







# PORTFOLIO UPDATE MAY 2017

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## RANGER DIRECT LENDING FUND

- London Main Market (premium listing) investment trust launched in May 2015 (Ticker: RDL)
- Bespoke pipeline of non-P2P Direct Lending platforms
- Loan portfolio primarily targets secured lending opportunities with relatively short durations
- Portfolio is diversified across multiple lending platforms representing a variety of loan categories, durations and structures
- Active loan or loan pool selection on platforms to help drive alpha
- 12%-13% targeted annual yield (after accrual for loan loss reserves or write-offs and platform fees, but gross of fees and expenses to the Company) with respect to portfolio investments within the fund\*
- 10% targeted dividend on IPO issue price when fully invested and levered, payable quarterly\*
- Declared dividend of 28.51p for 3 month period to 31 December 2016
- Princeton reported a loss as a result of the Argon impairment which resulted in a -3.32% impact to 2016 December NAV
- 2016 returns reduced from 9.21% to 5.54%
- March Monthly NAV return: 74 bps
- Expected dividend for 3 month period to 31 March 2017 of \$.3433 / £0.2651\*\*

<sup>\*\*</sup>Based on an exchange rate of US\$1.295:£1.00; this dividend has not yet been declared and is expected to be declared following annual general meeting on 15 June 2017



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<sup>\*</sup>The target yield and dividend are targets only and not a profit forecast. There can be no assurance that the target yield and dividend will be achieved and investors should place no reliance on such targets when making an investment decision. This information is intended to be illustrative only and is not designed to predict the future performance of the Fund or its eventual investment portfolio.

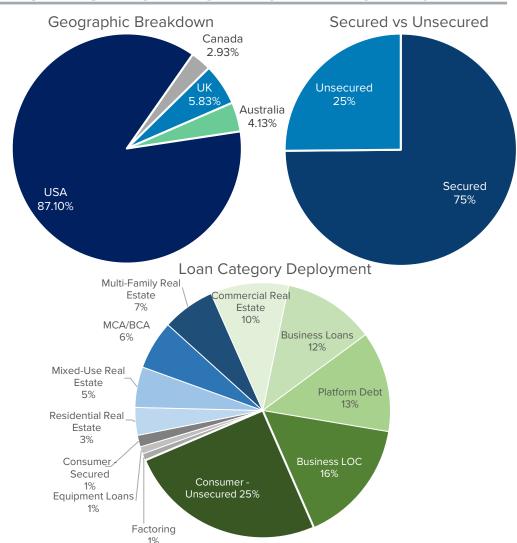
## PORTFOLIO CONSTRUCTION HIGHLIGHTS – AS AT 31 MARCH 2017

#### **SECURED LOAN WEIGHTING\***

- Portfolio of predominately secured loans, at ratio in line with investment goal (75%)
- Loans secured by commercial and business assets, loan portfolios and/or personal guarantees

# DIVERSIFIED DEPLOYMENT VIA MULTIPLE PLATFORMS

- Portfolio diversified across multiple industries, geographic areas and lending categories. While the portfolio is diversified across 12 categories, four of them are Real Estate related and constitute 25% of total loan type deployment.
- Over 40 potential sub-categories



LOC: Line of Credit

Charts as at 31 March 2017. Source: Ranger Alternative Management II, LP
\*A secured Debt Instrument is defined by the Company as a payment obligation in which property, revenue (including receivables), or a payment guarantee has been pledged, mortgaged or sold to the Company as partial or full security with respect to such obligation.



