

# SBCERA Board Meeting Q2 2019





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# **Performance Overview**



# SBCERA Performance

# Performance as of March 31, 2019



|                                    | SNAPSHOT     |  | CREDIT LINE                |                |
|------------------------------------|--------------|--|----------------------------|----------------|
| SBCERA Commitments prior to 2015   | \$17,300,000 | Principal Amount Available                             | Amount Drawn               | <u>% Drawn</u> |
| SBCERA Commitment (since 1/1/15)   | 307,500,000  | \$100,000,000  | \$86,019,200               | 86.0%          |
| SBCERA Funded Equity               | 177,728,894  |  |                            |                |
| SBCERA Unfunded Equity             | 129,771,106  |  |                            |                |
|                                    |              | Investments Funded on Line                             | Percent of Funded Amount U | tilizing Line  |
| Estimated Returns                  |              | Real Estate Bridge Lending                             | 97%                        |                |
| 2019 Q1 HF Return (Levered)#       | 1.8%         | Corrum Alternative Income Fund                         | 46%                        |                |
| 2019 Q1 HF Return (Unlevered)#     | 1.5%         | Ethanol Loan   | 100%                       |                |
|                                    |              | Eleven   | 21%                        |                |
| 2019 YTD HF Return (Levered)#      | 1.8%         | Corrum Aviation Investors 2018                         | 100%                       |                |
| 2019 YTD HF Return (Unlevered)#    | 1.5%         | Corrum Capital Railcar Partners                        | 23%                        |                |
|                                    |              | Watford  | 100%                       |                |
| ITD PE IRR (Levered)##             | 9.8%         |  |                            |                |
| ITD PE IRR (Unlevered) ##          | 7.8%         | *All credit line data is as of the date this report is | s delivered                |                |
| "HF returns are net of Corrum fees |              |  |                            |                |

