

### **Investor Presentation**

Quarter Ended September 30, 2023

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REF: DLUS-02388



## **Risk Factors**

An investment in a fund managed by Ares Management, strategy, account or vehicle entails a significant degree of risk and, therefore, should be undertaken only by investors capable of evaluating the risks of that investment and bearing the risks it represents. General risks about making an investment are provided below. This is a non-exhaustive list of risk factors and conflicts of interest that should be considered in evaluating before making an investment. Investors should review a more complete list of risks, conflicts and or other considerations as described in offering documentation involved in connection with making an investment. Prospective investors should carefully review that additional information for other risks regarding such an investment.

#### No Assurance of Investment Return

Neither ARCC, ACM or Ares Management can provide assurance that it will be able to choose, make and/or realize investments in any particular company, portfolio of companies or asset. Further, there can be no assurance that ARCC will be able to generate returns for its investors or that the returns will be commensurate with the risks of investing in the types of companies, assets and transactions described. A prospective investor could lose the entire amount of its investment, and therefore an investor should only invest if the investor can withstand a total loss of its investment.

#### **Past Performance Not Indicative of Future Results**

Past performance may be not indicative of the future results that ARCC will achieve.

#### Valuation of Investments

A vast majority of ARCC's portfolio is expected to be in private investments that will be valued by the manager given the lack of public market information. As such, the fair value of such investments may not be readily determinable. The investments are generally expected to be valued at a fair value as determined in good faith and in accordance with U.S. generally accepted accounting principles. The types of factors that may be considered in valuing such investments include any restrictions on the marketability of such investments, the lack of a market for such investments, the control premium if any associated with such investments, the anticipated impact of immediate sale, the length of time before any such sales may become possible and the cost and complexity of any such sales and other relevant factors. Because such valuations are inherently uncertain, may fluctuate over short periods of time and may be based on estimates, the manager's determinations of fair value may differ materially from the values that would have been used if a ready market for these investments existed and from valuations of third parties and may differ materially from the values that ARCC may ultimately realize.

### **Allocation of Investment Opportunities**

Certain investment opportunities appropriate for ARCC may also be appropriate for other funds managed by Ares Management or strategies, including those funds or strategies not within the same investment team and can range across the Ares Management investment platform. It is generally intended that, subject to Ares Management's allocation policy, ARCC and other Ares Management funds or strategies, as applicable, which share common investment opportunities as determined in the sole discretion of the manager, allocate over time in a fair and equitable manner, taking into account relevant facts and circumstances and to the extent practicable, including but not limited to, pro-rata based on available capital, subject to the investment objectives, investment restrictions, liquidity, available capital, remaining investment period, leverage, diversification and other limitations applicable to ARCC and such other Ares Management funds or strategies and as may otherwise be agreed by the respective Investment Committee of such funds or strategies. There can be no assurance that proportional allocations between ARCC and any such other Ares Management funds or strategies will be achieved.

Ares Management and its affiliates may, from time to time, be presented with investment opportunities that fall within ARCC's investment objectives and the investment objectives of one or more other Ares Management funds or strategies. While Ares Management will seek to manage such conflicts of interest in good faith, there may be situations in which the interests of ARCC with respect to a particular investment or other matter conflict with the interests of one or more of the other Ares Management funds and strategies. Neither the manager or Ares Management has any affirmative obligation to offer any investments to a particular fund strategy, or to inform the respective fund or strategy before offering investments to any other Ares fund or strategy.

### **Conflicts of Interest**

Ares Management manages various funds and strategies and the management of these funds and strategies can give rise to conflicts of interest between the investors of a single fund or strategy and differing fund or strategy. Because Ares Management provides concurrent advisory services to our investors for which the investment mandates, compensation and fee arrangements (including with respect to performance fees and fee offsets) and other circumstances differ from strategy to strategy, the potential for Ares Management to receive greater fees from certain funds or strategies creates a potential conflict of interest with respect to the allocation of investment opportunities, as funds or strategies that pay higher fees may create incentives to direct investment ideas to, and/or to allocate investments in favor of such a fund or strategy. In addition, Ares Management, from time to time, also enters into accounts directly or indirectly with single or multiple investors that commit significant capital into a particular fund or strategy and or across the broader Ares Management platform. Such arrangements often include Ares Management granting certain preferential terms to these specific investors, including co-investment rights, a waiver or reduction of management fees or performance fees or carried interest, a blended management fee, and/or performance fee or carried interest rates that are lower than those applicable to respective fund or strategy in which those investors are currently invested



# Market Leading Company in Direct Lending



As of September 30, 2023, unless otherwise stated. Past performance is not indicative of future results. All investments involve risk, including the loss of principal.

Please see the notes at the end of this presentation for additional important information.

# Ares Management

>> With approximately \$395 billion in assets under management, Ares Management Corporation is a global alternative investment manager operating an integrated platform across five business groups

Founded	1997
AUM	\$395bn
Employees	~2,800
Investment Professionals	~975
Global Offices	35+
Direct Institutional Relationships	~2,090
Listing: NYSE – Market Capitalization	\$31.0bn1

### Global Footprint<sup>2</sup>



The Ares Differentiators			Credit	Private Equity	Real Assets	Secondaries	Other Businesses
Power of a broad and scaled platform enhancing	integrated and conaborative		\$268.9bn	\$34.3bn	\$63.9bn	\$23.3bn	\$4.6bn
investment capabilities	ment capabilities approach	(0	Direct Lending	Corporate Private Equity	Real Estate Equity	Private Equity Secondaries	Ares Insurance Solutions <sup>4</sup>
20+ year track record of compelling risk adjusted	A pioneer and leader in leveraged finance, private	Strategies	Liquid Credit	Special Opportunities	Real Estate Debt	Real Estate Secondaries	Ares Acquisition Corporation <sup>5</sup>
returns through market cycles	credit and secondaries		Alternative Credit	APAC Private Equity <sup>3</sup>	Infrastructure Opportunities	Infrastructure Secondaries	
			APAC Special Situations		Infrastructure Debt	Credit Secondaries	

Note: As of September 30, 2023. AUM amounts include funds managed by Ivy Hill Asset Management, LP., a wholly owned portfolio company of Ares Capital Corporation and registered investment adviser. Past performance is not indicative of future results.

1. As of October 26, 2023.

2. New Delhi office is operated by a third party with whom Ares Asia maintains an ongoing relationship relating to the sourcing, acquisition and/or management of investments.

3. APAC Private Equity not included in AUM amounts as of September 30, 2023 given the acquisition closed on October 2, 2023.

4. AUM managed by Ares Insurance Solutions excludes assets which are sub-advised by other Ares' investment groups or invested in Ares funds and investment vehicles.

5. AUM includes Ares Acquisition Corporation ("AAC") and Ares Acquisition Corporation II ("AACT").



# Market Opportunity and Industry Shift

>> We believe that addressable market continues to expand which provides additional opportunities for ARCC



# ARCC is a Leader in Middle Market Lending

ARCC is one of the largest direct lenders<sup>1</sup> with the scale and capabilities necessary to invest across a variety of market environments, including a downcycle

Scale, Team & Capabilities	<ul> <li>Externally managed by Ares Management, which has \$117.7 billion in U.S. direct lending assets under management and provides informational advantages across its global platform</li> <li>Large U.S. direct lender with \$21.9 billion portfolio<sup>1</sup></li> <li>Experienced and tenured team with 29 years average investing experience<sup>2</sup></li> <li>Disciplined underwriting process supports highly selective approach</li> <li>Specialty industry coverage supports sourcing and credit advantages with a focus on Software &amp; Technology, Specialty Healthcare, Financial Services, among others</li> <li>Incumbency creates differentiated investment opportunities</li> </ul>
Attractive Portfolio & Robust Investment Track Record	<ul> <li>Diversified<sup>1</sup>, high quality, senior-oriented portfolio</li> <li>Less cyclically positioned investment portfolio focused on upper middle market</li> <li>Use lead position to help drive outcomes</li> <li>Invested over \$89 billion<sup>3</sup> with realized asset level gross IRR of 13%<sup>4</sup> since IPO</li> <li>~1% average annual net realized gains in excess of losses since IPO<sup>5</sup></li> <li>86% of portfolio companies are controlled by PE sponsors that we believe have significant resources to support businesses<sup>6</sup></li> </ul>
Strong Balance Sheet & Liquidity	<ul> <li>Deep sources of liquidity and committed capital with \$5.3 billion of available liquidity<sup>7</sup></li> <li>Fortified balance sheet with significant unsecured, long dated financing and low leverage</li> <li>Leverage long-term capital to target attractive risk-adjusted returns</li> <li>Well-laddered debt maturities</li> </ul>
Potential for Long Term Shareholder Value	<ul> <li>19 year track record of generating strong returns to shareholders</li> <li>Compelling historical investment and credit performance during periods of volatility</li> <li>85%+ higher cumulative stock total returns than the S&amp;P 500 since IPO in 2004<sup>8</sup></li> </ul>

As of September 30, 2023, unless otherwise stated. Past performance is not indicative of future results. All investments involve risk, including the loss of principal.

