

# Medley Capital Corporation (NYSE: MCC)

Investor Presentation

Quarter Ended September 30, 2014

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### Key Investment Highlights

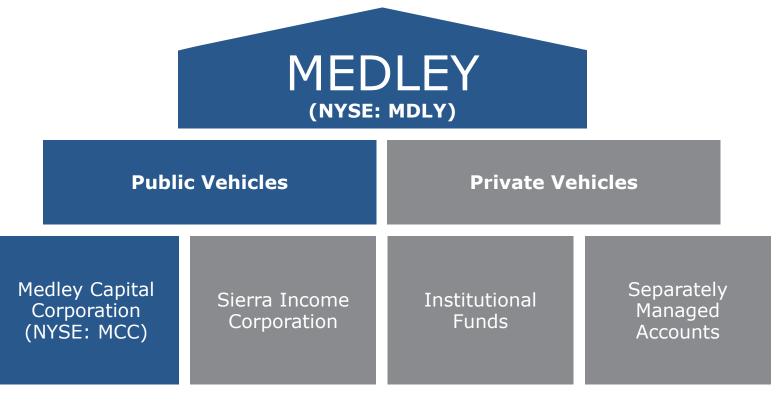
- 1. Attractive Market Dynamics
- 2. Seasoned Management Team
- 3. Direct Origination Model
- 4. Disciplined Investment Process
- 5. History of Covering Our Dividend with Net Investment Income
- 6. Majority Floating Rate Senior Secured Assets

COMPANY OVERVIEW



### Medley's Platform

Medley is a <u>CREDIT-FOCUSED</u> direct lender to the middle market 



### **CLIENTS INCLUDE:**

- > Pension Funds
- > Insurance Companies >> Foundations >> Private Wealth
- > Endowments >> Public Equity Funds >> Broker Dealers > RIAs



### Investment Strategy – Overview

#### Focus

- 1. Direct Origination
  - Middle-market borrowers
  - Lead / sole lender
- 2. Careful Underwriting and Structuring
  - Senior
  - Secured
  - Floating rate
  - Diversified portfolio
- 3. Active Credit Management
  - Frequent borrower contact
  - Careful financial monitoring



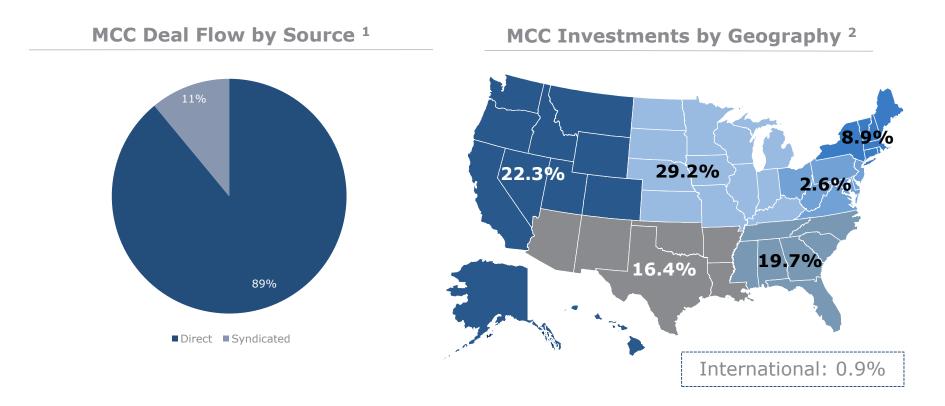
### Results

- 1. Higher returns
- 2. Lower risk
- 3. Strong risk-adjusted returns
- 4. MCC annualized total return of 10.1% since its IPO in 2011 vs. 8.3% for the industry



### Investment Process – National Origination Platform

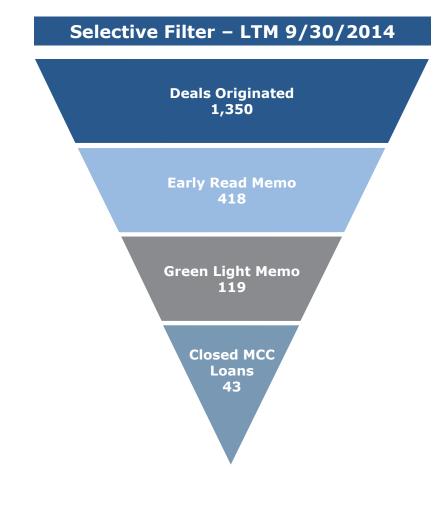
- Seasoned 80+ person team
- Institutionalized direct origination and underwriting process



2. Based on location of borrower headquarters.

<sup>1.</sup> Based on fair value of investment portfolio at 9/30/2014.

