

## Capital Southwest Corporation

## Q4 2020 Earnings Presentation

June 2, 2020

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## Conference Call Participants

Bowen S. Diehl
President and Chief Executive Officer

Michael S. Sarner Chief Financial Officer

Chris Rehberger VP Finance / Treasurer



## **CSWC Company Overview**

CSWC is a middle-market lending firm focused on supporting the acquisition and growth of middle-market companies across the capita structure

- CSWC was formed in 1961, and elected to be regulated as a BDC in 1988
- Publicly-traded on Nasdaq: Common Stock ("CSWC") and December 2022 Notes ("CSWCL")
- Internally Managed BDC with RIC tax treatment for U.S. federal income tax purposes
- December 2014: announced intent to spin-off industrial growth company ("CSW Industrials"; Nasdaq: "CSWI") tax free
- January 2015: launched credit investment strategy
- September 2015: completed tax free spin off of CSWI ("Spin Off")
- 22 employees based in Dallas, Texas
- Total Balance Sheet Assets of \$585MM as of March 31, 2020
- Manage I-45 Senior Loan Fund ("I-45 SLF") in partnership with Main Street Capital (NYSE: "MAIN")



### Key Attributes that Prepare CSWC for Tough Environmen

- 90% of CSWC Credit Portfolio invested in First Lien Senior Secured Debt
  - Additionally, 97% of I-45 Portfolio invested in First Lien Senior Secured Debt
- Completed successful sale of Media Recovery in November 2019, reducing balance sheet eq exposure from 19% to 8%
- Floating rate credit investments all have LIBOR floors of 1.0% 2.0%, with a weighted averag
   1.4% across the portfolio
  - CSWC Revolving Credit Facility does not have a LIBOR floor, decreasing our cost of debt as L decreases
- Given that 84% of our credit portfolio is invested in the Lower Middle Market, many portfolio companies were eligible for the Payment Protection Plan ("PPP")
  - Approximately \$90MM of "PPP" funding has been applied for and received by 24 of our portfoli companies
- During Fiscal Year 2020, we increased our Revolving Credit Facility from \$270MM to \$325MN
  - Approximately \$170MM available on the credit facility as of 3/31/20
  - \$15.2MM total unfunded commitments to our portfolio companies as of 3/31/20, with only approximately \$7.5MM accessible to our portfolio companies based on compliance with drawir conditions
- Completed \$75MM Unsecured Bond Offering in September 2020, allowing us to end Fiscal Ye
   2020 with 50% of our liabilities in unsecured debt



### Fiscal Year 2020 Highlights

### Financial Highlights

- Investments at Fair Value of \$553.1MM compared to \$524.1MM in Prior Year, an increase of 6
  - Originated \$195.1MM in total commitments in 19 portfolio companies
  - Credit Portfolio increased by \$106.6MM compared to prior year
  - Exited five companies for \$99.6MM in proceeds, generating a weighted average IRR of 11.6%
    - Exited Media Recovery, Inc. for net proceeds of \$48.4MM, generating an IRR of 11.8%
    - Since Spin Off, Cumulative IRR of 16.4% on 31 Portfolio Exits Generating \$287.1MM in total proceeds
- Total Investment Revenue of \$62.0MM compared to \$51.9MM in Prior Year, an increase of 20
- Strengthened Balance Sheet Through Variety of Capital Raising Activities
  - Raised \$75.0MM in aggregate principal through 5.375% October 2024 Notes
  - Raised \$26.2MM in net proceeds through Equity ATM Program
  - Upsized the CSWC Revolving Credit Facility to \$325MM from \$270MM
- Operating Leverage<sup>(1)</sup> decreased to 2.4% as of 3/31/20 from 2.8% as of 3/31/19
- Total Dividends of \$2.75 per share compared to \$2.27 per share in Prior Year, an increase of 2

(1) Operating Leverage calculated as Quarterly Annualized Operating Expenses excluding Interest Expense divided by Average Total A