1. Diversification does not assure profit or protect against market loss Please see notes at the end of this presentation for additional important information. CAPITAL CORPORATION

# Leading Investment Team

>> We believe ARCC benefits from a large, long tenured and experienced team with significant experience in direct lending and extensive middle market knowledge



Members of the Investment Committee

Knowledge	Experience	
Tenure	Consistency	
Scale	Accountability	



As of September 30, 2023.

 Includes invested capital from inception on October 8, 2004 through September 30, 2023. Includes investments made through Ares Capital Corporation, the Senior Secured Loan Program and the Senior Direct Lending Program. Excludes sales within one year of origination, \$1.8 billion of investments acquired from Allied Capital on April 1, 2010 and \$2.5 billion of investments acquired from American Capital on January 3, 2017.
 Average number of years investing for all Investment Committee members.

# Differentiated Portfolio Management Capabilities and Focus

>> In our view, Ares has the largest and most experienced portfolio management and valuation team among any other direct lending manager in U.S.<sup>1</sup>

Large Portfolio Management and Valuation Team	<ul> <li>45 person dedicated portfolio management and valuation team is enhanced by Ares firm wide resources such as legal, industry professionals, etc.</li> <li>Team has deep capabilities: <ul> <li>Restructuring</li> <li>Valuation</li> <li>Due diligence</li> </ul> </li> </ul>
Proprietary Technology	<ul> <li>Ares has spent a significant amount of time and effort creating a web based platform which enhances access, speed and quality of information</li> <li>System architecture provides extensive reporting capabilities and data to support investment and portfolio management decisions</li> </ul>
Extensive Workout Restructuring Experience	<ul> <li>Be early, be smart, be flexible</li> <li>Led by three senior professionals with average 29 years direct restructuring experience, including average 15 years at Ares</li> <li>History of protecting capital while avoiding unnecessary damage to sponsor relationships<sup>2</sup></li> <li>Generated net positive realized gains vs. losses since inception</li> </ul>
Active Management Approach	<ul> <li>Investment teams work alongside portfolio management and valuation team once loan is originated</li> <li>Ongoing dialogue with company and sponsors/owners</li> <li>Ares Management provides operational and informational differentiators to help maximize value</li> </ul>

As of September 30, 2023, unless otherwise noted. Past performance is not indicative of future results. All investments involve risk, including the loss of principal.

1. Based on Ares' observation of the market.

2. References to "downside protection" or similar language are not guarantees against loss of investment capital or value.



# ARCC's Key Differentiators

>> ARCC's scale and flexibility lead to sourcing differentiators and significant deal flow



**Investments Reviewed** 

Reviewed <u>More</u> transactions in Q3-23 than were completed in the <u>Leveraged Loan</u> and Reported <u>Middle Market Combined</u><sup>8</sup>

As of September 30, 2023, unless otherwise stated. All investments involve risk, including the loss of principal. Please see notes at the end of this presentation for additional important information.



# Key Elements to Our Investment Approach

>>> We believe a credit-focused investment approach supports our 19 years of leading performance

Fundamentally Strong Companies	<ul> <li>Leading market share positions</li> <li>Companies with long-term staying power</li> </ul>	<b>Attractive Industries</b>	<ul> <li>Resilient, non-cyclical industries</li> <li>Strong entry barriers</li> </ul>
Upper Middle Market Focus	<ul> <li>Enhanced stability of borrowers</li> <li>Weighted average EBITDA of \$313 million<sup>1,2,3</sup></li> </ul>	Highly Selective	<ul> <li>Wide funnel with high selectivity</li> <li>Average ~5% closing rate<sup>4</sup></li> </ul>
Acute Risk Management	<ul> <li>Highly diversified portfolio</li> <li>Seek control/lead positions</li> </ul>	Benefits of Scale	<ul> <li>Benefits of incumbency</li> <li>Ability to be a meaningful financing partner</li> </ul>

As of September 30, 2023. Past performance is not indicative of future results. Diversification does not assure profit or protect against market loss. All investments involve risk, including the loss of principal. **Please see notes at the end of this presentation for additional important information.** 



# Highly Diversified Attractive Portfolio

Attractively positioned \$21.9 billion<sup>1</sup> highly diverse portfolio with downside protection



As of September 30, 2023. Diversification does not assure profit or protect against market loss. References to downside protection are not guarantees against loss or investment capital or value. All investments involve risk, including the loss of principal. Please see the notes at the end of this presentation for additional important information.

# ARCC's Significant Portfolio Diversity vs. BDC Peer Averages

>> ARCC's portfolio is designed to mitigate risk from any one issuer or industry



As of September 30, 2023 for ARCC and June 30, 2023 for other BDCs, unless otherwise stated. Diversification does not assure profit or protect against market loss.
 Source: S&P LCD as of Q2-23. BDC peer group consists of BDCs with a total portfolio at fair value greater than \$1.5 billion or a combined portfolio at fair value greater than \$2 billion if under common management and have been publicly traded for at least one year, as of December 31, 2022. Peers include: BBDC, BCSF,

BKCC, BXSL, CGBD, CION, FSK, GBDC, GSBD, HTGC, MAIN, MFIC (AINV), NMFC, OCSL, OBDC, PFLT, PNNT, PSEC, SLRC, TCPC, and TSLX.

- 2. Excludes investments in diversified vehicles such as the Senior Direct Lending Program (SDLP) or Ivy Hill (IHAM) for ARCC and similar investments for peers.
  - Based on S&P LCD industry classifications, which may not match ARCC or other company disclosures.

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# Industry Selection Supports High Quality Credit Portfolio

>> Focus on selecting defensively positioned companies in less cyclical industries



As of September 30, 2023, unless otherwise stated in Endnotes. Please see the notes at the end of this presentation for additional important information.



# ARCC Has a Compelling Track Record of Credit Performance

ARCC's annual loss rate has been significantly better than the industry averages

ARCC Credit Experience Since Inception <sup>1</sup>	First Lien	Second Lien & Subordinated
Period Measured <sup>1</sup>	2004 - Q2-23	2004 - Q2-23
Significant Capital Deployed <sup>1</sup>	\$63 billion	\$16 billion
Meaningful Realizations	65% Realized	69% Realized
Long History of Investments	2,175+ Investments	395+ Investments
Leading Loss Performance	<10 bps²	< 20 bps³

### ARCC's loss rates are well below industry averages



As of June 30, 2023, unless otherwise stated. Past performance is not indicative of future results. All investments involve risk, including the loss of principal.

Please see notes at the end of this presentation for additional important information.



# Strong Credit and Investment Performance

ARCC has generated cumulative net realized gains where others have generated losses



	Sources of Cumulative Net Realized Gains Since Inception <sup>1</sup>	
Source	Nature of Gains/Losses	\$ in mm
Restructuring Gains	Primarily equity received in workouts	~\$355
Acquired Portfolio Net Gains	Effective monetization of controlled buyouts, CLOs and other investments	~\$575
ARCC Equity Net Gains	Primarily equity tags and minority equity investments	~\$810
ARCC Other Debt Gains	Primarily call protection, discount accretion and FX gains/losses	~\$555
ARCC Debt Losses	Relatively minimal losses through credit selection and loss avoidance	~(\$1,360)
Cumulative Net Realized Gains		~\$935

Data as of September 30, 2023, unless otherwise noted in Endnotes. Past performance is not indicative of future results. All investments involve risk, including the loss of principal. **Please see notes at the end of this presentation for additional important information.** 



# Deep and Diverse Access to Debt Financing

>> Our deep bank and capital market relationships enhance our access to capital supported by our investment grade ratings

inancing activities in	Aggregate Principal Amount of	Principal	Weighted
<b>23-23</b> \$ in millions)	Commitments Outstanding <sup>1</sup>	Outstanding	Average Stated Interest Rate <sup>2,6</sup>
ecured Revolving Facilities	3		
evolving Credit Facility	\$4,758	\$1,392	SOFR + 1.75% <sup>6</sup>
evolving Funding Facility	1,775	887	SOFR + 1.90% <sup>6</sup>
MBC Funding Facility	800	401	SOFR + 1.75% <sup>6</sup>
NP Funding Facility	790	525	SOFR + 2.80%
ubtotal*	\$8.123	\$3,205	
Insecured Notes Payable			
024 Convertible Notes	403	403	4.625%
024 Notes	900	900	4.200%
1arch 2025 Notes	600	600	4.250%
uly 2025 Notes	1,250	1,250	3.250%
anuary 2026 Notes	1,150	1,150	3.875%
uly 2026 Notes	1,000	1,000	2.150%
anuary 2027 Notes*	600	600	7.898%*
une 2027 Notes	500	500	2.875%
028 Notes	1,250	1,250	2.875%
031 Notes	700	700	3.200%
ubtotal*	\$8,353	\$8,353	
otal Debt*	\$16,476	\$11,558	
Veighted Average stated Interest Rate*	<b>5.44%</b> <sup>4</sup>	4.70%	
9ebt/Equity Ratio, let of Available Cash⁵		1.03x	

All data as of September 30, 2023, unless otherwise noted. The ratings noted herein may not be representative of any given investor's experience. All investments involve risk, including loss of principal. Please see the notes at the end of this presentation for additional important information.