# **Investment Process – Disciplined**



#### **Portfolio Construction**

#### **Senior Secured**

• UCC (lien) filings / Cash control / Covenants

#### **Broadly diversified**

• Sector / Collateral / Position size / Geography

#### Thorough diligence

- Deep underwriting by internal team
- Third-party financial review and independent appraisals

### **Active Credit Monitoring**

#### **Frequent Borrower Contact**

- Monthly calls
- Quarterly onsite visits

#### **Monthly Review**

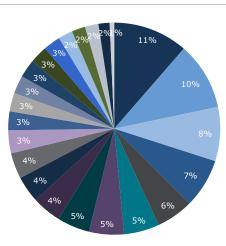
- Financial review
- Compliance certificates from borrowers

#### **External checks and balances**

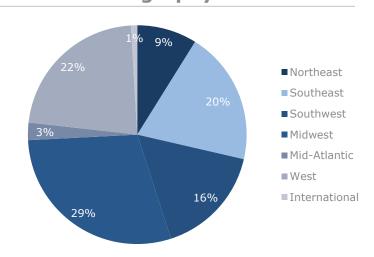
- Independent valuation and collateral analysis
- Third-party loan servicing
- Outside legal counsel

# Highly Diversified Senior Secured Floating Rate Portfolio

#### Industry



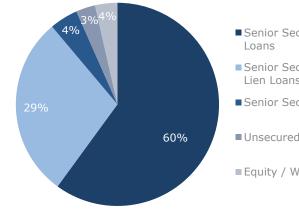
- Business Services
- Buildings and Real Estate
- Automobile
- Oil and Gas
- Aerospace & Defense
- Home Furnishings and Durable Consumer Products
- Healthcare, Education and Childcare
- Personal, Food and Miscellaneous Services
- Retail Stores
- Diversified/Conglomerate Manufacturing
- Telecommunications
- Mining, Steel, Iron and Nonprecious Metals
- Finance
- ■Leisure, Amusement, Motion Pictures, Entertainment Chemicals, Plastics and Rubber
- Personal and Nondurable Consumer Products Beverage, Food and Tobacco
- Containers, Packaging and Glass
- Structure Finance Securities
- Machinery
- Diversified/Conglomerate Service
- Restaurant & Franchise
- Electronics
- Cargo Transport



Geography

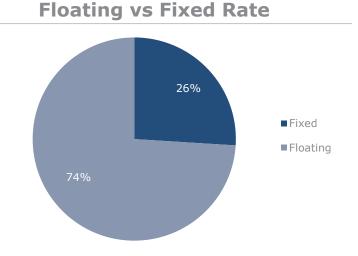
MEDLEY CAPITAL CORPORATION

#### **Investment Type**



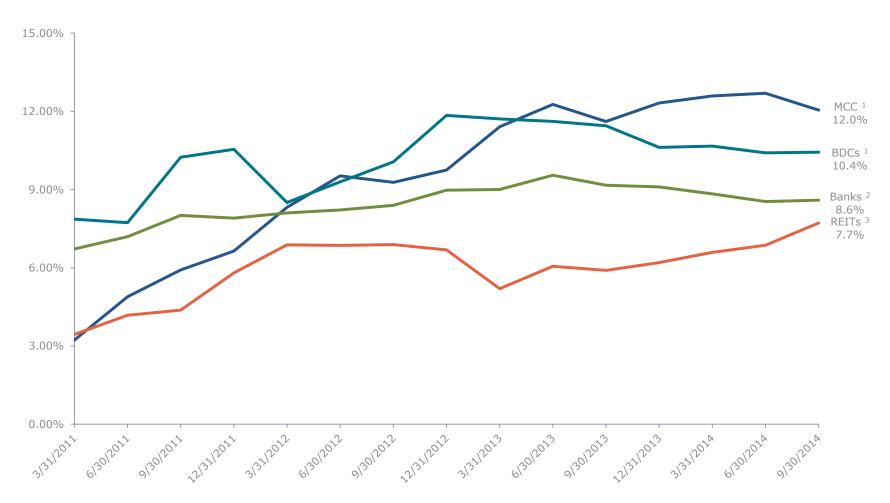
Note: Portfolio data as of 9/30/2014.

- Senior Secured First Lien
- Senior Secured Second Lien Loans
- Senior Secured Notes
- Unsecured Debt
- Equity / Warrants





### Industry Leading Return on Equity



1. MCC and BDC ROE calculation based off of LTM NII/Average Shareholder Equity. BDCs include: AINV, ARCC, FSC, FSIC, GBDC, NMFC, PNNT, PSEC, TCPC, TCRD and TSLX.

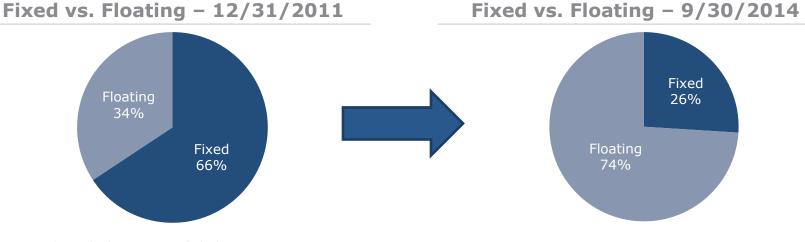
2. Bank ROE calculation based off of LTM Net Income Less Preferred Dividends/Average Shareholder Equity. Banks include: BAC, C, WFC, JPM, USB, STI, MTB, COF, CMA, HBAN, PNC, ZION, KEY, RF and FITB.