### Q4 2020 Highlights

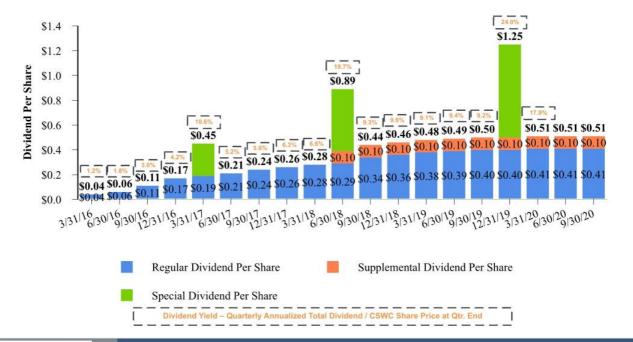
#### Financial Highlights

- Q4 2020 Pre-Tax Net Investment Income ("NII") of \$7.4MM or \$0.40 Per Share
- Paid \$0.41 Per Share in Regular Dividends, Plus \$0.10 Per Share Supplemental Divide
  - Total Dividends for the quarter of \$0.51 per share
  - UTI Balance at quarter end of \$1.44 per share
- Net Asset Value decreased to \$15.13 from \$16.74 in Prior Quarter
- Investment Portfolio at Fair Value decreased to \$553.1MM from \$558.6MM in Prior Qua
- Received \$2.1MM Dividend from I-45 SLF, an Annualized Yield of 21.4% at Fair Value
- Continued Opportunistic Capital Market Activities
  - Raised \$3.7MM in gross proceeds through Equity ATM Program, resulting in \$0.04 of accretion for the quarter
    - Shares sold at average price of \$20.61, or 123% of the prevailing NAV per share
  - Repurchased \$9.2MM worth of shares through Share Buyback Program, resulting in \$0 accretion for the quarter
    - Shares bought at average price of \$11.57, or 69% of the prevailing NAV per share
- \$167.6MM Available on Credit Facility as of Quarter End, inclusive of \$30MM upsize in March 2020



### Track Record of Increasing Dividends Continues

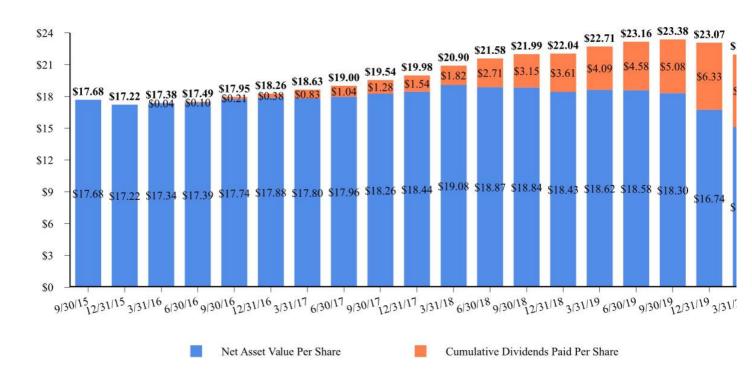
- In the Last Twelve Months Ending 3/31/20, CSWC Generated \$1.68 Per Share in Pre-Tax NII and Paid Out \$1 Per Share in Regular Dividends
- Cumulative Pre-Tax NII Regular Dividend Coverage of 107% since the 2015 spin-off
- Announced Supplemental Dividend Program in June 2018
  - Expect to pay \$0.10 per share Supplemental Dividend per quarter going forward, subject to Board approval
  - Fiscal Year End 2020 UTI Balance of \$1.44 per share





### History of Value Creation

Total Value (Net Asset Value + Cumulative Dividends Paid) Increase of \$4.29 at 3/31/20 from 9/30/15 Spin-off of CSWI





