## R A N G ER DIRECT LENDING



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## PORTFOLIO CONSTRUCTION HIGHLIGHTS - AS AT 30 SEPTEMBER 2017

## PORTFOLIO ACTIVE CONSTRUCTION

- Number of Loans: Over 9,000
- Countries: USA, Canada, UK \& Australia
- Approximate Secured Loan Size ${ }^{2}$ : $\$ 108,500$
- Approximate Unsecured Loan Size: \$11,100

TERM OF INVESTMENT¹

- Loan terms between 30 days - 5 yrs
- Average Term (Secured): 21 months
- Average Term (Unsecured): 47 months
- Portfolio construction targets short duration loan characteristics


## LENDING STRUCTURES

- Whole Loans
- Fractional Loans
- Pooled Vehicles
- Funding Lines


## SECURED LOAN WEIGHTING ${ }^{2}$

- 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
- Over 40 potential sub-categories


Secured vs Unsecured


Loan Type Deployment


As explained in prior Company announcements, a portion of the Company's investment in the Princeton Alternative Income Fund ("Princeton") was used by Princeton to provide credit lines to Argon Credit ("Argon"). The Argon credit lines were assigned an investment category of Business Lines of Credit by the Company. Each of the Argon credit lines were secured by an over collateralised portfolio of unsecured consumer loans that Argon originated ("Argon Loans").

Following Argon's bankruptcy, Princeton has taken possession of a portion of the Argon Loans and has begun directly servicing them. Consequently, as at 30 June 2017, the Argon Loans that are now controlled by Princeton are being reclassified by the Company as Consumer Loans - Unsecured. As a result of this change, the allocation of unsecured consumer loans in the portfolio has increased by 7\% as at 30 June 2017. Subsequently, Princeton has also taken control of the underlying loans from at least one other credit line. However, at this time there is insufficient information available to determine which RDL loan category reclassifications may be needed. The Company will continue to comply with its investment restrictions set out in investment policy, together with the subsequent directions issued by the Board which have previously been announced, and which apply at the time of investment when making further investments in Debt Instruments (whether directly or indirectly).

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## PORTFOLIO REVIEW

The performance of the Company's investment portfolio in the third quarter of 2017 was $1.05 \%$ net returns. The Company has invested over $\$ 646$ million in loans and $\$ 284$ million has been completed, which is consistent with the fund's short term duration objective.
The Company had $\$ 20.7$ million of loans in default as at 30 September 2017. $\$ 16.3$ million of these defaults are in real estate investments ( $79 \%$ of the defaults) with further details on page 5 of this presentation. The average LTV of these real estate investments is $50 \%$. Unsecured consumer loans represent $4 \%$ ( $\$ 749 \mathrm{k}$ ) of the defaults, but $56 \%$ of those in default have a corporate guarantee with requirement to buy those back at par. The remaining $\$ 3.6$ million in defaults ( $17 \%$ of the defaults) is made up of SME, MCA, Equipment and Factoring investments, and are secured investments. The main reason for the increase is due to a more conservative internal reclassification of the default status from one SME platform.
The balance in the Princeton portfolio is included in the "Current" status but the exact status of the underlying loans in Princeton is unknown at this time. As at 30 September 2017, the cash and net platform receivables were $\$ 21.4$ million or approximately $9 \%$ of NAV.
All data set out below is as at 30 September 2017.

