

Q4 2023



**Houlihan
Lokey**

MidCapMonitor

An Analysis of Pan-European PE-Sponsored Debt
Financing Activity



**Houlihan
Lokey**

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DATA—SENIOR DEBT AND UNITRANCHES

European Unitranche

Germany

UK

France

Spain

Alpine

Benelux

Nordic

Subordinated and Nonsponsored Debt—Europe

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The buildings are arranged in a circular pattern, creating a sense of height and scale. The sky is a vibrant blue with scattered white clouds. A bright sun is visible in the upper left, creating a lens flare effect. A solid blue horizontal bar is positioned across the middle of the image, containing the page number and title.

01

EXECUTIVE SUMMARY

Executive Summary

Houlihan Lokey is pleased to present its Q4 2023 MidCapMonitor analysis of pan-European private equity (PE)-sponsored debt financing activity across the UK, Germany, France, Spain, Benelux, and the Alpine and Nordic regions.

Q4 2023 saw 105 unitranche transactions closed, an increase of 7%, up from 98 in Q3 2023, the strongest quarter in 2023, as the direct lending market absorbed key geopolitical events and macroeconomic sentiment.

- The UK and Germany saw an increase in unitranche transactions of 5% and 15%, respectively. France saw a decrease of 11%, while Benelux completed the same number as in Q3.
- Debt funds maintained market share versus banks in the UK and Germany, though banks increased their share in France and Benelux.
- Debt funds have continued to actively pursue add-on acquisitions in Q4 2023, with 38 deals closing (36%), driven by sponsors continuing the trend of value creation through buy-and-build transactions.
- Deal flow has revealed an increased pipeline of new transactions, with further expectations of stronger deal flow in Q1 2024.

Pan-European unitranche financing activity continued to rise, with 105 transactions (compared with 98 in Q3 2023), a 7% increase and the strongest quarter of 2023.

The UK and Germany increased unitranche transactions in Q4 by just under 5% and 15%, respectively. France decreased by 11%, while Benelux recorded the same number of transactions in Q3.

"Unitranche financing activity continues to show a positive trend, with the highest number of quarterly transactions in 2023. All the key geographies showed high levels of activity, and debt funds continued the ongoing trend of add-on acquisitions as key to the buy-and-build strategy, underpinned by an upturn in M&A activity," commented Norbert Schmitz, Managing Director in Houlihan Lokey's Capital Markets Group.

DEALS LANDSCAPE AND MARKET SHARE

Out of the 105 unitranche deals in Q4 2023, the UK remains the most active market with 41 deals (37 in Q3), followed by Germany with 23 (20), France with 16 (17), and Benelux with 11 (11).

Debt funds maintained market share versus banks in the UK and Germany, compared on an annual basis, standing at 66% (+1%) and 56% (+1%), respectively. However, in France and Benelux, 38% (-10%) and 70% (-13%), banks bucked the trend and increased market share from debt funds, rising to 62% and 30%, respectively.

FINANCING PURPOSES

Debt funds continued to actively pursue add-on acquisitions in Q4, with 38 deals closing, representing 36%, a significant market share driven by sponsors who continue to create value through buy-and-build transactions. New financings, with 38 deals closed, represented 36%, while 29 refinancings/dividend recapitalisations were conducted, accounting for 28% of all deals.



Executive Summary (cont.)

Individual countries showed a mixed picture of pan-European activity. In Germany, the share of add-on financings again showed a decline to 28%, compared to 38% in Q3, though still representing the largest share of deals with 33% in 2023. The UK's share of add-ons is at the highest recorded level with 44% of total transactions in the year to date, while refinancings have increased versus 2022 due to sponsors holding on to assets for longer. New LBO financings in the UK are at their lowest recorded level, representing 28% of deals overall. France showed a marginal decrease in add-ons and LBOs, while refinancings increased to 15% of total transactions. In Spain, LBOs maintained market dominance at 50%, with add-ons and refinancings having an almost equal share.

GEOGRAPHIC AND SECTOR ACTIVITY

After a strong Q3 2023, the German mid-cap LBO market showed a slight decrease in the fourth quarter. With 32 transactions closing, Q4 was 20% below Q3.

Debt funds and banks continued to be active in Q4. Debt funds completed 72% of deals and regained significant market share. For the full year 2023, banks held a 44% market share, nearly maintaining their 2022 level of 45%.

"For the whole of 2023, services displayed a strong increase of 13% and represented 29% of all deals closed compared to 2022. Industrial products and manufacturing showed an upward trend of 9% and represented 27%, while software and technology decreased slightly by 3%, though still represented 23% of all deals as in 2023. Notably, both the consumer and healthcare sectors decreased by 8% YOY. Overall, the market remains open and resilient for quality assets," said Mr Schmitz.

Charles Martin, Director in Houlihan Lokey's Capital Markets Group, said: "The UK had 51 transactions closing during Q4 23, a small decrease compared to Q3 (-7%), though a 4% increase compared to the same quarter last year.

For the full year 2023, there have been 200 transactions completed, representing a decline of 12% compared to the past year.

Add-ons continue to drive the market, representing 44% of total transactions for the

year (its highest recorded level), up from 34% for the whole of 2022, a continuation of the trend from previous years."

"Debt funds continue to dominate the market with 66% share vs. 34% for banks, roughly in line with the levels seen last year," he added.

Commenting on France, he said: "With 43 transactions completed during Q4 2023, the French market has seen a small decline of 4% compared to Q3. Overall, for the year, the market has seen a decline of 24% compared to last year due to lower M&A activity and difficult market conditions."

"In the region, banks increased their market share significantly at 62% of total transactions, compared to about 50% last year, as credit funds have been more selective," he added.

Benelux maintained its transaction level in line with Q3, though significantly lower than in 2022. The Netherlands again dominated 88% of transactions, with debt funds accounting for 70% of all completed deals.

Regarding Spain, Martin Aleñar Iglesias, Director in Houlihan Lokey's Capital Markets Group, commented: "Macroeconomic conditions led to lower M&A activity as buyer-seller valuation discrepancies persisted in Spain, making 2023 a challenging year for private debt participants. Despite lower activity levels than in previous years, there is a promising pipeline for 2024."

OUTLOOK FOR Q1 2024

"The current M&A pipeline is promising, and we are seeing elevated levels of activity, which we are confident will translate into a higher number of deals compared to 2023. Buy-and-build will remain a key driver, though, as well as M&A deal flow, we expect refinancings and dividend recapitalisations to increase their market share due to improved market conditions and expectations of stabilised or lower interest rates," said Mr. Schmitz.



02

MARKET UPDATE



European Unitranche Financings (Q4 2023 LTM)

Key Observations

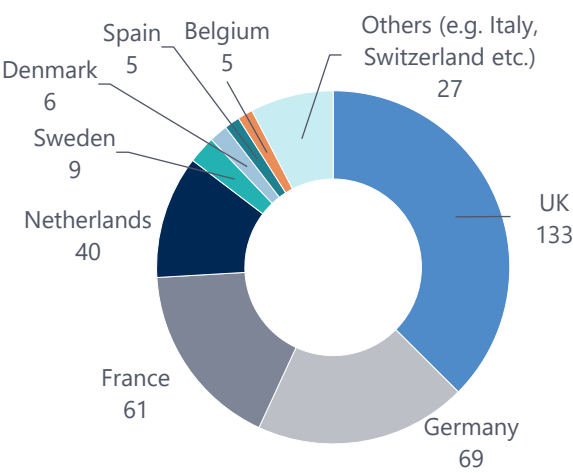
COMMENTARY ON Q4 2023

- Financing activity in Q4 2023 has continued the positive trend from the previous quarter, with 105 transactions closing during the period, the highest quarter number in 2023.
- This is some 7% above the Q3 2023 (98 deals) and proves that the direct lending market has shaken off the negative impact from ongoing adverse events, such as the war in Ukraine, significant inflation (although showing a declining trend), and high interest rates.
- Nevertheless, compared on an annual basis, the 355 unitranche financings completed in 2023 are some 23% below 2022 in terms of deal volume, when 460 unitranche transactions were executed.
- The UK, Germany, France, and Benelux remained active unitranche geographies in Q4. The UK and Germany showed a continued positive trend compared to Q3 (+11% and +15%, respectively), whereas France (-6%) and Benelux (+/-0%) were unable to outperform the previous quarter.
- Compared on an annual basis, debt funds were able to defend their market share versus banks in the UK (66%, +1%) and Germany (56%, +1%). However, in France (38%, -10%) and Benelux (70%, -13%), banks bucked the trend in 2023 and increased market share from debt funds, rising to 62% and 30%, respectively.
- Debt funds continued to actively pursue add-on acquisitions in Q4 2023, with 38 deals closing (36%), representing a significant share during the period. This was driven by sponsors looking to create additional value through buy-and-build transactions. 38 new financings represented 36% of deals in Q4, whereas 29 refi/dividend recapitalisations were executed (28%).

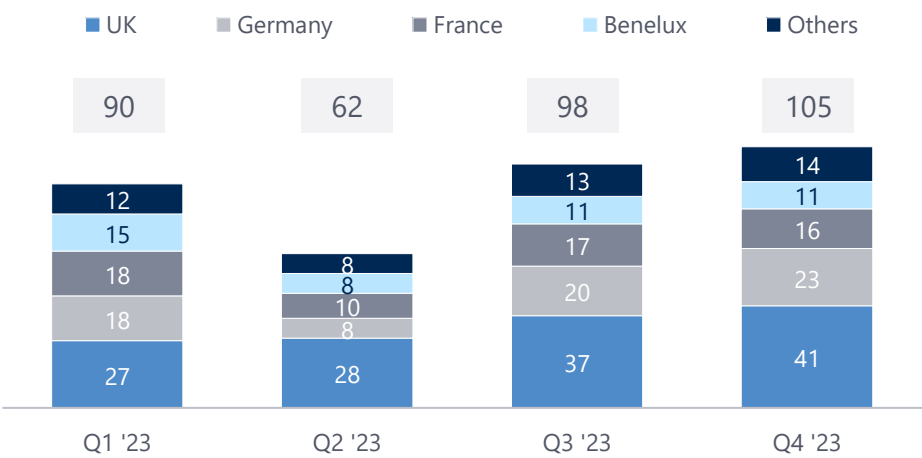
OUTLOOK FOR Q1 2024

- During 2023, many direct lenders (as well as private equity sponsors) became very selective on new transactions and were instead focused on their own portfolios. This trend has continued in the final quarter, evidenced by the large number of add-ons. Nevertheless, in Q4, the European M&A and financing markets have adapted to the challenging circumstances described above, and deal completion has continued to pick up.
- The first weeks of 2024 have been promising, and although there still is some uncertainty around the exact timing of M&A processes, an increased pipeline of new transactions has built up, which we expect to deliver good deal flow in the first half of 2024.
- European financing markets are open, and for high-quality assets, highly competitive structures are available again.

Sponsored Unitranches by Geography (Q4 '23 LTM)

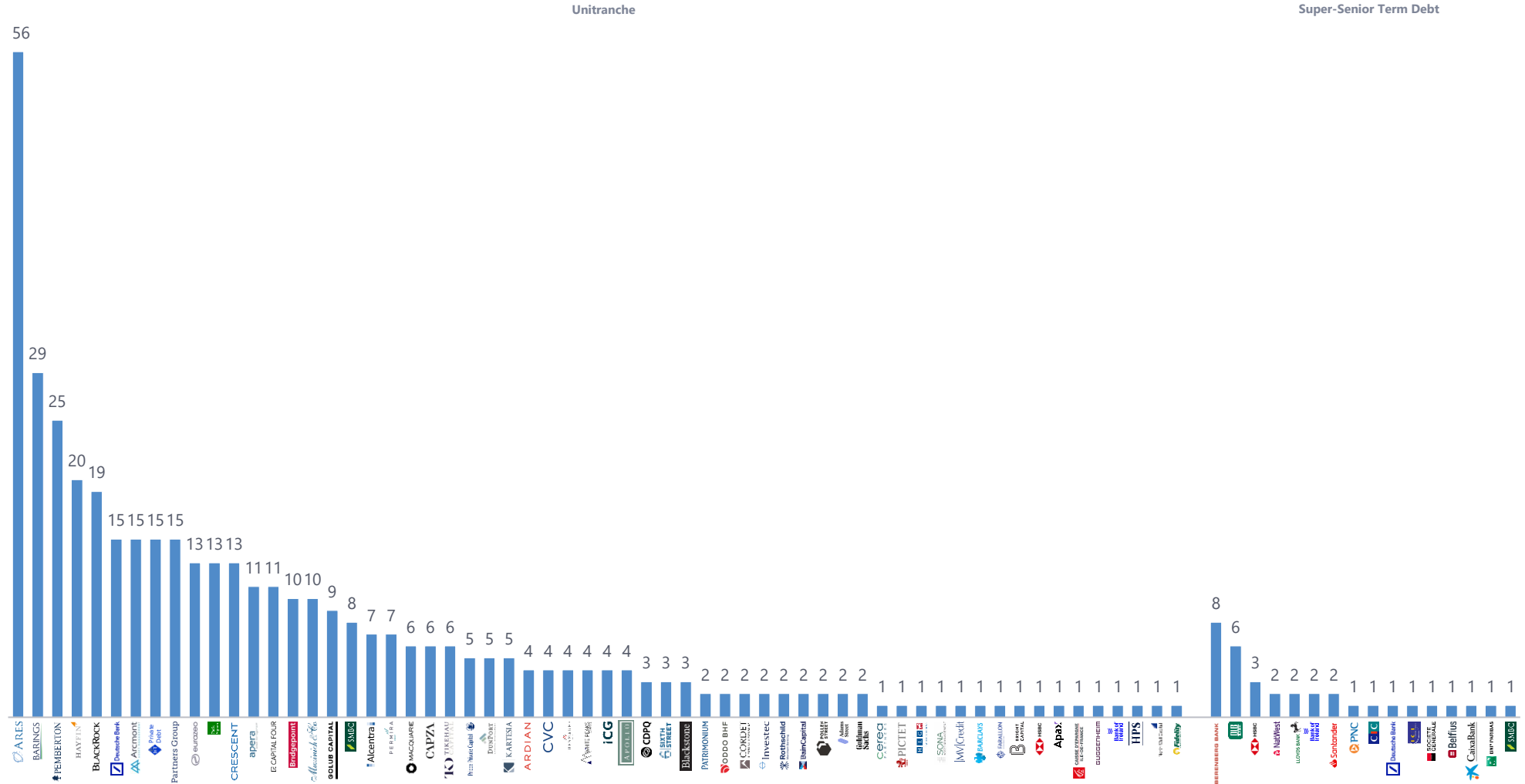


Number of Deals per Quarter



European Unitranche Financings (Q4 2023 LTM)

European Unitranche Lenders by Deal Count (Q4 2023 LTM)