| PERFORMANCE (Unlevered)                  |                         |                       |               |               |                      |                                      |                         |                            |            |                                 |                              |                              |
|--|-------------------------|-----------------------|---------------|---------------|----------------------|--------------------------------------|-------------------------|----------------------------|------------|---------------------------------|------------------------------|------------------------------|
| Investment                               | Initial Investment Date | <u>Strategy</u>       | Commitment    | <u>Funded</u> | ITD<br>Cash Returned | Current<br>Market Value <sup>1</sup> | Total<br><u>Value</u> 1 | Gross<br>MOIC <sup>1</sup> | <u>DPI</u> | Gross<br>ITD IRR <sup>1,2</sup> | QTD<br>Return <sup>1,2</sup> | YTD<br>Return <sup>1,2</sup> |
| CLO Investments I*                       | February-13             | Structured Credit/CLO | \$7,000,000   | \$7,268,826   | \$9,350,725          | \$27,442                             | \$9,378,167             | 1.29x                      | 1.29x      | 8.0%                            | -4.9%                        | -4.9%                        |
| CLO Investments II* (exited)             | December-14             | CLO                   | 3,300,000     | 3,300,000     | 4,716,848            | -                                    | 4,716,848               | 1.43x                      | 1.43x      | 32.9%                           | -                            | -                            |
| ICE Global CLO 2013*                     | April-13                | CLO                   | 5,000,000     | 4,504,000     | 3,591,164            | 1,658,000                            | 5,249,164               | 1.17x                      | 0.80x      | 3.8%                            | -                            | -                            |
| Gateway Mezzanine Partners II **         | March-15                | Direct Lending        | 15,000,000    | 13,402,337    | 9,483,198            | 4,963,320                            | 14,446,518              | 1.08x                      | 0.71x      | 5.8%                            | 1.8%                         | 1.8%                         |
| PAG Asia Loan Fund II ***                | December-14             | Direct Lending        | 2,000,000     | 1,191,067     | 1,280,685            | 196,555                              | 1,477,240               | 1.24x                      | 1.08x      | 17.0%                           | 3.3%                         | 3.3%                         |
| Real Estate Bridge Lending**             | March-16                | Direct Lending        | 15,000,000    | 15,000,000    | 3,437,405            | 14,987,870                           | 18,425,275              | 1.23x                      | 0.23x      | 8.1%                            | 2.0%                         | 2.0%                         |
| CCM Aviation Parent                      | January-19              | AB Lending            | 8,500,000     | 7,437,500     | -                    | 7,505,441                            | 7,505,441               | 1.01x                      | 0.00x      | 5.8%                            | 5.8%                         | 5.8%                         |
| Corrum Capital Alternative Income Fund** | January-16              | TF & AB Lending       | 100,000,000   | 78,600,000    | -                    | 86,260,600                           | 86,260,600              | 1.10x                      | 0.00x      | 6.5%                            | 1.1%                         | 1.1%                         |
| Eleven                                   | March-18                | AB Lending            | 15,000,000    | 15,000,000    | -                    | 16,305,224                           | 16,305,224              | 1.09x                      | 0.00x      | 16.6%                           | 4.0%                         | 4.0%                         |
| Ethanol Loan                             | October-16              | AB Lending            | 5,000,000     | 5,000,000     | 1,417,032            | 4,709,856                            | 6,126,888               | 1.23x                      | 0.28x      | 9.9%                            | -0.5%                        | -0.5%                        |
| Watford****                              | December-18             | AB Lending            | 9,827,775     | 9,827,775     | -                    | 10,545,621                           | 10,545,621              | -                          | -          | 11.2%                           | 2.8%                         | 2.8%                         |
| CCM Aviation Holdings 1                  | May-16                  | Leasing               | 2,000,000     | 2,123,766     | 507,500              | 2,479,986                            | 2,987,486               | 1.41x                      | 0.24x      | 13.6%                           | 2.1%                         | 2.1%                         |
| CCM Aviation Holdings 2                  | July-16                 | Leasing               | 5,000,000     | 5,000,000     | 2,257,204            | 4,661,161                            | 6,918,365               | 1.38x                      | 0.45x      | 16.3%                           | 1.5%                         | 1.5%                         |
| Corrum Capital Aviation Investors 2018   | July-18                 | Leasing               | 50,000,000    | 12,000,000    | -                    | 12,644,032                           | 12,644,032              | 1.05x                      | 0.00x      | 8.9%                            | 1.6%                         | 1.6%                         |
| Corrum Capital Aviation Partners         | June-17                 | Leasing               | 47,125,000    | 33,458,750    | -                    | 37,819,273                           | 37,819,273              | 1.13x                      | 0.00x      | 8.7%                            | 2.6%                         | 2.6%                         |
| Corrum Railcar Partners****              | June-18                 | Leasing               | 30,000,000    | 28,500,000    | -                    | 29,185,129                           | 29,185,129              | 1.02x                      | 0.00x      | 3.6%                            | 1.6%                         | 1.6%                         |
| Foreland Co-Investment                   | May-16                  | Energy Co-Investment  | 5,000,000     | 4,935,370     | -                    | 6,619,872                            | 6,619,872               | 1.34x                      | 0.00x      | 12.0%                           | -                            | -                            |
| Open Commitment                          |                         |                       | 47,225        |               |                      |                                      |                         |                            |            |                                 |                              |                              |
| Total                                    | •                       | •                     | \$324,800,000 | \$246,549,391 | \$36,041,761         | \$240,569,382                        | \$276,611,143           | 1.12x                      | 0.15x      | 7.8%                            | 1.5%                         | 1.5%                         |

#### **Footnotes**

- \* Includes principal & coupon in cashflow and CLO's are not expected to return par
- \*\* Excludes Points
- \*\*\*Funded on PAG LOC

##PE IRR returns are gross of Corrum fees

- \*\*\*\*Includes bridge commitment of \$10 million
- \*\*\*\*\*Net of hedge

<sup>&</sup>lt;sup>2</sup> Returns are unlevered and gross of Corrum fees.



<sup>&</sup>lt;sup>1</sup> Italics represent an estimate and not final performance or values.

# Allocation Overview



#### SBCERA Investment Overview

# Portfolio as of April 30, 2019



As of April 30, 2019, Corrum Capital manages the following for SBCERA:

- Approximately \$455 million of commitments across GCO and GCO Co-Invest
- Approximately \$359 million of market value across GCO and GCO Co-Invest
- City National Bank subscription facility for the GCO Co-Invest with availability of up to \$100 million
- Weighted Average Management Fee across all Corrum funds of 0.39%

| Funds                          | Committed (\$) | NAV (\$)*   | Fee Structure   |
|--------------------------------|----------------|-------------|---|
| Global Credit                  | 125,000,000    | 118,500,000 | · Mgmt Fee 100 bps  |
|                                |                |             | · 20% rebate on other LP mgmt and incentive fees, if NAV > \$100m |
|                                |                |             | · Incentive Fees 10% over hard hurdle of 10%                      |
| Global Credit Co-Invest        | 329,800,000    | 240,569,382 | Mont For 12 has   |
| Grosur Ground Go milest        | 327,000,000    | 210,000,002 | 118mt 1 cc 12 bps   |
|                                |                |             | · Incentive Fees on investment-by-investment basis                |
|                                |                |             | · Incentive Fees 10% over hard hurdle of 10%                      |
| Corrum Alt. Income Fund        | 100,000,000    | 86,260,600  |   |
| Corrum Aviation Partners       | 47,125,000     | 37,819,273  |   |
| Corrum Aviation Partners II    | 5,000,000      | -           |   |
| Corrum Aviation Investors 2018 | 50,000,000     | 12,644,032  | · No additional manager fees on Corrum Funds                      |
| Corrum Railcar Partners        | 30,000,000     | 29,185,129  | ino additional manager rees on Corruin Funds                      |
| CCM Aviation 1                 | 2,000,000      | 2,479,986   |   |
| CCM Aviation 2                 | 5,000,000      | 4,661,161   |   |
| CCM Aviation Parent            | 8,500,000      | 7,505,441   |   |
| Corrum - Other                 | 39,875,000     | 39,838,573  | · No additional manager fees                                      |
| Non-Corrum Managers            | 42,300,000     | 20,175,187  | · Wtd Avg Mgmt Fee of 1.66%                                       |

<sup>\*</sup> NAV is based on 3/31/19 estimated values, gross of the subscription line

| Other                     | Available (\$)** | Drawn (\$) | Fee Structure                                 |
|---------------------------|------------------|------------|---|
| CNB Subscription Facility | 100,000,000      | 86,019,200 | · Interest rate of 5.00% (LIBOR+2.50%)        |
|                           |                  |            | · Corrum handles all covenants and compliance |

<sup>\*\*</sup> Available amount to draw based on lower of \$100 million or 75% of unfunded commitments



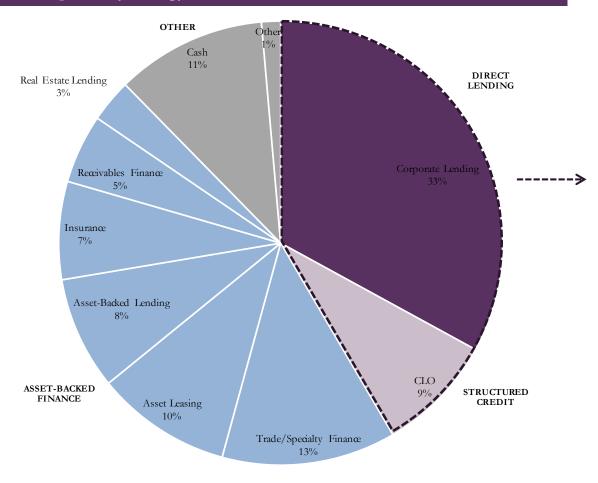
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# Global Credit Opportunities

Portfolio as of March 31, 2019



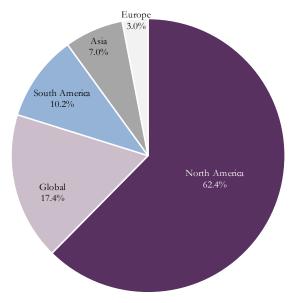
#### GCO Exposure by Strategy



#### Corporate Credit Industry Exposure

| Sector                      | % Corporate | % of Total |  |
|-----------------------------|-------------|------------|--|
| Sector                      | Credit      | GCO        |  |
| Telecom, Media, Tech        | 24.6%       | 10.2%      |  |
| Consumer                    | 20.4%       | 8.5%       |  |
| Construction, Manufacturing | 16.3%       | 6.8%       |  |
| Business/Financial Services | 9.3%        | 3.9%       |  |
| Energy                      | 7.7%        | 3.2%       |  |
| Transportation              | 6.5%        | 2.7%       |  |
| Healthcare                  | 5.5%        | 2.3%       |  |
| Other                       | 9.7%        | 4.0%       |  |
| Total                       | 100.0%      | 41.6%      |  |

