Middle Market Deal Terms at a Glance – Mar 2018

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Deal Component	March 2018	March 2017
Cash Flow Senior Debt (x EBITDA)	Micro Cap 1.75x-3.00x Small Cap 2.75x-4.00x Midcap 3.25x-4.75x	Micro Cap 1.50x-2.50x Small Cap 2.75x-3.75x Midcap 3.25x-4.25x
Total Debt Limit (x EBITDA)	Micro Cap 3.50x-4.50x Small Cap 4.00x-5.00x Midcap 4.50x-6.00x	Micro Cap 3.00x-4.50x Small Cap 3.25x-4.75x Midcap 4.25x-5.75x
Senior Cash Flow Pricing	Bank: L+3.00%-5.00% Non-Bank: <$7.5MM EBITDA L+5.50%-8.00% Non-Bank: >$15.0MM EBITDA L+4.50%-6.00% (potential for a 1.00% floor)	Bank: L+3.00%-5.00% Non-Bank: <$10.0MM EBITDA L+6.50%-8.00% Non-Bank: >$15.0MM EBITDA L+4.50%-6.50% (potential for a 0.50%-1.00% floor)
Second Lien Pricing (Avg)	Micro Cap L+7.00%-11.00% floating (1.00% floor) Small Cap L+6.50%-8.50% floating (1.00% floor) Midcap L+6.00%-7.50% floating (1.00% floor) Fixed rate options range from 7.0%-11.0%	Micro Cap L+8.00%-12.00% floating (0.50%-1.00% floor) Small Cap L+6.50%-8.50% floating (0.50%-1.00% floor) Midcap L+6.00%-7.50% floating (0.50%-1.00% floor) Fixed rate options range from 7.0%-11.0%
Subordinated Debt Pricing	Micro Cap 12.00%-14.00% Small Cap 10.00%-13.00% Midcap 10.00%-12.00% Warrants limited to distressed and special situations; Second lien may buy down to ~9.0%	Micro Cap 12.0%-14.0% Small Cap 10.0%-13.0% Midcap 10.0%-12.0% Warrants limited to distressed and special situations; Second lien may buy down to ~9.0%
Unitranche Pricing	Micro Cap L+7.00%-11.00% (1.00% floor) Small Cap L+6.50%-8.50% (1.00% floor) Midcap L+6.00%-7.50% (1.00% floor) 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+8.00%-12.00% (0.50%-1.00% floor) Small Cap L+6.50%-8.50% (0.50%-1.00% floor) Midcap L+6.00%-7.50% (0.50%-1.00%-1.50% floor) 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= <$[illegible] EBITDA(1)
*Small Cap= <$[illegible] EBITDA
*Midcap= <$[illegible] EBITDA
*Changes from last month are in red
(1) <$7.5mm for March 2017

Source: SPP Capital Partners

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