## WhiteHorse Finance, Inc.

**Earnings Presentation** 

Quarter Ended June 30, 2020



**NASDAQ: WHF (Common Stock)** 

NASDAQ: WHFBZ (6.50% Notes due 2025)

### Important Information and Forward Looking Statements

References in this presentation to "WHF", "we", "us", "our" and "the Company" refer to WhiteHorse Finance, Inc.

This presentation and the information and views included herein do not constitute investment advice, or a recommendation or an offer to enter into any transaction with the Company or any of its affiliates. Investors are advised to consider carefully the Company's investment objectives, risks, charges and expenses before investing in the Company's securities. Our annual reports on Form 10-K, quarterly reports on Form 10-Q and current reports on Form 8-K, which have been filed with the Securities and Exchange Commission ("SEC"), contain this and other information about the Company and should be read carefully before investing in the Company's securities. The information in this presentation is not complete and may be changed. This presentation is not an offer to sell the Company's securities and is not soliciting an offer to buy the Company's securities in any jurisdiction where such offer or sale is not permitted.

A shelf registration statement relating to the Company's securities is on file with the SEC. A public offering of the Company's securities may be made only by means of a prospectus and a related prospectus supplement, copies of which may be obtained by writing the Company at 1450 Brickell Avenue, 31st Floor, Miami, FL 33131, Attention: Investor Relations, or by calling (305) 381-6999; copies may also be obtained by visiting EDGAR on the SEC's website at <a href="http://www.sec.gov">http://www.sec.gov</a>.

#### **Forward Looking Statements**

Some of the statements in this presentation constitute forward-looking statements, which relate to future events or the Company's future performance or financial condition. The forward-looking statements contained in this presentation involve risks and uncertainties, including statements as to: the Company's 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 the Company's assets; the impact of the COVID-19 pandemic and its effects on the Company's and its portfolio companies' results of operations and financial condition; the Company's business prospects and the prospects of its prospective portfolio companies; the impact of increased competition; the Company's contractual arrangements and relationships with third parties; the dependence of the Company's future success on the general economy and its impact on the industries in which the Company invests; the ability of the Company's prospective portfolio companies to achieve their objectives; the relative and absolute performance of the Company's investment adviser; the Company's expected financings and investments; the adequacy of the Company's cash resources and working capital; the timing of cash flows, if any, from the operations of the Company's prospective portfolio companies; and the impact of future acquisitions and divestitures.

Such forward-looking statements may include statements preceded by, followed by or that otherwise include the words "may," "might," "will," "intend," "should," "could," "can," "would," "expect," "believe," "estimate," "anticipate," "predict," "potential," "plan" or similar words.

The Company has based the forward-looking statements included in this presentation on information available to us on the date of this presentation, and the Company assumes no obligation to update any such forward-looking statements. Actual results could differ materially from those implied or expressed in the Company's forward-looking statements for any reason, and future results could differ materially from historical performance. Although the Company undertakes no obligation to revise or update any forward-looking statements, whether as a result of new information, future events or otherwise, you are advised to consult any additional disclosures that are made directly to you or through reports that the Company in the future may file with the SEC, including annual reports on Form 10-K, quarterly reports on Form 10-Q and current reports on Form 8-K. For a further discussion of factors that could cause the Company's future results to differ materially from any forward-looking statements, see the section entitled "Risk Factors" in the annual reports on Form 10-K and quarterly reports on Form 10-Q we file with the SEC.



## WhiteHorse Finance Snapshot

Company:

WhiteHorse Finance, Inc. ("WhiteHorse Finance" or the "Company")

**Equity Ticker:** 

NASDAQ: WHF

Market Cap:

\$206.1MM<sup>(1)</sup>

NAV / Share:

\$14.61

Portfolio Fair Value:

\$547.4MM

Current Dividend Yield:

14.2%<sup>(1)(2)</sup>; consistent quarterly dividends of \$0.355 per share since 2012 IPO

**External Manager:** 

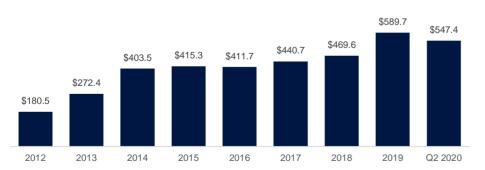
Affiliate of H.I.G. Capital, LLC ("H.I.G. Capital" or "H.I.G.")



