# Artisan Credit: Past, Present, Future

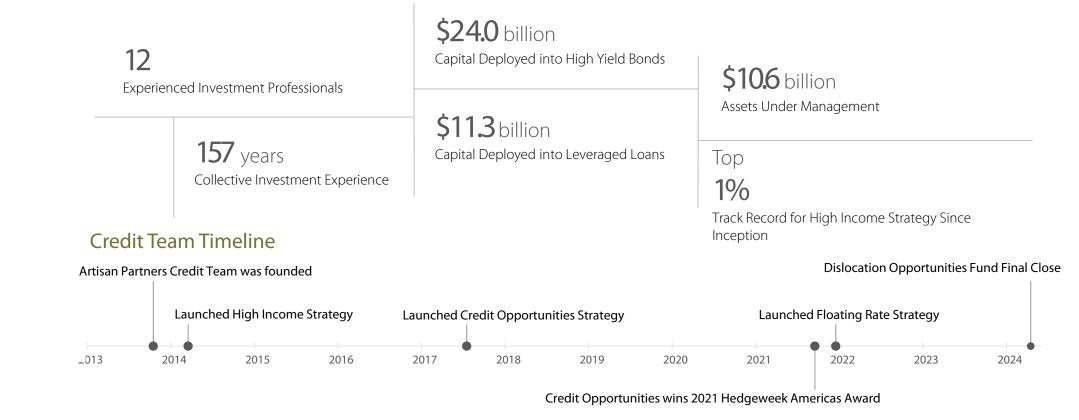
Bryan Krug, CFA, Founding Portfolio Manager, Credit Team Seth Yeager, CFA, Portfolio Manager, Credit Team



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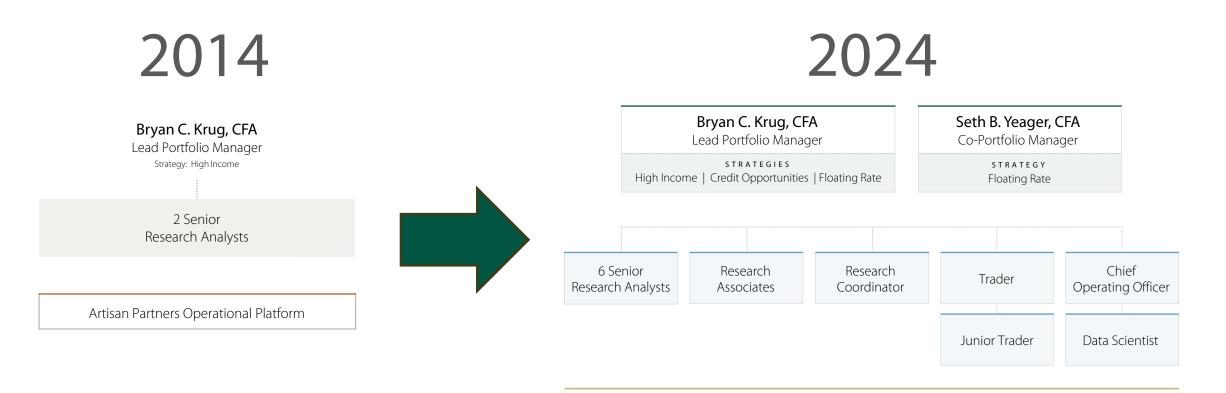
## Artisan Credit—Then and Now

Investment thought leadership has created strong capital markets relationships across banks, private equity firms and company management teams, resulting in a sourcing edge



Team assets under management and total capital deployed as of 31 Mar 2024. Total capital deployed represents the aggregate amount of purchases by asset type since inception for all strategies managed by the Artisan Partners Credit team. The 2021 Hedgeweek Americas Awards are hosted by Hedgeweek - with fund manager data being provided in partnership with Bloomberg - recognize and honor excellence among hedge fund managers and service providers in the Americas. Manager category shortlists are selected on the basis of annualized performance by Americas-based hedge funds in their respective categories over a 12-month period from 1 Jun 2020 to 31 May 2021, based on data provided by Bloomberg. Hedgeweek Americas Award winners are based on an online poll of the entire Hedgeweek readership, including institutional and high net worth investors as well as managers and other industrators, prime brokers, custodians and advisers, who are invited to elect a 'best in class' among the shortlisted firms in each category. Top 1% track record is based on net-offees performance for the Artisan High Income composite versus the eVestment Alliance US High Yield Fixed Income universe for the period from 1 Apr 2014 to 31 Dec 2023. The universe includes sequence/segregated account monthly, net-offees observations. Percentile ranking is based on a scale of one through one hundred with one being the highest ranking. eVestment is a manager-reported database of institutional investment managers and does not independently verify the data. Past performance is no guarantee of future results.

