

Middle Market Deal Terms at a Glance – January 2023

THE LEAD | January 18, 2023

Deal Component	January 2023	January 2022
Cash Flow Senior Debt (x EBITDA)	Micro Cap 1.50x-2.50x Small Cap 2.50x-3.00x Midcap 3.00x-4.00x	Micro Cap 1.75x-2.75x Small Cap 2.75x-3.50x Midcap 3.25x-5.00x
Total Debt Limit (x EBITDA)	Micro Cap 3.00x-4.00x Small Cap 3.50x-5.00x Midcap 4.00x-5.50x	Micro Cap 3.00x-4.50x Small Cap 4.00x-5.50x Midcap 4.50x-6.00x
Senior Cash Flow Pricing	Bank: S +3.75%-5.00% Non-Bank: <\$7.5MM EBITDA S +6.50%-8.00% Non-Bank: >\$15.0MM EBITDA S +6.00%-7.50%	Bank: L+2.25%-4.00% Non-Bank: <\$7.5MM EBITDA L+5.00%-7.50% Non-Bank: >\$15.0MM EBITDA L+4.50%-6.00%
Unitranche and Second Lien Pricing	Micro Cap S +8.50%-11.00% Small Cap S +6.50%-8.50% Midcap S +6.00%-8.00%	Micro Cap L+7.00%-10.50% floating Small Cap L+6.00%-8.00% floating Midcap L+5.00%-7.50% floating
Subordinated Debt Pricing	Micro Cap 13.00%-15.00% Small Cap 12.00%-14.00% Midcap 11.00%-13.00%	Micro Cap 11.00%-14.00% Small Cap 9.50%-12.00% Midcap 9.00%-11.00%

*Micro Cap= <\$7.5mm EBITDA / *Small Cap= >\$10mm EBITDA / *Midcap= >\$20mm EBITDA / *Changes from last month are in red

Source: [SPP Capital Partners](#)

Contact: Stefan Shaffer
sshaffer@sppcapital.com