Debt Market Q4 2023—Germany

Key Observations

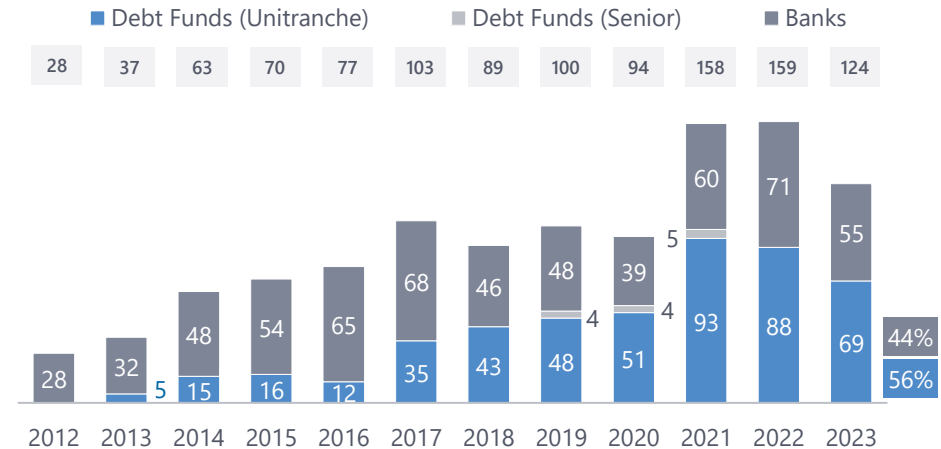


Commentary/Financing Purposes

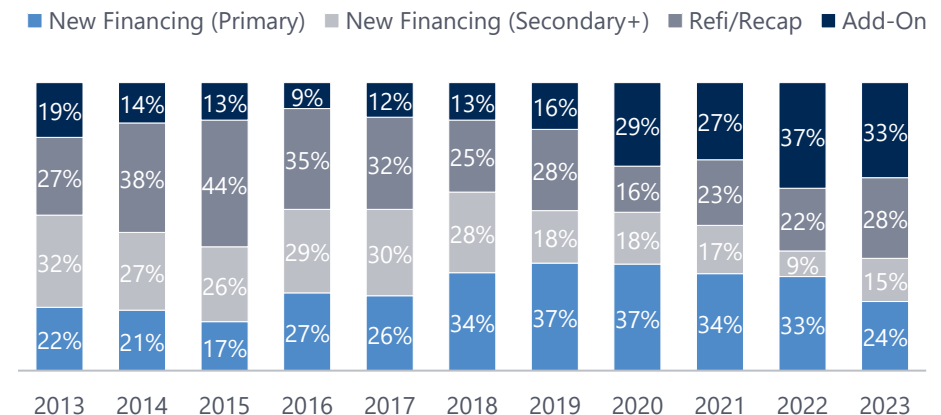
- After a very strong Q3 2023 with 40 deals, the German mid-cap market displayed a slight decrease in the final quarter of 2023. With 32 transactions closing in Q4, the quarter was some 20% below Q3.
- Compared on an annual basis, the total number of financings completed in 2023 (124) was some 20% below the record in 2022, when 159 transactions were executed.
- Debt funds and banks were both active in Q4 2023. However, with 72% of deals done in Q4 2023, debt funds were able to regain significant market share, confirming the fact that they remain open for business. Banks only financed 28% of completed deals in Q4 2023. Considering the full year 2023, banks (44%) were able to keep their market share vs. the prior year (45%). Nevertheless, debt funds still claimed the lead in 2023 with 56%, compared to 55% in the previous year.
- On an annual basis in 2023, deals from the services segment displayed a strong increase (+13%) and represented 29% of all deals closed compared to 2022. Industrial products and manufacturing (+9%) showed an increasing trend and made up 27%. Software and technology slightly decreased (3%); however, they still represented 23% of all deals in 2023. Notably, consumer (-8%) and healthcare (-8%) saw strong declines, representing only 8% and 13% of 2023 deals, respectively.
- Although add-on financings experienced a slight decline in Q4 (28% vs. 38% in Q3), overall, they represented the largest share of deals, with 33% in 2023. In Q4, the share of refi/dividend recaps significantly increased to 31% of all transactions, compared to 20% in Q3. On an annual basis, refi/dividend recaps amounted to 28%, a strong increase vs. 2022 (22%), with the majority being refinancings. Notably, this came at the expense of new transactions declining from 41% in 2022 to 39% in 2023.
- Although the increased interest rate environment has depressed the M&A market somewhat, mid-market liquidity and deal flow have improved in Q4 and, in our view, the German mid-cap market remains resilient.
- Even though banks and debt funds have become more conservative with regards to leverage multiples (taking into consideration the increased EURIBOR rates), they are, in general, open for business and highly supportive of quality assets.

Number of Deals/Market Share

TOTAL NUMBER OF DEALS IN THE GERMAN MARKET (SENIOR AND UNITRANCHE)



FINANCING PURPOSES IN THE GERMAN MARKET (SENIOR AND UNITRANCHE)⁽¹⁾



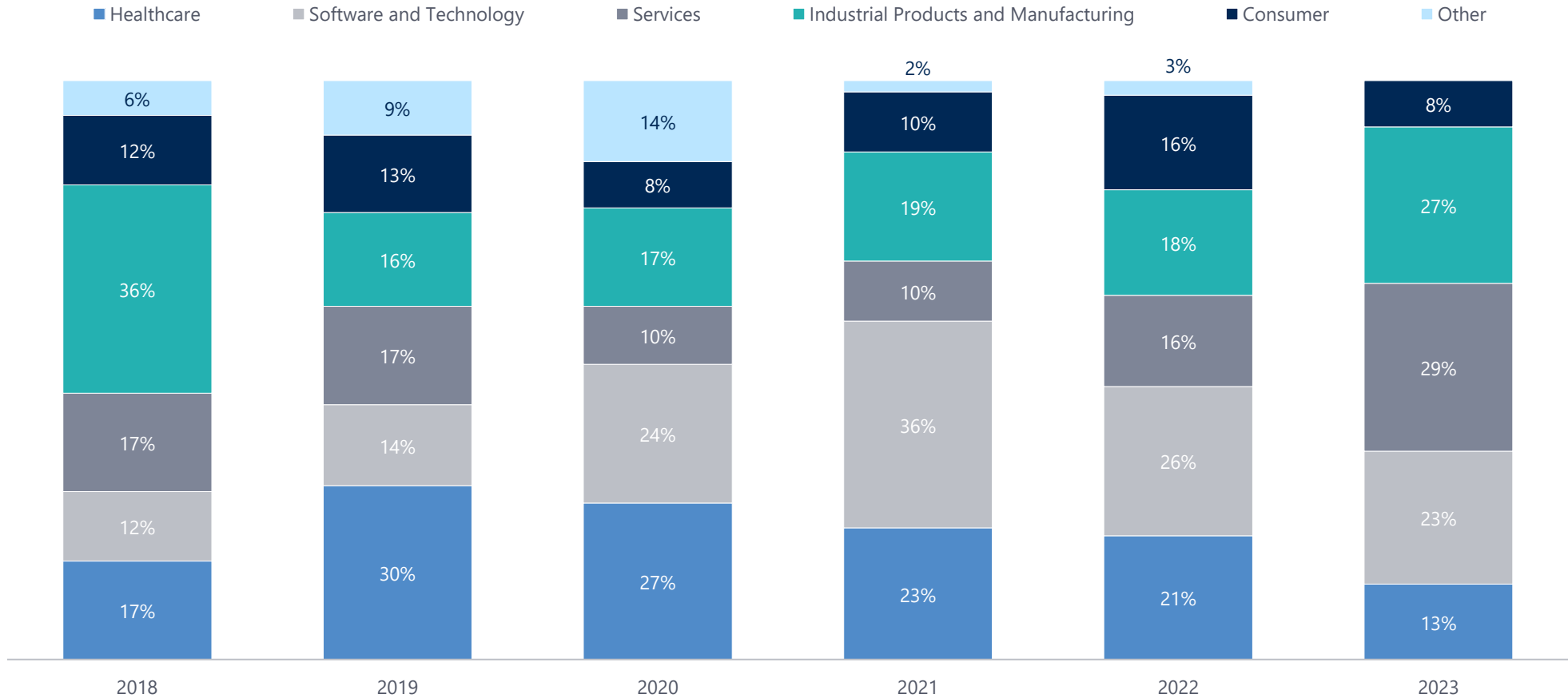
Note: Figures may not add up to 100% due to rounding.

(1) By number of deals.



German Unitranche and Senior Deals by Sector

Commentary/Financing Purposes



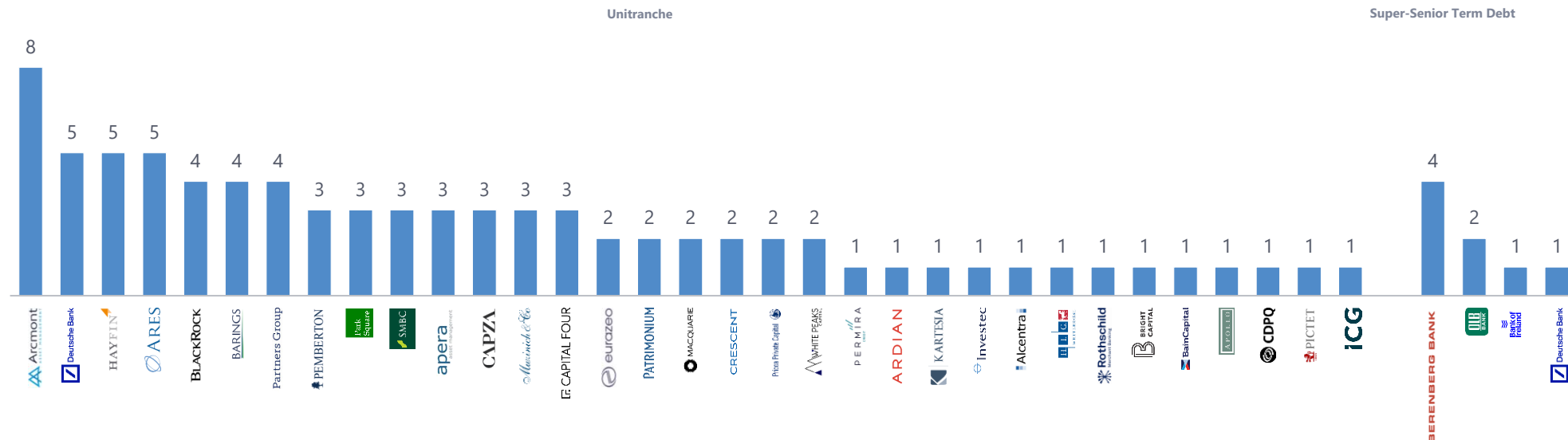
On an annual basis in 2023, deals from the services segment displayed a strong increase (+13%) and represented 29% of all deals closed compared to 2022. Industrial products and manufacturing (+9%) showed an increasing trend and made up 27%. Software and technology slightly decreased (3%); however, they still represented 23% of all deals in 2023. Notably, consumer (-8%) and healthcare (-8%) saw strong declines, representing only 8% and 13% of 2023 deals, respectively.

Note: Figures may not add up to 100% due to rounding.

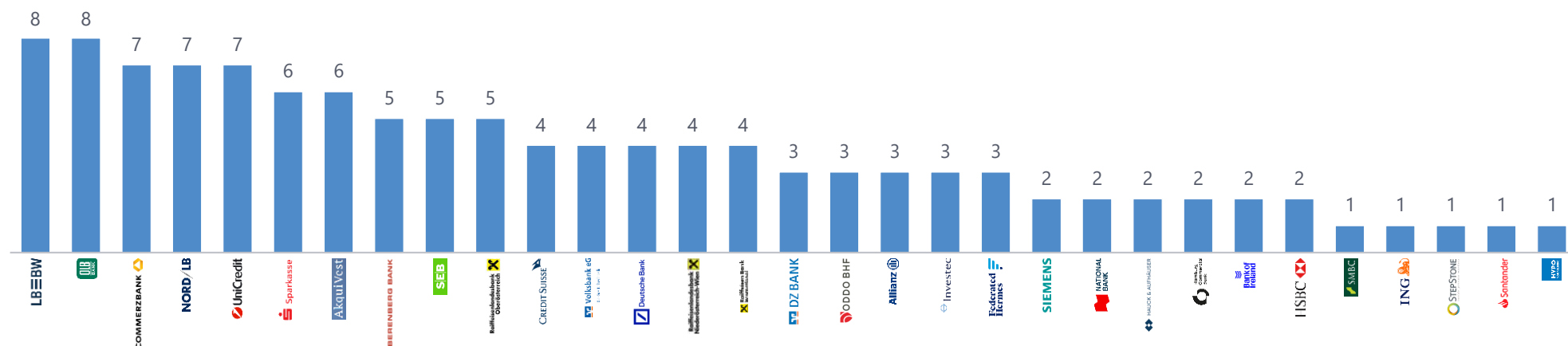
Debt Market Q4 2023—Germany



German Unitranche Lenders by Deal Count (Q4 2023 LTM)



German Senior Lenders by Deal Count (Q4 2023 LTM)



Debt Market Q4 2023—UK

Key Observations

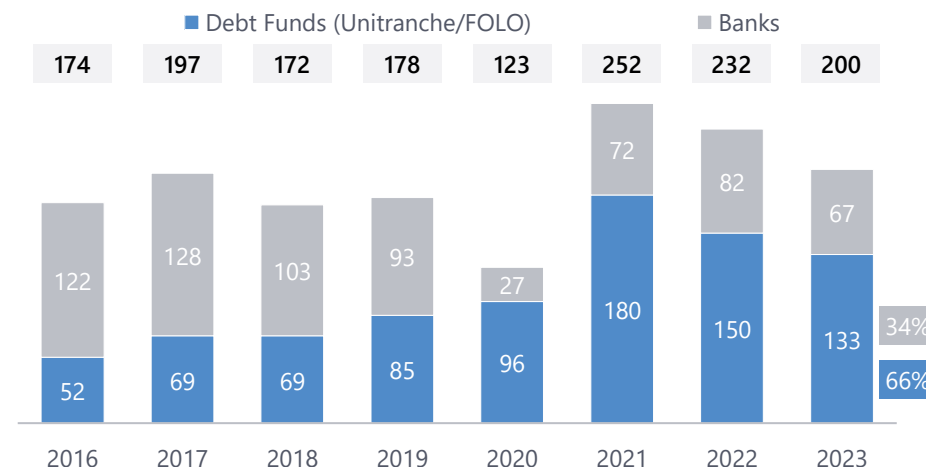


Commentary/Financing Purposes

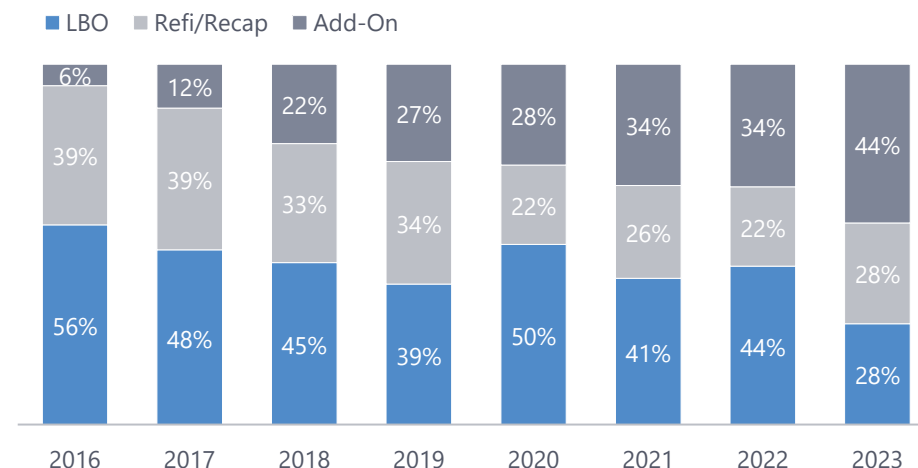
- Financing activity levels have remained relatively stable during Q4 2023 in the UK.
 - 51 deals have closed during the quarter, compared to 55 in Q3 2023, representing a ~7% decline.
 - We, however, note that the number of transactions closed represents a small increase vs. the same period in 2022 by ~4% (49 transactions).
 - Q4 is typically a period of high activity for M&A transactions and LBO financings, but, as of the end of 2022, the UK market remained impacted by the difficult current macro environment and the increased cost of debt.
 - Comparing the volume of transactions in 2023 to that in 2022, there has been a ~12% decrease this year, from 228 transactions down to 200.
- The nature of financings continues to shift in 2023 vs. recent years.
 - Add-ons are at their highest recorded level and driving the market (44% of all transactions), as sponsors continue to build up from their existing platforms.
 - Refinancings have increased vs. 2022, mostly due to sponsors keeping some assets for longer and waiting for an appropriate window to sell, but therefore, focus on refinancing their facilities, with a partial cash-out when possible.
 - New LBO financings are at their lowest recorded level, representing only 28% of the deals due to slower M&A activity.
- Debt funds continue to dominate the market, at 66% of transactions in 2023.
 - Credit fund activity has increased from Q3 by ~17%, as funds have increased pressure to deploy.
 - Annually, bank activity has held steady at 34%, surpassing 2020/21 levels. This reflects banks' increased focus on sectors out of favour with credit funds.
- The pipeline for 2024 looks relatively strong, with a number of assets looking to go for sale following difficult M&A activity in 2023.

