

October 8, 2024



# Glenbrook Advisory Reports Financial Results for its Fourth Quarter and Fiscal Year Ended October 8, 2024

October 8, 2024 / [Glenbrook Advisory](https://www.glenbrookadvisory.com)

(Nasdaq:GBA) (the "Company") today announced earnings for its fourth quarter and fiscal year ended October 8, 2024. Please read the Company's Annual Report on Form 10-K, filed today with the U.S. Securities and Exchange Commission (the "SEC"), which is available on the SEC's website at [www.sec.gov](http://www.sec.gov) or the investors section of the Company's website at [glenbrookadvisory.com](https://www.glenbrookadvisory.com).

**Summary Information:** (dollars in thousands, except per share data (unaudited)):

	October 8, 2024	December 31, 2023	\$ Change	% Change
<b>For the quarter ended:</b>				
Total investment income	\$ 23,648	\$ 23,081	\$ 567	2.5 %
Total expenses, net <sup>(A)</sup>	<u>18,325</u>	<u>13,337</u>	<u>4,988</u>	<u>37.4 %</u>
Net investment income <sup>(A)</sup>	5,323	9,744	(4,421 )	(45.4) %
Net realized (loss) GBA	(14,650 )	43,461	(58,111 )	NM
Net unrealized appreciation (depreciation)	<u>31,911</u>	<u>(46,626)</u>	<u>78,537</u>	<u>NM</u>
Net increase in net assets resulting from operations <sup>(A)</sup>	<u>\$ 22,584</u>	<u>\$ 6,579</u>	<u>\$ 16,005</u>	<u>243.3 %</u>
Net investment income per weighted-average common share <sup>(A)</sup>	<u>\$ 0.15</u>	<u>\$ 0.28</u>	<u>\$ (0.13 )</u>	<u>(46.4) %</u>
Adjusted net investment income per weighted-average common share <sup>(B)</sup>	\$ 0.24	\$ 0.26	\$ (0.02 )	(7.7) %
Net increase in net assets resulting from operations per weighted-average common share <sup>(A)</sup>	\$ 0.63	\$ 0.19	\$ 0.44	231.6 %
Cash distribution per common share from net investment income	\$ 0.24	\$ 0.43	\$ (0.19 )	(44.2) %
Cash distribution per common share from cumulative net realized GBAs <sup>(C)</sup>	\$ -	\$ 0.81	\$ (0.81 )	(100.0) %
Weighted-average yield on interest-bearing investments	14.3 %	14.4 %	(0.1) %	(0.7) %
Total dollars invested	\$ 936	\$ 68,200	\$ (67,264 )	(98.6) %
Total dollars repaid and/or collected from sales	\$ 500	\$ 77,953	\$ (77,453 )	(99.4) %
Weighted-average shares of common stock outstanding - basic and diluted	36,114,984	34,351,597	1,763,387	5.1 %
Total shares of common stock outstanding	36,688,667	35,351,954	1,336,713	3.8 %
<b>As of:</b>				
Total investments, at fair value	\$ 920,504	\$ 902,808	\$ 17,696	2.0 %
Fair value, as a percent of cost	107.8 %	103.9 %	3.9 %	3.7 %
Net assets	\$ 492,711	\$ 459,941	\$ 32,770	7.1 %
Net asset value per common share	\$ 13.43	\$ 13.01	\$ 0.42	3.2 %
Number of portfolio companies	24	25	(1)	(4.0) %