### Two Pronged Investment Strategy

CORE: Lower Middle Market ("LMM"): CSWC led or Club Deals

- Companies with EBITDA between \$3 MM and \$15 MM
- Typical leverage of 2.0x 4.0x Debt to EBITDA through CSWC debt position
- Commitment size up to \$25 MM with hold sizes generally \$10 MM to \$20 MM
- · Both Sponsored and Non-sponsored deals
- · Securities include first lien, unitranche, second lien and subordinated debt
- · Frequently make equity co-investments alongside CSWC debt

# OPPORTUNISTIC: Upper Middle Market ("UMM"): Syndicated or Cluk First and Second Lien

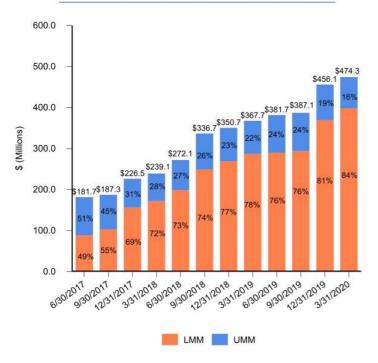
- Companies typically have in excess of \$50 MM in EBITDA
- Typical leverage of 3.0x 5.5x Debt to EBITDA through CSWC debt position
- Hold sizes generally \$5 MM to \$15 MM
- · Floating rate first and second lien debt securities
- More liquid assets relative to Lower Middle Market investments
- Provides flexibility to invest/divest opportunistically based on market conditions and liquidity position



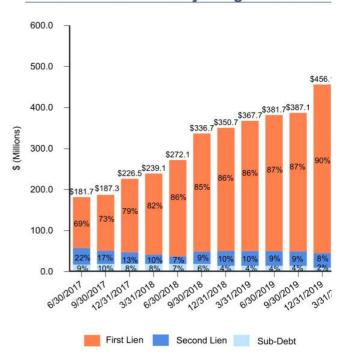
#### CSWC Credit Portfolio Heavily Weighted Towards LMM and First Lien Investn

LMM and First Lien Investments have increased to 84% and 90% of the Credit Portfolio as of 3/31/20, respectively

#### Robust LMM Credit Portfolio Growth



#### Credit Portfolio Heavily Weighted to Firs





## CSWC Originations and Prepayments - Q4 20

\$38.1MM in New Committed Investments During the Quarter (\$32.8MM funded at close) at a Weighted Average Debt YTM of 9.6%

ortfolio Originations	Q4 2020						
Name	Industry	Туре	Market	Total Debt Funded at Close (\$000s)	Total Equity Funded at Close (\$000s)	Unfunded Commitments at Close (\$000s)	Debt Spread over LIBOR
AAC Holdings - Priming	Healthcare Services	Priming 1st Lien	UMM	\$563	\$0	\$0	13.50%
ESCP DTFS	Industrial Services	1st Lien / DDTL	LMM	\$10,700	\$0	\$5,250	7.50%
Clickbooth	Media, Marketing, & Entertainment	1st Lien	LMM	\$3,576	\$0	\$0	8.50%
USA Debusk	Industrial Services	1st Lien	UMM	\$8,000	\$0	\$0	5.75%
GS Operating d/b/a Gexpro	Distribution	1st Lien	LMM	\$8,000	\$0	\$0	6.50%
Blaschak	Commodities & Mining	2nd Lien	LMM	\$2,000	\$0	\$0	12.00%
Total / Weighted Average			1.	\$32,839	\$0	\$5,250	7.32%

Portfolio Prepayments	Q4 2020					
Name	Industry	Туре	Market	Net Proceeds (\$000)	Realized Gain/Loss (\$000s)	IF
Digital River	Software & IT Services	1st Lien	UMM	\$12,630	\$(27)	8.2
Total / Weighted Average			3	\$12,630	\$(27)	8.2

Note: Market refers to Upper Middle Market ("UMM") and Lower Middle Market ("LMM")