## Overview of WhiteHorse Finance, Inc.

- WhiteHorse Finance, Inc. is a publicly listed Business Development Company ("BDC") that completed its IPO in December 2012
- WhiteHorse Finance's investment activities are managed by H.I.G. WhiteHorse Advisers, LLC, an affiliate of H.I.G. Capital, a leading global alternative
  asset manager with more than \$39Bn of capital under management<sup>(1)</sup>
- Principally focused on originating senior secured loans to performing lower middle market companies with individual enterprise values generally between \$50MM and \$350MM
- Diversified investment portfolio totaling \$547.4MM as of June 30, 2020
- Investments across 53<sup>(2)</sup> portfolio companies as of June 30, 2020
  - Average Investment Size<sup>(3)</sup>: \$7.6MM (Average Debt Investment Size<sup>(3)</sup>: \$8.8MM)
  - Largest Portfolio Company Investment(3): \$23.1MM
- Invested \$1,654MM in 135 transactions since December 2012 IPO
- The Company and State Teachers Retirement System of Ohio ("STRS Ohio"), a public pension fund established under Ohio law, partnered to create WHF STRS Ohio Senior Loan Fund, LLC ("STRS JV"), a joint venture formed to invest in directly originated, senior secured first and second lien term loans.

#### Portfolio at Fair Value (\$MM)



Note: As of December 31st of each respective year presented, unless otherwise noted.

- Based on total capital commitments managed by H.I.G. Capital and affiliates.
- (2) Represents number of companies not total number of investments.
- (3) Based on fair value. Does not include investments in STRS JV.

Source: Company filings

### NAV + Cumulative Dividends per share





## Overview of WhiteHorse Finance, Inc. (continued)

### **Investment Strategy**

- Generate attractive risk-adjusted return in all market conditions by originating and investing in senior secured loans to performing lower middle market companies and leveraging the knowledge of H.I.G. Capital
- Differentiated proprietary deal flow from over 45 dedicated deal professionals sourcing through direct coverage of financial sponsors and intermediaries
- Rigorous credit process focused on fundamental analysis with emphasis on downside protection and cash flow visibility
- 11-person investment committee with more than 250 years of industry experience
- Investment strategy focused on first lien and second lien senior secured investments in lower middle market companies with a target hold size of \$4MM to \$20MM

### **Summary Stats:**

Invested Capital since IPO:	\$1,654MM <sup>(1)</sup>
Number of Investments Made:	~135 <sup>(1)</sup>
Average Investment Size:	~\$7.6MM <sup>(2)</sup>
All-in Yield:	9.6% <sup>(3)</sup>
Net Debt / EBITDA of Current Portfolio Companies:	~3.8x <sup>(4)</sup>
Secured Debt as a % of Total Debt:	100% <sup>(5)</sup>

Note: As of June 30, 2020 unless otherwise noted.

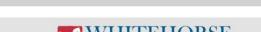
- (1) Reflects life-to-date since IPO, and may exclude follow-on transactions and investments in STRS JV made via asset transfers in-kind.
- (2) Across 66 investments. Does not include investments in STRS JV.
- (3) Reflects weighted average effective yield of income-producing debt investments. Weighted average effective yield for entire portfolio, including equities and investments in STRS JV, as of June 30, 2020, is 8.6%. Weighted average effective yield is computed by dividing (a) annualized interest income (including interest income resulting from the amortization of fees and discounts) by (b) the weighted average cost of investments.
- (4) Measured at origination based on WHF's underwriting leverage. Does not include investments in STRS JV.
- (5) Does not include the Company's investments in STRS JV.



