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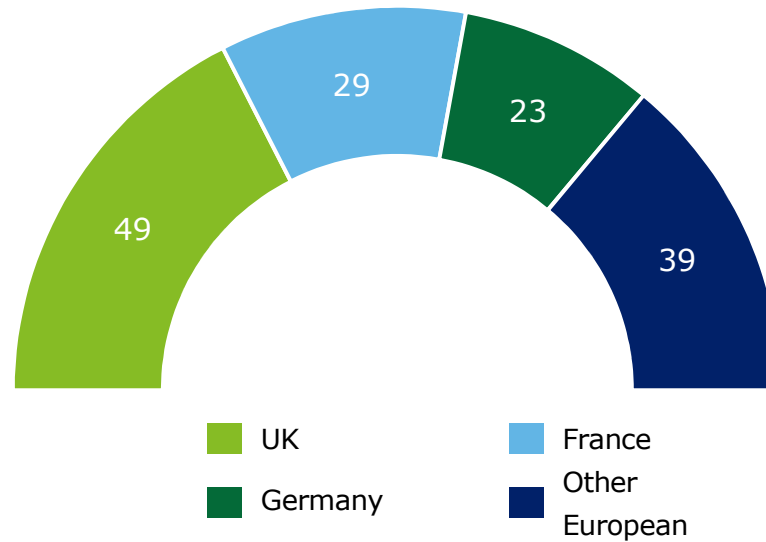