### CSWC Portfolio Asset Mix by Market

#### Maintaining Conservative Portfolio Leverage While Receiving Attractive Risk Adjusted Returns

Thousands)	Lower Middle Market <sup>(1)</sup>	Upper Middle Market
Number of Portfolio Companies	34	11
Total Cost	\$435,015	\$96,172
Total Fair Value	\$437,142	\$76,170
Average Hold Size (at Cost)	\$12,795	\$8,743
% First Lien Investments (at Cost)	84.1%	84.5%
% Second Lien Investments (at Cost)	5.4%	15.5%
% Subordinated Debt Investments (at Cost)	2.3%	0.0%
% Equity (at Cost)	8.2%	0.0%
Wtd. Avg. Yield (2)(3)	11.2%	6.6%
Wtd. Avg. EBITDA of Issuer (\$MM's) (3)	\$8.3	\$74.1
Wtd. Avg. Leverage through CSWC Security (3) (4)	3.7x	4.2x

Note: All metrics above exclude the I-45 Senior Loan Fund

- (1) At March 31, 2020, we had equity ownership in approximately 64.7% of our LMM investments
- (2) The weighted-average annual effective yields were computed using the effective interest rates during the quarter for all debt investments at cost as of March 31, 2020, inc accretion of original issue discount but excluding fees payable upon repayment of the debt instruments. As of March 31, 2020, there were four investments on non-accrual state. Weighted-average annual effective yield is not a return to shareholders and is higher than what an investor in shares in our common stock will realize on its investment because not reflect our expenses or any sales load paid by an investor
- (3) Weighted average EBITDA metric is calculated using investment cost basis weighting. For the quarter ended March 31, 2020, two UMM portfolio companies are excluded calculation due to a reported debt to adjusted EBITDA ratio that was not meaningful
- (4) Includes CSWC debt investments only. Calculated as the amount of each portfolio company's debt (including CSWC's position and debt senior or pari passu to CSWC's put excluding debt subordinated to CSWC's position) in the capital structure divided by each portfolio company's adjusted EBITDA. Weighted average leverage is calculated investment cost basis weighting. Management uses this metric as a guide to evaluate relative risk of its position in each portfolio debt investment. For the quarter ended Marc 2020, two UMM portfolio companies are excluded from this calculation due to reporting a debt to adjusted EBITDA ratio that was not meaningful



## Quarter-over-Quarter Investment Rating Migration

Investment Rating Downgrades During the Quarter Largely the Result of Anticipated Covid-19 Impact on Portfolio Companies

Investment Rating		12/31/2019	9	Investment Rating Upgrades		Investment Rating Downgrades					
	# of Loans	Fair Value (\$MM)	% of Portfolio (FV)	# of Loans	Fair Value (\$MM)	% of Portfolio (FV)	# of Loans	Fair Value (\$MM)	% of Portfolio (FV)	# of Loans	Fair Value (\$MM)
1	3	\$49.1	10.8%	1	\$12.0	2.5%	_	\$—	_	3	\$53.5
2	38	\$384.5	84.3%	_	\$—	_	1	\$11.4	2.4%	34	\$347.1
3	4	\$16.6	3.6%	<u></u>	\$—	_	6	\$53.9	11.4%	9	\$59.3
4	1	\$5.9	1.3%	_	\$—	=	2	\$9.1	1.9%	3	\$14.5
Wtd. Avg. Investment Rating		2.0						t.			2.1

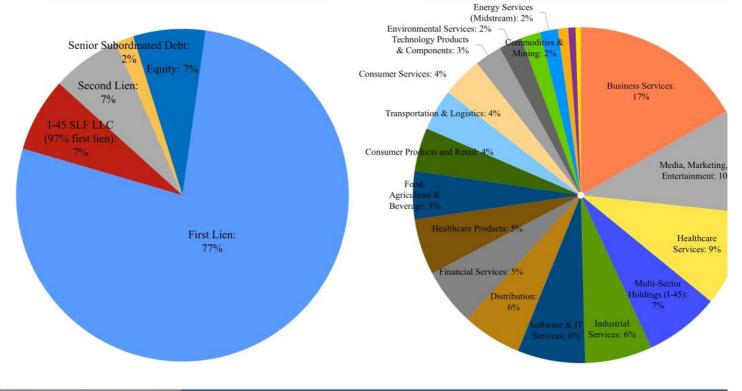


### CSWC Portfolio Mix as of 3/31/20 at Fair Value

Current Investment Portfolio of \$553.1MM Continues to be Diverse Across Industries

