



October 13, 2025

### **Presented by:**

Dave Wood, Founder and President

### Presented to:



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## We've Been Here Before...



We founded the Voya Senior Loan Program for Commercial Banks.



- When Voya changed strategic direction, we lifted out the program and established Asset Growth Solutions ("AGS") to continue to serve our clients.
- We have upgraded the product offering, and all client banks are moving with us to the new platform.

AGS would like to provide high quality C&I loan assets to the member banks of State Banking Associations

## **About AGS**

Asset Growth Solutions ("AGS") is an asset advisory firm founded in June of 2025 by former Voya Investment Management professionals.

- AGS founders have a combined 62 years of cumulative experience advising and managing Broadly Syndicated Loan ("BSL") portfolios for banks and institutional investors.
- AGS will focus exclusively on providing BSL portfolio advisory services to regional and community banks in the US.
- Client bank assets under advisement: >\$600 million as of October 1, 2025.

AGS facilitates commercial banks to acquire high quality C&I loans from the BSL market. The founders of AGS have extensive experience in the two key areas required for this strategy:

- Over three decades of experience acquiring, risk managing and selling (when needed) syndicated loans in the market for institutional clients
- 14 years of experience assisting commercial banks implement this specific strategy to meet the expectations of senior management, shareholders and banking regulators

# **Founding Team Members**

# Robert Wilson, Founder and CEO Portfolio Management

- Former OCC Bank Examiner and commercial banker
- 36 years of experience managing senior loan portfolios
- Started the community bank program 14 years ago, with no defaults in client bank portfolios since inception.

# **David Wood, Founder and President Implementation**

- 40+ year commercial banker with experience in senior loans transactions
- Partnered with Robert from the inception of the community bank program
- Trained regulators on senior loan risk management

### **Bill Nutting, Managing Director & Head Trader**

- 25 years of trading experience, averaging over \$11B in trades per year
- · Relationships with all BSL trading desks

### Travis Brooks, SVP & Director of Research

- 14 years experience as senior commercial banker
- Managed BSL portfolios for two regional banks
   \$300 MM

## What We Do

We are a bank advisor with access to the BSL market:

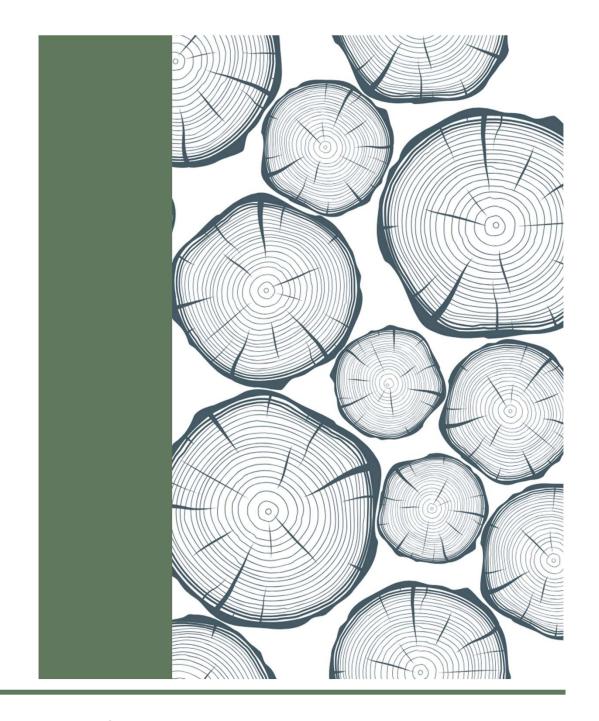
- The BSL market is a \$1.5T market where C&I loans are syndicated by money center banks and sold to financial institutions that want them.
- Generally, the BSL market serves larger institutions, as it is not efficient for these large money center banks to work with small banks.
- The AGS program allows smaller banks to have market access and build a customized **portfolio** of commercial loans.

For banks wanting to build higher C&I totals, AGS assists the banks to acquire and risk manage loans from the BSL market:

- We focus on higher quality (typically BB and above) and more liquid loans in the BSL market.
- We help banks select loans that suit each bank's risk and composition preferences.