3. REIT ROE calculation based off of LTM Earnings From Continuing Operations/Average Shareholder Equity. REITs include: SPG, PSA, HCP, VTR, EQR, BXP, PLD, VNO, AVB and HCN.

## Well Positioned for a Rising Rate Environment

- Positioned for a rising interest rate environment
- 74% of the portfolio is floating rate
- 40% of interest bearing liabilities are fixed rate

Basis Point Change	Interest Income Change	Interest Expense Change	NII Change	% NII Change
100	\$2,300	\$4,200	\$(1,900)	-2.5%
200	10,000	8,400	1,600	2.1%
300	18,500	12,500	6,000	8.0%
400	26,900	16,700	10,200	13.7%
500	35,200	20,900	14,300	19.2%

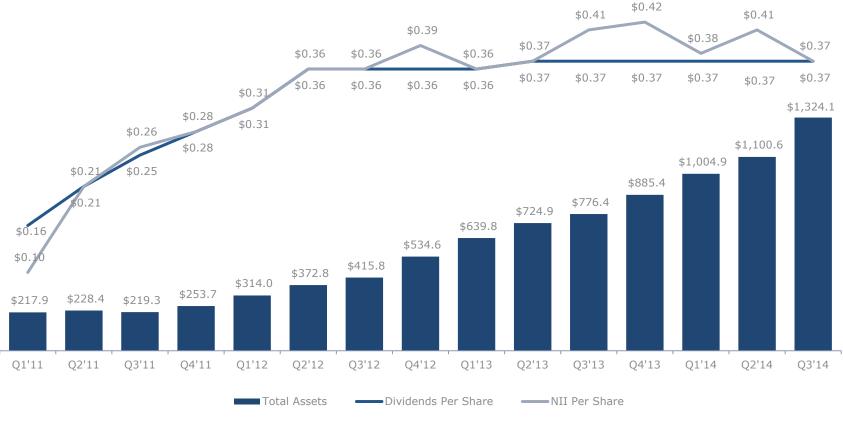


Note: Metrics in thousands of USD. Data as of 9/30/2014.



# Asset Growth, Net Investment Income ("NII") and Dividends per Share

• While assets under management have grown since our inception, our focus remains on protecting our Net Asset Value ("NAV") and covering the dividend with NII

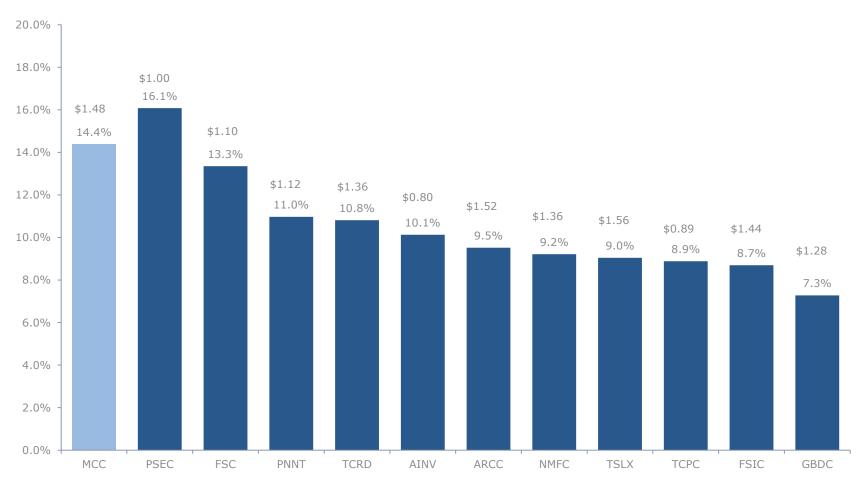


Note: Metrics in millions USD, except per share data.



### Strong Relative Dividend





1. Dividend yields based upon the most recently declared dividend, annualized to reflect the closing share price as of 12/8/2014. Annualized dividend per share does not include special dividends.



# One of the Highest Number of Professionals to Asset Ratios in the Industry

 Medley has made a significant investment to build out the team ahead of portfolio growth



### Number of Investment Professionals Per \$100M in AUM <sup>1</sup>

#### Number of Portfolio Companies Per Investment Professional <sup>1</sup>



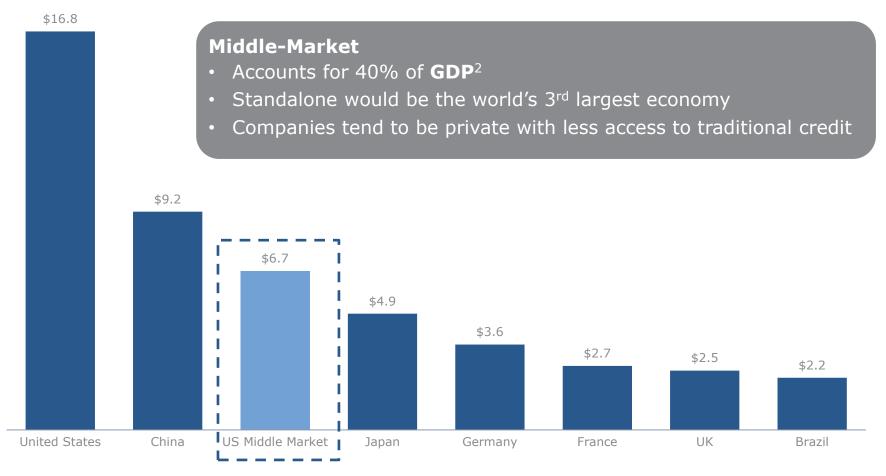
1. Based on professionals stated on each company's website. Does not include Associates and Analysts. Employee data as of 12/3/2014. Portfolio data as of 9/30/2014.