Private Debt Award
International Market

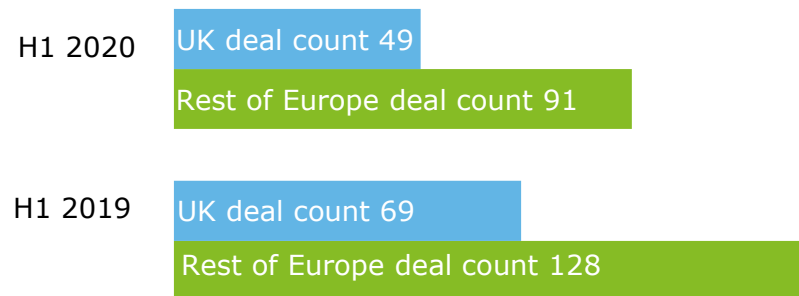
Deloitte Financial Advisory

Deloitte Alternative Lender Deal Tracker

H1 2020 deals completed



H1 headline figures

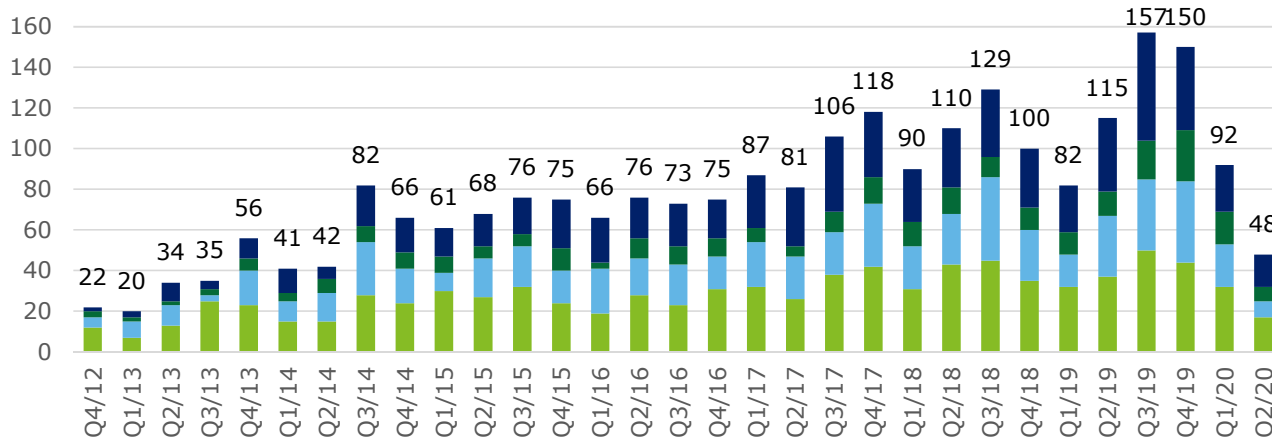


Borrowers: Access Direct Lending to power growth Businesses rely on access to growth capital, yet due to risk appetite and stringent regulation, banks are more constrained. Bringing in alternative and flexible capital allows companies to grow, yet the market can be overwhelming with numerous complex loan options offered to borrowers. Direct Lenders can offer effective rates with little or no equity dilution of your business, enabling businesses to make acquisitions, refinance bank lenders, consolidate the shareholder base, and grow activities.

The Alternative Lender Deal Tracker now covers 60 lenders and a reported 2433 deals

Alternative Lender Deal Tracker

Currently covers 60 leading Alternative Lenders. Only UK and European deals are included in the survey.

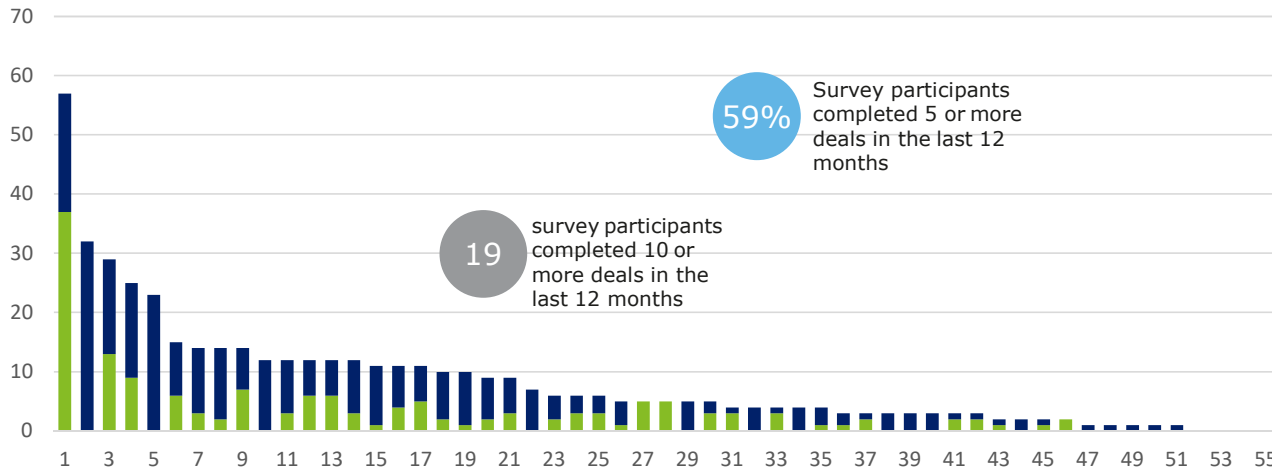


Data in the Alternative Lender Deal Tracker is retrospectively updated for any new participants



Deals done by each survey participant (Last 12 months)

