# VPC Specialty Lending Investments PLC COVID-19 Update - March 2020



# **VICTORY PARK**

CAPITAL

### Legal Disclaimers and Cautionary Disclosure

VICTORY PARK

This is a confidential presentation (this "Presentation") relating to VPC Specialty Lending Investments PLC (the "Company" or "VSL"). For the purposes herein, Victory Park Capital Advisors, LLC shall be referred to as "VPC." Prior credit opportunities, specialty finance, specialty lending and other similar strategy private funds managed by VPC shall collectively be referred to herein as the "VPC Funds."

This Presentation is for information purposes only. This Presentation is not intended to be relied upon as the basis for an investment decision, and is not, and should not be assumed to be, complete. The contents herein are not to be construed as legal, business, or tax advice, and each prospective investor should consult its own attorney, business advisor, and tax advice. This Presentation includes track record information regarding certain investments made by the Company. Such information is not necessarily comprehensive and potential investors should not consider such information to be indicative of the possible future performance of the Company. In considering any performance information contained herein, prospective investors should bear in mind that past or projected performance is not indicative of future results, and there can be no assurance that the Company and/or the VPC Funds will achieve comparable results or that target returns, if any, will be met or losses avoided.

Any investment in the Company is subject to various risks, none of which are outlined herein. A description of certain risks involved with an investment in the Company will be found in the applicable prospectus and such risks should be carefully considered by prospective investors before they make any investment decision. This Presentation does not constitute an offer to buy, any shares in the Company in any state or jurisdiction. The Company reserves the right to modify any of the terms of the shares described herein. Recipients of this Presentation agree that neither the Company, VPC nor any of their respective affiliates, partners, members, employees, officers, directors, agents, and representatives have made any representation or warranty, express or implied, as to the (a) accuracy or completeness of the information contained herein or (b) the opinions contained herein, and such persons shall have no liability for any misstatement or omission of fact or any opinion expressed herein.

Certain economic and market information contained herein has been obtained from published sources prepared by third parties and while such sources are believed to be reliable, neither the Company nor VPC nor any of their respective affiliates or employees has independently verified such information nor assumes any responsibility for the accuracy or completeness of such information. Except where otherwise indicated herein, statements in this Presentation are made as at the date hereof, and neither the delivery of this Presentation are nay sale of the shares described herein shall under any circumstances create an implication that the information contained herein is based on information and estimates made by VPC. Certain information contained in this Presentation constitutes "forward-looking statements" that can be identified by the use of forward-looking terminology such as "may," "will," "should," should be not estimates in this Presentation, including estimates of returns or performance, are "forward-looking statements" and are based upon certain assumptions that may change. Due to various risks and uncertainties, actual events or results or the actual performance of the Company may differ materially from those reflected or contemplated in such forward-looking statements. Prospective investors in the Company should not rely on these forward-looking statements in deciding whether to invest in the Company. There is no obligation assumed hereunder to update potential investors with regard to the outcome of forward looking statements. The IRRs presented on a "gross" basis do not reflect any management fees, carried interest, taxes and allocable expenses. In addition, certain information contained in this Presentation is still in draft form. In particular, it should be noted that the financial information contained herein has not been audited.

Any projections/estimates/statements regarding the number, size, structure or type of investments that the Company or other VPC Funds may make (or similar statements/estimates) are based only on VPC's intent/outlook as at the date of such statements and are subject to change due to market conditions and/or other factors. Any description of the Company's or any VPC Fund's investment strategy herein is describing such fund's primary investment focus, and certain investments outside of such primary investment focus may be made.

This Presentation and the information contained herein consists of confidential proprietary information and is the sole property of VPC. This Presentation is not intended for any general distribution or publication and is strictly confidential. Each recipient further agrees that it will (a) not copy, reproduce, or distribute this Presentation, in whole or in part, to any person or party (including any employee of the recipient other than an employee directly involved in evaluating an investment in the Company) without the prior written consent of VPC; (b) keep permanently confidential all information contained herein that is not already public; (c) use this Presentation solely for the purpose of evaluating a potential purchase of an interest in the Company; and (d) return this Presentation to VPC upon its request.

Except as otherwise provided in a written agreement between the recipient of this Presentation and VPC or its affiliates, if the recipient receives a request under any applicable public disclosure law to provide, copy or allow inspection of this Presentation or other information regarding or otherwise relating to VPC, the Company or any of their respective affiliates, the recipient agrees to (a) provide prompt notice of the request to VPC, (b) assert all applicable exemptions available under law and (c) cooperate with VPC and its affiliates to seek to prevent disclosure or to obtain a protective order or other assurance that the information regarding or otherwise relating to VPC, the Company or any of their respective affiliates will be accorded confidential treatment.

