April 2022



INVESTMENT PARTNERS





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HPS Overview





Private Credit Public Credit

Source: HPS. AUM as of February 1, 2022, Employees as of January 31, 2022. Totals may not tie due to rounding. **PAST PERFORMANCE IS NOT NECESSARILY INDICATIVE OF FUTURE RESULTS.** ¹AUM of private credit funds, related managed accounts and certain other closed-ended public credit funds represent capital commitments during such funds' investment periods and, post such funds' investment period, the cost of investment or NAV (including fund-level leverage but in all cases capped at capital commitments). AUM of public credit open-ended funds and related managed accounts other than CLOs represent the latest available net asset value. AUM of CLOs and warehouses represent the par value of collateral assets and cash in the portfolio.

Platform with Breadth and Scale

Our platform spans the senior and junior debt portions of the capital structure with a focus on noninvestment grade credits. We are active in both the private and public markets.



Source: HPS. As of February 1, 2022. Figures are rounded. AUM of private credit funds, related managed accounts and certain other closed-ended public credit funds represent capital commitments during such funds' investment periods and, post such funds' investment periods, the cost of investment or NAV (including fund-level leverage but in all cases capped at capital commitments. AUM of public credit open-ended funds and related managed accounts other than CLOs represent net asset value. AUM of CLOs and warehouses represent the par value of collateral assets and cash in the portfolio. ¹Power & Renewables AUM reflects managed accounts with an investment strategy focused on energy & power investments but excludes energy investments made by HPS-managed funds. ²Strategic Investment Partners was formerly known as Mezzanine Partners. ³Asset Value was formerly known as European Asset Value ("EAVF"). ⁴Real Estate includes investments made by RECS I and RECS II (family of funds formed under a joint venture with Related) but excludes real estate investments made through other HPS funds. ⁶Multi Asset Credit includes Strata CLO business.

Market Environment

Public Markets Activity was Robust in 2021 fueled by M&A

- > Leveraged finance market had its busiest year in 2021, with record-breaking issuance in the loan and bond markets
- > Robust Public Credit pipeline should translate to a busy Q1/Q2 2022 for Private Credit



¹ Source: S&P LCD US volume, as of December 31, 2021. 2017 US Leveraged Loan issuance equated to \$650bn.

2021 Global M&A Reached New Record Highs

- Global M&A was the highest in four decades and a significant driver of the public and private credit volume growth
 - Deals worth more than \$5.8tr announced, up 64% from prior year and the fastest pace of growth since the mid-1990s, of which the US accounted for nearly 50%¹
 - Deal values were ~54% higher than pre-pandemic 2019 levels¹
- Significant driver of M&A volumes was Sponsor-Led activity
 - > Accounted for over $\sim 36\%$ of global M&A volumes²
 - 2021 sponsor related M&A activity was up 2x year-overyear²

Financial Sponsor-Led M&A Volume (\$ in billions)²



Despite rising Purchase Price Multiples, Debt Levels have remained relatively flat while Equity Contribution has increased meaningfully





Purchase Price Multiple for Large Corp LBOs



Equity Contribution for Large Corp LBOs

Meanwhile Private Credit continues its growth, nearing the size of LL and HY



Relative Credit Market Sizes:



Private Credit market has further cemented its position as a distinct and scalable asset class.

>

At over \$1.1 trillion, Private Credit is quickly approaching the size of the Leveraged Loan and High Yield markets.

¹ Source: Preqin, Assets Under Management data as of June 30, 2021. ² Market size of the global USD leveraged loan market. Source: J.P. Morgan Credit Strategy Research Team, data as of June 30, 2021. ³ Market size of the global USD high yield market. Source: J.P. Morgan Credit Strategy Research Team, data as of June 30, 2021. ⁴ 2022 Preqin Global Private Debt Report.

Market Volatility Drives Issuers Towards Private Capital Solutions <u>HPS</u>

- Since 2009, there have been 17 periods of volatility during which new high yield issuance significantly decreased¹
- During these periods, HPS has historically been able to provide capital solutions to issuers who otherwise would have had few alternatives as liquidity seizes
- HPS aims to deploy capital across market cycles and can opportunistically increase its investment pace during periods of volatility



As of December 2021. ¹Source: Credit Suisse, S&P. Cycles of yields widening, as indicated by the grey boxes, are defined as more than 50 bps basis points movement followed by subsequent tightening to their original levels in compressed timeframes.

Why Do Issuers Choose Private Credit?

private financings for a more

tailored solution

HPS



Scaled capital financing requirements

With the growth of private credit as a \$1 trillion+ asset class,¹ issuers no longer sacrifice scale when seeking out private solutions

Ability to commit capital for future growth

Within a private credit solution, many issuers are able to rely upon their incumbent investors to iteratively access financing solutions to support ongoing growth initiatives

Complexity in credit or business story

Preference to partner with sophisticated investors who have the ability to construct flexible structures unique to each situation

Scale Matters: Growth of Megatranche Loans in Direct Lending

- Speed and certainty of execution can be just as compelling as pricing and leverage >
- Provides control over the investor group and an alternative financing solution to issuers who are ratings sensitive >
- Companies seeking megatranche loans are larger/more defensible than standard mid-market LBO candidates, but > often have nearly identical loan pricing
- Nearly 40% of the megatranche loans priced in 2021 were at or greater than \$2bn¹, meaningfully raising the ceiling > on the size of financings that the private markets can get done



Regulatory Environment Continues to Enhance Opportunity

Increased regulation has limited banks' ability to underwrite longer-dated, non-investment grade debt



As regulations have tightened, many issuers have and will continue to look to non-bank providers such as HPS for private capital solutions

Source: PitchBook, Shifts in Private Debt since the Great Recession, September 2019, JP Morgan Insights, 10 Years After the Financial Crisis. Commentary represents HPS's subjective opinions and views as of the date hereof and is subject to change depending on market environment.

