Middle Market Deal Terms at a Glance – November 2022

THE LEAD | November 16, 2022

Deal Component	November 2022	November 2021
Cash Flow Senior Debt (x EBITDA)	**Micro Cap** 1.50x-2.00x **Small Cap** 2.25x-2.75x **Midcap** 2.75x-3.50x	**Micro Cap** 1.75x-2.75x **Small Cap** 2.75x-3.50x **Midcap** 3.25x-4.50x
Total Debt Limit (x EBITDA)	**Micro Cap** 3.00x-3.75x **Small Cap** 3.50x-4.50x **Midcap** 4.00x-5.00x	**Micro Cap** 3.00x-4.25x **Small Cap** 4.00x-5.25x **Midcap** 4.50x-5.75x
Senior Cash Flow Pricing	Bank: S+4.00%-5.00% Non-Bank: <$7.5MM EBITDA S+7.50%-9.00% Non-Bank: >$15.0MM EBITDA S+6.50%-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+9.50%-11.50% **Small Cap** S+8.50%-10.50% **Midcap** S+6.50%-8.50%	**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** 12.50%-14.00% **Midcap** 11.50%-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
stefan@sppcapital.com