



Private Debt Awards 2021

International market - Deloitte Alternative Lender Deal Tracker Autumn 2021

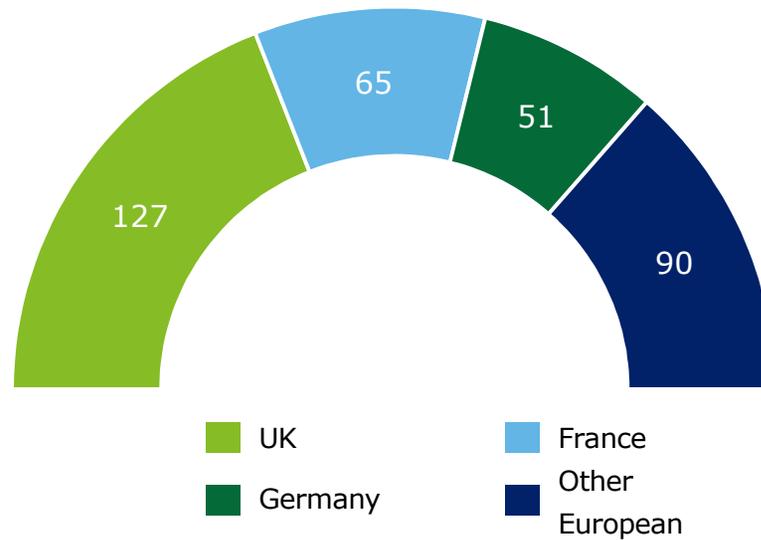
International Market

Alternative Lender Deal Tracker

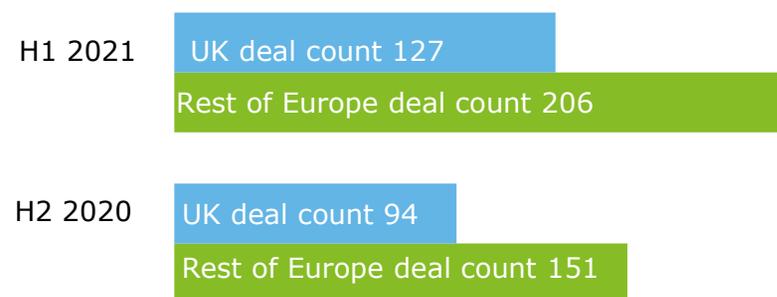
H1 2021 Deals

Deloitte Alternative Lender Deal Tracker

H1 2021 deals completed



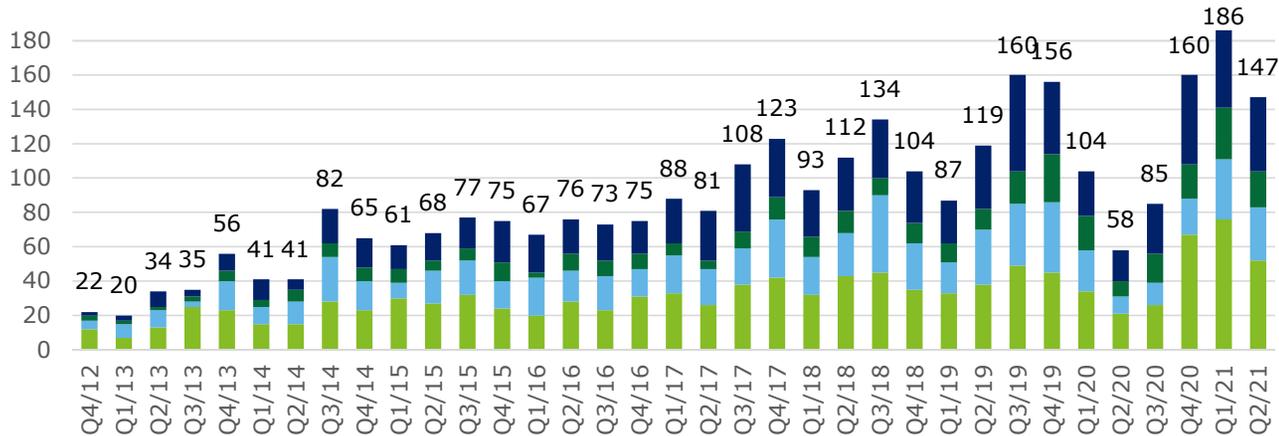
H1 2021 headline figures



The Alternative Lender Deal Tracker now covers 65 lenders and a reported 3070 deals

Alternative Lender Deal Tracker

Currently covers 65 leading Alternative Lenders. Only UK and European deals are included in the survey.