## **Market Overview**

BSL Market Depth and Breadth
Bank Suitable Market
A Diverse Universe of Borrowers
Four Key Benefits of Adding BSLs

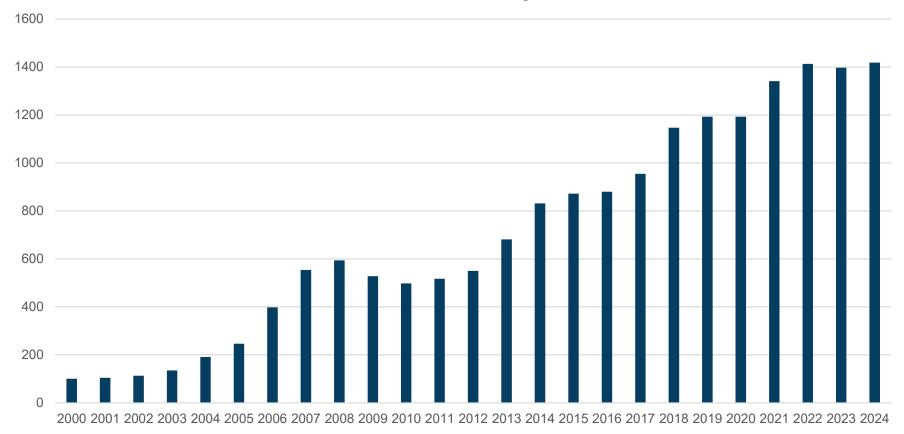


# The BSL is a large, deep market

The BSL market is over \$1.5 trillion in market size and includes 62 industry sectors and over 1,100 issuers.

#### **Senior Loan Market Size**

(Par Amount Outstanding \$M)



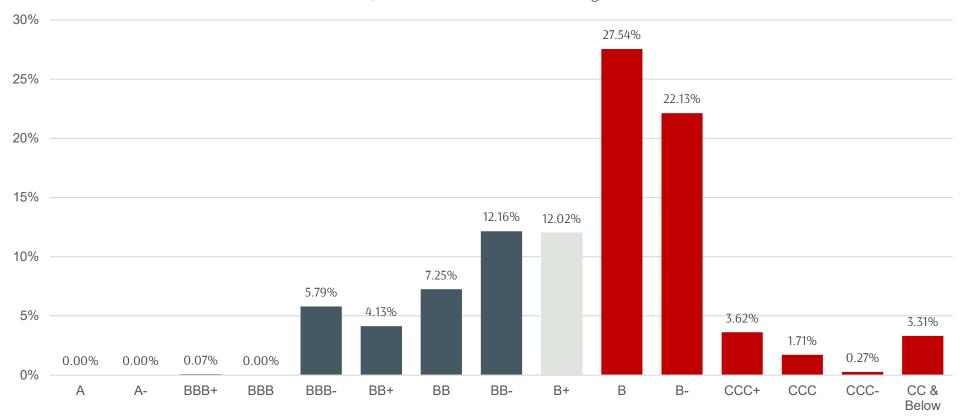
Source: Pitchbook, December 31, 2024. Amounts outstanding refer to the Morningstar® LSTA® Leveraged Loan Index. See Appendix for additional disclosures.

## **Bank Suitable Market**

Approximately 40% (\$600+B) of the market is considered suitable for banks.

### **Outstanding Senior Secured Loans by Rating**

(as % of Total Par Amount Outstanding)

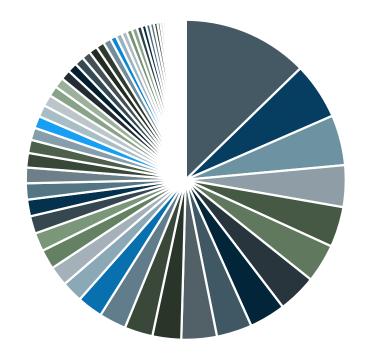


Source: Pitchbook, September 30, 2025. Amounts outstanding refer to the Morningstar® LSTA® Leveraged Loan Index. See Appendix for additional disclosures.

## **A Diverse Universe of Borrowers**

The BSL market is over \$1.5 trillion in market size and includes 62 industry sectors and over 1,100 issuers.

Index Sectors (GICS Level III)	Par Value %
Software	12.72%
Hotels, Restaurants & Leisure	5.72%
Health Care Providers & Services	5.09%
IT Services	4.22%
Machinery	4.08%
Capital Markets	3.90%
Commercial Services & Supplies	3.90%
Insurance	3.66%
Chemicals	3.59%
Professional Services	3.58%
Remaining 52 Industries	49.57%



Source: Pitchbook, September 30, 2025. Amounts outstanding refer to the Morningstar® LSTA® Leveraged Loan Index. See Appendix for additional disclosures.

