# Capitala

#### Investor Update Q1 2017

**PROPERTY OF CAPITALA GROUP** 

## Disclaimer and Safe Harbor for Forward-Looking Statements

These materials and any presentation of which they form a part are neither an offer to sell, nor a solicitation of an offer to purchase, an interest in Capitala Finance Corp. ("Capitala Finance" or the "Company").

These materials and the presentations of which they are a part, and the summaries contained herein, do not purport to be complete and no obligation to update or otherwise revise such information is being assumed. Nothing shall be relied upon as a promise or representation as to the future performance of the Company. Such information is qualified in its entirety by reference to the more detailed discussions contained elsewhere in the Company's public filings with the Securities and Exchange Commission.

There is no guarantee that any of the estimates, targets or projections illustrated in these materials and any presentation of which they form a part will be achieved. Any references herein to any of the Company's past or present investments or its past or present performance, have been provided for illustrative purposes only. It should not be assumed that these investments were or will be profitable or that any future investments by the Company will be profitable or will equal the performance of these investments.

The information contained herein has been derived from financial statements and other documents provided by the portfolio companies and/or the third party manager of such portfolio companies unless otherwise stated.

Past performance is not indicative of future results. In addition, there can be no assurance that unrealized investments will be realized at the expected multiples shown as actual realized returns will depend on, among other factors, future operating results of each of the Company's current portfolio companies, the value of the assets and economic conditions at the time of disposition, any related transaction costs, and the timing and manner of sale, all of which may differ from the assumptions on which the Company's expected returns are based. In many instances, the Company will not determine the timing or manner of sale of the Company's portfolio companies.

The Company has determined its estimated net asset value in good faith based on information believed by the Company to be reliable as of March 31, 2017, but there can be no assurance that such estimated net asset value accurately reflects the fair value of the Company.

Statements included herein may constitute "forward-looking statements," which relate to future events or our future performance or financial condition. Words such as "believe", "intend", "expect", "project", "anticipate" and "future" or similar expressions are intended to identify forward-looking statements. These statements are not guarantees of future performance, condition or results and involve a number of risks and uncertainties. Actual results may differ materially from those in the forward-looking statements as a result of a number of factors, including those described from time to time in the Company's filings with the Securities and Exchange Commission. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by law.



## Why Invest in CPTA?



- Current distribution yield of ~9.9% based on current NAV
  - NII covered distributions for 7 consecutive quarters



Covered by 9 research analysts, price target range of \$14-\$17 per share



Shareholder friendly BDC structure with monthly distributions, RIC election, permanent capital and asset diversification



- Shareholder aligned management team
  - External manager has waived \$3.7 million in incentive fees since Q4 2015
  - Management owns ~9% of common stock



Focus on debt and equity investments in lower and traditional middle market companies

Fair value of investments of \$532.5 million at quarter-end

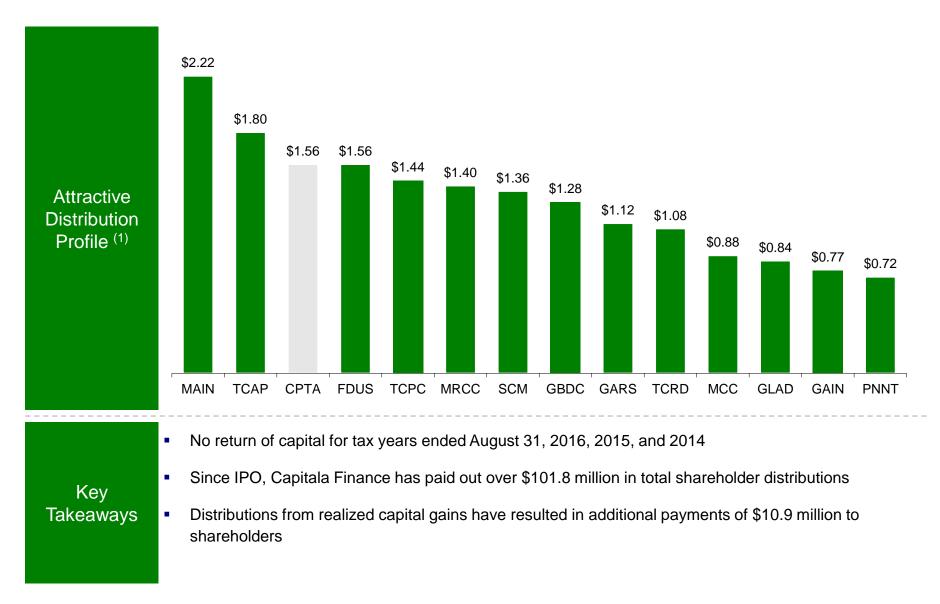


Part of Capitala Group

- Managed by Capitala Investment Advisors, LLC
- Actively raising Capitala Private Credit Fund V, L.P.
- 19 years of providing capital to small businesses



