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# Pan-European sector contacts



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# European debt outlook

"We still expect deal activity to pick-up into the final quarter... but the scale of improvement in overall market activity remains dependent on potential additional central bank activity to fight core inflation"

### Q2 2023 overview

- European liquid markets experienced a slow second quarter leaving H1 loan volumes at €19.9 bn, approximately €8 bn short of the level recorded for the same period in a disrupted 2022¹
- Low issuance levels were still dominated by extension-led supply, but record extension activity in 2023 so far has
  also reduced most near-term maturity pressures, while the average time extended also increased (3.3 years in 2023
  vs. 2.8 years in 2022)<sup>2</sup>
- In the European mid-market, we observed a similar trend with deal volumes dropping for the fourth quarter in a row, with 160 issuances in Q2 2023 - 5% lower than Q1 (169 issuances) and 33% lower than Q2 in 2022 (238 issuances)<sup>3</sup>
- Against a backdrop of a challenging economy and rising base rates across Europe, we are seeing more demand for HoldCo payment-in-kind instruments with sponsors increasingly willing to accept higher priced instruments to avoid pressure on cash flows

### 2023 outlook

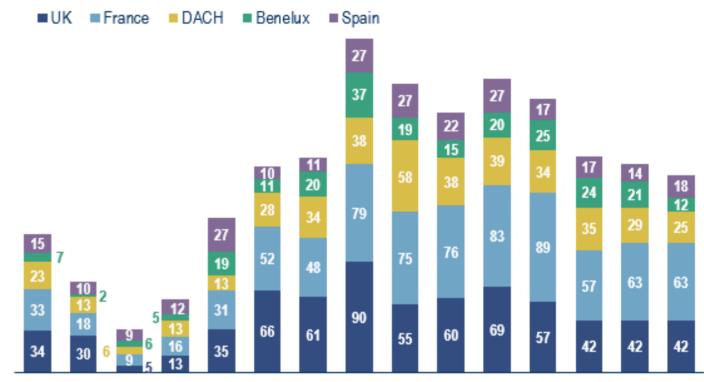
- The continuing economic uncertainty in 2023 has resulted in reduced M&A activity, as a result M&A-linked volumes
  are now at their lowest level since 2012.<sup>4</sup> Whilst market tone is improving, activity in the near term is expected to
  remain subdued and skewed towards A&E transactions (Amend and Extend), upsizes and refinancings
- Nevertheless, we still expect deal activity to pick-up into the final quarter, with an increase in M&A volume as GPs seek to monetize investments on the one hand, and credit investor appetite to deploy fund dry powder
- We expect the financial landscape will continue to be impacted by challenging credit conditions in the coming
  months, even with an anticipated softening in monetary policy tightening by the European Central Bank (ECB) for
  the cost of borrowing compared to previous quarters<sup>5</sup>
- However, the scale of improvement in overall market activity remains dependent on potential additional central bank activity to fight core inflation and the implications





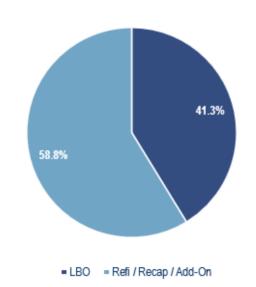
# Deals overview

# Deal volumes by region\*

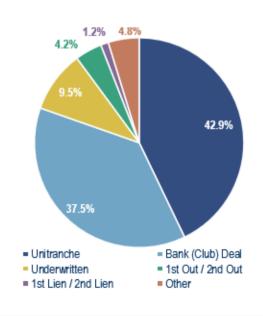


14-19 Q1-20 Q2-20 Q3-20 Q4-20 Q1-21 Q2-21 Q3-21 Q4-21 Q1-22 Q2-22 Q3-22 Q4-22 Q1-23 Q2-23

# Deal purpose\*



### Deal structure\*



\*Unless otherwise indicated, all tables, data and statistics provided in this piece, including with respect to deal activity, have been collected via the August 2023 DC Advisory Lender Survey, subject to the limitations of the Survey; please see References for more details.

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Ciara O'Neill Managing Director



Edward Godfrey Managing Director



Jonathan Trower Managing Director



Justin Holland Managing Director

- Consistent with Q4 2022 and Q1 2023, the number of debt transactions in the UK mid-market last quarter amounted to 42, implying some degree of stability albeit volumes are still substantially lower, 39% down, compared with Q2 2022 (69 issuances)<sup>6</sup>
- The lower lending volumes are reflective of subdued M&A activity, especially in the upper mid-market where sponsors' confidence in valuation and ability to transact is reduced leaving investors to delay planned sale processes<sup>7</sup>
- As the BoE base rate rose further in Q2 2023 with another 75 bps on the back of sustained inflationary pressures in H1 2023, the cost of sterling debt remains more expensive compared to EUR debt – feeding the uncertainty and general lack of confidence<sup>8,9</sup>
- Somewhat unsurprisingly, deal activity in Q2 2023 continued to be dominated by refinancings, maturity extensions and add-ons (69% of total deal counts<sup>10</sup>). We expect this trend to continue into the next quarter as not only have sponsors now secured 2024 repayments, they are also proactively seeking extensions for 2025 and 2026 maturities
- In Q2 2023 we did see renewed competition from banks both on the smaller end of the mid-market through bilateral deals and at the upper end in the form of bank clubs with their proportion of total deal count doubling from the last quarter (c. 40% in Q2 vs. c. 20% in Q1<sup>11</sup>)
- Although the anticipated improvement in H2 2023 debt volumes at the beginning of the year have not materialized, we do believe there is some room for cautious optimism off the back of inflation rates continuing to ease between June and July (7.9% vs. 6.8%), and forward curves indicating base rates are now very close to the peak<sup>12</sup>