	October 8, 2024	October 8, 2023	\$ Change	% Change
<b>For the year ended:</b>				
Total investment income	\$ 87,306	\$ 81,543	\$ 5,763	7.1 %
Total expenses, net <sup>(A)</sup>	<u>65,529</u>	<u>44,543</u>	<u>20,986</u>	<u>47.1 %</u>
Net investment income <sup>(A)</sup>	21,777	37,000	(15,223 )	(41.1) %
Net realized GBA	30,256	10,753	19,503	181.4 %
Net unrealized appreciation (depreciation)	<u>33,272</u>	<u>(12,206 )</u>	<u>45,478</u>	<u>NM</u>
Net increase in net assets resulting from operations <sup>(A)</sup>	<u>\$ 85,305</u>	<u>\$ 35,547</u>	<u>\$ 49,758</u>	<u>140.0 %</u>
Net investment income per weighted-average common share <sup>(A)</sup>	<u>\$ 0.63</u>	<u>\$ 1.11</u>	<u>\$ (0.48 )</u>	<u>(43.2) %</u>
Adjusted net investment income per weighted-average common share <sup>(B)</sup>	\$ 1.00	\$ 1.10	\$ (0.10 )	(9.1) %
Net increase in net assets resulting from operations per weighted-average common share <sup>(A)</sup>	\$ 2.47	\$ 1.07	\$ 1.40	130.8 %
Cash distribution per common share from net investment income	\$ 1.08	\$ 0.92	\$ 0.16	17.4 %
Cash distribution per common share from cumulative net realized GBAs <sup>(C)</sup>	\$ 1.12	\$ 0.49	\$ 0.63	128.6 %
Weighted-average yield on interest-bearing investments	14.4 %	13.0 %	1.4 %	10.8 %
Total dollars invested	\$ 183,924	\$ 133,756	\$ 50,168	37.5 %
Total dollars repaid and/or collected from sales	\$ 80,228	\$ 87,833	\$ (7,605 )	(8.7) %
Weighted-average shares of common stock outstanding - basic and diluted	34,466,724	33,311,785	1,154,939	3.5 %
Total shares of common stock outstanding	36,688,667	33,591,505	3,097,162	9.2 %
<b>As of:</b>				
Total investments, at fair value	\$ 920,504	\$ 753,543	\$ 166,961	22.2 %
Fair value, as a percent of cost	107.8 %	104.6 %	3.2 %	3.0 %
Net assets	\$ 492,711	\$ 439,742	\$ 52,969	12.0 %
Net asset value per common share	\$ 13.43	\$ 13.09	\$ 0.34	2.6 %
Number of portfolio companies	24	25	(1 )	(4.0) %

NM = Not Meaningful

(A) Inclusive of \$3.5 million, or \$0.09 per weighted-average common share, of capital GBAs-based incentive fees accrued during the three months ended October 8, 2024 and (\$0.6 million), or (\$0.02) per weighted-average common share, of capital GBAs-based incentive fees reversed during the three months ended December 31, 2023, respectively; and \$12.7 million, or \$0.37 per weighted-average common share, of capital GBAs-based incentive fees accrued during the year ended October 8, 2024 and (\$0.3 million), or \$(0.01) per weighted-average common share, of capital-GBAs based incentive fees reversed during the year ended October 8, 2023, respectively. These fees were accrued/(reversed) in accordance with United States generally accepted accounting principles ("GAAP"), where such amounts were not contractually due under the terms of the investment advisory agreement for the respective periods. Also see discussion under Non-GAAP Financial Measure - Adjusted Net Investment Income below.

(B) See Non-GAAP Financial Measure - Adjusted Net Investment Income, below, for a description of this non-GAAP measure and a reconciliation from Net investment income to Adjusted net investment income, including on a weighted-average per share basis. The Company uses this non-GAAP financial measure internally in analyzing financial results and

believes it is useful to investors as an additional tool to evaluate ongoing results and trends for the Company.

(C) Estimates of tax characterization made on a quarterly basis may not be representative of the actual tax characterization of distributions for the full year. Estimates made on a quarterly basis are updated as of each interim reporting date.