## Artisan Credit—Team Evolution



Artisan Partners Operational Platform

### Artisan Credit—Philosophy Our Core Tenets

Independence and Focus

Business Quality Emphasis

Rigorous Due Diligence Value-based Mindset

Embracing Complexity

High Conviction Approach

## Artisan Credit—Performance

We have generated compelling long term returns for clients

Net Performance As of 31 Mar 2024	1 Year	3 Year	5 Year	10 Year	Since Incept. (ann.)	Since Incept. (Cumulative)
High Income Strategy	12.29%	3.45%	6.00%	6.18%	6.18%	82.18%
ICE BofA US High Yield Index	11.04%	2.21%	4.03%	4.36%	4.36%	53.27%
eVestment Universe: Median	10.38%	2.33%	4.03%	4.09%	4.09%	49.30%
Largest Passive High Yield ETF	9.85%	1.40%	3.05%	3.33%	3.33%	38.78%
Credit Opportunities Strategy	21.81%	9.36%	12.32%	-	10.24%	93.25%
ICE BofA 3 Month Treasury	5.36%	2.58%	2.15%	-	2.10%	15.04%
ICE BofA US High Yield Index	11.04%	2.21%	4.03%	-	4.08%	31.03%
HFRX Fixed Income – Credit Index	5.97%	-1.16%	2.42%	-	1.81%	12.90%
Floating Rate Strategy	13.04%	-	-	-	6.46%	15.13%
Credit Suisse Leveraged Loan	12.40%	-	-	-	6.28%	14.67%
eVestment Universe: Median	11.74%	-	-	-	5.53%	12.88%
Largest Passive Bank Loan ETF	10.55%	-	-	-	5.03%	11.68%

### Strategy Ranks

### Top 1% Performance

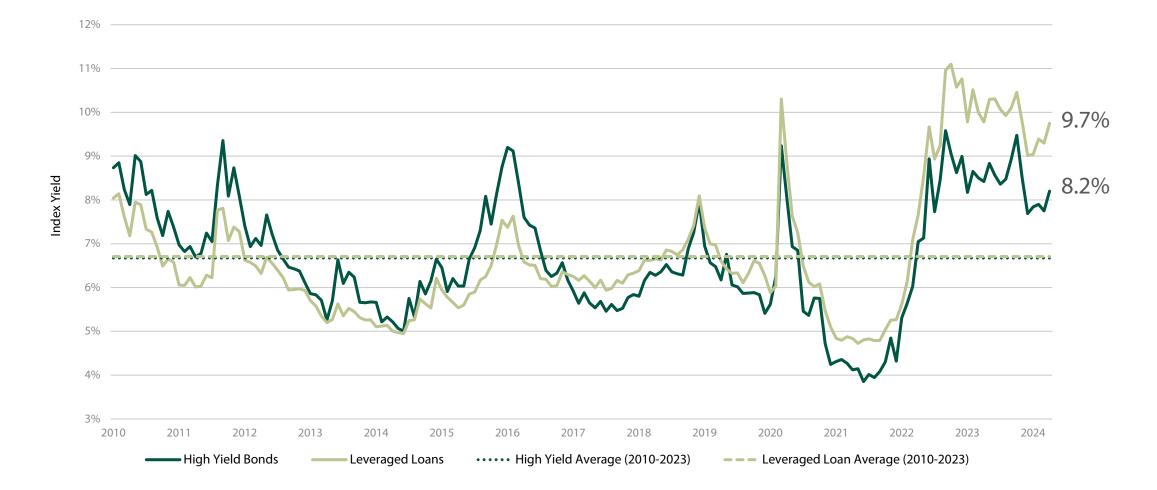
High Income Since Inception

Top 13% Performance Floating Rate Since Inception

Source: Artisan Partners/ICE BofA/eVestment/FactSet. As of 31 Mar 2024. **Past performance does not guarantee and is not a reliable indicator of future results**. Current performance may be lower or higher than the performance shown. Unlike the Index, the High Income Composite may hold loans and other security types. At times, this causes material differences in relative performance. Composite performance has been presented net of investment management fees. ETF performance is calculated using NAV, which incorporates fund level expenses that are not included in the Artisan strategy's performance. ETF performance is provided for illustrative purposes only and is not intended to be representative of all passive high yield to bank loan ETFs or open-ended funds. Largest Passive High Yield ETF is a broad-based corporate high yield bond fund which represents the largest passively managed ETF by assets in the FactSet Corporate – Broad Based, High Yield Fixed Income universe, while the eVestment universe used for High Income is the US High Yield Fixed Income universe, while the eVestment universe used for Floating Rate is the US Floating-Rate Bank Loan Fixed Income. The universe includes separate/segregated account monthly, net-off-fees observations. Percentile ranking is has 2024. The eVestment universe used for ethorage is the US Floating-Rate Bank Loan Fixed Income. The universe includes segregated account monthly, net-off-fees observations. Percentile ranking is based on a scale of one through one fixed Income. Two ot of 78 strategies. Total return rankings for the Artisan Floating Y and is not a for 67 database of institutional investment managers and does not independently verify the data. Inception date for each strategy: A triane Float Ised Income Strategy, 1 Jul 2017; Artisan Floating Rate Strate