Number of Deals/Market Share

TOTAL NUMBER OF DEALS IN THE UK MARKET (SENIOR AND UNITRANCHE)



FINANCING PURPOSES IN THE UK MARKET (SENIOR AND UNITRANCHE)⁽¹⁾



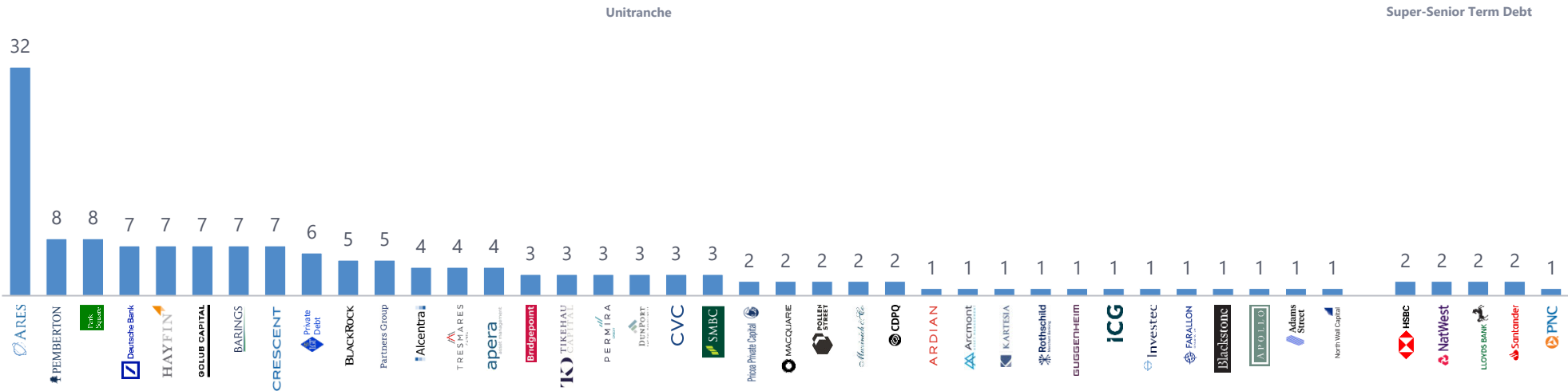
Note: Figures may not add up to 100% due to rounding.

(1) By number of deals.

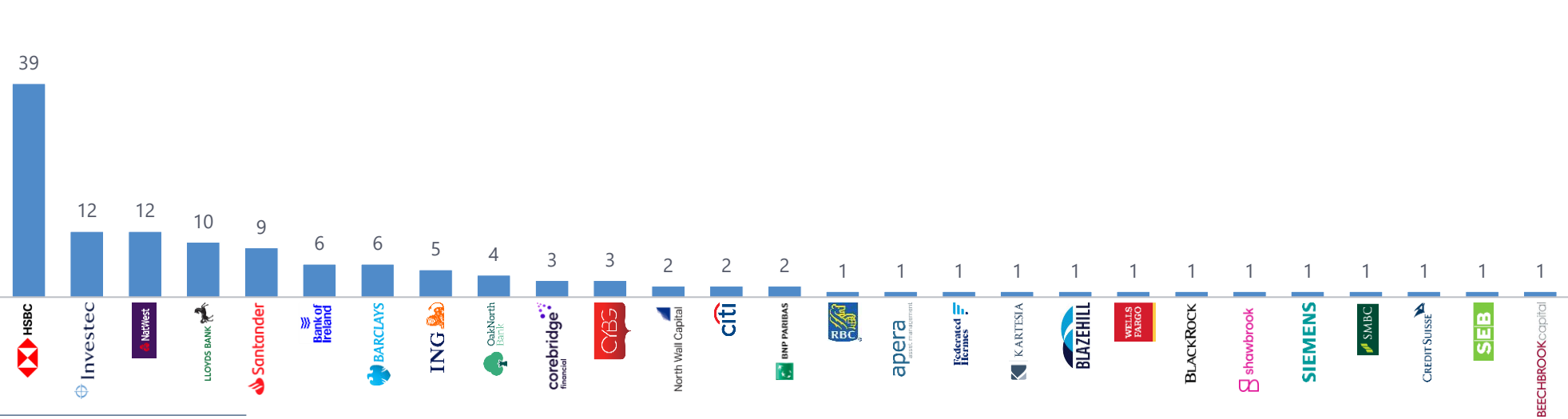


Debt Market Q4 2023—UK

UK Unitranche Lenders by Deal Count (Q4 2023 LTM)



UK Senior Lenders by Deal Count (Q4 2023 LTM)



Debt Market Q4 2023—France

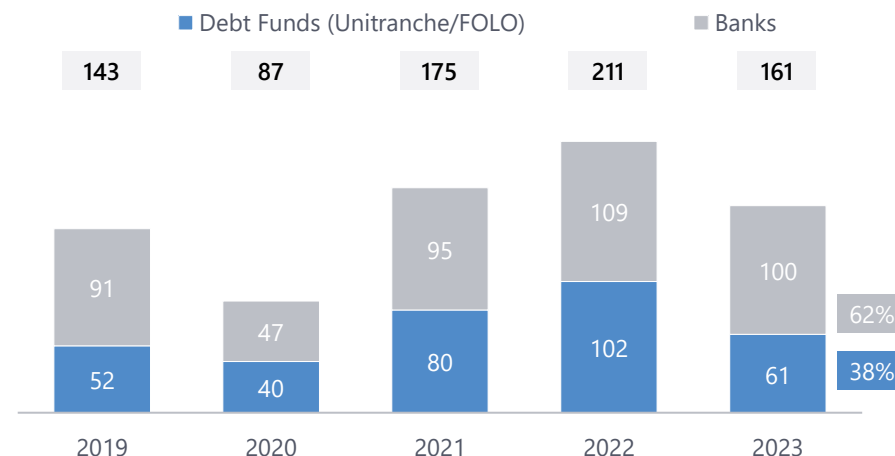
Key Observations

Commentary/Financing Purposes

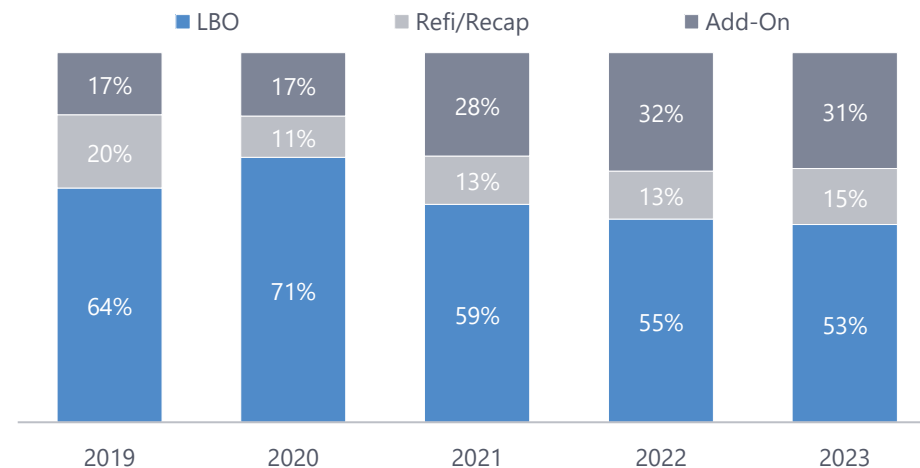
- With a total of 43 transactions in Q4 2023, the French market has delivered a fourth quarter in line with the previous period.
 - This quarter's deal flow in France represents a decrease of ~4% compared with the past quarter (45 deals in Q3 2023).
- The total number of financings completed in 2023 (161) was ~4% below the prior year, which saw 211 transactions executed.
 - This result does not come as a surprise given M&A activity in 2023, which was significantly affected by geopolitical tensions, inflation, and rising interest rates against a backdrop of general economic uncertainty.
- In a market historically dominated by banks, credit funds had, in previous years, established themselves as important players competing with banks in terms of market share (almost 50% of the deals in 2022). However, 2023 represents a setback for credit funds, with a meaningful drop in absolute and relative value.
 - With 61 transactions in 2023, credit funds have provided ~40% fewer financings than in 2022.
 - Furthermore, banks regained market share vs. credit funds, reaching levels last seen in 2019.
 - This is mostly driven by credit being more selective with a higher bar at IC and focusing on the most resilient sectors, while banks have been able to be more constructive across sectors at the right level of leverage.

Number of Deals/Market Share

TOTAL NUMBER OF DEALS IN THE FRENCH MARKET (SENIOR AND UNITRANCHE)



FINANCING PURPOSES IN THE FRENCH MARKET (SENIOR AND UNITRANCHE)⁽¹⁾



Note: Figures may not add up to 100% due to rounding.

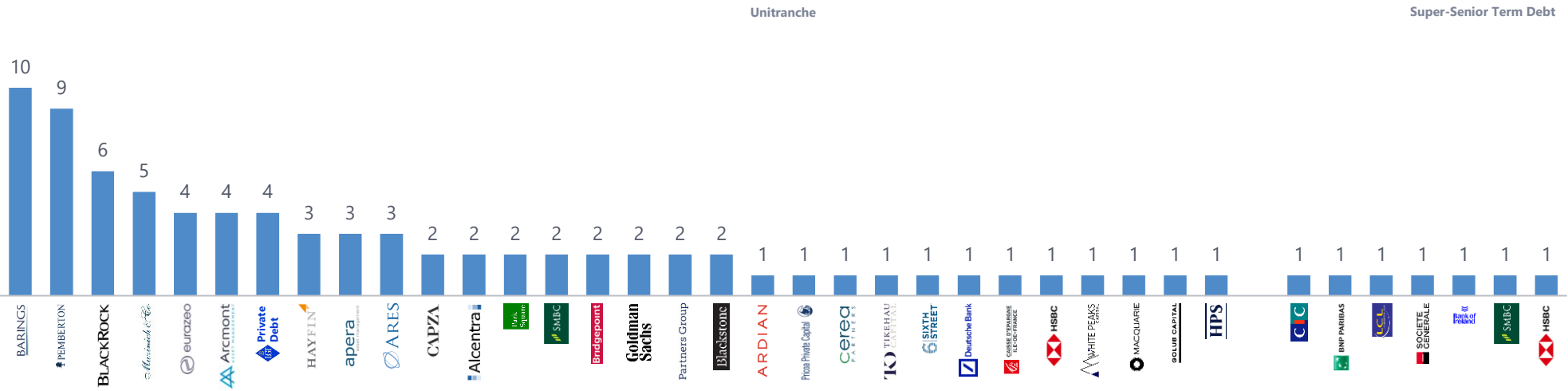
(1) By number of deals.



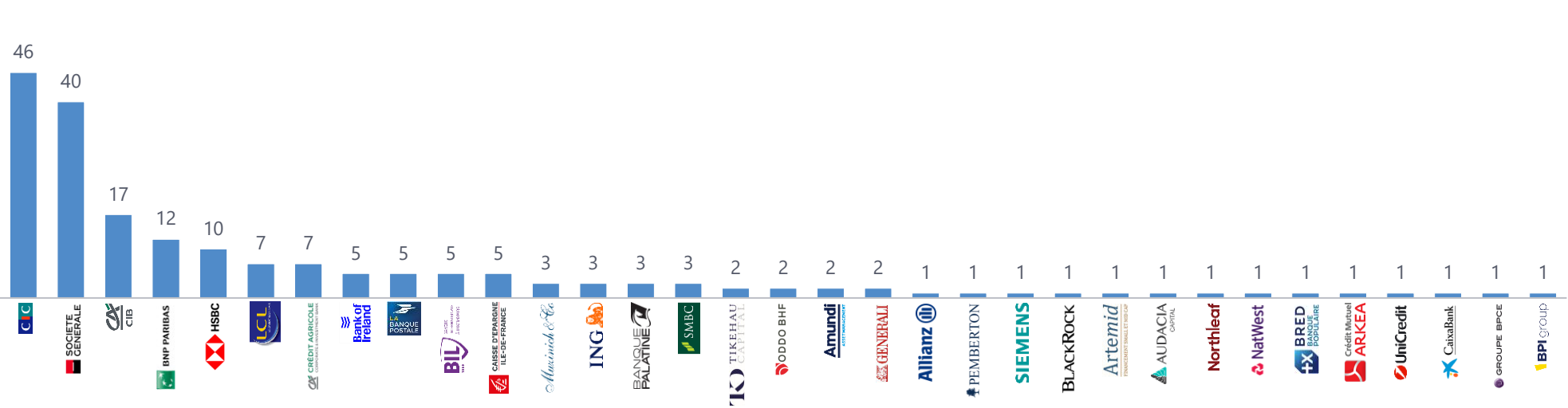
Debt Market Q4 2023—France



French Unitranche Lenders by Deal Count (Q4 2023 LTM)



French Senior Lenders by Deal Count (Q4 2023 LTM)



Debt Market Q4 2023—Spain

Key Observations

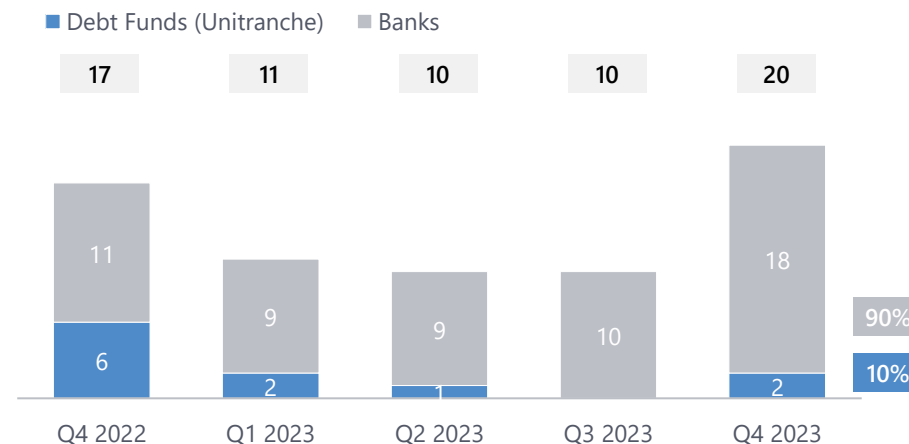
Commentary/Financing Purposes

- Marking the fifth edition since the launch of the Spanish section in the MidCapMonitor in Q4 2022, we now have recorded transactions for the full 2023 financial year. We continue to expand our outreach, allowing us to gather and disclose more information in the current and previous quarters.
- In 2023, the slowdown in economic growth, high inflation, and interest rates generated a contraction in M&A and PE activity. Despite these challenges, the Spanish lending space maintained its resilience along with other more mature markets in Europe.
- In 2023, we observed a total of 51 transactions that fit the MidCapMonitor criteria, of which 46 were senior financing and five were Unitranche. Q4 was the most active quarter in 2023, and also saw an increase of 18% compared to Q4 2022.
 - Refinancings and add-ons were the most common type of transaction, and BBVA, Santander, and Caixa Bank were the most active lenders.
- We expect an increase in lending activity in the coming quarters due to better macroeconomic conditions and recovery of the M&A and PE space.
- As per the previous quarter, it is important to note that the nature and size of the Spanish market means there is a considerable amount of deal activity below €20 million, which is not included in the scope of this report.