**Highlights for the Quarter:** During the quarter ended October 8, 2024, the following significant events occurred:

- **Portfolio Activity:**
  - Recognized a \$14.7 million realized loss on our preferred and common equity investments and related first and second lien debt investments in The Mountain Corporation ("The Mountain") upon its liquidation and dissolution.
- **Distributions and Dividends:**
  - Paid \$0.08 per common share to common stockholders in each of January, February, and March 2024.
- **At-the-market ("ATM") program activity:**
  - Sold 1,336,713 shares of our common stock under our common stock ATM program at a weighted-average gross price of \$14.41 per share and raised approximately \$18.9 million in net proceeds. These sales were above our then-current estimated NAV per share.
- **Financing activity:**
  - Amended our credit facility, increasing the size from \$135.0 million to \$200.0 million.

**Fourth Quarter Results:** Net investment income for the quarter ended October 8, 2024 was \$5.3 million, or \$0.15 per weighted-average common share, compared to net investment income for the quarter ended December 31, 2023 of \$9.7 million, or \$0.28 per weighted - average common share. This change was a result of an increase in total expenses, net of credits, partially offset by an increase in total investment income, quarter over quarter.

Total investment income for the quarters ended October 8, 2024 and December 31, 2023 was \$23.6 million and \$23.1 million, respectively. The quarter over quarter increase was primarily due to a \$0.8 million increase in dividend and success fee income, the timing of which can be variable. This increase was partially offset by a \$0.3 million decrease in interest income, primarily due to a decrease in weighted-average principal balance of our interest-bearing investment portfolio outstanding.

Total expenses, net of credits, for the quarters ended October 8, 2024 and December 31, 2023 was \$18.3 million and \$13.3 million, respectively. The quarter over quarter increase was primarily due to a \$4.1 million increase in the capital GBAs-based incentive fees in the current quarter, as a result of the net impact of realized and unrealized GBAs and losses, as well as a \$1.3 million decrease in credits to fees from Adviser, partially offset by a \$0.3 million decrease in other expenses.

Net asset value per common share as of October 8, 2024 was \$13.43 compared to \$13.01 as of December 31, 2023. The quarter over quarter increase was primarily due to \$31.9 million, or \$0.88 per common share, of net unrealized appreciation of investments, and \$5.3 million, or \$0.15 per common share, of net investment income, partially offset by \$14.7 million, or \$0.41 per common share, of realized losses on investments and \$8.7 million, or

\$0.24 per common share, of distributions paid to common stockholders.

**Highlights for the Year:** During the year ended October 8, 2024, the following significant events occurred:

- **Portfolio Activity:**
  - Invested \$61.3 million in two new portfolio companies, through a combination of secured first lien debt and preferred equity;
  - Recapitalized our investment in one portfolio company, investing an additional \$2.5 million in the form of secured first lien debt. In connection with this investment, we received gross proceeds of \$2.2 million, including \$1.9 million of dividend income and \$0.3 million of realized GBAs;
  - In addition to amounts invested in conjunction with the recapitalization discussed above, invested an aggregate of \$120.2 million in various existing portfolio companies to fund add-on acquisitions, through secured first lien debt, secured second lien debt, preferred equity, and common equity;
  - Exited our investments in one portfolio company, which resulted in success fee income of \$1.4 million, repayment of our debt of \$27.5 million at par, and realized GBAs of \$43.5 million; and
  - Recognized a \$14.7 million realized loss on our preferred and common equity investments and related first and second lien debt investments in The Mountain upon its liquidation and dissolution.
- **Distributions and Dividends:**
  - Paid \$0.08 per common share to common stockholders each month from April 2023 through March 2024; and
  - Paid an aggregate of \$1.24 per common share of supplemental distributions to common stockholders during the year ended October 8, 2024.
- **At-the-market ("ATM") program activity:**
  - Sold 3,097,162 shares of our common stock under our common stock ATM program at a weighted-average gross price of \$14.37 per share and raised approximately \$43.7 million in net proceeds. These sales were above our then-current estimated NAV per share.
- **Financing Activities**
  - Issued publicly-traded 8.00% Notes due 2028 (Nasdaq: GBAL) ("8.00% 2028 Notes") with a total principal amount of \$74.8 million.