#### GCO Exposure by Geography

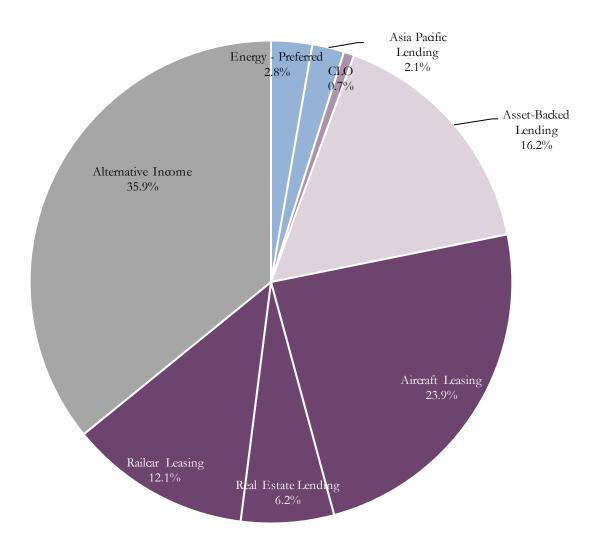


- 1) Portfolio allocation is as of March 31, 2019. Please note that the categorizations of the strategies are subject to change without notice. Cash allocation is existing cash less unfunded capital commitments.
- 2) Capital commitment structure; net asset value plus unfunded commitment amount is shown.





SBCERA NAV of \$240.6 million within the GCO Co-Investment Fund (ex. LOC) based on 3/31/19 estimated values





# Remaining SBCERA Positions in Side Pocket (Pre-CCM)

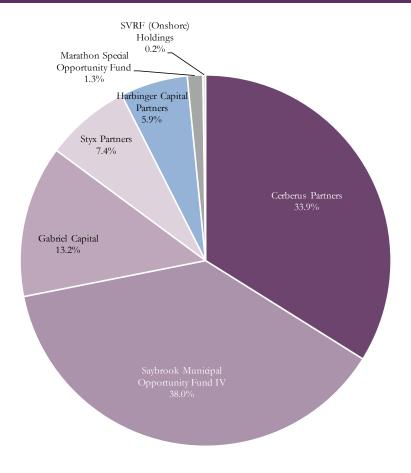
Portfolio as of March 31, 2019



We continue to progress with liquidating the legacy positions, which are holdovers from investments made by a different team at the prior firm before 2009

- The remaining side pocket portfolio represents \$6.7 million of NAV
- Over the past several years, CCM/managers have liquidated or sold the vast majority of these challenged assets at a profit
- Remaining investments are mostly real estate and private equity related which we expect to have exits in the next 24 months

#### **Remaining Side Pocket Positions**



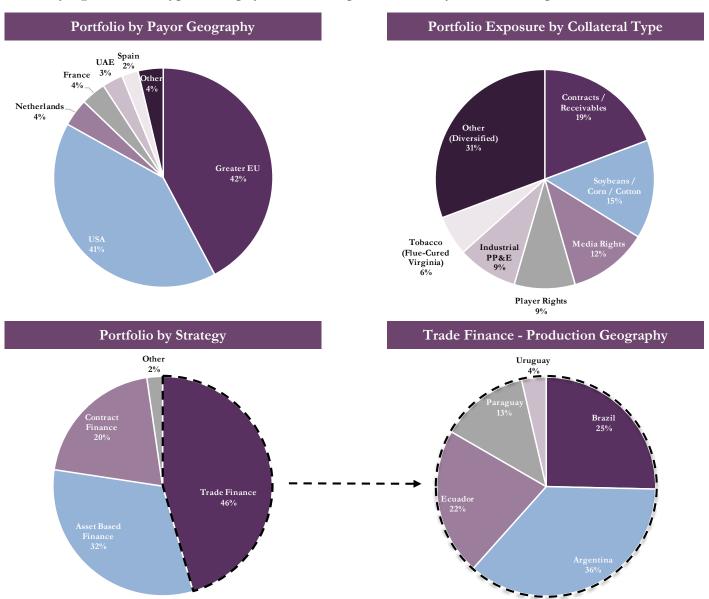


# Corrum Capital Alternative Income Fund, LP

Portfolio as of March 31, 2019



The AIF portfolio is comprised of a diversified set of collateralized loans and investments with exposure to a broad range of underlying collateral types and payors that are predominantly from developed markets



