of our assets; our business prospects and the prospects of our current and prospective portfolio companies; the impact of investments that we expect to make; the impact of increased competition; our contractual arrangements and relationships with third parties; the dependence of our future success on the general economy, including general economic trends, and its impact on the industries in which we invest; the ability of our prospective portfolio companies to achieve their objectives; the relative and absolute performance of our investment adviser, including in identifying suitable investments for us; our expected financings and investments; the adequacy of our cash resources and working capital; our ability to make distributions to our stockholders; the effects of legislation and regulations and changes thereto; the timing of cash flows, if any, from the operations of our prospective portfolio companies; and the impact of future acquisitions and divestitures.

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### Market & Portfolio Trends

#### Current Market Trends in the Lower Middle-Market

- Overall loan volume in the lower middle-market decreased in Q1 2016 due primarily to a reduction in new sponsor financings. Capital markets volatility and global economic concerns were factors in the decline of sponsor volume due to a disconnect on purchase price between buyers and sellers.
- Regulatory pressure, bank consolidation dynamics and BDC funding constraints continue to limit capital availability in the lower middle-market.
- Capital markets volatility at the beginning of the quarter resulted in tighter liquidity overall and better structures on new transactions (lower leverage and larger percentage equity investment by sponsors).
- While sponsor volume experienced continued weakness we expect opportunities in the lower middle-market to be abundant as larger more traditional financing sources exit the lower middle-market and focus on the syndicated and upper middle-markets.

#### Trends in Our Portfolio

- New originations, club deals, purchases and add-ons during Q1 2016 totaled \$36.0 million (including \$16.0 million of transitory assets) of par value across three new portfolio companies with a weighted average yield of deals closed during the quarter of 10.5%
- ▶ Core loan portfolio additions included two sponsor deals and one non-sponsor deal
- ▶ There were \$11.3 million of repayments during Q1 2016 with a weighted average yield of 10.0%
- ▶ There were \$25.0 million of transitory asset sales during Q1 2016 with a weighted average yield of 6.2%<sup>(1)</sup>
- ▶ Portfolio leverage increased from prior quarter to 3.7x from 3.6x while the weighted average risk rating remained unchanged at 2.66
- Prices of our transitory loans have increased subsequent to quarter-end
- ▶ Energy exposure remained at three deals, representing 5.6% of our total investments, at fair value

(1) Weighted average yield excludes the intra-quarter purchase and sale of \$16.0 million transitory loans across five portfolio companies.



## Q1 2016 Loan Portfolio Additions







Business Overview	A designer and manufacturer of custom hydraulic cylinders and hydraulic swivels	A U.Sbased operator and franchisor of restaurants in 20 states	A broadline retailer operating in 1,672 full line retails stores in the US and online		
Date Closed / Tenor	2/17/2016 5 Year Deal	3/4/2016 5 Year Deal	3/18/2016 4 Year Deal		
Interest Rate	L+950 with a 1.00% Floor and 2.00% upfront fee	L+825 with a 1.00% Floor and 2.00% upfront fee	L+750 with a 1.00% Floor and 3.00% upfront fee		
Asset Type	Term Loan - First Lien	Term Loan - First Lien	Term Loan – First Lien		
Invested / Global Facility Size	TL: \$8.2mm / \$24.0mm <sup>(1)</sup>	TL: \$6.8mm / \$42.2mm <sup>(1)</sup>	TL: \$1.6mm / \$750.0mm <sup>(1)</sup>		
Origination Source	Originated	Club	Purchased		
Call Protection	101.5/100.5	NA	102/101		
Leverage (Debt / EBITDA) <sup>(2)</sup>	2.3x	3.1x	Asset-Based Loan - Fully Secured by Working Capital Assets		

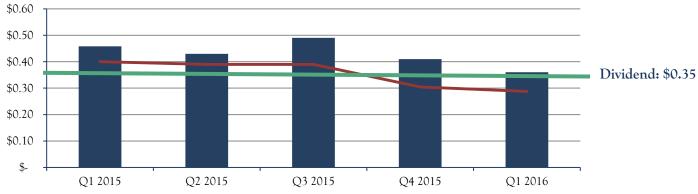
<sup>(1)</sup> Portion of the facility held by an affiliate of the Company and other lenders.

<sup>(2)</sup> Represents leverage through tranche as of March 31, 2016.