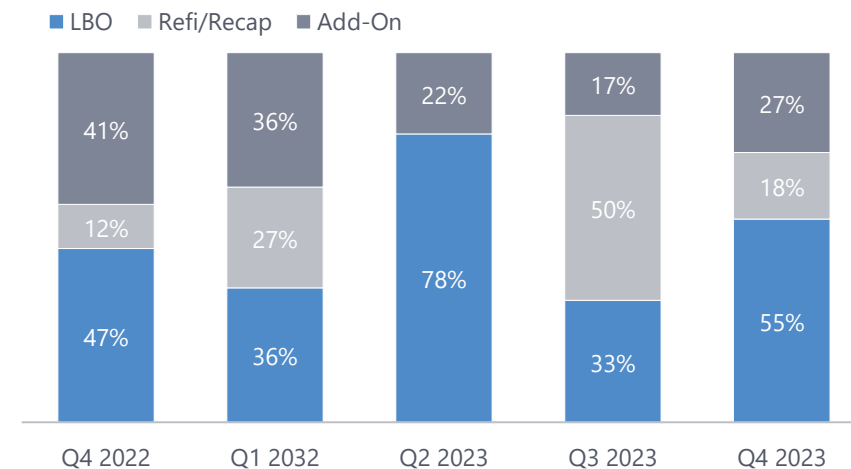


Number of Deals/Market Share

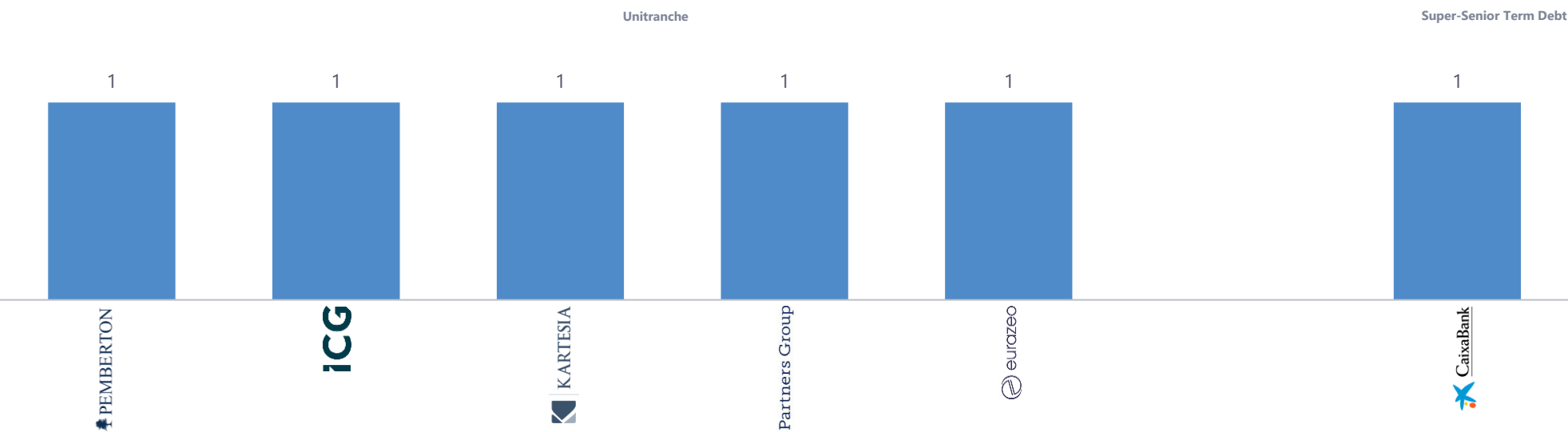
TOTAL NUMBER OF DEALS IN THE SPANISH MARKET (SENIOR AND UNITRANCHE)



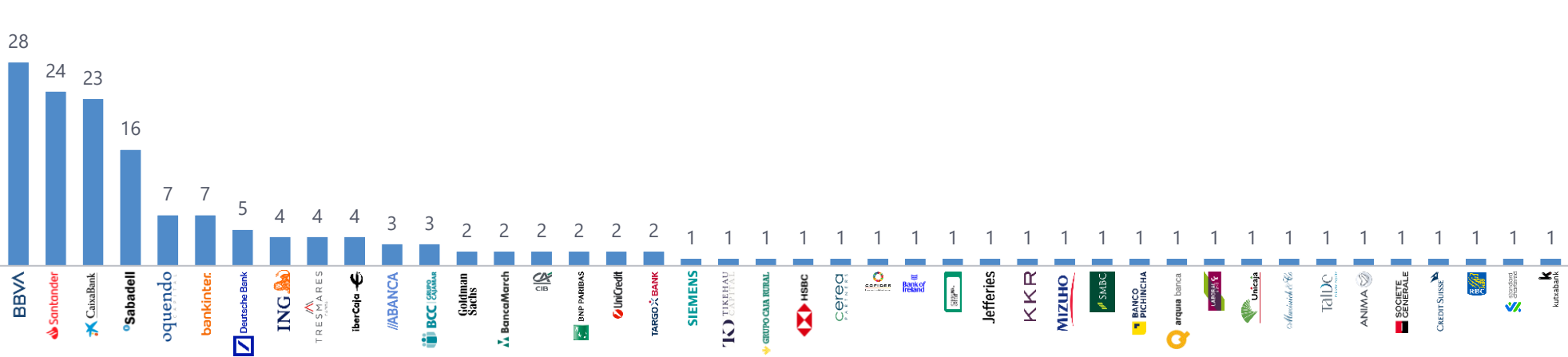
FINANCING PURPOSES IN THE SPANISH MARKET (SENIOR AND UNITRANCHE)⁽¹⁾



Spanish Unitranche Lenders by Deal Count (Q4 2023 LTM)



Spanish Senior Lenders by Deal Count (Q4 2023 LTM)



Debt Market Q4 2023—Austria/Switzerland

Key Observations

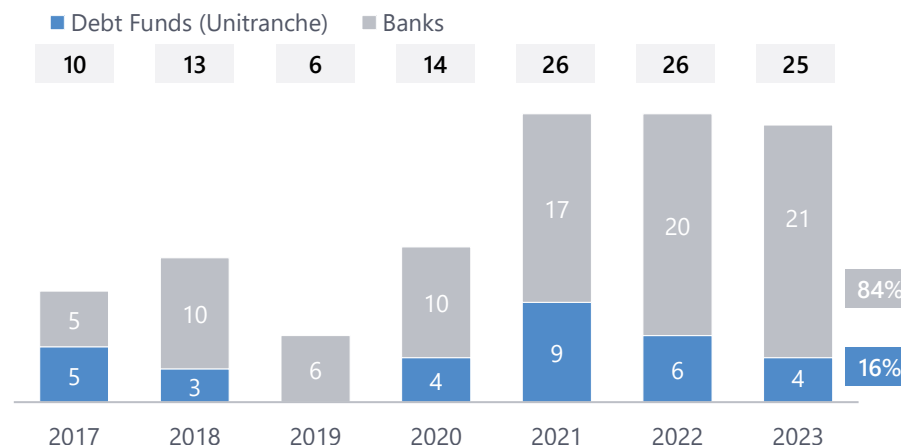


Commentary/Financing Purposes

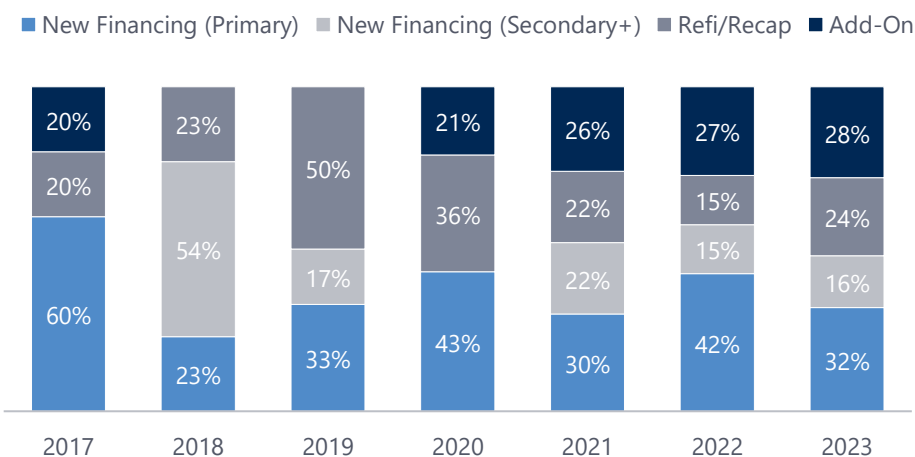
- With a total of six transactions in Q4 2023, the Alpine market has delivered a fourth quarter in line with the previous period. Commanding six transactions, the market was solely driven by Switzerland.
- With 25 deals on a full-year basis, the Alpine region performed broadly on par with the strong 2022 result. The Swiss market was the main driver, with 20 transactions closing during the period (80%).
- In 2023, the Swiss market continued to be dominated by large national players.
- Although one debt fund financing was reported in Q4 2023 in the Alpine region, this demonstrates a different trend compared with the general European tendency towards direct lending funding. This is proven by the fact that banks in 2023 still command 84% of all completed deals in the Alpine region.
- Compared to 2022, refis/dividend recaps increased by 9% in 2023 (24% vs. 15% in 2022) at the expense of new financings (-9%). The share of add-on financings remained broadly stable at 28%.

Number of Deals/Market Share

TOTAL NUMBER OF DEALS IN THE ALPINE MARKET (SENIOR AND UNITRANCHE)



FINANCING PURPOSES IN THE ALPINE MARKET (SENIOR AND UNITRANCHE)⁽¹⁾



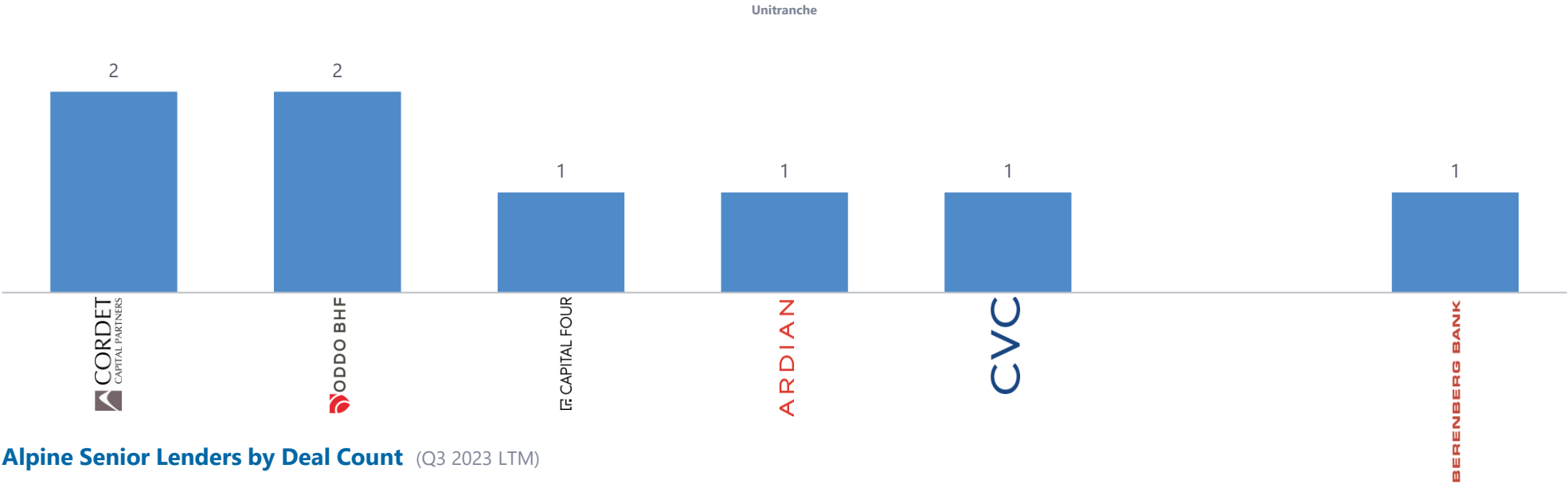
Note: Figures may not add up to 100% due to rounding.

(1) By number of deals.

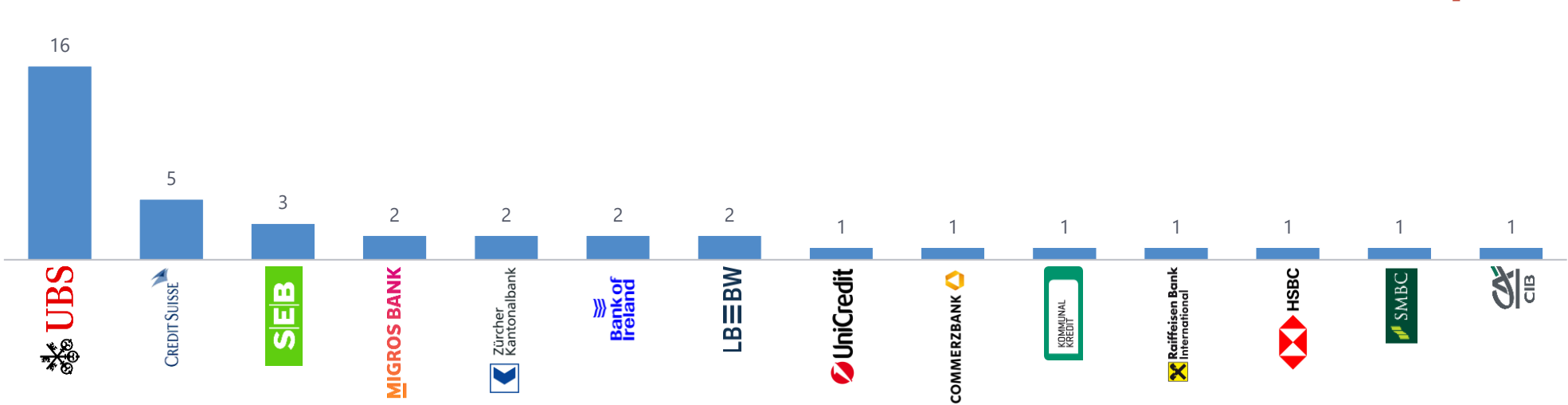
Debt Market Q4 2023—Austria/Switzerland



Alpine Unitranche Lenders by Deal Count (Q3 2023 LTM)



Alpine Senior Lenders by Deal Count (Q3 2023 LTM)



Debt Market Q4 2023—Benelux

Key Observations

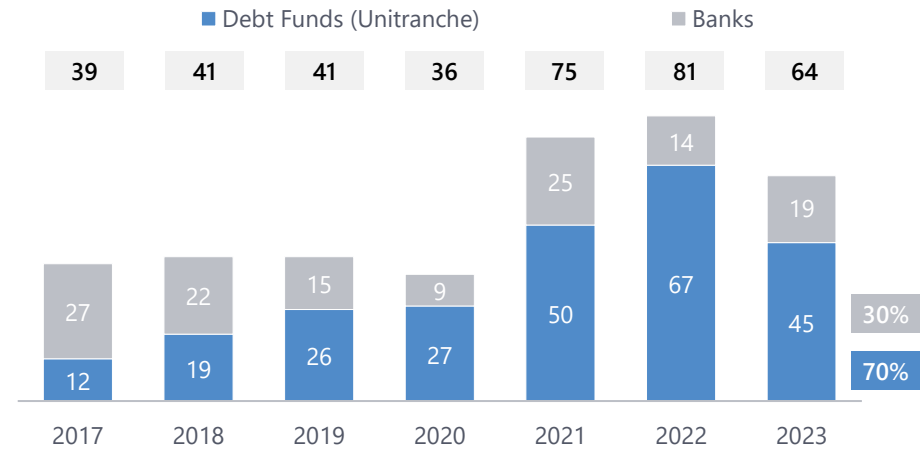


Commentary/Financing Purposes

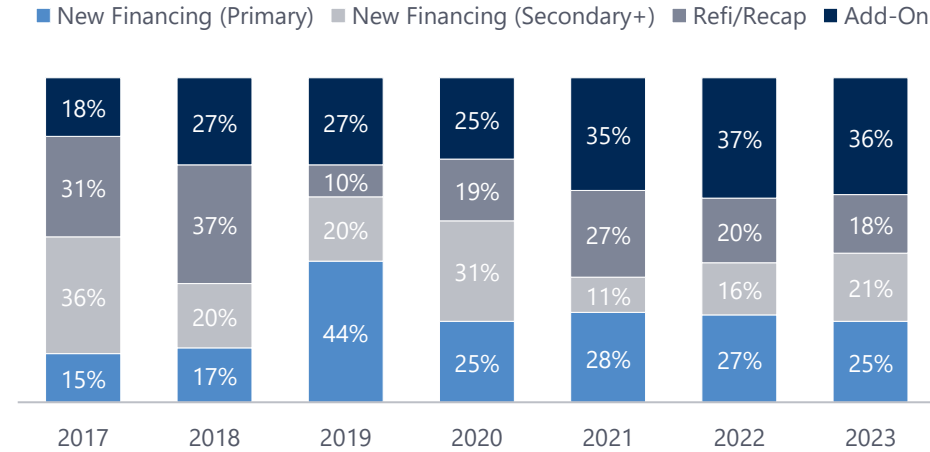
- In Q4 2023, the Benelux market delivered a solid quarter, with 18 transactions closing during the period, representing a similar level as in Q3.
- With 64 deals on a full-year basis, the Benelux region performed below the exceptionally strong 2022 (~21%). In 2023, a key driver was again the strong performance in the Netherlands, representing approximately 88% of all completed deals in 2023. Belgium lagged behind with 10% and Luxembourg represented 2%.
- Although banks improved their deal activity during 2023 (30% vs. 17% in 2022), debt funds continue to dominate the market, having closed 70% of all completed transactions in 2023 (compared with 83% in the previous year).
- In 2023, the share of add-ons was again significant and represented 36% of transactions. New deals kept up at 46%, while refi/divided recaps dropped slightly to 18%. This compares to 37%, 43%, and 20%, respectively, for 2022.