\*In connection with the issuance of the January 2027 Notes, Ares Capital entered into an interest rate swap agreement for a total notional amount of \$600 million that matures on January 15, 2027. Under the agreement, Ares Capital receives a fixed interest rate of 7.000% and pays a floating interest rate of one-month SOFR plus 2.585%.



# ARCC Has Stable and Broad Sources of Financing

>> Conservative balance sheet with a longstanding track record of accessing diverse sources of financing



As of September 30, 2023, unless otherwise stated.

1. Represents the total aggregate principal amount outstanding.

4. Approximately 6.4 million shares are held by Ares employees and ARCC Directors.

- 2. Represents available capital on secured revolving facilities and available cash less letters of credit outstanding.
- 3. Calculated as cash and cash equivalents plus investments at fair value pledged to secured facilities plus unencumbered investments at fair value less debt outstanding in secured facilities, all divided by unsecured notes outstanding.



# Deep Sources of Liquidity and Well Laddered Maturities

Investment portfolio provides ample cash flows to support debt maturities



### Sales & Repayments



### Sources of Liquidity





Note: As of September 30, 2023, unless otherwise stated. **Please see notes at the end of this presentation for additional important information.** Available borrowing capacity includes available cash. \* Annualized



# We Have Generated Attractive Long-Term Stock Returns

ARCC has outperformed relative to indices through a variety of market environments since IPO



Annualized Cumulative Shareholder Total Return Since Inception 10/8/04 - 9/30/23

Note: Past performance not indicative of future results. All investments involve risk, including the loss of principal. Please refer to Index Definitions and important index disclaimer for further information.

Source: S&P Capital IQ as of September 30, 2023. Total returns assume reinvestment of dividends. Time period selected to include Ares Capital IPO in October 2004. Performance to indices and peers is shown for illustrative purposes only and may not be directly comparable.

1. As of September 30, 2023. Hypothetical value of \$1 invested in ARCC's IPO in October 2004 and kept invested through September 30, 2023, assuming dividends are reinvested at the end of day stock price on the relevant quarterly ex-dividend dates, and assuming investors did not participate in Ares Capital's rights offering issuance as of March 20, 2008. The benchmarks included represent investments in the U.S. equity market.

2. BDCs as measured by the S&P BDC Index.

3. Banks as measured by the BKX TR Index.



### Consistent Track Record of Generating Meaningful Shareholder Value

ARCC has delivered the highest regular/base dividend growth, NAV per share growth, NAV-based total returns and stock-based total returns when compared with every other externally managed BDC with a market cap of over \$700 million that has been publicly traded for the last 10 years<sup>1</sup>





Past performance is not indicative of future results. All investments involve risk, including the loss of principal.

- 1. Comparable BDCs include externally managed peers with a market cap of over \$700 million as of December 31, 2022 and publicly traded for the full comparison period. Peers include: MFIC (AINV), GBDC, NMFC, OCSL, PSEC and SLRC. ARCC excluded from the BDC peer average.
- 2. As of June 30, 2023, as not all BDCs have filed September 30, 2023 financial statements as of November 1, 2023.
- 3. As of September 30, 2023.



# Ares' Values and ESG Integration

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# Ares' Values Driven Culture

>> While our backgrounds are diverse, at Ares we are unified and guided in what we do by our shared values







# Conclusion

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# Conclusion

>> We believe ARCC is well positioned to deliver differentiated results

Strong and growing position in an expanding market

Meaningful competitive strengths driven by our scale and tenure in the market

Healthy, attractively positioned and diversified senior oriented portfolio

Large and experienced portfolio management team

Robust levels of liquidity, low leverage and meaningful asset coverage

Demonstrated solid financial and credit results through diverse market environments throughout our 19-year history

As of September 30, 2023. Past performance is not indicative of future results. All investments involve risk, including the loss of principal. Diversification does not assure profit or protect against market loss. The use of leverage magnifies the potential for gain or loss on the amount invested and may increase the risk of investments.





# Appendix A

Market and Additional Company Specific Investment Considerations



# Ares Credit Group

>> Integrated scaled global platform combines direct origination, deep fundamental credit research and broad perspective of relative value

### \$268.9 Billion AUM<sup>1</sup>

~75 Partners averaging 25 years of experience 455+ dedicated investment professionals

### Origination, Research & Investment Management

- 16 portfolio managers
- 85 industry research and alternative credit professionals
- 180+ direct origination professionals

### Syndication, Trading & Servicing

- 7 trading professionals in the U.S. and Europe<sup>2</sup>
- 6 dedicated capital markets professionals
- 65 professionals focused on asset management, including 18 with restructuring experience<sup>3</sup>

### **Investor Relations & Business Operations**

• Established investor relations and client service teams across the Americas, Europe, Asia, Australia and the Middle East



A Leading Global Platform of Liquid Credit, Alternative Credit & Direct Lending Strategies



### We have experienced teams across the platform that we believe are positioned for excellence in investing and client service

Note: As of September 30, 2023, unless otherwise noted. Please see the Notes at the end of this presentation. (1) AUM amounts include funds managed by Ivy Hill Asset Management, LP, a wholly owned portfolio company of Ares Capital Corporation and a registered investment adviser. (2) Of the seven trading professionals, one individual has additional responsibilities as a Portfolio Manager and is counted in both categories. (3) Of the 60+ asset management professionals, three are part of the industry research and alternative credit professionals and are counted in both categories. The remaining asset management professionals are in the direct lending group. (4) The performance, awards/ratings noted herein relate only to selected funds/strategies and may not be representative of any given client's experience and should not be viewed as indicative of Ares' past performance or its funds' future performance. Ares has not provided any compensation in connection with obtaining these awards but may have paid to use the award logo. All investments involve risk, including loss of principal.



# Risk Position: Asset Mix Changes with Views on Risk and Return

> Our portfolio composition will change based on our view of market conditions and the returns available







# **Strong Investment Performance**

ARCC has generated strong net realized gains relative to the BDC peer group



### ARCC has generated net realized gains since inception

ARCC as of September 30, 2023. BDC peer group as of June 30, 2023, as not all peers have filed September 30, 2023 financial results as of November 1, 2023. Past performance is not indicative of future results. All investments involve risk, including the loss of principal.

- ARCC calculated as an average of the historical annual net realized gain/loss rates (where annual net realized gain/loss rate is calculated as the amount of net realized gains/losses for a particular period from Ares Capital IPO in October 2004 to September 30, 2023 divided by the average quarterly investments at amortized cost in such period). Excludes \$196 million one-time gain on the acquisition of Allied Capital Corporation in Q2-10 and gains/losses from extinguishment of debt and other transactions. BDC peers calculated as an average of a BDC's historical annual net realized gain/loss rates, where annual net realized gain/loss rate is calculated as the amount of net realized gains/losses for a particular period divided by the average quarterly investments at amortized cost in such period.
- BDC peer group consists of BDCs with a total portfolio at fair value greater than \$1.5 billion or a combined portfolio at fair value greater than \$2 billion if under common management and have been publicly traded for at least one year, as of December 31, 2022. Peers include: MFIC (AINV), BBDC, BCSF, BKCC, CGBD, OCSL, OBDC, FSK, GBDC, GSBD, HTGC, MAIN, NMFC, PFLT, PNNT, PSEC, SLRC, TCPC, BXSL, CION and TSLX. Net realized gain/(loss) rate calculated as an average of a BDC's historical annual net realized gain/loss rates, where annual net realized gain/loss rate is calculated as the amount of net realized gains/losses for a particular period divided by the average quarterly investments at amortized cost in such period.



# ARCC's Portfolio Has Generated Higher Returns with Less Risk

>> Our investment strategy and competitive strengths have led to attractive returns with lower volatility

7.7%

11.9%

ARCC



### Annualized Returns (Dividends & Change in NAV)<sup>1,2</sup>

5 Years

3.2%

BDC Peers High Yield Loan Index

Index

4.1%



Volatility of Annualized Returns (Standard Deviation of Dividends & Change in NAV)<sup>1,2</sup>









As of June 30, 2023, unless otherwise stated. Past performance is not indicative of future results. All investments involve risk, including the loss of principal.

Please see the notes at the end of this presentation for additional important information. Please refer to Index Definitions for further information.



# Cycle Tested with Differentiated Approach

> ARCC's team has deep experience and a leading track record in managing underperforming companies



BDC Peers' Historical Non-Accruals<sup>3</sup>

G	GFC		vid-19	LT Avei	rage	
Peak	9.1%	Peak	6.1%	Since '08	3.8%	

Peer BDC average at amortized cost.

### **Differentiated Approach**

**Pro-active** portfolio management approach allows us to seek most favorable outcomes that we believe ultimately leads to stronger returns

Focus on **larger, franchise businesses** that we believe will be resilient through market cycles

Focus on **lead agent** positions allows us the ability to positively influence outcomes

In-house **restructuring capabilities** with strong track record and limited loss rates

Deep sources of liquidity provide ability to be **patient** which we believe leads to better recoveries

Since inception, we have realized total proceeds on non-accrual investments equal to ~90% of the capital extended<sup>2</sup>

Past performance is not indicative of future results. All investments involve risk, including the loss of principal. \*Excluding Allied Capital.