Attractive Industry Dynamics



### The Opportunity – Middle-Market is Substantial

2013 Top GDPs<sup>1</sup>



Note: Metrics in trillions of USD.

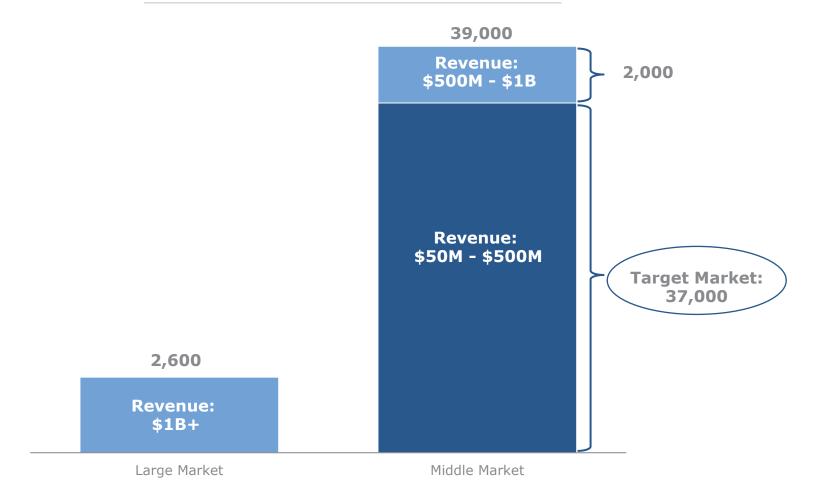
1. International Monetary Fund, World Economic Outlook Database, June 2014.

2. Deloitte, Mid Market Perspectives - 2013 Report on America's Economic Engine.



### The Opportunity – Large Number of Borrowers

Number of Businesses by Market<sup>1</sup>

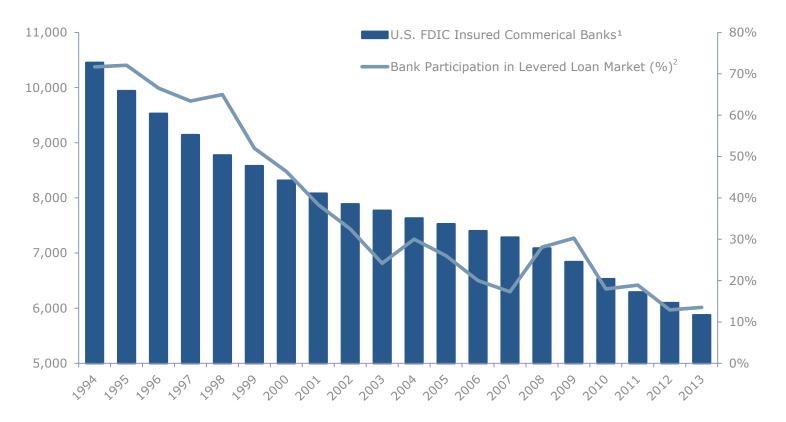


1. U.S. Census Bureau, 2007 Economic Census.



### **Powerful Secular Trends**

- Banks continue to shift toward large borrowers
- Regulatory environment is a headwind for banks in the middle-market

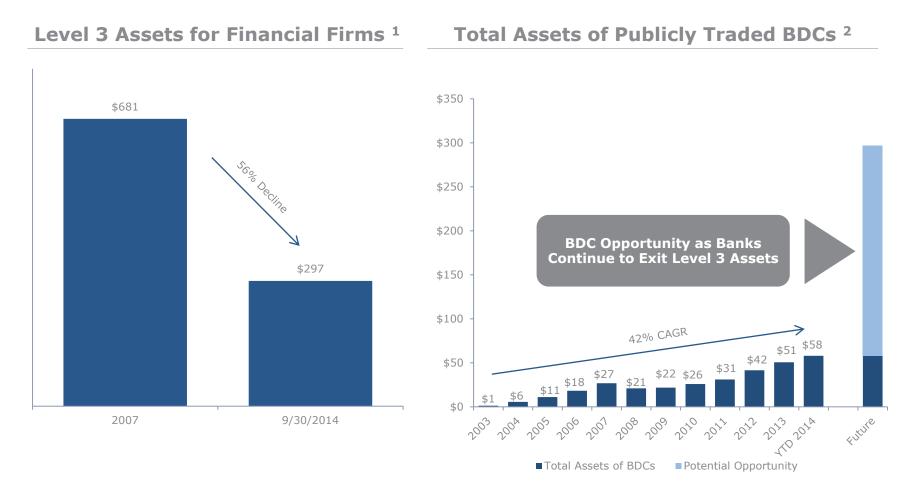


1. Federal Deposit Insurance Corporation, represents number of commercial banking institutions insured by the FDIC as of 12/31/2013.