This Presentation and any related materials do not constitute an offer or invitation to subscribe for or purchase any securities and nothing contained herein shall form the basis of any contract or commitment whatsoever. Any decision to purchase shares in the Company in the context of a proposed offering, life any, should be made on the basis of information contained in the prospectus published in relation to such an offering. Neither this Presentation nor any related materials nor any copy thereof may be taken or transmitted or distributed, directly or indirectly, into the United States, other than to "qualified institutional buyers" (as defined in Rule 144A under the U.S. Securities Act of 1933, as amended (the "Investment Company Act"). Shares in the Company have not been and will not be registered under the Securities laws of any state of the United States.

Accordingly, the shares in the Company may not be offered, pledged, sold, resold, granted, delivered, allotted or otherwise transferred, as applicable, in the United States, except only in transactions that are exempt from, or in transactions not subject to, registration under the Securities Act and in compliance with any applicable state securities laws. There is currently no public market in the United States for the Company's shares and none is expected to develop in the foreseeable future. As a result, prospective investors in the United States should be aware that they may be required to bear the financial risks of an investment in the shares for an indefinite period of time. Additionally, prospective investors should be aware that the Company is not registered, and does not intend to register, under the Investment Company Act.

This Presentation has not been approved by an authorised person in accordance with Section 21 of the Financial Services and Markets Act 2000, as amended, and therefore it is being delivered for information purposes only to persons and companies who are persons who have professional experience in matters relating to investments and who fall within the category of person set out in Article 19 of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "Order") or are high net worth companies within the meaning set out in Article 49 of the Order or are otherwise permitted to receive it. Any other person who receives this Presentation should not rely or act upon it. By accepting this Presentation and not immediately returning it, the recipient represents, warrants and undertakes that they have read and agree to comply with the contents of this disclaimer, including without limitation the obligation to keep this Presentation and its confidential, fall within the above description of persons entitled to receive the Presentation and acknowledge and agree to be bound by the foregoing limitations and restrictions. This Presentation is not to be disclosed to any other purpose.

This Presentation is not an offer to buy or sell, or a solicitation of an offer to acquire shares in the Company in any jurisdiction where to do so would breach applicable securities laws. The purpose of this Presentation is to provide summary information regarding the Company and nothing herein is to be construed as a solicitation or an offer to buy or sell any investment. The Company operates under the Companies Act 2006 and is not regulated as a collective investment scheme by the Financial Conduct Authority. Every effort is made to ensure the accuracy of the information contained herein but no assurances or warranties are given. The Company does not accept liability for any loss or damage of any kind arising from the use, in whole or in part, of this Presentation. If you are unsure whether to make an investment in the Company, you should contact a financial adviser.

The distribution of this Presentation in certain jurisdictions may be restricted by law and therefore persons into whose possession this Presentation comes should inform themselves about and observe any such restrictions. Any person who receives this Presentation in violation of such restrictions should not act upon it and should return it to VPC immediately. This Presentation is not directed to, or intended for distribution to use by any person or entity that is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction. Except as explicitly provided above, neither this Presentation nor any copy of it may be (a) taken or transmitted into Australia, Canada, Japan, the Republic of Ireland, the Republic of South Africa or the United States of America (each a "Restricted Territory"), their territories or possessions; (b) distributed to any individual outside a Restricted Territory who is a resident thereof in any such case for the purpose of offer for sale or solicitation or invitation, in any such case except in compliance with any applicable exemption. The distribution of this Presentation in or to persons subject to other jurisdictions may be restricted by law and persons into whose possession this Presentation comes should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of the relevant jurisdiction.

## **VPC Portfolio Company Response**



VPC continues to proactively work with its portfolio companies about taking prudent steps to mitigate and manage risk through the ongoing situation

#### **CORE OPERATIONS**

- Ensure critical operations (payment processing, IT systems, communications, etc.) have appropriate redundancies and remote access capabilities
- Shift personnel from servicing and originations to early-stage collections

#### **CREDIT & ORIGINATIONS**

- Restrict pre-qualified originations 'push' over the near-term
- Significantly reduce new originations
- Double down on fraud defense

#### **COLLECTIONS & CONTACT STRATEGIES**

- Targeted collection offers for affected individuals to align customer specific situations
- Continuous monitoring of different hardship segments
- Focus on early-stage collections and contacting customers as early as possible
- Strategy for working with borrowers who have been affected by the crisis which offers fair and transparent options to alleviate hardship

#### **LIQUIDITY**

- Working with companies to understand and manage liquidity needs over the coming six to nine-month horizon
- Identify levers to manage liquidity through origination volume, collections strategies and cuts to SG&A

# **VPC Portfolio Exposure**



#### VPC closely monitors its underlying portfolio data to better understand exposures and performance

- These images depict a sample of VPC's U.S. consumer exposure reporting across geographies with an emphasis on certain regions that have exhibited heightened risk<sup>1</sup>
- These analyses allow VPC and its portfolio companies to be more targeted in risk mitigation strategies and to better understand the potential impacts of various scenarios
- Generally, no material deterioration has emerged in the data to date, but VPC believes the initial impacts will begin to emerge over the next several weeks as affected borrower payments are due