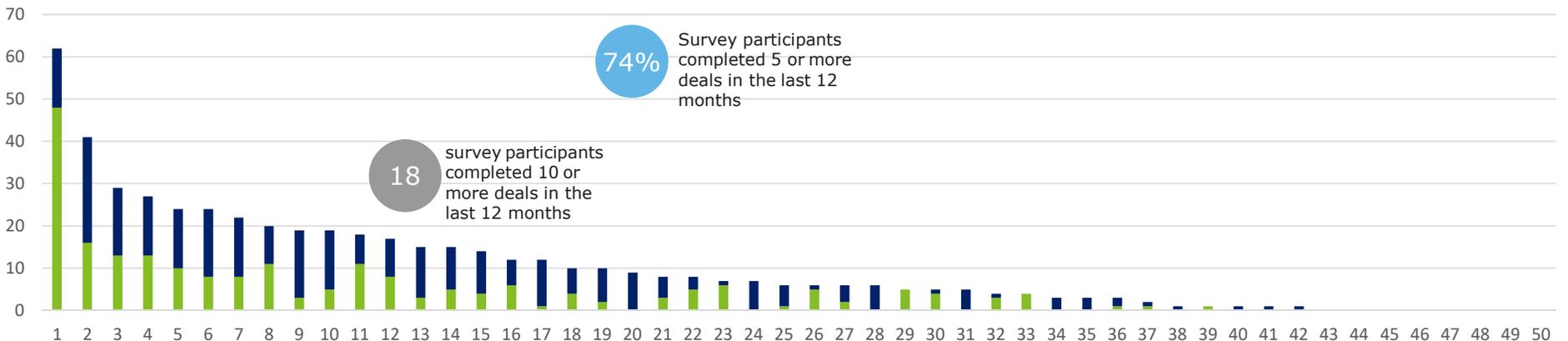


Data in the Alternative Lender Deal Tracker is retrospectively updated for any new participants



Deals done by each survey participant (Last 12 months)

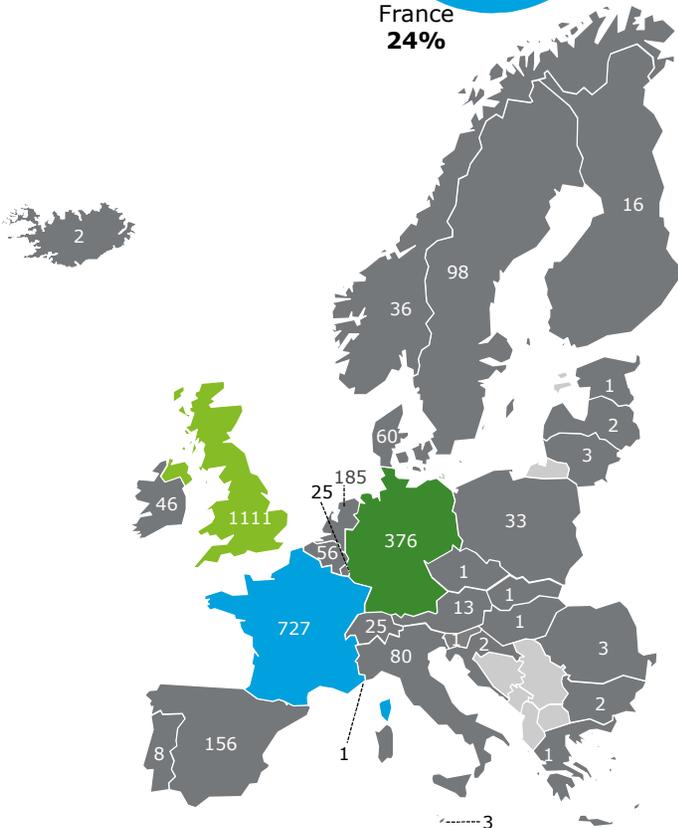
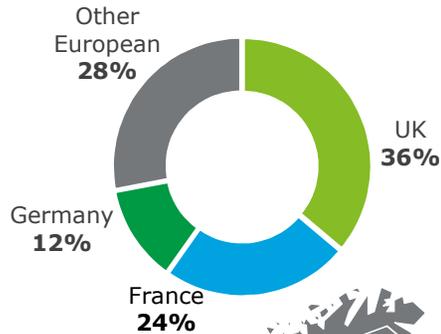
UK Rest of Europe