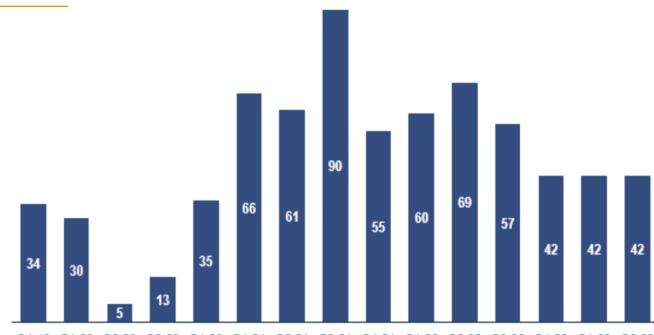
## UK lender league tables

Banks	LTM
HSBC	43
Natwest	25
Lloyds	20
Barclays	15
Santander	9
Bol	9
Investec	7
SMBC	7
JP Morgan	4
Citi	3

Funds	LTM
Ares	25
Kartesia	11
Alcentra	8
CVC	8
Pemberton	6
Pricoa	6
Bridgepoint Credit	6
Golub Capital	6
Arcmont	6
Macquarie	5

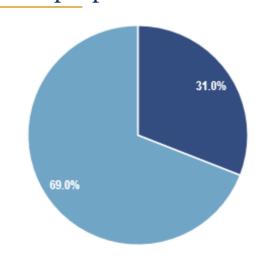
We believe there is some room for cautious optimism off the back of inflation rates continuing to ease between June and July and forward curves indicating base rates are now very close to the peak

### Deal volumes



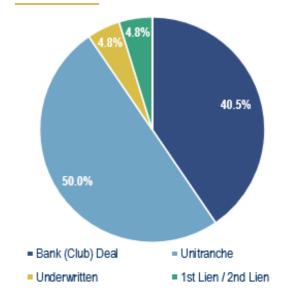
Q4-19 Q1-20 Q2-20 Q3-20 Q4-20 Q1-21 Q2-21 Q3-21 Q4-21 Q1-22 Q2-22 Q3-22 Q4-22 Q1-23 Q2-23

# Deal purpose



LBO = Refi / Recap / Add-On

## Deal structure



DC Advisory

# France highlights



Nicolas Cofflard Managing Director

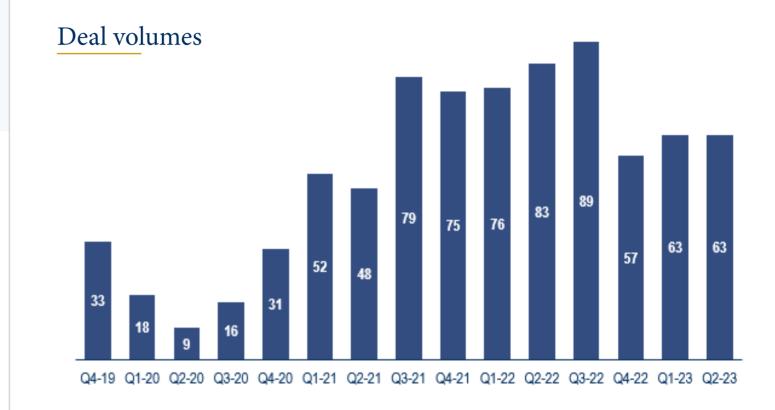
Although funds remain cautious about the capital they deploy amid macro economic uncertainties, French direct lenders have been more active this past quarter than in other regions

- Within France's mid-market, we have seen a continuation of similar deal drivers and volumes from the last quarter, 64 in Q1 2023 to 63 in Q2 2023, but a notable distinction between A&E transactions animating the TL (Term Loan) market and private debt funds seizing the M&A deals supporting primary lending
- The terms of these A&E transactions were surprisingly favorable, notably those obtained by the prominent French borrower Idemia<sup>13</sup> upsizing and reverse-flexing pricing on its cross-border extension exercise as well as those secured by Axilone<sup>14</sup> the beauty products packaging manufacturer securing a three year extension
- On the private debt side, two landmark transactions demonstrated that the private market is still open for good quality borrowers: ICG unitranche supporting Wendel's acquisition of the consulting firm Scalian<sup>15</sup> and Hayfin backing PAI's acquisition of the park operator Looping<sup>16</sup>
- Although funds remain cautious about the capital they deploy amid macro economic uncertainties, French direct lenders have been more active this past quarter than in other jurisdictions, representing 31% of the European deal count in H1 2022<sup>17</sup>, placing France as the most active country in Europe for direct lending deals
- We believe the outlook for 2023 remains uncertain, as an increasing number of French companies undergo financial restructurings, like Orpea<sup>18</sup> and Casino<sup>19</sup>

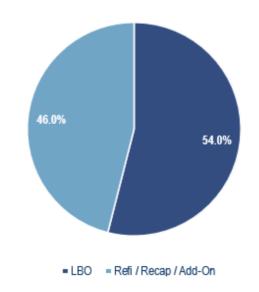
## France lender league tables

Banks	LTM
LCL	84
BNP Paribas	76
Société Générale	73
La Banque Postale	37
CIC	36
CA-CIB	34
Banque Populaire	30
Caisse d'Epargne	27
HSBC	25
Banque Palatine	23

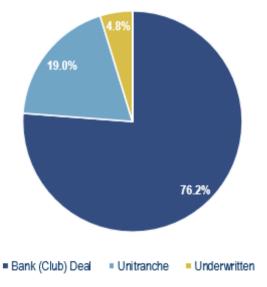
Funds	LTM
CAPZA / Artemid	21
CIC Private Debt	20
Schelcher Prince Gestion	20
Eurazeo	19
Barings	19
Amundi	13
Bpifrance	12
Tikehau	12
Hayfin	6
Eiffel	6