1. As of period end. Excludes investments purchased in the Allied Acquisition.

2. Includes all ARCC originated realized loans on non-accrual recognized in accordance with U.S. GAAP, as of June 30, 2023.

3. BDC Peer Average at Cost according to KBW's BDC Credit Monitor, September 13, 2023. Historical average is from Q1-08 to Q3-23.



# Strong Financial Results Through Two Global Crises

>> We have demonstrated our resilience through two major global crises, further enhancing our positioning coming out of each period of volatility



Navigated through GFC, which led to a transformational transaction that solidified ARCC's market leadership



# Reached a then record NAV, repurchased \$100 million in stock, and invested actively but defensively through depths of pandemic without having to issue expensive capital to meet liquidity needs

Past performance is not indicative of future results. Not all of the effects, directly or indirectly, resulting from COVID-19 and/or the current market environment may be reflected herein. The full impact of COVID-19 and its ultimate potential effects on portfolio company performance and valuations is particularly uncertain and difficult to predict. **Please refer to Endnotes for additional important information**.

\* BDC GFC peers include mid market focused BDCs that were publicly traded for at least one year as of December 31, 2007. For the 2020-2021 timeframe, BDC peer group consists of BDCs with a total portfolio at fair value greater than \$1.5 billion or a combined portfolio at fair value greater than \$2 billion if under common management and have been publicly traded for at least one year, as of December 31, 2021, excluding senior floating rate funds.



# Dividend and Core Earnings Plus Net Realized Gains Track Record

>> ARCC has generated cumulative core earnings and net realized gains in excess of our dividends paid since our IPO

### We have out-earned our dividend with cumulative core earnings plus net realized gains



Cumulative Core Earnings Plus Net Realized Gains vs. Cumulative Dividends<sup>1</sup>

ARCC carried forward excess taxable income of approximately \$643 million or \$1.18 per share from 2022 for distribution to stockholders in 2023.<sup>2,3</sup>

As of September 30, 2023, unless otherwise stated. There can be no assurance that dividends will continue to be paid at historic levels or at all. Past performance is not indicative of future results. All investments involve risk, including loss of principal. Please see the notes at the end of this presentation for additional important information.



# Ivy Hill Asset Management Overview

>> Ivy Hill was established in 2007 and has become a leading middle market loan manager



As of September 30, 2023, unless otherwise noted.

- 1. Including IHAM investment committee members. As of November 1, 2023.
- 2. Refer to "Consolidated IHAM Vehicles" column within the "Selected Balance Sheet Information" table on page 139 in the Form 10-Q for the quarter ended September 30, 2023 for additional information. Calculated by reclassifying Subordinated notes of \$1,354 as of September 30, 2023 into equity since these notes are the most junior tranche in the capital structure and are economically equity but are not presented this way for GAAP purposes.
- 3. Less than one third of IHAM's AUM is in CLOs.
- 4. Represents the sum of IHAM's net operating income on a standalone basis for the past 3.5 years divided by total dividends distributed to ARCC over the past 3.5 years.
- 5. Calculated as the average of principal value of defaults of IHAM purchased loans divided by the average amount outstanding of IHAM purchased loans in each year since IHAM's inception in 2007 through September 30, 2023.
- 6. Source: S&P LCD data. S&P default rate is calculated as the average of principal value defaulted divided by the average amount outstanding in each year since 2007 through September 30, 2023.





# Appendix B

Management and Core Earnings Reconciliation

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# Management Team Overview

Members of Investment Committee	Years of Relevant Experience	Years at Ares	Background
Michael Arougheti Ares Capital Corporation – Co-Chairman of the Board of Directors and Executive Vice President Ares – Co-Founder, Chief Executive Officer and President	30	19	RBC Capital Partners – Managing Partner Indosuez Capital – Principal
Kipp deVeer Ares Capital Corporation – Director and Chief Executive Officer Ares – Partner, Head of Credit Group	28	19	RBC Capital Partners – Partner Indosuez Capital – Vice President
Mitch Goldstein Ares Capital Corporation – Co-President Ares – Partner, Co-Head of Credit Group	29	18	Credit Suisse First Boston – Managing Director Indosuez Capital – Principal Bankers Trust – Vice President
Michael Smith Ares Capital Corporation – Director Ares – Partner, Co-Head of Credit Group	28	19	RBC Capital Partners – Partner Indosuez Capital – Vice President
Kort Schnabel Ares Capital Corporation – Co-President Ares – Partner, Co-Head of US Direct Lending	25	22	Walker Digital Corporation – Corporate Development Group Morgan Stanley Dean Witter – Corporate Finance Group
Mark Affolter Ares – Partner, Co-Head of US Direct Lending	34	15	CIT – Managing Director GE Capital – Senior Managing Director Heller Financial – Senior Vice President
Michael Dieber Ares – Partner, Co-Head of Portfolio Management	37	15	Conway, Del Genio, Gries & Co. – Managing Director Ernst & Young LLP - Partner
Jim Miller Ares – Partner, Co-Head of US Direct Lending	24	17	Silver Point Capital – Vice President GE Commercial Finance – Vice President

### **Other Senior Professionals**

Joshua M. Bloomstein – Vice President, General Counsel and Secretary
Carl Drake – Partner/Head of Public IR, Ares Management
lan Fitzgerald – Associate General Counsel
Daniel Katz – Partner/Co-Head of Portfolio Management
Scott Lem – Chief Accounting Officer, Vice President and Treasurer <sup>1</sup>

Jana Markowicz - Chief Operating Officer Lisa Morgan - Chief Compliance Officer Penni Roll - Chief Financial Officer<sup>1</sup> Naseem Sagati Aghili - Vice President John Stilmar - Managing Director, Public IR

As of September 30, 2023, unless otherwise stated.

1. On November 9, 2023, ARCC announced that Chief Accounting Officer, Vice President and Treasurer, Scott Lem has been appointed as the new Chief Financial Officer, as Penni Roll will step down effective February 15, 2024. Ms. Roll will remain an officer at Ares Capital and at Ares in a senior leadership capacity.


### **Board of Directors**

Director	Title Experience									
Michael J Arougheti	Co-Chairman /Director	Ares Capital Corporation – Co-Chairman and Executive Vice President Ares – Director, Co-Founder, Chief Executive Officer & President	Ares Credit Group - Partner and Member of U.S. Direct Lendin Investment Committee Ares Commercial Real Estate Corporation – Director RBC Capital Partners – Managing Partner* Indosuez Capital – Principal*							
Ann Torre Bates	Director Chairperson – Audit Committee	Allied Capital Corporation – Director* Franklin Mutual Series and Recovery Funds – Director SLM Corporation – Director*	NHP, Inc. – Executive Vice President, CFO, Treasurer* U.S. Airways – Vice President, Treasurer*							
Kipp deVeer	Director	Ares Capital Corporation – Chief Executive Officer Ares – Director, Partner and Head of Credit Group	RBC Capital Partners – Partner* Indosuez Capital – Vice President*							
Mary Beth Henson	Director	National Audubon Society – Chief Financial Officer* City Harvest – Vice President, Finance*	<b>Merrill Lynch</b> – Co-Founder of the Retail & Apparel Investment Banking Group*							
Daniel G. Kelly, Jr.	Director	Davis Polk & Wardell LLP - Partner*								
Steven B. McKeever	Director	Hidden Beach Recordings – Founder, CEO Motown Records – Executive Vice President* Irell & Manella LLP – Associate*	College Bound, African-Ancestry.com – Director The Pacific Institute Spirit Board – Director							
Michael K. Parks	Director	FlyawayHomes – CEO and President El Paso Electric Company – Chairman of the Board* E*Trade Financial Corp – Chairman of the Audit Committee*	BlackRock – Managing Director* Crescent Capital Group – Managing Director*							
Robert L. Rosen	Director	<b>Ares</b> – Strategic Adviser to Private Equity Group <b>RLR Capital Partners, RLR Focus Fund</b> – Managing Partner <sup>*</sup> <b>RLR Partners LLC</b> – CEO <sup>*</sup>	National Financial Partners – Founder, Chairman and CEO* Dolphin Domestic Fund II – Co-Managing Partner* Damon Corporation – Chairman and CEO* Maxxam Group – Vice Chairman*							
Bennett Rosenthal	Co-Chairman /Director	<b>Ares</b> – Co-Founder, Director, Partner & Co-Chairman of Private Equity Group	National Bedding Company LLC – Co-Chairman/Director Merrill Lynch – Managing Director, Global Leveraged Finance*							
Eric B. Siegel	Director/Lead Independent Director	Milwaukee Brewers Baseball Club – Special Advisor to the Chairman and a member of the Club's Board of Advisors El Paso Electric Company – Director and Chairman of the Nominating and Governance Committee member* Kerzner International – Director*	<b>Apollo Advisors L.P. and Lion Advisors L.P. –</b> Retired Limited Partner*							
Michael Smith	Director	Ares – Partner and Co-Head of Credit Group Ares Capital Corporation – Co-President*	RBC Capital Partners – Partner* Indosuez Capital – Vice President*							
As of September 30 2023, * Represents positions he Confidential – Not for Pul	ld previously.	37								

