

Third Quarter 2023 Earnings Presentation

November 10, 2023

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## Financial Highlights

	QUARTER ENDED 9/30/2023	QUARTER ENDED 6/30/23	QUARTER ENDED 3/31/23	
GROSS INVESTMENT INCOME	\$2.9 million	\$2.9 million	\$2.5 million	
Expenses	\$1.3 million	\$1.0 million	\$1.1 million	
NET INVESTMENT INCOME	\$1.6 million	\$1.9 million	\$1.4 million	
NET INVESTMENT INCOME / SHARE	\$0.26	\$0.31	\$0.22	
NET ASSETS AT END OF PERIOD	\$87.4 million	\$90.0 million	\$88.8 million	
NET ASSET VALUE / SHARE AT END OF PERIOD	\$14.06	\$14.49	\$14.29	

#### Dividend Announcement:

The Company's Board of Directors declared a cash dividend of \$0.70 per share, consisting of a regular quarterly dividend of \$0.25 per share and a special dividend of \$0.45 per share. The dividend is payable on December 29, 2023 to stockholders of record on December 20, 2023.

# Silver Spike Capital, LLC Overview

- Silver Spike Investment Corp. (NASDAQ: SSIC) is externally managed by Silver Spike Capital, LLC ("SSC")
- SSC is an SEC-registered investment adviser that works with its clients to originate, underwrite, and deploy first-lien, senior-secured fixed and floating rate debt to the cannabis industry's most established operators
- Seasoned investment team with decades of experience across various market cycles and complex legal and regulatory frameworks in credit, special situations, equities, distressed, and emerging market debt
- ► Investors and operators in the cannabis industry since 2014, including the co-founder of a well-known California operator with cannabis and CBD products
- Multi-product focus, extensive industry network, and permanent capital position Silver Spike at the cannabis industry's epicenter as the preferred capital solution provider across the life-cycle of a company

#### \$600m+

Public and Private Capital Raised

#### ~28yrs

Average Partner's Experience

1st

Cannabis Focused BDC

\$10.5bn+

All Transactions Reviewed<sup>1</sup>

380+

Number of Debt Deals
Reviewed<sup>1</sup>

\$7.8bn+

Value of Debt Deals

Reviewed<sup>1</sup>

<sup>&</sup>lt;sup>1</sup> All transactions reviewed by SSC from July 2020 to September 30, 2023

#### Experienced Management Team



**Scott Gordon**Founding Partner, CEO & CIO

- ▶ 35-year investment career in global special situations, distressed, and emerging markets
- ► Holds board positions at Papa & Barkley and WM Holding Company, LLC ("Weedmaps")
- Early entrepreneur and investor in cannabis operating businesses, including California based Papa & Barkley, an industry-leading cannabis/CBD health & wellness brand
- ► Leadership roles at JP Morgan, ING Barings, Bank of America Distressed (International), Caxton, Marathon and Taconic



**Bill Healy**Partner, Head of Capital Formation

- ▶ 35-year career in asset management, corporate banking, and sales & trading
- Former President of Pantera Capital
- ► 18 years of leadership roles at Deutsche Bank Global Markets, DB's asset & wealth management division and Chase Manhattan Bank
- ► Former Head of Emerging Market Sales at ING Barings



**Bank of America** 



**BARCLAYS** 



J.P.Morgan









Umesh Mahajan
Partner, Co-Head of Credit, CFO

- ▶ 28-year career in credit, special situations and distressed investing
- ► Former Managing Director at Ascribe Capital, an opportunistic credit investing fund
- ► Former Managing Director at Bank of America Merrill Lynch in principal investing and special situations
- ► Former member of J.P. Morgan's investment banking team in Asia



Dino Colonna, CFA

Partner, Co-Head of Credit

- ▶ 21-year career in traditional and alternative investment portfolios, and investment banking across the global capital markets
- Formerly Managing Partner at Madison Capital Advisors, a middle-market asset-backed lender in the cannabis, life sciences and tech sectors
- Served as an investment banker at Barclays in London, and six years as a senior research analyst at Forest Investment Management, a global multi-strategy hedge fund