## Summary of Quarterly Results

- Total investments at fair value decreased to \$547.4 million in Q2 2020 as compared to \$557.1 million in Q1 2020.
  - The Company made investments in three new portfolio companies for gross deployments of \$33.6 million as well as funded three add-on investment for \$5.8 million.
  - The Company transferred four investments to the STRS JV totaling \$36.6 million and had additional principal repayments of \$36.9 million including \$0.3 million net repayments on revolvers, resulting in net repayments of \$28.4M when taken with deployments.
  - The weighted average effective yield on income producing investments at the end of Q2 2020 was approximately 9.6% as compared to approximately 9.9% at the end of the prior quarter.
- Q2 net investment income ("NII") was \$5.2 million, or \$0.255 per share, which compares to Q1 NII of \$6.1 million, or \$0.297 per share.
- As no adjustments were required in Q2, Q2 Core NII(1) equaled Q2 NII at \$5.2 million, or \$0.255 per share, compared with the quarterly distribution of \$0.355 per share. This compares with Q1 Core NII of \$5.5 million, or \$0.267 per share.
- Net unrealized gains on investments for Q2 2020 were \$17.8 million and were primarily driven by fair value increases on our investments in AG Kings Holdings Inc. and Vero Parent, Inc.
- NAV per share at the end of Q2 2020 was \$14.61 per share compared to \$13.86 per share reported at the end of Q1 2020.
- Gross leverage levels decreased during the quarter to 0.86x from 1.04x at the end of Q1 2020. Cash on-hand at the end of Q2 2020 was \$20.9 million resulting in net leverage of 0.79x as compared to 0.94x at the end of Q1 2020.
- As of June 30, 2020, STRS JV had total assets of \$165.0 million. At June 30, 2020, STRS JV had a weighted average unlevered effective yield on its portfolio of 7.9%; the Company expects its investments in STRS JV, once fully ramped, to yield 12·15% on the Company's invested capital in STRS JV.
- (1) Core net investment income is a non-GAAP financial measure. Refer to next slide for components and discussion of core net investment income. Additional information on core net investment income and a reconciliation of core net investment income to its most directly comparable GAAP financial measure, net investment income, can also be found by accessing the earnings releases posted to the Company's website at http://www.whitehorsefinance.com.

# Fiscal Quarter Highlights



## **Quarterly Operating Highlights**

Unaudited Quarterly Financials		Q1 19	Q2 19	Q3 19	Q4 19	Q1 20	Q2 20
(USD in MM, expect per share data)							
Total Investment Income (1)	\$	15.9	\$ 16.0	\$ 17.8	\$ 17.4	\$ 14.5	\$ 13.8
Expenses							
Interest Expenses		3.1	3.2	3.5	3.7	3.7	3.2
Base Management Fees (2)		2.4	2.6	2.8	3.1	3.1	2.9
Performance-based Incentive Fees		1.8	2.1	1.7	2.2	0.4	1.3
Other Expenses		1.1	0.9	1.1	0.7	1.2	1.2
Total Expenses		8.3	8.8	9.1	9.7	8.4	8.6
Net Investment Income	\$	7.6	\$ 7.2	\$ 8.7	\$ 7.7	\$ 6.1	\$ 5.2
Net Realized and Unrealized Gain / (Loss)	_	(0.6)	1.0	 (1.8)	 1.1	 (27.1)	 17.6
Net Increase in Net Assets from Operations	\$	7.0	\$ 8.2	\$ 6.9	\$ 8.8	\$ (21.0)	\$ 22.8
Per Share							
Net Investment Income (NII)	\$	0.37	\$ 0.35	\$ 0.42	\$ 0.37	\$ 0.30	\$ 0.26
Core NII (3)	\$	0.37	\$ 0.36	\$ 0.40	\$ 0.39	\$ 0.27	\$ 0.26
Net Realized and Unrealized Gain / (Loss)	\$	(0.03)	\$ 0.06	\$ (0.08)	\$ 0.05	\$ (1.31)	\$ 0.85
Earnings	\$	0.34	\$ 0.41	\$ 0.34	\$ 0.42	\$ (1.01)	\$ 1.11
Dividends Declared	\$	0.355	\$ 0.355	\$ 0.355	\$ 0.355	\$ 0.355	\$ 0.355
Core NII Dividend Coverage		103%	102%	114%	108%	75%	72%

Note: Numbers may not foot due to rounding.

WHITEHORSE

<sup>(1)</sup> Total investment income includes investment income (e.g., interest and dividends) from investments in STRS JV.

<sup>(2)</sup> Net of fee waivers, if any.

<sup>(3)</sup> Core net investment income is a non-GAAP financial measure. The Company's financial performance excluding (i) the net impact of costs associated with the refinancing of the Company's indebtedness, (ii) the accrual of the capital gains incentive fee attributable to realized and unrealized gains and losses, and (iii) certain excise or other income taxes (net of incentive fees). The presentation of this additional information is not meant to be considered in isolation or as a substitute for financial results prepared in accordance with GAAP. Additional information on core net investment income and a reconciliation of core net investment income to its most directly comparable GAAP financial measure, net investment income, can be found by accessing the earnings releases posted to the Company's website at <a href="http://www.whitehorsefinance.com">https://www.whitehorsefinance.com</a>.