Number of Deals/Market Share

TOTAL NUMBER OF DEALS IN THE BENELUX MARKET (SENIOR AND UNITRANCHE)



FINANCING PURPOSES IN THE BENELUX MARKET (SENIOR AND UNITRANCHE)⁽¹⁾

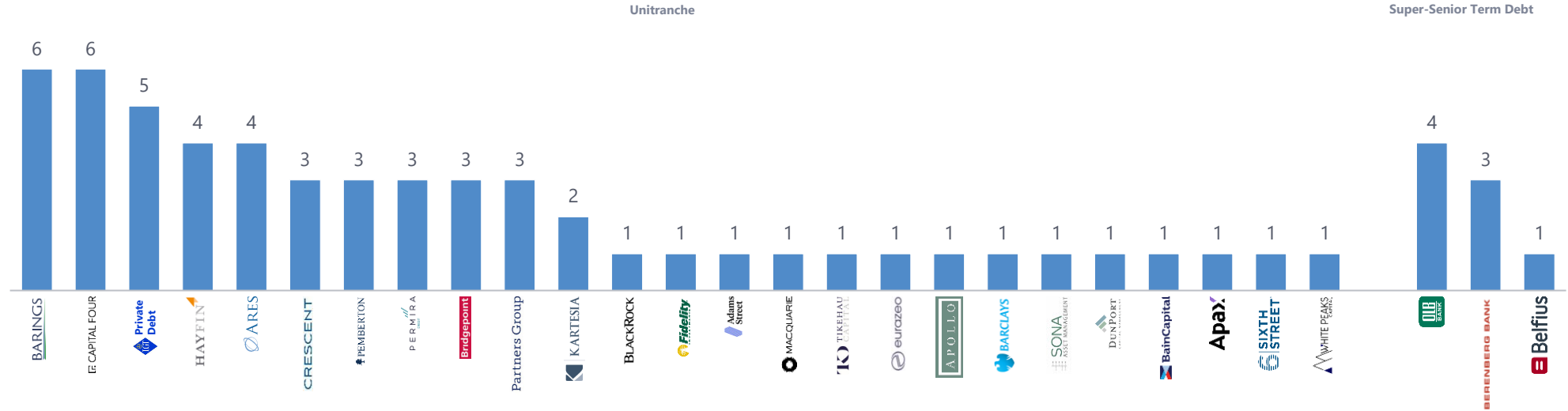


Note: Figures may not add up to 100% due to rounding.
 (1) By number of deals.

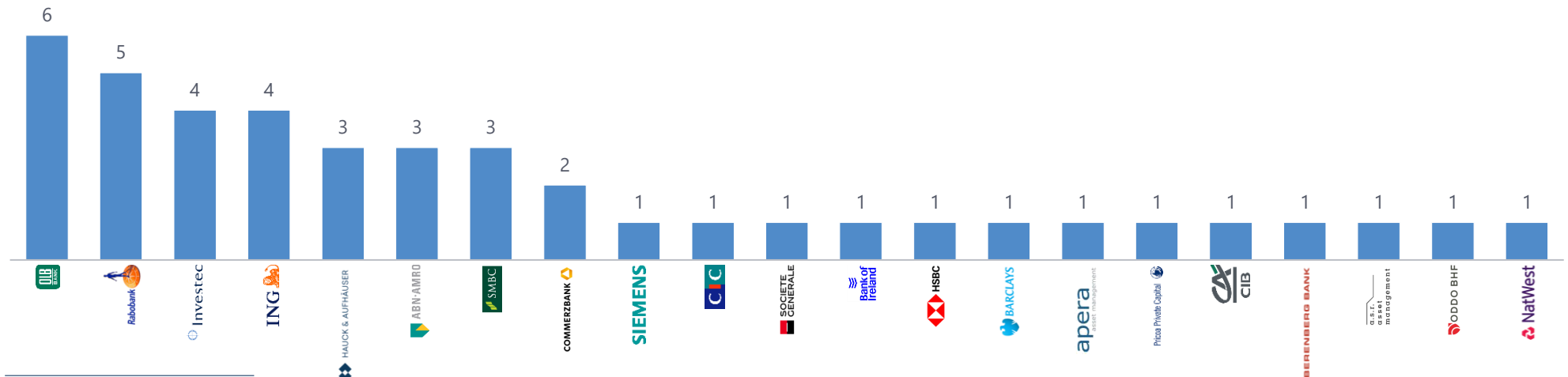
Debt Market Q4 2023—Benelux



Benelux Unitranche Lenders by Deal Count (Q4 2023 LTM)



Benelux Senior Lenders by Deal Count (Q4 2023 LTM)



Debt Market Q4 2023—Nordics

Key Observations

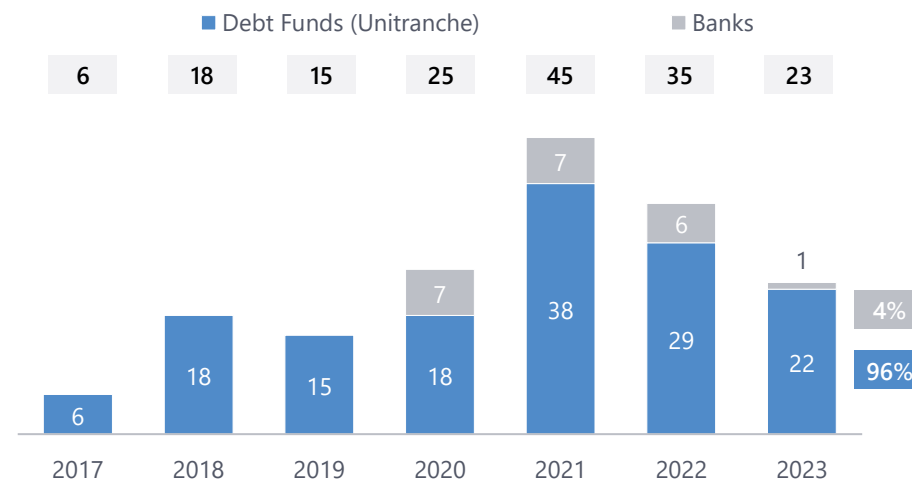


Commentary/Financing Purposes

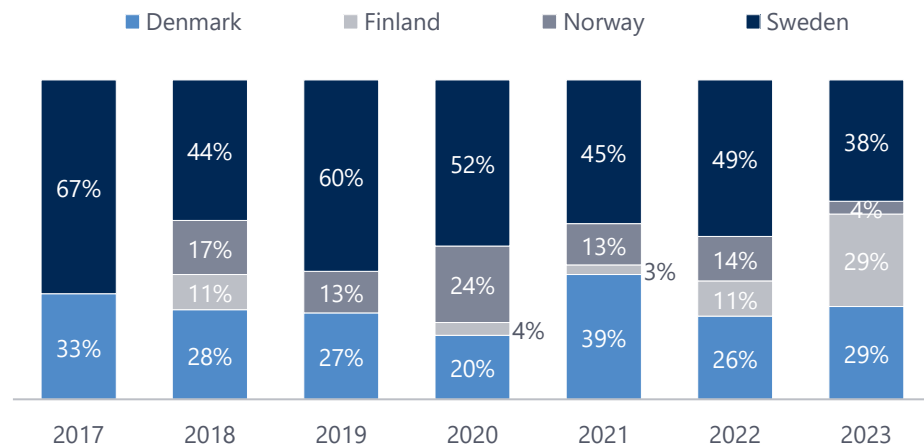
- Financing activity improved in Q4 2023, with seven transactions closing during the period. Although on an overall small deal volume, this is some 40% above Q3 2023 (five deals).
- On a full-year basis, with 23 deals completed in 2023, the Nordic region suffered a 34% decline vs. 35 transactions in 2022.
- In 2023, deal activity was mainly driven by Sweden (38%), followed by Denmark (29%), as well as Finland (29%). The latter experienced quite a strong year (+18% vs. 2022), whereas Norway was slow, with only 4% (-10% vs. 2022)
- While there are many banks offering senior financings in the Nordic region, debt funds are currently dominating the financing market with a share of 96% for 2023.

Number of Deals/Market Share

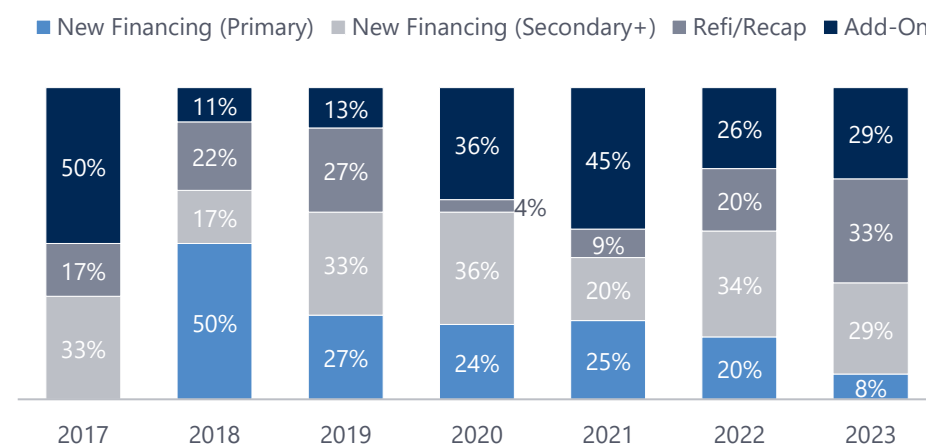
TOTAL NUMBER OF DEALS IN THE NORDIC MARKET (SENIOR AND UNITRANCHE)



DEALS BY COUNTRY IN THE NORDIC MARKET (SENIOR AND UNITRANCHE)⁽¹⁾



FINANCING PURPOSES IN THE NORDIC MARKET (SENIOR AND UNITRANCHE)⁽²⁾



Note: Figures may not add up to 100% due to rounding.

(1) Nordic senior deals have only been tracked by Houlihan Lokey since Q1 2020.

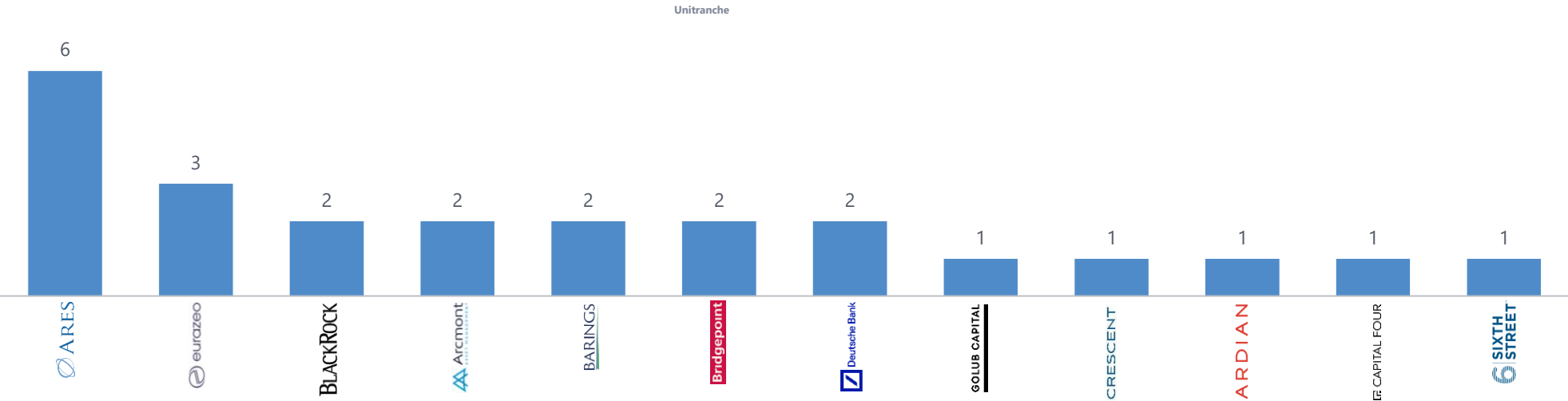
(2) By number of deals.



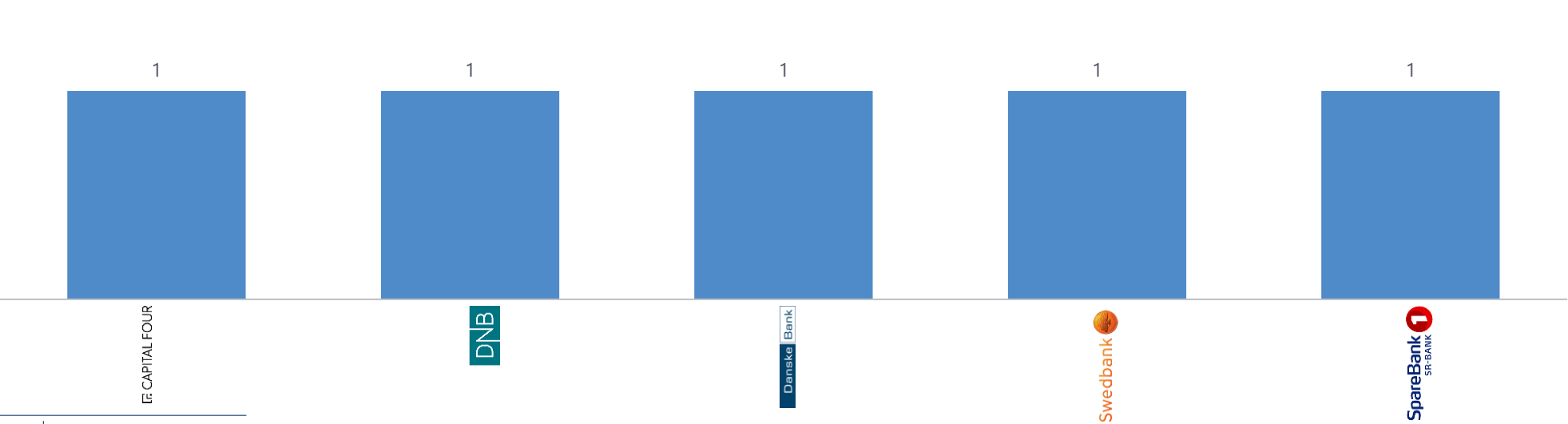
Debt Market Q4 2023—Nordics



Nordic Unitranche Lenders by Deal Count (Q4 2023 LTM)



Nordic Senior Lenders by Deal Count (Q4 2023 LTM)

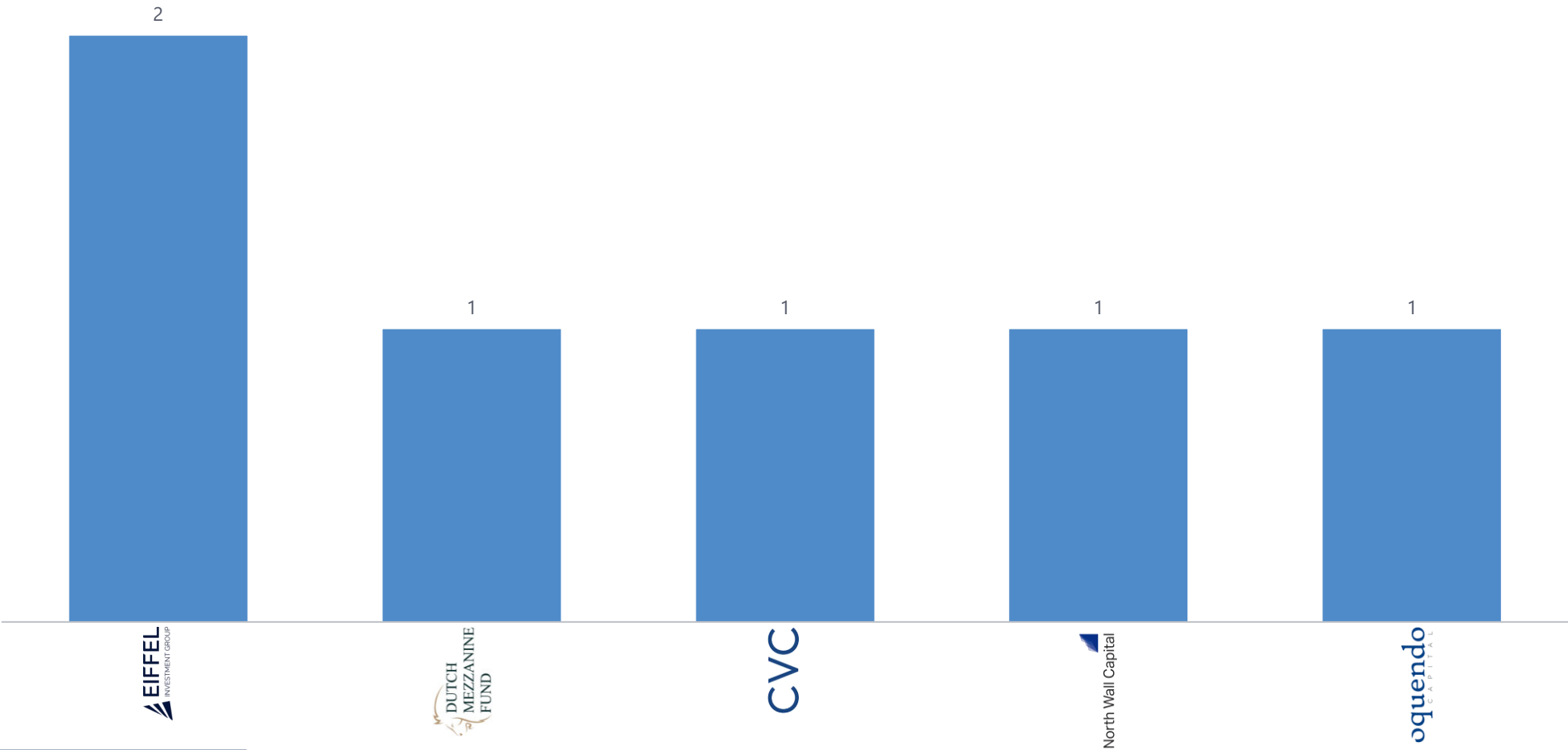


European Subordinated Debt Financings

(Q4 2023 LTM)



