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The Alts Institute

# Private Credit: Opportunity Rising



## What is private credit?

Origination of a bilateral loan without a traditional intermediary connecting the borrower directly to the private (non-bank) lender.



# Common private credit strategies

Direct lending	Mezzanine financing	Asset-backed lending	Opportunistic lending	Distressed debt
<p>Senior debt issued to founder-owned or private equity owned businesses, often to assist with growth capital.</p>	<p>Junior debt situated between senior debt and equity, often used to finance leveraged buyouts, recapitalizations and corporate acquisitions.</p>	<p>Specialty lending where the loan is collateralized by the company’s assets, cash or receivables.</p>	<p>Lending to performing companies with acute financing needs (e.g., liquidity or maturities).</p>	<p>Discounted financing to companies facing financial distress, such as possible insolvency, or bankruptcy.</p>
<p><b>EXAMPLE</b> Flexible financing solution to private equity sponsor firm to support its acquisition of a personal-care products company</p>	<p><b>EXAMPLE</b> Founder-owned tech firm seeking to expand obtains financing that includes a combination of interest payments and convertible warrants</p>	<p><b>EXAMPLE</b> A bespoke loan to a dental device company secured by the company’s existing inventory and proprietary manufacturing equipment</p>	<p><b>EXAMPLE</b> First lien term “rescue” loan to an energy company with long-term stability that has been temporarily impacted by cyclical headwinds</p>	<p><b>EXAMPLE</b> Lender helps fundamentally sound retail company with bad balance sheet emerge successfully from bankruptcy restructuring</p>

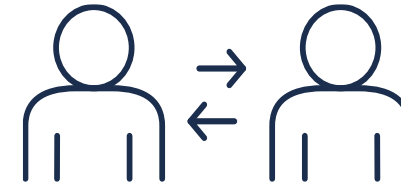
What sparked the  
sharp rise in private credit lending?

# Answer: Increased regulation caused by the Global Financial Crisis (GFC)



## Pre-GFC

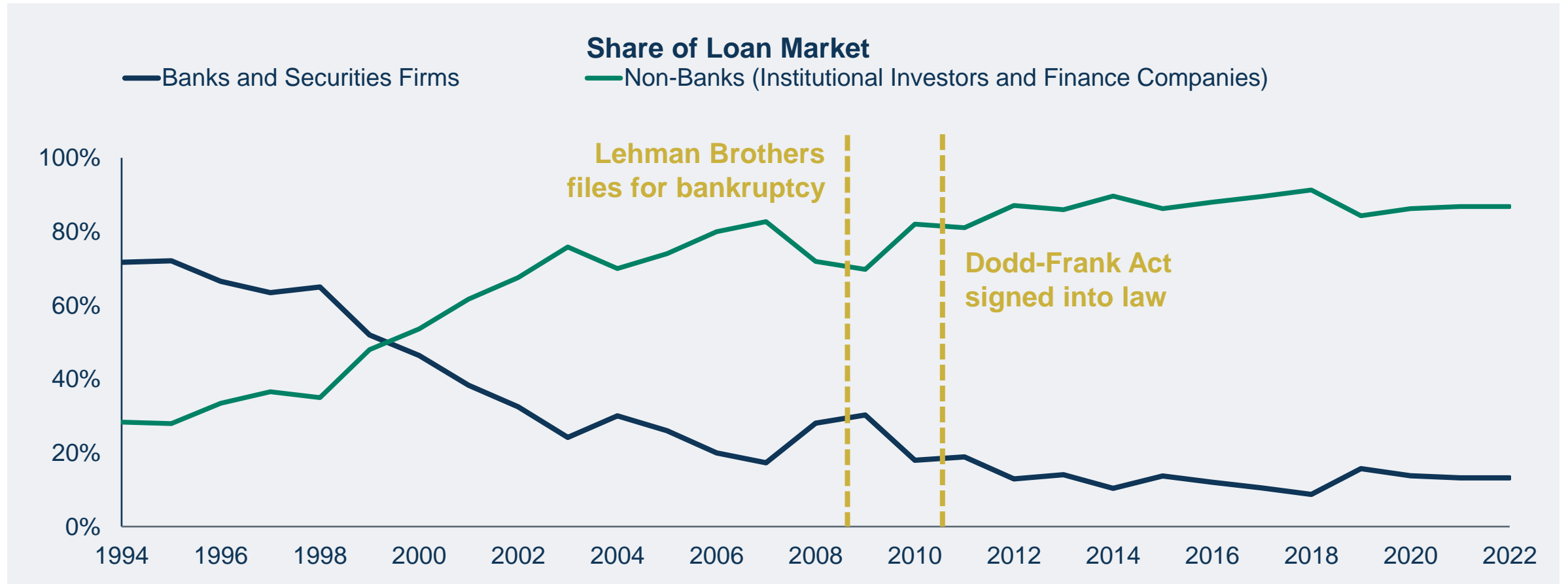
- Banks faced fewer regulations, made loans of all sizes.
- Private credit focused on higher-risk mezzanine, distressed and opportunistic loans.



## Post-GFC

- Increased regulation limits banks' abilities to conduct certain lending activities.
- Banks focus on largest borrowers.
- Small to mid size companies rely on private credit.
- Private credit's high-risk reputation no longer applies.

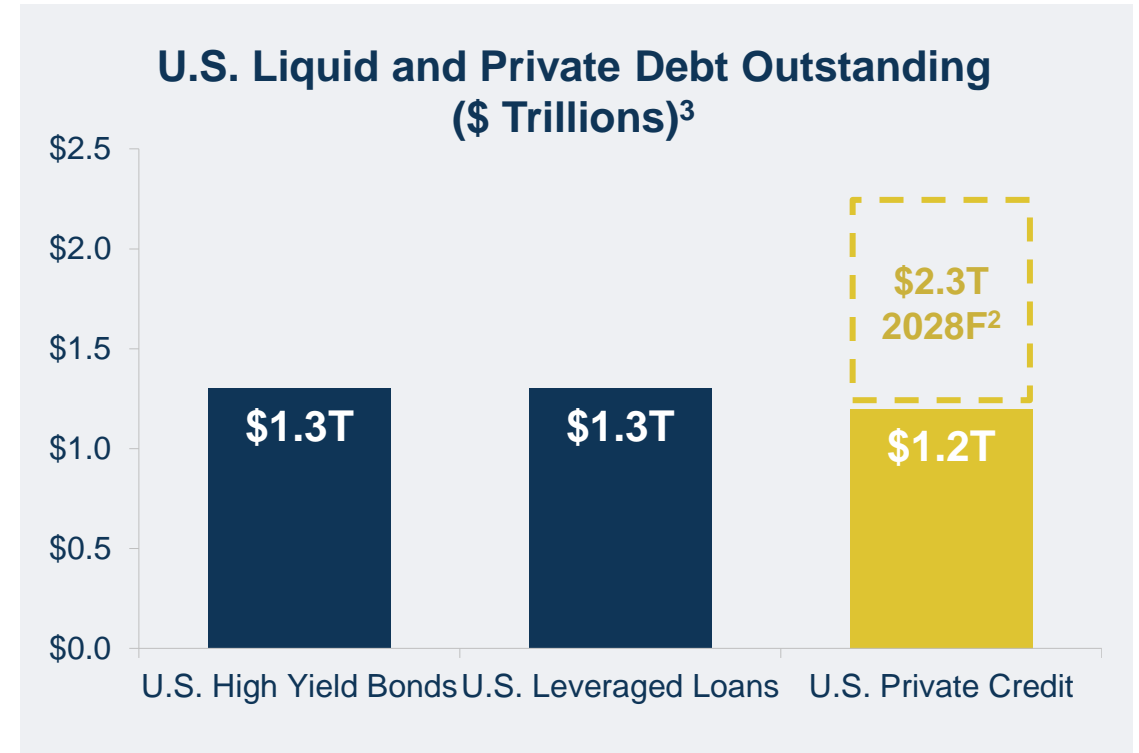
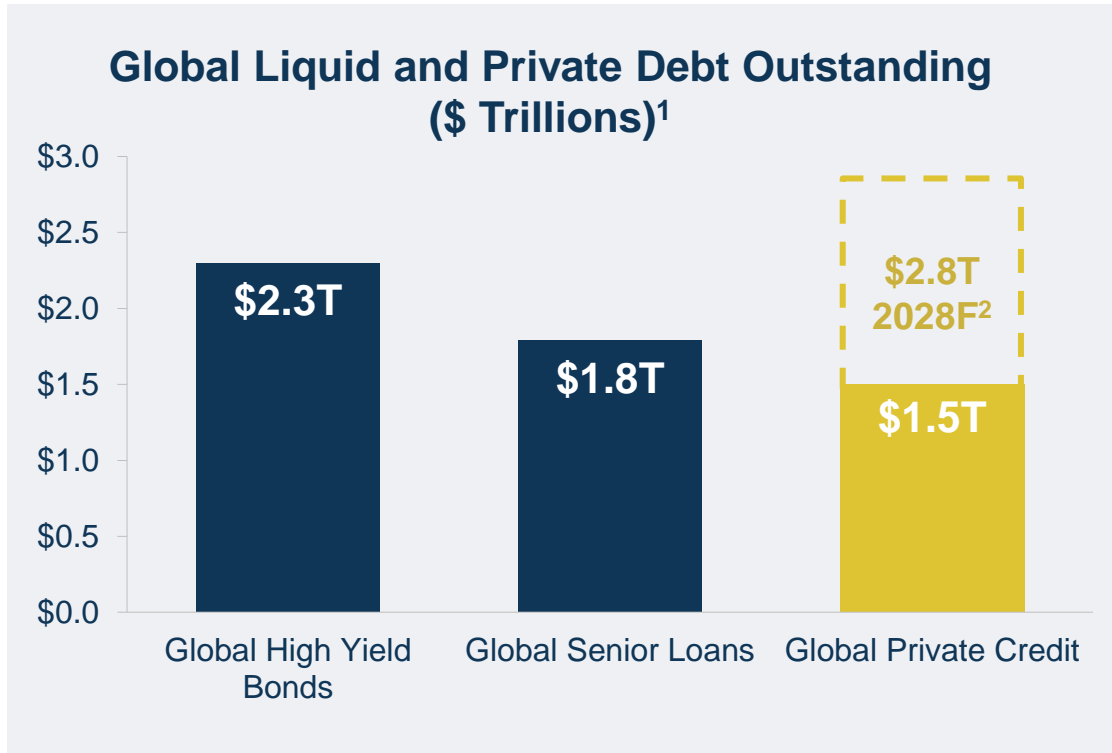
# Dodd-Frank and other new regulations shifted the lending landscape