# PORTFOLIO STATISTICS\*

AS OF MARCH 31, 2019

| WAVG Gross Yield                    | 10.3%     |
|-------------------------------------|-----------|
| WAVG Duration<br>(Underlying Loans) | 16 Months |
| AVG Deal Size<br>(Underlying Loans) | \$6.2MM   |
| Number of Underlying<br>Loans       | 43        |
| Currently Outstanding               | ~\$245MM  |
| Amount Funded to Date               | ~\$487MM  |

<sup>\*</sup> Includes transactions of AIF and affiliated entities

# Corrum Capital Aviation Partners, LP

Portfolio as of May 31, 2019

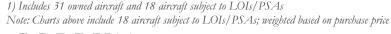


4%

5%

Corrum Capital and WCP continue to build a diversified portfolio of predominantly narrowbody aircraft on lease to airlines globally

#### Overview<sup>1</sup> Lease Expirations 11.5% 12.2% 15% Portfolio of 49 aircraft 11.9% 11.6% 10.7% 10.0% 98% on lease with 88% narrowbody exposure 9.0% 10% Weighted average age of 4.8 years and a weighted 5.4% 4.5% average remaining lease duration of 6.2 years 5% 1.7% 1.6% 0% 2020 2021 2024 2025 2026 2027 2028 2029 2030 Off ■ % of Portfolio Value by Lease Expiration Lease Aircraft Type Aircraft Age Lessee Region Lessee Exposure Airline 2 Airline : South Freighter America 10% Smallest 20 (<3% North Asia 5 - 10 48% each) America Years 34% B737 16% 0 - 5 Years Airline 4 35% Family Family 60% Europe Airline 5 Airline 11 22% 4% Airline 10 Airline 9 Airline 8 Airline 7 Airline 6





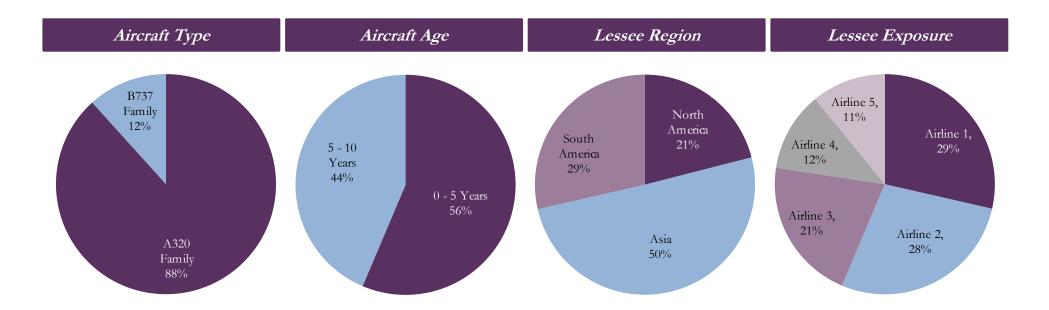
# Corrum Capital Aviation Investors 2018, LP *Portfolio as of May 31, 2019*



# Overview

- Existing Portfolio of 3 aircraft with an additional 5 aircraft under LOI
- Pro forma for the 5 aircraft under LOI, the aircraft in the Portfolio have a weighted average age of 3.7 years and a weighted average remaining lease duration of 8.4 years
- Robust pipeline of aircraft in earlier stages of diligence





Note: above charts include 5 aircraft under LOI; weighted based on underlying aircraft values