European Subordinated Debt Lenders by Deal Count (Q4 2023 LTM)

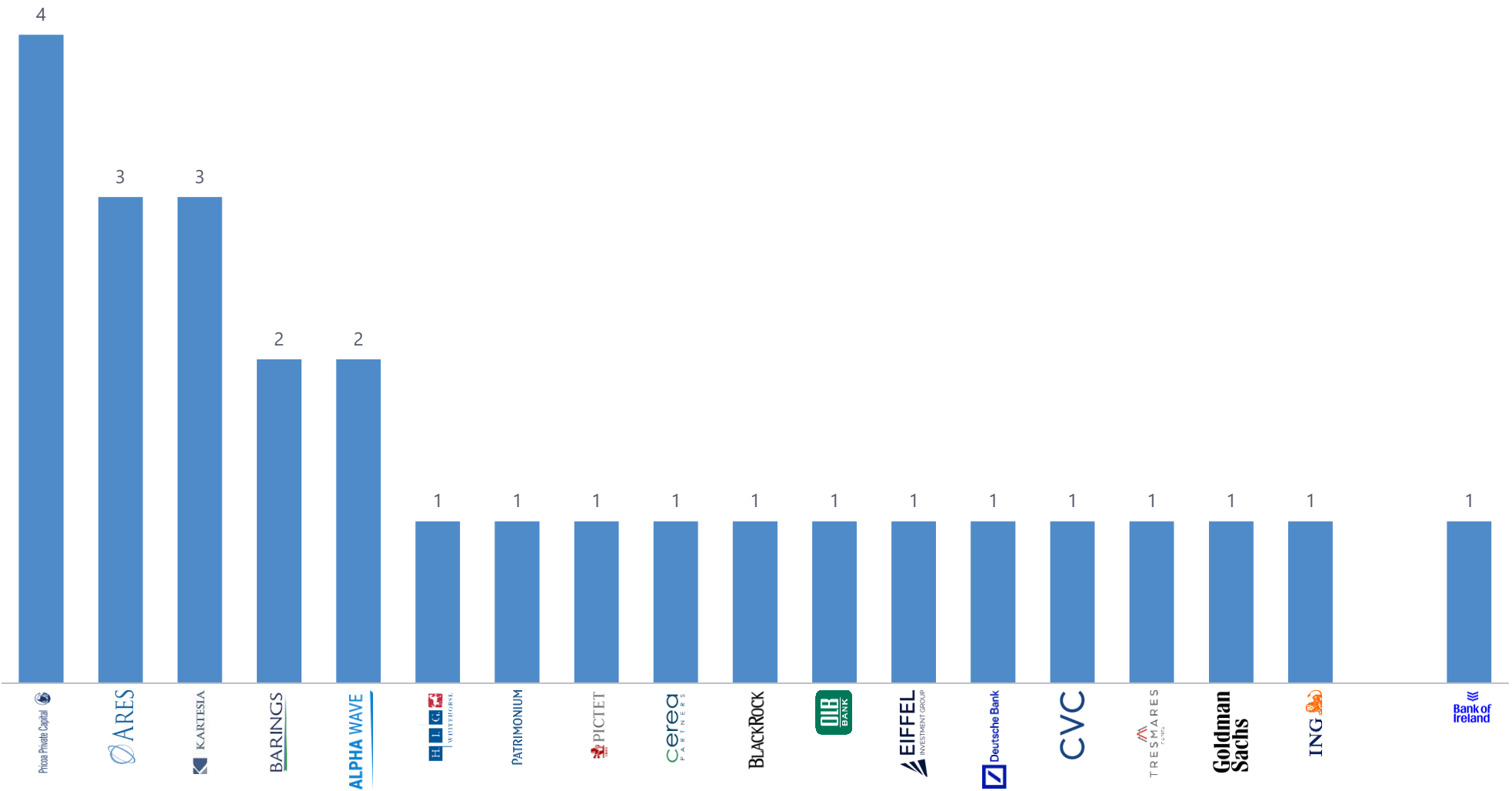


European Nonsponsored Debt Financings (Q4 2023 LTM)



European Nonsponsored Debt Lenders by Deal Count (Q4 2023 LTM)

Super-Senior
Term Debt





03

ABOUT THE HOULIHAN LOKEY MIDCAPMONITOR

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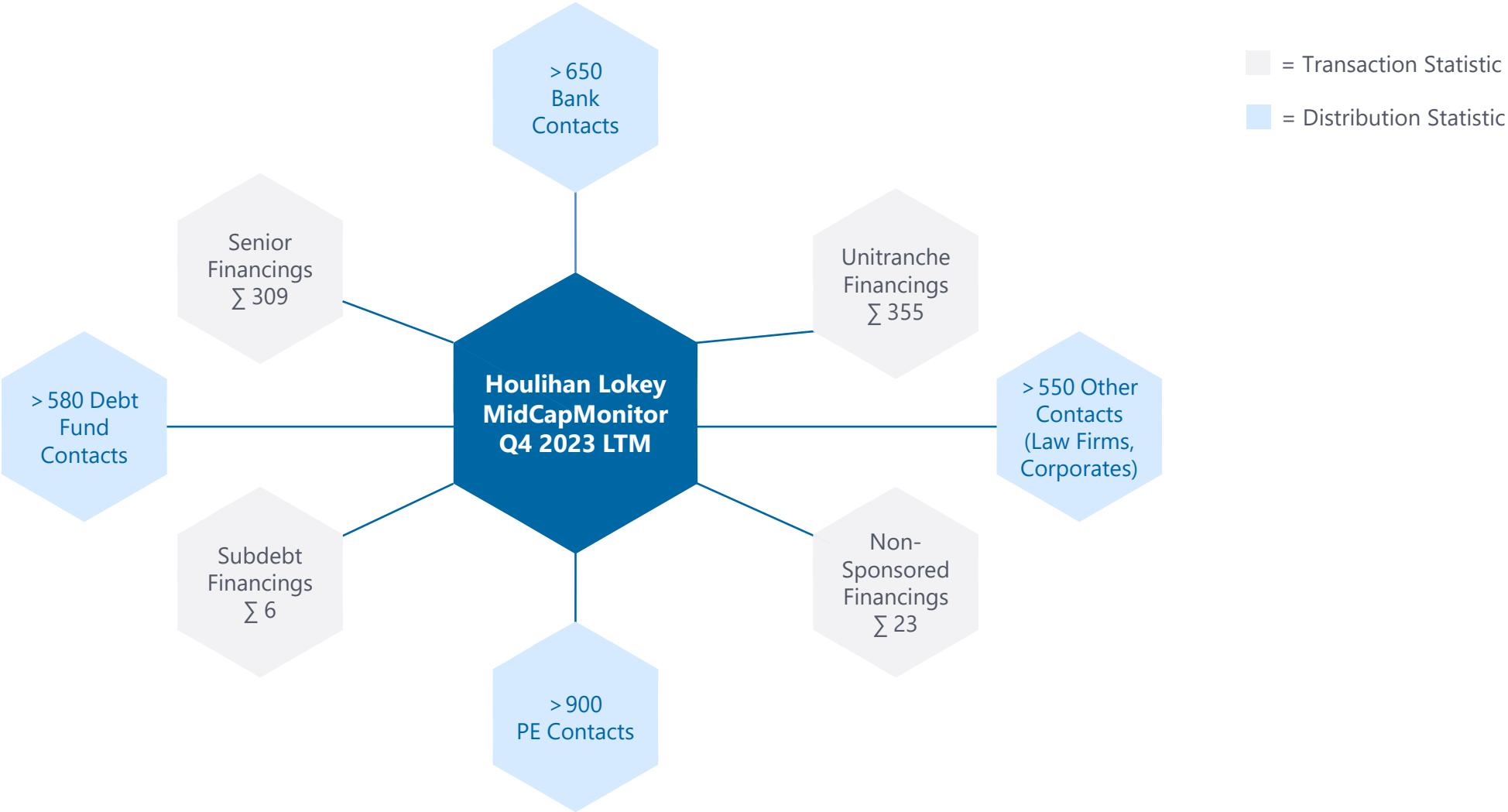
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Houlihan Lokey MidCapMonitor Q4 2023 LTM

The Houlihan Lokey MidCapMonitor surveyed 693 European financings in Q4 2023 LTM and is distributed to more than 2,600 recipients from over 600 institutions.

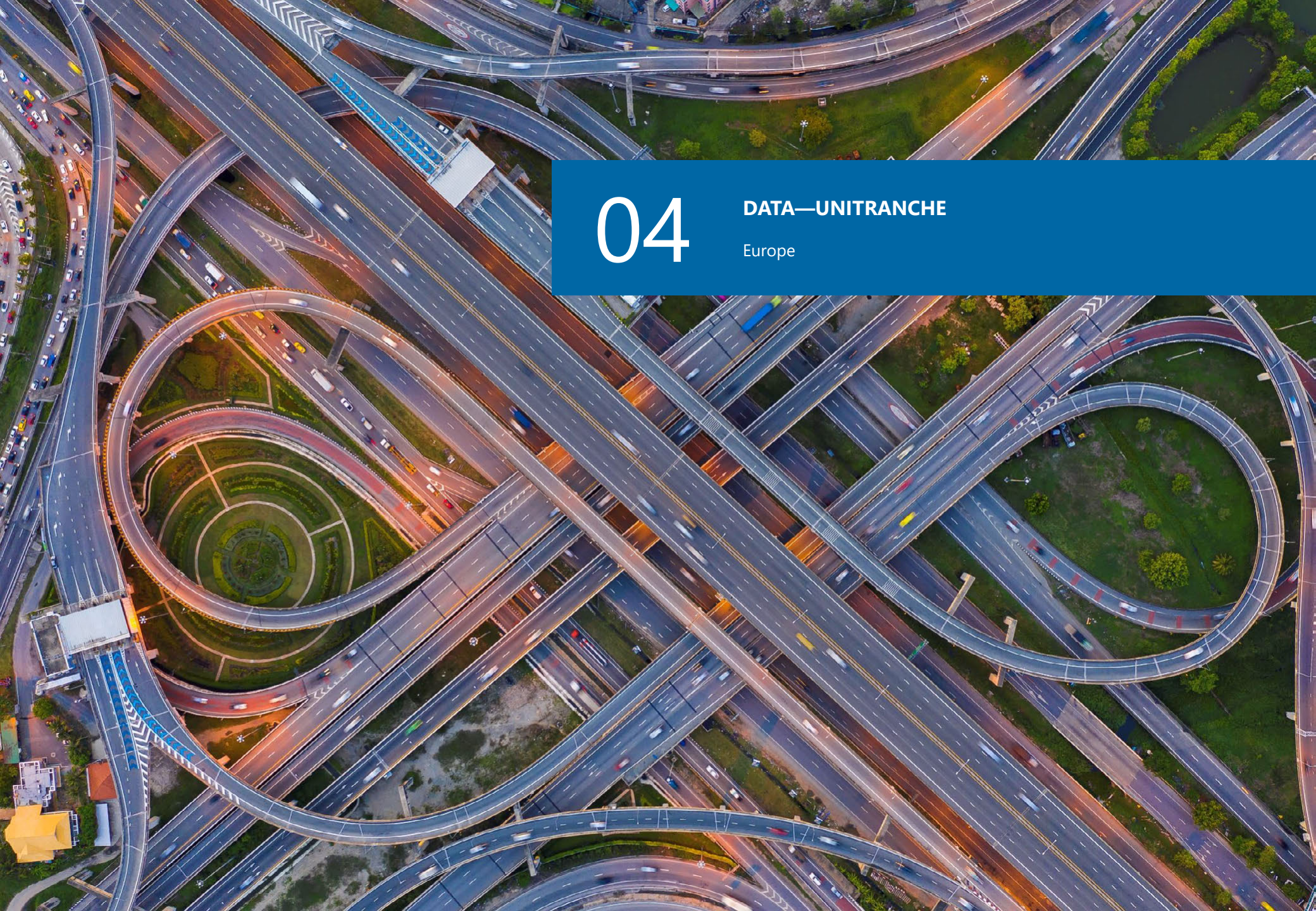


Houlihan Lokey MidCapMonitor Classification Rules

Classification Rules

- Target is located in DACH, UK, France, Benelux, or the Nordic region, in case of unitranche and subordinated debt financings in Europe.
- Target has a PE background, in case of sections 2, 3, and 4 (subdebt).
- Term debt value of senior incl. second lien (2L) and unitranche financings is between €20 million and €500 million.
- Term debt value of subordinated debt financings is between €10 million and €250 million.
- In either case, the total financing volume does not exceed €500 million.
- For a financing to be included as a recap, refi, or add-on, a minimum of €20 million debt ("fresh money" next to a potentially refinanced debt amount) has to be drawn—accordingly, a minimum of €10 million debt (fresh money) in the subordinated debt category.
- The unitranche section only considers banks that participated with a first-out term loan in a unitranche structure. The sole provision of a super-senior RCF by a bank next to a unitranche is not taken into account.
- Regarding senior Germany financings, the MidCapMonitor aims to distinguish between club financiers or underwriters, respectively, and participants in the course of a syndication. Based on the signing of the original credit documentation, the classification will be determined:
 - "✓" applies to every member in a club financing (irrespective of title or ticket size) OR in a financing with an underwriting to every underwriting bank.
 - "(✓)" applies to all other financiers who have joined after signing the transaction.
- The deal count of the overview primarily refers to the arrangement (i.e. "✓") of a transaction, and in the event of financiers having the same deal count, participations ("(✓)") will be considered. In the case of parties having the same overall count, they are then shown in alphabetical order.
- Sources for the data presented are Debtwire, LCD, and public information as well as communication between Houlihan Lokey and various parties for the purposes of gathering the data for this publication.





04

DATA—UNITRANCHE

Europe

Due to the large number of transactions, Q4 2023 financings are continued on the next page.

European Unitranche Financings Q4 2023 (cont.)

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Due to the large number of transactions, Q3 2023 financings are continued on the next page.

European Unitranche Financings Q3 2023 (cont.)

[illegible]

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European Unitranche Financings Q1 2023

				Unitranche		Super-Senior Term Debt	
Q1 2023 (1/2)	Imaweb		Add-on	Providence Strategic Growth			
	Xebia		Add-on	Waterland			
	Betonbau Group		Add-on	Capiton			
	TES Global		Add-on	Onex Partners			
	TES Global		Add-on	Onex Partners			
	A2Mac1			Providence, Five Arrows			
	MRH Trowe		Refi	Anacap			
	HRWorks			Maguar			
	Desotec		Add-on	Blackstone			
	FZA		Refi	Ardian			
	Lacour			Carlyle			
	JD2M			Cairn Transmission			
	Ipsilon		Add-on	Waterland			
	Convotis			Elvaston			
	VDK		Add-on	EMK			
	Valantic		Add-on	DPE			
	Infodis			HLD			
	Market News International			Tenzing			
	Acolin		Refi	Sovereign			
	Adista		Add-on	Keensight			
	Plug In Digital		Add-on	Bridgepoint			
	LionsHome		Add-on	Waterland			
	Tennaxia			Marlin			
	Valoria		Add-on	IK Partners			
	Yieldkit		Add-on	Waterland			
	Energiekonzepte D'land		Add-on	Auctus			
	MIQ		Add-on	BFC, Bridgepoint			
	Licent			Gilde Equity Management			
	VetGruppen		Refi	Axcel			
	Sakra			Cimven			
	Confirma		Add-on	ABRY			
	European Camping Group		Add-on	PAI			
	Nexus Vehicle Rental		Refi	Equistone			
	K3 Capital Group			Sun Capital Partners			
	Ardonagh		Add-on	HPS, Madison Dearborn			
	Nucleus		Add-on	HPS			
	Aspris		Add-on	Waterland			
	Dentex		Add-on	Universal Partners			
	Portman Dental Care		Add-on	Core Equity			
	BMS		Add-on	Preservation Capital Partners, British Columbia Investment Management			
	IDH Group		Add-on	Palamon			
	Vivacy			Bridgepoint			
	Trescal			EQT			
	Aspen Pumps		Refi	Inflexion			
	Vitaprotech			Seven 2			
	KEBOS Group			Constellation			
	your.online		Add-on	Strikewards			
	TSH		Refi	Strikewards			
	Nuuday		Refi	Macquarie			
	Telit Cinterion		Add-on	DBAY Advisors			
	Init			Rivean, EMERAM			
	Lucanet		Add-on	Hq Capital			
	Intero		Add-on	First Reserve			
	Reapit		Add-on	Accel			
	Process Sensing Tech.		Add-on	AEA Investors			
	Mintec		Add-on	Five Arrows			
	PIB		Add-on	Apax			
	Compagnie des Desserts			PAI			
	AnalytiChem		Add-On	Battery Ventures			
	Neoxam			Eurazeo			
	Faraday			Parquest			
	Optimum		Add-On	IK Partners			
	Allia			Ergon Capital			
	Ideagen		Add-on	Hq			
	IVI-RMA			KKR			
Deal Count Q1 2023				15	3		
Total Deal Count Q4 2023 LTM				56	29		
				25	20		
				19	15		
				15	13		
				13	11		
				11	10		
				10	8		
				8	7		
				5	4		
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European Unitranche Financings Q1 2023 (cont.)