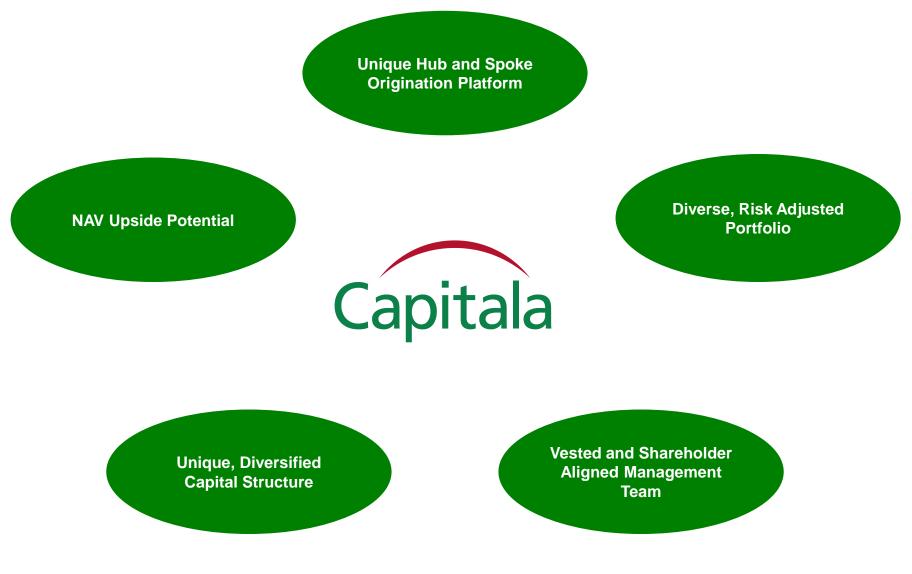
#### **Attractive Distribution Yield**



(1) As of March 31, 2017. Represents annualized monthly or quarterly distributions based on last reported period. Excludes impact of any special or one-time distributions.



#### **The Capitala Finance Difference**





### **Unique Hub and Spoke Origination Platform**

- Unique regionally focused business development offices provide access to superior risk-adjusted investment opportunities
- Demonstrated growth and consistently robust guarterly deployments, with over \$650 million deployed since IPO

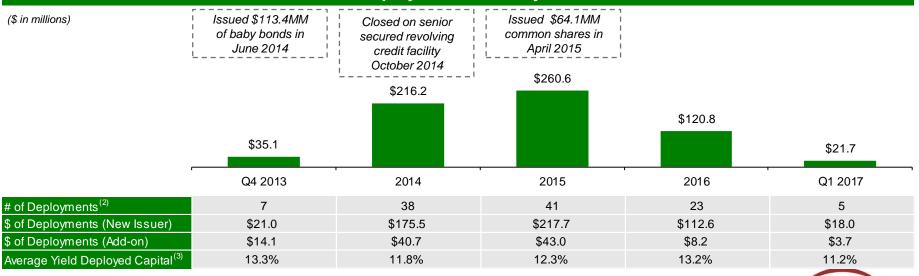
#### **Expanding Business Development Footprint Yields Diverse Deal Flow**

- **Corporate Headquarters**
- Business Services (17%)
- Consumer Products (13%)
- Finance (8%)
- Information Technology (7%)
- Healthcare (5%)
- **Building Products (4%)**
- Industrial Equipment Rental (2%)

- **Regional Office**
- Retail (13%)
- General Industrial (12%)
- Restaurant & Food (8%)
- Recreation, Leisure and Entertainment (6%)
- Energy Services (4%)
- Conglomerate (2%)



#### **Deployment Summary**<sup>(1)</sup>



(1) Dollar amounts of deployments shown net of OID.