| Ranger Direct Lending Fund | \# of investments | Investments in | Impairment taken (\$) | $\begin{gathered} \text { Net } \\ \text { Investment (\$) } \end{gathered}$ | Avg \$ Invested | Avg Remaining Term (mo. | Avg LTV (Real estate only) | Avg. FICO (Consumer only) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed | 6,284 | \$284,557,290 | \$12,236,024 | \$272,321,266 | \$45,283 |  | 69\% | 700 |
| Current | 8,076 | \$270,525,217 | \$8,856,612 | \$261,668,606 | \$40,561 | 15 | 69\% | 714 |
| Late | 679 | \$6,238,489 |  | \$6,238,489 | \$13,738 | 16 | 63\% | 669 |
| Default | 305 | \$21,566,615 | \$795,736 | \$20,770,880 | \$81,385 |  | 50\% | 604 |
| A.P.R. ${ }^{2}$ |  | \$63,394,176 |  | \$63,394,176 |  |  |  |  |
| Total | 15,344 | \$646,281,787 | \$21,888,372 | \$624,393,417 | \$42,120 |  | 68\% | 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 payment past due.
Amortized Principal Repaid (A.P.R.): Non-completed loans (current, late, default) that have received principal payments.
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.
${ }^{\text {'The }}$ figures in this presentation reflect principal only and do not account for interest income, loss reserves or accrued and unpaid interest and therefore do not reflect the total investment value of the fund. It should be noted that these differences are not material to performance.
${ }^{2}$ A.P.P.R.: Amortized Principal Repaid
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## LENDING CATEGORIES: Real Estate (30\% of Portfolio) as at 30 September 2017

| Real Estate oans | \# of investments | Investments in \$ ${ }^{1}$ | Written-off Amount (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining Term (mo.) | Avg LTV (Real estate only) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed | 215 | \$162,952,747 |  | \$162,952,747 | \$757,920 |  | 69\% |
| Current | 102 | \$70,865,002 |  | \$70,865,002 | \$696,294 | 10 | 69\% |
| Late | 2 | \$1,140,000 |  | \$1,140,000 | \$570,000 | 3 | 63\% |
| Default | 11 | \$16,518,066 | \$228,000 | \$16,290,066 | \$1,530,182 |  | 50\% |
| A.P.R. ${ }^{2}$ |  | \$470,932 |  | \$470,932 |  |  |  |
| Total | 330 | \$251,946,747 | \$228,000 | \$251,718,747 | \$763,475 |  | 68\% |

- Two lending platforms originate real estate loans
- Default Status:
- Blended average LTV of loans in default between both real estate platforms is $50 \%$
- On a case-by-case basis, loans in default may not accrue interest
- One real estate platform has taken control of and is in the process of selling $\$ 8.4$ million in real estate loans. Impairment of $\$ 228 \mathrm{k}$ taken in July against principal
- Title insurance will complete expected payoff on $\$ 1.5$ million investment
- $\$ 1.36$ million investment, foreclosure proceeding now that borrower's divorce finalized
- $\$ 2.1$ million investment, borrower has $\$ 4.8$ million contract to sell property and expected to fully pay balance in Q1 2018
- \$560k investment, borrower has contract to sell property and balance was fully paid in December 2017


## LENDING CATEGORIES:Business Loans \& Equipment Loans (14\% of Portfolio) as at 30 September 2017

| Business Loans | \# of investments | Investments in \$1 | Written-off Amount <br> (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining <br> Term (mo.) |
| :--- | :---: | :--- | :--- | :--- | :--- | :---: |
| Completed | 196 | $\$ 29,545,237$ | $\$ 1,319,571$ | $\$ 28,225,667$ | $\$ 150,741$ |  |
| Current | 197 | $\$ 34,332,071$ |  | $\$ 34,332,071$ | $\$ 248,823$ | 21 |
| Late | 12 | $\$ 1,194,757$ |  | $\$ 1,194,757$ | $\$ 151,647$ | 2 |
| Default | 21 | $\$ 3,645,279$ | $\$ 417,814$ | $\$ 3,227,466$ | $\$ 281,119$ |  |
| A.P.R. ${ }^{2}$ |  | $\$ 17,569,343$ |  | $\$ 17,569,343$ |  |  |
| Total | 426 | $\$ 86,286,687$ | $\$ 1,737,385$ | $\$ 84,549,302$ | $\$ 202,551$ |  |