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## PORTFOLIO CONSTRUCTION DETAILS – AS AT 31 MARCH 2017

#### PORTFOLIO ACTIVE CONSTRUCTION

- Number of Loans: Over 11,000
- Countries: USA, Canada, UK & Australia

#### **TERM OF INVESTMENT**

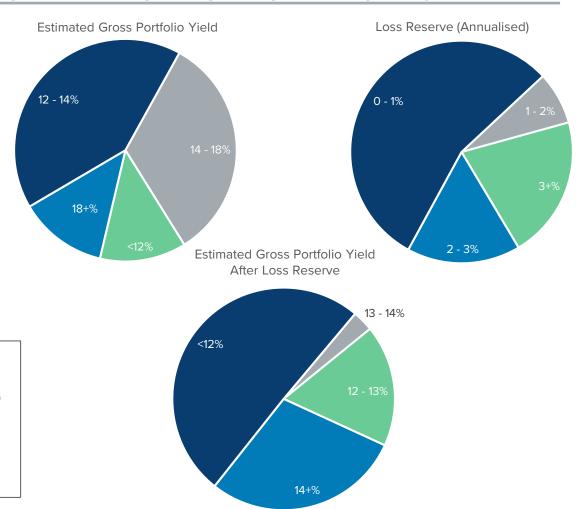
- Loan terms between 30 days 5 yrs
- Average Term (Secured): 21 months
- Average Term (Unsecured): 46 months
- Portfolio construction targets short duration loan characteristics

#### **LENDING STRUCTURES**

- Whole Loans
- Fractional Loans
- One Pooled Vehicle
- Funding Lines

#### **PORTFOLIO AVERAGE**

- Approximate Secured Loan Size: \$90,000
- Approximate Unsecured Loan Size: \$11,000
- Estimated Gross Portfolio Yield\*: 14.5%
- Loss Reserve (Annualised): 2.0%
- Estimated Gross Portfolio Yield After Loss Reserve\*\*: 12.5%



Portfolio construction is as at 31 March 2017. The pie charts have been prepared by Ranger Alternative Management II, LP and reflect actual portfolio data as at 31 March 2017. The portfolio information and the estimate of yield are targets and not profit forecasts and are subject to change. Investors should make no assumption that the estimate or target yield stated will be achieved.

A secured Debt Instrument is defined by the Company as a payment obligation in which property, revenue (including receivables), or a payment guaranty has been pledged, mortgaged or sold to the Company as partial or full security with respect to such obligation.

\*Estimated gross portfolio yield represents estimated interest income, participation income, and investment related expenses from the portfolio based on current anticipated performance of underlying loans as shown on slides 7 to 22. The calculation of estimated gross performance yield excludes any fees paid to the investment manager by the Fund.

\*\*Estimated gross portfolio yield after loss reserve represents the estimated gross yield from above, minus an accrual for anticipated loan write-offs associated with the loan portfolio.



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#### PORTFOLIO REVIEW

The performance of the Company's investment portfolio in the first quarter of 2017 was 2.28%. The Company's assets, aside from the Princeton investment, remain within portfolio objectives as displayed below. The Company has invested over \$500 million in loans and \$187 million has already been returned, which is consistent with the Company's short term duration objective.

The Company currently has \$15.7 million of loans in default. \$13.6 million of these defaults are in real estate investments (87% of the defaults). The investment team watches these closely and is confident that these defaults will not turn into write-offs, because there are defined payoff plans for each borrower and the average LTV of these real estate investments is 59%. As described in more detail below, the Company has not had a real estate loan write-off since inception.

There currently are \$889,000 of unsecured consumer loans with default status (5%) which \$464,000 are fully secured against loss by the underlying lending partner. The remaining \$1.2 million in defaults (8% of the defaults) is made up of SME, MCA, Equipment and Factoring investments, are secured investments.

All data set out below is as at 31 March 2017.

Ranger Direct Lending Fund	# of investments	Investments in \$	Impairment taken (\$)	Net Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)	Avg LTV (Real estate only)	Avg. FICO (Consumer only)
Completed	3,774	\$ 194,062,711	\$ 6,924,109	\$ 187,138,602	\$ 51,421		72%	700
Current	10,142	\$278,226,966	\$ 8,856,612	\$269,370,354	\$ 31,865	19	69%	710
Late	662	\$ 7,721,956	\$ -	\$ 7,721,956	\$ 13,681	12	61%	651
Default	208	\$ 16,088,302	\$ 362,115	\$ 15,726,188	\$ 81,310		59%	621
Total	14,786	\$ 543,210,285	\$ 16,142,836	\$527,067,450	\$ 36,738		70%	705

**Definitions:** 

Completed: The loan has been paid off by the borrower

**Current:** The loan is active and borrower payments are being received ahead or according to their borrower agreement

Late: Borrower is late with last loan payment

**Default:** Collection efforts are in progress. Typically initiated after two or more payments are past due.

**Impairment Taken / Write-off**: A credit loss is recognized and applied against the fund's loss reserve account. There still may be legal action being taken against borrower (i.e. personal or business guarantees) which may offset some or all of the write-off.