### **Reconciliations of GAAP Net Income to Core Earnings**

### Reconciliations of GAAP Net Income to Core Earnings

	For the years ended									For the YTD period			
(in millions)	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Q3-22	Q3-23
GAAP Net Income	\$508	\$489	\$591	\$379	\$474	\$667	\$858	\$793	\$484	\$1,567	\$600	\$681	\$1,109
Adjustments:													
Net realized and unrealized (gains) losses	(159)	(58)	(153)	129	20	(156)	(164)	18	310	(826)	492	(317)	(188)
Capital gains incentive fees attributable to net realized and unrealized gains and losses	32	11	29	(27)	(5)	41	33	(3)	(58)	161	(101)	64	40
Income tax expense (benefit) related to net realized gains and losses	-	-	6	5	3	-	-	(1)	-	-	14	(3)	(10)
Professional fees and other costs related to the American Capital Acquisition <sup>1</sup>	-	-	-	-	12	40	3	-	-	-		-	-
Ares Reimbursement <sup>1</sup>	-	-	-	-	-	-	(12)	-	-	-		-	-
Core Earnings <sup>2</sup>	\$ 381	\$ 442	\$ 473	\$486	\$504	\$ 592	\$718	\$ 807	\$ 736	\$902	\$1,005	\$ 426	\$ 951

Past performance is not indicative of future results.

1. See Note 16 to Ares Capital's consolidated financial statements included in the annual report on Form 10-K for the year ended December 31, 2019 for information regarding the American Capital Acquisition. See Note 13 to Ares Capital's consolidated financial statements included in the annual report on Form 10-K for the year ended December 31, 2020 for information regarding the Ares Reimbursement.

2. Core Earnings is a non-GAAP financial measure. Core Earnings is the net increase (decrease) in stockholders' equity resulting from operations, and excludes net realized and unrealized gains and losses, any capital gains incentive fees attributable to such net realized and unrealized gains and losses and any income taxes related to such net realized gains and losses, professional fees and other costs related to the American Capital Acquisition, and expense reimbursement from Ares Capital Management LLC (the "Ares Reimbursement"). GAAP net income (loss) is the most directly comparable GAAP financial measure. Ares Capital believes that Core Earnings provides useful information to investors regarding financial performance because it is one method Ares Capital uses to measure its financial condition and results of operations. The presentation of this additional information is not meant to be considered in isolation or as a substitute for financial results prepared in accordance with GAAP.





# Index & ETF Definitions



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### **Index Definitions**

Indices are provided for illustrative purposes only and not indicative of any investment. They have not been selected to represent appropriate benchmarks or targets for ARCC. Rather, the indices shown are provided solely to illustrate the performance of well known and widely recognized indices. Any comparisons herein of the investment performance of ARCC to an index are qualified as follows: (i) the volatility of such index will likely be materially different from that of ARCC; (ii) such index will, in many cases, employ different investment guidelines and criteria than ARCC and, therefore, holdings in ARCC will differ significantly from holdings of the securities that comprise such index and ARCC may invest in different asset classes altogether from the illustrative index, which may materially impact the performance of ARCC relative to the index; and (iii) the performance of such index is disclosed solely to allow for comparison on ARCC's performance to that of a well known index. Comparisons to indices have limitations because indices have risk profiles, volatility, asset composition and other material characteristics that will differ from ARCC. The indices do not reflect the deduction of fees or expenses. You cannot invest directly in an index. No representation is being made as to the risk profile of any benchmark or index relative to the risk profile of ARCC. There can be no assurance that the future performance of any specific investment, or product will be profitable, equal any corresponding indicated historical performance, or be suitable for a portfolio.

- 1. The ICE BofA US High Yield Master II Index ("HOAO") tracks the performance of US dollar denominated below investment grade corporate debt publicly issued in the US domestic market. Qualifying securities must have a below investment grade rating (based on an average of Moody's, S&P and Fitch), at least 18 months to final maturity at the time of issuance, at least one year remaining term to final maturity as of the rebalancing date, a fixed coupon schedule and a minimum amount outstanding of \$100 million. Index constituents are capitalization-weighted based on their current amount outstanding times the market price plus accrued interest. Accrued interest is calculated assuming next-day settlement. Cash flows from bond payments that are received during the month are retained in the index until the end of the month and then are removed as part of the rebalancing. Cash does not earn any reinvestment income while it is held in the index. The index is rebalanced on the last calendar day of the month, based on information available up to and including the third business day before the last business day of the month. No changes are made to constituent holdings other than on month end rebalancing dates. Inception date: August 31, 1986.
- 2. The BofA US High Yield Master II Constrained Index ("HUCO") tracks the performance of US Dollar denominated below investment grade corporate debt publicly issued in the US domestic market with a maximum issuer exposure of 2%. Indices are for comparison purposes only. Returns include the reinvestment of income and other earnings and reflect the deduction of all trading expenses. Gross returns do not reflect the deduction of investment advisory fees or any other expenses that may be incurred in the management of the account. The representative management fee schedule currently in effect is as follows: 0.50% per annum. Actual fees may vary depending on, among other things, the applicable fee schedule and portfolio size. Investment management fees are described in Part 2 of the adviser's Form ADV. All returns are expressed in U.S. Dollars. Past performance is not indicative of future results. As with any investment there is always the potential for gains as well as the possibility of losses.
- 3. The Credit Suisse Institutional Leveraged Loan Index ("CSLLI") is designed to mirror the investable universe of the \$US-denominated leveraged loan market. The index inception is January 1992. The index frequency is daily, weekly and monthly. New loans are added to the index on their effective date if they qualify according to the following criteria: 1) Loan facilities must be rated "5B" or lower. That is, the highest Moody's/S&P ratings are Baa1/BB+ or Ba1/BBB+. If unrated, the initial spread level must be Libor plus 125 basis points or higher. 2) Only fully-funded term loan facilities are included. 3) The tenor must be at least one year. 4) Issuers must be domiciled in developed countries; issuers from developing countries are excluded.
- 4. The Standard & Poor's 500 Index ("S&P 500") is a market capitalization-weighted index of the 500 largest U.S. publicly traded companies. The S&P 500 is a float-weighted index, meaning company market capitalizations are adjusted by the number of shares available for public trading. The S&P 500 is considered to be a proxy of the U.S. equity market.
- 5. The S&P BDC Index includes leading business development companies that trade on major U.S. exchanges, including ARCC.
- 6. The KBW Nasdaq Bank Index ("BKX") is designed to track the performance of the leading banks and thrifts that are publicly traded in the U.S. The Index includes banking stocks representing the largest U.S. national money centers, regional banks and thrift institutions.
- 7. The S&P/LSTA Leveraged Loan Index ("S&P LSTA LLI") reflect the market-weighted performance of institutional leveraged loans in the U.S. loan market based upon realtime market weightings, spreads and interest payments. Facilities are eligible for inclusion in the index if they are senior secured institutional term loans with a minimum initial spread of 125 and term of one year. They are retired from the index when there is no bid posted on the facility for at least 12 successive weeks or when the loan is repaid.





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#### Slide 4: Market Leading Company in Direct Lending

- 1. By market capitalization as of September 30, 2023.
- Includes invested capital from inception on October 8, 2004 through September 30, 2023. Includes investments made through Ares Capital Corporation, the Senior Secured Loan Program and the Senior Direct Lending Program. Excludes syndications within one year of origination, \$1.8 billion of investments acquired from Allied Capital on April 1, 2010 and \$2.5 billion of investments acquired from American Capital on January 3, 2017.
- 3. Based on original cash invested, net of syndications, of approximately \$40.6 billion and total proceeds from such exited investments of approximately \$52.1 billion from inception on October 8, 2004 through September 30, 2023. Internal rate of return ("IRR") is the discount rate that makes the net present value of all cash flows related to a particular investment equal to zero. Internal rate of return is gross of expenses related to investments as these fees and expenses are not allocable to specific investments. The effect of such expenses may reduce, maybe materially, the IRR's shown herein. Investments are considered to be exited when the original investment objective has been achieved through the receipt of cash and/or non-cash consideration upon the repayment of Ares Capital Corporation's debt investment or sale of an investment, or through the determination that no further consideration was collectible and, thus, a loss may have been realized. These IRR results are historical results relating to Ares Capital Corporation's past performance and are not necessarily indicative of future results, the achievement of which cannot be assured.
- 4. Calculated as an average of the historical annual net realized gain/loss rates (where annual net realized gain/loss rate is calculated as the amount of net realized gain/losses for a particular period from Ares Capital IPO in October 2004 to September 30, 2023 divided by the average quarterly investments at amortized cost in such period). Excludes \$196 million one-time gain on the acquisition of Allied Capital Corporation in Q2-10 and gains/losses from extinguishment of debt and other transactions.
- 5. Source: S&P Capital IQ. As of September 30, 2023. Ares Capital Corporation's stock price-based total return is calculated assuming dividends are reinvested at the end of the day stock price on the relevant quarterly ex-dividend dates. Total return is calculated assuming investors did not participate in Ares Capital Corporation's rights offering issuance as of March 20, 2008. S&P 500 returns measured by the S&P 500 Index, which measures the performance of the large-cap segment of the market. The S&P 500 is considered to be a proxy of the U.S. equity market and is composed of 500 constituent companies.