- Strong performance with write-offs approximately $2 \%$ of total investments in this category
- Increase in late and default category due to internal reclassification of late/default status of SME
- Focus on value of assets, receivables and secondary market liquidity
- Strong emphasis on primary collateral and secondary recourse
- One equipment lending originator accounts for $87 \%$ of write-offs and has been suspended


## LENDING CATEGORIES: Business LOC / Princeton (9\% of Portfolio) as at 30 September 2017

| Business LOC / Princeton | \# of investments | Investments in \$1 | Written-off Amount (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining Term (mo.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed |  |  |  |  |  |  |
| Current | 9 | \$24,579,637 |  | \$24,579,637 | \$2,731,071 |  |
| Late |  |  |  |  |  |  |
| Default |  |  |  |  |  |  |
| A.P.R. ${ }^{2}$ |  |  |  |  |  |  |
| Total | 9 | \$24,579,637 |  | \$24,579,637 | \$2,731,071 |  |

- Argon Credit is not included in Business LOC breakdown. Argon Credit side pocket amount as reported by Princeton totals $\$ 21.6$ million as at 30 September $2017^{3}$


## LENDING CATEGORIES: Consumer Loans (26\% of Portfolio) as at 30 September 2017

| Consumer Loans | \# of investments | Investments in \$1 | Written-off Amount (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining Term (mo.) | Avg FICO <br> (Consumer only) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed | 4,955 | \$44,083,411 | \$9,211,474 | \$34,871,937 | \$8,897 |  | 700 |
| Current | 7,170 | \$81,862,419 | \$8,856,612 | \$73,005,807 | \$10,308 | 34 | 714 |
| Late | 611 | \$2,146,413 |  | \$2,146,413 | \$5,150 | 26 | 669 |
| Default | 257 | \$749,313 |  | \$749,313 | \$4,004 |  | 604 |
| A.P.R. ${ }^{2}$ |  | \$23,754,470 |  | \$23,754,470 |  |  |  |
| Total | 12,993 | \$152,596,026 | \$18,068,086 | \$134,527,940 | \$9,402 |  | 705 |

- Category includes unsecured consumer loans and secured consumer loans through secured medical lending partner ${ }^{3}$
- No new investments in unsecured consumer loans since 1 March 2017
- Suspended one unsecured consumer lending partner in 2016 and liquidating its portfolio
- Breakdown above does not include Argon in Average \$ Invested, Average Remaining Term or average FICO Calculations. However, Argon is included in the Number of Investments, Investments in \$, Written-off Amount and Net Investment ${ }^{4}$.


## FICO SCORE DEFINED

 credit. Approximately $1 \%$ of consumers with a credit score of 800+ are likely to become seriously delinquent in the future.
 consumers with a credit score between 740 to 799 are likely to become seriously delinquent in the future.
 with a credit score between 670 to 739 are likely to become seriously delinquent in the future.




 ranges/
 value of the fund. It should be noted that these differences are not material to performance.
${ }^{2}$ A.P.R.: Amortized Principal Repaid


 investment.
${ }^{4}$ Additional changes in valuation may have occurred between 30 September 2017 to the date of this document's publication.

## LENDING CATEGORIES: Invoice Factoring Loans (1\% of Portfolio) as at 30 September 2017

| Factoring | \# of investments | Investments in \$1 | Written-off Amount <br> $(\$)$ | Net Investment (\$) | Avg \$ Invested | Avg Remaining <br> Term (mo.) |
| :--- | :---: | :--- | :--- | :--- | :--- | :---: |
| Completed | 255 | $\$ 17,256,420$ | $\$ 12,022$ | $\$ 17,244,398$ | $\$ 67,672$ |  |
| Current | 5 | $\$ 1,271,730$ |  | $\$ 1,271,730$ | $\$ 297,569$ |  |
| Late | 1 | $\$ 729,377$ |  | $\$ 729,377$ | $\$ 1,182,801$ |  |
| Default | 5 | $\$ 389,980$ | $\$ 149,922$ | $\$ 240,058$ | $\$ 86,681$ |  |
| A.P.R. ${ }^{2}$ |  | $\$ 712,963$ |  | $\$ 712,963$ |  |  |
| Total | 266 | $\$ 20,360,470$ | $\$ 161,944$ | $\$ 20,198,526$ | $\$ 76,543$ |  |