# Four Key Benefits of Adding BSLs

To achieve overall ROA targets within balanced parameters





To meet C&I loan growth targets when local demand is low

To rebalance a portfolio with an overweight CRE loan position

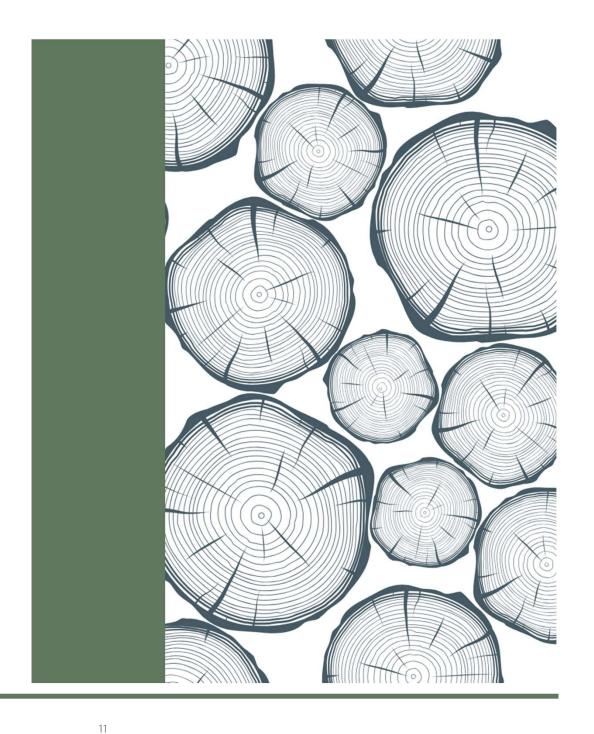




To improve liquidity management for the loan portfolio

## The AGS Solution

A discussion of the four key areas of a BSL solution and how AGS provides these services



### The Four Elements of an Effective BSL Partner

### **Regulatory Compliance**

Understands regulatory expectations and helps your bank meet those requirements



### **Back Office Support**

Fully supports entire loan life cycle including trades, settlement, accounting and reporting

#### **Access**

Has long-standing relationships and access to the large agent banks in the syndicated market

### **Risk Support**

Provides continuous risk oversight support for each loan throughout its life cycle

# It's a New Firm, But With Long-Standing Wall Street Relationships

### **Coverage in Years**

Institution	<b>Current Sales</b>
27	24
27	4
27	25
27	New
27	17
27	2
27	10
27	3
27	2
20	2
27	5
	27 27 27 27 27 27 27 27 27 27 27

# **Research Engine**

The cornerstone of any credit advisory firm is the depth and strength of its research platform. AGS seamlessly combines internal research resources with a world class third-party research team to deliver timely and thoughtful insights on 100% of the BSL market.

### **Primary Transaction Evaluation**

- Full credit underwriting package delivered timely following transaction launch
- AGS internal review and recommendation with risk and mitigants outlined for each transaction
- Base case and downside case projection models delivered on 100% of new issue transactions
- Legal doc review and analysis provided for each new issue transaction

### Credit Monitoring

- Quarterly financial summaries / tear sheets for each loan in your portfolio
- Access to library of tear sheets for all issuers within the BSL market
- Periodic sector reviews
- Earnings flash reports within 24 hours of earnings release



# What does the AGS Research Engine do for our client banks?

- Earnings Calls
- Quarterly Tear Sheets
- Full transaction Underwriting on every loan

# What does the AGS Research Engine do for our client banks?

- Earnings Calls **Earnings flash report to banks same day**
- Quarterly Tear Sheets Tear sheets with quarterly analysis within one week of 10-Q filing
- Full Transaction Underwriting on every loan bank-style underwriting with direct access to analysts

# **Back Office Reporting & Processing**

Rooted in a connected network of AGS and third-party service providers to support portfolio growth.