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04

DATA—SENIOR DEBT AND UNITRANCHES

Germany



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Unitranche Financings (Q3 2023)

Germany



			Unitranche																																	Super-Senior Term Debt																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
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04

DATA—SENIOR DEBT AND UNITRANCHES

United Kingdom



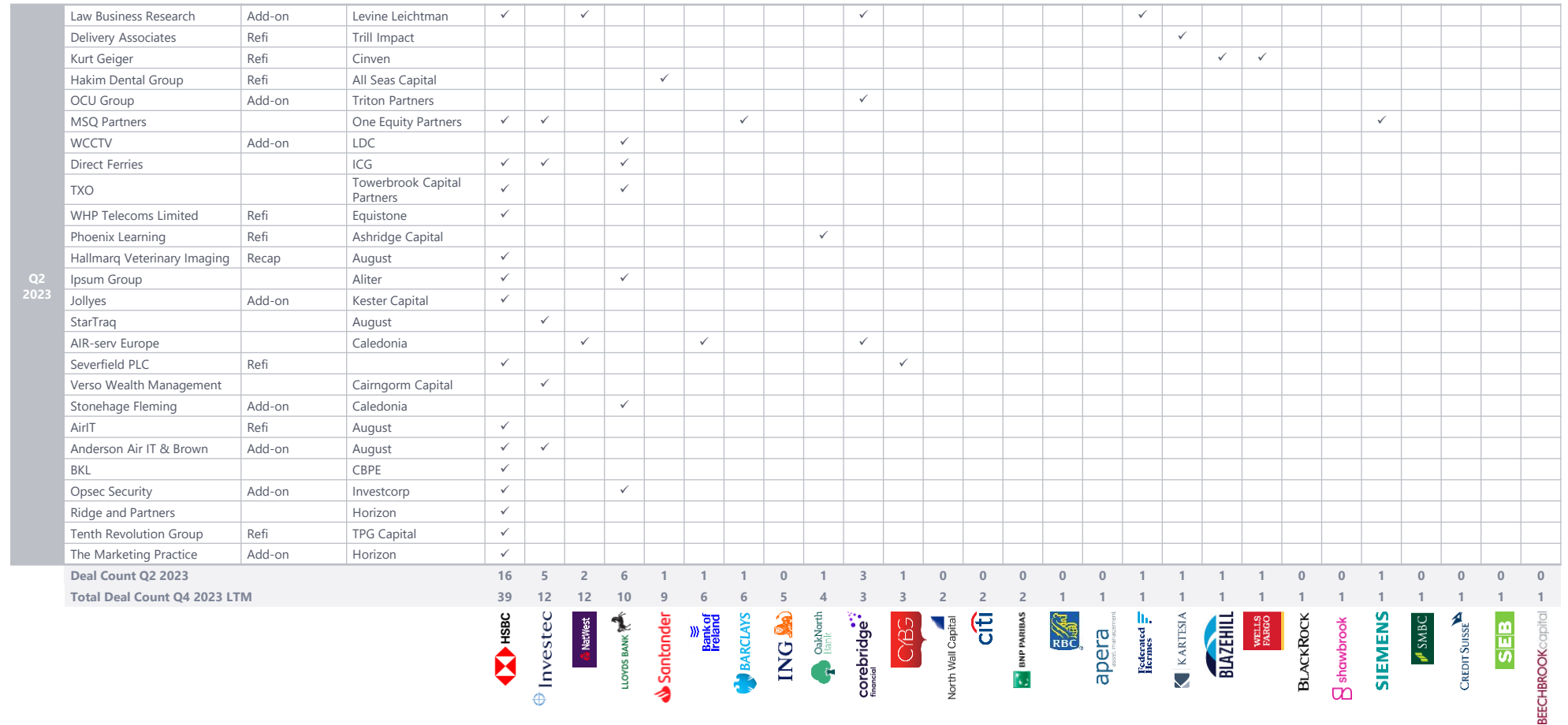
UK



UK

46 |  Houlihan Lokey

UK



UK

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UK

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UK



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Unitranche Financings (Q2 2023)

UK



Q2 2023			Unitranche																														Super-Senior Term Debt																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																						
	Company	Structure	Investor	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																
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UK

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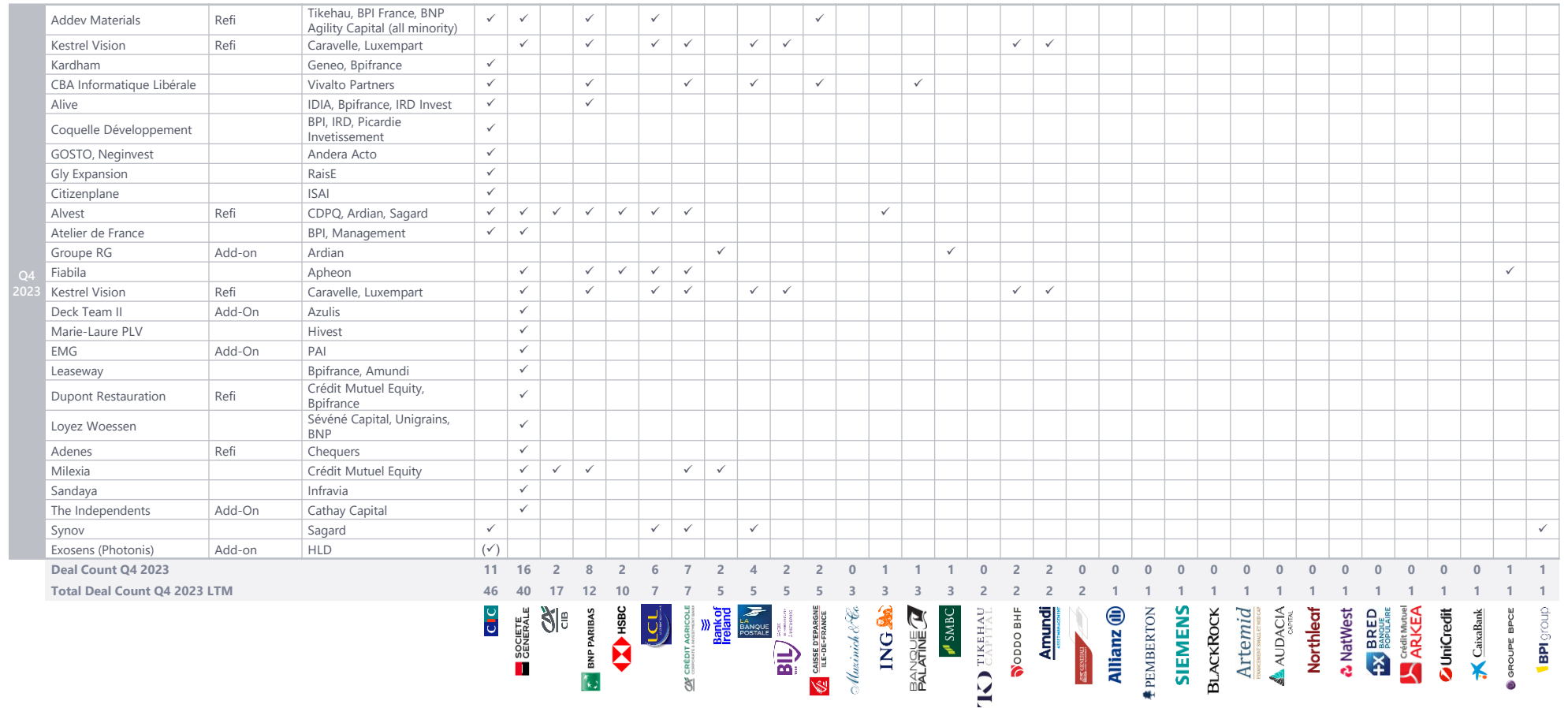
A full-page background image of the Eiffel Tower in Paris, France, during sunset. The tower is silhouetted against a sky with soft orange and pink clouds. In the foreground, a large crowd of people is gathered on a paved plaza with a black and white geometric tile pattern. The city skyline of Paris is visible in the background, including the dome of Les Invalides.

04

DATA—SENIOR DEBT AND UNITRANCHES

France

France



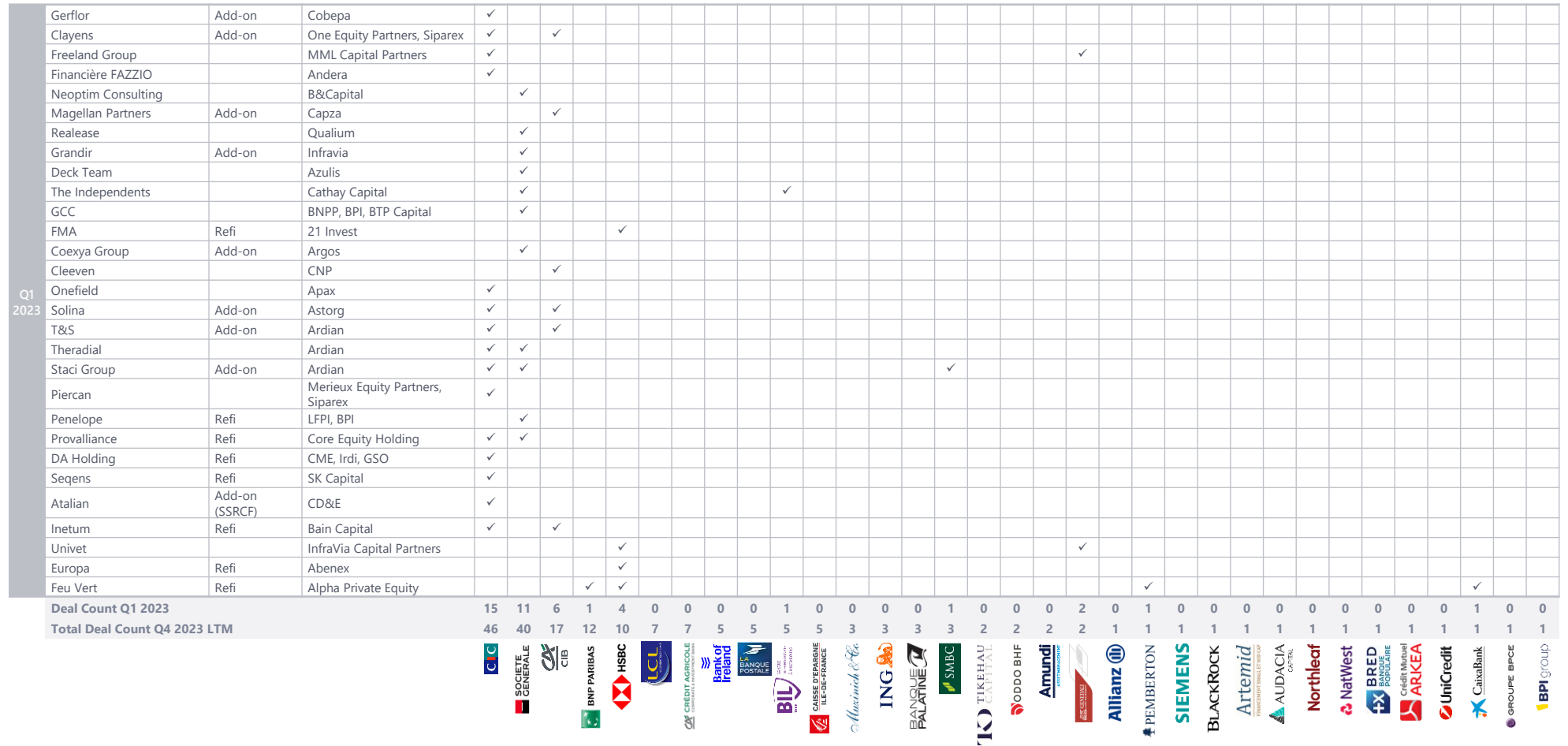
France

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France

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France



Unitranche Financings (Q4 2023–Q3 2023)

France



Q4 2023	Guemas Gritchen	Refi	Naxicap	✓																													
	Finaxy	Refi	Ardian	✓																													
	Groupe Premium	Refi	Eurzaeo, Blackstone	✓																													
	Product Life Group	Add-on	21 Invest	✓																													
	Laboratoire X.O.	Add-on	Stanley Capital																														
	ECF Group		PAI																														
	Softnext	Refi	Groupe Baelen			✓																											
	Chronos Dental	Add-on	Entrepreneur Invest																														
	Exosens (fka Photonis)	Add-on	Groupe HLD		✓																												
	Astoria	Add-on	Naxicap		✓																												
	Astoria	Add-on	Naxicap		✓																												
	Nomios		Keensight																														
	Acteon	Refi	Dentressangle																														
	Anaveo	Refi	Bridgepoint																														
Sogelink		CVC																															
Banook Group		Motion Equity																															
Deal Count Q4 2023				4	3	1	1	0	1	2	0	1	2	0	0	0	0	0	1	1	1	0	0	0	0	0	1	1	0	0	0	0	0
Q3 2023	Evariste	Add-on	Luxempart																														
	Ipacchem	Add-on	SK Capital																														
	Sinari		Bridgepoint	✓																													
	Rhetores	Add-on	Activa Capital																														
	Valoria		TA Associates	✓																													
	Nomadia		Hg																														
	DB Next	Add-on	Group Baelen																														
	MarketPay	Add-on	Anacap																														
	Simago	Add-on	Ardian																														
	EuroTechnoCom	Add-on	Cinven, Carlyle																														
	EuroTechnoCom	Add-on	Cinven, Carlyle																														
	Photonis	Add-on	HLD																														
	EPSA	Add-on	Towerbrook; BPI France; Tikehau Equity; Credit Mutuel Equity; Raise																														
	EA Pharma	Add-on	Motion Equity Partners																														
	Infraneo		Seven2																														
	Oxya		Montefiore																														
	Once For All		GTCR																														
Deal Count Q3 2023				2	4	3	1	0	2	1	1	1	0	0	1	0	0	1	0	1	1	0	1	0	0	0	0	0	0	0	1	1	
Total Deal Count Q4 2023 LTM				10	9	6	5	4	4	4	3	3	3	2	2	2	2	2	2	2	2	1	1	1	1	1	1	1	1	1	1	1	



BARINGS



PEMBERTON



BLACKROCK



M&P



EURAZEO



ARCMT



PRIVATE DEBT



HAYFIN



APER



ARES



CPVA



ALCENTRA



PARS SQUARE



SMBC



BRIDGEPOINT



GOLDMAN SACHS



PARTNERS GROUP



BLACKSTONE



ARDIAN



PRICER PRIVATE CAPITAL



CERED



TIKEHAU CAPITAL



68TH STREET



DEUTSCHE BANK



CAISSE D'EPARGNE LE CLUS-FRANCE



HSBC



WHITE PEAKS



MACQUARIE



SOLUS CAPITAL



HPS



CIC



INP PARIBAS



EUCL



SOCIETE GENERALE



BANQUE PARIBAS



SMBC



HSBC



Unitranche Financings (Q2 2023–Q1 2023)

France



			Unitranche																										Super-Senior Term Debt										
Q2 2023	Photonis	Add-on	HLD		✓																											✓	✓	✓	✓				
	Minlay	Add-on	Adagia								✓																												
	Looping		PAI								✓																												
	Softnext	Refi	Groupe Baelen			✓																																	
	EuroTechnoCom	Add-on	Cinven, Carlyle		✓																																		
	Objectware		BNPP Développement										✓																										
	Adhetec		Adagia	✓																																			
	Product Life Group	Add-on	21 Invest	✓																																			
	EA Pharma	Add-on	Motion								✓																												
Infodis	Add-on	Groupe HLD					✓																																
Deal Count Q2 2023				2	2	1	1	0	0	1	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
Q1 2023	Imaweb	Add-on	Providence Strategic Growth														✓																						
	A2Mac1		Providence, Five Arrows						✓																								✓						
	Lacour		Carlyle											✓																									
	JD2M		Cairn Transmission																													✓							
	Ipsilon	Add-on	Waterland				✓																																
	Infodis		HLD				✓																																
	Adista	Add-on	Keensight					✓																															
	Plug In Digital	Add-on	Bridgepoint						✓																														
	Tennaxia		Marlin						✓																														
	Valoria	Add-on	IK Partners						✓																														
	European Camping Group	Add-on	PAI										✓																										
	Vivacy		Bridgepoint													✓	✓																						
	Trescal		EQT													✓	✓																						
	Vitaprotech		Seven 2				✓													✓																			
	Compagnie des Desserts		PAI																																				
	Neoxam		Eurazeo	✓									✓																				✓						
	Faraday		Parquest	✓																																			
	Equativ		Bridgepoint											✓																									
Deal Count Q1 2023				2	0	1	2	4	1	0	0	0	1	2	1	2	2	2	1	1	0	0	0	0	1	1	0	0	1	1	1	1	0	0					
Total Deal Count Q4 2023 LTM				10	9	6	5	4	4	4	3	3	3	2	2	2	2	2	2	2	2	2	2	1	1	1	1	1	1	1	1	1	1	1	1				

An aerial photograph of Madrid, Spain, during a dramatic sunset. The sun is low on the horizon to the left, casting a warm orange glow over the city. The sky is filled with large, dark, textured clouds. In the foreground, a large, ornate building with a white facade and a dark, domed roof with a golden statue on top is prominent. The city extends into the distance with a dense collection of buildings and a few mountains visible on the horizon.