## **LENDING CATEGORIES: Real Estate (25% of Portfolio)**

Real Estate Loans	# of investments	Investments in \$	Written-off Amount (\$)	١	let Investment (\$)	Avg	\$ Invested	Avg Remaining Term (mo.)	Avg LTV (Real estate only)
Completed	149	\$ 122,335,74	7\$ -	\$	122,335,747	\$	821,045		72%
Current	89	\$ 56,524,55	\$ -	\$	56,524,551	\$	636,258	9	69%
Late	3	\$ 3,803,000	\$ -	\$	3,803,000	\$	1,267,667	4	61%
Default	10	\$ 13,579,000	\$ -	\$	13,579,000	\$	1,357,900		59%
Total	251	\$ 196,344,74	<b>'</b> \$ -	\$	196,344,747	\$	782,250		70%

- Two lending partners originate real estate loans
- SME loans secured by real estate fall into this category
- No write-offs to date
- Average LTV of 59% of loans in default
- One property foreclosed and under contract to sell within 45 days



## **LENDING CATEGORIES: Business Loans (13% of Portfolio)**

Business Loans	# of investments	I	nvestments in \$	Written-off Amount (\$)	١	Net Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)
Completed	123	\$	19,287,193	682,636	\$	18,604,558	\$ 156,806	
Current	238	\$	35,657,400	-	\$	35,657,400	\$ 204,338	22
Late	3	\$	35,519	-	\$	35,519	\$ 18,005	30
Default	17	\$	1,124,462	\$ 362,115	\$	762,348	\$ 102,165	
Total	381	\$	69,710,528	\$ 1,044,750	\$	68,665,778	\$ 182,967	

- Write-offs approximately 1.5% of total investments in this category
- Focus on value of assets, receivables and secondary market liquidity
- Strong emphasis on primary collateral and secondary recourse
- Equipment lending originator accounts for almost all of write-offs and has been suspended
  - They have hired a new collections manager and improvement has been observed



# **LENDING CATEGORIES: Business LOC / Princeton (16% of Portfolio)**

Business LOC / Princeton	# of investments	lr	vestments in \$	V	Written-off Amount (\$)	1	Net Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)
Completed		\$	-	\$	-	\$	-		
Current		\$	55,100,000	\$	8,874,142	\$	46,225,858		
Late		\$	-	\$	-	\$	-		
Default		\$	-	\$	-	\$	-		
Total		\$	55,100,000	\$	8,874,142	\$	46,225,858		

- Only lending partner that has fund structure
- Argon impairment



## **LENDING CATEGORIES: Consumer Loans (26% of Portfolio)**

Consumer Loans	# of investments	In	vestments in \$	Written-off Amount (\$)		Net Investment (\$)	ı	Avg \$ Invested	Avg Remaining Term (mo.)	Avg FICO (Consumer only)
Completed	3,069	\$	26,532,207	\$ 5,878,599	\$	20,653,608	\$	8,645		700
Current	9,140	\$	74,678,350	\$ -	\$	74,678,350	\$	10,008	38	710
Late	600	\$	2,494,254	\$ -	\$	2,494,254	\$	5,130	27	651
Default	175	\$	890,000	\$ -	\$	890,000	\$	5,687		621
Total	12,984	\$	122,075,662	\$ 5,878,599	\$	116,197,063	\$	9,402		705

- Only one lending partner originating unsecured consumer loans
- Suspended other unsecured consumer lending partner in 2016 and liquidating its portfolio. Servicing being evaluated to include special late/default servicer
- Anticipated continued reduction in unsecured consumer loans over the next several months due to industry trends
- Includes a lending partner originating secured consumer loans