Source: Pitchbook LCD, as of December 31, 2022. Due to a significant decline in loan issuance in 2023, LCD did not track enough observations to compile meaningful averages for investor analysis.

# Private credit will soon be the largest source of corporate lending

Private credit funds enable individual investors to participate in this large, growing market.



Global High Yield Bonds represented by ICE BofA Global High Yield Index. Global Senior Loans represented by Credit Suisse Global Leveraged Loan Index. U.S. High Yield Bonds represented by Bloomberg U.S. High Yield Bond Index. U.S. Senior Loans represented by S&P LSTA U.S. Leveraged Loan Index. As of December 31, 2023.

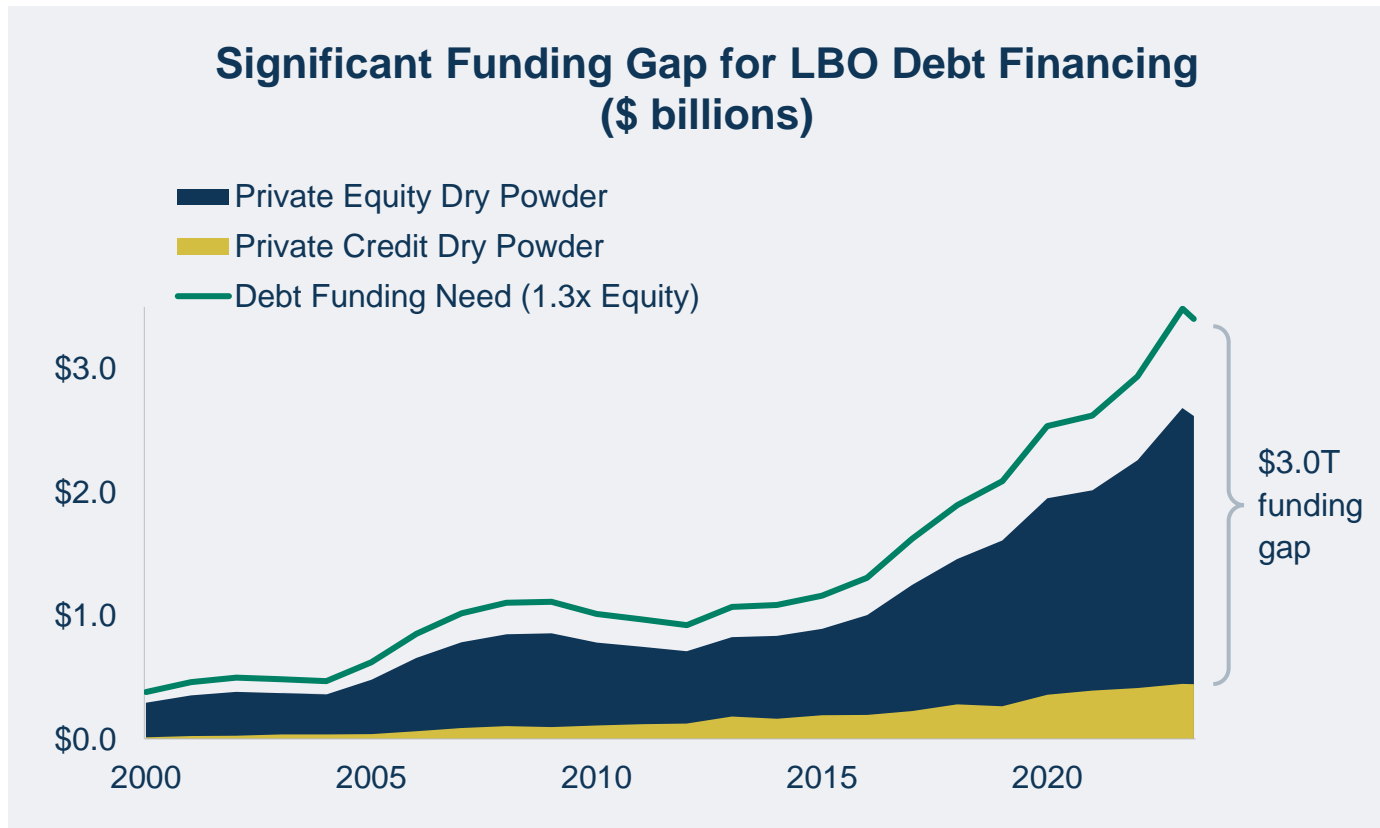
1. Source: Bloomberg, Credit Suisse Leveraged Loan Index, 2024 Preqin Global Report Private Debt.

2. Based on assumption that U.S. Private Credit will grow at a compound annual growth rate of 11,1% (Preqin's projected growth rate for global private credit) between 2022 and 2028 (Forecasted).

3. Source: ICE BofA, Credit Suisse Leveraged Loan Index, 2024 Preqin Global Report Private Debt.

# Opportunities remain abundant

Record amounts of private equity dry powder underscores potential demand for debt financing.