# Deal purpose



## Deal structure





Managing Director

DC Advisory

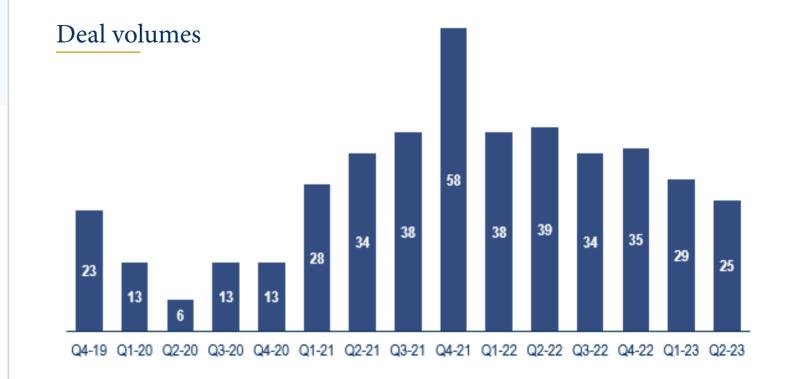
Key debt metrics have been easing, albeit remaining at a high level, bringing a possible end to the record costs for companies

- · Within the DACH region, key lending themes remained the same from Q1 to Q2 2023: refinancing and addon transactions have continued to be popular as sponsors reprice their portfolios and manage exit plans<sup>20</sup>; and covenant work behind the scenes continues as lenders and companies focus on waivers, amendments and small restructurings
- Deal volume decreased slightly in Q2 2023 compared to the previous quarter, but the number of live deals has increased as M&A activity picked up. Key debt metrics have been easing, albeit remaining at a high level, bringing a possible end to the record costs for companies
- · As we anticipated last edition, we believe ESG linked financings will continue to be a relevant topic for banks and private debt lenders, and could represent another important liquidity pocket for companies to tap into in the current challenging environment<sup>21</sup>
- This past quarter, lenders remain cautious, selective, and restrictive on terms. While avoiding cyclical sectors, for example retail and construction, lenders are valuing good assets despite the market uncertainty
- · Looking forward, we expect increased deal flow as sponsors respond to the easing macro pressures by launching processes – many assets are currently being prepared to market following the summer break

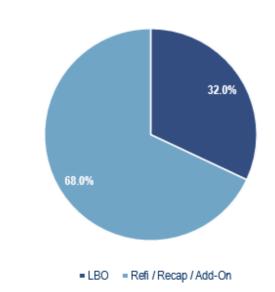
# Germany lender league tables

Banks	LTM
SEB	12
OLB	11
Nord LB	10
LBBW	9
Berenberg	8
DZ Bank	8
Siemens	7
RBI	6
Commerzbank	4
ApoBank	4

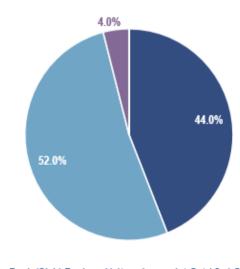
Funds	LTM
Eurazeo	7
Arcmont	7
BlackRock	6
ODDO BHF	6
Pemberton	6
Investec	5
Permira	5
Hermes	4
Ardian	4
Ares	4



# Deal purpose



### Deal structure



Bank (Club) Deal Unitranche 1st Out / 2nd Out

# Benelux highlights



Paul de Hek Co-CEO, Benelux



Robert Ruiter Co-CEO. Benelux

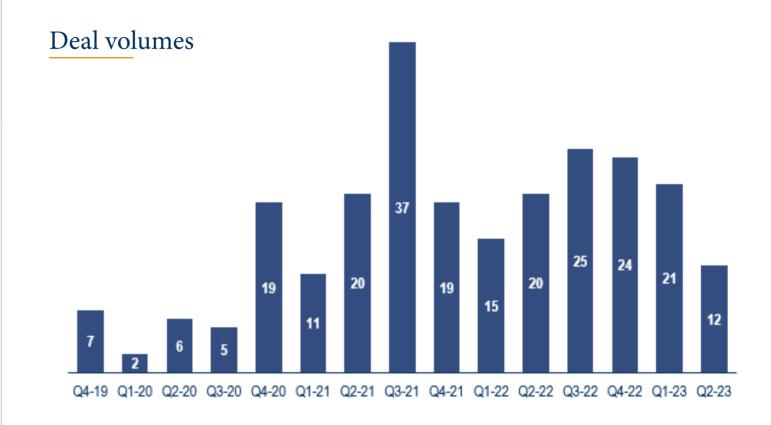
Financing will continue to be an important part of the process, and the impact of decreased appetite and rising interest rates on deal pricing, with double digit rates for private debt funds nowadays, will keep sellers focused on trade bidders

- Within the Benelux mid-market, Q2 2023 continued to be challenging for financing buyouts with activity still constrained by the macro and geopolitical backdrop
- While private debt funds continue to focus on perceived high-quality assets, like those exposed to technology IP or clean energy products, banks are still focused on supporting existing relationships, seen notably at Rabobank<sup>22</sup>, ING<sup>23</sup> and ABN Amro<sup>24</sup>. Due to limited appetite for single debt ticket exposure, we have observed increased difficulty when composing banking club deals with an enterprise value above €100m
- The rise of private debt funds which are targeting the consumer, industrial and services industries continues at a slow pace. Given the pricing is typically above classic bank debt pricing levels, deal values are impacted when the bidder chooses this route
- The ongoing challenging economic environment has made it clear to sellers and buyers that early lender education is an important element of the deal process. It has also fostered a better understanding of deal pricing between sellers and buyers
- As discussed in the previous edition, we expect the end of 2023 will determine the deal pipeline for next year
  and beyond as the number of portfolio companies with previously delayed exits meets high levels of dry powder.
  Financing will continue to be an important part of the process, and the impact of decreased appetite and rising
  interest rates on deal pricing, with double digit rates for private debt funds nowadays, will keep sellers focused on
  trade bidders