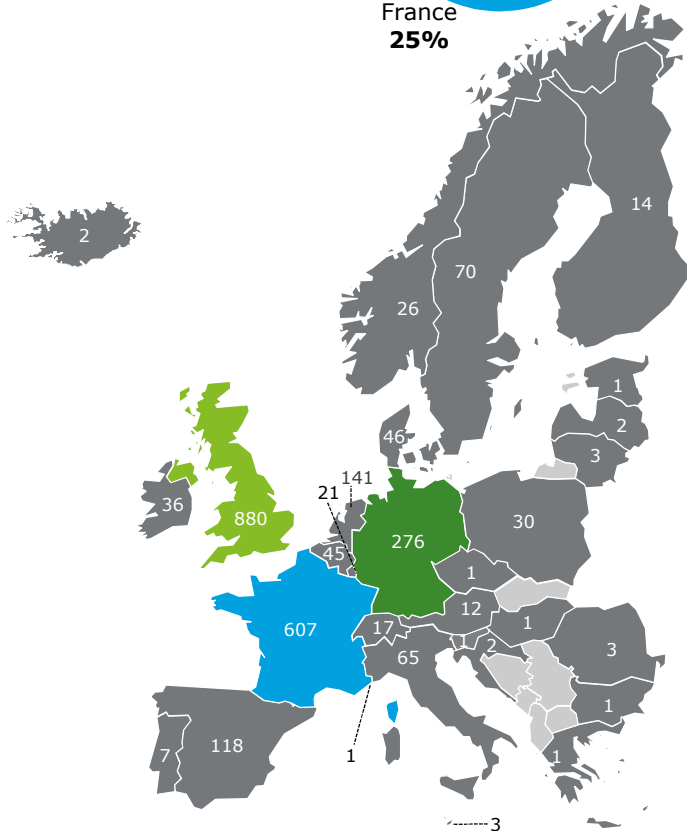
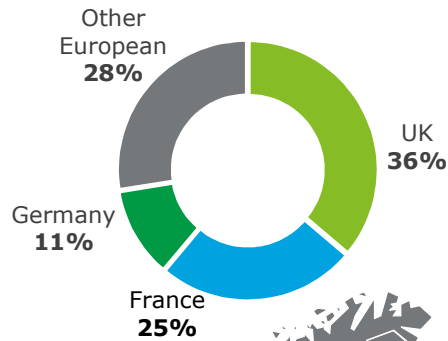
UK (Green) Rest of Europe (Dark Blue)



Direct Lenders increasingly diversifying geographies

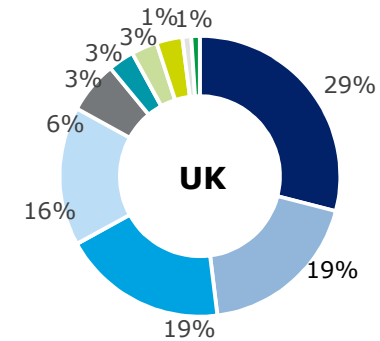
Total deals across Europe

In the last 31 quarters 2433 (880 UK and 1553 other European) deals are recorded in Europe

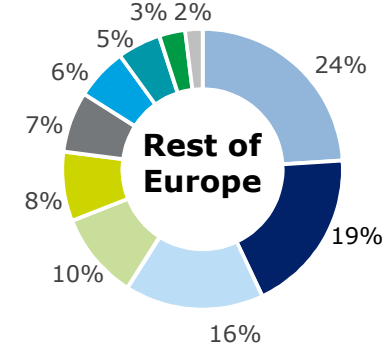


Total deals across industries (Last 12 months)

Within the UK, the the Business, Infrastructure & Professional Services industry has been the dominant user of Alternative Lending with 29% followed by TMT with 19%.