#### **FICO SCORE DEFINED**

- 800 +: Indicates an exceptional FICO Score and is well above the average credit score. Consumers in this range may experience an easy approval process when applying for new credit. Approximately 1% of consumers with a credit score of 800+ are likely to become seriously delinquent in the future.
- **740 to 799:** Indicates a very good FICO Score and is above the average credit score. Consumers in this range may qualify for better interest rates from lenders. Approximately 2% of consumers with a credit score between 740 to 799 are likely to become seriously delinquent in the future.
- 670 to 739: Indicates a good FICO Score and is in the median credit score range. Consumers in this range are considered an "acceptable" borrower. Approximately 8% of consumers with a credit score between 670 to 739 are likely to become seriously delinquent in the future.
- **580 to 669:** Indicates a fair FICO Score and is below the average credit score. Consumers in this range are considered subprime borrowers and getting credit may be difficult with interest rates that are likely to be much higher. Approximately 28% of consumers with a credit score between 580 to 669 are likely to become seriously delinquent in the future.
- **579** and lower: Indicates a poor FICO Score and is considered to be poor credit. Consumers may be rejected for credit. Credit card applicants in this range may require a fee or a deposit. Utilities may also require a deposit. A credit score this low could be a result from bankruptcy or other major credit problems. Approximately 61% of consumers with a credit score under 579 are likely to become seriously delinquent in the future. Source: Experian: http://www.experian.com/blogs/ask-experian/infographic-what-are-the-different-scoring-ranges/



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## **LENDING CATEGORIES: Invoice Factoring Loans (1% of Portfolio)**

Factoring	# of investments	lı	Investments in \$		Written-off Amount (\$)		Net Investment (\$)		Avg \$ Invested	Avg Remaining Term (mo.)
Completed	252	\$	16,383,420	\$	-	\$	16,383,420	\$	65,014	
Current	7	\$	2,161,219	\$	-	\$	2,161,219	\$	353,024	3
Late	1	\$	12,022	\$	-	\$	12,022	\$	19,123	0
Default	5	\$	389,980	\$	-	\$	389,980	\$	86,681	
Total	265	\$	19,307,111	\$	-	\$	19,307,111	\$	72,857	

- Only one active lending partner
- Suspended second lending partner in 2016 due to low origination volume
- Seeing yield compression due to high competition
- Short durations make it difficult to keep material balance of these investments



## **LENDING CATEGORIES: MCA/BCA Loans (6% of Portfolio)**

MCA/BCA	# of investments	ı	nvestments in \$	W	/ritten-off Amount (\$)	1	Net Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)
Completed	171	\$	7,018,035	\$	362,874	\$	6,655,161	\$ 41,041	
Current	578	\$	16,619,174	\$	-	\$	16,619,174	\$ 43,201	9
Late	55	\$	1,377,161	\$	-	\$	1,377,161	\$ 38,237	6
Default	1	\$	104,860	\$	-	\$	104,860	\$ 168,000	
Total	805	\$	34,259,479	\$	362,874	\$	33,896,605	\$ 42,558	

- Three platforms originate Merchant Cash Advance or Business Cash Advance products
- Daily, weekly or bi-weekly pay
- Typically investments in this category have higher rates and short durations



## **LENDING CATEGORIES: Platform Debt (13% of Portfolio)**

Platform Debt	# of investments	I	nvestments in \$	Written-off Amount (\$)	Ne	et Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)
Completed	10	\$	2,506,109	-	\$	2,506,109	\$ 250,611	
Current	81	\$	37,486,273	\$ -	\$	37,486,273	\$ 542,057	15
Late	-	\$	-	\$ -	\$	-	\$ -	
Default	-	\$	-	\$ -	\$	-	\$ -	
Total	91	\$	46,412,758	\$ -	\$	46,412,758	\$ 510,030	

- Provided by two lending partners
  - o One originates SME loans and cash advances in UK and Australia
  - o Other finances vehicle services contracts
- Borrowing base monitored weekly, new additions to borrowing base accepted only after investment team review
- LTV typically 65-85%



## **Real Estate Lending Partner**

	# of investments	Investments in \$	Written-off Amount (\$)	1	Net Investment (\$)	A	.vg \$ Invested	Avg Remaining Term (mo.)	Avg LTV (Real estate only)
Completed	136	\$ 108,444,00	0\$ -	\$	108,444,000	\$	797,382		72%
Current	76	\$ 44,168,00	0\$ -	\$	44,168,000	\$	581,158	8	67%
Late	3	\$ 3,803,00	0\$ -	\$	3,803,000	\$	1,267,667	4	61%
Default	10	\$ 13,579,00	0\$ -	\$	13,579,000	\$	1,357,900		59%
Total	225	\$ 169,994,00	0 \$ -	\$	169,994,000	\$	755,529		70%