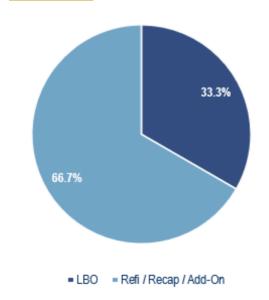
## Benelux lender league tables

Banks	LTM
ING	17
Rabobank	13
ABN Amro	12
Siemens	5
Investec	5
JP Morgan	4
Deutsche Bank	4
BNP Paribas	4
SMBC	4
CIC	3

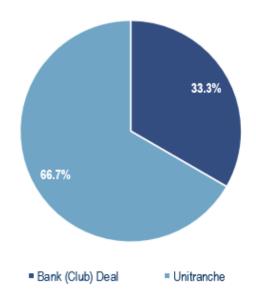
Funds	LTM
Barings	10
Crescent	8
Ares	8
Tikehau	6
Hayfin	4
KKR	4
LGT	3
Ardian	3
Muzinich	3
Bridgepoint Credit	3







### Deal structure











Joaquín Gonzalo Managing Director

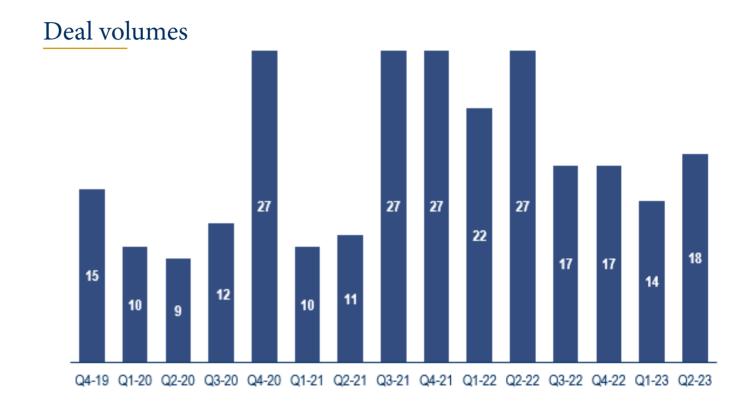
Within the Spanish mid-market, economic uncertainty and tighter financing terms have had an impact on companies' valuations, leading to less acquisition financing

- Within the Spanish mid-market, economic uncertainty and tighter financing terms have had an impact on companies' valuations. The valuation gap has led to weaker M&A activity, and thus, less acquisition financing<sup>25</sup>
- On the other hand, following a drop in activity since Q3 2022, debt funds have material dry powder, and growing pressure to deploy it. The increase in base rates EURIBOR (Euro Interbank Offered Rate) increased to 4.15% at the end of July<sup>26</sup> has made direct lenders more price competitive in relation to banks.
- Additionally, we have seen growing rivalry amongst the limited high-quality assets in the market although terms
  remain conservative. Further, these top-quality companies are looking for alternative sources of financing
  (unitranche, preferred equity) to support their growth and expansion initiatives (organic and inorganic)
- With the reform of Spain's Insolvency Law<sup>27</sup>, we have observed lenders' increased authority during refinancing procedures but also Spanish banks remaining hesitant to assume control of the companies. We believe distressed funds will soon be key players, as greater clarity is gained regarding the implementation of the law
- We expect higher refinancing and restructuring activity in the coming months. Public loan programmes, such as ICO loans<sup>28</sup> and the SEPI fund<sup>29</sup> have been useful for businesses navigating COVID, however we are now seeing many businesses struggling with increased debt service costs (higher interest rates and dealing with rigorous amortization plans)

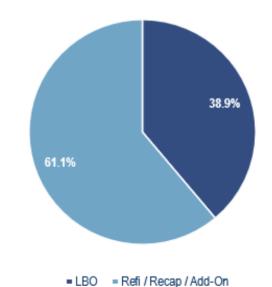
# Spain lender league tables

Banks	LTM
CaixaBank	38
BBVA	22
Santander	20
Sabadell	10
Bankinter	7
Targobank	7
Deutsche Bank	6
ING	5
Ibercaja	5
BCC	4

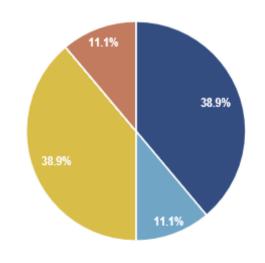
Funds	LTM
Tresmares	8
Oquendo	7
Amundi	3
Ares	2
Pemberton	2
Allianz G.I.	1
Carlyle	1
Cerea	1
Eurazeo	1
Metlife	1







### Deal structure



Bank (Club) Deal Unitranche Underwritten Hybrid

14

# Italy h

# Recent European Debt Advisory transactions



Giuliano Guarino DC Advisory Italy Co-Head There is cause for cautious optimism as the level of inflation is decreasing, albeit at a slow rate, energy prices are reducing and the labor market is improving

- Conditions in the Italian mid-market during Q2 2023 continued to be negatively impacted by slower global economic growth, tight monetary policies and heightened geopolitical tensions
- Investments made by private companies decreased in volume<sup>30</sup>, in line with previous quarters, leading to a slowdown in the demand for debt. However, there is cause for cautious optimism as the level of inflation is decreasing, albeit at a slow rate, energy prices are reducing and the labour market is improving<sup>31</sup>
- Demand for loans in the non-financial private sector has continued to diminish, influenced by the rise in the cost of credit which reached 4.8% in May 2023<sup>32</sup>. Notably, loans to small-sized players decreased the most (by 8.2%) compared to last year, while loans to the private sector slowed by 2.6%33
- The challenging macroeconomic and credit environment was reflected further in dealmaking activity with a 63% decrease in deal value compared to the same period last year, and a 14% decrease in terms of deal volume. This trend is driven by an extension of M&A process times and a focus on smaller-scale operations, in order to limit financial and operational risks<sup>34</sup>
- Italy's 2023 GDP growth projections have been revised higher than originally anticipated<sup>35</sup>, demonstrating hope in the economy, however there is still a fear of recession and further fluctuations of the EU GDP. As such, we believe it's likely that the ECB will continue raising interest rates, increasing the overall cost of debt36