- One active lending partner
- Suspended second lending partner in 2016 due to low origination volume
- Seeing yield compression due to high competition
- Loan in late status is over-collateralised by $228 \%$


## LENDING CATEGORIES: MCA/BCA Loans (4\% of Portfolio) as at 30 September 2017

| MCA/BCA | \# of investments | Investments in \$1 | Written-off Amount <br> $(\$)$ | Net Investment (\$) | Avg \$ Invested | Avg Remaining <br> Term (mo.) |
| :--- | :---: | :--- | :--- | :--- | :--- | :---: |
| Completed | 646 | $\$ 26,798,272$ | $\$ 1,692,958$ | $\$ 25,105,314$ | $\$ 41,483$ |  |
| Current | 500 | $\$ 10,898,479$ |  | $\$ 10,898,479$ | $\$ 42,460$ | 8 |
| Late | 53 | $\$ 1,027,943$ |  | $\$ 1,027,943$ | $\$ 38,472$ | 6 |
| Default | 11 | $\$ 263,977$ | $\$ 263,977$ | $\$ 56,770$ |  |  |
| A.P.R. ${ }^{2}$ |  | $\$ 11,703,310$ |  |  | $\$ 11,703,310$ |  |
| Total | 1,210 | $\$ 50,691,981$ | $\$ 1,692,958$ | $\$ 48,999,023$ | $\$ 41,894$ |  |

- Three platforms originate Merchant Cash Advance or Business Cash Advance products
- Daily, weekly or bi-weekly payments
- Typically investments in this category have higher rates and shorter durations
- Liquidating BCA platform on account of its acquisition by another company
- Increase in BCA loss reserve
- Hurricanes impacted expected losses


## LENDING CATEGORIES: Platform Debt (16\% of Portfolio) as at 30 September 2017

| Platform Debt | \# of investments | Investments in \$1 | Written-off Amount (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining Term (mo.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed | 17 | \$3,921,203 |  | \$3,921,203 | \$230,659 |  |
| Current | 93 | \$46,715,879 |  | \$46,715,879 | \$601,065 | 12 |
| Late |  |  |  |  |  |  |
| Default |  |  |  |  |  |  |
| A.P.R. ${ }^{2}$ |  | \$9,183,159 |  | \$9,183,159 |  |  |
| Total | 110 | \$59,820,241 |  | \$59,820,241 | \$543,820 |  |

- Portfolio performing as expected; platforms generating $12 \%$ returns
- 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\% based on receivables


## LENDING PARTNERS

## Real Estate Lending Partner

$\left.\begin{array}{l|c|l|l|l|l|l|l|}\hline & \text { \# of investments } & \text { Investments in \$1 }\end{array} \begin{array}{c}\text { Written-off } \\ \text { Amount (\$) }\end{array}\right)$

- $\quad>\$ 200$ million in investments
- Typical LTVs less than $70 \%$ with short-duration loans
- Working closely with lending partner on sale of loans in default


## Princeton

|  | \# of investments | Investments in \$1 | Written-off Amount (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining Term (mo.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed |  |  |  |  |  |  |
| Current | 9 | \$55,100,000 | \$8,856,612 | \$46,243,388 |  |  |
| Late |  |  |  |  |  |  |
| Default |  |  |  |  |  |  |
| A.P.R. ${ }^{2}$ |  |  |  |  |  |  |
| Total | 9 | \$55,100,000 | \$8,856,612 | \$46,243,388 |  |  |