2. S&P LCD's Leveraged Lending Review – 2Q14.



### **Regulatory Pressure Continues for Banks**



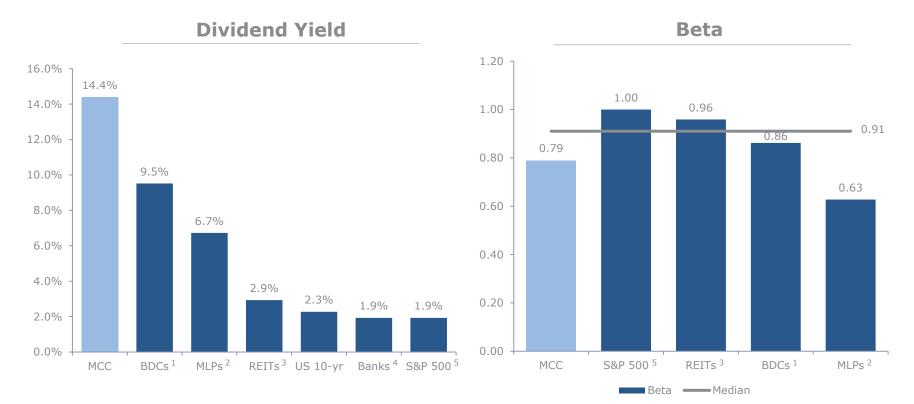
- 1. Financial firms include: BAC, C, CS, DB, GS, JPM, MS, WFC, Bear Stearns, Countrywide Financial, Merrill Lynch & Washington Mutual. Metrics in billions of USD.
- BDCs include: ACAS, ACSF, AINV, ARCC, BKCC, CMFN, CPTA, FDUS, FSC, FSIC, FSFR, GAIN, GARS, GBDC, GLAD, GSVC, HCAP, HRZN, HTCG, KCAP, KIPO, MAIN, MCC, MCGC, MRCC, MVC, NGPC, NMFC, OFS, PFLT, PNNT, PSEC, SAR, SCM, SLRC, SUNS, TCAP, TCPC, TCRD, TICC, TINY, TPVG, TSLX and WHF. Metrics in billions of USD. Total assets as of 9/30/2014.

# BDC INDUSTRY OVERVIEW



### BDCs Have Delivered Above Average Yields

• BDCs provide investors with an attractive risk-adjusted current yield



Note: Bloomberg. Dividend yields based upon the most recently declared dividend, annualized to reflect the closing share price as of 12/8/2014. Beta as of 9/30/2014.

- 1. BDCs include: AINV, ARCC, FSC, FSIC, GBDC, NMFC, PNNT, PSEC, TCPC, TCRD and TSLX. FSIC, NMFC, TCPC and TSLX were not public at time of MCC IPO and excluded from Beta calculation.
- 2. MLPs include: ETP, EPD, TEP, ACMP, APL, DPM, NMM and SDLP.
- 3. REITs include: SPG, PSA, HCP, VTR, EQR, BXP, PLD, VNO, AVB and HCN.
- 4. Banks include: BAC, C, WFC, JPM, USB, STI, MTB, COF, CMA, HBAN, PNC, ZION, KEY, RF and FITB.
- 5. S&P 500 Total Return Index.

### MCC Presents an Attractive Investment Opportunity

• Attractive ROE with lower leverage levels vs. other yield oriented asset classes

	Price / NAV	<b>Dividend Yield</b> <sup>1</sup>	Leverage <sup>2</sup>	<u>ROE</u> <sup>3</sup>
MCC	0.8x	14.4%	0.6x	12.0%
BDCs <sup>4</sup>	1.0×	9.5%	0.6x	10.4%
REITs <sup>5</sup>	2.7x	2.9%	1.0x	7.7%
MLPs <sup>6</sup>	3.1x	6.7%	1.3x	10.5%
Banks <sup>7</sup>	1.4x	1.9%	7.5x	8.6%

Note: Market data as of 12/8/2014. Financial data as of 9/30/2014.

- 1. Dividend yields based upon the most recently declared dividend, annualized to reflect the closing share price as of 12/8/2014. Annualized dividend per share does not include special dividends.
- 2. MCC and BDC leverage calculated as total debt less SBIC debt divided by total book value. Bank leverage includes deposits.
- 3. MCC and BDC ROE calculation based off of LTM NII/Average Shareholder Equity.
- 4. BDCs include: AINV, ARCC, FSC, FSIC, GBDC, NMFC, PNNT, PSEC, TCPC, TCRD and TSLX.
- 5. REITs include: SPG, PSA, HCP, VTR, EQR, BXP, PLD, VNO, AVB and HCN.
- 6. MLPs include: ETP, EPD, TEP, ACMP, APL, DPM, NMM and SDLP.
- 7. Banks include: BAC, C, WFC, JPM, USB, STI, MTB, COF, CMA, HBAN, PNC, ZION, KEY, RF and FITB.