- >\$169 million in investments
- No write-offs since inception
- Typical LTVs less than 70% with short-duration loans

#### **Princeton**

	# of investments	Inve	estments in \$	٧	Written-off Amount (\$)		Net Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)
Completed		\$	-	\$	-	\$	-		
Current		\$	55,100,000	\$	8,874,142	\$	46,225,858		
Late		\$	-	\$	-	\$	-		
Default		\$	-	\$	-	\$	-		
Total		\$	55,100,000	\$	8,874,142	\$	46,225,858		

- Only lending partner that has fund structure
- Argon impairment



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#### **SME / CRE Loans Platform**

	# of investments	ln	vestments in \$	Written-off Amount (\$)		N	let Investment (\$)	,	Avg \$ Invested	Avg Remaining Term (mo.)	Avg LTV (Real estate only)
Completed	84	\$	29,900,025	\$	43,566	\$	29,856,459	\$	355,953		74%
Current	124	\$	36,685,715	\$	-	\$	36,685,715	\$	382,168	20	78%
Late	-	\$	-	\$	-	\$	-	\$	-		
Default	3	\$	534,223	\$	85,000	\$	449,223	\$	312,414		
Total	211	\$	78,226,080	\$	128,566	\$	78,097,514	\$	370,740		76%

- Strong underwriting / servicing relationship
- Investments typically covered by business assets. Additional collateral may be in the form of real estate

#### **Second SME Loans Platform**

	# of investments	Investments in \$	W	/ritten-off Amount (\$)	Net Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)
Completed	-	\$ -	\$	-	\$ -	\$ -	
Current	60	\$ 8,163,080	\$	-	\$ 8,163,080	\$ 239,415	17
Late	-	\$ -	\$	-	\$ -	\$ -	
Default	-	\$ -	\$	-	\$ -	\$ -	
Total	60	\$ 14,364,900	\$	_	\$ 14,364,900	\$ 239,415	

- Loans to lending partner secured by vehicle service contracts with monthly payments and terms 12 24 months.
- Loans are paid as underlying vehicle service contract payments are made. Contracts in borrowing base which default are paid in full by lending partner
- LTV is approximately 65-70%



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#### **Third SME Loans Platform**

	# of investments	lr	nvestments in \$	Written-off Amount (\$)		١	Net Investment (\$)		Avg \$ Invested	Avg Remaining Term (mo.)
Completed	145	\$	4,903,253	\$	357,562	\$	4,545,692	\$	33,816	
Current	566	\$	15,706,980	\$	-	\$	15,706,980	\$	40,434	9
Late	54	\$	1,375,680	\$	-	\$	1,375,680	\$	38,344	6
Default	-	\$	-	\$	-	\$	-	\$	-	
Total	765	\$	29,859,525	\$	357,562	\$	29,501,963	\$	39,032	

- Began investing with lending partner in Q3 2016
- Focus is short-term Business Cash Advance
- Lending partner's underwriting uses latest technology coupled with manual review of each loan/advance



#### **Fourth SME Loans Platform**

	# of investments	ı	nvestments in \$	W	/ritten-off Amount (\$)	ı	Net Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)
Completed	33	\$	2,747,296	\$	20,276	\$	2,727,020 \$	\$ 83,251	
Current	8	\$	378,733	\$	-	\$	378,733	146,358	3
Late	1	\$	1,482	\$	-	\$	1,482	32,488	0
Default	1	\$	104,860	\$	-	\$	104,860	\$ 168,000	
Total	43	\$	4,118,648	\$	20,276	\$	4,098,372	95,783	

- Returns well above target
- Partner focusing on international growth. Exited U.S. operations
- Currently liquidating US participations

#### **International LOC Partner**

	# of investments	lr	nvestments in \$	W	ritten-off Amount (\$)	Net Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)
Completed	10	\$	2,506,109	\$	-	\$ 2,506,109	\$ 250,611	
Current	21	\$	29,323,193	\$	-	\$ 29,323,193	\$ 1,406,750	14
Late	-	\$	-	\$	-	\$ -	\$ -	
Default	-	\$	-	\$	-	\$ -	\$ -	
Total	31	\$	32,047,858	\$	-	\$ 32,047,858	\$ 1,033,802	