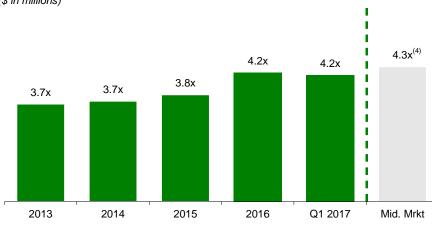
(2) Represents number of unique deployments by security type (not by portfolio company).

(3) Represents weighted average yield of yielding investments only, based on fair value.

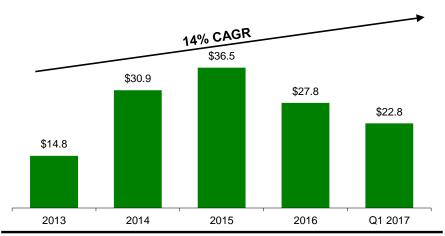
## **Diverse, Risk Adjusted Portfolio**

- Despite a competitive marketplace, Capitala Finance has maintained strict underwriting standards which result in conservative underlying leverage statistics
- Capitala Finance's portfolio provides attractive risk adjusted yields compared to peers, with 13.2% portfolio wide weighted average yield on debt investments <sup>(1)</sup>
  - Weighted average EBITDA of \$22.8 million represents a 14% CAGR in portfolio EBITDA since Q4 2013
- Capitala Finance has demonstrated the ability to invest in meaningfully larger companies while maintaining consistent portfolio-level yield and leverage statistics

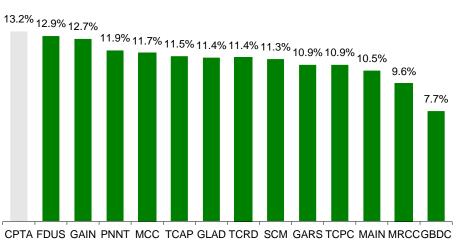




#### Portfolio Weighted Average EBITDA Over Time<sup>(2)</sup> (\$ in millions)



#### Comparison of Portfolio Debt Yields Against Peers (1)(5)



Note: Portfolio statistics as of March 31, 2017. Peer yields as of latest available reporting period.

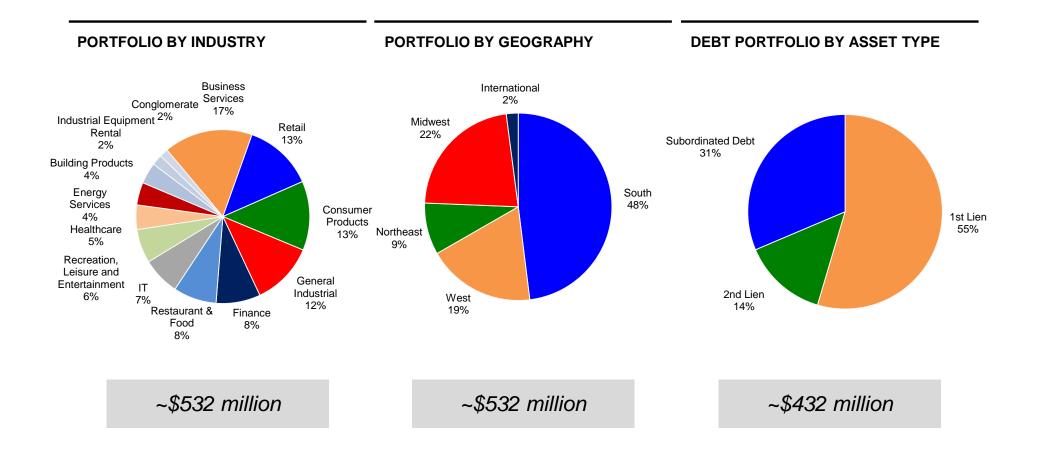
(1) Weighted average yield excludes non-accrual investments; weighted average yield inclusive of the impact of non-accrual investments was 12.6%.

- (2) Includes both debt and equity investments, weighted by fair value.
- (3) Portfolio Net Leverage as used in this presentation, represents the net leverage of Capitala Finance portfolio companies, weighted by the fair value of the debt investment at the end of the reporting period. Portfolio Net Leverage excludes all equity investments, as well as companies with negative EBITDA and those that do not use EBITDA as a relevant metric in calculating leverage. Portfolio Net Leverage is calculated as net debt divided by adjusted EBITDA. Net debt is calculated as total debt minus cash, and excludes all debt which is subordinate to Capitala Finance's investment.
- (4) "Middle market" leverage estimate provided by leading trade publication and includes companies with EBITDA of \$50 million or less and represents total investment leverage, not net of cash.
- (5) Peer group based on selected combination of market capitalization, investment mix and utilization of SBA funding.