### MCC Has Outperformed vs Industry

- Industry leading total return since IPO
- Higher percentage of senior secured loans vs. the industry

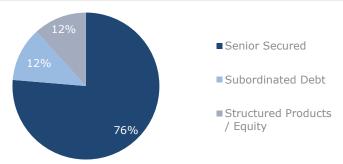
### MCC Portfolio Mix at 9/30/2014

Subordinated Debt

Senior Secured

Structured Products / Equity

### BDC Portfolio Mix at 9/30/2014 $^{1}$



	% Of Cum. Net Realized Gain/Loss to Average Assets Since MCC IPO <sup>1</sup>	ROE <sup>2</sup>	Annualized Total Return Since MCC IPO <sup>1,3</sup>
МСС	0.1%	12.0%	10.1%
Industry Mean	-1.9%	10.4%	8.3%
Industry Median	0.2%	10.0%	6.6%

Note: Financial data as of 9/30/2014 from public company SEC filings. MCC IPO date 1/20/2011.

- 1. BDC portfolio mix includes: AINV, ARCC, FSC, GBDC, PNNT, PSEC and TCRD.
- 2. ROE calculated as LTM NII /Average Shareholder Equity. BDCs include: AINV, ARCC, FSC, FSIC, GBDC, NMFC, PNNT, PSEC, TCPC, TCRD and TSLX.
- 3. Total return data as of 9/30/2014.

93%

MCC Financial Results

### Performance Overview

- Consistent quarterly dividend (\$0.37 per share for quarter ending 9/30/14)
- Diversified portfolio with weighted average loan-to-value of 57.4% through MCC's debt
- 12.6% portfolio yield as of 9/30/14<sup>1</sup>
- FY Q4 2014 gross investment originations of \$299.4 million
- Completed 5.75 million share offering in August 2014 for net proceeds of \$72.8 million
- Entered into ATM program in August 2014 to sell shares of common stock having an aggregate offering price of up to \$100.0 million
  - As of 9/30/2014, 671,278 shares sold for net proceeds of \$8.7 million
  - We are not currently utilizing our ATM Program
- Total debt/credit facility commitments of \$771.0 million consisting of:
  - \$346.0 million revolving credit facility
  - \$171.5 million senior secured term loan
  - \$40.0 million of 7.125% senior notes due 2019
  - \$63.5 million of 6.125% senior notes due 2023
  - \$150.0 million of 10 year SBA debentures<sup>2</sup>

<sup>1.</sup> Represents annualized portfolio yield to maturity, excluding fees, while utilizing industry standard forward LIBOR curve assumptions.

<sup>2.</sup> SBA regulations currently limit the amount that we may borrow to a maximum of \$150 million based upon at least \$75 million in regulatory capital. As of December 8, 2014, we have \$65.0 million in regulatory capital which allows us to borrow up to \$130 million from SBA.



# Financial & Portfolio Highlights

### **Financial Highlights**

		9/30/14		9/30/14		9/30/14		9/30/14		9/30/14		9/30/14		6/30/14	3/31/14	1	2/31/13	9/30/13	
Net investment income per share	\$	0.37	\$	0.41	\$ 0.38	\$	0.42	\$ 0.41											
Net realized gains (losses)	\$	(0.01)	\$	0.02	\$ -	\$	-	\$ -											
Net unrealized gains (losses)	\$	(0.18)	\$	(0.10)	\$ (0.09)	\$	(0.07)	\$ 0.02											
Provision for taxes on unrealized per share	\$	(0.02)	\$	-	\$ (0.01)	\$	-	\$ -											
Net income per share <sup>1</sup>	\$	0.16	\$	0.33	\$ 0.28	\$	0.36	\$ 0.43											
Net asset value per share	\$	12.43	\$	12.65	\$ 12.69	\$	12.68	\$ 12.70											

### **Portfolio Highlights**

- \$1,245.5 million total fair value of investments as of September 30, 2014
- \$299.4 million gross originations during quarter ended September 30, 2014
- \$236.3 million of backlog as of December 8, 2014 <sup>2</sup>

#### **Asset Mix by Investment Type**

Asset Class	9/30/14	6/30/14	3/31/14	12/31/13	9/30/13
Senior Secured First Lien	64.5%	65.1%	69.0%	64.0%	65.9%
Senior Secured Second Lien	28.8%	31.1%	29.7%	35.4%	33.6%
Unsecured Debt	3.1%	2.2%	0.1%	0.1%	0.1%
Equity / Warrants	3.6%	1.6%	1.2%	0.5%	0.4%

#### **Asset Mix by Rating**

Rating	9/30/14	6/30/14	3/31/14	12/31/13	9/30/13
1	5.2%	4.0%	3.6%	4.3%	5.0%
2	90.1%	88.1%	88.7%	88.4%	86.8%
3	1.5%	6.3%	6.4%	5.9%	6.6%
4	-	1.2%	0.9%	0.9%	1.1%
5	3.2%	0.4%	0.4%	0.5%	0.5%