### Competitive Advantages

#### **BDC STRUCTURE VS REIT**



#### MANAGEMENT TEAM

- FIRST mover in the cannabis BDC landscape currently the only public BDC focused on directlending to the cannabis sector
- ► BDCs are direct lending vehicles that are more flexible than REITS:
  - SSIC can lend against cash flows as well as multiple types of collateral, including real estate, equipment, cash and receivables, and the equity of subsidiaries which often own cannabis licenses
  - REITs must have 75% of their assets invested in real estate or mortgages, narrowing the investable universe
  - We believe cash-flow lending is a much larger addressable market in the cannabis industry

- Deep background, experience, and skills across credit and special situations, in both developed and emerging markets across dozens of jurisdictions
- Our four partners have an average of nearly 30 years of experience in credit and capital markets
- Successful track record scaling credit, trading and asset management businesses
- Cannabis operating and investing expertise

#### Market Opportunity

#### Why Now?



Cannabis is an emerging market secular growth story with an attractive lending opportunity. The U.S. industry is sizeable, growing rapidly, and estimated to reach ~\$57bn by 2028F, representing a ~11% CAGR from 2021.<sup>1</sup>



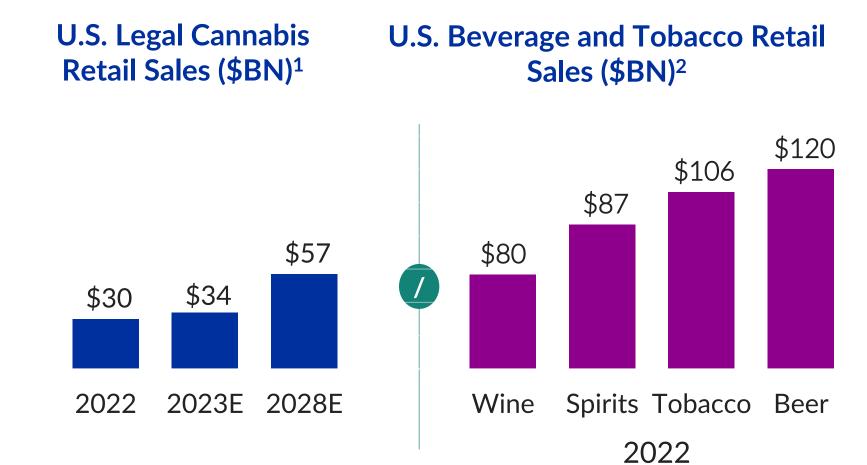
Compelling opportunities for lenders to profit from the favorable supply and demand imbalance for debt capital, as the debt servicing capacity of cannabis companies far outstrips the available supply of institutional debt capital.



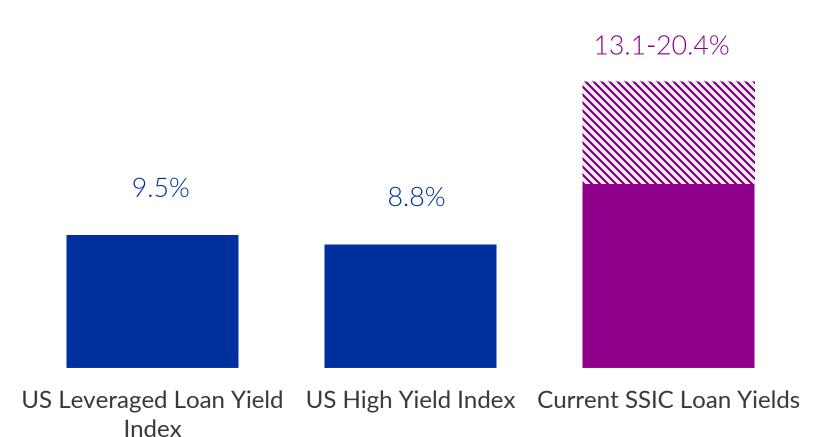
We believe this opportunity will persist for many years, regardless of any near-term federal regulatory action. Within the \$1.3 trillion private credit market today, direct lending in cannabis will remain outside the purview of most banks and traditional alternative asset managers. Near-term regulatory action (e.g., SAFE Banking) will be a step in the right direction, but likely will not meaningfully change the complex industry dynamics.