15





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Advisor to the Company on an A&E process

2023



Advisor to the Company on Refinancing

2022



Advisor to the Company on Incremental Financing 2022

#### Cadogan Tate

Advisor to Sponsor on Acquisition Financing

2022

#### JACOBS \*\*

Advisor to the Company on Refinancing

2022

#### Advisor to the Company on Refinancing

CVS Group plc

2023



Advisor to the Company on Add-on Financing

2022

# acora

Advisor to the Company on Acquisition Financing 2022

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2022

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Advisor to the Company on Refinancing

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#### Infracapital III INFRAFIBRE

Advisor to the Company on Financing Package

2022

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Advisor to the Company on Refinancing

2022

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Advisor to the Company on

### STUART (iii

Advisor to the Company on Staple Financing

# Advisor to Sponsor

on Acquisition Financing

2022

### **Project Shine**

Advisor to the Company on Acquisition Financing 2022

## MARLINK

Advisor to Sponsor on Acquisition Financing

2021

### BIOCARTIS

Advisor to an ad hoc group of creditors on the Recapitalisation of the Company

2023

# ILLERBY

Advisor to the Company on Refinancing

2022

EKCO

Advisor to the

Company on

Acquisition

Financing

2022

#### MACCAFERRI

Advisor to an ad hoc group of creditors on the Restructuring process 2022

DUBAG

SCHAEFFLER

**Project Trident** 

Advisor to Sponsor on Acquisition Financing

2022

**Project** 

Hebrides

Advisor to the

Company on a

Restructuring

process

2022

zenergi

Advisor to Sponsor

on Acquisition

Financing

2022

# Advisor to the

Company on Recapitalisation

> 2022

# **Project Danum**

Advisor to the Company on a Restructuring process 2022

Currencies Direct

**Advisor to Sponsors** on Dividend Recapitalisation

2022



on Acquisition Financing

2021

DC Advisory

Target	Sponsor	HSBC Natwest Lloyds	Barclays Santander Bol	Investec SMBC JP Morgan	Citi Deutsche Bank Virgin Money ABN Amro	Siemens	Unicredit Bank of America Jefferles	Mizuho Rabobank Scotlabank	SEB Shinhan	BNP Paribas MUFG	RBC Credit Suisse	HCOB Morgan Stanley	Ares	Kartesia Alcentra	CVC Pemberton	Pricoa Bridgepoint Credit	Golub Capital Arcmont	Macquarie Crescent	Barings Park Square	Tikehau Goldman Sachs	Ardian Hayfin	Apollo BlackRock	Bain Capital Credit MV Credit	Corebridge Permira	LGT Apera	HPS Five Arrows	Hermes Guggenheim	KKR AIG	HIG Eurazeo	CDPQ Five Arrows	Muzinich Cartyle	Cordet ICG M&G		Nature of deal
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EBITDA > £25m																																		
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MFG	CD&R		•						111																									JW
Steer Automotive	Chiltern Capital	•			1				111			1	•																H					Jni
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BCL: Bank (club) deal; UW: Underwrite; Hybrid: Hybrid facility; Uni: Unitranche; Mezz: Mezzanine; PIK: PIK note; 10 / 20: First out, second out; 1L / 2L: First lien, second lien.