- Argon Credit side pocket amount as reported by Princeton totals $\$ 21.6$ million as at 30 September 2017 and was reclassified to unsecured consumer in June of $2017^{3}$

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## LENDING PARTNERS

## SME/CRE Loans Platform

|  | \# of investments | Investments in \$1 | Written-off <br> Amount $(\$)$ | Net Investment <br> $(\$)$ | Avg \$ Invested | Avg Remaining <br> Term (mo.) | Avg LTV <br> (Real estate only) |
| :--- | :---: | :--- | :--- | :--- | :--- | :---: | :---: |
| Completed | 127 | $\$ 42,303,395$ | $\$ 151,605$ | $\$ 42,151,789$ | $\$ 333,098$ |  | $69 \%$ |
| Current | 108 | $\$ 42,145,473$ |  | $\$ 42,145,473$ | $\$ 491,320$ | 20 | $75 \%$ |
| Late | 5 | $\$ 925,999$ |  | $\$ 925,999$ | $\$ 273,840$ | 22 |  |
| Default | 17 | $\$ 3,492,958$ | $\$ 306,153$ | $\$ 3,186,805$ | $\$ 333,498$ |  |  |
| A.P.R. ${ }^{2}$ |  | $\$ 13,536,780$ |  | $\$ 13,536,780$ |  |  |  |
| Total | 257 | $\$ 102,404,605$ | $\$ 457,758$ | $\$ 101,946,846$ | $\$ 398,461$ |  |  |

- Strong underwriting / servicing relationship
- Investments typically covered by business assets. Additional collateral may be in the form of real estate.
- Increase in late and default category due to internal reclassification of late/default status of SME; reclassification is a more conservative approach


## Second SME Loans Platform

|  | \# of investments | Investments in \$1 | Written-off Amount (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining Term (mo.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed |  |  |  |  |  |  |
| Current | 70 | \$17,057,020 |  | \$17,057,020 | \$367,575 | 18 |
| Late |  |  |  |  |  |  |
| Default |  |  |  |  |  |  |
| A.P.R. ${ }^{2}$ |  | \$8,673,195 |  | \$8,673,195 |  |  |
| Total | 70 | \$25,730,215 |  | \$25,730,215 | \$367,575 |  |

- 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\%
- Portfolio performing as expected; platform generating $12 \%$ returns
 value of the fund. It should be noted that these differences are not material to performance.
${ }^{2}$ A.P.P.R.: Amortized Principal Repaid


## LENDING PARTNERS

## Third SME Loans Platform

|  | \# of investments | Investments in \$1 | Written-off Amount <br> $(\$)$ | Net Investment (\$) | Avg \$ Invested | Avg Remaining <br> Term (mo.) |
| :--- | :---: | :--- | :--- | :--- | :--- | :---: |
| Completed | 610 | $\$ 23,267,769$ | $\$ 1,687,645$ | $\$ 21,580,123$ | $\$ 38,144$ |  |
| Current | 494 | $\$ 10,398,798$ |  | $\$ 10,398,798$ | $\$ 41,462$ | 8 |
| Late | 53 | $\$ 1,027,943$ |  | $\$ 1,027,943$ | $\$ 38,472$ | 6 |
| Default | 10 | $\$ 241,332$ |  | $\$ 241,332$ | $\$ 45,647$ |  |
| A.P.R. ${ }^{2}$ |  | $\$ 11,309,509$ |  | $\$ 11,309,509$ |  |  |
| Total | 1,167 | $\$ 46,245,351$ | $\$ 1,687,645$ | $\$ 44,557,705$ | $\$ 39,628$ |  |

- Focus is short-term Business Cash Advance
- Liquidating BCA platform due to acquisition by a large international online payment system provider
- Platform has had a finite number of initial loan pools exceed their anticipated default rates which has caused an increase in loss reserves
- A majority of the portfolio should be completely wound up by end of Q1 2018