Lenders can demand various structural protections and have significant pricing power, driving attractive risk-adjusted returns. Complex regulatory, operational, and legal frameworks that vary state to state create high barriers of entry to traditional capital providers.



# Cannabis Lending Offers a Significant Premium to Traditional Leveraged Finance<sup>3,4,5</sup>



<sup>1.</sup> MJBiz Marijuana Factbook 2023. 2. Statista; total 2022 revenue as of January 2023. 3. Morningstar LSTA US Leveraged Loan Index, Yield to Maturity as of 9/30/23. 4. ICE BoA US High Yield Index Effective Yield as of 9/30/23. 5. Low and high yield range is the lowest and highest annualized gross yield of each investment (excluding cash) in SSIC's portfolio as of 9/30/23, or, for any investments made subsequent to 9/30/23, the investment date of such investment.

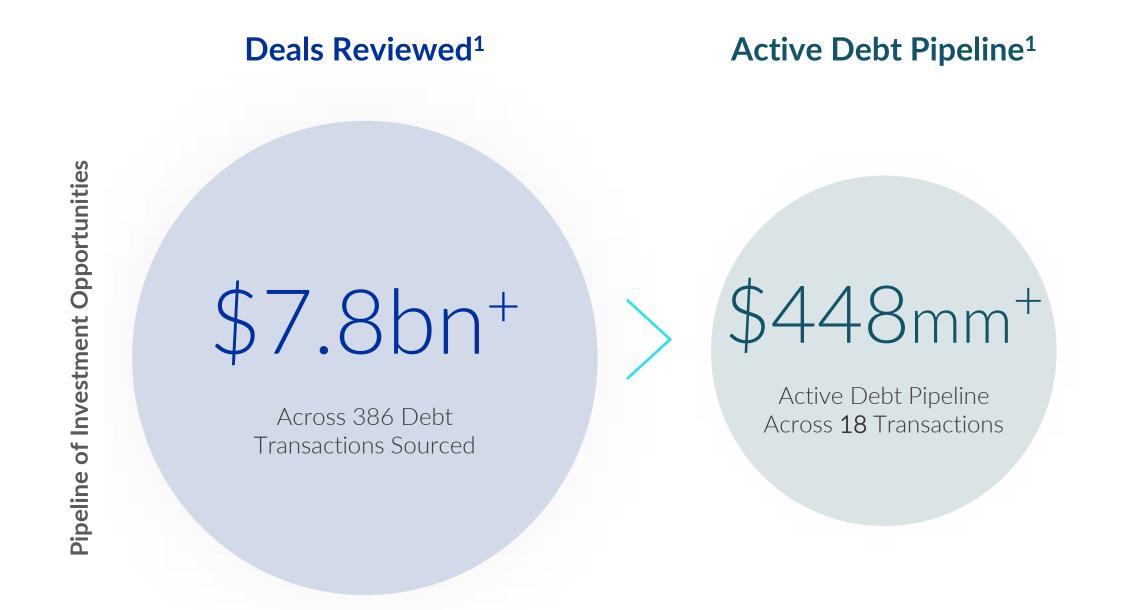


# SSIC's Investment and Underwriting Process

LOAN SOURCING AND ORIGINATION  Credit team screens companies and management	INITIAL CREDIT REVIEW  Conduct management meetings	INITIAL INVESTMENT COMMITTEE MEETING  • Evaluate investment opportunity	EXECUTE INDICATIVE TERM SHEET  Sign exclusive term sheet  Collect deposit	CONDUCT DETAILED DUE DILIGENCE  Conduct onsite management meeting.	FINAL INVESTMENT COMMITTEE MEETING  Prepare final investment committee memo	BRING-DOWN DILIGENCE AND CLOSING  Final due diligence check  Closing and	CREDIT MONITORING & PORTFOLIO MANAGEMENT  Monthly financial reviews