Direct Lenders increasingly diversifying geographies

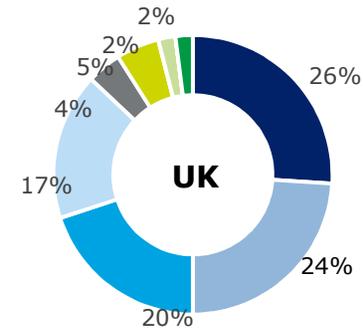
Total deals across Europe

In the last 35 quarters 3073 (1111 UK and 1962 other European) deals are recorded in Europe

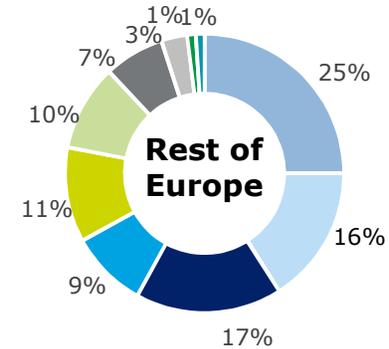


Total deals across industries (Last 12 months)

Within the UK, the the Business, Infrastructure & Professional Services and TMT industries have been the dominant users of Alternative Lending



- Business, Infrastructure & Professional Services
- Technology, Media & Telecommunications
- Financial Services
- Healthcare & Life Sciences
- Leisure
- Retail
- Manufacturing
- Consumer Goods
- Transportation and Logistics
- Human Capital
- Other

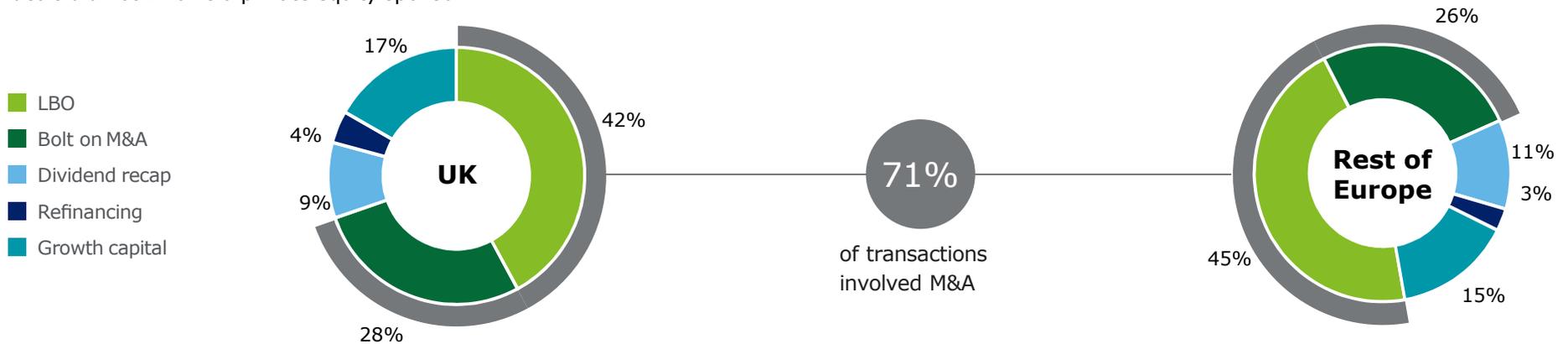


In the rest of Europe there are 5 main industries: TMT, Business, Infrastructure & Professional Services, Healthcare & Life Sciences, Manufacturing and Consumer Goods