Current Investment Portfolio (By Type)

#### Current Investment Portfolio (By Industr



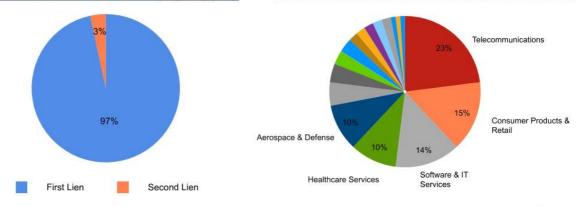


### I-45 Portfolio Overview

I-45 Loan Portfolio of \$170.9MM is 97% First Lien with Average Hold Size of 2.3% of the I-45 Portfolio

#### Current I-45 Portfolio (By Type)

#### Current I-45 Portfolio (By Industry)



In Thousands)				
,	6/30/19	9/30/19	12/31/19	3/31/20
Total Debt Investments at Fair Value	\$234,700	\$214,762	\$206,208	\$170,860
Number of Issuers	50	46	46	43
Wtd. Avg. Issuer EBITDA	\$70,807	\$69,270	\$64,968	\$65,098
Avg. Investment Size as a % of Portfolio	2.0%	2.2%	2.2%	2.3%
Wtd. Avg. Net Leverage on Investments (1)	3.9x	4.3x	4.5x	4.6x
Wtd. Avg. Spread to LIBOR	6.4%	6.4%	6.3%	6.3%
Wtd. Avg. Duration (Yrs)	4.0	3.9	3.8	3.5

(1) Through I-45 Security



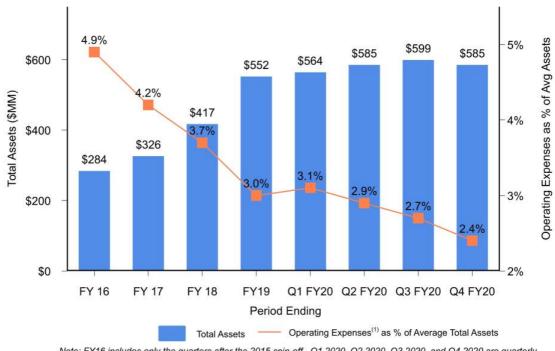
## **Income Statement**

(In Thousands, except per share amounts)	Quarter Ended 6/30/19	Quarter Ended 9/30/19	Quarter Ended 12/31/19	Quarter 3/31
Investment Income				
Interest Income	\$11,346	\$11,237	\$11,685	\$12,
Dividend Income	4,019	3,587	2,688	2,1
Fees and Other Income	434	394	1,611	23
Total Investment Income	\$15,799	\$15,218	\$15,984	\$15,
Expenses				
Cash Compensation	\$2,021	\$1,708	\$2,034	\$1,5
Share Based Compensation	837	685	690	64
General & Administrative	1,451	1,728	1,243	1,3
Total Expenses (excluding Interest)	\$4,309	\$4,121	\$3,967	\$3,5
Interest Expense	\$3,806	\$3,716	\$4,142	\$4,1
Pre-Tax Net Investment Income	\$7,684	\$7,381	\$7,875	\$7,3
Taxes and Gain / (Loss)				
Income Tax Benefit (Expense)	\$(324)	\$(566)	\$(761)	\$(4
Net realized gain (loss) on investments	1,217	283	40,818	(87
Net increase (decrease) in unrealized appreciation of investments	(1,864)	(4,369)	(54,765)	(31,8
Net increase (decrease) in net assets resulting from operations	\$6,713	\$2,729	\$(6,833)	\$(24,
Weighted Average Diluted Shares Outstanding	17,536	17,770	18,100	18,5
Pre-Tax Net Investment Income Per Dil. Wtd. Average Share	\$0.44	\$0.42	\$0.44	\$0.