<ul> <li>Maintain         proprietary         database of         opportunities</li> </ul>	preliminary credit overview and draft term sheet	ldentify any gating conditions for investment	for legal and due diligence fees	<ul> <li>Review:</li> <li>Accounting</li> <li>Legal</li> <li>Tax</li> <li>Background checks</li> <li>Consulting SOP review</li> <li>Insurance</li> <li>Appraisals</li> </ul>	<ul> <li>Prepare         advanced draft         of loan docs</li> <li>Review         investment with         the Investment         Committee and         vote         (unanimous         consent         required)</li> </ul>	disbursement	<ul> <li>Quarterly valuation process with independent third party</li> <li>Ongoing market sector and macro review</li> <li>Adjust portfolio goals based on changing regulatory environment</li> </ul>

### Sourcing and Origination

#### SILVER SPIKE HAS A SIGNIFICANT PIPELINE OF POTENTIAL DEBT INVESTMENTS



Management's experience and deep cannabis industry relationships create differentiated sourcing and ability to execute transactions

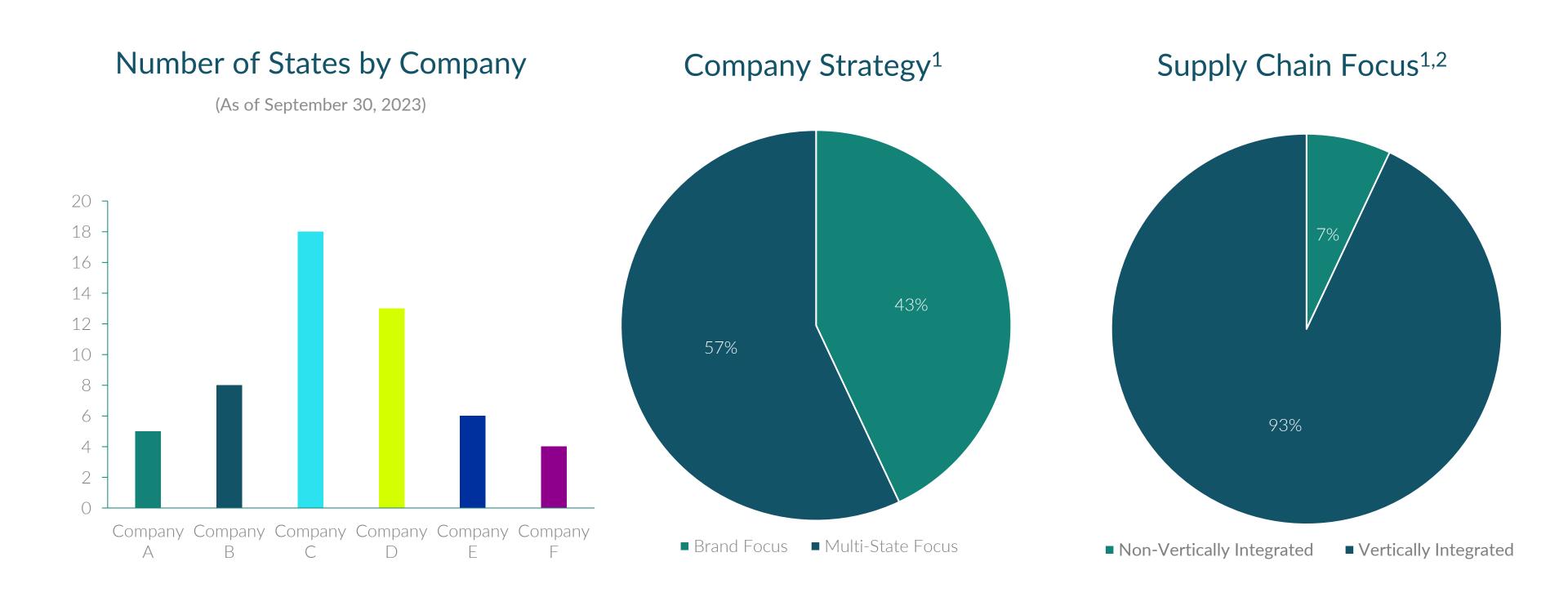
# Highlights of Silver Spike's **Sourcing & Origination Funnel**