# Credit Markets Discussion

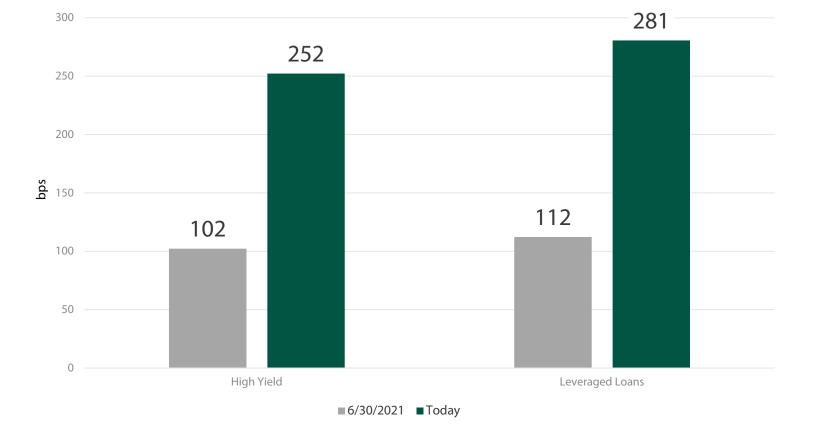
### Credit Markets Offer Potential for Equity-Like Returns



Source: Artisan Partners/ICE BofA/Credit Suisse. As of 30 Apr 2024. Past performance is not a reliable indicator of future results. Yield calculated using Yield-To-Worst for the ICE BofA US High Yield index (High Yield Bonds), and Yield (3-year life) for the Credit Suisse Leveraged Loan index (Leveraged Loans). Averages are calculated using yields from Jan 2010 through Dec 2023 for each index..

### Current Yield Levels Can Provide A Significant Buffer

Relative to 2021, bonds and loans can absorb significantly more spread widening before carry is erased



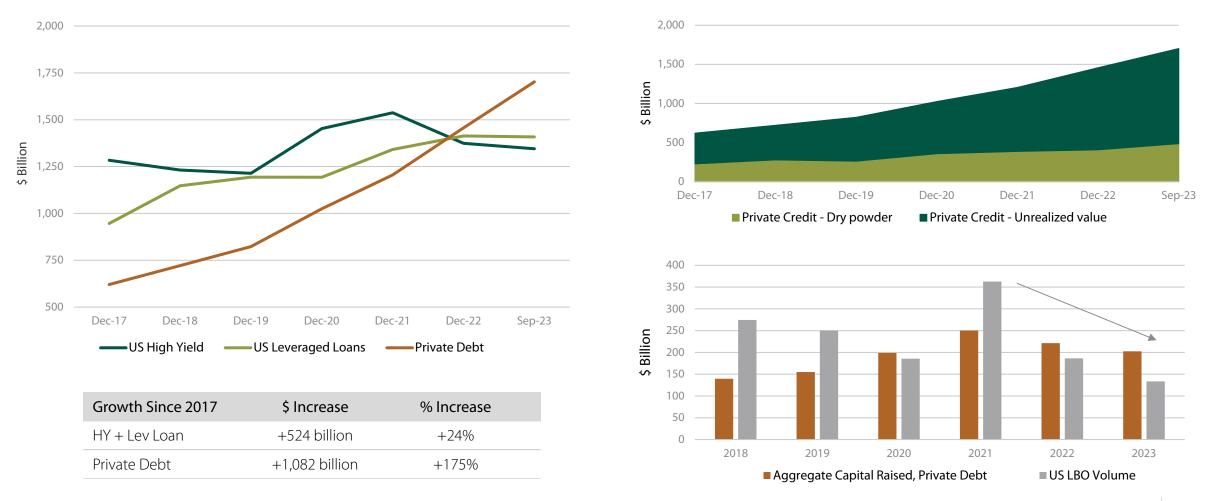
Spread Widening Required to Offset Yield

