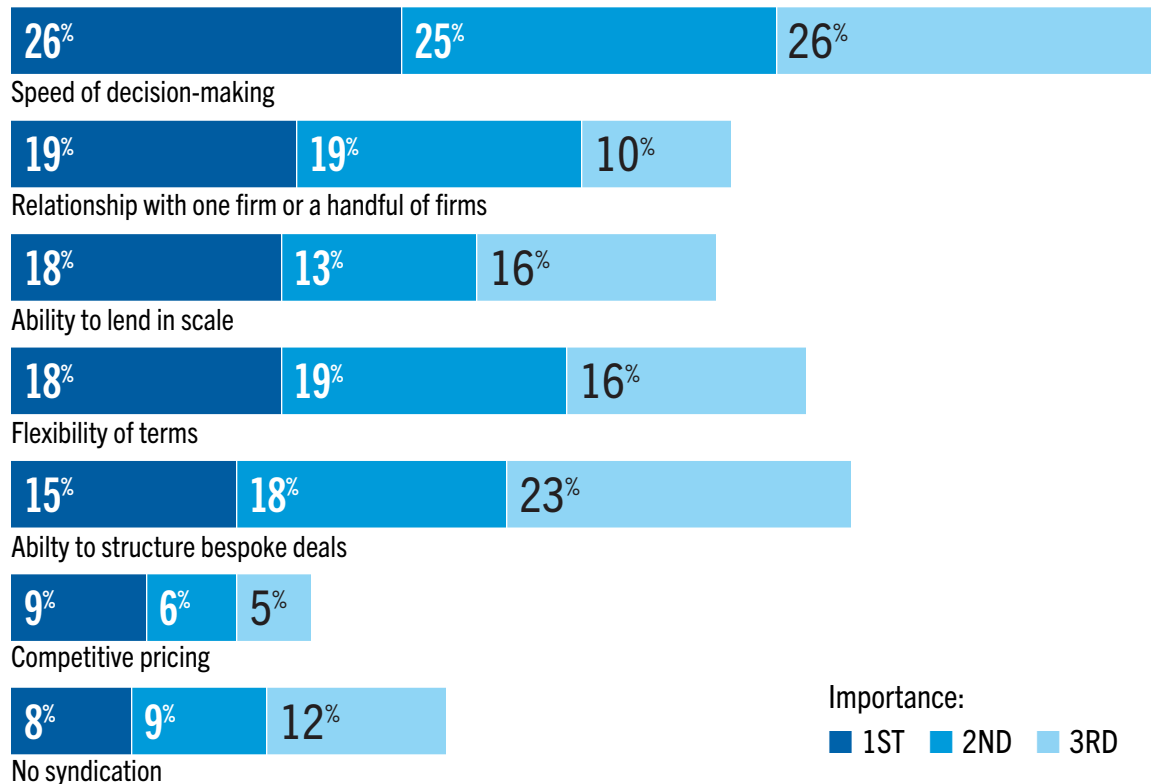


Win—Win: The Happy Marriage of Sponsor and Lender

Lending to sponsor-backed companies entails less risk; private equity sponsors seek to help lenders select better credits, maintain better performance and achieve better problem resolution.

What Private Equity Sponsors Want in a Lender or... Why Do Borrowers Value Private Credit?



A Powerful Partnership

- A sponsor-focused origination model helps filter for quality borrowers alongside a lender's own diligence.
- Sponsor firms specialize in creating equity value at their companies and take a significant personal stake in the success of their companies.
- Private equity sponsors support their portfolio companies with a range of manager and operational resources to help avoid downside scenarios.
- Sponsors are able to invest additional equity in borrower firms to overcome temporary setbacks.
- Private equity sponsors are adept at onboarding new management to implement turnaround plans and tend to approach workouts with professionalism.
- The average annual default rate of sponsor-backed companies is about half that of non-sponsored transactions.¹

Source: The Proskauer Private Credit Survey 2024; Trends in Private Credit.

1. KBRA as of August 2024

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