## LENDING PARTNERS

Fourth SME Loans Platform

|  | \# of investments | Investments in \$1 | Written-off Amount (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining Term (mo.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed | 41 | \$3,817,372 | \$21,208 | \$3,796,164 | \$93,107 |  |
| Current | 1 | \$43,415 |  | \$43,415 | \$133,276 |  |
| Late |  |  |  |  |  |  |
| Default | 1 | \$22,645 |  | \$22,645 | \$168,000 |  |
| A.P.R. ${ }^{2}$ |  | \$235,217 |  | \$235,217 |  |  |
| Total | 43 | \$4,118,649 | \$21,208 | \$4,097,441 | \$95,783 |  |

- Currently liquidating US participations
- Returns well above initial target of 16-20\%
- Partner focusing on international growth. Exited U.S. operations


## International LOC Partner

|  | \# of investments | Investments in \$1 | Written-off Amount | Net Investment (\$) | Avg \$ Invested | Avg Remaining <br> Term (mo.) |
| :--- | :---: | :--- | :--- | :--- | :--- | :---: |
| Completed | 17 | $\$ 3,921,203$ |  | $\$ 3,921,203$ | $\$ 230,659$ |  |
| Current | 23 | $\$ 29,658,859$ |  | $\$ 29,658,859$ | $\$ 1,311,688$ |  |
| Late |  |  |  |  |  |  |
| Default |  | $\$ 509,964$ |  |  |  |  |
| A.P.R. ${ }^{2}$ |  |  |  |  |  |  |
| Total | 40 | $\$ 34,090,027$ |  | $\$ 34,090,026$ | $\$ 852,251$ |  |

- Originates SME loans and cash advances in UK \& Australia
- Borrowing base monitored weekly, new investments reviewed daily
- LTV typically $85 \%$ or less based on receivables
- Loans to lending partner hedged against US Dollar
- Portfolio performing as expected; platform generating $12 \%$ returns
${ }^{1}$ The figures in this presentation reflect principal only and do not account for interest income, loss reserves or accrued and unpaid interest and therefore do not reflect the total investment value of the fund. It should be noted that these differences are not material to performance. ${ }^{2}$ A.P.R.: Amortized Principal Repaid

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## LENDING PARTNERS

First Invoice Factoring Platform

|  | \# of investments | Investments in \$1 | Written-off Amount (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining Term (mo.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed | 26 | \$7,181,409 |  | \$7,181,409 | \$276,208 |  |
| Current | 5 | \$1,271,730 |  | \$1,271,730 | \$297,569 | 18 |
| Late | 1 | \$729,377 |  | \$729,377 |  | 14 |
| Default | 1 | \$90,136 |  | \$90,136 | \$90,136 |  |
| A.P.R. ${ }^{2}$ |  | \$669,539 |  | \$669,539 |  |  |
| Total | 33 | \$9,942,191 |  | \$9,942,191 | \$301,279 |  |

- Returns slightly below fund's net return target of $12 \%$
- Highly competitive market, volume is lower than anticipated
- Loan in Late status is over-collateralised by $228 \%$


## Second Invoice Factoring Platform

|  | \# of investments | Investments in \$ ${ }^{1}$ | Written-off Amount (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining Term (mo.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed | 229 | \$10,075,010 | \$12,022 | \$10,062,989 | \$43,996 |  |
| Current |  |  |  |  |  |  |
| Late |  |  |  |  |  |  |
| Default | 4 | \$299,844 | \$149,922 | \$149,922 | \$85,817 |  |
| A.P.R. ${ }^{2}$ |  | \$43,423 |  | \$43,423 |  |  |
| Total | 233 | \$10,418,277 | \$161,944 | \$10,256,334 | \$44,714 |  |