#### Slide 6: Market Opportunity and Industry Shift

- 1. Pitchbook LCD Investor Sheet as of 9/30/23.
- 2. The portfolio weighted average EBITDA and average EBITDA for the underlying borrowers includes information solely in respect of corporate investments in Ares Capital's portfolio and the weighted average total net leverage multiple and interest coverage ratio data includes information solely in respect of corporate portfolio companies in which Ares Capital has a debt investment (in each case, subject to the exclusions described in the following sentence). Excluded from the data above is information in respect of the following: (i) the SDLP (and the underlying borrowers in the SDLP), (ii) portfolio companies that do not report EBITDA, including IHAM, (iii) portfolio companies with negative or de minimis EBITDA, (iv) investment funds/vehicles, (v) discrete projects in the project finance/power generation sector, (vi) certain oil and gas companies, (vii) venture capital backed companies and (viii) commercial real estate finance companies. The portfolio weighted average EBITDA for the underlying borrowers in the SDLP was \$92.2 million, \$93.4 million, \$92.3 million and \$95.7 million as of September 30, 2022, December 31, 2022, March 31, 2023, June 30, 2023 and September 30, 2023, respectively. The portfolio average EBITDA for the underlying borrowers in the SDLP was \$80.1 million, \$82.6 million, \$82.1 million and \$86.4 million as of September 30, 2022, December 31, 2022, December 31, 2022, March 31, 2023, June 30, 2023, June 30, 2023, June 30, 2023, and September 30, 2023, respectively.
- 3. Weighted average EBITDA amounts are weighted based on the fair value of the portfolio company investments. EBITDA amounts are estimated from the most recent portfolio company financial statements, have not been independently verified by Ares Capital and may reflect a normalized or adjusted amount. Accordingly, Ares Capital makes no representation or warranty in respect of this information.
- 4. EBITDA is a non-GAAP financial measure. For a particular portfolio company, EBITDA is generally defined as net income before net interest expense, income tax expense, depreciation and amortization. EBITDA amounts are estimated from the most recent portfolio company financial statements, have not been independently verified by Ares Capital and may reflect a normalized or adjusted amount. Accordingly, Ares Capital makes no representation or warranty in respect of this information.
- 5. Pitchbook LCD Q3-23 Leveraged Lending Review.



#### Slide 7: ARCC is a Leader in Middle Market Lending

- 1. At fair value.
- 2. Average number of years investing for all Investment Committee members.
- 3. Includes invested capital from inception on October 8, 2004 through September 30, 2023. Includes investments made through Ares Capital Corporation, the Senior Secured Loan Program and the Senior Direct Lending Program. Excludes syndications within one year of origination, \$1.8 billion of investments acquired from Allied Capital on April 1, 2010 and \$2.5 billion of investments acquired from American Capital on January 3, 2017.
- 4. Based on original cash invested, net of syndications, of approximately \$40.6 billion and total proceeds from such exited investments of approximately \$52.1 billion from inception on October 8, 2004 through September 30, 2023. Internal rate of return ("IRR") is the discount rate that makes the net present value of all cash flows related to a particular investment equal to zero. Internal rate of return is gross of expenses related to investments as these fees and expenses are not allocable to specific investments. The effect of such expenses may reduce, maybe materially, the IRR's shown herein. Investments are considered to be exited when the original investment objective has been achieved through the receipt of cash and/or non-cash consideration upon the repayment of Ares Capital Corporation's debt investment or sale of an investment, or through the determination that no further consideration was collectible and, thus, a loss may have been realized. These IRR results are historical results relating to Ares Capital Corporation's past performance and are not necessarily indicative of future results, the achievement of which cannot be assured.
- 5. Calculated as an average of the historical annual net realized gain/loss rates (where annual net realized gain/loss rate is calculated as the amount of net realized gains/losses for a particular period from Ares Capital IPO in October 2004 to September 30, 2023 divided by the average quarterly investments at amortized cost in such period). Excludes \$196 million one-time gain on the acquisition of Allied Capital Corporation in Q2-10 and gains/losses from extinguishment of debt and other transactions.
- 6. Based on the percentage of the portfolio at amortized cost as of September 30, 2023. Excludes SDLP and IHAM.
- 7. Available liquidity includes available cash.
- 8. Source: S&P Capital IQ. As of September 30, 2023. Ares Capital Corporation's stock price-based total return is calculated assuming dividends are reinvested at the end of the day stock price on the relevant quarterly ex-dividend dates. Total return is calculated assuming investors did not participate in Ares Capital Corporation's rights offering issuance as of March 20, 2008. S&P 500 returns measured by the S&P 500 Index, which measures the performance of the large-cap segment of the market. The S&P 500 is considered to be a proxy of the U.S. equity market and is composed of 500 constituent companies.

#### Slide 10: ARCC's Key Differentiators

- 1. Dollar commitments to existing borrowers from 2015 through Q3-23.
- 2. Available liquidity includes available cash.
- 3. Measured as of the Q3-23 LTM period. Calculated as the number of deals reviewed multiplied by the average EBITDA of all deals reviewed, multiplied by an assumed leverage level of 5x.
- 4. Pitchbook LCD Q3 23 Leveraged Lending Review.
- 5. Refinitiv LPC 3Q23 Syndicated Middle Market Review. LPC defines MM to capture transactions and/or company revenues of up to \$500 million.

#### Slide 11: Key Elements to Our Investment Approach

- The portfolio weighted average EBITDA and average EBITDA for the underlying borrowers includes information solely in respect of corporate investments in Ares Capital's portfolio and the weighted average total net leverage multiple and interest coverage ratio data includes information solely in respect of corporate portfolio companies in which Ares Capital has a debt investment (in each case, subject to the exclusions described in the following sentence). Excluded from the data above is information in respect of the following: (i) the SDLP (and the underlying borrowers in the SDLP), (ii) portfolio companies that do not report EBITDA, including IHAM, (iii) portfolio companies with negative or de minimis EBITDA, (iv) investment funds/vehicles, (v) discrete projects in the project finance/power generation sector, (vi) certain oil and gas companies, (vii) venture capital backed companies and (viii) commercial real estate finance companies. The portfolio verage EBITDA for the underlying borrowers in the SDLP was \$92.2, million, \$93.4 million, \$95.8 million and \$95.7 million as of September 30, 2022, December 31, 2022, March 31, 2023, June 30, 2023 and September 30, 2023, respectively. The portfolio average EBITDA for the underlying borrowers in the SDLP was \$80.1 million, \$82.1 million, \$82.2 million, \$82.2 million, \$82.3 million, \$82.4 million, \$82.5 milli
- 2. Weighted average EBITDA amounts are weighted based on the fair value of the portfolio company investments. EBITDA amounts are estimated from the most recent portfolio company financial statements, have not been independently verified by Ares Capital and may reflect a normalized or adjusted amount. Accordingly, Ares Capital makes no representation or warranty in respect of this information.
- 3. EBITDA is a non-GAAP financial measure. For a particular portfolio company, EBITDA is generally defined as net income before net interest expense, income tax expense, depreciation and amortization. EBITDA amounts are estimated from the most recent portfolio company financial statements, have not been independently verified by Ares Capital and may reflect a normalized or adjusted amount. Accordingly, Ares Capital makes no representation or warranty in respect of this information.
- 4. Calculation based on ARCC's reviewed and closed transactions with new portfolio companies (excludes any investments in existing portfolio companies) in the LTM period ended September 30, 2023 and excludes equity-only investments and legacy investments from portfolio acquisitions.



#### Slide 12: Highly Diversified Attractive Portfolio

- 1. At fair value as of September 30, 2023.
- 2. Loan to value reflects the portfolio weighted average LTV based on the fair value of the portfolio as of September 30, 2023. LTV is inclusive of first lien, second lien, subordinated and debt-like preferred investments.
- 3. Includes portfolio companies for which there are outstanding commitments, but for which no amounts were funded at the end of the period.
- 4. Average of the amortized cost divided by total portfolio at amortized cost for each portfolio company.
- 5. Based on fair value as of September 30, 2023. Excludes IHAM and the subordinated certificates of the SDLP.
- 6. Represents Ares Capital's portion of co-investments with Varagon Capital Partners and its clients in first lien senior secured loans, including certain loans that the SDLP classifies as "unitranche" loans, to U.S. middle-market companies. See Note 4 to Ares Capital's consolidated financial statements included in the quarterly report on Form 10-Q for the quarter ended September 30, 2023 for more information regarding SDLP.
- 7. Includes Ares Capital's subordinated loan and equity investments in IHAM, as applicable. IHAM is an asset management services company and an SEC-registered investment adviser. See Note 4 to Ares Capital's consolidated financial statements included in the quarterly report on Form 10-Q for the quarter ended September 30, 2023 for more information regarding IHAM.

