

Middle Market Deal Terms at a Glance – Jan 2017

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Deal Component	January 2017	January 2016
Cash Flow Senior Debt (x EBITDA)	Micro Cap 1.50x-2.50x Small Cap 2.75x-3.75x Midcap 3.25x-4.25x	Micro Cap 1.50x-2.50x Small Cap 2.50x-3.50x Midcap 3.00x-4.00x
Total Debt Limit (x EBITDA)	Micro Cap 3.00x-4.50x Small Cap 3.25x-4.75x Midcap 4.25x-5.75x	Micro Cap 3.00x-4.00x Small Cap 3.75x-4.50x Midcap 4.00x-5.50x
Senior Cash Flow Pricing	Bank: L+3.00%-4.50% Non-Bank: <\$10.0MM EBITDA L+6.00%-8.00% Non-Bank: >\$15.0MM EBITDA L+4.50%-6.50% (potential for a 0.50%-1.00% floor)	Bank: L+3.00%-4.00% Non-Bank: L+4.50%-6.00%
Second Lien Pricing (Avg)	Micro Cap L+8.00%-11.00% floating (0.50%-1.00% fl) Small Cap L+6.50%-8.50% floating (0.50%-1.00% fl) Midcap L+6.00%-7.50% floating (0.50%-1.00% fl) Fixed rate options range from 7.0%-11.0%.	Micro Cap L+9.00%-11.00% floating (1.00% fl) Small Cap L+7.00%-9.00% floating (1.00% fl) Midcap L+5.50%-7.50% floating (1.00% fl)
Subordinated Debt Pricing	Micro Cap 11.0%-14.0% Small Cap 10.0%-13.0% Midcap 10.0%-12.0% Warrants limited to sub \$5 million EBITDA and special situations; Second lien may buy down to ~9.0%. Equity co-invests readily available.	Micro Cap 12.0%-14.0% Small Cap 11.0%-13.0% Midcap 10.0%-12.0% Warrants in special situations; Second lien may buy down to ~9.0%.
Unitranche Pricing	Micro Cap L+8.00%-11.00% (0.50%-1.00% fl) Small Cap L+6.50%-8.50% (0.50%-1.00% fl) Midcap L+6.00%-7.50% (0.50%-1.00%-1.50% fl) Fixed rate options range from 7.0%-11.0%. ABL revolver can be arranged outside of the Unitranche to arbitrage all-in pricing.	Micro Cap L+8.50%-11.00% (1.00% fl) Small Cap L+7.00%-8.50% (1.00% fl) Midcap L+6.00%-7.50% (1.00% fl) Potential for fixed rate with BDC or mezz lender. Most unitranche lenders allow a small ABL facility outside of the loan with an ABL lender; larger ABL facilities are provided directly by unitranche lenders and internally arranged.
*Micro Cap= <\$7.5mm EBITDA *Small Cap= >\$10mm EBITDA *Midcap= >\$20mm EBITDA *Changes from last month are in red		

Source: [SPP Capital Partners](#)

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