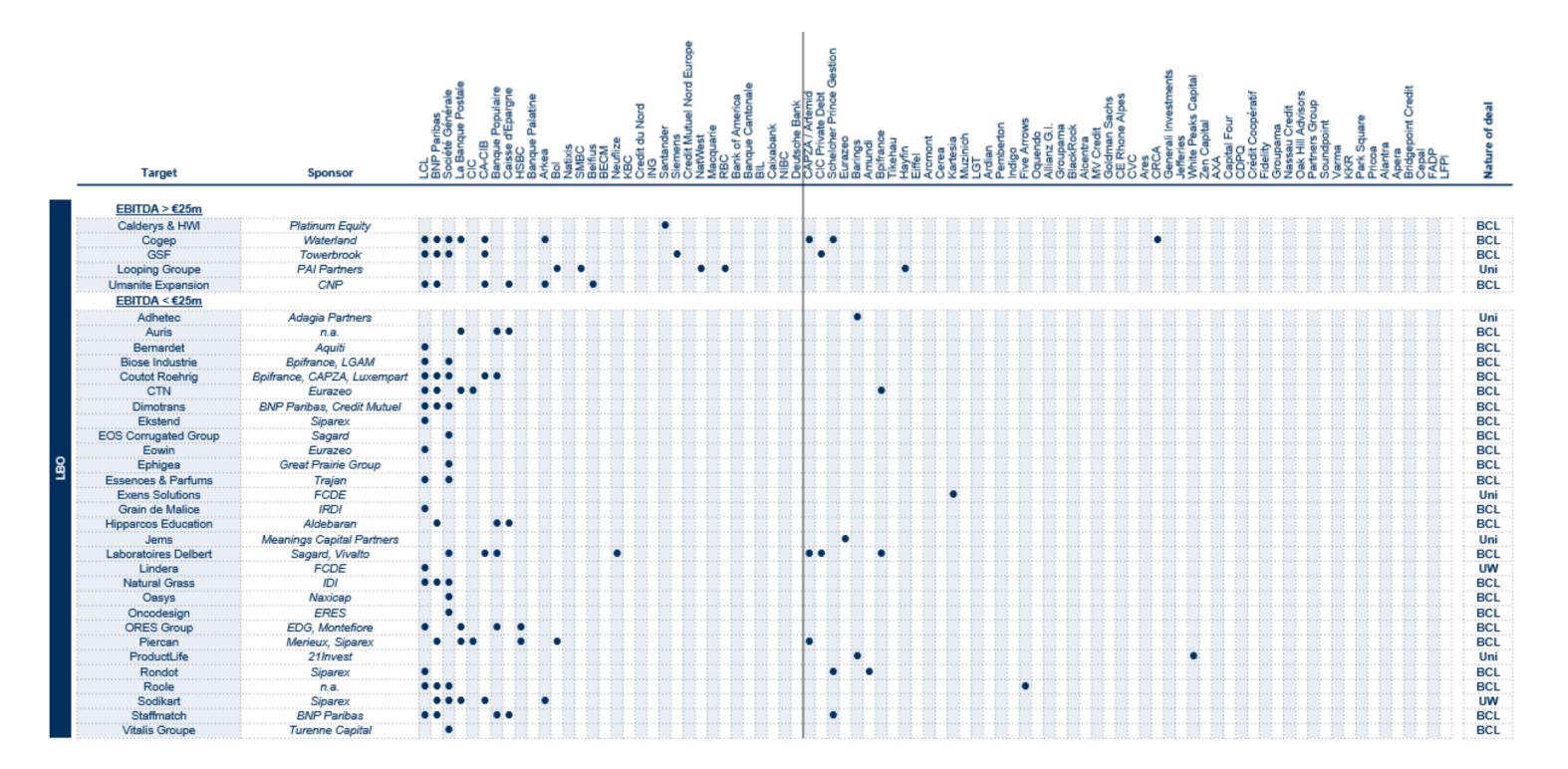
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Target	Sponsor	HSBC	Lloyds Barclays	Santander Bol	Investec	Citi	Virgin Money	ABN Amro Siemens	ING Unicredit	Bank of America Jefferies	Mizuho	Scotlabank	Shinhan	BNP Paribas MUFG	RBC Credit Suisse	HCOB Morgan Stanley	Nomura	Ares Kartesia	Alcentra CVC	Pemberton	Bridgepoint Credit	Golub Capital Arcmont	Macquarie	Barings	Tikehau	Goldman Sachs Ardian	Hayfin	BlackRock	Bain Capital Credit MV Credit	Corebridge Permira	LGT	HPS	Five Arrows Hermes	Guggenheim KKR	AIG	Eurazeo	CDPQ Five Arrows	Muzinich	Cordet	M&G		Nature of deal
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Fairstone	TA Associates, Synova					1 1	-												•		1		-									1				1						Uni
Firstcom	n.a.																	•									1111					1									- 1	Uni
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Hallmarq Veterinary Imaging	August Equity	•	1111			1 1	-										-										m					1							11		E	BCL
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Total Q1	-23	8 4	1 3	3 4	2 3	3 1	1 1 (	0 0	2 1	1 1	1 (	0 (	0 0	1 1	1 0	0 0	0	4 2	2 1	1 (	0 0	4 0	2 2	0 2	2 2	2 1	0 1	1	1 0	0 0	2 1	0	1 0	0 1	0 0	0 0	1 1	1	0 0	0 0		42
Total Q4		4 9	7 1	2 1	1 0 (	1	0 1	1 0	0 1	0 0	0 0	0 (	0 0	0 0	0 0	0 0	0	7 3	2 0	0 3	3 2	1 3	0 0	3 (	1	0 1	2 1	1	0 1	0 2	0 1	1 1	0 1	0 0	2 1	1 0	0 0	0	0 0	0 0		42
Total Q3	-22	18 5		1 3	1 3 (	0 0	1 1 (	0 1	0 0	1 1	1 (	0 (	0 0	0 0	0 1	1 1	1 1	11 3	3 6	4 2	2 3	1 3	1 2	2 (	0 0	1 1	1 2	2	3 3	0 0	1 1	2	0 0	1 1	0 1	1 0	0 0	0	1 1	1 1		57
Total L7	TM	43 25	52015	9 9	7 7	4 3 .	3 3 2	2 2	2 2	2 2	2 1	1 1	1 1	1 1	1 1	1 1	1 2	2511	8 8	6 6	6	6 6	5 5	5 4	1 4	4 4	4 4	4	4 4	3 3	3 3	3	2 2	2 2	2 2	2 1	1 1	1	1 1	1 1	1	183

BCL: Bank (club) deal; UW: Underwrite; Hybrid: Hybrid facility; Uni: Unitranche; Mezz: Mezzanine; PIK: PIK note; 10 / 20: First out, second out; 1L / 2L: First lien, second lien