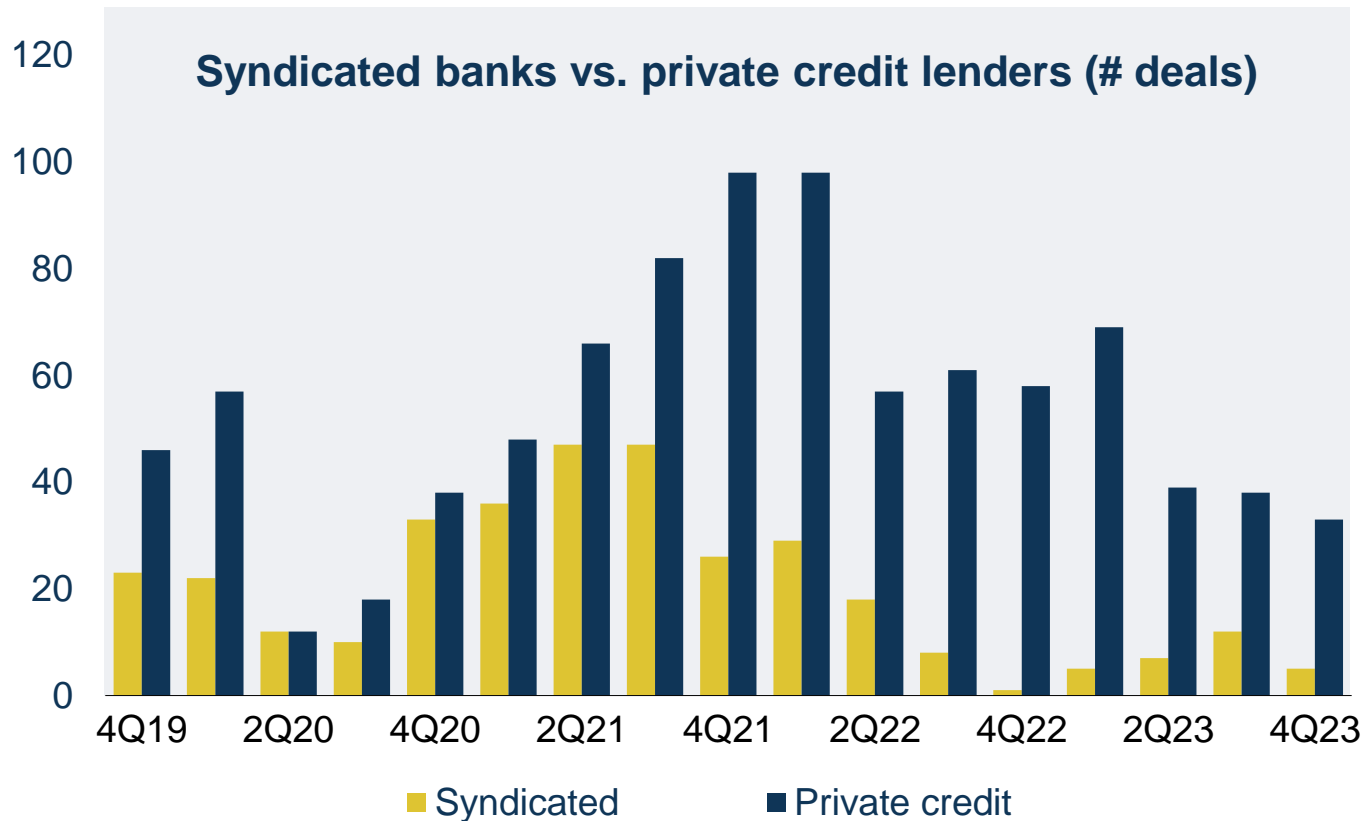
Source: Preqin, Bloomberg, Pitchbook LCD. As of March 31, 2024.

## Concerns about saturation do not apply

- Private equity sponsors often use debt to finance their acquisitions—serving as a large source of demand for private credit
- Dry powder levels indicate private equity sponsors have huge stores available to deploy into future deals and transactions
- Private lenders continue to capture market share due to speed, certainty of execution, and the ability to potentially extend large amounts to a variety of borrowers



# Robust originations outpace banks by a wide margin



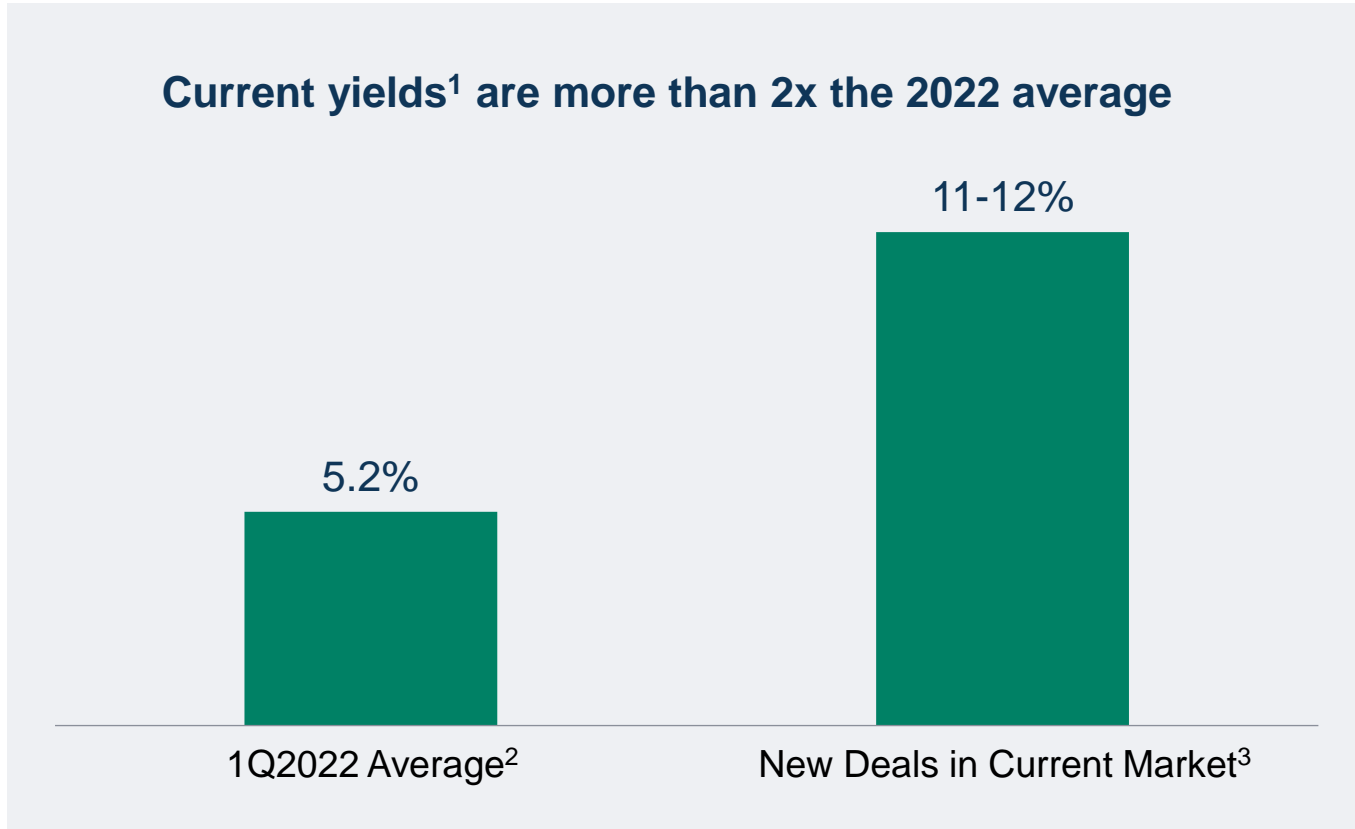
## Why have bank originations stalled?

- Losses from “hung” loans<sup>1</sup> deteriorated banks’ risk appetite
- Increased regulatory scrutiny
- Unreliability within traditional capital markets

1. A “hung” loan is a loan held by a bank that has lost value due to an increase of interest rate/interest rate spreads since the loan was underwritten and sold. A bank often needs to sell the loan at a discount in order to offload the loan from its balance sheet.

Source: Pitchbook LCD, as of December 31, 2023.