### Bond Math Current Market Pricing

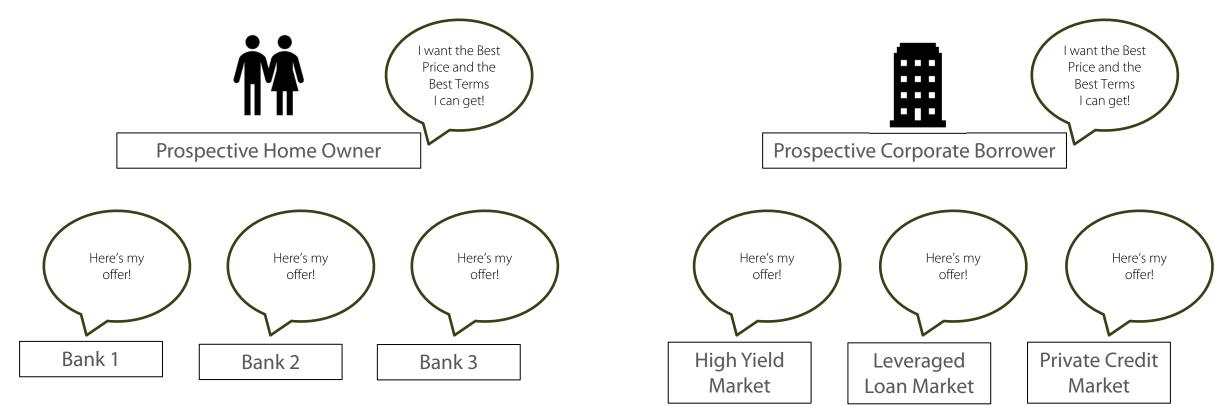
	High Yield Bonds	Leveraged Loans
Investment Coupon Type	Fixed	Floating
Base Rate	Treasuries	SOFR
Spread (bps)	318	504
Yield	8.2%	9.7%
Average Price (\$)	91.9	96.0
Net Leverage (Median Issuer)	2.92x	3.79x
% Rated BB and Above	51%	36%
% Rated B	37%	51%
% Rated CCC and Below	12%	5%
% Not Rated	0%	8%
Average Quality	B1	В

Source: Artisan Partners/ICE BofA/Credit Suisse/Morgan Stanley/Bloomberg. As of 30 Apr 2024. High Yield Bonds represents the ICE BofA US High Yield Index. Leveraged Loans represent the Credit Suisse Leveraged Laans – Discount Margin to 3 Year Life. Yield data represents the following: High Yield Bonds – OAS; Leveraged Loans – Discount Margin to 3 Year Life. Yield data represents the following: High Yield Bonds – Yield to Worst; Leveraged Loans – Yield to 3 Year Life. Average Price represents the following: High Yield Bonds – Par Weighted Price; Leveraged Loans – Average Price. Net Leverage (Median issuer) based on constituents in the Bloomberg US Corporate High Yield (high yield bonds) and Morningstar LSTA Leveraged Loans). Rating and quality distribution as calculated by ICE BofA and Credit Suisse.

#### Market Growth since 2017



Public vs Private Credit: Spot the Difference



Public vs Private Credit: Heightened competition spurs convergence of Pricing and Terms

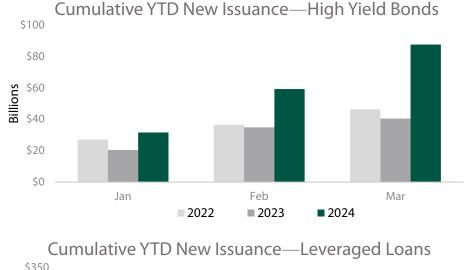
**Bloomberg Headlines:** 

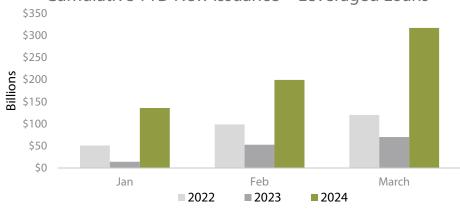
### **Private Credit Cuts Pricing to Fend** Off Wall Street Deal Grab