# **Quarterly Balance Sheet Highlights**

Unaudited Quarterly Financials	Q1 19	Q2 19	Q3 19	Q4 19	Q1 20	Q2 20
(USD in MM, expect per share data)						
Assets						
Investments at Fair Value	\$ 468.4	\$ 534.8	\$ 527.5	\$ 589.7	\$ 557.1	\$ 547.4
Cash and Equivalents (1)	36.9	50.4	22.2	27.5	28.1	20.9
Other Assets	16.2	7.9	16.3	14.0	6.7	6.6
Total Assets	\$ 521.5	\$ 593.1	\$ 566.0	\$ 631.2	\$ 591.9	\$ 574.9
<u>Liabilities</u>						
Debt (net of issuance costs)	176.2	245.8	232.0	298.9	291.1	252.7
Other Liabilities	 30.3	 31.4	 18.6	 19.3	 16.1	 22.0
Total Liabilities	\$ 206.5	\$ 277.2	\$ 250.5	\$ 318.3	\$ 307.2	\$ 274.7
Total Net Assets	\$ 315.0	\$ 315.9	\$ 315.5	\$ 313.0	\$ 284.7	\$ 300.2
Total Liabilities and Net Assets	\$ 521.5	\$ 593.1	\$ 566.0	\$ 631.2	\$ 591.9	\$ 574.9
Net Asset Value per Share	\$ 15.33	\$ 15.38	\$ 15.36	\$ 15.23	\$ 13.86	\$ 14.61
Leverage Ratio (2)	0.57x	0.79x	0.75x	0.97x	1.04x	0.86x
Net Leverage Ratio (3)	0.45x	0.63x	0.68x	0.88x	0.94x	0.79x
Gross Fundings <sup>(4)</sup>	49.7	76.5	81.6	155.4	27.6	39.3
Exits and Repayments (4)	(52.3)	(12.3)	(89.1)	(95.8)	(33.6)	(67.7)
Net Fundings	\$ (2.6)	\$ 64.2	\$ (7.5)	\$ 59.6	\$ (6.0)	\$ (28.4)

Note: Numbers may not foot due to rounding



<sup>(1)</sup> Includes Restricted Cash

<sup>(2)</sup> Calculated as Total Gross Debt Outstanding divided by Total Net Assets

<sup>(3)</sup> Net Leverage Ratio is defined as debt outstanding less cash, divided by total net assets

<sup>(4)</sup> Fundings, exits and repayments may include cash flows on revolver investments as well as non-cash transactions (e.g., PIK, equity issuances).

## Portfolio Highlights

(\$ in MM, except per share data)

Portfolio Investment	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020
Total Fair Value of Investments	\$ 468.4 \$	534.8 \$	527.5 \$	589.7 \$	557.1 \$	547.4
Number of Portfolio Investments	56	67	65	66	65	68
Number of Portfolio Companies	41	47	48	51	52	53
Average Investment Size <sup>(1)</sup>	\$ 8.4 \$	8.0 \$	8.0 \$	8.7 \$	8.2 \$	7.6
Average Debt Investment Size <sup>(1)</sup>	\$ 9.5 \$	8.8 \$	9.2 \$	10.0 \$	9.3 \$	8.8
Fair Value as a Percentage of Principal <sup>(2)</sup>	96.8%	96.9%	96.7%	95.6%	92.2%	92.0%
Total Portfolio Effective Yield (3)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020
Weighted average effective yield on income-producing debt investments	11.7%	11.3%	11.1%	10.4%	9.9%	9.6%
Portfolio Composition - Floating vs. Fixed Investments (Debt Investments at Fair Value)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	04 2020	02.2020
,					Q1 2020	Q2 2020
Percentage of fixed rate investments	0.0%	0.0%	0.0%	0.0%	0.0%	0.4%
Percentage of floating rate investments	100.0%	100.0%	100.0%	100.0%	100.0%	99.6%
Portfolio Composition - Sponsor vs. Non-Sponsor (Fair Value)(1)(4)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020
Sponsor	46.1%	45.4%	46.6%	53.1%	49.4%	50.7%
Non-Sponsor	53.9%	54.6%	53.4%	46.9%	50.6%	49.3%
Total Portfolio Composition by Instrument Type (Fair Value)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020
First lien secured loans	80.0%	84.7%	79.7%	81.0%	80.4%	82.9%
Second lien secured loans	17.2%	12.3%	12.4%	10.5%	9.7%	5.5%
STRS JV			4.6%	5.6%	7.6%	8.9%
Equity	2.9%	3.0%	3.2%	2.8%	2.4%	2.7%
Investments on Non-Accrual Status (Debt Investments)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020
Fair Value of Investments on Non-accrual Status	\$ 0.1 \$	21.3 \$	8.5 \$	7.7 \$	20.7 \$	39.0
Cost of Investments on Non-accrual Status	\$ 1.0 \$	28.8 \$	13.9 \$	13.9 \$	31.6 \$	38.8
% of Investments on Non-accrual Status (Based on Fair Value of Debt Investments) (5)	0.0%	4.1%	1.7%	1.4%	3.9%	7.4%
% of Investments on Non-accrual Status (Based on Cost of Debt Investments) (5)	0.2%	5.5%	2.7%	2.4%	5.5%	7.2%