# Attractive yields suggest healthy long-term investment potential



## What's behind the sharp increase in average yields?

- Rising rates
- Credit concerns
- Diminished capital availability

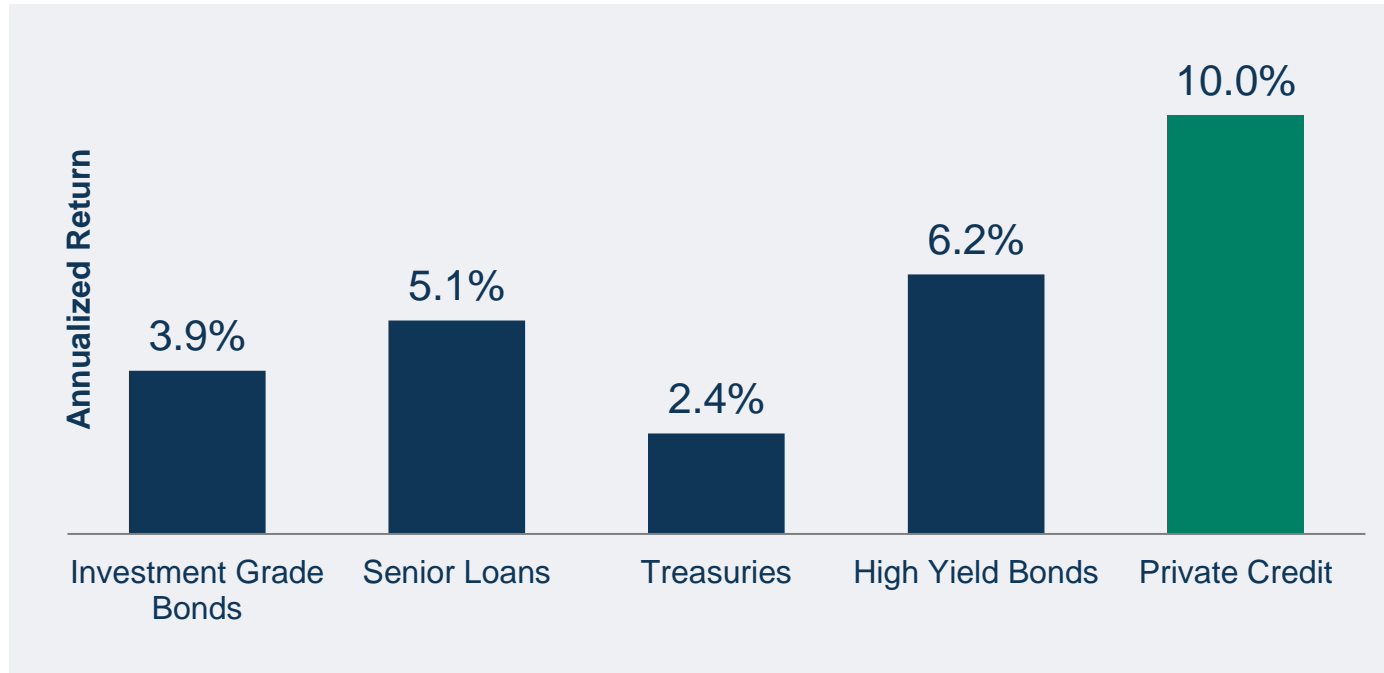
1. Yield to Maturity. Yield to maturity is a concept used to determine the rate of return an investor will receive if a long-term, interest-bearing investment is held to its maturity date. 2. Represents companies with EBITDA > \$50 million. 3. Based on recent deal activity and Oaktree market observations.

Source: Pitchbook LCD, as of December 31, 2023.

Private credit:

Six reasons to consider investing

# 1. Attractive long-term total returns



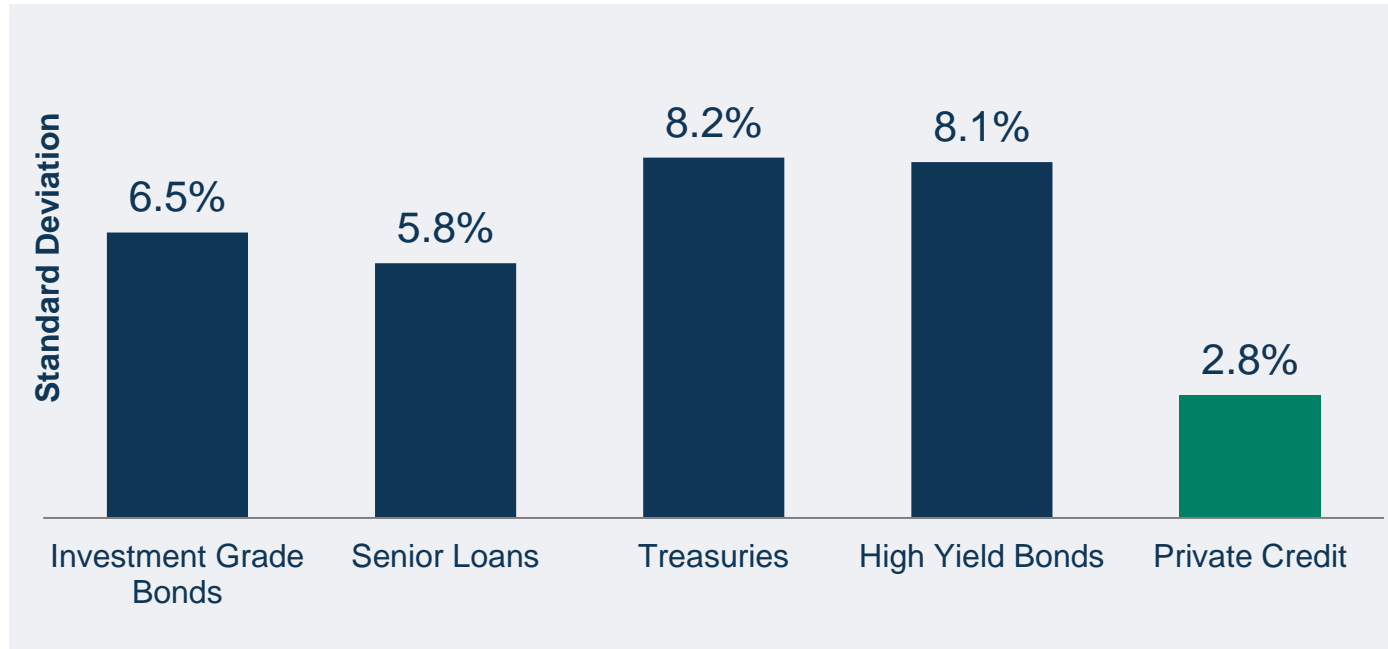
## How?

- Illiquidity (and, in certain situations, complexity) drives a premium over traditional fixed income
- Floating-rate nature of loans benefit from rising-rate environment

**Past performance is not indicative of future results.** Information does not represent returns of a fund. An investor cannot invest in an index. For illustrative purposes only. Investment Grade Bonds represented by Bloomberg U.S. Corporate Bond Index, Senior Loans represented by Credit Suisse Leveraged Loans Index, Treasuries represented by FTSE 10-Year Treasury (OTR), High-Yield Bonds represented by ICE BofA U.S. High-Yield Index, Private Credit represented by Cliffwater Direct Lending Index.

Source: Bloomberg, Cliffwater. January 1, 2010 through December 31, 2023.

## 2. Lower volatility



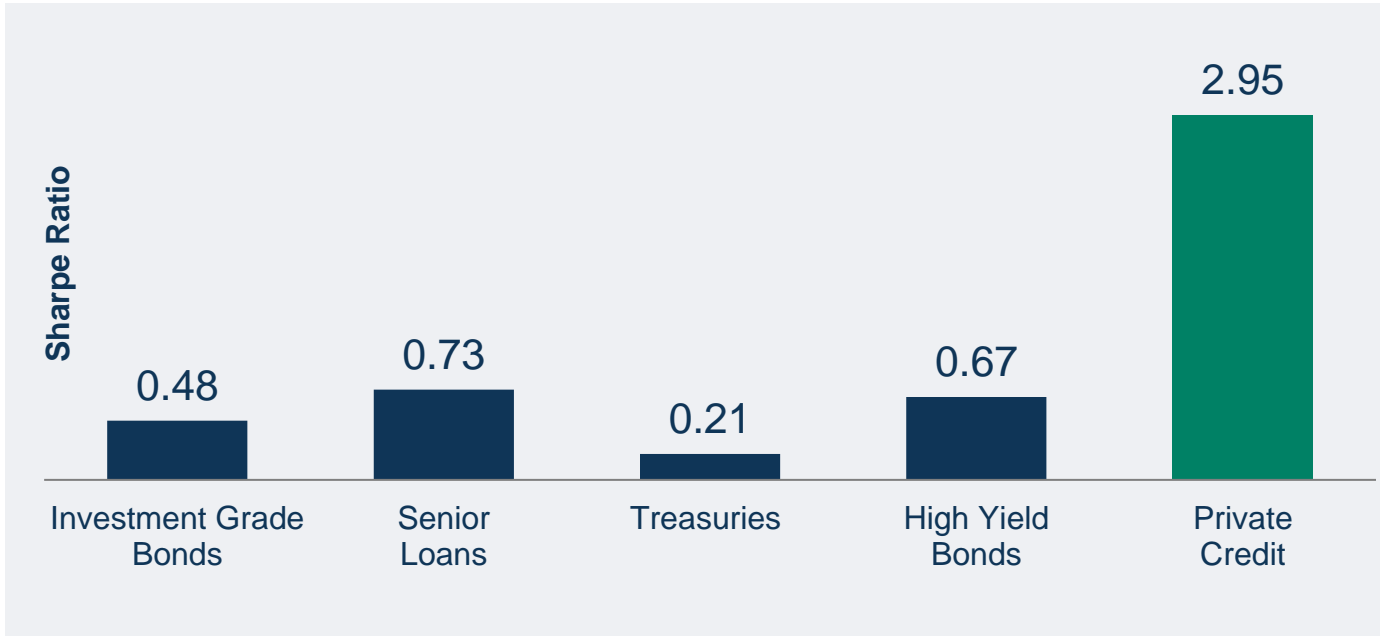
### How?