## **Diverse, Risk Adjusted Portfolio**

Diversified ~\$532 million portfolio (excluding cash) across 51 companies, with 44% First Lien Debt, 11% Second Lien Debt, 26% Subordinated Debt, and 19% Equity





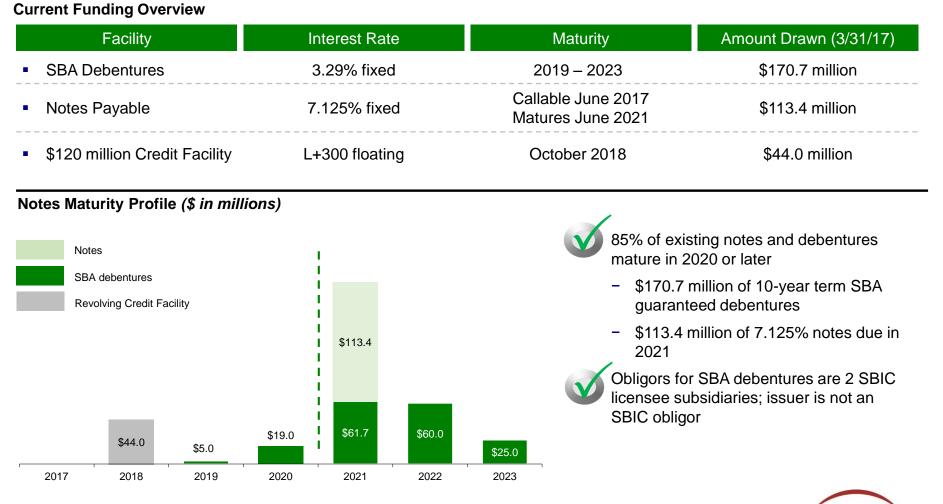
#### **Vested and Shareholder Aligned Management Team**

Fee waivers / investment positioning during economic downturn	<ul> <li>The Company's external manager has voluntarily waived \$3.7 million of incentive fees since Q4 2015</li> <li>External manager waived management fees on uninvested IPO proceeds at Capitala Finance level for the first year post-IPO (expired September 30, 2014)</li> </ul>
Stock repurchase program	<ul> <li>Repurchased 4.6% of shares outstanding in 2015</li> </ul>
Special distribution	<ul> <li>Paid \$0.50 special distribution in 2015</li> </ul>
Management ownership and payment of fees for IPO	<ul> <li>Management team owns ~9% of the common stock and has made meaningful purchases in the open market since the IPO</li> <li>Management team rolled over \$10.0 million of invested capital into Company shares at IPO</li> </ul>



## **Unique, Diversified Capital Structure**

- Stable liquidity and capital structure provided by SBA debentures and corporate notes with long-term maturities and fixed rates
  - Capitala Group principals have received four SBIC licenses, with a 10+ year track record
- Revolving credit facility provides attractively priced, shorter-term capital with an accordion feature that can grow with the borrowing base



## **Unique, Diversified Capital Structure**

- Capitala Finance's unique, primarily fixed-rate liabilities combined with a growing mix of floating rate investments provide an attractive capital structure with limited downside risk to raising interest rates
- As March 31, 2017, Capitala Finance had limited financing exposure to interest rate changes
  - 87% of Capitala Finance's liabilities are fixed rate and not subject to interest rate movements
  - 45% of Capitala Finance's total debt investments are floating rate and will benefit from increasing interest rates

#### **Interest Rate Sensitivity**

(\$ thousands, except per share data)

Basis Point Change	Change in Interest Income	Change in Interest Expense	Increase / (Decrease) in Net Investment Income	Increase / (Decrease) in Net Investment Income per Share
+300 bps	\$6,218	(\$1,320)	\$4,898	\$0.31
+200 bps	\$4,315	(\$880)	\$3,435	\$0.22
+100 bps	\$2,220	(\$440)	\$1,780	\$0.11
-100 bps	(\$366)	\$439	\$73	\$0.00