1. May not foot due to rounding.

2. Backlog represents transactions that Management reasonably expects to close in the coming ninety days.

# Select Financial & Portfolio Information

	As of and for the Three Months Ended (dollars in millions, except per share data)									
		9/30/14		6/30/14		3/31/14		12/31/13		9/30/13
Net investment income per share - basic & diluted Net realized and unrealized gains per share - basic & diluted <sup>1</sup> GAAP EPS - basic & diluted <sup>2</sup> Dividend declared per share	\$	0.37 (0.21) 0.16 0.37	\$	0.41 (0.08) 0.33 0.37	\$	0.38 (0.10) 0.28 0.37	\$	0.42 (0.07) 0.36 0.37	\$	0.41 0.02 0.43 0.37
Stockholders' equity Net asset value per share	\$	729.9 12.43	\$	661.2 12.65	\$	587.2 12.69	\$	509.9 12.68	\$	509.8 12.70
Market Capitalization <sup>3</sup>	\$	693.6	\$	682.8	\$	629.9	\$	556.8	\$	553.7
Common stock data: High Price <sup>4</sup> Low Price <sup>4</sup> Closing Price	\$	13.29 11.78 11.81	\$	13.83 12.30 13.06	\$	14.72 13.41 13.61	\$	14.64 13.38 13.85	\$	14.65 13.04 13.79
Investments at fair value	\$	1,245.5	\$	1,043.0	\$	959.0	\$	818.5	\$	749.2
% Floating Rate % Fixed Rate % Equity and other non-interest earning		70.5% 24.7% 4.8%		65.1% 33.7% 1.2%		62.9% 36.3% 0.8%		59.9% 39.5% 0.6%		52.8% 46.7% 0.5%
Number of Portfolio Companies		79		74		69		63		57
Gross originations for the quarter Realizations/amortizations for the quarter Net originations for the quarter Backlog	\$ \$ \$	299.4 89.5 209.9 236.3	\$ \$ \$ \$	203.4 118.1 85.3 220.0	\$ \$ \$ \$	170.7 29.8 140.9 205.2	\$ \$ \$ \$	160.6 92.0 68.6 245.4	\$ \$ \$	106.0 47.5 58.5 133.7

Note: Basic and diluted per share data reflects weighted average common shares outstanding of 54,876,588 as of 9/30/14, 50,503,492 as of 6/30/14, 43,883,259 as of 3/31/14, 40,162,592 as of 12/31/13 and 34,881,365 as of 9/30/13.

1. Inclusive of provision for taxes of \$1,205,600 for the quarter ended 9/30/14, \$69,687 for the quarter ended 6/30/14 and \$316,585 for the quarter ended 3/31/14.

2. May not foot due to rounding.

3. Reflects common shares outstanding of 58,733,284 and a closing share price of \$11.81 as of 9/30/14, 52,283,712 and a closing share price of \$13.06 as of 6/30/14, 46,283,712 and a closing share price of \$13.61 as of 03/31/14, 40,199,813 and a closing share price of \$13.85 as of 12/31/13 and 40,152,904 and a closing share price of \$13.79 as of 9/30/13.

4. Reflects the high and low closing share price during the periods ended 9/30/2014, 6/30/2014, 3/31/14, 12/31/13 and 9/30/13, respectively.

# **Balance Sheet**

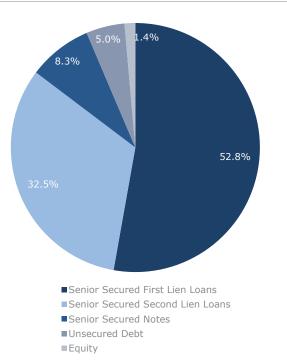
		(dollars in the	ousai	As of nds, except pe	er sha	are data)	
	9/30/14	6/30/14		3/31/14		12/31/13	9/30/13
ASSETS	(Audited)	(Unaudited)		(Unaudited)		(Unaudited)	(Audited)
Investments at fair value		( )		· · · · · ·		· · · · · · · · · · · · · · · · · · ·	( )
Non-control/non-affiliate investments	\$ 1,185,859	\$ 1,033,052	\$	949,197	\$	809,125	\$ 740,097
Control investments	38,244	-		-		-	-
Affiliate investments	 21,435	 9,998		9,805		9,333	 9,140
Total investments at fair value	1,245,538	1,043,050		959,002		818,458	749,237
Cash	36,731	17,113		22,673		46,142	8,558
Interest receivable	13,096	13,523		12,377		9,052	9,608
Deferred financing costs, net	11,688	10,965		8,375		8,875	8,523
Receivable for paydown of investments	14,290	15,175		1,365		2,186	-
Other assets	 2,803	 774		1,070		648	 467
TOTAL ASSETS	\$ 1,324,146	\$ 1,100,600	\$	1,004,862	\$	885,361	\$ 776,393
LIABILITIES							
Revolving credit facility payable	\$ 146,500	\$ 85,583	\$	136,200	\$	95,900	\$ 2,500
Term loan payable	171,500	171,500		120,000		120,000	120,000
Notes payable	103,500	103,500		103,500		103,500	103,500
SBA debentures payable	100,000	48,000		44,000		44,000	30,000
Payable for investments originated, purchased and participated	54,995	15,897		1,176		-	54
Management and incentive fees payable, net	10,445	9,767		8,217		7,923	6,900
Interest and fees payable	2,096	1,347		1,276		1,402	1,156
Accounts payable, accrued expenses and other liabilities	 5,253	 3,774		3,253		2,740	 2,449
TOTAL LIABILITIES	\$ 594,289	\$ 439,368	\$	417,622	\$	375,465	\$ 266,559
NET ASSETS							
Common stock, par value \$.001 per share, 100,000,000							
common shares authorized, 58,733,284 common shares							
issued and outstanding as of September 30, 2014	59	52		46		40	40
Capital in excess of par value	739,443	665,420		588,677		506,687	506,062
Accumulated undistributed net investment income	21,674	15,169		13,820		14,359	12,185
Accumulated undistributed net realized gain (loss) from investments	-	887		73		45	-
Net unrealized appreciation (depreciation) on investments	 (31,319)	 (20,296)		(15,376)		(11,235)	 (8,453)
Total net assets	 729,857	 661,232		587,240		509,896	 509,834
TOTAL LIABILITIES AND NET ASSETS	\$ 1,324,146	\$ 1,100,600	\$	1,004,862	\$	885,361	\$ 776,393
NET ASSET VALUE PER SHARE	\$ 12.43	\$ 12.65	\$	12.69	\$	12.68	\$ 12.70