## **Operating Leverage Improves**

Continue to Realize Operating Efficiencies of Internally-Managed Structure Migrating to a Target Operating Leverage of sub-2.5%

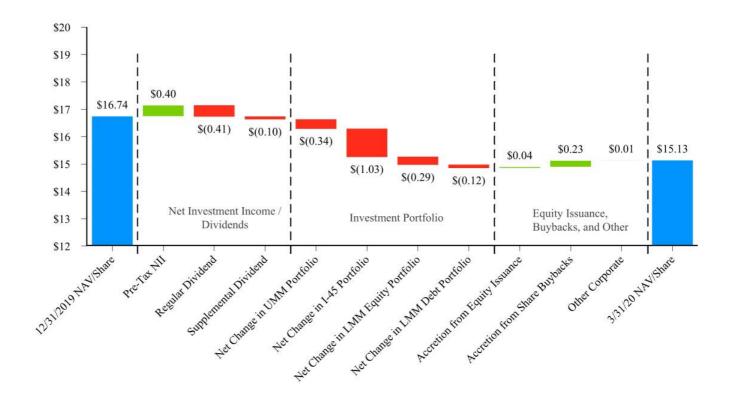


Note: FY16 includes only the quarters after the 2015 spin-off. Q1 2020, Q2 2020, Q3 2020, and Q4 2020 are quarterly annualized

(1) Operating Expenses exclude Interest Expense



## NAV per Share Bridge since Quarter Ended 12/31/





### Significant Unused Debt Capacity with Long-Term Duration

Earliest Debt Maturity Occurs in December 2022

Facility	Total Commitments	Interest Rate	Maturity	Principal Drawn	Undrawn Co
Credit Facility <sup>(1)</sup>	\$325.0 MM	L + 2.50% subject to certain conditions	December 2023	\$154.0 MM	\$167.6 N
December 2022 Notes (NASDAQ: "CSWCL") <sup>(3)</sup>	\$77.1 MM	5.950%	December 2022	\$77.1 MM	N/A
October 2024 Notes <sup>(4)</sup>	\$75.0 MM	5.375%	October 2024	\$75.0 MM	N/A
I-45 Credit Facility <sup>(5)</sup>	\$165.0 MM	L + 2.25%	November 2024	\$125.0 MM	\$40.01

#### Long-Term Debt Obligations (Calendar Year)



- (1) The Credit Facility has an accordion feature that allows for an increase in total commitments up to \$350 MM. Principal Drawn is based upon outstanding balances as of 03/31/2020 (2) Net of \$3.4 MM in letters of credit outstanding
- (3) Redeemable in whole or in part at CSWC's option at any time. Principal drawn is based upon outstanding balances as of 03/31/2020
- (4) Redeemable in whole or in part at any time prior to July 1, 2024, at par plus a "make whole" premium, and thereafter at par. Principal drawn is based upon outstanding balances as (5) CSWC owns 80% of the equity and 50% of the voting rights of I-45 SLF LLC with a joint venture partner. Subsequent to quarter end, I-45 reduced its Credit Facility commitments to through an optional prepayment



## **Balance Sheet**

(In Thousands, except per share amounts)	Quarter Ended 6/30/19	Quarter Ended 9/30/19	Quarter Ended 12/31/19	Quarter Ended 3/31/20
Assets				
Portfolio Investments	\$533,491	\$538,876	\$558,552	\$553,072
Cash & Cash Equivalents	11,969	30,019	22,966	13,744
Deferred Tax Asset	1,672	1,628	1,336	1,402
Other Assets	17,044	14,510	16,494	16,741
Total Assets	\$564,176	\$585,033	\$599,348	\$584,959
Liabilities				
December 2022 Notes <sup>(1)</sup>	\$75,440	\$75,564	\$75,688	\$75,812
October 2024 Notes <sup>(1)</sup>	_	63,585	73,393	73,484
Credit Facility	151,000	108,000	124,000	154,000
Other Liabilities	8,922	9,785	14,411	9,441
Total Liabilities	\$235,362	\$256,934	\$287,492	\$312,737
Shareholders Equity				
Net Asset Value	\$328,814	\$328,099	\$311,856	\$272,222
NAV per Share <sup>(2)</sup>	\$18.58	\$18.30	\$16.74	\$15.13
Debt to Equity	0.69x	0.75x	0.88x	1.11x