M&A activity still the key driver for Direct Lending Deals

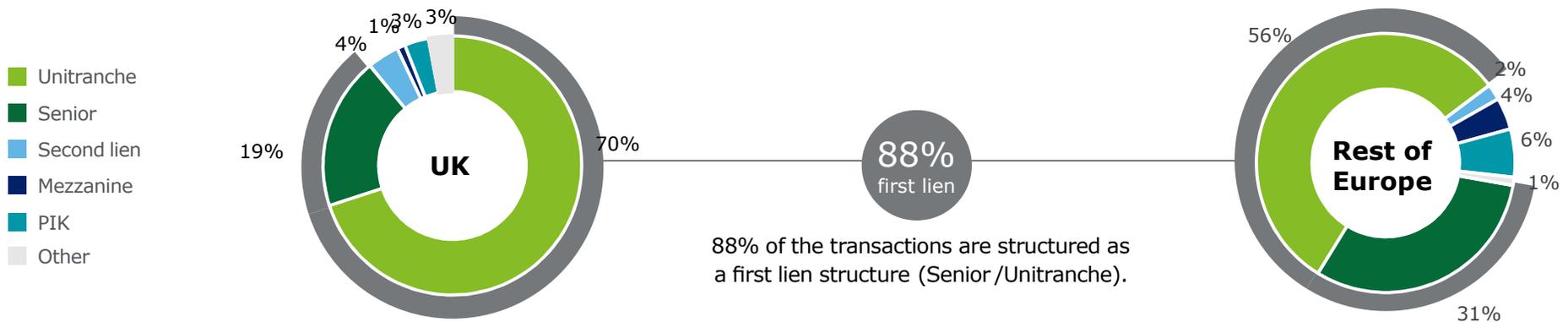
Deal purpose (Last 12 months)

The majority of the deals are M&A related, with 71% of the UK and Euro deals being used to fund a buy out. Of the 578 deals in the last 12 months, 72 deals did not involve a private equity sponsor.



Structures (Last 12 months)