#### Slide 14: Industry Selection Supports High Quality Credit Portfolio

- 1. At fair value as of September 30, 2023.
- 2. Represents percent of portfolio at fair value as of September 30, 2023.
- 3. Source: CSLLI index for leveraged loans HOAO index for high yield bonds. Hotel and Gaming comprised of the "Gaming/Leisure" Credit Suisse industry classification. Oil & Gas comprised of the "Energy" Credit Suisse industry classification. Transportation comprised of the "Aerospace", "Automotive" and "Land Transportation" Credit Suisse industry classifications. Media Entertainment comprised of "Broadcasting", "Cable/Wireless Video" and "Diversified Media" Credit Suisse industry classifications.
- 4. Includes Ares Capital's equity and subordinated loan investments in IHAM, as applicable. IHAM is an asset management services company and an SEC-registered investment adviser. See Note 4 to Ares Capital's consolidated financial statements included in the quarterly report on Form 10-Q for the quarter ended September 30, 2023 for more information regarding IHAM.
- Represents Ares Capital's portion of co-investments with Varagon Capital Partners and its clients in first lien senior secured loans, including certain loans that the SDLP classifies as "unitranche" loans, to U.S. middle-market companies. See Note 4 to Ares Capital's consolidated financial statements included in the quarterly report on Form 10-Q for the quarter ended September 30, 2023 for more information regarding SDLP.

#### Slide 15: ARCC Has a Compelling Track Record of Credit Performance

- 1. Includes invested capital from inception on October 8, 2004 through June 30, 2023. Includes investments made through Ares Capital Corporation, the Senior Secured Loan Program and the Senior Direct Lending Program. Excludes syndications within one year of origination, \$1.8 billion of investments acquired from Allied Capital on April 1, 2010 and \$2.5 billion of investments acquired from American Capital on January 3, 2017.
- 2. Defined as realized gains/(losses) on assets with a payment default as a percentage of total invested capital since inception, divided by number of years since inception for all first lien and unitranche loans. This number includes interest, fees, principal proceeds, and net of related expenses.
- 3. Defined as realized gains/(losses) on assets with a payment default as a percentage of total invested capital since inception, divided by number of years since inception for all second lien and subordinated loans. This number includes interest, fees, principal proceeds, and net of related expenses.
- 4. Represents the average annual middle market senior loan default rate of 1.9% per "Fitch U.S. Leveraged Loan Default Insights" for 2007-2022 multiplied by (1 minus the recovery rate for senior secured loans of 66%) per "Moody's Annual Default Study" for 2007-2022. Data availability begins in 2007.
- 5. Represents the average annual broadly syndicated senior loan default rate of 2.6% per "Fitch U.S. Leveraged Loan Default Insights" for 2007-2022 multiplied by (1 minus the recovery rate for senior secured loans of 66%) per "Moody's Annual Default Study" for 2007-2022. Data availability begins in 2007.
- 6. Represents the speculative grade default rate of 4.6% per "Moody's Annual Default Study" for 2007-2022 multiplied by (1 minus the recovery rate for subordinated unsecured debt of 35%) per "Moody's Annual Default Study" for 2007-2022. Data availability begins in 2007.



#### Slide 16: Strong Credit and Investment Performance

- 1. Calculated as the net realized gains/losses from Ares Capital IPO in October 2004 to September 30, 2023. Excludes \$196 million one-time gain on the acquisition of Allied Capital Corporation in Q2-10 and gains/losses from extinguishment of debt and other transactions.
- 2. Calculated as an average of the historical annual net realized gain/loss rates (where annual net realized gain/loss rate is calculated as the amount of net realized gains/losses for a particular period from Ares Capital IPO in October 2004 to September 30, 2023 divided by the average quarterly investments at amortized cost in such period). Excludes \$196 million one-time gain on the acquisition of Allied Capital Corporation in Q2-10 and gains/losses from extinguishment of debt and other transactions.
- 3. BDC peer group consists of BDCs with a total portfolio at fair value greater than \$1.5 billion or a combined portfolio at fair value greater than \$2 billion if under common management and have been publicly traded for at least one year, as of December 31, 2022. Peers include: BBDC, BCSF, BKCC, BXSL, CGBD, CION, FSK, GBDC, GSBD, HTGC, MAIN, MFIC (AINV), NMFC, OCSL, OBDC, PFLT, PNNT, PSEC, SLRC, TCPC, and TSLX. Net realized gain/(loss) rate calculated as an average of a BDC's historical annual net realized gain/loss rates, where annual net realized gain/loss rate is calculated as the amount of net realized gain/losses for a particular period divided by the average quarterly investments at amortized cost in such period.
- 4. Annual average for ARCC is December 31, 2004 through September 30, 2023. Annual average for the BDC peer group and Banks is from December 31, 2004 through June 30, 2023, as not all BDC peers have filed September 30, 2023 financial results as of November 1, 2023.
- 5. Source: KBW and FDIC Commercial Banking Data. Calculated as net charge-offs for commercial and industrial loans divided by net commercial and industrial loans and leases for the respective periods.

#### Slide 17: Deep and Diverse Access to Debt Financing

- 1. Subject to borrowing base and other restrictions. Represents total aggregate amount committed or outstanding, as applicable, under such instrument.
- 2. Effective stated rate as of September 30, 2023.
- 3. See Note 5 to Ares Capital's consolidated financial statements included in the quarterly report on Form 10-Q for the quarter ended September 30, 2023 for more information regarding each of Ares Capital's secured revolving facilities. See Note 14 to Ares Capital's consolidated financial statements included in the quarterly report on Form 10-Q for the quarter ended September 30, 2023 for a subsequent event relating to the Revolving Credit Facility and the BNP Funding Facility. Requires periodic payments of interest and may require repayments of a portion of the outstanding principal once their respective reinvestment periods end but prior to the applicable stated maturity.
- 4. Assumes all committed capital is fully drawn.
- 5. Computed as total principal debt outstanding less available cash dividend by stockholders' equity. Available cash excludes restricted cash as well as cash held for uses specifically designated for paying interest and expenses on certain debt.
- 6. The interest rates on the Revolving Credit Facility, Revolving Funding Facility and SMBC Funding Facility include a credit spread adjustment of 0.10%.

#### Slide 19: Deep Sources of Liquidity and Well Laddered Maturity

- 1. Represents the total aggregate principal amount outstanding.
- 2. Subject to borrowing base, leverage and other restrictions.
- 3. Requires periodic payments of interest and may require repayments of a portion of the outstanding principal once their respective reinvestment periods end but prior to the applicable stated maturity.
- 4. Represents the total aggregate principal amount outstanding due on the stated maturity.
- 5. While Ares Capital expects to settle the 2024 Convertible Notes of \$403 million in cash, Ares Capital has the option to settle the 2024 Convertible Notes in cash, shares of common stock or a combination of cash and shares of common stock.
- 6. The 2024 High Grade Notes, the March 2025 High Grade Notes, the July 2025 High Grade Notes, the January 2027 High Grade Notes, the June 2027 High Grade Notes, the 2028 High Grade Notes and the 2031 High Grade Notes may be redeemed in whole or in part at any time at Ares Capital's option at a redemption price equal to par plus a "make whole" premium, as determined in the indentures governing the 2024 High Grade Notes, the January 2026 High Grade Notes, the January 2026 High Grade Notes, the January 2027 High Grade Notes, the January 2026 High Grade Notes, the January 2027 High Grade Notes, the January 2026 High Grade Notes, the January 2027 High Grade Notes, the January 2026 High Grade Notes, the January 2027 High Grade Notes, the 2031 High Grade Notes and any accrued and unpaid interest.
- 7. See Note 5 to Ares Capital's consolidated financial statements included in the quarterly report on Form 10-Q for the quarter ended September 30, 2023 for more information regarding each of Ares Capital's secured revolving facilities. See Note 14 to Ares Capital's consolidated financial statements included in the quarterly report on Form 10-Q for the quarter ended September 30, 2023 for a subsequent event relating to the Revolving Credit Facility and the BNP Funding Facility.