- Liquidating portfolio due to decrease in originations over past 2 years
- Short-durations (typically less than 55 days)
- Impairment in Q3 2017 in the amount of \$53k
${ }^{1}$ The figures in this presentation reflect principal only and do not account for interest income, loss reserves or accrued and unpaid interest and therefore do not reflect the total investment value of the fund. It should be noted that these differences are not material to performance.
${ }^{2}$ A.P.R.: Amortized Principal Repaid
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## LENDING PARTNERS

Consumer Loans Platform

|  | \# of investments | Investments in \$1 | Written-off Amount (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining Term (mo.) | Avg FICO (Consumer only) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed | 1,778 | \$33,056,748 | \$4,808,692 | \$28,248,057 | \$18,592 |  | 723 |
| Current | 3,358 | \$45,581,028 |  | \$45,581,028 | \$18,817 | 36 | 725 |
| Late | 77 | \$1,081,322 |  | \$1,081,322 | \$18,163 | 35 | 703 |
| Default | 26 | \$279,279 |  | \$279,279 | \$13,397 |  | 696 |
| A.P.R. ${ }^{2}$ |  | \$17,992,780 |  | \$17,992,780 |  |  |  |
| Total | 5,239 | \$97,991,157 | \$4,808,692 | \$93,182,466 | \$18,704 |  | 725 |

- No new investments in unsecured consumer loans since March 2017
- Expected net return now 6\%-8\% based on increased loss reserve and current performance trends


## Second Consumer Loans Platform

|  | \# of investments | Investments in \$ ${ }^{1}$ | Written-off Amount (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining Term (mo.) | Avg FICO (Consumer only) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed | 2,384 | \$8,624,475 | \$4,402,782 | \$4,221,693 | \$3,618 |  | 655 |
| Current | 2,778 | \$4,052,697 |  | \$4,052,697 | \$2,666 | 17 | 648 |
| Late | 423 | \$828,356 |  | \$828,356 | \$3,290 | 17 | 651 |
| Default | 16 | \$46,744 |  | \$46,744 | \$4,469 |  | 653 |
| A.P.R. ${ }^{2}$ |  | \$3,941,454 |  | \$3,941,454 |  |  |  |
| Total | 5,601 | \$17,493,726 | \$4,402,782 | \$13,090,944 | \$3,123 |  | 652 |

- Suspended further investment in August 2016
- Returns significantly lower than initial target of $12 \%$
${ }^{1}$ The figures in this presentation reflect principal only and do not account for interest income, loss reserves or accrued and unpaid interest and therefore do not reflect the total investment value of the fund. It should be noted that these differences are not material to performance.
${ }^{2}$ A.P.R.: Amortized Principal Repaid
RANGER


## LENDING PARTNERS

## Equipment Loans Platform

|  | \# of investments | Investments in \$1 |  | Writen-off Amount <br> $(\$)$ | Net Investment (\$) | Avg \$ Invested |
| :--- | :---: | :--- | :--- | :--- | :--- | :---: | | Avg Remaining |
| :---: |
| Term (mo.) |

- Further investment suspended in 2015 due to poor performance
- Monitoring servicing


## Secured Medical Loans Platform

|  | \# of investments | Investments in \$1 | Written-off Amount (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining Term (mo.) | Avg FICO <br> (Consumer only) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed | 793 | \$2,402,187 |  | \$2,402,187 | \$3,029 |  | 542 |
| Current | 1,025 | \$1,708,332 |  | \$1,708,332 | \$3,144 | 13 | 591 |
| Late | 111 | \$236,735 |  | \$236,735 | \$3,210 | 12 | 578 |
| Default | 215 | \$423,289 |  | \$423,289 | \$2,834 |  | 538 |
| A.P.R. ${ }^{2}$ |  | \$1,820,236 |  | \$1,820,236 |  |  |  |
| 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 $70 \%$ based on receivables
- Monitored weekly, payments swept to Ranger account
'The figures in this presentation reflect principal only and do not account for interest income, loss reserves or accrued and unpaid interest and therefore do not reflect the total investment value of the fund. It should be noted that these differences are not material to performance.
${ }^{2}$ A.P.P.R.: Amortized Principal Repaid
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## LENDING PARTNERS