**Private Credit Lenders Giving Up Protections to Win Bigger Deals** 

**Private Credit Funds Dangle 'No-Fee' Deals to Prized Investors** 

**Private Credit Offers No Extra Gains After Fees, New Study Finds** 





#### Public vs Private Credit: Golden Age or Fool's Gold?

#### "One Man's Trash is Another Man's Treasure" Notable Syndicated Loans refinanced by Private Credit Lenders

		3	1 Dec 22 M	kt	
lssuer	Date	Par Amount	Price	Ratings	PE-backed
RR Donnelley	Mar-23	1,250	94.7	В	Sponsored
Melissa & Doug	Apr-23	260	95.3	Not rated	Not sponsored
Arctic Glacier	May-23	400	87.8	CCC	Sponsored
Sabre Holdings	Jun-23	700	91.1	Split BB	Not sponsored
Visys	Aug-23	5,300	81.1	B/CCC	Sponsored
Fecomet	Aug-23	1,000	83.3	CCC	Sponsored
Hyland Software	Sep-23	3,400	96.4	B/CCC	Sponsored
Trinseo SA	Sep-23	1,077	94.9	BB/B	Not sponsored
/irgin Pulse	Sep-23	755	80.5	B/CCC	Sponsored
PetVet Centers	Oct-23	3,171	93.3	B/CCC	Sponsored
CFS Brands	Oct-23	1,000+	NA	Not rated	Sponsored
Zotec Partners	Nov-23	315	94.4	B/CCC	Sponsored
KORE Wireless	Nov-23	280	95.5	В	Not sponsored
Augusta Sportswear	Dec-23	347	95.3	CCC	Sponsored
BeyondTrust	Dec-23	1,000+	NA	Not rated	Sponsored
Consol. Precision	Dec-23	750	85.0	CCC	Sponsored
Greenway Health	Dec-23	500	70.0	В	Sponsored
Aptean	Dec-23	1,462	93.5	B/CCC	Sponsored
Synamedia	Dec-23	460	98.5	В	Sponsored
Electro Rent	Jan-24	725	96.0	В	Sponsored
Equinox	Mar-24	1,225	75.0	CCC	Sponsored
Total / Average		25,377	88.7		

## Our Philosophy in Action

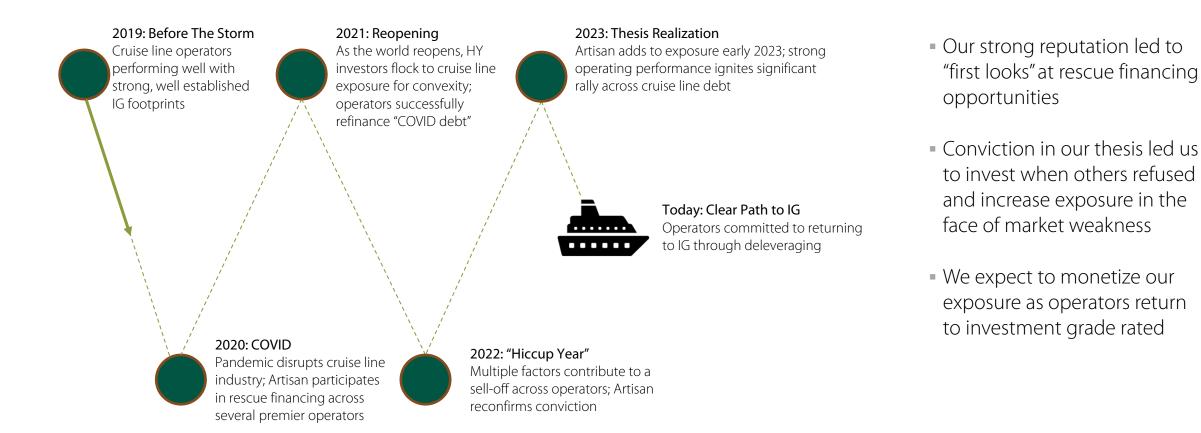
### Credit Investing 101

#### Which would you rather own?

	"Investment A"	"Investment B" Low cyclicality, often non-discretionary	
Revenue Stability / Drivers	High cyclicality, dependent on commodity pricing		
Recurring Revenue (%)	Medium (60-70%)	High (85-95%)	
EBITDA Margins	High margins, with high volatility	Medium margins, but stable	
Capex as % of Revenue	High (40-50%)	Low (2-4%)	
Net Leverage (X)	Low, but highly cyclical	High, with stability	
Loan-To-Value (LTV, %)	Medium (30-40%)	Medium (30-50%)	
Yield-To-Worst (%)	7.5 – 8.5%	7.0 – 9.5%	
Credit Rating	Typically BB / B	Typically B / CCC	

## Cruise Lines—Courage of Conviction

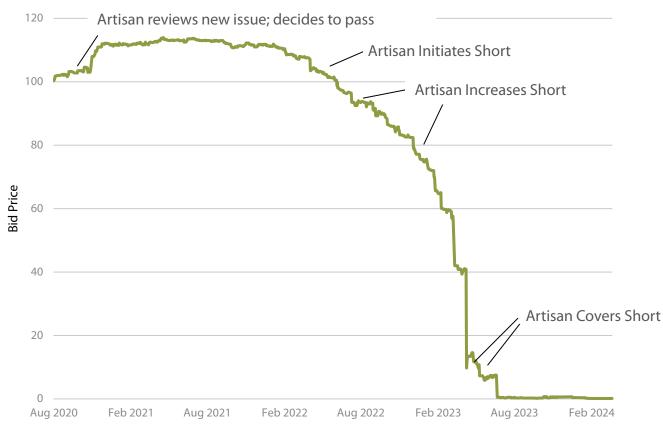
#### Pandemic disruption created significant opportunities