## Q1 2016 Earnings Highlights

(per share)		Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016
Adjusted net investment income (1)	- [	\$ 0.40	\$ 0.39	\$ 0.39	\$ 0.30	\$ 0.29
Net investment income		\$ 0.46	\$ 0.43	\$ 0.49	\$ 0.41	\$ 0.36
Net realized/unrealized (loss) on investments		(0.28)	(0.20)	(0.50)	(1.03)	(0.53)
Net increase in net assets from operations		\$ 0.18	\$ 0.23	\$ (0.01)	\$ (0.62)	\$ (0.17)



- Paid a Q1 2016 dividend of \$0.35 per share and declared a Q2 2016 dividend of \$0.35 per share payable on June 24, 2016
- ▶ Earned adjusted NII of \$5.9 million, or \$0.29 per share, compared to \$0.35 of dividends for the three months ended March 31, 2016
- Estimated \$8.9 million, or \$0.55 per share of undistributed taxable income as of March 31, 2016 (\$3.1 million represents spillover from 2015)
- ▶ Net realized & unrealized losses of \$(8.6) million, or \$(0.53) per share, for the three months ended March 31, 2016
  - Net unrealized losses were primarily driven by \$(6.7) million of negative credit related adjustments of four portfolio investments, \$(1.9) million negative market-related adjustments on eight portfolio investments
- As of March 31, 2016, we had \$2.2 million, or approximately two quarters worth of income-based incentive fees which were deferred and may be used to reduce future amounts earned by the Investment Adviser

(1) Adjusted net investment income includes any fee waivers and excludes incentive fees related to realized and unrealized gains

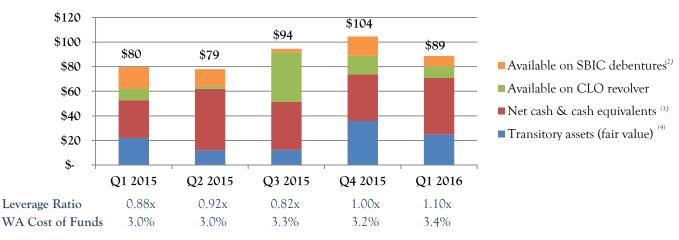


## Q1 2016 Funding & Liquidity

#### **Funding**

- Our U.S. GAAP debt to equity ratio was 1.10x while our regulatory debt to equity ratio was 0.98x as of March 31, 2016<sup>(1)</sup>
- Liquidity includes \$21.5 million of transitory assets that can be sold in order to remain within the allowed regulatory leverage ratio
- ▶ SBIC –\$26.7 million of leverage drawn through March 31, 2016
  - Had sufficient liquidity to equitize the SBIC in order to draw remaining \$43.3 million of leverage on our \$35 million initial commitment
- ▶ Share repurchase program The Board authorized the purchase of up to \$10.0 million of our common stock
  - Repurchased \$3.1 million, or 272,780 shares, at a weighted average price of \$11.51 per share and an average (17.7)% discount to net asset value
- ▶ Weighted average cost of funds as of March 31, 2016 was 3.4%

#### Liquidity



- (1) Regulatory debt to equity ratio excludes SBIC leverage and unfunded commitments
- (2) Availability on SBIC debentures does not include an additional \$35 million of leverage that we can borrow from the SBIC subject to the issuance of a capital commitment by the SBA and other customary procedures
- (3) Cash & cash equivalents net of due to / due from counterparties
- (4) Transitory portfolio consists of investments below the low end of our yield target. We intend to migrate out of these assets into ones meeting our Core portfolio yield.



## Q1 2016 Portfolio Highlights

#### Portfolio Activity

Par (in millions)	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016
Originated	\$ 17.2 \$	31.1 \$	29.5 \$	11.1 \$	8.2
Club	-	7.0	4.8	10.2	6.8
Purchased	-	-	-	28.1	17.6
Consumer loans	-	-	-	-	-
Equity	-	0.1	-	-	-
Total add-on investments	0.9	13.3	5.6	4.7	3.4
Total Additions	18.1	51.5	39.9	54.1	36.0
Less: Total Repayments/Sales <sup>(1)</sup>	(29.9)	(70.2)	(59.8)	(29.0)	(36.3)
Net Additions	\$ (11.8) \$	(18.7) \$	(19.9) \$	25.1 \$	(0.3)