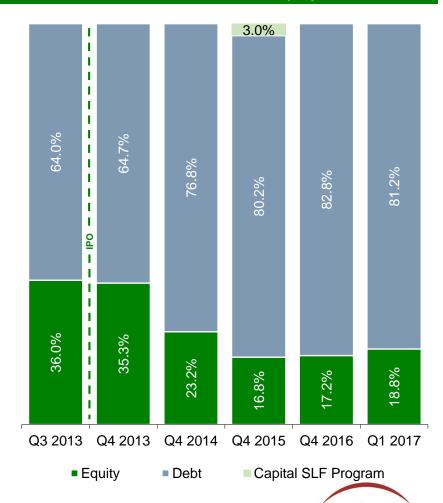
## NAV Upside Potential: Equity Portfolio Overview

- 32 active equity investments comprising \$53.3 million of invested capital with an estimated fair value of \$100.3 million, representing 18.8% of total investments at fair value
- Capitala Finance has delivered on its stated strategy of rotating out of legacy equity positions, and continues to seek attractive equity investment opportunities

(\$ in thousands)

#### Current Equity Investments<sup>(1)</sup>

			% of Investments at
Company	\$ Cost Basis	\$ Fair Value	Fair Value
Eastport Holdings, LLC*	\$4,733	\$18,148	3.4%
City Gear, LLC	1,269	11,029	2.1%
LJS Partners, LLC	1,525	8,581	1.6%
Western Windows Systems, LLC*	3,000	7,767	1.5%
US Well Services, LLC*	6,701	6,701	1.3%
B&W Quality Growers *	20	6,695	1.3%
Navis Holdings, Inc	1.001	6,486	1.2%
Nth Degree, Inc.*	2,728	6,321	1.2%
Brunswick Bowling Products, Inc *	3,453	6,139	1.2%
MJC Holdings, LLC <sup>(2)</sup>	1,000	5,011	0.9%
GA Communications, Inc.	2,711	3,925	0.7%
Micro Precision, LLC	1,629	2,566	0.5%
Currency Capital, LLC*	2,000	2,000	0.4%
MMI Holdings, LLC	1,307	1,655	0.3%
Burke America Parts Group, LLC*	5	1,408	0.3%
Burgaflex Holdings, LLC*	1,504	1,307	0.2%
Taylor Precision Products, Inc.*	758	1,001	0.2%
Source Capital Penray, LLC	750	973	0.2%
Corporate Visions, Inc.*	1,575	666	0.1%
BigMouth, LLC *	361	602	0.1%
MTI Holdings, LLC	-	537	0.1%
Xirgo Technologies, LLC *	400	400	0.1%
Caregiver Services, Inc.	523	200	0.0%
Medical Depot, Inc.	-	136	0.0%
STX Healthcare Management Services, Inc.	-	93	0.0%
AAE Acquisition, LLC	17	-	0.0%
American Exteriors	-	_	0.0%
CableOrganizer Acquisition, LLC	1,394	_	0.0%
J&J Produce, Inc.	818		0.0%
Kelle's Transport Service, LLC *	3,456		0.0%
On-Site Fuel Services, Inc.	5,676	_	0.0%
Print Direction, Inc.	2,990	-	0.0%
Total		- ¢100.247	18.8%
Iotai	\$53,302	\$100,347	10.070



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#### **Demonstrated Rotation Out of Equity Positions**

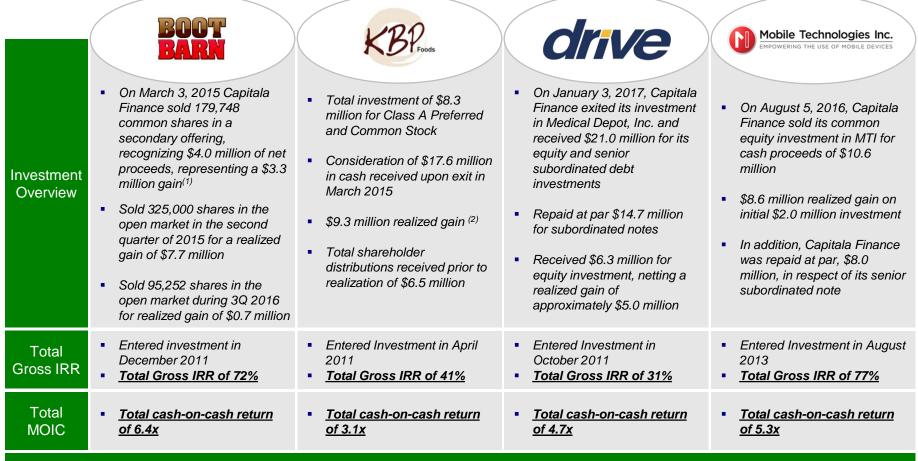
Note: \* represents equity investments made since IPO.