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

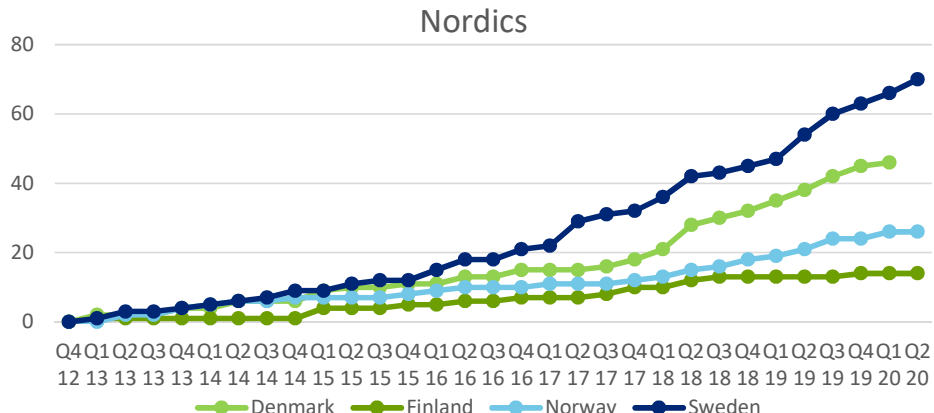
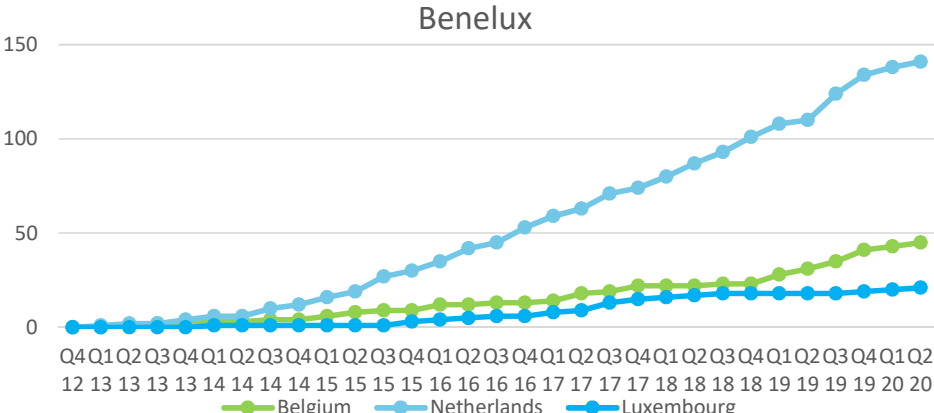
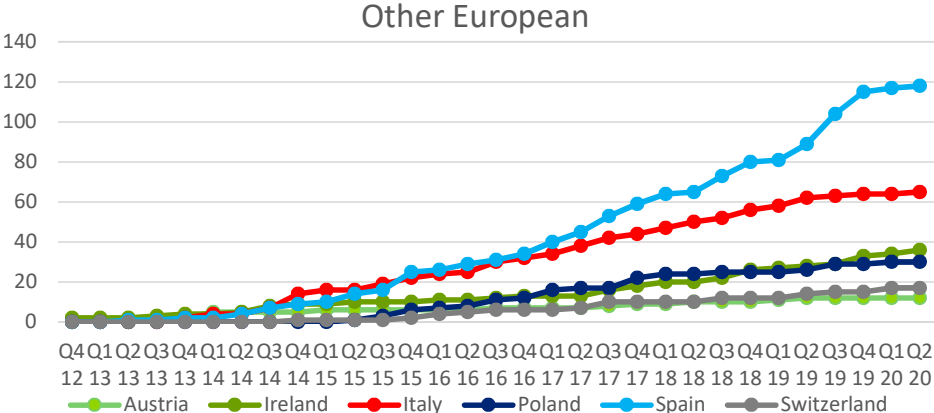
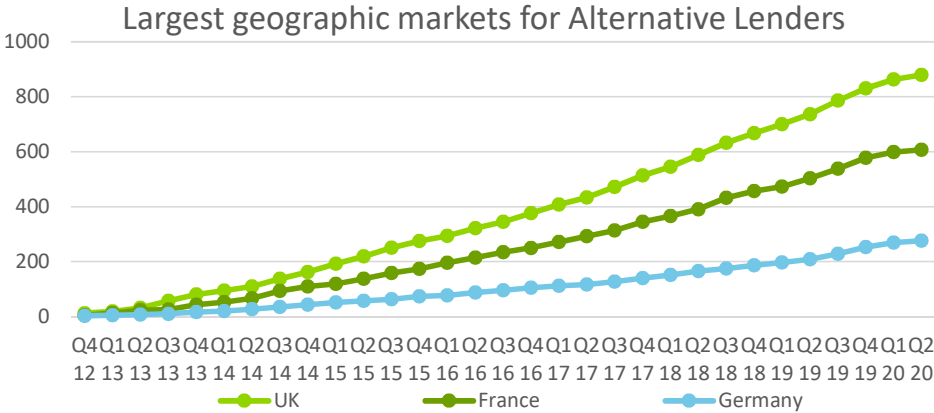


In the rest of Europe there are 5 main industries: TMT, Business, Infrastructure & Professional Services, Healthcare & Life Sciences, Manufacturing and Consumer Goods

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 2020





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