Only lenders active in the LTM period are included

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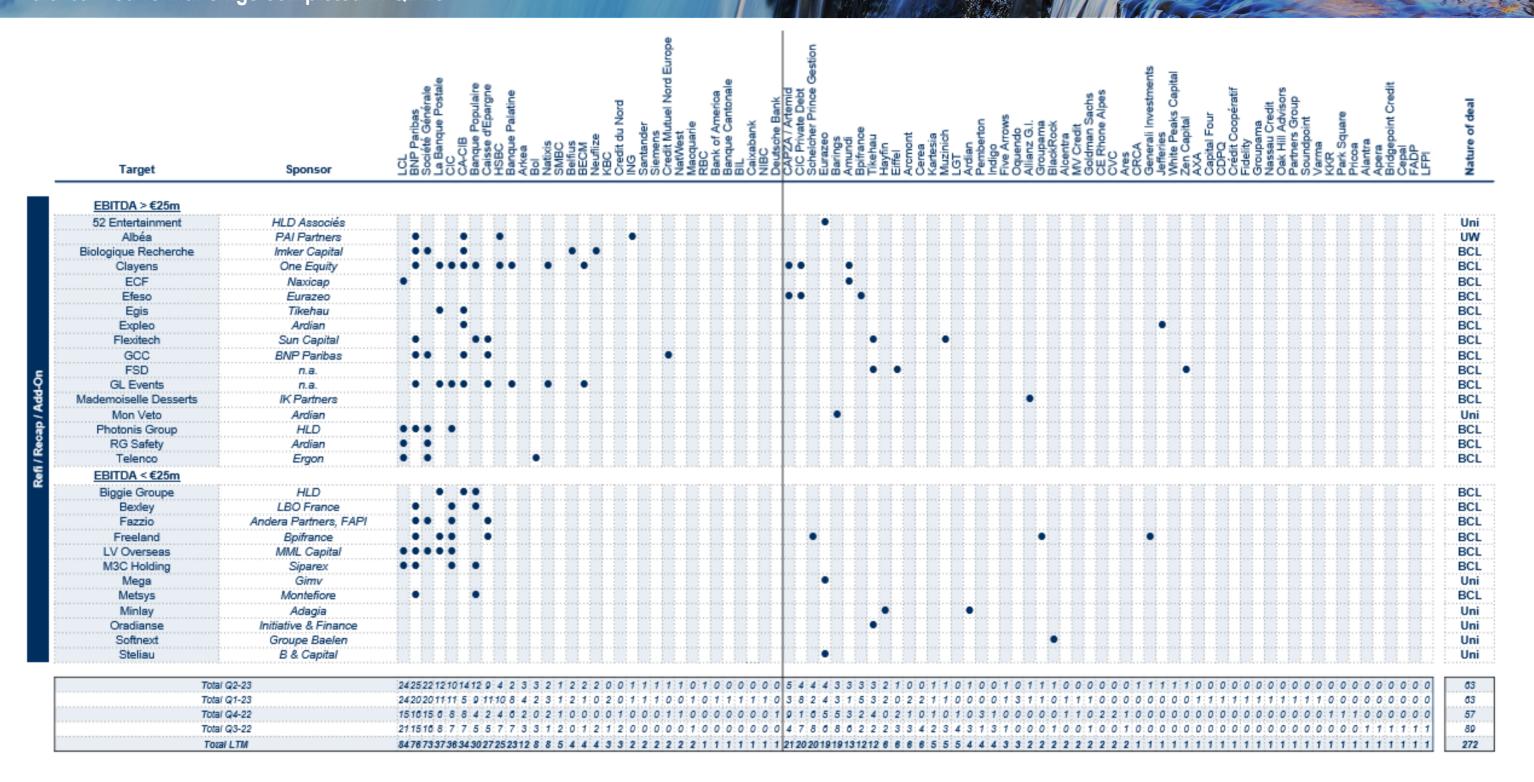


BCL: Bank (club) deal; UW: Underwrite; Hybrid: Hybrid facility; Uni: Unitranche; Mezz: Mezzanine; PIK: PIK note; 10 / 20: First out, second out; 1L / 2L: First lien, second lien

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BCL: Bank (club) deal; UW: Underwrite; Hybrid: Hybrid facility; Uni: Unitranche; Mezz: Mezzanine; PIK: PIK note; 10 / 20: First out, second out; 1L / 2L: First lien, second lien

Target	Sponsor	SEB OLB Nord LB	LBBW Berenberg DZ Bank Siemens	RBI Commerzbank ApoBank SMBC	Unioradit Bol ING	Oredit Suisse Volksbank Sparkasse	Deutsche Bank Goldman Sachs Bank Pekao Raiffekenlandesbank	Rabobank	HCOB Hypo Vorariberg	ABN Amro	Eurazeo Arcmont	ODDO BHF	Investeo	Hemes Ardian	Ares	Hayfin Apera	Kartesia Muzinich	Bain Capital Credit Allianz G.I.	Barings Park Square MV Credit	Macquarie	P Capital Partners Apollo	Arcos Bridgepoint	CIC Private Debt Partners Group Cap4	CAPZA / Artemid Crescent	
EBITDA > €25m																									
IFF's Savoury Solutions Group	PAI Partners				1 1 1	11.11				11111					•	111		1111		11111	1111		11111		
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NovaTaste	PAI Partners				•								1						1						177
EBITDA < €25m										.1															
Dastex	Riverside Global Partners				F 77 F			F 11		===			•						777		11111				-
HR Works	Maguar		•							1							-111	T		•	11111				- 1
Norres	Nalka		• •	•						11111			111	•							11111				-
TecVia	Unigestion		•		•			7-1-1		1			1 1 1 1 1						- 211		1111111				
VTU Engineering	Altor				•								1111			-111			-1111		11111				
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Isoplus	Egeria							1-1-1		1			1-1-						-hii-		1-1-1				
Life Couriers	Auctus				++++					1-1-			+-+-						++++	-	1111				
Open Systems	EQT	•						-		1-1-		1111						1		1	1111				-
PIA Group	Equistone		•					1111		1-1-1-1															
Sanoptis	GBL										•		111111						-111		111111				
Valantic	DPE												•												
EBITDA < €25m																									
Convotis	Elvaston		· III II		T THE			ETIT		11111							•	I	THE	1	11111		T I		-
Kinetics	Quadriga Capital										•					111									- 1
NetGo	Waterland										•														
Protect Medical	Borromin	• •																							
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Total L					3 2 2			and the second		-1					former transfer		-								

BCL: Bank (club) deal; UW: Underwrite; Hybrid: Hybrid facility; Uni: Unitranche; Mezz: Mezzanine; PIK: PIK note; 10 / 20: First out, second out; 1L / 2L: First lien, second lien
Only lenders active in the LTM period are included