(1) Current equity position details as of March 31, 2017.

(2) The Company exited MJC Holdings, LLC on May 1, 2017, recognizing a \$4.5 million gain.

## NAV Upside Potential: Demonstrated Track-Record of Equity Realizations

 Capitala Finance continues to generate meaningful internal rates of return (IRR) and realized gains through the monetization of equity investments



Capitala Finance Has Demonstrated an Ability to Successfully Rotate Out of Legacy Equity Positions and Provide Meaningful Realized Gains to Shareholders

Please reference Form 8-K filed on March 3, 2015 for additional detail related to partial Boot Barn realization. Boot Barn returns include impact of \$0.4 million dividend received on April 17, 2014.
 Please reference recent press release on March 17, 2015 for additional details related to KBP monetization.



Financial & Corporate Data



#### Statements of Operations

#### (\$ in thousands, except per share data)

	Three Months Ended:					
	3/31/17	12/31/16	9/30/16	6/30/16	3/31/16	12/31/15
	(unaudited)	(unaudited)	(unaudited)	(unaudited)	(unaudited)	(unaudited)
Investment Income						
Interest, PIK, and fees	\$14,325	\$16,137	\$16,733	\$16,370	\$16,168	\$15,561
Dividends	477	365	574	574	1,279	729
Other income	13	12	50	47	2	257
Total investment income	14,815	16,514	17,357	16,991	17,449	16,547
Expenses						
Interest and financing expense	4,653	4,722	4,938	5,029	5,023	4,896
Management fees, net of waivers	2,514	2,539	2,619	2,702	2,728	2,812
Incentive fees, net of waivers	350	1,687	1,470	902	1,109	529
Other expenses	1,107	819	889	927	1,168	903
Total expenses	8,624	9,767	9,916	9,560	10,028	9,140
Net Investment Income	6,191	6,747	7,441	7,431	7,421	7,407
Realized gain (loss) from investments	4,846	2,132	(17,030)	(5,605)	(2,262)	(3,704)
Unrealized appreciation (depreciation)	(6,156)	(782)	7,576	5,431	(9,348)	(12,620)
Net gain (loss) on investments	(1,310)	1,350	(9,454)	(174)	(11,610)	(16,324)
Net increase (decrease) in assets resulting from operations	\$4,881	\$8,097	(\$2,013)	\$7,257	(\$4,189)	(\$8,917)
Net investment income per share	\$0.39	\$0.43	\$0.47	\$0.47	\$0.47	\$0.47
Realized gains/(losses), net, per share	\$0.31	\$0.13	(\$1.08)	(\$0.36)	(\$0.14)	(\$0.24)
Net increase (decrease) in assets resulting from operations per share	\$0.31	\$0.51	(\$0.13)	\$0.46	(\$0.27)	(\$0.57)
Distributions declared during quarter	\$0.39	\$0.39	\$0.47	\$0.47	\$0.47	\$0.47



#### **Summary of Financial Performance**

Statements of Assets & Liabilities					
3/31/17	12/31/16	9/30/16	6/30/16	3/31/16	12/31/15
(unaudited)	(audited)	(unaudited)	(unaudited)	(unaudited)	(audited)
\$532,478	\$541,639	\$503,780	\$595,117	\$599,741	\$592,456
40,564	36,281	60,584	20,108	14,346	34,105
7,635	6,495	5,636	5,420	7,258	6,257
\$580,677	\$584,415	\$570,000	\$620,645	\$621,345	\$632,818
\$167,940	\$167,789	\$167.640	\$178,982	\$178,822	\$180,663
110,558	110,413	110,270	110,129	109,991	109,855
43,479	43,241	37,073	67,831	71,591	68,351
9,221	12,390	6,640	6,161	3,522	5,147
331,198	333,833	321,623	363,103	363,926	364,016
249,479	250,582	248,377	257,542	257,419	268,802
\$580,677	\$584,415	\$570,000	\$620,645	\$621,345	\$632,818
51	53	51	54	56	57
					1.37x
	-			-	0.68x
			-	-	1.83
\$18,741	\$17,374	\$9,547	\$8,989		\$28,010
	3/31/17 (unaudited) \$532,478 40,564 7,635 \$580,677 \$167,940 110,558 43,479 9,221 331,198 249,479 \$580,677 51 1.32x 0.63x 1.99	$\begin{array}{c ccccc} 3/31/17 & 12/31/16 \\ (unaudited) & (audited) \\ \$532,478 & \$541,639 \\ 40,564 & 36,281 \\ \hline 7,635 & 6,495 \\ \$580,677 & \$584,415 \\ \hline \$167,940 & \$167,789 \\ \$10,558 & 110,413 \\ 43,479 & 43,241 \\ 9,221 & 12,390 \\ \hline 331,198 & 333,833 \\ 249,479 & 250,582 \\ \hline \$580,677 & \$584,415 \\ \hline $580,677 & \$584,415 \\ \hline $580,677 & \$584,415 \\ \hline $51 & 53 \\ 1.32x & 1.31x \\ 0.63x & 0.63x \\ 1.99 & 1.96 \\ \hline \end{array}$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$