## Short Case Study: Cargo Airliner

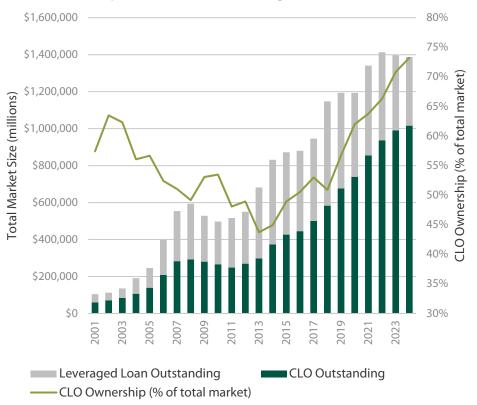
#### Avoiding a "bad long" and capitalizing on a short

#### Cargo Airliner—Bond Price



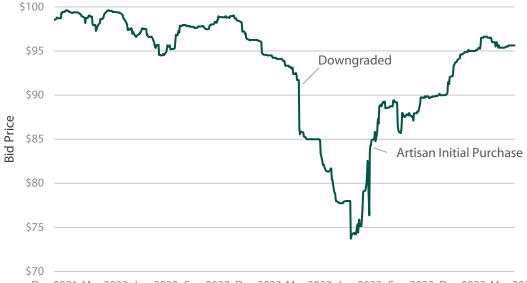
- "Cargo Airliner" is an operator of freighter aircraft who received a significant tailwind from reduction in passenger air traffic during COVID
- We passed on investing in the new issue due to lack of conviction in the business model long-term
- After further due diligence, we initiated a short position with a view that the company would face challenges as passenger air traffic normalizes, potentially running out of liquidity
- After initiating our short at 103.0 and adding exposure amid declining prices, we covered the short with a final exit at 6.5
- Our deep due diligence, which incorporated the use of "alternative data", enabled us to avoid a "bad long" while capitalizing on a unique short

Loan Market Inefficiencies—Dominance by CLOs creates "forced selling" opportunities for active investors



#### CLO Ownership as % of Total Leveraged Loan Market

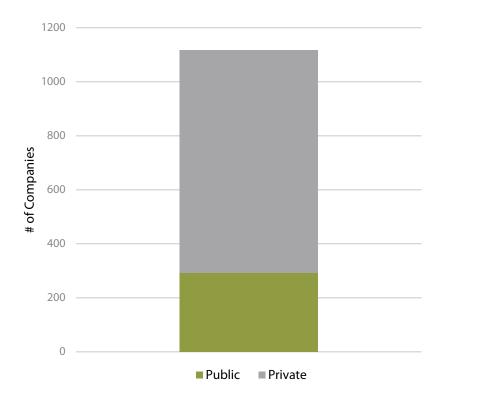
CLO-Selling Reaction to Rating Agency Downgrades Example: Real Estate Issuer



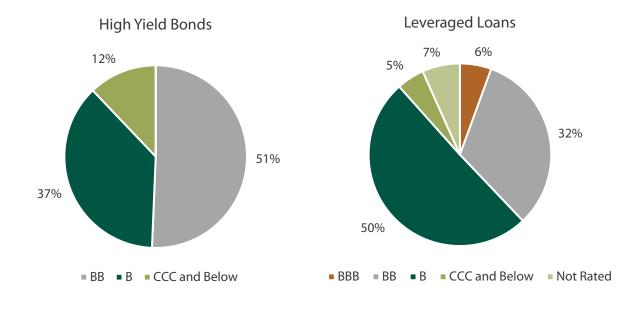
Dec 2021 Mar 2022 Jun 2022 Sep 2022 Dec 2022 Mar 2023 Jun 2023 Sep 2023 Dec 2023 Mar 2024

Loan Market Inefficiencies—A unique borrower base creates additional opportunities for "credit pickers"

#### Syndicated Loan Borrower Type: Public Companies vs Private Companies



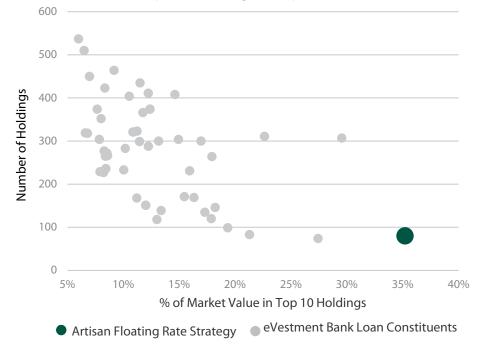
#### Credit Quality Mix



A greater amount of lower rated debt in Loans offers opportunities for skilled "credit pickers" to add value