- (1) Net of unamortized debt issuance costs
- (2) NAV per Share includes the impact of \$1.15 per share in supplemental/special dividends paid over the last 12 months



### Portfolio Statistics

### Continuing to Build a Well Performing Credit Portfolio

(In Thousands)	Quarter Ended 6/30/19	Quarter Ended 9/30/19	Quarter Ended 12/31/19	Quarter E 3/31/2
Portfolio Statistics				
Fair Value of Debt Investments	\$381,704	\$387,168	\$456,095	\$474,3
Average Debt Investment Hold Size	\$10,906	\$11,062	\$11,695	\$11,56
Fair Value of Debt Investments as a % of Par	97%	96%	95%	94%
% of Investment Portfolio on Non-Accrual (at Fair Value)	1.5%	2.6%	3.3%	3.3%
Weighted Average Investment Rating <sup>(1)</sup>	1.9	2.0	2.0	2.1
Weighted Average Yield on Debt Investments	11.73%	11.02%	11.26%	10.50°
Total Fair Value of Portfolio Investments	\$533,491	\$538,876	\$558,552	\$553,0
Weighted Average Yield on all Portfolio Investments <sup>(2)</sup>	11.73%	11.10%	10.69%	10.63
Investment (Mix Debt vs. Equity) <sup>(3) (4)</sup>	81% / 19%	81% / 19%	91% / 9%	92% / 8

<sup>(1)</sup> Weighted Average Investment Rating is calculated at cost. CSWC utilizes an internal 1 - 4 investment rating system in which 1 represents material outperformance and 4 represents material underperformance. All new investments are initially set to 2

<sup>(4)</sup> At Fair Value



<sup>(2)</sup> Includes dividends from Media Recovery, Inc. and I-45 Senior Loan Fund

<sup>(3)</sup> Excludes CSWC equity investment in I-45 Senior Loan Fund

### Investment Income Detail

### Constructing a Portfolio of Investments with Recurring Cash Yield

 Non-Cash and Non-Recurring investment income remain a minor portion of Total Investment Income

(In Thousands)	Quarter Ended 6/30/19	Quarter Ended 9/30/19	Quarter Ended 12/31/19	Quarter Ended 3/31/20
Investment Income Breakdown				
Cash Interest Cash Dividends PIK Income Amortization of purchase discounts and fees	\$10,526 3,959 424 472	\$10,573 3,576 191 496	\$10,430 2,703 801 460	\$11,421 2,150 741 511
Management/Admin Fees	211	246	199	177
Prepayment Fees & Other Income	207	136	1,391	38
Total Investment Income	\$15,799	\$15,218	\$15,984	\$15,038
Key Metrics				
Cash Income as a % of Investment Income % of Total Investment Income that is Recurring (1)	94% 96%	95% 98%	92% 88%	92% 98%

<sup>(1)</sup> Non-Recurring income principally made up of loan prepayment and amendment fees



## **Key Financial Metrics**

# Strong Pre-Tax Net Investment Income and Regular Dividend Growth Driven by Net Portfolio Growth and Investment Performance