HPS Approach





US & European High Yield and Leveraged Loan New Issuance¹



of 2021 high yield and leveraged loan issuance was from non-sponsor backed companies despite private equity dry powder at all time highs



Advantages

- Better Economics
- Tighter covenant packages and strong documentation
- Deeper understanding of the underlying companies
- Better access to management and information rights

Requirements

- Large sourcing platform capable of sourcing and maintaining relationships directly with companies, management teams, advisors and intermediaries
- Ability to perform extensive diligence and complete ongoing monitoring
- Ability to own the tranche or be investor of record

Target Company Selection

- Business models with significant recurring revenue streams
- Businesses with lower capex requirements
- High free cash flow generation
- Limited exposure to energy / retail / consumer discretionary
- Models stress-tested against Global Financial Crisis and COVID-19 downside scenarios

The HPS Approach to Direct Lending

	Trade-off	Benefits	Considerations
Borrower	Non-sponsor focused -v- Sponsor focused	 ✓ Diversified deal flow ✓ Less competition ✓ Better covenants / structures 	 Resource intensive Longer lead-times for deals Requires robust workout capability
Company Size	Large (\$75-350m+ EBITDA) -v- Small (<\$50m EBITDA)	 ✓ "Reason to Exist" provides downside protection over a cycle ✓ More diversified business models 	 Competition from syndicated markets at upper end of size range Borrowers are more likely to grow out of the private market (implicit refinancing risk)
Investment Size	Large (\$150-350m+ hold size) -v- Small (<\$100m hold size)	 Majority or sole lender; ability to act alone Driving role in sourcing / documentation process "One-stop-shop" certainty for capital solutions 	– Investment pace uneven
Strategy	Global -v- Geography specific	 Ability to choose attractive risk adjusted return opportunities across larger opportunity set Broader sourcing network Global diversification 	 Requires ability to judge relative value across jurisdiction Greater integration and management of business required Currency hedging costs

Key considerations are not exhaustive. The strategies described may not be suitable for all investors. Represents HPS's subjective views and is subject to change based on market conditions.

	Approach	Benefits
Strategy	Global 🗸 -v- Geography specific	 Seeks attractive risk adjusted returns across a larger opportunity set Broader sourcing network Global diversification
Sourcing	Diversified 🗸 -v- Sponsor focused	 Diversified deal flow across cycles (sponsor and corporate transactions) Access to "special situations" and other proprietary opportunities Better covenants / structures Less competition
Company Size	Large (\$150M – \$500M+ EBITDA)√ -v- Small / Mid (<\$150M EBITDA)	 "Reason to Exist" provides downside protection over a cycle More experienced management teams More diversified business models Less competition
Tranche Size	Large (\$200M – \$1.0B+) ✓ -v- Small (<\$200M)	 "One-stop-shop" certainty for capital solutions Majority or sole investor in the tranche; ability to act alone Driving role in diligence/ documentation process

Key considerations are not exhaustive. The strategies described may not be suitable for all investors. The information is not intended to provide and should not be relied on for legal, accounting or tax advice.



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General/Loss of capital. An investment in the Fund involves a high degree of risk. There can be no assurance that the Fund's return objectives will be realized and investors in the Fund could lose up to the full amount of their invested capital. The Fund's fees and expenses may offset the Fund's trading profits. Limited liquidity. An investment in the Fund provides limited liquidity since withdrawal rights are limited and interests are not freely transferable or redeemable. There is no secondary market for the interests in the Fund and none is expected to develop. Dependence on manager. The fund manager has total trading authority over the Fund. The use of a single advisor could result in lack of diversification and consequently, higher risk. Decisions made by the fund manager may cause the Fund to incur losses or

to miss profit opportunities on which it would otherwise have capitalized. Volatility. Investment techniques used may include the use of leverage and derivative instruments such as futures, options and short sales, which amplify the possibilities for both profits and losses and may add volatility to the Fund's performance. Potential conflicts of interest. The payment of a performance based fee to the fund manager may create an incentive for the fund manager to cause the Fund to make riskier or more speculative investments than it would in the absence of such incentive. Valuation. Because of overall size or concentration in particular markets of positions held by the Fund or other reasons, the value at which its investments can be liquidated may differ, sometimes significantly, from the interim valuations arrived at by the Fund. Non-U.S. securities. The Fund will invest in foreign securities, which may include exposure to currency fluctuation, reduced access to reliable information, less stringent accounting standards, illiquidity of securities and markets, higher commissions and fees and local economic or political instability. Absence of **regulatory oversight.** The Fund will not register as an investment company under the U.S. Investment Company Act of 1940 or similar laws or regulations. Accordingly, the provisions of such laws and regulations will not be applicable.

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