#### Slide 27: Ares Credit Group

- ARCC received the 2021 All-America Executive Team Most Honored designation alongside 136 other companies. Various Ares personnel received first place awards as part of
  the "Brokers, Asset Managers & Exchanges" category for: Investor Relations, CEO, CFO, Investor Day and Communication of Strategy and Risk Management Amid COVID-19. Six
  other institutions also received a first-, second-, or third-place ranking in this category. Institutional Investor based these awards on the opinions of 3,029 portfolio managers
  and buy-side analysts, and 497 sell-side analysts who participated in this survey.
- Institutional Investor logo from Institutional Investor, ©2021 Institutional Investor, LLC. All rights reserved. Used by permission and protected by the Copyright Laws of the United States. The printing, copying, redistribution, or retransmission of this Content without express written permission is prohibited.
- Lipper Rankings reported in Lipper Marketplace Best Money Managers, December 31, 2022. Lipper Marketplace is the source of the long-only and multi-strategy credit rankings. Lipper's Best Money Managers rankings consider only those funds that meet the following qualification: performance must be calculated "net" of all fees and commissions; must include cash; performance must be calculated in U.S. dollars; asset base must be at least \$10 million in size for "traditional" U.S. asset classes (equity, fixed income, and balanced accounts); and the classification of the product must fall into one of the categories which they rank. Lipper defines Short Duration as 1-5 years. Lipper's Active Duration definition does not specify a time period but rather refers to an Active rather than Passive strategy. Ares Institutional Loan Fund was ranked 8 out of 43 for the 40 quarters ended December 31, 2022. Composites for Ares U.S. Bank Loan Aggregate and Ares U.S. High Yield additionally received rankings of 5 of 43 and 5 of 34, respectively, for the 40 quarters ended December 31, 2022.
- Private Equity International selected Ares Management as Lender of the Year in North America 2022. Awards based on an industry wide global survey across 77 categories conducted by Private Equity International. Survey participants voted independently. In addition, survey participants could nominate another firm not listed in the category.
- Private Debt Investor selected Ares Management for 2022 Global Fund Manager of the Year, Senior Lender of the year in Europe, Senior Lender of the Year in Americas, and selected Ares Asia (formerly SSG Capital Management) for Infrastructure Debt Investor of the Year in Asia-Pacific. Awards based on an industry wide global survey across 51 categories conducted by Private Debt Investor. Survey participants voted independently. In addition, survey participants could nominate another firm not listed in the category.
- In its 2021 and 2022 annual Asset Management Awards, AsianInvestor selected Ares Asia as Best Private Debt Manager of the year in the Asia region. Judging panels for the
  Asset Management Awards were a mixture of senior investment executives, service provider professionals, and consultants. Ares Asia (formerly SSG Capital Management)
  have not compensated AsianInvestor entities including firm-wide subscriptions.

#### Slide 28: Risk Position: Asset Mix Changes with Views on Risk and Return

- 1. Represents Ares Capital's portion of co-investments with Varagon Capital Partners and its clients in first lien senior secured loans, including certain loans that the SDLP classifies as "unitranche" loans, to U.S. middle-market companies. See Note 4 to Ares Capital's consolidated financial statements included in the quarterly report on Form 10-Q for the quarter ended September 30, 2023 for more information regarding SDLP.
- 2. Represents Ares Capital's portion of legacy co-investments with General Electric Capital Corporation and GE Global Sponsor Finance LLC (collectively, "GE") in first lien senior secured loans to middle market companies.
- 3. Includes Ares Capital's equity and subordinated loan investments in IHAM, as applicable. IHAM is an asset management services company and an SEC-registered investment adviser. See Note 4 to Ares Capital's consolidated financial statements included in the quarterly report on Form 10-Q for the quarter ended September 30, 2023 for more information regarding IHAM.

#### Slide 30: ARCC's Portfolio Has Generated Higher Returns with Less Risk

- 1. Returns are calculated as annualized average returns of dividends paid plus changes in net asset value over the time periods represented.
- 2. BDC peer group consists of BDCs with a total portfolio at fair value greater than \$1.5 billion or a combined portfolio at fair value greater than \$2 billion if under common management and have been publicly traded for at least one year, as of December 31, 2022. Peers include: BBDC, BCSF, BKCC, BXSL, CGBD, CION, FSK, GBDC, GSBD, HTGC, MAIN, MFIC (AINV), NMFC, OCSL, OBDC, PFLT, PNNT, PSEC, SLRC, TCPC, and TSLX. Of this group, the following companies have been public for at least 3 years as of December 31, 2022: BBDC, BCSF, BKCC, CGBD, FSK, GBDC, GSBD, HTGC, OBDC, MAIN, MFIC (AINV), NMFC, OCSL, OBDC, FSK, GBDC, GSBD, HTGC, OBDC, MAIN, MFIC (AINV), NMFC, OCSL, OBDC, PFLT, PNNT, PSEC, SLRC, TCPC, and TSLX. The following companies have been public for at least 5 years as of December 31, 2022: BBDC, BCSF, BKCC, CGBD, FSK, GBDC, GSBD, HTGC, OBDC, MAIN, MFIC, OCSL, OBDC, PFLT, PNNT, PSEC, SLRC, TCPC, and TSLX. The following companies have been public since ARCC's IPO in October 2004: MFIC (AINV) and PSEC. The High Yield Index represents the ICE BofA High Yield Master II Index ("HOAO") and the Loan Index represents the S&P/LSTA U.S. Leveraged Loan Index ("SPLLI"). Data is presented as of June 30, 2023.



#### Slide 32: Strong Financial Results Through Two Global Crises

- 1. Net Operating ROE: Net Operating Income (or Core Earnings) to average shareholders equity, annualized over the given period. Core Earnings is a non-GAAP financial measure. Core Earnings is the net increase (decrease) in stockholders' equity resulting from operations less professional fees and other costs related to the American Capital Acquisition, expense reimbursement from Ares Capital Management LLC (the "Ares Reimbursement"), net realized and unrealized gains and losses, any capital gains incentive fees attributable to such net realized and unrealized gains and losses and any income taxes related to such net realized gains and losses. Net increase (decrease) in stockholders' equity is the most directly comparable GAAP financial measure. Ares Capital believes that Core Earnings provides useful information to investors regarding financial performance because it is one method Ares Capital uses to measure its financial condition and results of operations. The presentation of this additional information is not meant to be considered in isolation or as a substitute for financial results prepared in accordance with GAAP. See Note 16 to Ares Capital's consolidated financial statements included in the annual report on Form 10-K for the year ended December 31, 2019 for information regarding the American Capital Acquisition. See Note 13 to Ares Capital's consolidated financial statements included in the annual report on Form 10-K for the year ended December 31, 2020 for information regarding the Ares Reimbursement.
- 2. Realized ROE: Net Operating Income (or Core Earnings) plus net realized gains/(losses) to average equity, annualized over the given period.
- 3. BDC GFC peers include mid market focused BDCs that were publicly traded for at least one year as of December 31, 2007. Includes ACAS, AINV, ALD, GLAD, MCGC, PSEC and OXSQ (formerly TICC).
- 4. BDC COVID-19 peers include BDCs with a total portfolio at fair value greater than \$1.5 billion or a combined portfolio at fair value greater than \$2 billion if under common management and have been publicly traded for at least one year, as of December 31, 2021, excluding senior floating rate funds. Peers include: MFIC (AINV), BBDC, BCSF, BKCC, CGBD, OCSL, OBDC, FSK, GBDC, GSBD, HTGC, MAIN, NMFC, PNNT, PSEC, SLRC, TCPC and TSLX.

#### Slide 33: Dividend and Core Earnings Plus Net Realized Gains Track Record

- 1. As of September 30, 2023. There can be no assurance that dividends will continue to be paid at historic levels or at all. Past performance is not indicative of future results. All investments involve risk, including the loss of principal. Core Earnings is a non-GAAP financial measure. Core Earnings is the net increase (decrease) in stockholders' equity resulting from operations less professional fees and other costs related to the American Capital Acquisition, expense reimbursement from Ares Capital Management LLC (the "Ares Reimbursement"), net realized and unrealized gains and losses, any capital gains incentive fees attributable to such net realized and unrealized gains and losses, any capital gains incentive fees attributable to such net realized and unrealized gains and losses, any capital gains incentive fees attributable to such net realized and unrealized gains and losses, any capital gains incentive fees attributable to such net realized and unrealized gains and losses, any capital gains incentive fees attributable to such net realized and unrealized gains and losses. Net increase (decrease) in stockholders' equity is the most directly comparable GAAP financial measure. Ares Capital believes that Core Earnings provides useful information to investors regarding financial performance because it is one method Ares Capital uses to measure its financial condition and results of operations. The presentation of this additional information is not meant to be considered in isolation or as a substitute for financial results prepared in accordance with GAAP. See Note 16 to Ares Capital's consolidated financial statements included in the annual report on Form 10-K for the year ended December 31, 2020 for information regarding the Ares Reimbursement.
- 2. The amount of excess 2022 U.S. federal taxable income available for carry over into 2023 is only an estimate based on estimated 2022 U.S. federal taxable income. The calculation of estimated 2022 U.S. federal taxable income includes a number of estimated inputs, including information received from third parties, and as a result, actual 2022 U.S. federal taxable income will not be finally determined until Ares Capital's 2022 tax return is filed in 2023. Consequently, both 2022 U.S. federal taxable income and the amount of excess U.S. federal taxable income available for carry over into 2023 are subject to change. See Note 11 to Ares Capital's consolidated financial statements included in the annual report on Form 10-K for the year ended December 31, 2022 for more information.
- 3. The estimated taxable income per share carried forward from 2022 for distribution to stockholders in 2023 is based on the approximately 534 million shares outstanding as of June 30, 2023.