- Originates SME loans and cash advances in UK & Australia
- Borrowing base monitored weekly, new investments reviewed daily
- LTV typically 85% or less
- Loans to lending partner hedged against US Dollar



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## **Invoice Factoring Platform**

	# of investments	lı	nvestments in \$	W	/ritten-off Amount (\$)	ı	Net Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)
Completed	24	\$	6,327,532	\$	_	\$	6,327,532	\$ 263,647	
Current	7	\$	2,161,219	\$	_	\$	2,161,219	\$ 353,024	20
Late	-	\$	-	\$	-	\$	-	\$ -	
Default	1	\$	90,136	\$	_	\$	90,136	\$ 90,136	
Total	32	\$	8,888,832	\$	-	\$	8,888,832	\$ 277,776	

- Returns slightly below the Company's net return target of 12%
- Highly competitive market, volume is lower than anticipated

## **Second Invoice Factoring Platform**

	# of investments	lr	nvestments in \$	W	ritten-off Amount (\$)	1	Net Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)
Completed	228	\$	10,055,888	\$	-	\$	10,055,888	\$ 44,105	
Current	-	\$	-	\$	-	\$	-	\$ -	
Late	1	\$	12,022	\$	-	\$	12,022	\$ 19,123	0
Default	4	\$	299,844	\$	-	\$	299,844	\$ 85,817	
Total	233	\$	10,418,278	\$	-	\$	10,418,278	\$ 44,714	

- Decrease in originations over past two years
- Highly competitive market
- Short-durations (typically less than 55 days)
- Liquidating portfolio



#### **Consumer Loans Platform**

	# of investments	lı	nvestments in \$	Written-off Amount (\$)	Ne	et Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)	Avg FICO (Consumer only)
Completed	1,037	\$	19,245,694	\$ 2,746,279	\$	16,499,415	\$ 18,559		724
Current	4,106	\$	64,157,675	\$ -	\$	64,157,675	\$ 18,739	41	725
Late	68	\$	1,080,114	\$ -	\$	1,080,114	\$ 19,165	36	710
Default	28	\$	425,564	\$ -	\$	425,564	\$ 17,845		698
Total	5,239	\$	97,991,158	\$ 2,746,279	\$	95,244,879	\$ 18,704		725

- TruSight technology highly integrated
- Average FICO score >700
- No originations starting in March 2017 due to decreased origination flow

#### **Second Consumer Loans Platform**

	# of investments	lr	nvestments in \$	Written-off Amount (\$)	N	et Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)	Avg FICO (Consumer only)
Completed	1,657	\$	6,100,650	\$ 3,132,320	\$	2,968,330	\$ 3,682		656
Current	3,605	\$	7,204,643	\$ -	\$	7,204,643	\$ 2,829	23	650
Late	339	\$	898,032	\$ -	\$	898,032	\$ 3,519	22	649
Default	-	\$	-	\$ -	\$	-	\$ -		
Total	5,601	\$	17,493,725	\$ 3,132,320	\$	14,361,405	\$ 3,123		652

- Returns lower than target.
- Suspended further investment in Aug 2016
- Servicing being enhanced to include special late/default servicer



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## **Equipment Loans Platform**

	# of investments	1	nvestments in \$	Written-off Amount (\$)			let Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)
Completed	43	\$	2,158,155	\$	624,107	\$	1,534,048	\$ 50,190	
Current	113	\$	3,577,500	\$	-	- \$	3,577,500	\$ 54,172	26
Late	3	\$	35,519	\$	-	- \$	35,519	\$ 18,005	30
Default	14	\$	590,239	\$	277,115	\$	313,125	\$ 57,112	
Total	173	\$	9,133,143	\$	901,221	\$	8,231,921	\$ 52,793	

- Further investment suspended in 2015 due to poor performance
- Monitoring servicing
- Longest durations of secured lending partners

#### **Secured Medical Loans Platform**

	# of investments	Inv	estments in \$	Written-off Amount (\$)		Net Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)	Avg FICO (Consumer only)
Completed	375	\$	1,185,863	\$ -	- \$	1,185,863	\$ 3,162		549
Current	1,429	\$	3,316,031	\$ -	- \$	3,316,031	\$ 3,028	17	570
Late	193	\$	516,107	\$ -	- \$	516,107	\$ 3,015	15	530
Default	147	\$	464,436	\$ -	- \$	464,436	\$ 3,371		550
Total	2,144	\$	6,590,779	\$ _	\$	6,590,779	\$ 3,074		555