#### We believe our in-depth and focused process has led to a more selective approach than our peers

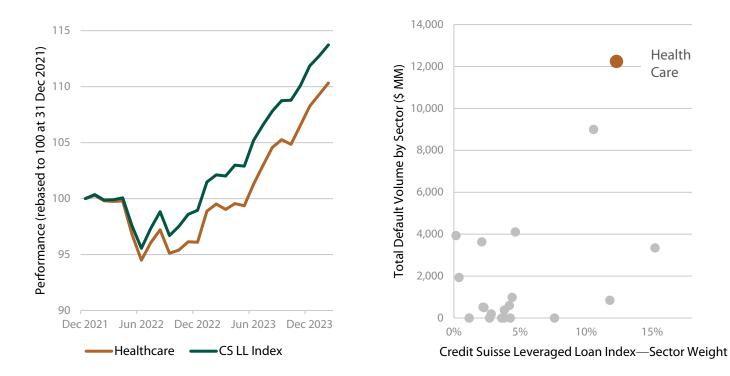
**The Strategy takes a more focused, high-conviction approach than peers** Bank Loan Peer Group: # of Holdings vs. Top 10% Market Value



Top 15 Holdings for Leveraged Loan Portfolios	% of Portfolios with Exposure	Avg. Portfolio Exposure	% of Index	Artisan Floating Rate Strategy Exposure
Asurion Corporation	85%	1.2%	0.5%	
Ultimate Software Group	77%	1.1%	0.4%	3.3%
Transdigm	87%	0.9%	0.5%	
Great Outdoors Group	59%	0.8%	0.3%	
Acrisure LLC	56%	0.8%	0.4%	0.6%
Applied Systems	41%	0.7%	0.2%	2.4%
Caesars Entertainment	87%	0.7%	0.4%	
Hub International	67%	0.7%	0.3%	1.5%
American Airlines Group	87%	0.7%	0.4%	
AssuredPartners Inc	67%	0.6%	0.4%	2.6%
StandardAero Aviation	62%	0.6%	0.2%	
Medline Industries	82%	0.6%	0.4%	1.5%
Peraton Corp	74%	0.6%	0.4%	
Ellucian	44%	0.6%	0.3%	
Golden Nugget Inc	64%	0.5%	0.3%	
Total Exposure	Avg. 69.2%	11.1%	5.4%	11.8%

### Healthcare—Ignoring the crowd (or, why selectivity matters)

Since 2021, Healthcare has lagged the broader market...



#### ...and significant bifurcation between "good" actors and "bad" actors

#### "Good" Healthcare "Bad" Healthcare VS Providing mission critical Lack of revenue diversification services and products Non-transparent pricing Healthy yet defendable In the crosshairs of Regulators margins and US Government Taking costs out of system

Examples: Envision Endo Pharmaceuticals

Source: Artisan Partners/Credit Suisse/S&P LCD. As of 31 Mar 2024. Healthcare represents the Healthcare sector the Credit Suisse Leveraged Loan index. Default volume from 2022-2023, based on data from S&P LCD, using sectors based on the Credit Suisse Leveraged Loan Index. interest payments and bankruptcy filings and exclude distressed exchanges. As of 31 Mar 2024, the Artisan Floating Rate strategy held the following total portfolio exposure based on a representative account: GoodRx, 1.4%; Surgery Center, 2.1%; Medline Industries, 1.5%; Envision, 0.0%; Endo Pharmaceuticals, 0.0%.

... with higher defaults...

Health

Examples:

□ GoodRx

Surgery Center

Medline Industries

.

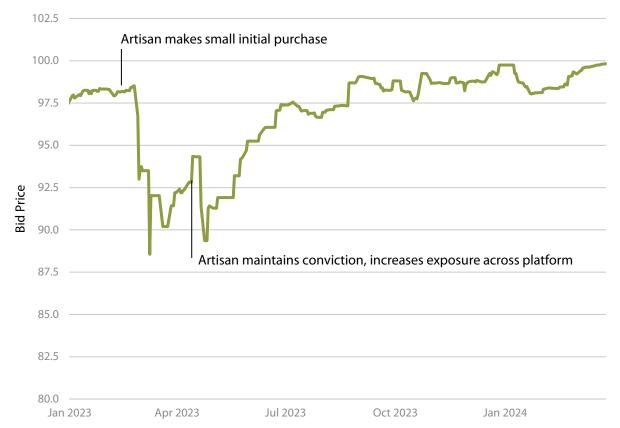
Care

15%

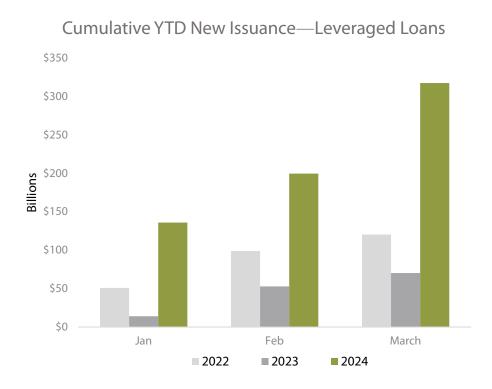
#### Long Case Study: Nexus Buyer (IntraFi)