Note: Not a guarantee of future performance or investment pace.

Source: Company filings



<sup>(1)</sup> Does not include investments in STRS JV.

<sup>(2)</sup> Calculated based on funded principal amounts of debt investments.

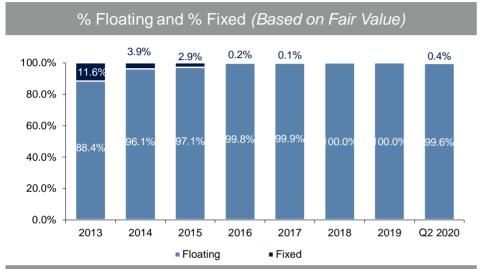
<sup>(3)</sup> Weighted average effective yield is computed by dividing (a) annualized interest income (including interest income resulting from the amortization of fees and discounts) by (b) the weighted average cost of investments. Weighted average effective yield for entire portfolio, including equities and STRS JV, as of the end of Q1 2019, Q2 2019, Q3 2019, Q4 2019,Q1 2020 and Q2 2020 were 11.6%, 10.7%, 10.5%, 9.9%, 9.1% and 8.6% respectively.

<sup>(4)</sup> In Q1 2020, BW Gas & Convenience Holdings, LLC was changed from Sponsor to Non-Sponsor classification for all periods reported.

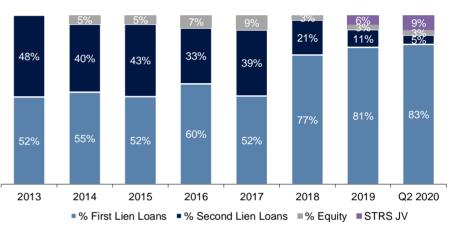
<sup>(5)</sup> Includes STRS JV Subordinated Note.

### Portfolio Trends

### Historical Portfolio Trends

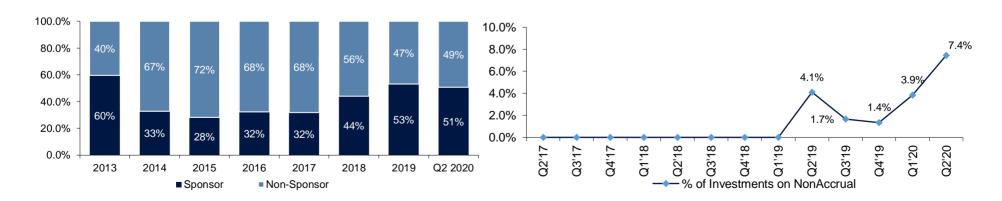


% Instrument Type (Based on Fair Value)



% Sponsored / Non-Sponsored (Based on Fair Value)

% Non Accruals (Based on Fair Value of Debt Investments)(1)



Note: As of end of each year/quarter presented, unless otherwise noted; percentages may not add up to 100% due to rounding. Not a guarantee of future performance or investment pace.

(1) Except as otherwise indicated, non-zero values <0.05%.Based on fair value of debt investments, including STRS JV Subordinated Note.



## **Borrower and Industry Diversity**

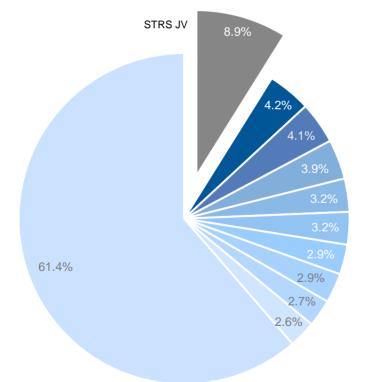
### Composition by Borrower (Based on Fair Value)

#### STRS JV

Other

- Source Code Midco, LLC
- Potpourri Group, Inc.
- Vero Parent, Inc.
- Atlas Intermediate Holdings LLC

