

Overview

Capital Southwest (NASDAQ: CSWC) is an internally-managed, credit-focused BDC that is an active lender to middle market companies across the capital structure. CSWC provides flexible capital that fills financing needs that traditional first lien senior lenders are unwilling to meet. In particular, CSWC is well-positioned to finance lower middle market businesses with \$3 to \$15 million of EBITDA.

CSWC manages investable capital of approximately \$775 million. As of March 31 2018, CSWC had funded over \$770 million in new credit investments, including the capital invested in its I-45 Senior Loan Fund.

The Company is managed by an investment team with decades of experience working with one another. The firm and all of its employees are located in Dallas, Texas.

Recent Investment Activity

In 2017, CSWC deployed approximately **\$169 million** in new and add-on direct debt and equity financings across **17** different middle market portfolio companies.

Industry Preferences

CSWC is a **generalist** investment firm with certain preferred sectors:

- Business services
- Digital media and advertising
- Healthcare products and services
- Value-added distribution
- Industrial manufacturing and services
- Consumer products and retail
- Tech-enabled and digital media services

Investment Parameters

Investment Size	<ul style="list-style-type: none"> • \$5 to \$50 million financings • \$5 to ~\$25 million commitment size per deal • Active network of co-investors
Company Size	<ul style="list-style-type: none"> • Minimum of \$3 million of EBITDA • Typically \$3 to \$15 million of EBITDA
Situations	<ul style="list-style-type: none"> • New platform acquisitions • Dividend recapitalizations • Refinancings • Bolt-on acquisitions • Growth financings
Clients	<ul style="list-style-type: none"> • Financial sponsors • Investment banks and business brokers • Founder and independently-owned businesses • Independent sponsors
Investment Structures	<ul style="list-style-type: none"> • Unitranche debt (with network of first out senior lending relationships) • First lien debt • Second lien debt • Subordinated debt • Preferred and common equity • Flexibility to invest across multiple securities
Equity Investments	<ul style="list-style-type: none"> • Equity co-investments alongside debt investments • Non-control investor
Geography	<ul style="list-style-type: none"> • Anywhere in the United States
Partnership	<ul style="list-style-type: none"> • Relationship-centric firm focused on mutually beneficial partnerships over several deals
Committee Process	<ul style="list-style-type: none"> • Investment committee all co-located in Dallas • CSWC deal leaders have day-to-day access to Senior Management and can “speak for the firm” and execute without surprises

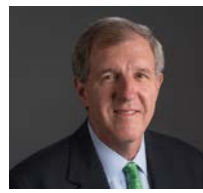
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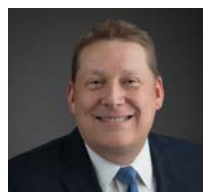
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Selected CSWC Investments: Direct Credit

Company	Industry Sector	Ownership	Amount	Security	Date
 BLASCHAK COAL CORP	Natural Resources	Sponsored	\$9mm	Split Lien	July 2018
 PRISM	Business Services	Sponsored	\$17mm	Revolver/ First Lien / Equity	July 2018 (add-on) February 2018
 DYNAMIC COMMUNITIES	Business Services	Sponsored	\$14mm	Revolver / First Lien / Equity	July 2018
 APG ADAMS PUBLISHING GROUP LLC	Media, Marketing & Entertainment	Non-Sponsored	\$17mm	First Lien / Delayed Draw	July 2018
 Environmental Pest Service	Consumer Services	Sponsored	\$23mm	First Lien / Delayed Draw	June 2018
 FS	Consumer Products & Retail	Sponsored	\$8mm	Revolver / First Lien	May 2018
Undisclosed	Digital Media	Sponsored	\$21mm	Last Out Unitranche / Equity	April 2018 (add-on) October 2017 (add-on) February 2017
 AMERICAN NURSERIES	Distribution	Sponsored	\$26mm	Revolver / First Lien / Delayed Draw / Equity	April 2018
 DELPHI Behavioral Health Group	Healthcare Services	Sponsored	\$13mm	First Lien	April 2018 (add-on) November 2017
 APOLLO Medlight	Healthcare Services	Non-Sponsored	\$15mm	Revolver / First Lien / Delayed Draw / Equity	February 2018
 Capital PAWN	Consumer Products and Retail	Sponsored	\$13mm	First Lien	December 2017
 cbclickbooth	Digital Media	Sponsored	\$18mm	First Lien	December 2017
 LGM PHARMA	Healthcare Services	Sponsored	\$14mm	Revolver / First Lien / Equity	November 2017
 AMWARE MULTI-CHANNEL LOGISTICS	Logistics	Sponsored	\$14mm	First Lien	October 2017 (add-on) July 2016
 Airance Sports Group ONE COMPANY MANY BRANDS	Consumer Products and Retail	Sponsored	\$13mm	Secured Sub Debt / Equity	August 2017
 zenfolio	Business Services	Sponsored	\$19mm	First Lien / Equity	July 2017

Capital Southwest Corporation

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