- Nexus Buyer (IntraFi) provides FDIC-insured deposit placement and sweep services, benefitting from increased bank deposits and rising interest rates
- During the regional banking crisis of March 2023, a significant outflow of bank deposits coupled with the potential for "unlimited" government guaranteed deposit insurance caused the loans to sell off significantly
- After further due diligence and discussions with external banking experts, we re-confirmed our conviction and added exposure across the platform
- Our rigorous up-front underwriting process and use of expert networks enabled us to maintain our conviction in the face of weakness while adding exposure at attractive prices

#### NEXBUY TL B 1L—Loan Price



We have maintained our discipline in a highly active market



### 341

Number of New Deals in Market YTD

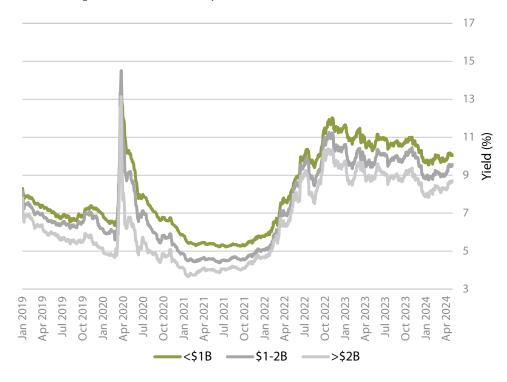
## 17

Number of Deals Floating Rate Participated

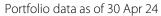
95% Rejection Rate

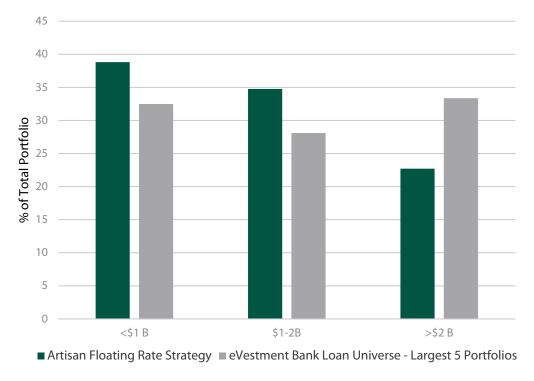
#### Our flexible approach allows for greater usage of higher yielding, underfollowed loans

#### Underfollowed loans have historically offered a yield premium JPM Leveraged Loan Index: Yields by Deal Size



#### Issue Size: Artisan Floating Rate Strategy vs Peers





Source: Artisan Partners/JP Morgan/Bloomberg. Deal size data based on constituents of the JP Morgan Leveraged Loan index, where yield represents Yield (with Forward Curve). Largest five portfolios as determined by AUM data reported by eVestment as of 31 Dec 2023. Artisan Floating Rate Strategy exposure based on holdings of a representative account as of 30 April 2024. Past performance is not a reliable indicator of future results.



What We Stand For

Independence and Focus

Business Quality Emphasis

Rigorous Due Diligence Value-based Mindset

Embracing Complexity

High Conviction Approach

# Questions?

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Fixed income securities carry interest rate risk and credit risk for both the issuer and counterparty and investors may lose principal value. In general, when interest rates rise, fixed income values fall. High income securities (junk bonds) are speculative, experience greater price volatility and have a higher degree of credit and liquidity risk than bonds with a higher credit rating. The portfolio typically invests a significant portion of its assets in lower-rated high income securities (e.g., CCC). Loans carry risks including insolvency of the borrower, lending bank or other intermediary. Loans may be secured, unsecured, or not fully collateralized, trade infrequently, experience delayed settlement, and be subject to resale restrictions. Entering into short sales involves certain risks, including additional costs involved with covering the short sale and losses due to the security's value increasing, which is, theoretically, unlimited. The portfolio's use of derivative instruments may create additional leverage and involve risks different from, or greater than, the risks associated with investing in more traditional investments. International investments involve special risks, including currency fluctuation, lower liquidity, different accounting methods and economic and political systems, and higher transaction costs. These risks typically are greater in emerging markets. Investments will rise and fall with market fluctuations and investor capital is at risk. Investors investing in strategies denominated in non-local currency should be aware of the risk of currency exchange fluctuations that may cause a loss of principal. These risks, among others, are further described in Artisan Partners Form ADV, which is available upon request.

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