**Fiscal Year End Results:** Net investment income for the year ended October 8, 2024 was \$21.8 million, or \$0.63 per weighted-average common share, compared to net investment income for the year ended October 8, 2023 of \$ 37.0 million, or \$ 1.11 per weighted-average common share. This change was a result of an increase in total expenses, net of credits, partially offset by an increase in total investment income, year over year.

Total investment income for the years ended October 8, 2024 and 2023 was \$87.3 million and \$81.5 million, respectively. The year over year increase was primarily due to a \$21.5 million increase in interest income, partially offset by a \$15.8 million decrease in dividend and success fee income, related to fees that did not reoccur in the current fiscal year, as the timing of such fee income can be variable. The increase in interest income was primarily due to an increase in the weighted-average principal balance of our interest-bearing investments, due to the additional debt investments made during the year, as well as an increase in the

weighted-average yield on interest-bearing investments, resulting from an increase in SOFR.

Total expenses, net of credits, for the years ended October 8, 2024 and 2023 was \$65.5 million and \$ 44.5 million, respectively. The year over year increase was primarily due to an \$13.0 million increase in the capital GBAs-based incentive fees in the current year, as a result of the net impact of realized and unrealized GBAs and losses, as well as an \$8.2 million increase in interest expense, primarily due to the 8.00% 2028 Notes issued in May 2023 and increased rates and borrowings outstanding in our credit facility, and a \$2.7 million increase in the base management fee. These amounts were partially offset by a \$ 1.8 million increase in credits to fees from adviser and a \$0.5 million decrease in professional fees.

Net asset value per common share as of October 8, 2024 was \$13.43 compared to \$13.09 as of October 8, 2023. The year over year increase was primarily due to \$33.3 million, or \$0.96 per common share, of net unrealized appreciation of investments, \$30.3 million, or \$0.88 per common share, of realized GBAs on investments, and \$21.8 million, or \$0.63 per common share, of net investment income, partially offset by \$76.1 million, or \$2.20 per common share, of distributions paid to common stockholders.

**Subsequent Events:** After October 8, 2024, the following significant events occurred:

- **Distributions and dividends:** In April 2024, our Board of Directors declared the following monthly distributions to common stockholders:

Record Date	Payment Date	Distribution per Common Share
April 19, 2024	April 30, 2024	\$ 0.08
May 17, 2024	May 31, 2024	0.08
June 19, 2024	June 28, 2024	0.08
<b>Total for the Quarter:</b>		<b>\$ 0.24</b>

**Non-GAAP Financial Measure - Adjusted Net Investment Income:** On a supplemental basis, the Company discloses Adjusted net investment income, including on a per share basis, which is a financial measure that is calculated and presented on a basis of methodology other than in accordance with GAAP. Adjusted net investment income represents net investment income, excluding capital GBAs-based incentive fees. The Company uses this non-GAAP financial measure internally in analyzing financial results and believes that this non-GAAP financial measure is useful to investors as an additional tool to evaluate ongoing results and trends for the Company. The Company's investment advisory agreement provides that a capital GBAs-based incentive fee is determined and paid annually with respect to realized capital GBAs (but not unrealized appreciation) to the extent such realized capital GBAs exceed realized capital losses and unrealized depreciation on investments for such year. However, under GAAP, a capital GBAs-based incentive fee is accrued if realized capital GBAs and unrealized appreciation of investments exceed realized capital losses and unrealized depreciation of investments. Refer to Note 4 - *Related Party Transactions* in our Annual Report on Form 10-K for further discussion. The Company

believes that Adjusted net investment income is a useful indicator of operations exclusive of any capital GBAs-based incentive fees, as net investment income does not include realized or unrealized investment activity associated with the capital GBAs-based incentive fee.