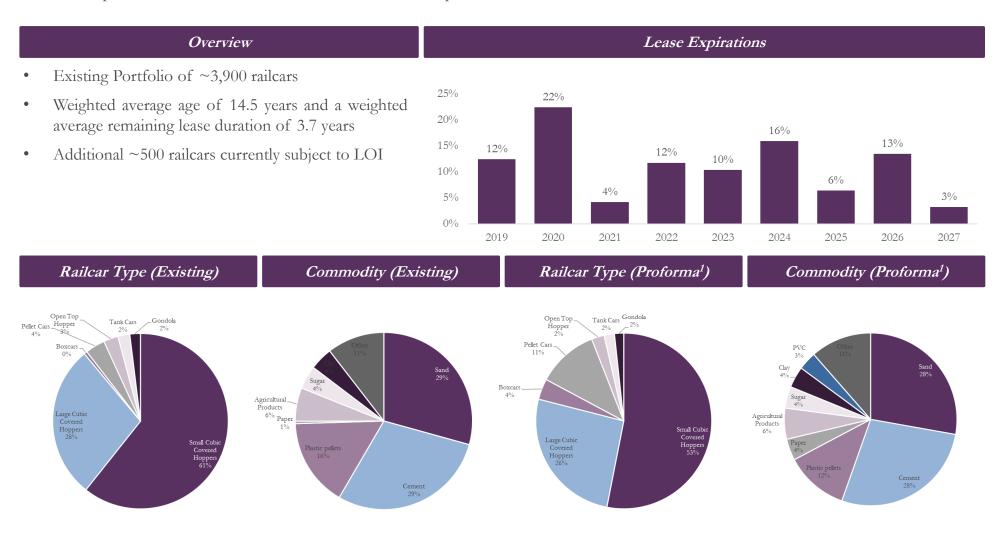


# Corrum Capital Railcar Partners, LP

# Portfolio as of May 31, 2019



Corrum Capital and RGCX continue to build a diversified portfolio of railcars



1) Includes  $\sim\!500$  railcars currently subject to LOI



# **Case Studies**



#### Investment Case Studies

### Asset Leasing



#### CASE STUDY 1: AIRCRAFT LEASING

Aircraft Type: A320-200

(narrowbody)

Transaction Size: 2 Aircraft Portfolio;

\$68,000,000

Age: 6 Years

Lessee Region: North America

(Single Lessee)

Rem. Lease Term: 12+ Years

Avg. Lease Rate (monthly): \$277,000

Annual Yield: 11.7%

Total Return: 12.6%

LTV: 60%

Date Executed: September 2018

# Timener No.

#### **Investment Overview**

CCM acquired a 2 plane portfolio as part of a sale-leaseback transaction from a North American airline for a total purchase price of \$68,000,000. CCM financed the acquisition with a warehouse loan facility of approximately 60% LTV. This transaction was underwritten to generate an 11.7% asset-level net IRR and a 2.29x net MOIC assuming an exit at the end of the current 12-year lease term. CCM projects the transaction to generate an average net cash yield of 11.7%. Key underwriting assumptions include current lease rate, maintenance forecast, and residual values. Due to the market's resiliency and standardization, CCM believes that MBA and Ascend's (leading aviation consultancies for market analytics, valuation, and technical services) residual valuation of the aircraft are the best indicator of exit values. The portfolio is leased to a Mexico based airline with a remaining lease duration of 12+ years and 6 years of age.

#### **CASE STUDY 2: RAILCAR LEASING**

Asset Type: Covered Hoppers

Transaction Size: 218 Railcars; \$8,400,000

ψ0,400,000

Age: 22 Years

Lessee Region: North America

(Multiple Lessees)

Rem. Lease Term: 2.3 Years

Avg. Lease Rate (monthly): \$494

Annual Yield: 16.0%

Total Return: 16.2%

LTV: 76%

Date Executed: July 2018



#### **Investment Overview**

CCM acquired a 218 railcar portfolio for a total purchase price of \$8.4 million. CCM financed the acquisition with a warehouse loan facility of approximately 76% LTV. This transaction was underwritten to generate a 16.2% asset-level net IRR and a 1.75x net MOIC over a 5-year holding period. CCM projects the transaction to generate an average net annual cash yield of 16.0%. Key underwriting assumptions include current lease rate, release rate, and residual values. CCM believes that due to the long life nature of the assets, a straight line depreciation to salvage value is appropriate to determine an exit value. Additionally, on a weighted average basis, CCM determined that the re-lease rates would be consistent to current lease rates. The portfolio is fully leased across five lessees with a remaining lease duration of ~2.3 years and age of ~22 years at time of acquisition. The railcars transport commodities such as sand, dry distiller grain (cattle feed), proppant, sugar, and clay.