- Structured as participation in loans made for elective medical procedures
- Participation with >3 payments past due are purchased back by corporate guarantor
- LTV is approximately 70%
- Monitored weekly, payments swept to Company account



#### **International SME Lending Platform**

	# of investments	lı	nvestments in \$	V	Vritten-off Amount (\$)	1	Net Investment (\$)	Avg \$ Invested	Avg Remaining Term (mo.)
Completed	2	\$	488,246	\$	-	\$	488,246	\$ 244,123	
Current	18	\$	8,284,196	\$	-	\$	8,284,196	\$ 471,951	15
Late	-	\$	-	\$	-	\$	-		
Default	-	\$	-	\$	-	\$	-		
Total	20	\$	8,983,359	\$		\$	8,983,359	\$ 449,168	

- Loans are typically backed by government programs
  - o Additional collateral may include business assets and personal guarantees
- Origination growth below forecast
- Hedging investment back to US Dollar



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## **INVESTMENT STATUS & LOAN LOSS RESERVE**

The Company employs a proprietary loss reserve methodology designed to accommodate an equitable representation of the future cash flows net of write-offs for the loan portfolio.

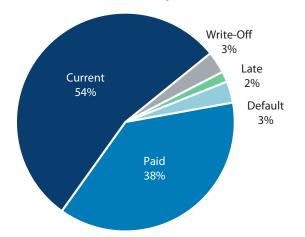
- Calculated using platform historical data, collateral, security agreements and external data points
- When applicable, loss reserves assessed on loan by loan basis and pooled together to act as a reserve against future loan defaults
- Once a write-off occurs, remaining principal balance is offset against loss reserve balance
- Monitored periodically and adjusted as needed as more data points are available

# Ranger Direct Lending Fund Cumulative Loss Reserve & Actual Write-offs as % of Investments



• Loan loss reserve tracking as expected as portfolio matures

#### **Investment Status – Inception to 31 March 2017**



#### **Terminology**

- The term "<u>Default</u>" indicates that collection efforts are in progress.
- The term "Write-Off" indicates that collection efforts have failed. A credit loss is recognized and applied against the fund's loss reserve account. There still may be legal action being taken against borrower (i.e. personal or business guarantees) which may offset some or all of the write-off.

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Percentages represents the entirety of invested funds as at 31 March 2017.

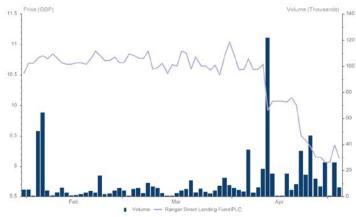


#### PERFORMANCE RESULTS

#### **MONTHLY NAV**

- RDL NAV increased due in part to strength in U.S. Dollar
- RDL share price trading at a significant discount since 11 April 2017
   Announcement
- As of 31 March 2017, the loss reserve balance % of NAV was -0.38%
- Declared divided of 28.51p for 3 month period to 31 December 2016

#### Share Price Performance & Volume: Last 3 Months



Source: Capita Asset Services.

#### **NET PERFORMANCE RESULTS<sup>1</sup>**

MAY 2015 - MARCH 2017

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ост	NOV	DEC	YTD
	2015					-0.17%	0.26%	0.18%	0.25%	0.40%	0.52%	0.45%	0.53%	2.45%
% NAV	2016	0.48%	0.75%	0.77%	0.78%	0.82%	0.74%	0.79%	0.72%	0.75%	0.82%	0.83%	-2.80%	5.54%
	2017	0.87%	0.66%	0.74%										2.28%
	2015					4.30%	1.63%	-0.71%	0.05%	0.66%	-0.66%	-1.23%	-1.44%	2.50%
Share Price	2016	-6.15%	-0.31%	-2.50%	2.14%	2.62%	-1.02%	6.19%	3.69%	3.56%	5.97%	-3.50%	-6.72%	2.93%
	2017	-0.19%	1.61%	3.27%										4.74%
	2015											8.36p		8.36p
Dividend Per Share	2016		14.62p			20.45p			26.87p			27.67p		89.61p
	2017		28.51p											28.51p

<sup>&</sup>lt;sup>1</sup>Performance is presented cum income.