#### **Capitala Finance Corp. – Public Issuer Overview**

Exchange-Traded Issuances:	Common Stock – Nasdaq:CPTA Bonds – NYSE:CLA				
External Manager:	Capitala Investment Advisors, LLC				
Current Price / Share:	\$13.96 <sup>(1)</sup> (0.89x price / book <sup>(2)</sup> )				
Shares / Market Cap <sup>(1)</sup> :	15.9 million / \$217.7 million				
Portfolio Fair Value <sup>(2)</sup> :	\$532.5 million (excluding cash); \$580.7 million gross asset value				
Investment Strategy:	To directly originate debt and selective equity investments in middle market companies				
Weighted Average Portfolio Debt Investment Yield <sup>(2)(3)(4)</sup> :	13.8% 11.4% 13.1% 13.2% First Lien Second Subordinated Debt Lien Debt Debt				
Annualized Distribution:	9.9% implied annual distribution yield <sup>(5)</sup>				
Management Ownership <sup>(1)</sup> :	Approximately \$19.5 million (8.8%)				
Management Fee:	Base fee of 1.75% of gross assets				
Incentive Fee <sup>(6)</sup> :	(1) 20% of pre-incentive fee net investment income above an 8% hurdle and (2) 20% of cumulative capital gains				

(1) Based on the closing price as of May 5, 2017. Total shares outstanding as of March 31, 2017.

(2) As of March 31, 2017. Based on net asset value per share of \$15.71.

(3) Represents weighted average investment yield on debt investments only, based on fair value.

(4) Weighted average yield excludes non-accrual investments; weighted average yield inclusive of the impact of non-accrual investments was 12.6% for total portfolio.

(5) Calculated as annualized monthly distributions of \$0.13 / share divided by net asset value of \$15.71 / share.

(6) Please reference most recent Form 10-K filed on March 7, 2017 for additional detail related to incentive fee.



#### **Corporate Information**

	Senior Management		Fiscal Year End
Joe Alala, III	Jack McGlinn	Chris Norton	December 31
Chairman & CEO, Capitala Finance Corp.	COO & Treasurer, Capitala Finance Corp.	Chief Risk Officer, Investment Advisor	Independent Auditor
Steve Arnall	Mike Marr	Richard Wheelahan III	Ernst & Young LLP
Chief Financial Officer,	Director – Portfolio,	CCO & General Counsel	Corporate Counsel
Capitala Finance Corp.	Investment Advisor	Capitala Finance Corp.	Eversheds Sutherland LLP
	Research Coverage	Securities Listings	
<b>FBR &amp; Co.</b> Christopher Nolan	<b>Janney</b> Mitchell Penn, CFA	<b>Jefferies</b> John Hecht	Nasdaq:CPTA (common stock) NYSE:CLA (notes)
			Transfer Agent
JMP Securities	Keefe, Bruyette & Woods	•	American Stock Transfer and Trust
Christopher York	Ryan Lynch, CPA	Mickey Schleien	Corporate Headquarters & Website
<b>Oppenheimer</b> Chris Kotowski	<b>Stephens</b> Matt Schmid	Wunderlich Securities Merrill Ross	4201 Congress St, Suite 360 Charlotte, NC 28209 704-376-5502 www.capitalagroup.com



## Capitala Finance Corp.

Common stock: Nasdaq:CPTA Notes: NYSE:CLA

Q1 2017