- Future Payment Technologies, L.P.
- AG Kings Holdings Inc.
- Golden Pear Funding Assetco, LLC
- Team Car Care Holdings, LLC (Heartland Auto)
- ALM Media, LLC

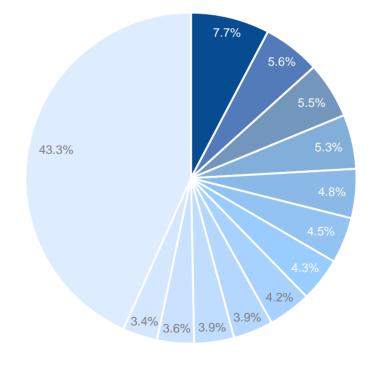


#### 100% of WHF loans are senior secured

### Composition by Industry<sup>(1)</sup> (Based on Fair Value)

- Specialized Finance
- Research & Consulting Services
- Automotive Retail
- Food Retail
- Investment Banking & Brokerage
- Internet & Direct Marketing Retail
- Other

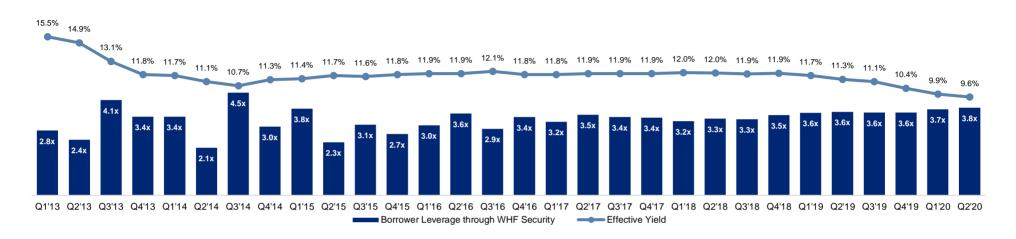
- Data Processing & Outsourced Services
- Health Care Services
- Technology Hardware, Storage & Peripherals
- Leisure Facilities
- Advertising
- Diversified Support Services

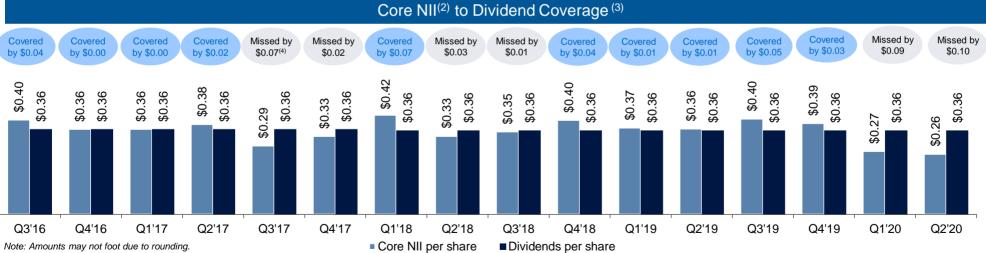




## Effective Yield & Dividend Coverage

#### Debt Portfolio Effective Yield and Borrower Leverage<sup>(1)</sup> From IPO to June 30, 2020





Portfolio leverage is based on investment leverage at inception

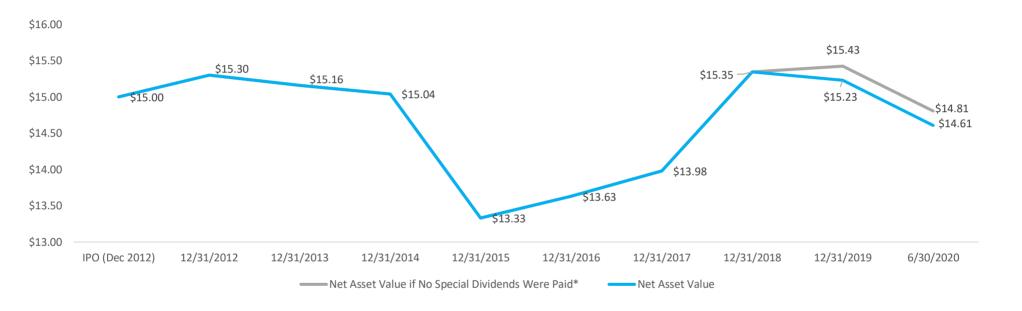
<sup>(2)</sup> Core net investment income is a non-GAAP financial measure. The Company believes that core net investment income provides useful information to investors and management because it reflects the Company's financial performance excluding (i) the net impact of costs associated with the refinancing of the Company's indebtedness, (ii) the accrual of the capital gains incentive fee attributable to realized and unrealized gains and losses, and (iii) certain excise or other income taxes (net of incentive fees). The presentation of this additional information is not meant to be considered in isolation or as a substitute for financial results prepared in accordance with GAAP. The presentation of this additional information is not meant to be considered in isolation or as a substitute for financial results prepared in accordance with GAAP. Additional information on core net investment income and a reconciliation of core net investment income to its most directly comparable GAAP financial measure, net investment income, can be found by accessing the earnings releases posted to the Company's website at http://www.whitehorsefinance.com

Does not include special dividends.