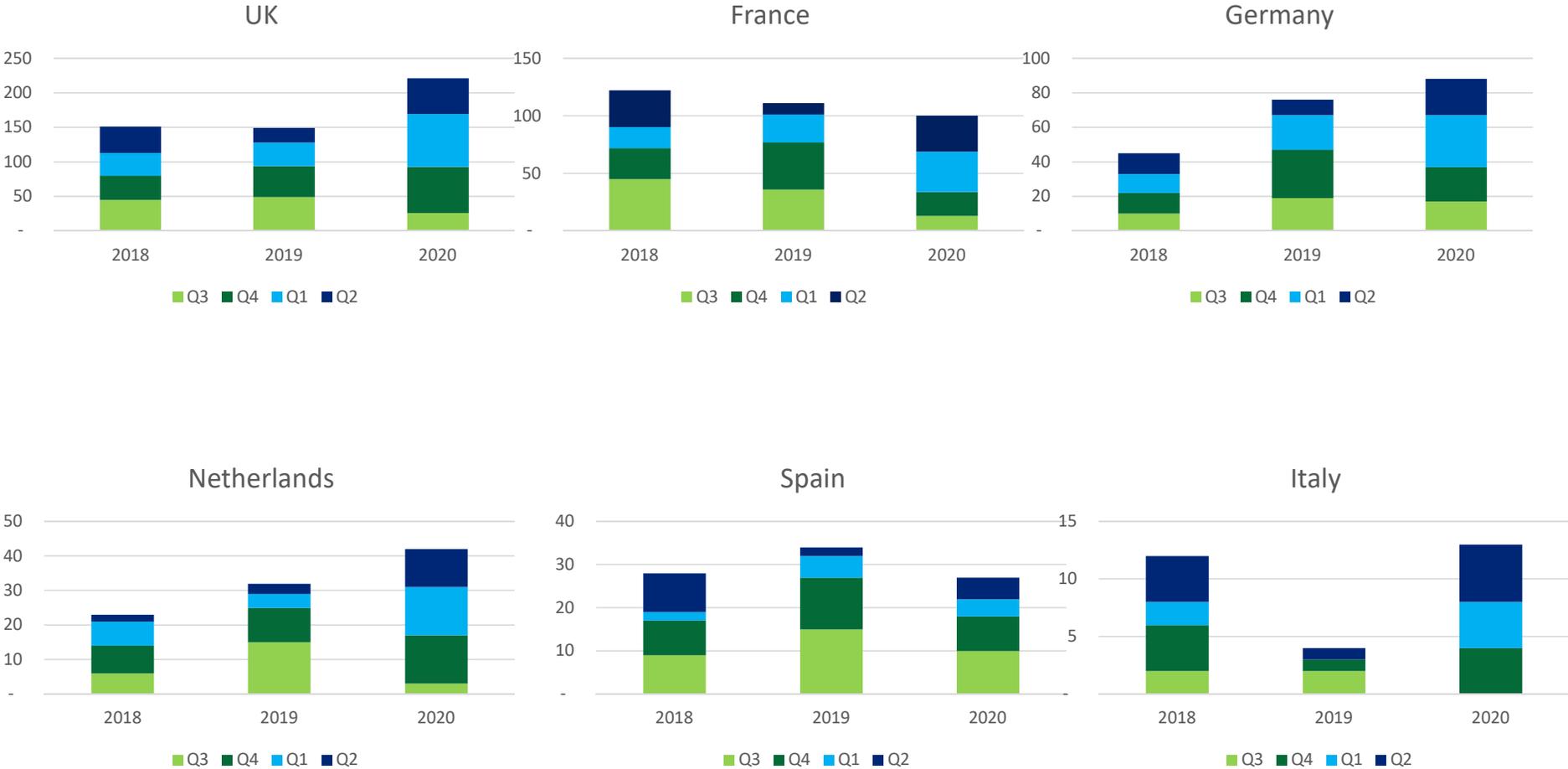
Unitranche is the dominant structure, with 70% of UK transactions and 56% of European transactions. Subordinate structures represent only 12% of the transactions.



*For the purpose of the deal tracker, we classify senior only deals with pricing L + 650bps or above as unitranche. Pricing below this hurdle is classified as senior debt.