- Investments are illiquid and do not trade on public exchanges
- Private assets are less affected by market beta and investor sentiments

**Past performance is not indicative of future results.** Information does not represent returns of a fund. An investor cannot invest in an index. For illustrative purposes only. Volatility is represented by standard deviation, which measures the degree to which an investment's return varies from its mean return. Investment Grade Bonds represented by Bloomberg U.S. Corporate Bond Index, Senior Loans represented by Credit Suisse Leveraged Loans Index, Treasuries represented by FTSE 10-Year Treasury (OTR), High-Yield Bonds represented by ICE BofA U.S. High-Yield Index, Private Credit represented by Cliffwater Direct Lending Index.

Source: Bloomberg, Cliffwater. January 1, 2010 through December 31, 2023.

### 3. Strong risk-adjusted return potential



#### How?

- Lower volatility
- Higher income potential

**Past performance is not indicative of future results.** Information does not represent returns of a fund. An investor cannot invest in an index. For illustrative purposes only. Risk-adjusted returns are represented by Sharpe Ratio, which measures the excess return (or risk premium) per unit of risk (measured by standard deviation) in an investment asset or a trading strategy. An investor cannot invest in an index. Investment Grade Bonds represented by Bloomberg U.S. Corporate Bond Index, Senior Loans represented by Credit Suisse Leveraged Loans Index, Treasuries represented by FTSE 10-Year Treasury (OTR), High-Yield Bonds represented by ICE BofA U.S. High-Yield Index, Private Credit represented by Cliffwater Direct Lending Index.

Source: Bloomberg, Cliffwater. January 1, 2010 through December 31, 2023.

## 4. Consistency of total returns over time

### Calendar Year Return Comparison: 2005-2023

Calendar Year	Private Credit	High Yield Bonds	Senior Loans	Investment Grade Bonds
2005	10.10%	2.74%	5.06%	2.43%
2006	13.70%	11.87%	6.74%	4.33%
2007	10.23%	1.88%	2.08%	6.96%
2008	-6.50%	-26.15%	-29.10%	5.24%
2009	13.18%	58.21%	51.62%	5.93%
2010	15.79%	15.11%	10.13%	6.56%
2011	9.75%	4.98%	1.51%	7.86%
2012	14.03%	15.81%	9.67%	4.23%
2013	12.68%	7.46%	5.29%	-2.02%
2014	9.57%	2.46%	1.59%	5.94%
2015	5.54%	-4.46%	-0.70%	0.57%
2016	11.24%	17.14%	10.11%	2.66%
2017	8.62%	7.50%	4.14%	3.55%
2018	8.07%	-2.08%	0.46%	0.02%
2019	9.00%	14.20%	8.65%	8.73%
2020	5.45%	7.11%	3.12%	7.51%
2021	12.78%	5.28%	5.20%	-1.54%
2022	6.29%	-11.19%	-0.77%	-13.01%
2023	12.13%	13.45%	13.31%	5.53%
<b>Last 10 Years</b>	<b>8.84%</b>	<b>4.59%</b>	<b>4.41%</b>	<b>1.81%</b>
<b>Inception</b>	<b>9.45%</b>	<b>6.35%</b>	<b>4.82%</b>	<b>3.11%</b>

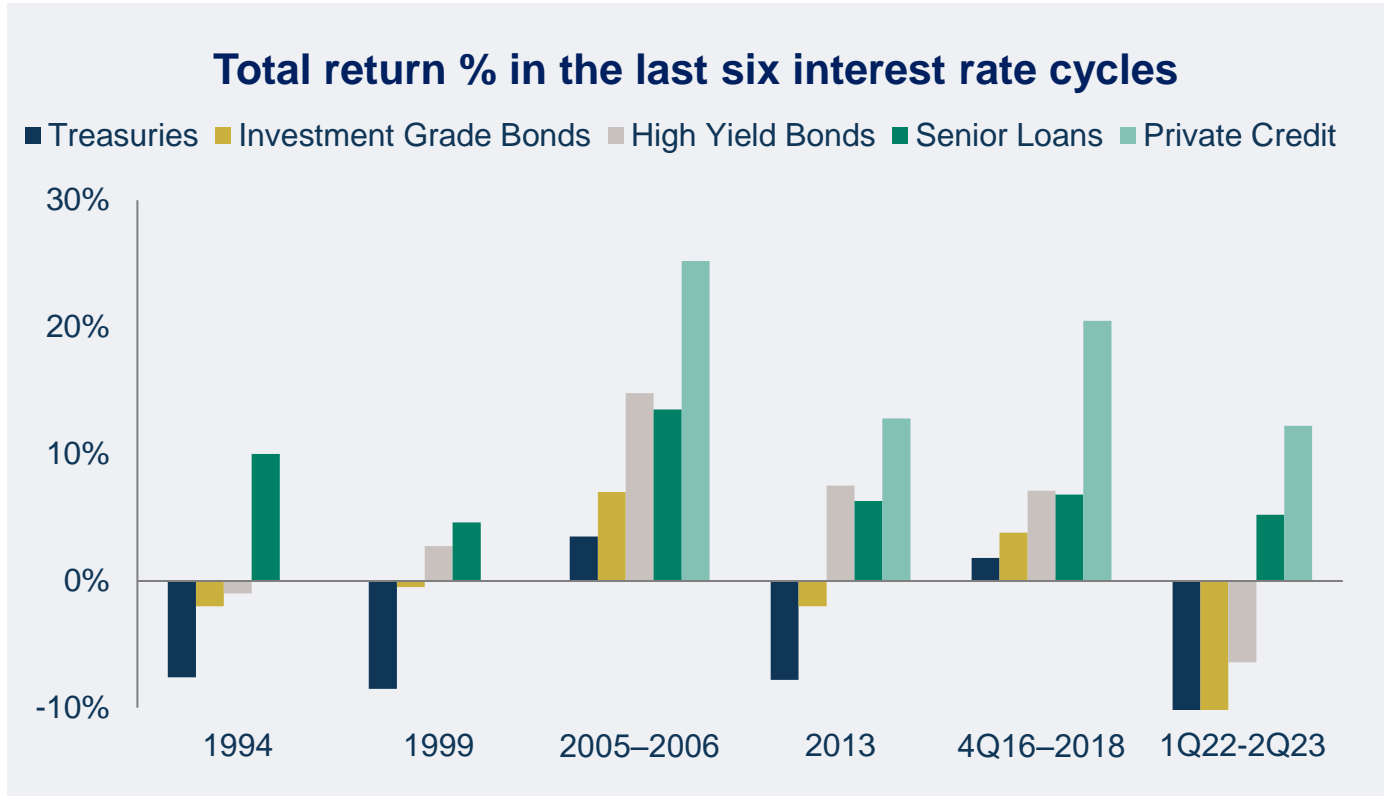
From 2005-2022, the private credit index outperformed the three other public debt indices in 12 of the 18 calendar years and demonstrated greater return consistency.

### How?

- Avoiding mark-to-market volatility experienced by other fixed-income investments, even during market downturns

**Past performance is not indicative of future results.** Information does not represent returns of a fund. An investor cannot invest in an index. For illustrative purposes only. Private Credit represented by the Cliffwater Direct Lending Index. High Yield Bonds represented by the Bloomberg High Yield Bond Index. Senior Loans presented by the Morningstar LSTA U.S. Leveraged Loan Index. Investment Grade Bonds presented by the Bloomberg Aggregate Bond Index. Source: Cliffwater 2023 Q4 Report on U.S. Direct Lending.