## International SME Lending Platform

|  | \# of investments | Investments in \$1 | Written-off Amount (\$) | Net Investment (\$) | Avg \$ Invested | Avg Remaining Term (mo.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Completed | 5 | \$1,330,422 |  | \$1,330,422 | \$266,084 |  |
| Current | 24 | \$10,249,048 |  | \$10,249,048 | \$498,844 | 14 |
| Late |  |  |  |  |  |  |
| Default |  |  |  |  |  |  |
| A.P.R. ${ }^{2}$ |  | \$1,723,197 |  | \$1,723,197 |  |  |
| Total | 29 | \$13,302,667 |  | \$13,302,667 | \$458,713 |  |

- Collateral may include government grants, business assets and personal guarantees
- Origination growth increasing
- Hedging investment back to US Dollar
- Portfolio performing as expected; platform generating $12 \%$ returns


## INVESTMENT STATUS \& LOAN LOSS RESERVE

The Fund 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
- Loan loss reserve tracking as expected as portfolio matures. As at 30 September 2017, net reserve amount was approximately $\$ 1.3 \mathrm{~m}$


Investment Status - Inception to 30 September 2017


## Terminology

- The term "Default" indicates that collection efforts are in progress.
- The term "Write-Off" indicates that collection efforts have failed.
 impairment from Princeton Alternative Income Fund.


## 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 $75^{+} \%$ secured loans ) |
| NAV: | US\$239m as at 30 September 2017 |
| Investment Manager: | Ranger Alternative Management II, LP, part of \$1.9B AUM (as at 30 November 2017) investment advisory <br> group |
| Target Asset Yield: | $12 \%-13 \%$ targeted annual yield (after accrual for loan loss reserves or write-offs and gross of fees and <br> expenses to the fund) with respect to portfolio investments within the fund* |
| Target Dividend: | 7\%-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 $\mathbf{4}$ <br> November 2016. Inclusive of the gearing effect of such ZDP shares, leverage employed by the Company <br> is capped at $50 \%$ of net assets. As at 30 November 2017, leverage of the Company, which is solely <br> attributable to the ZDPs, amounts to approximately 35.3\% 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 |

*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.

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## FUND DEPLOYMENT - CAUTIONARY STATEMENTS

Target yield to the Fund, reflected in this presentation, in respect of credit investments originated or issued by each platform reflects the Investment Manager's target for the average yield (as applicable) of all investments made by the Fund that are originated on or issued by the relevant platform. The target has been compiled by reference to: (i) Ranger's analysis of historic yields on credit investments originated by the relevant platform; (ii) the expected fees that will be payable by the Fund in respect of the investments made; and (iii) an analysis of anticipated loss rates. In respect of platforms that have a lending history commencing on or before 2007, historical loss rates attributable to similar types of loans as anticipated to be acquired by the Fund, were used. In respect of platforms that do not have this long a lending history, or the history was not available to Ranger, loss rates used in calculating the target yield were based on historic loss rates which are higher than actual reported loss rates and/or conservative projections made by the relevant platform in order to account for the potential adverse impact of future unknown events. The target yield is a target only and not a profit forecast. There can be no assurance that the target yield will be achieved and investors should place no reliance on such targets when making an investment decision.


[^0]:    Charts as at 30 September 2017. Source: Ranger Alternative Management II, LP
    ${ }^{1}$ Argon Credit is excluded from unsecured calculation
    
    
     investment.

[^1]:     value of the fund. It should be noted that these differences are not material to performance. value of the fund. It should be noted
    ${ }^{3}$ A.P.R.: Amortized Principal Repaid
    ${ }^{3}$ Additional changes in valuation may have occurred between 30 September 2017 to the date of this document's publication.