Direct Lending is growing in each of the main European markets

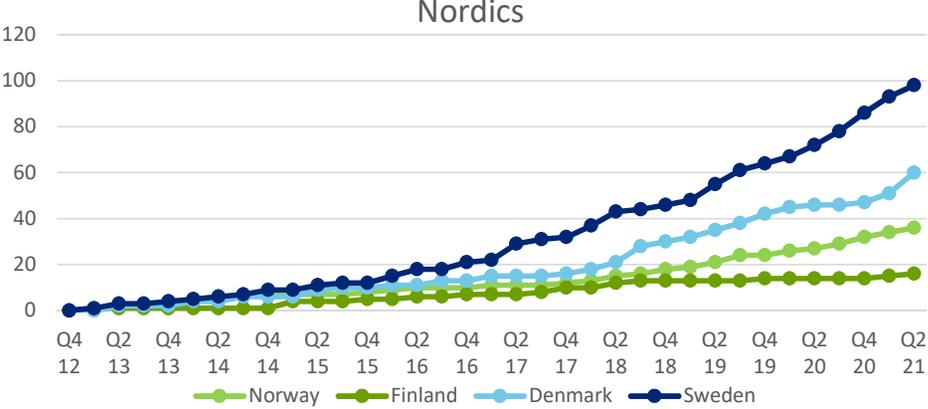
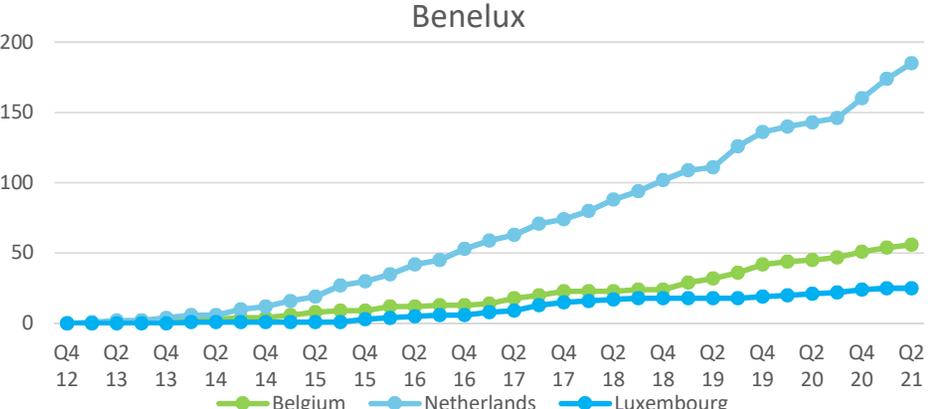
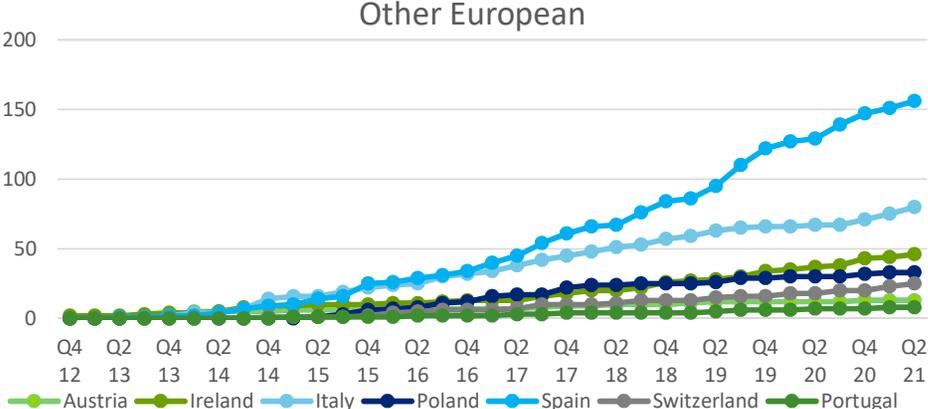
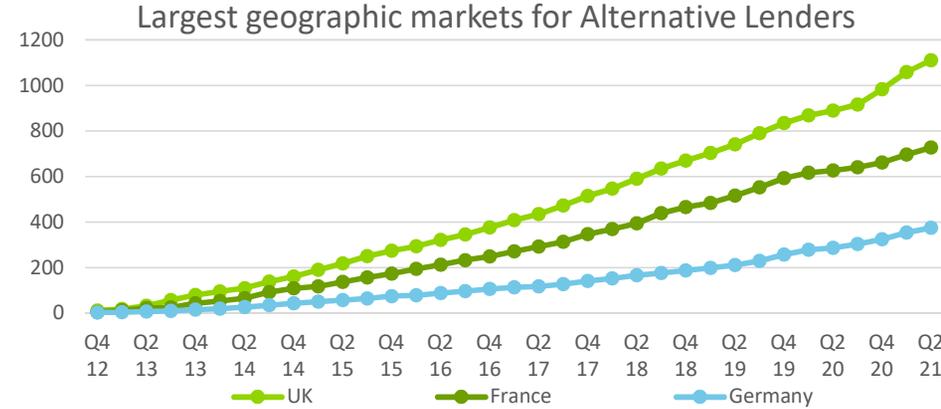
Comparison of deals for the last three years on a LTM basis for selected European countries



The UK still leading as the main source of deal volume for Direct Lenders in Europe

Cumulative number of deals per country

The number of deals is increasing at different rates in various European countries. The graphs below show countries that have completed 5 or more deals till June 2021



Who are the Direct Lenders?



Note: offices included with at least one dedicated Direct Lending professional. The graph does not necessarily provide an overview of the geographical coverage.





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