#### Investment Case Studies

#### Trade Finance



#### **CASE STUDY 3: FROZEN SHRIMP**

Loan Type: Pre-Export Facility

Borrower Country: Ecuador

Offtaker Country: Various Global

Collateral: Frozen Shrimp

Transaction Size: \$10,000,000 (initial);

\$13,000,000 (upsize)

Tenor: 18 months

Interest Rate: L + 9.25%

Other Interest/OID: 1.00%

Currency: USD

LTV: 83.3%

Date Executed: September 2016;

May 2018





#### **Investment Overview**

CCM AIF provided a \$10 million uncommitted revolving credit facility to one of the largest fully integrated Ecuadorian shrimp companies to finance the costs related to the purchase, processing, warehousing, transportation and export of frozen shrimp. The facility was secured by: (i) accounts receivable from exports to approved offtakers (investment grade or equivalent), (ii) frozen shrimp inventory with a value of \$2 million at any given time that has not been stored in the warehouse for greater than 60 days, and (iii) land dedicated for residential and commercial development located in Samborondon, Ecuador (assigned \$0 for LTV calculation). The Facility was paid down in full in March 2018, and AIF subsequently exercised its option to re-issue the Facility at an increased balance of \$13 million in May 2018. In July 2018 the Facility was placed into CCM's initial trade finance structured credit vehicle, where it continues to perform.

#### CASE STUDY 4: TRADE FINANCE STRUCTURED CREDIT

Loan Type: Structured Credit

Borrower Country: Various South American

Offtaker Country: Various Global

Collateral: Diversified

Transaction Size: \$100,000,000

Tenor: 4 years

Yield: 10-12%

Total Return: 11-13%

LTV (Facility-Level): 60%

LTV (Loan-Level): 55-80%

Currency: USD

Date Executed: July 2018



#### **Investment Overview**

CCM committed \$100 million in capital to a Latin American Trade Financed focused entity ("NewCo") created to originate structured credit issuances backed by Latin American trade finance loans. This was accomplished through a JV structure with a specialty finance company that we have been partnering with over the last couple years. CCM designed the JV structure to highly align interests between the two parties and facilitate the creation of real, long term enterprise value. The \$100 million commitment means CCM will own 50% of the servicer and 100% of the junior tranche of the initial issuance from NewCo. The Facility will allow for better diversification within the portfolio, and eventually may allow for higher returns via cheaper senior financing in subsequent issuances.



#### Investment Case Studies

# Asset-based Lending & Specialty Finance



#### **CASE STUDY 5: ETHANOL**

Loan Type: Asset-based Lending

Borrower Country: United States

Collateral: Ethanol Plants

Transaction Size: \$22,000,000 (current)

Total Note Offering: \$55,000,000

Tenor: 36 Months

Interest Rate: L + 7.0%; 9.0%; 11.0%

Other Interest/OID: 3.0%

Currency: USD

LTV: 25-40%

Date Executed: Dec 2016;

Jun 2017;

Jul 2018





#### **Investment Overview**

In Fall 2016, CCM used its proprietary network to source a \$20 million investment in the debt of a US-based ethanol company at an attractive purchase price. The company refinanced its debt in Dec. 2016. As part of the refinance, CCM worked with the company to structure a new senior secured note, and rolled \$15 million of its original investment into the newly formed notes. Since, CCM has twice had the opportunity to acquire additional portions of the new notes at a discount to par (\$3 million in June 2017 and \$4 million in June 2018). The notes are secured by a first lien on the ethanol production capacity of three of the company's ethanol plants. The LTV is based on the forecasted production and margins. The interest rate for the first year was LIBOR + 7.0% and has increased 2.0% per year to its present level of LIBOR + 7.0%. CCM expects the company to refinance the notes prior to its 3-year maturity date.

#### CASE STUDY 6: EUROPEAN SOCCER CLUB DEBT FACILITY

Loan Type: Junior Loan Facility

Borrower Country: UK

Collateral: Player Rights, Stadium,

& Real Estate

Transaction Size: ~\$32,000,000

Tenor: Base case: 31 months

Downside case: 21 months

Interest Rate: 10.0%

Servicer Fees: 0.5%

Currency: GBP

LTV: ~40%

Date Executed: Dec 2018





#### **Investment Overview**

CCM committed ~\$32M to a major European Soccer Club playing in the top division of it's respective league. The facility is directly secured by a 2<sup>nd</sup> lien over the player contracts/rights, stadium, and associated real estate. The loan sits behind an existing Senior debt facility in which CCM is the majority holder. Additionally, the facility has share charges and negative liens on all parent entities to prevent any potential leakage of the Club's share of the league's lucrative TV contract (greatest source of income for the Club and primary path to repayment). Corrum has structured the loan with an accelerated amortization provisions and multiple springing covenants to mitigate risk in a downside scenario where the Club is relegated to a lower league. As of the issuance of the loan, the Club had been performing well above expectations and was highly expected to remain in the top flight, which it ultimately did in May 2019.