A	verage
\$	19.4
	5.8
	9.1
	-
	-
	5.6
	39.9
	(45.0)
\$	(5.1)

Summary	Q1 2015 <sup>(2)</sup>	Q2 2015 <sup>(2)</sup>	Q3 2015 <sup>(2)</sup>	Q4 2015 <sup>(3)</sup>	Q1 2016 <sup>(4)</sup>
Number of new investments	2	5	4	17	3
Weighted average yield of additions	12.2%	10.4%	10.5%	8.9%	10.5%
Number of repayments/sales <sup>(1)</sup>	3	8	6	2	5
Weighted average yield of repayments/sales	11.6%	10.4%	10.3%	10.0%	8.1%

A	verage
	6
	10.5%
	5
	10.1%

<sup>(1)</sup> Q1 2016 repayments represent investment paydowns. There were no position restructures in Q1 2016.

<sup>(2)</sup> Activity includes repayment of certain investments in which we continue to hold an equity investment in the portfolio company

<sup>(3)</sup> Weighted average yield of additions consists of four core portfolio additions at a WA yield 10.5% and 13 transitory portfolio additions at a WA yield of 7.0%. Excludes non-accrual portfolio companies

<sup>(4)</sup> Q1 2016 activity excludes \$16.0 million of transitory loans across five portfolio companies that were both purchased and sold during the first quarter. Excludes non-accrual portfolio companies

## Current & Historical Investment Portfolio Composition

Portfolio characteristics (\$ in millions, % based on total market value)	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016
Total Market Value	\$452.0	\$435.1	\$407.8	\$415.0	\$405.6
Number of portfolio companies	57	54	52	67	65
Average investment size (1)	\$6.7	\$7.4	\$7.8	\$6.2	\$6.2
Weighted average yield (2)	10.8%	11.0%	10.9%	10.8%	11.2%
Weighted average price (1)	95.9	97.1	97.3	92.9	90.9
First lien	85.8%	88.8%	90.6%	91.8%	92.4%
econd lien & Mezzanine	5.5%	2.6%	1.8%	1.8%	1.9%
Consumer loans	6.9%	6.1%	5.4%	4.2%	3.5%
Equity & Other	1.8%	2.5%	2.2%	2.2%	2.2%
Core (3)	95.1%	97.1%	96.9%	91.2%	94.6%
Transitory (3)	4.9%	2.9%	3.1%	8.8%	5.4%
Originated (4)	50.4%	55.3%	61.1%	56.4%	57.5%
Club (5)	27.0%	28.7%	27.6%	26.1%	27.3%
Purchased	22.6%	16.0%	11.3%	17.5%	15.2%
Floating (1)	90.9%	91.0%	92.0%	93.2%	94.1%
Fixed (1)	9.1%	9.0%	8.0%	6.8%	5.9%
Performing (1)	99.1%	99.0%	95.6%	94.1%	95.9%
Non-Accrual (1)	0.9%	1.0%	4.4%	5.9%	4.1%
Weighted average debt / EBITDA (1)(2)(6)	3.6x	3.7x	3.7x	3.6x	3.7x
Weighted average risk rating (1)	2.48	2.51	2.66	2.66	2.66

<sup>(1)</sup> Excludes consumer loans and equity investments

<sup>(6)</sup> Excludes non-operating portfolio companies, which we define as those investments collateralized by real estate, proved developed producing value ("PDP") or other hard assets. PDPs are proven revenues that can be produced with existing wells. As of March 31, 2016, \$31.7 million of par value and \$30.9 million of market value related to non-operating portfolio companies was excluded.



<sup>(2)</sup> Excludes investments with a risk rating of 4, unfunded revolvers and equity investments

<sup>(3)</sup> Q1 2016 includes the transfer of one portfolio company, total par of \$4.8 million, to core from transitory, based on the current yield

<sup>(4)</sup> Originated positions include investments where we have sourced and led the execution of the deal

<sup>(5)</sup> Club positions include investments where we provide direct lending to a borrower with one or two other lenders but did not lead the deal