25 26 DC Advisory European Debt Market Monitor: Q2 2023 & Outlook

	Target	Sponsor	ING Rabobank ABN Amro Siemens	Investec JP Morgan Deutsche Bank BNP Paribas	Sind Color Berenberg Mizuho	CA-CIB OLB Belfius HSBC Rol	Goldman Sachs Natwest	Caisse d'Epargne Commerzbank KBC	Bank of America BBVA Belfus	CIC MedioBanca Morgan Stanley Lloyds	Citigroup Barings Crescent	Ares	Hayfin KKR LGT	Ardian Muzinich Bridgepoint Credit	Hermes Pemberton	Permira CAPZA / Artemid CVC	AIG BAWAG Macquarie	Partners Group Pricoa White Deaks Canital	Apera	Bain Capital Credit Allianz G.I. Arcmont HIG	Park Square Eurazeo	Nature of deal
EE	SITDA > €25m																					
	Euramax	Imker Capital																	TIT			BCL BCL
Q	Unica	Triton	• • •	• •	•										•		• •					BCL
= EE	BITDA < €25m																					
:	Cyclomedia	Volpi Capital				•	T TH					TIT	•		1111		1111	•	TIT			Uni
	Quistor	lcelake																•				Uni Uni
n/Add-On	SITDA > €25m Asteria Desotec Destiny TBAuctions	Waterland Blackstone Seven2 Castik Capital	• •		•	•		• • •				•	•	•	•		•					BCL Uni Uni BCL
The Di	gital Neighborhood	EMK Waterland														•						Uni Uni
æ <u>E</u>	Valcon SITDA < €25m	Waterland					.111		lii			.111			•		lil	iii	.1			
Continer	tal Candy Industries	Bencis Capital																•				Uni
	Sky Group	Hg Capital	•										•	•								Uni Uni
	Total Q2-23 Total Q1-23 Total Q4-22 Total Q3-22 <b>Total LTM</b>		3 3 3 0 4 3 3 1 6 4 3 3 4 3 3 1 171312 5	1 2 1 1 0 2 1 2 1 2 2 0 0 1 2	0 2 0 0 ( 0 1 2 0 ( 2 0 0 2 2 0 1 1 1	0 2 1 0 0 0 0 1 1 1 1 0 0 1 0 2 0 0 0 1	0 0 0 1 1 0 0 0 1 1 1 1	1 1 1 0 0 0 0 0 0 0 0 0	0 0 0 1 1 1 0 0 0 0 0 0	0 0 0 0 1 1 1 0 0 0 0 1 0 0 0 0	0 0 0 0 3 3 0 4 3 1 3 2 1 10 8	3 1 0 2 5 2	1 0 1 1 0 0 ( 2 3 2 0 1 0	1 1 0 2 0 0 1 0 1 1 1 0 1 1 1 0	2 2 1 0 0 0 0 0 1 0 0 0	1 0 0 0 0 0 0 1 1 1 1 1	1 1 1 0 0 0 0 0 0 0 0 0	1 1 1 0 0 0 0 0 0 0 0 0	0 1 1	0 0 0 0 1 0 0 0 0 1 1 1 0 0 0 0 1 1 1 1	0 0 1 0 0 1	12 21 24 25 <b>82</b>

BCL: Bank (club) deal; UW: Underwrite; Hybrid: Hybrid facility; Uni: Unitranche; Mezz: Mezzanine; PIK: PIK note; 10 / 20: First out, second out; 1L / 2L: First lien, second lien

Target	Sponsor	CaixaBank BBVA	Sabadell Sabadell Bankinter Targobank	Deutsche Bank ING Ibercaja	BCC Goldman Sachs JP Morgan Bank of ireland	HSBC CA-CIB Banca March	BNP Paribas Morgan Stanley	Siemens	Bank of America UBS Novo Banco	OLB Unicaja Banco Coop. Español	Banco Pichincha Natwest Société Générale	Cajas Rurales Credit Suisse RBC	Standard Chartered	Oquendo Amundi	Pemberton Allianz G.I.	Carryle Cerea Eurazeo	Metlife Muzinich	Natixis Arcano	Brantyre Fortress Oak Hill	Pricoa Tikehau	Kartesia Alantra	Bridgepoint Credit Goldman Sachs ICG	Nature of deal
EBITDA > €25m																							
Amara Nzero	Cinven												E							31111			UW
Greentastic	Solum Partners		• •										÷										Hybrid
EBITDA < €25m	Column Fathers			iii.		iii		·iii.	.deedide			iii			.1		iii.				ii.		Пурпа
360° Padel Group	Ergon Capital		T. T. T. T.												71171171					711711			Uni
Gruas Puebla Fuentes	Corpfin Capital											<u> </u>	. E		-								CL
Iber Conseil	Abac Capital	•						1-1-1-							1-1-1-		m			-	mini		UW
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Serpis	Miura	• •			1111111		1111		11111		-111		-		mi								UW
EBITDA > €25m Fertiberia Hotelbeads Monbake Parkia	Triton Partners Cinven Ardian Igneo IP	•	•	•	•••	•	•																UW CL CL
EBITDA < €25m																							
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Total Q	4-22	9 6	3 5 2 1	2 1 2	2 0 1 3	0 2 1	1 1 0 0	10	0 0 0	0 0 1	1 1 1	0 0 0	0 4	1 1 0 2	100	0 0 0	0 0	0 0 0	0 0 0	0 0	100	0000	17
Total Q		9 6	3 0 2	2 1 1 (	0 2 1 0	0 0 2	2 0 1 0	0 1	0 0 0	000	000	1 1 1	1 1 3	3 2 0	100	0 0 0	0 0	0 0 0	0 0	0 0	0 1	1 1 1	17
Total I	LTM	38 22 2	010 7 7	6 5 5	4 4 4 4	3 3 3	3 2 2 2	2 2 2	1 1 1	1 1 1	1 1 1	1 1 1	1 1 8	7 3 2	2 1 1	1 1 1	1 1	1 1 1	1 1 1	1 1	111	1 1 1 1	66

BCL: Bank (club) deal; UW: Underwrite; Hybrid: Hybrid facility; Uni: Unitranche; Mezz: Mezzanine; PIK: PIK note; 10 / 20: First out, second out; 1L / 2L: First lien, second lien

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#### \*Lender Survey

Unless otherwise indicated, all tables, data and statistics provided in this piece, including with respect to deal activity, have been collected via the August 2023 DC Advisory Lender Survey, subject to the limitations of described below.

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