# 5. Stability through inflation protection



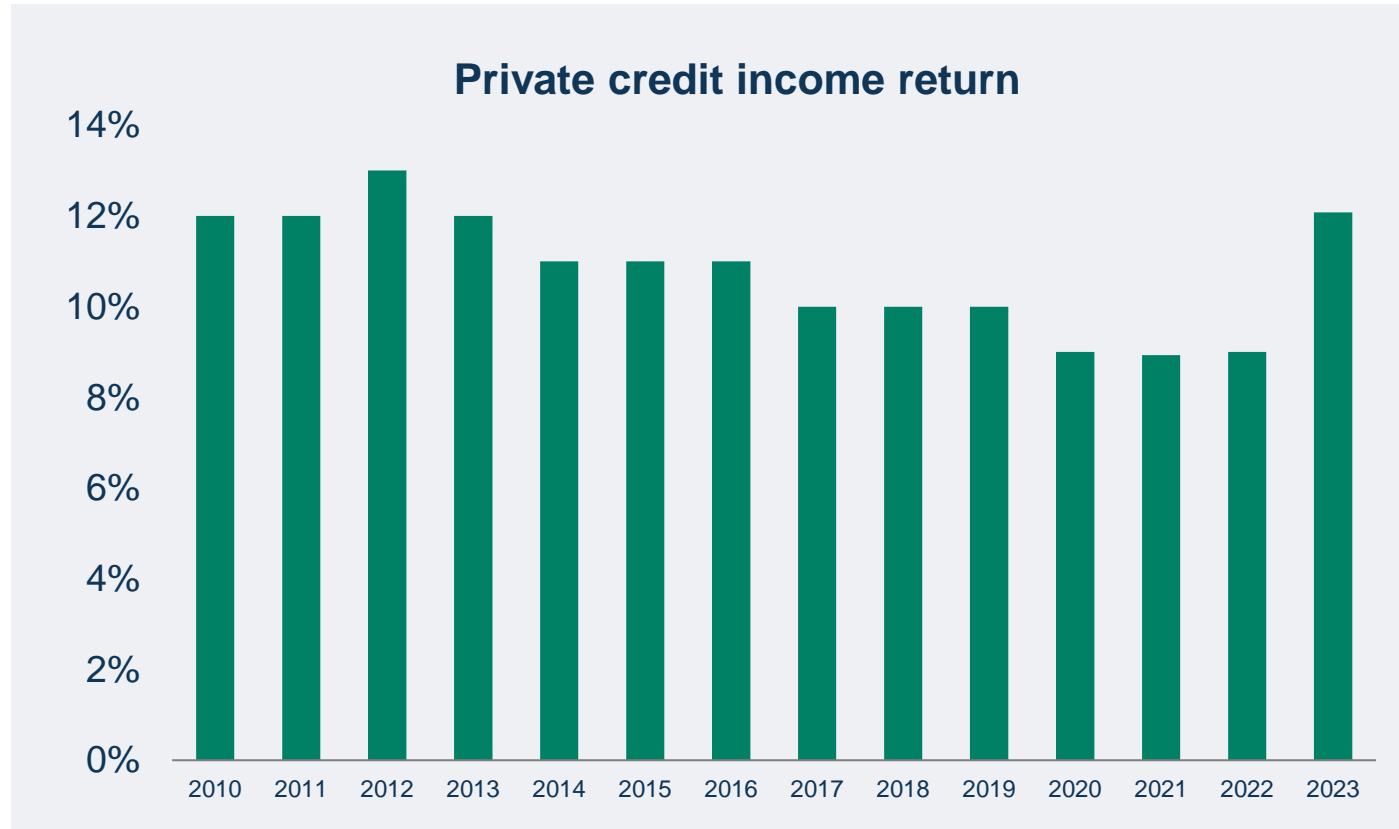
## How?

- Effectively no duration
- Floating-rate coupons

Chart shows performance over last six interest rate cycles through June 2023. Treasuries represented by FTSE 10-Year Treasury, Investment Grade Bonds (investment-grade bonds) by ICE BofA Global Corporate Bond Index, High Yield Bonds by ICE BofA Index, Senior Loans by Credit Suisse Leveraged Loan Index, Private Credit by the Cliffwater Direct Lending Index (data since index inception in 2005, as of June 30, 2023). Reflects cumulative returns.



## 6. Dependable income paid regularly



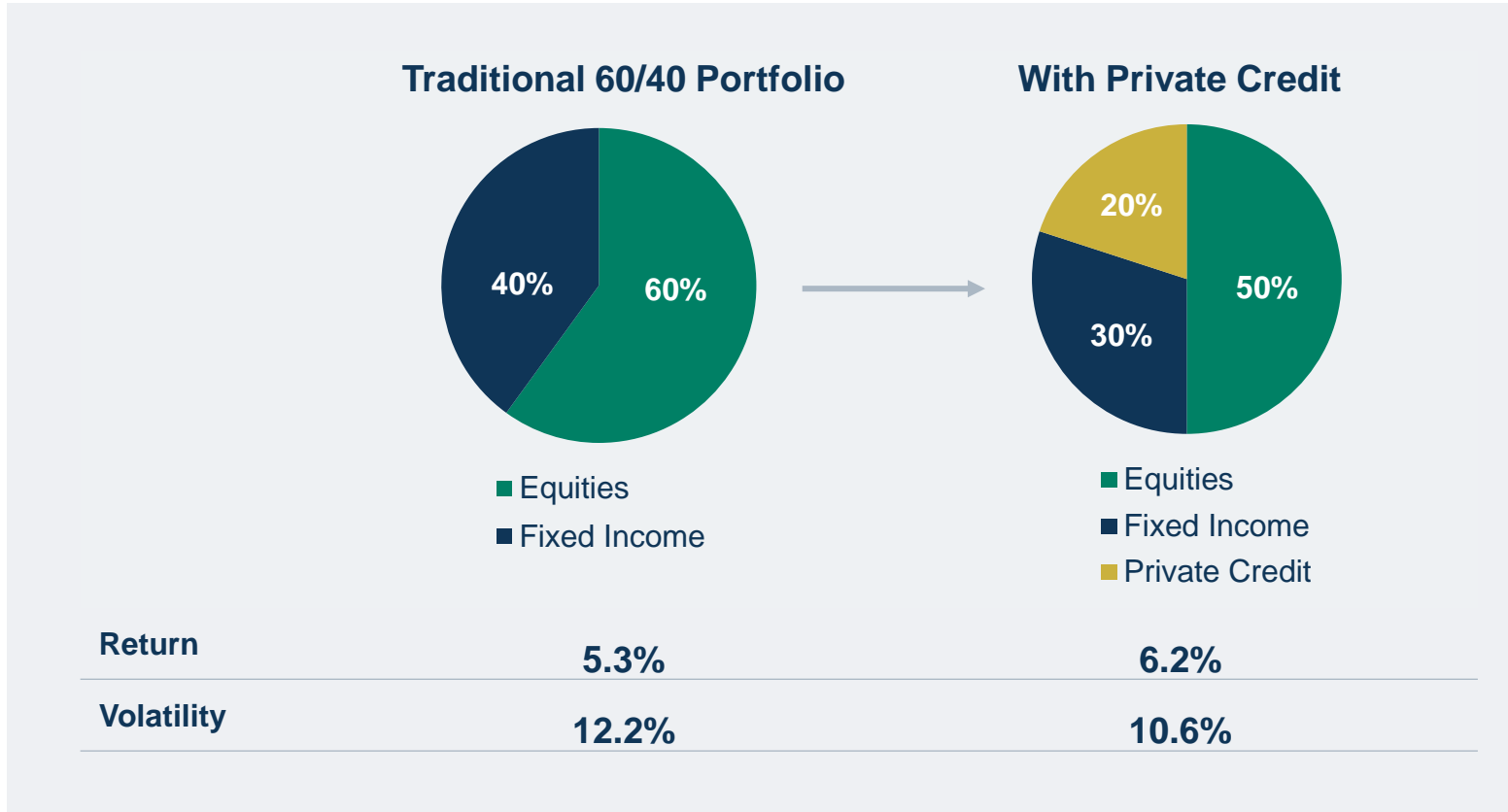
### How?

- Contractual income stream
- Senior position in the capital stack

Source: Cliffwater Direct Lending Index. Represents trailing four quarters ending December 31, 2023.

With less direct correlation to the market, private credit seeks to provide both stability and income, adding a more balanced risk profile to any portfolio.

# A balanced risk profile supports both stability and growth



## How?

- Debt, not equity
- Not publicly traded or connected to the market
- 1:1 lender-borrower relationship

**Past performance is not indicative of future results.** Information does not represent returns of a fund. An investor cannot invest in an index. For illustrative purposes only. Total Returns and Risk: for the period from January 1, 2008 through December 31, 2023. Equities refers to MSCI World Index, Fixed Income to the Bloomberg Global Aggregate Index, Private Credit refers to the Cliffwater Direct Lending Index. Source: Morningstar, Cliffwater.