<sup>(4)</sup> WHF's dividend coverage was impacted in 3Q 2017 by the timing of deployment of the equity issuance of ~\$31mm in June 2017 Source: Company filings

## **Net Asset Value Trends**

#### **Net Asset Value Per Share**



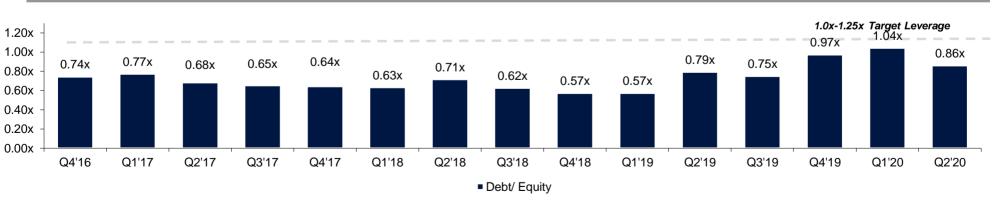
\*As a supplement to GAAP financial measures, the Company has provided this non-GAAP measure. The Company believes that this non-GAAP financial measure is useful as it highlights the changes in NAV per share of common stock for each quarter excluding the impact of special dividends that were paid and shows the proforma to the Company's NAV per share after payment of regular distributions.

## **Funding Profile**

### Current Debt Outstanding (as of June 30, 2020)

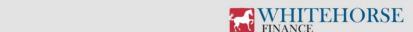
(\$ in MM)	Commitment	Outstanding <sup>(1)</sup>	Weighted Average Interest Rate	Maturity	Additional Information
Revolving Credit Facility	\$250.0 (\$100 Accordion Feature)	\$192.2	L+2.50% payable quarterly	2024	
Private Notes	\$30.0	\$30.0	6.00% payable semi-annually; unsecured	2023	
Senior Notes	\$35.0	\$35.0	6.50% payable quarterly; unsecured	2025	NASDAQ: WHFBZ
Total Debt	\$315.0	\$257.2			
Total Shareholders' Equity/Net Assets	\$30	0.2	NA		

### **Gross Debt to Equity**<sup>(2)</sup>





<sup>(1)</sup> As of June 30, 2020 WHF had \$4.5MM of deferred debt issuance costs



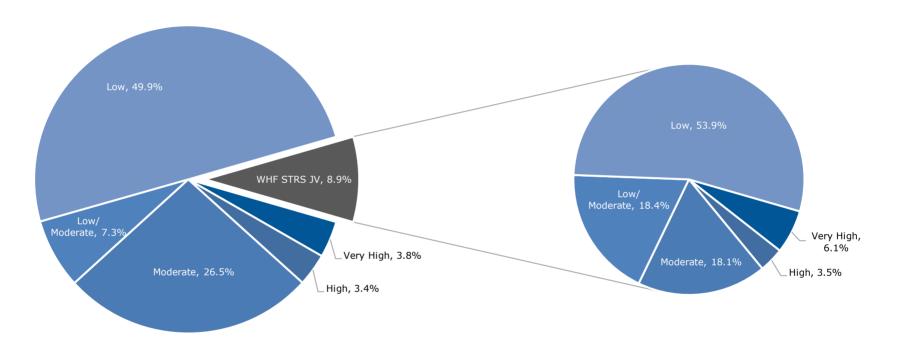
<sup>(2)</sup> Gross leverage excluding cash

# Appendix

## COVID-19 Portfolio Exposure 2Q20

### WhiteHorse Finance, Inc.

### STRS JV



	Fair	
WHF	Value	% of FV
Very High	\$20.9	3.8%
High	18.7	3.4
Moderate	145.3	26.5
Low/Moderate	40.2	7.3
Low	273.4	49.9
STRS JV	48.9	8.9
Total	\$547.4	100.0%

STRS JV	Fair Value	% of FV
Very High	\$9.8	6.1%
High	5.6	3.5
Moderate	29.2	18.1
Low/Moderate	29.7	18.4
Low	86.6	53.9
Total	\$160.8	100.0%

Note: Fair values are as of June 30, 2020 and may not foot due to rounding; percentages may not add up to 100% due to rounding.