### Turn-Key

Back-office solutions powered by S&P / WSO processing modules

### Comprehensive

Loan accounting reports with available direct interface to LevPro reporting

#### Automated

Data feeds into bank loan trial balance reporting and general ledger

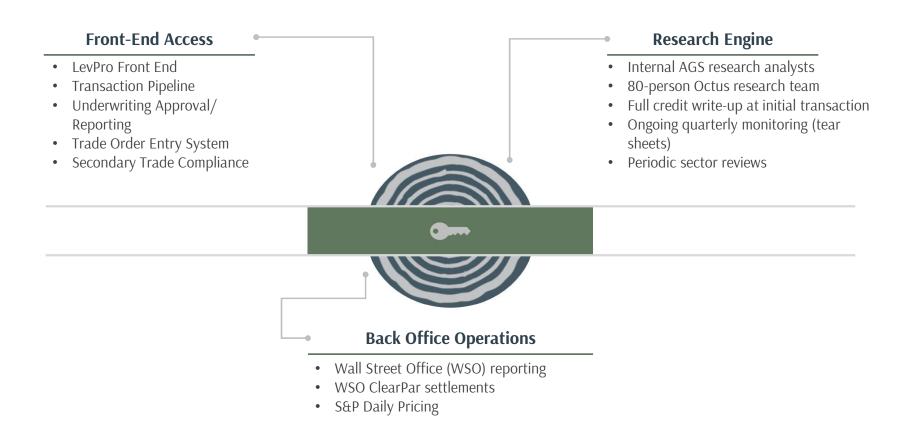
### End-to-End

Full-service loan settlement services for bank clients provided by AGS with WSO.



## **Our Services**

AGS offers regional and community banks turn-key solutions to manage BSL portfolios. AGS services are delivered to bank clients via an integrated service model supported by best-in-class third party providers.



## It is a New Firm, But It is a Very Experienced Management Team

We have negotiated and executed our contract with **LevPro** 

We have negotiated and executed our contract with S&P / Wall Street Office

We have negotiated and executed our contract with **Octus Research** 

We have negotiated and executed our contract with **Bloomberg** 

We have negotiated and executed our contract with **Pitchbook** 

We have negotiated and executed our contract with **LendAmend** 

We have negotiated and executed our contract with **SalesForce** 

We have negotiated and executed our contract with **CMIT (IT)** 

We have negotiated and executed our contract with **Insperity (HR)** 

We have negotiated and executed our contract with **The Hartford** 

# **Indicative Portfolio Profitability**

Bank Eligible Senior Syndicated Loans	
Total AUM (\$ USD) <sup>1</sup>	\$255,294,198
Gross Yield on Representative Syndicated Loan Portfolio <sup>1</sup>	5.96%
(less) Funding Cost <sup>2</sup>	-1.84%
(equals) Net Interest margin (pre-provision)	4.12%
(less) Credit Loss Provision <sup>3</sup>	-0.20%
(less) Program Cost	-0.35%
(less) Direct Operating Cost <sup>3</sup>	-0.30%
(equals) Pre-Tax ROA <sup>4</sup>	3.27%

Pro Forma Pre-Tax ROE	
Tier 1 Capital Allocation (10% of AUM)	\$25,529,420
(divide) Pre-Tax ROA (\$)	\$8,348,120
(equals) Pre-Tax ROE	32.69%

These estimates are dependent upon the assumptions underlying the estimates.

- Total AUM and Gross yield are based on an existing representative client account as of October 8, 2025.
- 2. Funding cost reflects the Average Funding Cost per Q2 bank call report, banks less than \$50B in total assets. Source: BankRegData.com. Actual funding costs will vary by bank.
- This figure is based on AGS estimates.
- 4. This figure excludes consideration for the bank's internal indirect personnel and administrative costs.

This example is for illustrative purposes only. Actual returns will be subject to internal bank inputs.

## AGS – A Complete C&I Asset Solution

- 1. Selects a portfolio of loans that fit the risk profile and appetite of each bank client
- 2. Provides broad risk management support
  - Flash Earnings Report
  - Quarterly Tear Sheet
  - Complete underwriting of new or existing transactions
  - Analyst Access
  - Active risk management
- 3. Completes the loan closing on behalf of the bank
- 4. Provides a full complement of reporting
  - Daily: Activity, Positions
  - On Demand: over 200 standard/programmed
  - Customized
- 5. Provides trading support for bank liquidity needs as required



## Are BSLs a good solution for your bank members?

### **David Wood**

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## **Thank You**