### Top 10 Loan Portfolio Investments as of March 31, 2016

		% of Loan	
Issuer (\$ in millions)	Fair Value	Portfolio	Yield
GLC Trust 2013-2 <sup>(1)(2)</sup>	\$ 14.2	3.5%	7.3%
MXD Group, Inc. (fka Exel Direct Inc.)	13.9	3.4%	16.8%
HC Cable OpCo, LLC	10.7	2.6%	9.5%
Worley Claims Services, LLC	10.3	2.5%	9.2%
AbelConn, LLC (Atrenne Computing)	10.2	2.5%	10.0%
CR Brands, Inc.	10.1	2.5%	11.0%
Aristech Surfaces LLC	10.0	2.5%	9.4%
CF Entertainment Inc. (Entertainment Studios)	10.0	2.5%	12.2%
Interior Specialists, Inc.	10.0	2.5%	9.5%
Profusion Industries, LLC	10.0	2.5%	10.0%
Total	\$ 109.6	27.0%	10.6%

<sup>(1)</sup> The GLC Trust 2013-2 Consumer Loan Portfolio holds a portfolio of small balance consumer loans. As of March 31, 2016 the portfolio included 2,373 loans with an average par balance of \$6,359, a weighted average interest rate of 15.6% and a weighted average maturity of June 15, 2018.

<sup>(2)</sup> Yield on consumer loan portfolio is net of expected credit losses

# Comparative Statement of Financial Condition

(In thousands, except per share data)	Marc	ch 31, 2016	Decem	ber 31, 2015	Variance			
Assets	(unaudited)		(3	audited)	\$		%	
Investments, fair value	\$	405,554	\$	415,001	\$	(9,447)	-2.3%	
Cash and cash equivalents		23,624		24,985		(1,361)	-5.4%	
Cash and cash equivalents, restricted		11,874		11,833		41	0.3%	
Due from counterparties		11,907		1,564		10,343	661.3%	
Accrued interest receivable		6,175		5,919		256	4.3%	
Deferred offering costs		503		503			0.0%	
Other assets		348		496		(148)	-29.8%	
Total Assets	\$	459,985	\$	460,301	\$	(316)	-0.1%	
Liabilities								
Debt	\$	235,494	\$	225,649	\$	9,845	4.4%	
Due to counterparties		1,552		368		1,184	NA	
Payables to affiliates		2,051		1,828		223	12.2%	
Interest payable		714		807		(93)	-11.5%	
Accrued expenses and other payables		987		939		48	5.1%	
Total Liabilities		240,798		229,591		11,207	4.9%	
Total Net Assets		219,187		230,710		(11,523)	-5.0%	
Total Liabilities and Net Assets	\$	459,985	\$	460,301	\$	(316)	-0.1%	
Net Asset Value per Share	\$	13.50	\$	13.98	\$	(0.48)	-3.4%	

# Comparative Statement of Quarterly Operating Results

	For the Three Months Ended					Variance		
(In thousands, except per share data)	Marc	h 31, 2016	Decem	nber 31, 2015				
Investment income	(ur	naudited)	(u:	naudited)		\$	%	
Interest income	\$	10,875	\$	11,073	\$	(198)	-1.8%	
Other income		181		407		(226)	-55.5%	
Total investment income		11,056		11,480		(424)	-3.7%	
Expenses								
Interest expense		2,008		1,887		121	6.4%	
Management fee		1,850		1,828		22	1.2%	
Incentive fee		-		(494)		494	100.0%	
Professional fees		386		295		91	30.8%	
Directors' fees		107		100		7	7.0%	
Administrator expenses		269		297		(28)	-9.4%	
Other expenses		577		725		(148)	-20.4%	
Total expenses		5,197		4,638		559	12.1%	
Net investment income	\$	5,859	\$	6,842	\$	(983)	-14.4%	
Realized and unrealized loss from investments								
Net realized loss from investments		(95)		(373)		278	74.5%	
Net change in unrealized loss from investments		(8,462)		(16,736)		8,274	49.4%	
Net realized and unrealized loss from investments	\$	(8,557)	\$	(17,109)	\$	8,552	50.0%	
Net decrease in net assets resulting from operations	\$	(2,698)	\$	(10,267)	\$	7,569	73.7%	
Net investment income per common share	\$	0.36	\$	0.41	\$	(0.05)	-12.2%	
Basic earnings per common share	\$	(0.17)	\$	(0.62)	\$	0.45	72.6%	
Basic weighted average common shares outstanding		16,319		16,695		(376)	-2.2%	
Dividends and distributions declared per common share	\$	0.35	\$	0.35	\$		0.0%	



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