- (1) Categories of Very High, High, Moderate, Low/Moderate and Low can and will change over time as more data becomes available. These categorizations are based on estimates and current information available as August 5, 2020 and are subject to change without notice.
- 2) Within any given category, there is variation in the amount of exposure. For example, not all Lows or Moderates are the same.
- Low/Moderate category is used for portfolio companies where impact so far has been low, but it is believed that this might rise to moderate over time.



## Regional Direct Origination Footprint

### Origination Footprint (June 30, 2020)

- Scope of H.I.G. WhiteHorse market coverage results in consistent investment activity levels regardless of market conditions
- Dedicated direct lending team of over 45 investment and origination professionals
- Regional footprint with 20 dedicated direct lending originators in 12 North American offices
- Global platform of approximately 425 investment professionals across 18 offices in 9 countries and 3 continents
- Additional 25 generalist business development professionals dedicated to sourcing proprietary opportunities in the lower to middle market





## Origination Pipeline Funnel<sup>(1)</sup>

### Three tier sourcing platform, generating meaningful investable opportunities for WhiteHorse Finance

Over 45 WhiteHorse deal professionals dedicated to sourcing and underwriting for WHF



25 person business development team seeks opportunities from H.I.G.'s proprietary database of over 21,000 contacts (telephonic salesforce)



Deals being sourced by more than 425 Investment Professionals across H.I.G.'s platform

Typical Underwriting Process: 3-6 months	Total	% of Sourced
Opportunities Reviewed	5,788	100.0%
Initial Due Diligence	1,529	26.4%
Term Sheets Delivered Closed	378	6.5%
Transactions	106	1.8%

- With access to H.I.G. Capital's extensive sourcing network, the Company is able to capitalize on attractive self-originated lower middle market transactions as compared to the broadly syndicated market
- Directly originated loans to lower middle market companies typically generate more attractive risk-adjusted returns relative to larger, broadly syndicated credits



# Corporate Data

Board of Directors	Investment Committee	Corporate Officers	Research Coverage	Corporate Counsel
John Bolduc	Sami Mnaymneh	Stuart Aronson	Tim Hayes	Dechert LLP
Chairman of the Board	Founder and Co-CEO of H.I.G. Capital	Chief Executive Officer	B. Riley FBR	New York, NY
Stuart Aronson	Anthony Tamer	Marco Collazos	George Bahamondes	Corporate Headquarters
Director	Founder and Co-CEO of H.I.G. Capital	Chief Compliance Officer	Deutsche Bank	1450 Brickell Avenue
				31st Floor
Jay Carvell	Stuart Aronson	Joyson Thomas	Richard Shane	Miami, FL 33131
Director	Chief Executive Officer and Director	Chief Financial Officer	J.P. Morgan	
				Transfer Agent
Kevin F. Burke	Mark Bernier		Mickey Schleien	American Stock Transfer &
Independent Director	Managing Director of WhiteHorse Capital		Ladenburg Thalmann & Co. Inc.	Trust Company, LLC
				New York, NY
Rick P. Frier	John Bolduc		Bryce Rowe	
Independent Director	Chairman of the Board, Executive Managing		National Securities	<b>Investor Relations Contact</b>
	Director of H.I.G. Capital			1450 Brickell Avenue
Rick D. Puckett			Chris Kotowski	31st Floor
Independent Director	Jay Carvell		Oppenheimer & Co.	Attention: Investor Relations
	Managing Director of WhiteHorse Capital			Miami, FL 33131
G. Stacy Smith			Robert Dodd	(305) 381-6999
Independent Director	Javier Casillas		Raymond James	
	Managing Director of WhiteHorse Capital			Independent Registered
				Public Accounting Firm
	Pankaj Gupta			Crowe LLP
	Managing Director of WhiteHorse Capital			New York, NY
	David Indelicato			<b>Equity Securities Listing</b>
	Managing Director of WhiteHorse Capital			NASDAQ: WHF
	Brian Schwartz			Please visit our website at:
	Co-President of H.I.G. Capital			www.whitehorsefinance.com
	John Yeager			



Managing Director of WhiteHorse Capital