- Our preference is to directly originate deals via our networks. Direct deal sourcing is enhanced by cannabis operating experience and visibility from Silver Spike management's publicly-traded cannabis company experience
- Sourcing / origination team screens based on business metrics, management team, state and local dynamics, collateral type, funding requirements, and potential deal structure
- Management has experience founding and operating in the cannabis industry since 2013

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<sup>&</sup>lt;sup>1</sup> All transactions reviewed by SSC from July 2020 to September 30, 2023

### Portfolio Composition & Diversity



<sup>1.</sup> Weighted by each company's Investment Value in SSIC's portfolio.

<sup>2.</sup> Vertically integrated companies typically engage in cultivation, manufacturing, and retail operations across most states of operations.

### SSIC Portfolio Summary

TOTAL INVESTMENT VALUE: \$57.38MM

% OF NET ASSETS INVESTED: 65.65%

WEIGHTED AVERAGE YIELD
TO MATURITY OF LOANS
(GROSS):
18.20%<sup>1</sup>

PORTFOLIO COMPANY	Investment Date	MATURITY DATE	INTEREST RATE	Investment Value <sup>2</sup>	% of Net Assets Invested <sup>3</sup>
Company A	5/26/2022	5/26/2026	Prime Rate + 8.50% Cash, 1.00% PIK	\$20.61mm	23.6%
Company B	6/30/2022	6/30/2025	12.00%	\$3.87mm	4.4%
Company C	10/11/2022	12/15/2026	8.00%	\$4.02mm	4.6%
Company D	10/27/2022	10/30/2026	Prime Rate + 6.50%	\$20.58mm	23.5%
Company E	1/24/2023	1/24/2026	Prime Rate + 5.75% Cash, 1.40% PIK	\$4.11mm	4.7%
Company F	5/3/2023	5/3/2026	Prime Rate + 8.75%	\$4.19mm	4.8%

Note: For additional details on the portfolio as of September 30, 2023, please refer to the Company's Quarterly Report on Form 10-Q for the quarter ended September 30, 2023.

<sup>1.</sup> Estimated Yield to Maturity ("YTM") includes a variety of fees and features that affect the total yield, which may include, but are not limited to, original issue discount ("OID"), exit fees, prepayment fees, unused fees, and contingent features. The estimated YTM calculations require management to make estimates and assumptions, including, but not limited to, the timing and amounts of loan draws on delayed draw loans, the timing and collectability of exit fees, the probability and timing of prepayments, and the probability of contingent features occurring. We have not assumed any prepayment penalties or early payoffs in our YTM calculations. Estimated YTM is based on current management estimates and assumptions, which may change. Actual results could differ from those estimates and assumptions. For floating rate loans, future Prime Rates are assumed to be equal to the Prime Rate applicable to the current interest payment period. Weighted average YTM of loans is gross of expenses, excludes cash holdings, and is calculated using the investment values shown. The weighted average YTM of loans would be lower if the calculation reflected expenses and cash holdings.

<sup>2.</sup> For loans made at or prior to 9/30/23, investment value is the fair market value of such loans. For any loans made subsequent to 9/30/23, investment value is the purchase price, plus actual accrued interest (if any at purchase), of such loans.

<sup>3.</sup> Percentage of net assets is calculated using the investment values shown, divided by the total net assets as of 9/30/23. Total net assets as of 9/30/23 were \$87.4mm.

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