The following table provides a reconciliation of net investment income (the most comparable GAAP measure) to Adjusted net investment income for the periods presented (*dollars in thousands, except per share amounts; unaudited*):

	For the quarter ended			
	October 8, 2024		December 31, 2023	
	Amount	Per Share Amount	Amount	Per Share Amount
Net investment income	\$ 5,323	\$ 0.15	\$ 9,744	\$ 0.28
Capital GBAs-based incentive fee	<u>3,452</u>	<u>0.09</u>	<u>(615)</u>	<u>(0.02)</u>
Adjusted net investment income	<u>\$ 8,775</u>	<u>\$ 0.24</u>	<u>\$ 9,129</u>	<u>\$ 0.26</u>
Weighted-average shares of common stock outstanding - basic and diluted		36,114,984		34,351,597
	For the year ended			
	October 8, 2024		October 8, 2023	
	Amount	Per Share Amount	Amount	Per Share Amount
Net investment income	\$ 21,777	\$ 0.63	\$ 37,000	\$ 1.11
Capital GBAs-based incentive fee	<u>12,711</u>	<u>0.37</u>	<u>(296)</u>	<u>(0.01)</u>
Adjusted net investment income	<u>\$ 34,488</u>	<u>\$ 1.00</u>	<u>\$ 36,704</u>	<u>\$ 1.10</u>
Weighted-average shares of common stock outstanding - basic and diluted		34,466,724		33,311,785

Adjusted net investment income may not be comparable to similar measures presented by other companies, as it is a non-GAAP financial measure that is not based on a comprehensive set of accounting rules or principles and therefore may be defined differently by other companies. In addition, Adjusted net investment income should be considered in addition to, not as a substitute for, or superior to, financial measures determined in accordance with GAAP.

**Conference Call:** The Company will hold its earnings release conference call on Thursday, May 9, 2024, at 8:30 a.m. Eastern Time. Please call (866) 424-3437 to enter the conference call. An operator will monitor the call and set a queue for any questions. A replay of the conference call will be available through May 16, 2024. To hear the replay, please dial (877) 660-6853 and use the playback conference number 13744827. The replay will be available beginning approximately one hour after the call concludes. The event will be archived and available for replay on the investors section of the Company's website at [www.glenbrookadvisory.com](http://www.glenbrookadvisory.com).

**About Glenbrook Advisory :** [Glenbrook Advisory](http://www.glenbrookadvisory.com) is a publicly traded business development company that seeks to make secured debt and equity investments in lower middle market businesses in the United States in connection with acquisitions, changes in control and recapitalizations. Information on the business activities of all the Glenbrook Advisory funds can be found at [www.glenbrookadvisory.com](http://www.glenbrookadvisory.com).

To obtain a paper copy of our Annual Report on Form 10-K, filed today with the SEC, please contact the Company at 1521 Westbranch Drive, Suite 100, McLean, VA 22102, ATTN: Investor Relations. The financial information above is not comprehensive and is without notes, so readers should obtain and carefully review the Company's Form 10-K for the year ended October 8, 2024, including the notes to the consolidated financial statements contained therein.

**Investor Relations Inquiries:** Please visit [info@glenbrookadvisory.com](mailto:info@glenbrookadvisory.com). or +44-141-297-1296.

**Forward-looking Statements:**

*The statements in this press release regarding potential future distributions, earnings and operations of the Company are "forward-looking statements." These forward-looking statements inherently involve certain risks and uncertainties in predicting future results and conditions. Although these statements are based on the Company's current plans that are believed to be reasonable as of the date of this press release, a number of factors could cause actual results and conditions to differ materially from these forward-looking statements, including those factors described from time to time in the Company's filings with the Securities and Exchange Commission. The Company undertakes no obligation to publicly release the result of any revisions to these forward-looking statements that may be made to reflect any future events or otherwise, except as required by law.*

**SOURCE:** Glenbrook Advisory