THE LEAD
https://theleadleft.com/middle-market-deal-terms-at-a-glance-february-2023/

Middle Market Deal Terms at a Glance – February 2023

THE LEAD | February 16, 2023

Deal Component	February 2023	February 2022
Cash Flow Senior Debt (x EBITDA)	Micro Cap1.50x-2.50x Small Cap2.50x-3.00x Midcap3.00x-4.00x	Micro Cap1.75x-2.75x Small Cap2.75x-3.50x Midcap3.25x-5.00x
Total Debt Limit (x EBITDA)	Micro Cap3.00x-4.00x Small Cap3.50x-5.00x Midcap4.00x-5.50x	Micro Cap3.00x-4.50x Small Cap4.00x-5.50x Midcap4.50x-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 CapS+8.50%-11.00% Small CapS+6.50%-8.50% MidcapS+6.00%-8.00%	Micro CapL+7.00%-10.50% floating Small CapL+6.00%-8.00% floating MidcapL+5.00%-7.50% floating
Subordinated Debt Pricing	Micro Cap13.00%-15.00% Small Cap12.00%-14.00% Midcap11.00%-13.00%	Micro Cap11.00%-14.00% Small Cap9.50%-12.00% Midcap9.00%-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