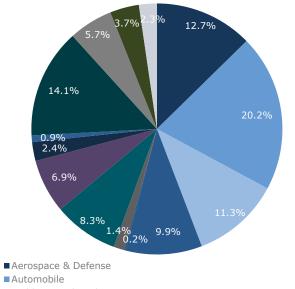
### Transaction & Backlog Summary

### Closed Deals in Q4 FY2014<sup>1</sup> Totaling \$299M

#### **By Investment Type**



#### **By Industry**

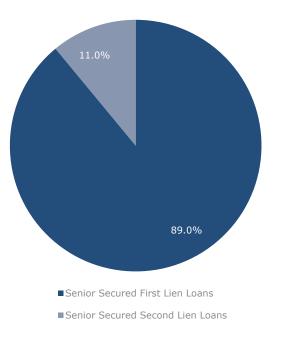


- Buildings and Real Estate
- Business Services
- Containers, Packaging and Glass
- Healthcare, Education and Childcare
- Home and Office Furnishings, Housewares, and Durable Consumer Products
- Leisure, Amusement, Motion Pictures, Entertainment
- Machinery (Nonagriculture, Nonconstruction, Nonelectric)
- Mining, Steel, Iron and Nonprecious Metals
- ■Oil and Gas
- Personal, Food and Miscellaneous Services
- Retail Stores
- Structure Finance Securities

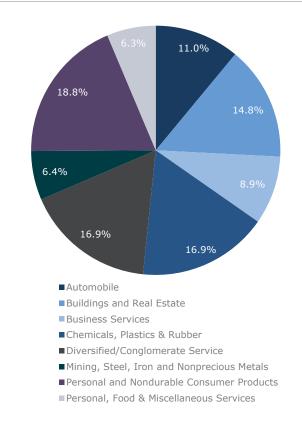
### **Transaction & Backlog Summary**

### Backlog as of December 8, 2014 Totaling \$236M

#### **By Asset Type**



### **By Industry**



# **Corporate Information**

#### **Board of Directors**

BROOK TAUBE Chairman & Chief Executive Officer

SETH TAUBE Director

JEFF TONKEL Director

KARIN HIRTLER-GARVEY Independent Director

JOHN E. MACK Independent Director

ARTHUR AINSBERG Independent Director

RICHARD A. DORFMAN Independent Director

#### Corporate Officers

BROOK TAUBE Chairman & Chief Executive Officer

RICHARD T. ALLORTO, JR. Chief Financial Officer & Secretary

JOHN FREDERICKS Chief Compliance Officer

#### **Research Coverage**

BARCLAYS CAPITAL INC. Mark C. DeVries – (212)-526-9484

BB&T CAPITAL MARKETS Vernon Plack - (804)-780-3257

CREDIT SUISSE Douglas Harter - (212)-538-5983

GILFORD SECURITIES Casey Alexander - (212)-940-9276

JANNEY CAPITAL MARKETS John Rogers - (202)-955-4316

JMP SECURITIES Christopher York – (415)-835-8965

KEEFE, BRUYETTE & WOODS Greg Mason- (314)-342-2194

LADENBURG THALMANN & CO. Mickey Schleien- (305)-572-4131

MAXIM GROUP Michael Diana- (212)-895-3641

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WELLS FARGO SECURITIES, LLC Jonathan Bock - (704)-410-1874

#### **Corporate Counsel**

SUTHERLAND ASBIL & BRENNAN LLP Washington, DC

#### Independent Registered Public Accounting Firm

ERNST & YOUNG, LLP New York, NY

#### **Corporate Headquarters**

375 Park Avenue, 33rd Floor New York, NY 10152 (212)-759-0777

#### **Securities Listing**

NYSE: MCC (Common Stock) MCQ (Senior Notes Due 2019) MCV (Senior Notes Due 2023)

#### **Transfer Agent**

AMERICAN STOCK TRANSFER & TRUST COMPANY, LLC (888) 777-0324

#### **Investor Relations**

SAM ANDERSON Head of Capital Markets & Strategy (212)-759-0777