04

DATA—SENIOR DEBT AND UNITRANCHES

Spain

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Unitranche Financings (Q4 2023–Q3 2023)

Spain



Unitranche							
Q4 2023	Donte Group (fka Vitaldent)	Add-on	Advent	✓			
	Portik Group	Refi	Oxy Capital		✓		
Deal Count Q4 2023				1	0	1	0
Q3 2023	no Q3 2023 deals reported						
Deal Count Q3 2023				0	0	0	0
Q2 2023	Inke		Keensight				✓
	Deal Count Q2 2023			0	0	0	1
Q1 2023	Kids&Us		Charterhouse		✓		
	IVI-RMA		KKR			✓	
Deal Count Q1 2023				0	1	0	0
Total Deal Count Q4 2023 LTM				1	1	1	1



Super-Senior Term Debt	
	0
	0
	0
	✓
	1
	1



04

DATA—SENIOR DEBT AND UNITRANCHES

Alpine



Senior Debt Financings (Q4 2023–Q1 2023)

Alpine



Q4 2023	Unilode		Add-on	Basalt Infrastructure							✓			✓			
	Tertianum Gruppe		Add-on	Capvis	✓												
	Capture Media Group			Saturnus Capital, Syz Capital	✓												
	Heberlein AG			Renaissance	✓												
	CSD		Add-on	Initiative & Finance	✓												
Deal Count Q4 2023					4	0	0	0	0	0	1	0	0	1	0	0	0
Q3 2023	Kanalservice Group		Refi	Ufenau	✓												
	Hofstetter PCB			Afinum	✓												
	IDAK Food Group		Add-on	Invision	✓	✓											
	Spandex		Refi	Chequers	✓	✓	✓			✓	✓		✓		✓	✓	
	Gutor			Latour Capital													✓
Deal Count Q3 2023					4	2	1	0	0	1	1	0	1	0	0	1	1
Q2 2023	Farner		Add-on	Waterland	✓												
	Matignon Gruppe		Refi	Rigeto	✓												
	Open Systems		Refi	EQT			✓										
Deal Count Q2 2023					2	0	1	0	0	0	0	0	0	0	0	0	0
Q1 2023	Schurter			Capvis	✓	✓											
	dss+			Inflexion, Gyrus	✓	✓											
	Cargo Roll		Refi	Reichmuth & Co.	✓												
	La Tour Immobilière		Refi	UBP, RMG	✓												
	NOX Systems		Add-on	Liberta Partners	✓												
	Mimacom Flowable Group			Ardian	✓			✓	✓								
	Norline			Argos Wityu		✓		✓	✓								
	VTU			Altor			✓			✓				✓			
Deal Count Q1 2023					6	3	1	2	2	1	0	1	0	0	1	0	0
Total Deal Count Q4 2023 LTM					16	5	3	2	2	2	2	1	1	1	1	1	1



Unitranche Financings (Q4 2023–Q1 2023)

Alpine



Unitranche								
Q4 2023	Netrics			Bregal				✓
Deal Count Q4 2023					0	0	0	1 0
Q3 2023	Aspire Education		Add-on	EMZ	✓	✓	✓	
Deal Count Q3 2023					1	1	1	0 0
Q2 2023	Savoury Solutions Group			PAI				✓
Deal Count Q2 2023					0	0	0	0 1
Q1 2023	Aspire Education			EMZ	✓	✓		
Deal Count Q1 2023					1	1	0	0 0
Total Deal Count Q4 2023 LTM					2	2	1	1 1

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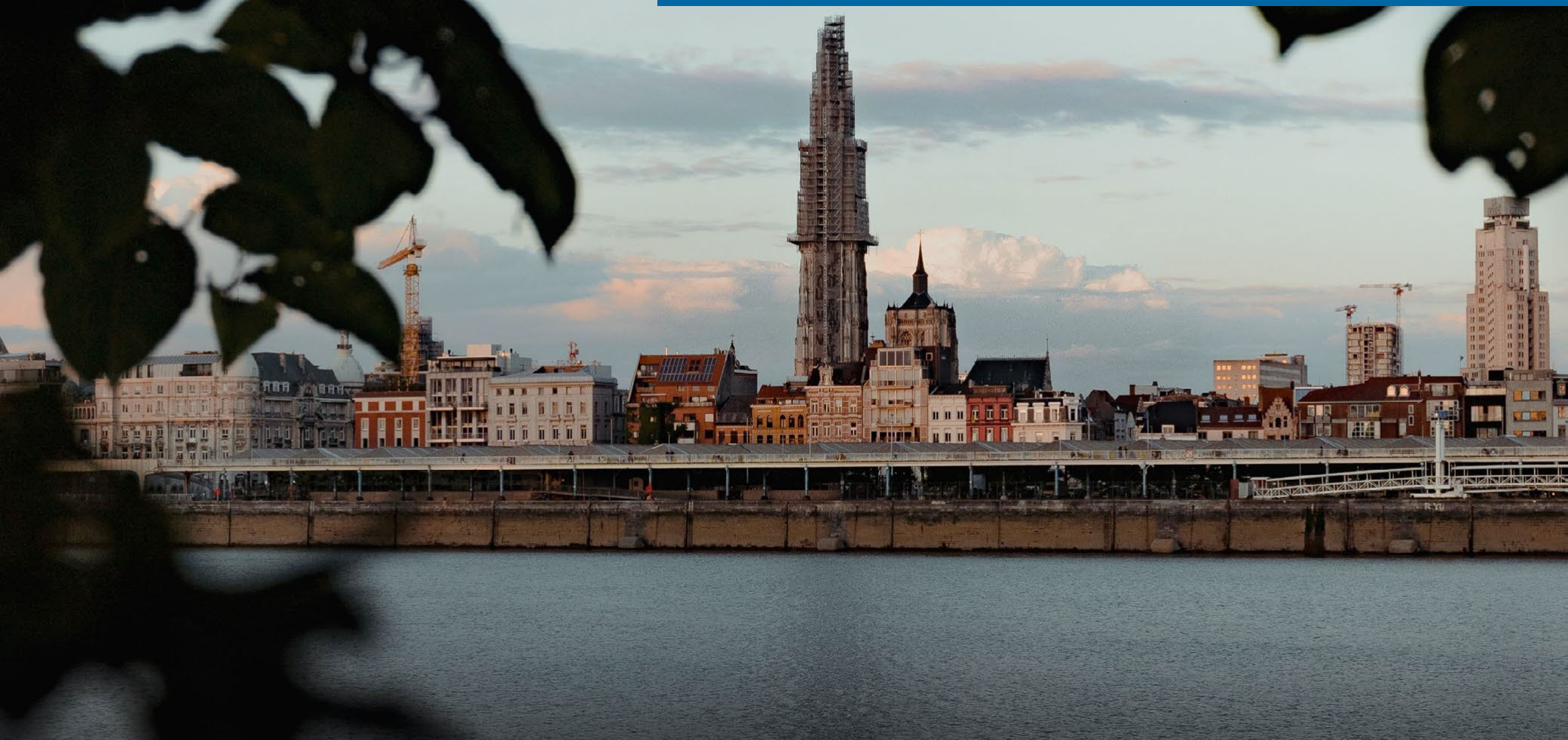
Super-Senior Term Debt	
✓	
1	
0	
0	
0	

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DATA—SENIOR DEBT AND UNITRANCHES

Benelux



Benelux



Unitranche Financings (Q4 2023–Q3 2023)

Benelux



		Unitranche																											Super-Senior Term Debt			
Q4 2023	Ceres Pharma		Add-on	Naxicap	✓																											
	ORTEC			Battery Ventures	✓																											
	Team Eiffel			TowerBrook																												
	Quistor			IceLake																												
	Acture		Add-on	IK Partners		✓																										
	Flemming Dental, Excent, and Artinorway Group			Oakley																												
	Kooi			IK Partners																												
	Wilvo			Rivean	✓																											
	Cosmetique Totale		Add-on	BB Capital																												
	ELCEE			Torqx Capital Partners		✓																										
Clinias Dental Group		Refi	Bencis																													
Deal Count Q4 2023					3	2	0	0	0	0	1	0	0	1	1	0	1	1	0	0	0	1	1	1	0	0	0	0	1			
Q3 2023	Omdus		Add-on	NPM																												
	Alpina Group		Add-on	Five Arrows																												
	CROWD			Tikehau		✓																										
	Goodlife			IK		✓																										
	Hallo			KLAR Partners																												
	Triple		Add-on	Bencis																												
	Avania		Add-on	Astorg																												
	Coredux		Add-on	Arcline		✓																										
	You Sure		Add-on	IK Partners																												
	You Sure		Add-on	IK Partners																												
TestingCo			Exponet																													
Deal Count Q3 2023					1	2	2	1	1	2	0	1	1	1	0	0	0	0	0	0	1	0	0	0	0	0	0	0	0	1		
Total Deal Count Q4 2023 LTM					6	6	5	4	4	3	3	3	3	3	2	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1		

Benelux

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DATA—SENIOR DEBT AND UNITRANCHES

Nordic

Senior Debt Financings (Q4 2023–Q1 2023)

Nordic



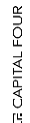
Q4 2023	No Q4 2023 Deals Reported			
	Deal Count Q4 2023			0
Q3 2023	No Q3 2023 Deals Reported			
	Deal Count Q3 2023			0
Q2 2023	NNIT		Agilintas	✓
	Deal Count Q2 2023			1
Q1 2023	No Q1 2023 Deals Reported			
	Deal Count Q1 2023			0
	Total Deal Count Q4 2023 LTM			1

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Unitranche Financings (Q4 2023–Q1 2023)

Nordic



Unitranche																
Q4 2023	Dixa APS		Refi	General Atlantic							✓					
	Evondos		Refi	Verdane			✓									
	Navtor		Add-on	Accel-KKR									✓			
	Basware		Add-on	Accel-KKR								✓				
	Elos Medtech		Add-on	TA Associates					✓							
	Biovian		Refi	Keensight		✓										
	Aspia			Vitruvian					✓							
Deal Count Q4 2023					0	1	1	0	1	1	1	1	1	0	0	0
Q3 2023	Group Online		Add-on	Catacap	✓											
	Odevo		Add-on	Fidelio Capital	✓											
	Max Matthiessen		Refi	Nordic Capital	✓											
	Infobric			Stirling Square				✓								
	Macrobond			Francisco Partners				✓	✓							
Deal Count Q3 2023					3	0	0	2	1	0	0	0	0	0	0	0
Q2 2023	Shape			Waterland		✓										
	Nomentia			Inflexion						✓						✓
Deal Count Q2 2023					0	1	0	0	0	1	0	0	0	0	0	1
Q1 2023	Acolin		Refi	Sovereign		✓										
	VetGruppen		Refi	Axcel	✓											
	Sakra			Cinven	✓											
	Confirma		Add-on	ABRY	✓											
	Nuuday		Refi	Macquarie							✓					
	Evondos		Add-on	Verdane			✓									
	Norican Group		Refi	Altor											✓	
	Rantalainen			Norvestor										✓		
Deal Count Q1 2023					3	1	1	0	0	0	1	0	0	1	1	0
Total Deal Count Q4 2023 LTM					6	3	2	2	2	2	2	1	1	1	1	1
																



04

DATA—SUBORDINATED AND NONSPONSORED DEBT

Europe

European Subordinated Debt Financings (Q4 2023 LTM)



Q4 2023	Docunext		Refi	Groupe Baelen					✓
Q3 2023	Biofarma		Add-on	Ardian			✓		
	EMITEC		LBO	Dubag		✓			
Q2 2023	Leadec		Refi	Triton				✓	
	Fives		Refi	CDPQ	✓				
	Circet		Refi	ICG	✓				
Q1 2023	No Q1 2023 Deals Reported								

Total Deal Count Q4 2023 LTM	2	1	1	1	1
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Key Observations

- After two deals in Q3 2023 in the subordinated debt space, only one financing was completed across the several jurisdictions tracked in Q4 2023. The overall deal count of 6 in 2023 compares to 28 transactions in 2022 which is a decline of 79%.
- We believe that on the one hand the very low volume is mainly due to the continued limited deal flow in the upper-middle-market segment in Q4, where sponsors usually need to raise subordinated and/or holdco debt due to high leverage requirements driven by competition. On the other hand, the increase in interest rates has put limitations on leverage multiples which companies are able to service and hence makes sub-debt instruments less attractive.



European Nonsponsored Debt Financings (Q4 2023 LTM)



Q4 2023	Astek		Refi	Unitranche						✓										
	Prime Dental Alliance		Add-on	Unitranche		✓														
	Dojo		Refi	Unitranche												✓				
	Airedale Group		Recap	Unitranche	✓															
	Grupo Hospitalario Recoletas		Refi	Unitranche				✓									✓	✓	✓	
Q3 2023	Secuoya Content Group		LBO	Sub Debt	✓															
	Incarlopsa		Refi	Senior			✓													
	Licel			Unitranche						✓										
	Nomotech		Refi	Unitranche			✓													
	Ecowipes			Unitranche			✓													✓
	Southern Communications		Add-on	Unitranche		✓														
	eyeo		Recap	Senior								✓								
	Ground Control			Unitranche	✓															
	Voip Telecom			Unitranche			✓													
Q2 2023	GoStudent		Refi	Unitranche											✓					
	Star Services		Refi	Sub Debt										✓						
	Viseo		Add-on	Unitranche							✓									
	RSK Group		Add-on	Unitranche		✓														
	Mon Veto		Add-on	Unitranche				✓												
Q1 2023	ProNoia		Refi	Sub Debt								✓								
	Sereni		Add-on	Unitranche			✓													
	Real Betis		Refi	Unitranche	✓															
Enapter																				
Total Deal Count Q4 2023 LTM					4	3	3	2	2	1	1	1	1	1	1	1	1	1	1	1

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EIFFEL INVESTMENT GROUP

Deutsche Bank

CVC

TRESMARES

Goldman Sachs

ING

Bank of Ireland

Key Observations

- Nonsponsored transactions continue to take place, but activity remains erratic. After a fairly strong Q3 with nine completed deals, Q4 only delivered five transactions.
- The overall count of 23 deals in 2023 compares to 38 transactions in 2022 (-39%). While the market share of debt funds in the nonsponsored market is still small, we see further potential for an increase in the number of transactions due to the overall size of the corporate debt market.



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