# Recap

- 1. Private credit:** Non-bank loans where the borrower's debt is not publicly issued or traded
- 2. Post-GFC regulations** made it more difficult for banks to lend to middle-market companies, creating an opportunity for private lenders to fill the void
- 3. Private credit** will soon be the largest source of corporate lending, with abundant opportunities
- 4. Potential portfolio benefits** include attractive income, stable returns, lower volatility and inflation protection



## MARKET GROWTH

**\$1.5T**

TODAY  
GLOBAL PRIVATE CREDIT  
AUM

**\$2.8T**

2028 (ESTIMATED)  
GLOBAL PRIVATE CREDIT  
AUM

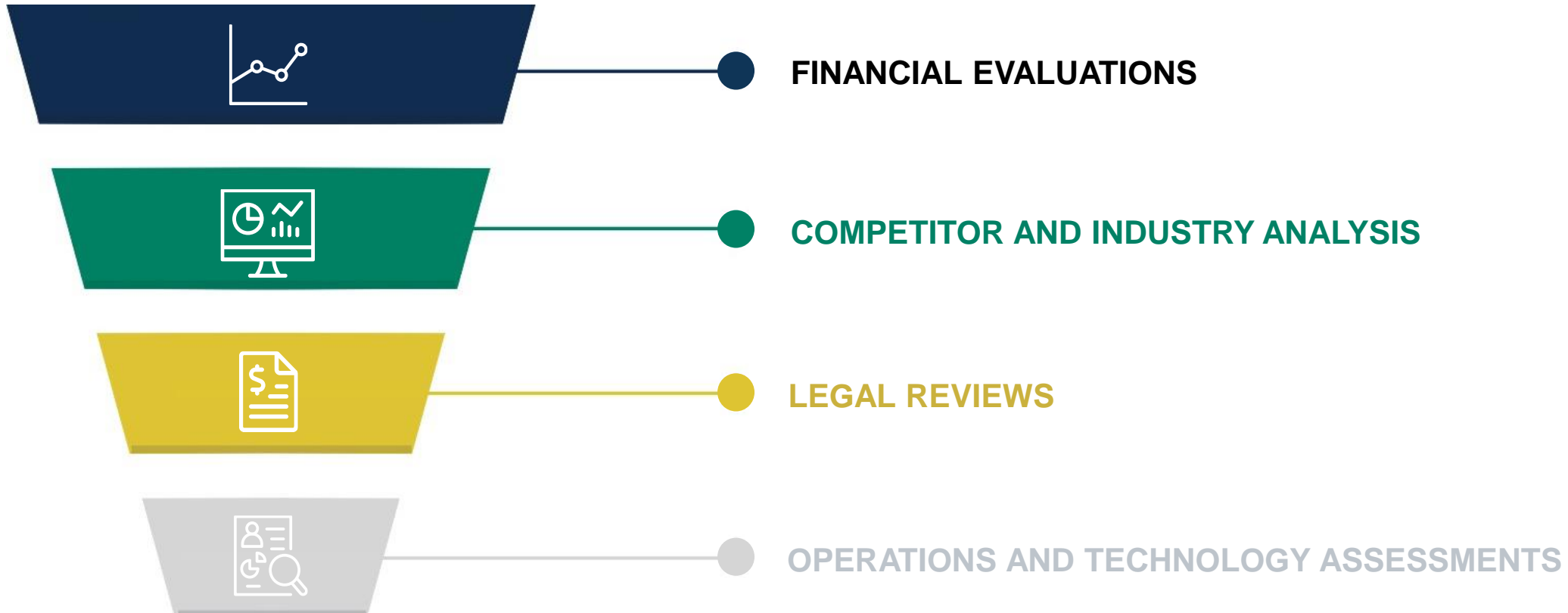
Source: Preqin Global Report, Private Debt 2024 (published December 2023).

As the private credit universe continues to grow, how will lenders target valuable opportunities?

# Prudent lenders engage in thorough, private-equity-style diligence

Diligent lenders invest time and resources to uncover attractive opportunities.

They work with sponsors, banks, intermediaries and potential borrowers to perform:



For illustrative purposes only.

# Three factors private lenders focus on when assessing a new investment

1

## Credit Risk

Would the deal be agreeable on a stand-alone basis?

What is the company's industry and correlation to GDP and broader market cycles?

What is the company's EDITDA, loan-to-value ratio, existing leverage and total loan size?

How likely is the borrower to meet debt obligations?

2

## Deal structure

Do the covenants and bespoke terms align lender and borrower interests?

Is there sufficient downside protection?

Where does the loan sit in the capital stack?

3

## Price

Is the price appropriate for the level of risk assumed?

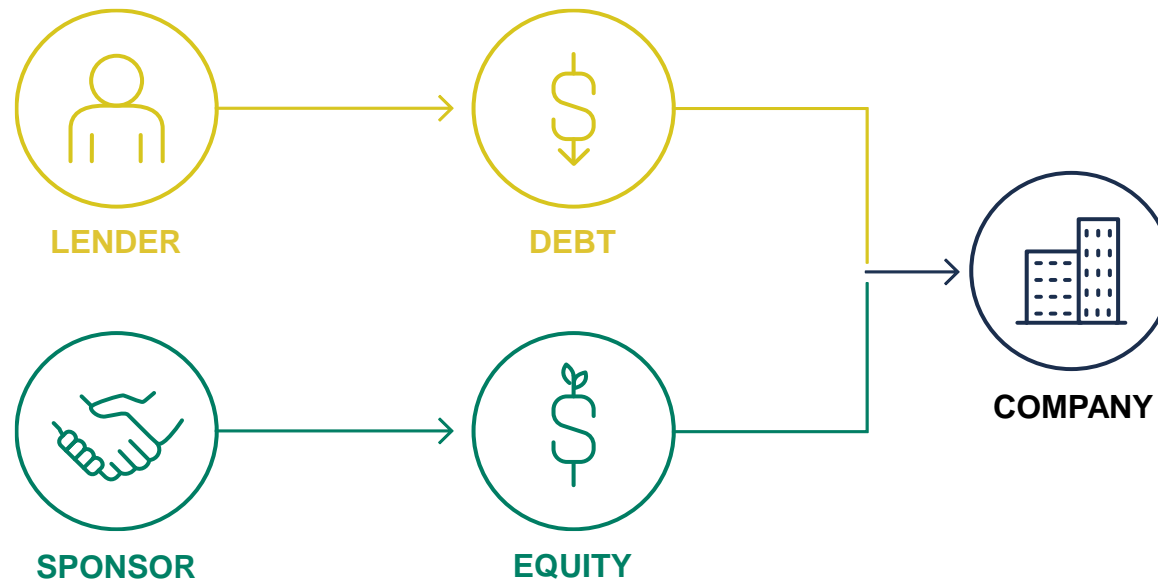
Regardless of risk profile, is the value relative to other asset classes worth it?

# Real-world example: Sponsored financing

## How it works:

Non-bank lender provides debt financing to a business that is either wholly-owned or majority-owned by a private equity (PE) firm.

- The PE firm provides an extensive due diligence package and uses its relationships with lenders to help negotiate a competitive loan.
- Flexible financing solution to private equity sponsored firm to support its acquisition of a personal-care products company.



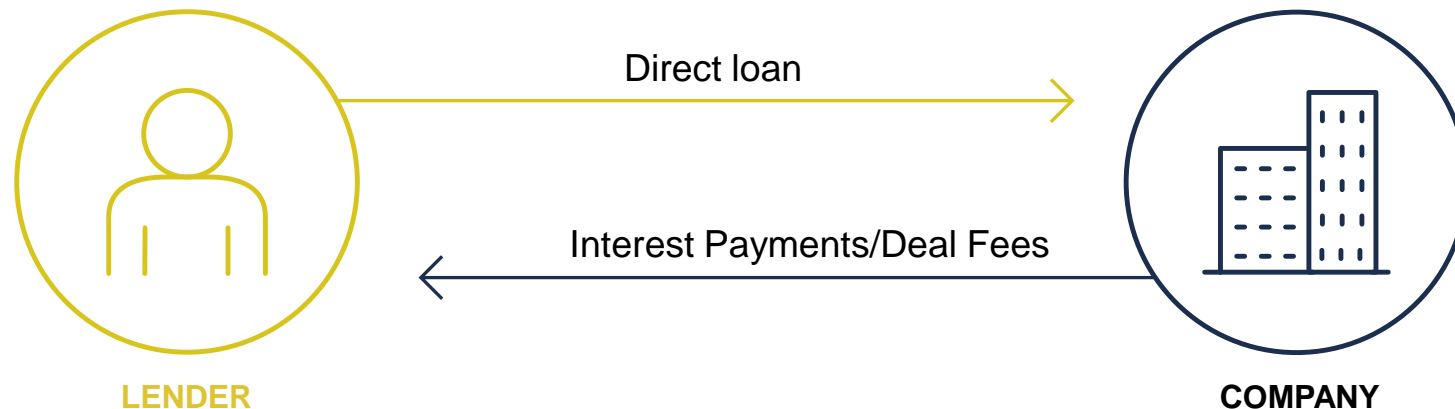


## Real-world example: Non-sponsored financing

### How it works:

Lenders work directly with borrowers without a bank, sponsor or other intermediary. Lenders are responsible for all aspects of due diligence and underwriting.