There can be no assurance nor should it be assumed that future performance results will conform to the performance results presented above. In addition, an investment in the Fund may result in loss.



## RANGER TEAM

#### K. Scott Canon CEO

CEO of Ranger Capital Group. Previously served in a variety of roles with the broker-dealer affiliate of Security Capital Group, a global real estate research, investment and operating management company. Formerly worked for Chase Manhattan Bank and Goldman, Sachs & Co.

## William Kassul

Principal, Business Development

Manages platform relationships and business development. Senior level technology marketing executive with first-hand experience resolving technology disruptions in the travel, video and financial industries. Is a featured speaker at events such as the Marketplace Lending & Investing Conference, the Lending Exchange Summit and the China – US Private Investment Summit and a key voice on the disruption that is happening in the lending industry, quoted in publications such as the Wall Street Journal, Bloombera and the New York Times.

#### Wes McKnight Credit Co-Portfolio

Manager

Senior Credit and Risk Analyst with 15 years of prior lending and portfolio management experience, including consumer, inventory, accounts receivable, real-estate and equipment. Previously served as a Credit Specialist with Ford Motor Credit, managing a \$600m vehicle and working-capital funding loan book. Former Senior Vice President of SunTrust Bank.

## **Gary Melara**

Credit Co-Portfolio Manager & CTO

Senior Credit and Risk Analyst responsible for developing the TruSight credit analysis software used by the Ranger Specialty Income Fund. Founder and former CEO of five companies, two of which became public with valuations in excess of \$100 million. Developed software that automated most mainframe application programming and was later acquired by IBM.

## **Greg Buell**

Portfolio, Due Diligence, and Risk Manager

Portfolio, Due Diligence, and Risk Manager with 23 years' experience in consumer and commercial lending. Former Senior Vice President at SunTrust Bank and executive roles at Ford Motor Credit Corporation and Ally Financial. Expertise includes consumer credit operations, commercial credit, collections, credit risk, operational risk and compliance.

#### **Zach Wells**

**Investment Analyst** 

Investment Analyst. Previously served as Senior Credit Analyst at Happy State Bank and Trust Company where he was responsible for analysis, evaluation and underwriting various credit facilities. Served in various Commercial Credit Analyst and Specialty Lending Analyst roles at Capital One Bank, N.A.

## Lee Hammett

**Investment Analyst** 

Investment Analyst. Previously served as Commercial Loan Underwriter at Funding Circle where he was responsible for evaluating applications, underwriting loans and establishing credit guidelines. Served as a Commercial Loan Underwriter at Capital One Commercial Bank where he managed a \$300 million loan portfolio.



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## **RANGER DIRECT LENDING FUND: FUND OVERVIEW**

Fund Structure:	UK Investment Trust – Premium Main Market listing on London Stock Exchange
Asset Class:	Direct Lending platforms loans (targeted 75 <sup>+</sup> % secured loans )
NAV:	US\$243m as at 31 March 2017
Investment Manager:	Ranger Alternative Management II, LP, part of \$2.1B AUM (as at 31 March 2017) investment advisory group
Target Asset Yield:	12%-13% targeted annual yield (after accrual for loan loss reserves or write-offs and gross of fees and expenses to the fund) with respect to portfolio investments within the fund*
Target Dividend:	10% on issue price, when fully invested and levered*
Leverage:	Zero Dividend Preferred Shares with gross redemption yield of 5% were issued on 1 August 2016 and 4 November 2016. Inclusive of the gearing effect of such ZDP shares, leverage employed by the Company is capped at 50% of net assets. As at 31 March 2017, leverage of the Company, which is solely attributable to the ZDPs, amounts to approximately 28% of the net assets of the Company
Fees:	1% Management Fee & 10% Performance Fee (with high water mark)
Distributions:	Quarterly
Discount control:	Share buyback authority
Share Class denominations:	GBP
NAV reporting:	Monthly

<sup>\*</sup>The target yield and dividend are targets only and not a profit forecast. There can be no assurance that the target yield and dividend will be achieved and investors should place no reliance on such targets when making an investment decision. This information is intended to be illustrative only and is not designed to predict the future performance of the Company or its eventual investment portfolio.