	Quarter Ended 6/30/2019	Quarter Ended 9/30/19	Quarter Ended 12/31/19	Quarter 3/31/
Key Financial Metrics				
Pre-Tax Net Investment Income Per Wtd Avg Diluted Share	\$0.44	\$0.42	\$0.44	\$0.4
Pre-Tax Net Investment Income Return on Equity (ROE) <sup>(1)</sup>	9.41%	8.94%	9.51%	9.45
Realized Earnings Per Wtd Avg Diluted Share	\$0.49	\$0.40	\$2.65	\$0.3
Realized Earnings Return on Equity (ROE) <sup>(1)</sup>	10.51%	8.60%	57.88%	8.81
Earnings Per Wtd Avg Diluted Share	\$0.38	\$0.15	\$(0.38)	\$(1.3
Total Earnings Return on Equity (ROE) <sup>(1)</sup>	8.22%	3.31%	(8.25)%	(32.07
Regular Dividends per Share	\$0.39	\$0.40	\$0.40	\$0.4
Supplemental Dividends per Share	\$0.10	\$0.10	\$0.85	\$0.1
Total Dividends per Share	\$0.49	\$0.50	\$1.25	\$0.5
Dividend Yield (2)	9.36%	9.17%	24.03%	17.86

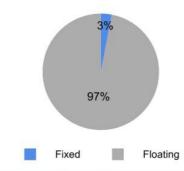
<sup>(1)</sup> Return on Equity is calculated as the quarterly annualized Pre-Tax NII, Realized Earnings, or Total Earnings, respectively, divided by equity at the end of the prior quarter

<sup>(2)</sup> Dividend Yield is calculated as the quarterly annualized Total Dividend divided by share price at quarter end



## Interest Rate Sensitivity

Fixed vs. Floating Portfolio Exposure (1)



Change in Base Interest Rates	Illustrative Annual NII Change (\$'s)	Illustrative Annual N Change (Per Share)	
(100 bps)	\$399,773	\$0.02	
(75 bps)	\$(136,284)	\$(0.01)	
(50 bps)	\$(664,404)	\$(0.04)	
(25 bps)	\$(426,517)	\$(0.02)	
25 bps	\$509,747	\$0.03	
50 bps	\$1,061,495	\$0.06	
75 bps	\$1,887,616	\$0.10	
100 bps	\$2,780,167	\$0.15	

(1) Portfolio Exposure includes I-45 assets pro rata as a % of CSWC's equity investment in the fund

Note: Illustrative change in annual NII is based on a projection of CSWC's existing debt investments as of 3/31/20, adjusted only for changes in Base Interest Rate. Base Interest Rate used in this analysis is 3-Month LIBOR of 1.45% at 3/31/20. The results of this analysis include the I-45 Senior Loan which is comprised of 100% floating rate assets and liabilities



## **Corporate Information**

#### **Board of Directors**

#### **Inside Directors**

Bowen S. Diehl

#### **Independent Directors**

David R. Brooks Christine S. Battist T. Duane Morgan Jack D. Furst William R. Thomas

#### Corporate Offices & Website

5400 Lyndon B. Johnson Freeway 13th Floor Dallas, TX 75240

http://www.capitalsouthwest.com

#### **Senior Management**

Bowen S. Diehl
President & Chief Executive Officer

Michael S. Sarner Chief Financial Officer, Secretary & Treasurer

#### **Investor Relations**

Michael S. Sarner Capital Southwest 214-884-3829

msarner@capitalsouthwest.com

#### **Securities Listing**

Nasdaq: "CSWC" (Common Stock) Nasdaq: "CSWCL" (December 2022 Notes)

#### Fiscal Year End

March 31

#### **Independent Auditor**

RSM US Chicago, IL

#### **Corporate Counsel**

Eversheds Sutherland (US) LLP

#### **Transfer Agent**

American Stock Transfer & Trust Compa 800-937-5449 www.amstock.com

Industry Analyst Coverage					
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Janney Montgomery Scott, LLC	Mitchel Penn, CFA	Direct: 410-583-5976			
JMP Securities	Christopher York	Direct: 415-835-8965			
B. Riley FBR	Tim Hayes	Direct: 703-312-1819			
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Raymond James	Robert Dodd	Direct: 901-579-4560			