- An emerging life sciences company reinvests profits into the development of life-saving products.
- Reinvesting the profits makes it difficult for banks to value the company, understand its business model, or tailor a loan to meet its needs.
- The company negotiates a loan with a lender who can offer more favorable terms and flexibility than a traditional bank, which faces greater regulations.

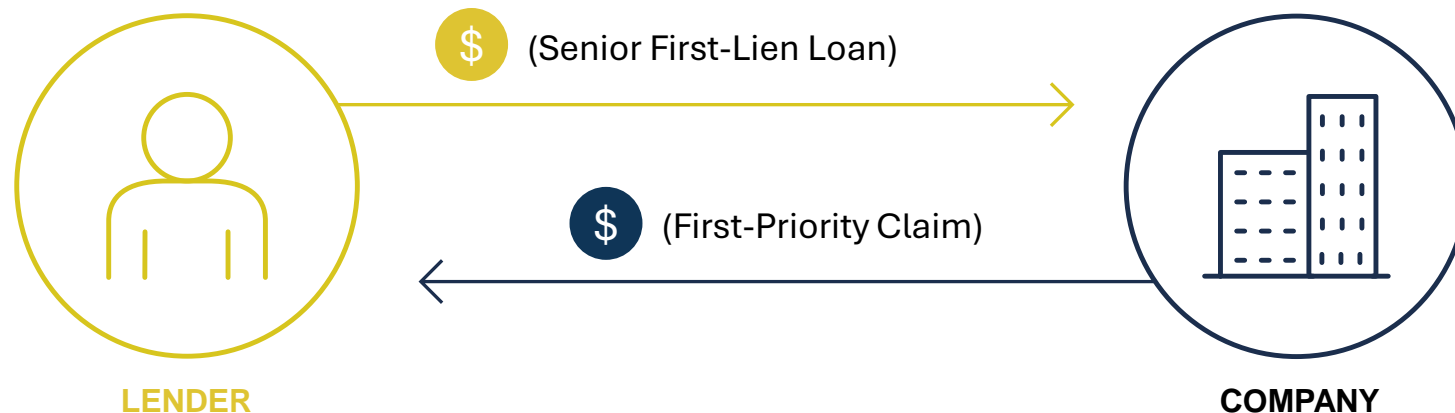


## Real-world example: Rescue loan

### How it works:

Lenders provide loans to private companies that operate in sectors experiencing stress and have reduced access to the capital markets.

- An overleveraged travel company suffers from reduced travel during the COVID-19 pandemic.
- A private lender issues a senior first-lien loan to help the business avoid defaulting on their debt.
- The new lender receives first-priority claims above existing first-lien debt, equal claims on assets, and additional upside potential in the form of warrants and enhanced call protection.



Thank You

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## Private Credit Risks

All investing involves risk. The value of an investment will fluctuate over time, and an investor may gain or lose money, or the entire investment. Past performance is no guarantee of future results.

As an asset class, private credit comprises a large variety of different debt instruments. While each has its own risk and return profile, private credit assets generally have increased risk of default, due to their typical opportunistic focus on companies with limited funding options, in comparison to their public equivalents.

Because private credit usually involves lending to below-investment-grade or non-rated issuers, yield on private credit assets is increased in return for taking on increased risk.

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## Index Definitions

The Bloomberg Global Aggregate Index is a market-capitalization-weighted index comprising globally traded investment-grade bonds. The index includes government securities, mortgage-backed securities, asset-backed securities and corporate securities to simulate the universe of bonds in the market. The maturities of the bonds in the index are more than one year.

The Cliffwater Direct Lending Index measures the unlevered, gross-of-fees performance of U.S. middle-market corporate loans, as represented by the asset-weighted performance of the underlying assets of business development companies (BDCs), including both exchange-traded and unlisted BDCs, subject to certain eligibility requirements.

The Credit Suisse Leveraged Loan Index tracks the investable market of the U.S. dollar denominated leveraged loan market. It consists of issues rated “5B” or lower, meaning that the highest rated issues included in this index are Moody’s/S&P ratings of Baa1/BB+ or Ba1/BBB+. All loans are funded term loans with a tenor of at least one year and are made by issuers domiciled in developed countries.

The JP Morgan CLO 2.0 BBB Post-Crisis Index tracks floating-rate CLO BBB securities in post crisis vintages, which consists of deals issued in 2010 and later. The index utilizes a market-value weighted methodology.

The JP Morgan Corporate Emerging Market Bond High Yield Index (CEMBI HY) is a global, liquid corporate emerging markets index that tracks U.S.-denominated corporate bonds (high yield subset only) issued by emerging markets entities.

ICE BofA Global High Yield Index tracks the performance of U.S. dollar-, Canadian dollar-, British pound- and euro-denominated below-investment-grade (IG) corporate debt publicly issued in the major domestic or eurobond markets.

The Morningstar Global Leveraged Loan Index is designed to measure the performance of the global leveraged loan market. It is a fixed-weight composite index consisting of 75% weight from the Morningstar LSTA US Leveraged Loan Index and 25% weight from the Morningstar European Leveraged Loan Index.

The S&P 500 Index is an equity index of 500 widely held, large-capitalization U.S. companies.

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## Appendix: Key terms

**Business Development Company (BDC):** A type of closed-end investment company that is regulated by the Securities and Exchange Commission under the Investment Company Act of 1940 and primarily invests in small and midsize companies (often privately held or founder-owned).

BDCs were initiated by U.S. Congress in 1980 (Small Business Investment Incentive Act) to help facilitate investment in small, growing, U.S. businesses by providing a financing alternative for companies that may otherwise experience difficulty accessing traditional financing via bank loans or public markets.

To maintain BDC status, the company must invest 70% of its assets in qualifying assets. Generally, qualifying assets are private U.S. companies or public U.S. companies with a market capitalization of less than \$250 million at the time the investment was made. The remaining 30% can generally include other assets.

**Call Protection:** A contractual assurance that a lender will earn an agreed-upon yield on a loan for a certain period after closing. Sometimes called a repayment fee, call protection ensures a borrower cannot prepay a loan without paying a fee before the call protection expires.

**Capital Stack:** Represents all the capital invested in a company. The capital stack sets out the order of priority for claims on the company's cash flows; senior debt is paid first, while common equity is paid only after all other creditors.

- Common equity is considered the top and riskiest layer of the capital stack. It is potentially the most rewarding layer, since returns are not capped.
- Preferred equity shares characteristics of common equity and mezzanine debt. Like common equity, it shares in some (though less) of the potential upside of the investment. Like mezzanine debt, it may also have a right to recurring payments.
- Mezzanine debt, like senior debt, receives regular payments at a stated rate that is typically higher than the senior debt (to reflect increased risk).
- Senior debt receives regular payments at a stated rate, typically lower than mezzanine debt, reflecting that this is typically the largest and least risky part of the stack.

**Covenants:** Legally binding stipulations or requirements that the borrower must meet to remain in good standing on a loan or bond. A covenant breach may put the borrower in default.

Maintenance (or affirmative) covenants are specific things the borrower must do (e.g., maintain a certain interest coverage ratio). Incurrence (or negative) covenants limit the borrower (e.g., the borrower may be prohibited from increasing dividends or exceeding certain debt ratios).

**Floating Rate Debt:** A bond or loan with an interest rate that "floats" to reflect changes in borrowing rates. Floating rates are typically priced as a combination of a reference rate, such as the Secured Overnight Financing Rate (SOFR), and an added premium (or spread) that reflects perceived risk. For example, a loan priced at SOFR+150 has an interest rate of SOFR plus 150 basis points (or SOFR plus 1.5%).

**Loan-to-Value Ratio (LTV):** A measurement of lending risk that is calculated by dividing the borrowed amount by the value of the underlying asset. Loans with high LTVs have less asset collateral and higher risk, as borrowers are less likely to fully repay the loan in the event of a default.